

Topical Q1 2018

Q. Which of the following, if any, are the main barriers to increasing your business' exports?

Base: All exporters

| | BUSINESS SIZE | | | INDUSTRY | | | | | | | | MANUFACTURING/SERVICES | |
|--|---------------|-----------|-----------|--|-------------------------|---|-----------------------------|---|--------------------------------------|--|--|------------------------|-----------|
| | Total | 0-9 | 10+ | Agriculture, forestry & fishing / production | Construction / property | Motor trades / wholesale / retail / transport & storage / accommodation & food services | Information & communication | Finance & insurance / business administration and support | Professional, scientific & technical | Public administration and defence / education / health | Arts, entertainment, recreation and other services | Manufacturing | Services |
| | a | b | c | d | e | f | g | h | i | j | k | l | |
| Significance Level: 95% | | | | | | | | | | | | | |
| Unweighted Total | 280 | 146 | 134 | 15 | 35 | 63 | 17 | 37 | 47 | 28 | 38 | 41 | 239 |
| Weighted Total | 238 | 199 | 38 | 13 | 18 | 68 | 23 | 24 | 59 | 11 | 22 | 23 | 214 |
| | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| Difficulties finding overseas customers, agents and/or distributors | 89 38% | 76 38% | 13 34% | 6 50% | 10 55% | 20 30% | 8 34% | 7 31% | 25 43% | 4 39% | 8 36% | 11 48% | 78 36% |
| The cost and quality of international transport connections | 47 20% | 37 19% | 10 25% | 1 9% | 2 10% | 27 40% | 1 5% | 2 10% | 4 6% | 4 40% | 5 24% | 3 11% | 44 21% |
| Difficulties sourcing market information/ identifying export opportunities | 36 15% | 29 15% | 6 16% | 4 31% | 2 11% | 7 11% | 3 12% | 2 10% | 8 13% | 3 24% | 7 34% | 5 23% | 30 14% |
| Lack of access to labour with appropriate skills to enable this | 35 15% | 27 13% | 8 21% | * 3% | 4 23% | 11 15% | 5 22% | 8 34% | 5 8% | 1 12% | * 2% | 2 10% | 33 15% |
| Difficulties accessing the required export finance | 19 8% | 14 7% | 5 13% | 2 17% | 2 14% | 5 7% | * 1% | 1 5% | 4 7% | 1 10% | 2 10% | 5 20% | 14 7% |

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

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| | BUSINESS SIZE | | | INDUSTRY | | | | | | | | MANUFACTURING/SERVICES | |
|--|---------------|------|------|--|-------------------------|---|-----------------------------|---|--------------------------------------|--|--|------------------------|----------|
| | Total | 0-9 | 10+ | Agriculture, forestry & fishing / production | Construction / property | Motor trades / wholesale / retail / transport & storage / accommodation & food services | Information & communication | Finance & insurance / business administration and support | Professional, scientific & technical | Public administration and defence / education / health | Arts, entertainment, recreation and other services | Manufacturing | Services |
| | a | b | c | d | e | f | g | h | i | j | k | l | |
| Significance Level: 95% | | | | | | | | | | | | | |
| Unweighted Total | 280 | 146 | 134 | 15 | 35 | 63 | 17 | 37 | 47 | 28 | 38 | 41 | 239 |
| Weighted Total | 238 | 199 | 38 | 13 | 18 | 68 | 23 | 24 | 59 | 11 | 22 | 23 | 214 |
| | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| None of the above - there are no barriers to increasing my business' exports | 88 | 74 | 14 | 3 | 5 | 20 | 9 | 14 | 28 | 3 | 6 | 6 | 82 |
| | 37% | 37% | 36% | 24% | 28% | 30% | 38% | 56% | 47% | 32% | 27% | 25% | 38% |
| NETS | | | | | | | | | | | | | |
| Net: Experience barriers to increasing business exports | 150 | 125 | 25 | 10 | 13 | 48 | 14 | 10 | 31 | 7 | 16 | 17 | 132 |
| | 63% | 63% | 64% | 76% | 72% | 70% | 62% | 44% | 53% | 68% | 73% | 75% | 62% |
| | | | | | g | g | | | | | g | | |

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Q. Which of the following, if any, are the main barriers to increasing your business' exports?

Base: All exporters

| | LOCATION | | EXPECTED CHANGES IN WORKFORCE SIZE | | | PAST RECRUITMENT | | CAPACITY | | EXPECTED PRICES | | | |
|--|-----------|-------------------|------------------------------------|----------------|--------------------|------------------|-----------------------|-----------------------------|--------------------|---------------------|----------------|--------------------|-----------|
| | Total | Inner London a | Outer London b | Increase c | Stay the same d | Fall e | Tried to recruit f | Did not try to recruit g | Full capacity h | Below capacity i | Rise j | Stay the same k | Fall l |
| Significance Level: 95% | | | | | | | | | | | | | |
| Unweighted Total | 280 | 163 | 117 | 71 | 189 | 20 | 108 | 172 | 138 | 142 | 100 | 167 | 13 |
| Weighted Total | 238 | 118 | 120 | 41 | 184 | 12 | 55 | 182 | 85 | 153 | 68 | 155 | 15 |
| | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| Difficulties finding overseas customers, agents and/or distributors | 89 38% | 48 41% | 41 34% | 17 40% | 65 35% | 8 65% | 12 22% | 77 42% f | 26 30% | 64 42% | 29 43% | 56 36% | 4 31% |
| The cost and quality of international transport connections | 47 20% | 25 21% | 22 18% | 15 37% d | 28 15% | 3 25% | 22 39% g | 25 14% | 32 37% i | 15 10% | 19 28% k | 24 15% | 4 30% |
| Difficulties sourcing market information/ identifying export opportunities | 36 15% | 17 14% | 19 16% | 6 15% | 23 13% | 6 49% | 7 13% | 29 16% | 13 15% | 23 15% | 11 16% | 21 14% | 3 24% |
| Lack of access to labour with appropriate skills to enable this | 35 15% | 20 17% | 15 13% | 10 23% d | 23 12% | 3 23% | 17 30% g | 18 10% | 17 20% | 18 12% | 13 19% | 17 11% | 5 34% |
| Difficulties accessing the required export finance | 19 8% | 4 4% | 15 12% a | 8 18% d | 10 5% | 1 10% | 10 18% g | 9 5% | 4 5% | 15 9% | 7 11% | 11 7% | 1 6% |
| None of the above - there are no barriers to increasing my business' exports | 88 37% | 43 36% | 45 38% | 5 12% | 81 44% c | 2 13% | 8 14% | 80 44% f | 26 30% | 62 41% | 16 24% | 68 44% j | 4 28% |

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

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| | LOCATION | | EXPECTED CHANGES IN WORKFORCE SIZE | | | PAST RECRUITMENT | | CAPACITY | | EXPECTED PRICES | | | |
|---|----------|--------------|------------------------------------|----------|---------------|------------------|------------------|------------------------|---------------|-----------------|------|---------------|------|
| | Total | Inner London | Outer London | Increase | Stay the same | Fall | Tried to recruit | Did not try to recruit | Full capacity | Below capacity | Rise | Stay the same | Fall |
| | a | b | c | d | e | f | g | h | i | j | k | l | |
| Significance Level: 95% | | | | | | | | | | | | | |
| Unweighted Total | 280 | 163 | 117 | 71 | 189 | 20 | 108 | 172 | 138 | 142 | 100 | 167 | 13 |
| Weighted Total | 238 | 118 | 120 | 41 | 184 | 12 | 55 | 182 | 85 | 153 | 68 | 155 | 15 |
| | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| NETS | | | | | | | | | | | | | |
| Net: Experience barriers to increasing business exports | 150 | 75 | 75 | 36 | 102 | 11 | 48 | 102 | 59 | 91 | 51 | 88 | 10 |
| | 63% | 64% | 62% | 88% | 56% | 87% | 86% | 56% | 70% | 59% | 76% | 56% | 72% |
| | | | | d | | | g | | | | k | | |

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l