

CBI – MEMBERSHIP SURVEY ON THE EU REFERENDUM

METHODOLOGY NOTE

ComRes interviewed 773 members of the CBI online between 22nd February and 7th March 2016. Data were weighted to be representative of the CBI membership by class, region and size of organisation. ComRes is a member of the British Polling Council and abides by its rules.

All press releases or other publications must be checked with ComRes before use. ComRes requires 48 hours to check a press release unless otherwise agreed.

To commission a voting intention poll or a public opinion survey please contact Katharine Peacock:

katharine.peacock@comres.co.uk

To register for Pollwatch, a regular newsletter update on the polls, please email: pollwatch@comres.co.uk

CBI: MEMBERSHIP EU SURVEY 2016

Class	1
Base: All respondents	
D1. In which of the following regions are your organisation's UK operations primarily based?	4
Base: All respondents	
D2. Which of the following sectors does your organisation mainly work in?	10
Base: All respondents	
D3. To your best estimate, how many people does your organisation employ in the UK?	17
Base: All direct members	
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Base: All direct members	
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Base: All respondents	
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CBI: MEMBERSHIP EU SURVEY 2016**Class**

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
Commercial	502 65%	502 100%	- -	- -	502 71%	29 64%	393 65%	80 65%	40 65%	377 65%	85 63%	421 68%	87 67%	94 64%	137 72%	103 66%	81 54%
		bcd			bc							p	p		p	p	
Industrial	207 27%	- -	207 100%	- -	207 29%	16 36%	163 27%	28 23%	22 35%	152 26%	33 24%	143 23%	38 29%	44 30%	19 10%	42 27%	64 43%
			acd		ac							n	n	n	n	klmno	
Trade Association (TA)	64 8%	- -	- -	64 100%	- -	- -	48 8%	16 13%	- -	47 8%	17 13%	59 9%	5 4%	9 6%	35 18%	10 6%	5 3%
				abd		e	e			h	h	lp			klmop		

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

CBI: MEMBERSHIP EU SURVEY 2016**Class**

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
Commercial	502 65%	216 74%	286 68%	120 90% defg	50 78% eg	125 64%	98 68%	109 64%	287 63%	215 68%	167 58%	335 69% j	282 60%	220 73% l
Industrial	207 27%	74 26%	133 32%	14 10%	14 22% c	71 36% cd	46 32% c	62 36% cd	138 30% i	69 22% k	101 35% k	106 22% k	160 34% m	47 16% m
Trade Association (TA)	64 8%	- -	- -	- -	- -	- -	- -	- -	30 7%	34 11% h	19 7%	45 9%	31 7%	33 11% l

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

CBI: MEMBERSHIP EU SURVEY 2016

Class

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Produ- tion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin- and support services	Profess- ional scient- ific and tech- nical	Public adminis- tration and defence	Education	Health	Arts, entert- ainment recreat- ion and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
Commercial	502 65%	12 50%	57 28%	51 55%	47 71%	14 50%	17 71%	37 71%	48 83%	25 86%	72 88%	90 87%	73 79%	128 82%	10 59%	66 96%	26 65%	20 87%	27 56%
Industrial	207 27%	9 38%	129 64%	30 32%	15 23%	11 39%	5 21%	9 17%	5 9%	1 3%	5 6%	2 2%	9 10%	18 11%	7 41%	1 1%	9 23%	1 4%	16 33%
Trade Association (TA)	64 8%	3 13%	16 8%	12 13%	4 6%	3 11%	2 8%	6 12%	5 9%	3 10%	5 6%	11 11%	10 11%	11 7%	- -	2 3%	5 13%	2 9%	5 10%

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016**D1. In which of the following regions are your organisation's UK operations primarily based?**

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
North East	49 6%	37 7%	12 6%	- -	49 7%	5 11%	35 6%	9 7%	6 10%	37 6%	6 4%	49 8%	49 38%	- -	- -	- -	- -
North West	50 6%	28 6%	19 9%	3 5%	47 7%	2 4%	43 7%	5 4%	5 8%	35 6%	10 7%	50 8%	50 38%	- -	- -	- -	- -
Yorkshire and The Humber	31 4%	22 4%	7 3%	2 3%	29 4%	- -	25 4%	6 5%	2 3%	22 4%	7 5%	31 5%	31 24%	- -	- -	- -	- -
East Midlands	52 7%	35 7%	16 8%	1 2%	51 7%	6 13%	38 6%	8 6%	5 8%	36 6%	11 8%	52 8%	- -	52 35%	- -	- -	- -
West Midlands	59 8%	34 7%	17 8%	8 13%	51 7%	7 16%	41 7%	11 9%	8 13%	37 6%	14 10%	59 9%	- -	59 40%	- -	- -	- -
East of England	36 5%	25 5%	11 5%	- -	36 5%	4 9%	28 5%	4 3%	4 6%	28 5%	4 3%	36 6%	- -	36 24%	- -	- -	- -
London	191 25%	137 27%	19 9%	35 55%	156 22%	6 13%	159 26%	26 21%	8 13%	152 26%	31 23%	191 31%	- -	- -	191 100%	- -	- -
South East	103 13%	68 14%	25 12%	10 16%	93 13%	5 11%	79 13%	19 15%	8 13%	78 14%	17 13%	103 17%	- -	- -	- -	103 66%	- -
South West	52 7%	35 7%	17 8%	- -	52 7%	3 7%	39 6%	10 8%	5 8%	36 6%	11 8%	52 8%	- -	- -	- -	52 34%	- -
Wales	46 6%	23 5%	23 11%	- -	46 6%	3 7%	30 5%	13 10%	4 6%	30 5%	12 9%	- -	- -	- -	- -	- -	46 31%
Scotland	45 6%	29 6%	13 6%	3 5%	42 6%	1 2%	36 6%	8 6%	2 3%	37 6%	6 4%	- -	- -	- -	- -	- -	45 30%

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

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	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
Northern Ireland	59 8%	29 6%	28 14%	2 3%	57 8%	3 7%	51 8%	5 4%	5 8%	48 8%	6 4%	-	-	-	-	-	59 39%
			acd														klmno
NETS																	
Net: England	623 81%	421 84%	143 69%	59 92%	564 80%	38 84%	487 81%	98 79%	51 82%	461 80%	111 82%	623 100%	130 100%	147 100%	191 100%	155 100%	-
		b		bd	b							p	p	p	p	p	
Net: North of England	130 17%	87 17%	38 18%	5 8%	125 18%	7 16%	103 17%	20 16%	13 21%	94 16%	23 17%	130 21%	130 100%	-	-	-	-
			c									mnop	kmnop				
Net: Midlands/ East of England	147 19%	94 19%	44 21%	9 14%	138 19%	17 38%	107 18%	23 19%	17 27%	101 18%	29 21%	147 24%	-	147 100%	-	-	-
						fg						lnop		klnop			
Net: South	155 20%	103 21%	42 20%	10 16%	145 20%	8 18%	118 20%	29 23%	13 21%	114 20%	28 21%	155 25%	-	-	-	155 100%	-
												lmnp				klmnp	
Net: Rest of UK	150 19%	81 16%	64 31%	5 8%	145 20%	7 16%	117 19%	26 21%	11 18%	115 20%	24 18%	-	-	-	-	-	150 100%
			acd		c												klmno

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Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
North East	49 6%	22 8%	27 6%	8 6%	6 9%	21 11%	8 6%	6 4%	18 4%	31 10%	11 4%	38 8%	28 6%	21 7%
North West	50 6%	20 7%	27 6%	10 7%	4 6%	12 6%	13 9%	8 5%	29 6%	21 7%	14 5%	36 7%	33 7%	17 6%
Yorkshire and The Humber	31 4%	9 3%	20 5%	4 3%	1 2%	10 5%	10 7%	4 2%	16 4%	15 5%	7 2%	24 5%	14 3%	17 6%
East Midlands	52 7%	23 8%	28 7%	9 7%	6 9%	16 8%	10 7%	10 6%	29 6%	23 7%	21 7%	31 6%	30 6%	22 7%
West Midlands	59 8%	22 8%	29 7%	10 7%	3 5%	17 9%	7 5%	14 8%	38 8%	21 7%	27 9%	32 7%	41 9%	18 6%
East of England	36 5%	18 6%	18 4%	7 5%	7 11%	11 6%	7 5%	4 2%	18 4%	18 6%	9 3%	27 6%	23 5%	13 4%
London	191 25%	47 16%	109 26% a	32 24% e	8 13%	14 7%	35 24% e	67 39% cdef	132 29% i	59 19%	93 32% k	98 20%	118 25%	73 24%
South East	103 13%	30 10%	63 15%	15 11%	7 11%	17 9%	19 13%	35 20% ce	70 15% i	33 10%	48 17% k	55 11%	66 14%	37 12%
South West	52 7%	23 8%	29 7%	10 7%	3 5%	22 11% g	12 8% g	5 3%	27 6%	25 8%	15 5%	37 8%	32 7%	20 7%
Wales	46 6%	25 9%	21 5%	10 7% f	5 8% f	23 12% fg	3 2%	5 3%	18 4%	28 9% h	11 4%	35 7%	23 5%	23 8%
Scotland	45 6%	17 6%	25 6%	9 7%	4 6%	12 6%	6 4%	11 6%	27 6%	18 6%	15 5%	30 6%	26 5%	19 6%
Northern Ireland	59 8%	34 12% b	23 5%	10 7% g	10 16% g	21 11% g	14 10% g	2 1%	33 7%	26 8%	16 6%	43 9%	39 8%	20 7%

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

CBI: MEMBERSHIP EU SURVEY 2016

D1. In which of the following regions are your organisation's UK operations primarily based?

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
NETS														
Net: England	623 81%	214 74%	350 84% a	105 78%	45 70%	140 71%	121 84% de	153 89% cde	377 83%	246 77%	245 85% k	378 78%	385 81%	238 79%
Net: North of England	130 17%	51 18%	74 18%	22 16%	11 17%	43 22%	31 22% g	18 11% g	63 14%	67 21% h	32 11% j	98 20%	75 16%	55 18%
Net: Midlands/ East of England	147 19%	63 22%	75 18%	26 19%	16 25%	44 22%	24 17%	28 16%	85 19%	62 19%	57 20%	90 19%	94 20%	53 18%
Net: South	155 20%	53 18%	92 22%	25 19%	10 16%	39 20%	31 22%	40 23%	97 21%	58 18%	63 22%	92 19%	98 21%	57 19%
Net: Rest of UK	150 19%	76 26%	69 16%	29 22%	19 30%	56 29%	23 16%	18 11%	78 17%	72 23%	42 15%	108 22%	88 19%	62 21%
		b		g	fg	fg					j			

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

CBI: MEMBERSHIP EU SURVEY 2016

D1. In which of the following regions are your organisation's UK operations primarily based?

Base: All respondents

	SECTOR																		
	Total	Agriculture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
North East	49 6%	2 8%	15 7%	5 5%	4 6%	1 4%	1 4%	5 10%	3 5%	2 7%	5 6%	6 6%	8 9%	9 6%	- -	4 6%	2 5%	1 4%	4 8%
North West	50 6%	1 4%	21 10%	4 4%	5 8%	- -	1 4%	3 6%	2 3%	3 10%	5 6%	3 3%	5 5%	9 6%	2 12%	8 12%	1 3%	1 4%	2 4%
Yorkshire and The Humber	31 4%	- -	4 2%	1 1%	5 8%	- -	2 8%	- -	5 9%	1 3%	2 2%	4 4%	3 3%	5 3%	- -	5 7%	2 5%	- -	- -
East Midlands	52 7%	3 13%	15 7%	7 8%	1 2%	1 4%	3 13%	2 4%	6 10%	1 3%	4 5%	3 3%	4 4%	10 6%	- -	4 6%	2 5%	- -	- -
West Midlands	59 8%	3 13%	24 12%	7 8%	1 2%	8 29%	5 21%	7 13%	3 5%	3 10%	3 4%	2 2%	10 11%	8 5%	2 12%	12 17%	5 13%	5 22%	6 13%
East of England	36 5%	2 8%	11 5%	3 3%	3 5%	2 7%	1 4%	2 4%	3 5%	3 10%	6 7%	5 5%	3 3%	6 4%	2 12%	4 6%	2 5%	2 9%	4 8%
London	191 25%	- -	19 9%	21 23%	19 29%	2 7%	3 13%	13 25%	14 24%	5 17%	21 26%	57 55%	21 23%	50 32%	4 24%	12 17%	6 15%	4 17%	5 10%
South East	103 13%	3 13%	21 10%	13 14%	12 18%	8 29%	4 17%	10 19%	12 21%	6 21%	17 21%	10 10%	12 13%	18 11%	5 29%	8 12%	8 20%	4 17%	6 13%
South West	52 7%	2 8%	18 9%	6 6%	3 5%	3 11%	1 4%	4 8%	2 3%	1 3%	6 7%	2 2%	4 4%	15 10%	1 6%	3 4%	3 8%	3 13%	8 17%
Wales	46 6%	- -	15 7%	9 10%	2 3%	- -	3 13%	1 2%	3 5%	1 3%	3 4%	2 2%	6 7%	4 3%	- -	5 7%	1 3%	1 4%	2 4%

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

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D1. In which of the following regions are your organisation's UK operations primarily based?

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin and support services	Profession- al scientific and technical	Public adminis- tration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
Scotland	45 6%	3 13%	11 5%	7 8%	7 11%	2 7%	- -	1 2%	4 7%	1 3%	5 6%	5 5%	8 9%	15 10%	1 6%	2 3%	3 8%	1 4%	4 8%
Northern Ireland	59 8%	5 21%	28 14%	10 11%	4 6%	1 4%	- -	4 8%	1 2%	2 7%	5 6%	4 4%	8 9%	8 5%	- -	2 3%	5 13%	1 4%	7 15%
			hkmo	h													h		hkmo
NETS																			
Net: England	623 81%	16 67%	148 73%	67 72%	53 80%	25 89%	21 88%	46 88%	50 86%	25 86%	69 84%	92 89%	70 76%	130 83%	16 94%	60 87%	31 78%	20 87%	35 73%
							bc	bc			bclr		bc		bc				
Net: North of England	130 17%	3 13%	40 20%	10 11%	14 21%	1 4%	4 17%	8 15%	10 17%	6 21%	12 15%	13 13%	16 17%	23 15%	2 12%	17 25%	5 13%	2 9%	6 13%
															ck				
Net: Midlands/ East of England	147 19%	8 33%	50 25%	17 18%	5 8%	11 39%	9 38%	11 21%	12 21%	7 24%	13 16%	10 10%	17 18%	24 15%	4 24%	20 29%	9 23%	7 30%	10 21%
			dkm					d	d						dkm	dk		d	
Net: South	155 20%	5 21%	39 19%	19 20%	15 23%	11 39%	5 21%	14 27%	14 24%	7 24%	23 28%	12 12%	16 17%	33 21%	6 35%	11 16%	11 28%	7 30%	14 29%
								k	k		k						k		k
Net: Rest of UK	150 19%	8 33%	54 27%	26 28%	13 20%	3 11%	3 13%	6 12%	8 14%	4 14%	13 16%	11 11%	22 24%	27 17%	1 6%	9 13%	9 23%	3 13%	13 27%
			ghkmo	ghkmo									k						k

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

D2. Which of the following sectors does your organisation mainly work in?

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
Agriculture, forestry and fishing	24 3%	12 2%	9 4%	3 5%	21 3%	1 2%	20 3%	3 2%	1 2%	21 4%	2 1%	16 3% n	3 2% n	8 5% n	- - -	5 3% n	8 5% n
Production (e.g. manufacturing, utilities and mining)	202 26%	57 11%	129 62% acd	16 25% a	186 26% a	15 33%	156 26%	31 25%	21 34%	144 25%	37 27%	148 24% n	40 31% n	50 34% kn	19 10%	39 25% n	54 36% kno
Construction	93 12%	51 10%	30 14%	12 19% a	81 11%	5 11%	71 12%	17 14%	7 11%	69 12%	17 13%	67 11%	10 8%	17 12%	21 11%	19 12%	26 17% kl
Property (e.g. real estate)	66 9%	47 9%	15 7%	4 6%	62 9%	1 2%	56 9%	9 7%	4 6%	54 9%	8 6%	53 9% m	14 11% m	5 3%	19 10% m	15 10% m	13 9%
Motor trades	28 4%	14 3%	11 5%	3 5%	25 4%	- -	20 3%	8 6%	2 3%	19 3%	7 5%	25 4% n	1 1%	11 7% lnp	2 1%	11 7% lnp	3 2%
Wholesale	24 3%	17 3%	5 2%	2 3%	22 3%	5 11% f	13 2%	6 5%	5 8% i	13 2%	6 4%	21 3%	4 3%	9 6% n	3 2%	5 3%	3 2%
Retail	52 7%	37 7%	9 4%	6 9%	46 6%	3 7%	38 6%	11 9%	6 10%	37 6%	9 7%	46 7%	8 6%	11 7%	13 7%	14 9%	6 4%
Transport and storage (inc. postal)	58 8%	48 10% b	5 2%	5 8% b	53 7% b	3 7%	45 7%	10 8%	4 6%	43 7%	11 8%	50 8%	10 8%	12 8%	14 7%	14 9%	8 5%
Accommodation and food services	29 4%	25 5% b	1 * b	3 5% b	26 4% b	- -	25 4%	4 3%	- -	25 4%	4 3%	25 4%	6 5%	7 5%	5 3%	7 5%	4 3%

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

CBI: MEMBERSHIP EU SURVEY 2016**D2. Which of the following sectors does your organisation mainly work in?**

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
Information and communication	82 11%	72 14% b	5 2%	5 8% b	77 11% b	5 11%	59 10%	18 15%	10 16%	57 10%	15 11%	69 11%	12 9%	13 9%	21 11%	23 15%	13 9%
Finance and insurance	103 13%	90 18% bd	2 1%	11 17% b	92 13% b	4 9%	82 14%	17 14%	7 11%	83 14%	13 10%	92 15% mop	13 10%	10 7%	57 30% klmop	12 8%	11 7%
Business administration and support services	92 12%	73 15% b	9 4%	10 16% b	82 12% b	8 18%	69 11%	15 12%	11 18%	64 11%	17 13%	70 11%	16 12%	17 12%	21 11%	16 10%	22 15%
Professional, scientific and technical	157 20%	128 25% bd	18 9%	11 17%	146 21% b	6 13%	128 21%	23 19%	7 11%	121 21%	29 21%	130 21%	23 18%	24 16%	50 26% m	33 21%	27 18%
Public administration and defence	17 2%	10 2%	7 3%	- -	17 2%	- -	14 2%	3 2%	1 2%	14 2%	2 1%	16 3%	2 2%	4 3%	4 2%	6 4%	1 1%
Education	69 9%	66 13% bcd	1 *	2 3%	67 9% b	2 4%	55 9%	12 10%	4 6%	55 10%	10 7%	60 10%	17 13% np	20 14% np	12 6%	11 7%	9 6%
Health	40 5%	26 5%	9 4%	5 8%	35 5%	2 4%	33 5%	5 4%	3 5%	29 5%	8 6%	31 5%	5 4%	9 6%	6 3%	11 7%	9 6%
Arts, entertainment, recreation and other services	23 3%	20 4% b	1 *	2 3%	21 3% b	2 4%	14 2%	7 6% f	4 6%	15 3%	4 3%	20 3%	2 2%	7 5%	4 2%	7 5%	3 2%
Food and Drink	48 6%	27 5%	16 8%	5 8%	43 6%	- -	36 6%	12 10% e	2 3%	37 6%	9 7%	35 6%	6 5%	10 7%	5 3%	14 9%	13 9% n

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

CBI: MEMBERSHIP EU SURVEY 2016

D2. Which of the following sectors does your organisation mainly work in?

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
Agriculture, forestry and fishing	24 3%	13 4%	8 2%	3 2%	6 9%	6 3%	4 3%	2 1%	15 3%	9 3%	9 3%	15 3%	18 4%	6 2%
Production (e.g. manufacturing, utilities and mining)	202 26%	69 24%	117 28%	23 17%	16 25%	52 27%	40 28%	55 32%	145 32%	57 18%	102 36%	100 21%	163 34%	39 13%
Construction	93 12%	33 11%	48 11%	8 6%	5 8%	33 17%	19 13%	16 9%	46 10%	47 15%	25 9%	68 14%	47 10%	46 15%
Property (e.g. real estate)	66 9%	28 10%	34 8%	14 10%	9 14%	13 7%	16 11%	10 6%	24 5%	42 13%	11 4%	55 11%	24 5%	42 14%
Motor trades	28 4%	8 3%	17 4%	3 2%	3 5%	7 4%	2 1%	10 6%	21 5%	7 2%	15 5%	13 3%	24 5%	4 1%
Wholesale	24 3%	10 3%	12 3%	2 1%	4 6%	6 3%	5 3%	5 3%	17 4%	7 2%	13 5%	11 2%	18 4%	6 2%
Retail	52 7%	17 6%	29 7%	6 4%	7 11%	7 4%	8 6%	18 11%	33 7%	19 6%	26 9%	26 5%	33 7%	19 6%
Transport and storage (inc. postal)	58 8%	15 5%	38 9%	8 6%	7 11%	15 8%	11 8%	12 7%	36 8%	22 7%	21 7%	37 8%	35 7%	23 8%
Accommodation and food services	29 4%	7 2%	19 5%	6 4%	2 3%	6 3%	5 3%	7 4%	16 4%	13 4%	9 3%	20 4%	16 3%	13 4%
Information and communication	82 11%	48 17%	29 7%	31 23%	9 14%	12 6%	7 5%	18 11%	53 12%	29 9%	28 10%	54 11%	49 10%	33 11%

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

CBI: MEMBERSHIP EU SURVEY 2016

D2. Which of the following sectors does your organisation mainly work in?

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
Finance and insurance	103 13%	40 14%	52 12%	19 14%	11 17%	16 8%	10 7%	36 21%	64 14%	39 12%	47 16%	56 12%	61 13%	42 14%
Business administration and support services	92 12%	55 19%	27 6%	36 27%	10 16%	20 10%	4 3%	12 7%	47 10%	45 14%	21 7%	71 15%	50 11%	42 14%
Professional, scientific and technical	157 20%	80 28%	66 16%	44 33%	18 28%	39 20%	26 18%	19 11%	100 22%	57 18%	47 16%	110 23%	114 24%	43 14%
Public administration and defence	17 2%	5 2%	12 3%	4 3%	1 2%	2 1%	1 1%	9 5%	13 3%	4 1%	8 3%	9 2%	14 3%	3 1%
Education	69 9%	20 7%	47 11%	10 7%	9 14%	26 13%	15 10%	7 4%	40 9%	29 9%	14 5%	55 11%	36 8%	33 11%
Health	40 5%	15 5%	20 5%	6 4%	3 5%	13 7%	3 2%	10 6%	24 5%	16 5%	12 4%	28 6%	25 5%	15 5%
Arts, entertainment, recreation and other services	23 3%	13 4%	8 2%	5 4%	4 6%	7 4%	3 2%	2 1%	10 2%	13 4%	6 2%	17 3%	13 3%	10 3%
Food and Drink	48 6%	16 6%	27 6%	8 6%	3 5%	12 6%	9 6%	11 6%	26 6%	22 7%	16 6%	32 7%	31 7%	17 6%

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

CBI: MEMBERSHIP EU SURVEY 2016

D2. Which of the following sectors does your organisation mainly work in?

Base: All respondents

	SECTOR																		
	Total	Agriculture, forestry and fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
Agriculture, forestry and fishing	24 3%	24 100%	13 6%	8 9%	9 14%	5 18%	2 8%	8 15%	4 7%	4 14%	2 2%	3 3%	4 4%	9 6%	3 18%	7 10%	3 8%	4 17%	10 21%
Production (e.g. manufacturing, utilities and mining)	202 26%	13 54%	202 100%	17 18%	6 9%	15 54%	10 42%	17 33%	9 16%	4 14%	11 13%	5 5%	16 17%	23 15%	4 24%	7 10%	14 35%	4 17%	10 21%
Construction	93 12%	8 33%	17 8%	93 100%	27 41%	6 21%	2 8%	10 19%	10 17%	9 31%	8 10%	4 4%	10 11%	22 14%	3 18%	7 10%	5 13%	6 26%	6 13%
Property (e.g. real estate)	66 9%	9 38%	6 3%	27 29%	66 100%	3 11%	1 4%	14 27%	11 19%	11 38%	10 12%	5 5%	12 13%	17 11%	5 29%	8 12%	5 13%	8 35%	9 19%
Motor trades	28 4%	5 21%	15 7%	6 6%	3 5%	28 100%	3 13%	7 13%	6 10%	3 10%	6 7%	7 7%	11 12%	5 3%	3 18%	7 10%	5 13%	6 26%	4 8%
Wholesale	24 3%	2 8%	10 5%	2 2%	1 2%	3 11%	24 100%	8 15%	4 7%	- -	1 1%	- -	3 3%	1 1%	- -	1 1%	1 3%	1 4%	2 4%
Retail	52 7%	8 33%	17 8%	10 11%	14 21%	7 25%	8 33%	52 100%	12 21%	10 34%	6 7%	7 7%	11 12%	8 5%	3 18%	8 12%	11 28%	11 48%	15 31%
Transport and storage (inc. postal)	58 8%	4 17%	9 4%	10 11%	11 17%	6 21%	4 17%	12 23%	58 100%	6 21%	10 12%	7 7%	9 10%	11 7%	3 18%	5 7%	6 15%	7 30%	6 13%

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

D2. Which of the following sectors does your organisation mainly work in?

Base: All respondents

	SECTOR																		
	Total	Agri-culture, forestry fishing	Product-ion	Construct-ion	Property	Motor trades	Whole-sale	Retail	Trans-port and storage (inc. postal)	Accommod-ation and food services	Informa-tion and comm-unication	Finance and insurance	Business admin and support services	Profession-al scientific and technical	Public adminis-tration and defence	Education	Health	Arts, enter-tainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
Accommodation and food services	29 4%	4 17%	4 2%	9 10%	11 17%	3 11%	- -	10 19%	6 10%	29 100%	4 5%	4 4%	5 5%	7 4%	4 24%	8 12%	10 25%	6 26%	9 19%
Information and communication	82 11%	2 8%	11 5%	8 9%	10 15%	6 21%	1 4%	6 12%	10 17%	4 14%	82 100%	12 12%	20 22%	21 13%	6 35%	7 10%	5 13%	8 35%	7 15%
Finance and insurance	103 13%	3 13%	5 2%	4 4%	5 8%	7 25%	- -	7 13%	7 12%	4 14%	12 15%	103 100%	16 17%	12 8%	5 29%	6 9%	6 15%	4 17%	3 6%
Business administration and support services	92 12%	4 17%	16 8%	10 11%	12 18%	11 39%	3 13%	11 21%	9 16%	5 17%	20 24%	16 16%	92 100%	34 22%	6 35%	10 14%	9 23%	8 35%	6 13%
Professional, scientific and technical	157 20%	9 38%	23 11%	22 24%	17 26%	5 18%	1 4%	8 15%	11 19%	7 24%	21 26%	12 12%	34 37%	157 100%	8 47%	18 26%	15 38%	6 26%	7 15%
Public administration and defence	17 2%	3 13%	4 2%	3 3%	5 8%	3 11%	- -	3 6%	3 5%	4 14%	6 7%	5 5%	6 7%	8 5%	17 100%	7 10%	4 10%	3 13%	2 4%
Education	69 9%	7 29%	7 3%	7 8%	8 12%	7 25%	1 4%	8 15%	5 9%	8 28%	7 9%	6 6%	10 11%	18 11%	7 41%	69 100%	11 28%	11 48%	6 13%
Health	40 5%	3 13%	14 7%	5 5%	5 8%	5 18%	1 4%	11 21%	6 10%	10 34%	5 6%	6 6%	9 10%	15 10%	4 24%	11 16%	40 100%	6 26%	7 15%

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

D2. Which of the following sectors does your organisation mainly work in?

Base: All respondents

	SECTOR																		
	Total	Agriculture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
Arts, entertainment, recreation and other services	23 3%	4 17%	4 2%	6 6% b	8 12% bkm	6 21%	1 4%	11 21% bcklm	7 12% bkm	6 21%	8 10% b	4 4%	8 9% b	6 4%	3 18%	11 16% bkm	6 15% bkm	23 100%	5 10% b
Food and Drink	48 6%	10 42%	10 5%	6 6%	9 14% bkm	4 14%	2 8%	15 29% bcdhijklmo	6 10%	9 31%	7 9%	3 3%	6 7%	7 4%	2 12%	6 9%	7 18% bkm	5 22%	48 100% bcdghijklmop

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

D3. To your best estimate, how many people does your organisation employ in the UK?

Base: All direct members

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	709 100%	502 100%	207 100%	- -	709 100%	45 100%	556 100%	108 100%	62 100%	529 100%	118 100%	564 100%	125 100%	138 100%	156 100%	145 100%	145 100%
Less than 50	154 22%	137 27% bd	17 8%	- -	154 22% b	15 33% f	113 20%	26 24%	22 35% i	105 20%	27 23%	119 21%	23 18%	32 23%	34 22%	30 21%	35 24%
50 - 249	136 19%	79 16%	57 28% ad	- -	136 19%	14 31% f	93 17%	29 27% f	20 32% i	85 16%	31 26% i	95 17% n	28 22% n	31 22% n	13 8%	23 16% n	41 28% kno
250 - 499	79 11%	51 10%	28 14%	- -	79 11%	6 13%	64 12%	9 8%	5 8%	63 12%	11 9%	60 11% n	18 14% n	18 13% n	5 3%	19 13% n	19 13% n
500 - 4,999	234 33%	163 32%	71 34%	- -	234 33%	9 20%	193 35% e	32 30%	14 23%	187 35% h	33 28%	194 34%	45 36%	36 26%	63 40% mp	50 34%	40 28%
5,000+	106 15%	72 14%	34 16%	- -	106 15%	1 2% e	93 17% e	12 11%	1 2%	89 17% h	16 14% h	96 17% lp	11 9%	21 15% p	41 26% klmop	23 16% p	10 7%
NETS																	
Net: SME	290 41%	216 43%	74 36%	- -	290 41%	29 64% f	206 37%	55 51% f	42 68% ij	190 36%	58 49% i	214 38%	51 41%	63 46% n	47 30%	53 37%	76 52% kno
Net: Large	419 59%	286 57%	133 64%	- -	419 59%	16 36% eg	350 63%	53 49%	20 32%	339 64% hj	60 51% h	350 62% p	74 59%	75 54%	109 70% mp	92 63% p	69 48%

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

CBI: MEMBERSHIP EU SURVEY 2016

D3. To your best estimate, how many people does your organisation employ in the UK?

Base: All direct members

	BUSINESS SIZE			TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU	
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Total	709 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	425 100%	284 100%	268 100%	441 100%	442 100%	267 100%
Less than 50	154 22%	154 53%	-	118 88%	25 39%	10 5%	1 1%	-	63 15%	91 32%	22 8%	132 30%	80 18%	74 28%
		b		defg	efg	fg				h		j		l
50 - 249	136 19%	136 47%	-	15 11%	35 55%	79 40%	6 4%	1 1%	72 17%	64 23%	25 9%	111 25%	87 20%	49 18%
		b		fg	cefg	cfg	g					j		
250 - 499	79 11%	-	79 19%	-	3 5%	56 29%	20 14%	-	40 9%	39 14%	24 9%	55 12%	49 11%	30 11%
			a		cg	cdfg	cg							
500 - 4,999	234 33%	-	234 56%	1 1%	-	50 26%	113 78%	70 41%	168 40%	66 23%	125 47%	109 25%	151 34%	83 31%
			a			cd	cdeg	cde	i		k			
5,000+	106 15%	-	106 25%	-	1 2%	1 1%	4 3%	100 58%	82 19%	24 8%	72 27%	34 8%	75 17%	31 12%
			a					cdef	i		k			
NETS														
Net: SME	290 41%	290 100%	-	133 99%	60 94%	89 45%	7 5%	1 1%	135 32%	155 55%	47 18%	243 55%	167 38%	123 46%
		b		defg	efg	fg	g			h		j		l
Net: Large	419 59%	-	419 100%	1 1%	4 6%	107 55%	137 95%	170 99%	290 68%	129 45%	221 82%	198 45%	275 62%	144 54%
			a		c	cd	cde	cdef	i		k		m	

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

CBI: MEMBERSHIP EU SURVEY 2016

D3. To your best estimate, how many people does your organisation employ in the UK?

Base: All direct members

	SECTOR																		
	Total	Agriculture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Total	709 100%	21 100%	186 100%	81 100%	62 100%	25 100%	22 100%	46 100%	53 100%	26 100%	77 100%	92 100%	82 100%	146 100%	17 100%	67 100%	35 100%	21 100%	43 100%
Less than 50	154 22%	5 24%	25 13%	7 9%	18 29% bc	3 12%	4 18%	9 20%	8 15%	5 19%	33 43% bcghkopr	24 26%	38 46% bc	50 34%	3 18%	10 15%	6 17%	4 19%	10 23% c
50 - 249	136 19%	8 38%	44 24%	26 32% dhkor	10 16%	5 20%	6 27%	8 17%	7 13%	2 8%	15 19%	16 17%	17 21%	30 21%	2 12%	10 15%	9 26%	9 43%	6 14%
250 - 499	79 11%	3 14%	21 11% k	11 14% k	8 13% k	3 12%	3 14%	2 4%	11 21% gijkl	5 19%	4 5%	3 3%	4 5%	16 11% k	- -	8 12% k	4 11%	1 5%	8 19% gijkl
500 - 4,999	234 33%	4 19%	71 38% jlm	29 36% jl	21 34% jl	8 32%	6 27%	12 26%	19 36% jl	5 19%	14 18%	26 28%	14 17%	36 25%	5 29%	32 48% gijklmpr	8 23%	5 24%	10 23%
5,000+	106 15%	1 5%	25 13%	8 10%	5 8%	6 24%	3 14%	15 33% bcdhjilmo	8 15%	9 35%	11 14%	23 25% bcdlmo	9 11%	14 10%	7 41%	7 10%	8 23% dm	2 10%	9 21% m
NETS																			
Net: SME	290 41%	13 62%	69 37%	33 41%	28 45%	8 32%	10 45%	17 37%	15 28%	7 27%	48 62% bcdghkor	40 43%	55 67% bcdghkopr	80 55%	5 29%	20 30%	15 43%	13 62%	16 37%
Net: Large	419 59%	8 38%	117 63% jlm	48 59% jlm	34 55% jl	17 68%	12 55%	29 63% jlm	38 72% jlm	19 73%	29 38%	52 57% jl	27 33%	66 45%	12 71%	47 70% jlm	20 57% l	8 38%	27 63% jlm

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

D4. To your best estimate, what is your organisation's annual turnover? Please only include the annual turnover of your UK operations.

Base: All direct members

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	709 100%	502 100%	207 100%	- -	709 100%	45 100%	556 100%	108 100%	62 100%	529 100%	118 100%	564 100%	125 100%	138 100%	156 100%	145 100%	145 100%
£5 million or less	134 19%	120 24% bd	14 7%	- -	134 19% b	14 31% f	96 17% f	24 22%	22 35% ij	88 17%	24 20%	105 19%	22 18%	26 19%	32 21%	25 17%	29 20%
£5,000,001 - £10,000,000	64 9%	50 10%	14 7%	- -	64 9%	4 9%	46 8%	14 13%	5 8%	45 9%	14 12%	45 8%	11 9%	16 12% n	8 5%	10 7%	19 13% n
£10,000,001 - £100,000,000	196 28%	125 25%	71 34% a	- -	196 28%	19 42% f	145 26% f	32 30%	26 42% i	135 26%	35 30%	140 25% n	43 34% kn	44 32% n	14 9%	39 27% n	56 39% kno
£100,000,001 - £500,000,000	144 20%	98 20%	46 22%	- -	144 20%	6 13%	122 22%	16 15%	4 6%	121 23% h	19 16%	121 21%	31 25%	24 17%	35 22%	31 21%	23 16%
More than £500 million	171 24%	109 22%	62 30% a	- -	171 24%	2 4%	147 26% e	22 20% e	5 8%	140 26% h	26 22% h	153 27% lp	18 14%	28 20%	67 43% klmop	40 28% lp	18 12%
NETS																	
Net: £10 million or less	198 28%	170 34% bd	28 14%	- -	198 28% b	18 40% f	142 26% f	38 35% f	27 44% i	133 25%	38 32%	150 27%	33 26%	42 30%	40 26%	35 24%	48 33%
Net: £100m or more	315 44%	207 41%	108 52% ad	- -	315 44%	8 18%	269 48% eg	38 35% e	9 15%	261 49% hj	45 38% h	274 49% mp	49 39%	52 38%	102 65% klmop	71 49% p	41 28%

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

CBI: MEMBERSHIP EU SURVEY 2016

D4. To your best estimate, what is your organisation's annual turnover? Please only include the annual turnover of your UK operations.

Base: All direct members

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Total	709 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	425 100%	284 100%	268 100%	441 100%	442 100%	267 100%
£5 million or less	134 19%	133 46%	1 *	134 100%	- -	- -	- -	- -	52 12%	82 29%	13 5%	121 27%	70 16%	64 24%
		b		defg						h		j	l	m
£5,000,001 - £10,000,000	64 9%	60 21%	4 1%	- -	64 100%	- -	- -	- -	32 8%	32 11%	11 4%	53 12%	37 8%	27 10%
		b			cefg							j		
£10,000,001 - £100,000,000	196 28%	89 31%	107 26%	- -	- -	196 100%	- -	- -	104 24%	92 32%	52 19%	144 33%	124 28%	72 27%
						cd				h		j		
£100,000,001 - £500,000,000	144 20%	7 2%	137 33%	- -	- -	- -	144 100%	- -	94 22%	50 18%	66 25%	78 18%	90 20%	54 20%
			a				cdeg				k			
More than £500 million	171 24%	1 *	170 41%	- -	- -	- -	- -	171 100%	143 34%	28 10%	126 47%	45 10%	121 27%	50 19%
			a					cdef	i		k		m	
NETS														
Net: £10 million or less	198 28%	193 67%	5 1%	134 100%	64 100%	- -	- -	- -	84 20%	114 40%	24 9%	174 39%	107 24%	91 34%
		b		efg	efg					h		j	l	m
Net: £100m or more	315 44%	8 3%	307 73%	- -	- -	- -	144 100%	171 100%	237 56%	78 27%	192 72%	123 28%	211 48%	104 39%
			a				cde	cde	i		k		m	

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

CBI: MEMBERSHIP EU SURVEY 2016

D4. To your best estimate, what is your organisation's annual turnover? Please only include the annual turnover of your UK operations.

Base: All direct members

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin and support services	Profession- al scient- ific and tech- nical	Public adminis- tration and defence	Education	Health	Arts, entert- ainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Total	709 100%	21 100%	186 100%	81 100%	62 100%	25 100%	22 100%	46 100%	53 100%	26 100%	77 100%	92 100%	82 100%	146 100%	17 100%	67 100%	35 100%	21 100%	43 100%
£5 million or less	134 19%	3 14%	23 12%	8 10%	14 23% c	3 12%	2 9%	6 13%	8 15%	6 23%	31 40%	19 21%	36 44%	44 30%	4 24%	10 15%	6 17%	5 24%	8 19%
£5,000,001 - £10,000,000	64 9%	6 29%	16 9%	5 6%	9 15%	3 12%	4 18%	7 15%	7 13%	2 8%	9 12%	11 12%	10 12%	18 12%	1 6%	9 13%	3 9%	4 19%	3 7%
£10,000,001 - £100,000,000	196 28%	6 29%	52 28%	33 41%	13 21%	7 28%	6 27%	7 15%	15 28%	6 23%	12 16%	16 17%	20 24%	39 27%	2 12%	26 39%	13 37%	7 33%	12 28%
£100,000,001 - £500,000,000	144 20%	4 19%	40 22%	19 23%	16 26%	2 8%	5 23%	8 17%	11 21%	5 19%	7 9%	10 11%	4 5%	26 18%	1 6%	15 22%	3 9%	3 14%	9 21%
More than £500 million	171 24%	2 10%	55 30%	16 20%	10 16%	10 40%	5 23%	18 39%	12 23%	7 27%	18 23%	36 39%	12 15%	19 13%	9 53%	7 10%	10 29%	2 10%	11 26%
NETS																			
Net: £10 million or less	198 28%	9 43%	39 21%	13 16%	23 37% bc	6 24%	6 27%	13 28%	15 28%	8 31%	40 52%	30 33%	46 56%	62 42%	5 29%	19 28%	9 26%	9 43%	11 26%
Net: £100m or more	315 44%	6 29%	95 51%	35 43%	26 42%	12 48%	10 45%	26 57%	23 43%	12 46%	25 32%	46 50%	16 20%	45 31%	10 59%	22 33%	13 37%	5 24%	20 47%

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

Q1_SUM. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

SUMMARY TABLE

Base: All respondents

	Total	UK	European Union (excl. UK)	Rest of Europe (excluding the EU)	Asia	Africa	North America	South America	None of the above	Don't know
My organisation <u>exports</u> goods or services from the UK into this region	773 100%	- -	473 61%	340 44%	318 41%	226 29%	303 39%	190 25%	262 34%	24 3%
My organisation operates in this region	773 100%	765 99%	455 59%	302 39%	312 40%	218 28%	314 41%	190 25%	- -	- -
(Part of) my organisation's supply chain is based in this region	773 100%	631 82%	455 59%	247 32%	282 36%	109 14%	271 35%	113 15%	61 8%	14 2%
My organisation <u>imports</u> goods or services into the UK from this region	773 100%	- -	436 56%	231 30%	249 32%	73 9%	238 31%	80 10%	249 32%	39 5%
My organisation makes investments in this region	773 100%	670 87%	287 37%	162 21%	219 28%	118 15%	216 28%	123 16%	83 11%	4 1%

CBI: MEMBERSHIP EU SURVEY 2016

Q1_1. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation operates in this region

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
UK	765 99%	496 99%	206 100%	63 98%	702 99%	45 100%	597 99%	123 99%	61 98%	569 99%	135 100%	616 99%	129 99%	145 99%	189 99%	153 99%	149 99%
European Union (excl. UK)	455 59%	287 57%	138 67%	30 47%	425 60%	21 47%	369 61%	65 52%	31 50%	349 61%	75 56%	377 61%	63 48%	85 58%	132 69%	97 63%	78 52%
			ac	c								l			klmp	l	
North America	314 41%	196 39%	105 51%	13 20%	301 42%	14 31%	256 42%	44 35%	23 37%	242 42%	49 36%	264 42%	38 29%	54 37%	97 51%	75 48%	50 33%
		c	acd	c								lp			klmp	lmp	
Asia	312 40%	201 40%	100 48%	11 17%	301 42%	14 31%	255 42%	43 35%	23 37%	240 42%	49 36%	269 43%	35 27%	59 40%	102 53%	73 47%	43 29%
		c	ac	c								lp		lp	klmp	lp	
Rest of Europe (excluding the EU)	302 39%	192 38%	95 46%	15 23%	287 40%	13 29%	244 40%	45 36%	18 29%	237 41%	47 35%	262 42%	38 29%	58 39%	96 50%	70 45%	40 27%
		c	c	c								lp		p	klmp	lp	
Africa	218 28%	140 28%	72 35%	6 9%	212 30%	7 16%	180 30%	31 25%	11 18%	177 31%	30 22%	189 30%	24 18%	33 22%	79 41%	53 34%	29 19%
		c	c		c		e			h		lp			klmp	lmp	
South America	190 25%	115 23%	69 33%	6 9%	184 26%	7 16%	157 26%	26 21%	11 18%	152 26%	27 20%	166 27%	18 14%	30 20%	69 36%	49 32%	24 16%
		c	acd		c							lp			klmp	lmp	
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

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

CBI: MEMBERSHIP EU SURVEY 2016

Q1_1. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation operates in this region

Base: All respondents

	BUSINESS SIZE			TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU	
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
UK	765 99%	286 99%	416 99%	131 98%	63 98%	194 99%	143 99%	171 100%	448 98%	317 100%	285 99%	480 99%	467 99%	298 99%
European Union (excl. UK)	455 59%	135 47%	290 69%	52 39%	32 50%	104 53%	94 65%	143 84%	455 100%	- -	272 95%	183 38%	371 78%	84 28%
North America	314 41%	87 30%	214 51%	34 25%	19 30%	59 30%	70 49%	119 70%	291 64%	23 7%	203 71%	111 23%	253 53%	61 20%
Asia	312 40%	75 26%	226 54%	27 20%	17 27%	64 33%	71 49%	122 71%	295 65%	17 5%	201 70%	111 23%	255 54%	57 19%
Rest of Europe (excluding the EU)	302 39%	74 26%	213 51%	25 19%	16 25%	61 31%	71 49%	114 67%	292 64%	10 3%	198 69%	104 21%	249 53%	53 18%
Africa	218 28%	43 15%	169 40%	16 12%	10 16%	34 17%	52 36%	100 58%	209 46%	9 3%	147 51%	71 15%	177 37%	41 14%
South America	190 25%	32 11%	152 36%	8 6%	9 14%	27 14%	51 35%	89 52%	186 41%	4 1%	141 49%	49 10%	154 33%	36 12%
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	-	-	-	-	-	-	-	-	-	-	-	-	-	-

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

CBI: MEMBERSHIP EU SURVEY 2016

Q1_1. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation operates in this region

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm unication	Finance and insurance	Business admin and support services	Profession- al scient- ific and tech- nical	Public adminis- tration and defence	Education	Health	Arts, entert- ainment recreat- ion and other services	Food and drink
	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Significance Level: 95%																			
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
UK	765 99%	23 96%	201 100%	92 99%	66 100%	27 96%	24 100%	52 100%	57 98%	29 100%	81 99%	101 98%	92 100%	155 99%	17 100%	67 97%	40 100%	23 100%	48 100%
European Union (excl. UK)	455 59%	15 63%	145 72% cdlor	46 49%	24 36%	21 75%	17 71%	33 63% d	36 62% d	16 55%	53 65% cd	64 62% d	47 51%	100 64% cd	13 76%	40 58% d	24 60% d	10 43%	26 54%
North America	314 41%	9 38%	107 53% cdghlor	31 33%	13 20%	13 46%	15 63%	19 37% d	20 34%	9 31%	40 49% cd	49 48% cd	37 40% d	77 49% cdor	11 65%	24 35% d	20 50% d	9 39%	15 31%
Asia	312 40%	9 38%	101 50% cdhlr	31 33% d	12 18%	12 43%	17 71%	20 38% d	19 33%	10 34%	35 43% dr	49 48% cdlr	29 32%	69 44% dr	12 71%	37 54% cdhlr	16 40% d	7 30%	12 25%
Rest of Europe (excluding the EU)	302 39%	9 38%	102 50% cdlr	33 35% d	11 17%	17 61%	16 67%	21 40% d	25 43% d	10 34%	32 39% d	40 39% d	34 37% d	68 43% d	7 41%	27 39% d	15 38% d	8 35%	15 31%
Africa	218 28%	6 25%	67 33% dl	26 28% d	8 12%	7 25%	13 54%	15 29% d	16 28% d	6 21%	21 26% d	33 32% dl	17 18%	54 34% dl	7 41%	28 41% dlr	14 35% dl	6 26%	10 21%
South America	190 25%	5 21%	71 35% cdlr	20 22% d	6 9%	8 29%	10 42%	12 23% d	13 22% d	5 17%	22 27% dl	28 27% dlr	13 14%	43 27% dlr	7 41%	18 26% d	13 33% dlr	6 26%	6 13%
None of the above	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

Q1_2. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

(Part of) my organisation's supply chain is based in this region

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
UK	631 82%	401 80%	186 90%	44 69%	587 83%	37 82%	493 82%	101 81%	51 82%	473 82%	107 79%	506 81%	113 87%	122 83%	144 75%	127 82%	125 83%
		c	acd		c							n					
European Union (excl. UK)	455 59%	259 52%	169 82%	27 42%	428 60%	23 51%	375 62%	57 46%	32 52%	359 62%	64 47%	362 58%	72 55%	87 59%	111 58%	92 59%	93 62%
			acd		ac		g			j							
Asia	282 36%	163 32%	105 51%	14 22%	268 38%	14 31%	232 38%	36 29%	20 32%	219 38%	43 32%	241 39%	41 32%	59 40%	81 42%	60 39%	41 27%
			acd		c		g					p		p	lp	p	
North America	271 35%	158 31%	98 47%	15 23%	256 36%	13 29%	224 37%	34 27%	19 31%	211 37%	41 30%	226 36%	39 30%	46 31%	82 43%	59 38%	45 30%
			acd		c		g								imp		
Rest of Europe (excluding the EU)	247 32%	142 28%	90 43%	15 23%	232 33%	11 24%	206 34%	30 24%	16 26%	199 35%	32 24%	210 34%	34 26%	52 35%	74 39%	50 32%	37 25%
			acd				g			j		p		p	lp		
South America	113 15%	68 14%	39 19%	6 9%	107 15%	8 18%	90 15%	15 12%	8 13%	90 16%	15 11%	97 16%	11 8%	18 12%	43 23%	25 16%	16 11%
												l			klmp		
Africa	109 14%	72 14%	32 15%	5 8%	104 15%	5 11%	90 15%	14 11%	7 11%	91 16%	11 8%	101 16%	10 8%	22 15%	42 22%	27 17%	8 5%
										j		lp		p	lp	lp	
None of the above	61 8%	45 9%	2 1%	14 22%	47 7%	1 2%	50 8%	10 8%	2 3%	46 8%	13 10%	53 9%	8 6%	11 7%	25 13%	9 6%	8 5%
		b		abd	b										lop		
Don't know	14 2%	13 3%	-	1 2%	13 2%	1 2%	11 2%	2 2%	-	11 2%	3 2%	14 2%	-	-	9 5%	5 3%	-
		b													imp	imp	

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

CBI: MEMBERSHIP EU SURVEY 2016

Q1_2. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

(Part of) my organisation's supply chain is based in this region

Base: All respondents

	BUSINESS SIZE			TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU	
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
UK	631 82%	221 76%	366 87%	93 69%	51 80%	164 84%	123 85%	156 91%	390 86%	241 76%	257 90%	374 77%	412 87%	219 73%
European Union (excl. UK)	455 59%	125 43%	303 72%	39 29%	30 47%	121 62%	97 67%	141 82%	345 76%	110 35%	253 88%	202 42%	345 73%	110 37%
Asia	282 36%	63 22%	205 49%	18 13%	18 28%	57 29%	63 44%	112 65%	231 51%	51 16%	172 60%	110 23%	226 48%	56 19%
North America	271 35%	57 20%	199 47%	23 17%	13 20%	44 22%	65 45%	111 65%	225 49%	46 14%	172 60%	99 20%	218 46%	53 18%
Rest of Europe (excluding the EU)	247 32%	45 16%	187 45%	15 11%	14 22%	45 23%	55 38%	103 60%	205 45%	42 13%	155 54%	92 19%	198 42%	49 16%
South America	113 15%	11 4%	96 23%	3 2%	4 6%	9 5%	30 21%	61 36%	103 23%	10 3%	89 31%	24 5%	93 20%	20 7%
Africa	109 14%	11 4%	93 22%	3 2%	5 8%	15 8%	24 17%	57 33%	95 21%	14 4%	76 26%	33 7%	86 18%	23 8%
None of the above	61 8%	30 10%	17 4%	24 18%	5 8%	6 3%	6 4%	6 4%	33 7%	28 9%	12 4%	49 10%	22 5%	39 13%
Don't know	14 2%	4 1%	9 2%	3 2%	-	2 1%	4 3%	4 2%	11 2%	3 1%	6 2%	8 2%	7 1%	7 2%

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

CBI: MEMBERSHIP EU SURVEY 2016

Q1_2. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

(Part of) my organisation's supply chain is based in this region

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin- and support services	Profession- al scient- ific and tech- nical	Public adminis- tration and defence	Education	Health	Arts, entert- ainment recreation and other services	Food and drink
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	q	r	
Significance Level: 95%																			
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
UK	631 82%	21 88%	178 88%	82 88%	54 82%	24 86%	21 88%	42 81%	44 76%	25 86%	63 77%	79 77%	76 83%	133 85%	15 88%	53 77%	32 80%	22 96%	40 83%
European Union (excl. UK)	455 59%	13 54%	161 80%	53 57%	31 47%	24 86%	16 67%	33 63%	44 76%	15 52%	39 48%	54 52%	41 45%	82 52%	12 71%	27 39%	20 50%	10 43%	23 48%
Asia	282 36%	6 25%	109 54%	28 30%	15 23%	16 57%	14 58%	23 44%	25 43%	11 38%	27 33%	37 36%	20 22%	59 38%	7 41%	19 28%	17 43%	5 22%	12 25%
North America	271 35%	8 33%	100 50%	24 26%	15 23%	15 54%	10 42%	19 37%	20 34%	8 28%	33 40%	40 39%	33 36%	63 40%	10 59%	17 25%	19 48%	8 35%	14 29%
Rest of Europe (excluding the EU)	247 32%	7 29%	91 45%	29 31%	14 21%	15 54%	12 50%	22 42%	24 41%	10 34%	18 22%	30 29%	21 23%	47 30%	5 29%	15 22%	14 35%	7 30%	12 25%
South America	113 15%	4 17%	41 20%	11 12%	5 8%	3 11%	5 21%	5 10%	9 16%	3 10%	9 11%	16 16%	6 7%	25 16%	2 12%	7 10%	6 15%	1 4%	7 15%
Africa	109 14%	4 17%	34 17%	10 11%	5 8%	4 14%	5 21%	10 19%	12 21%	4 14%	4 5%	15 15%	7 8%	26 17%	3 18%	11 16%	6 15%	2 9%	7 15%
None of the above	61 8%	1 4%	5 2%	6 6%	4 6%	2 7%	2 8%	4 8%	6 10%	2 7%	10 12%	12 12%	7 8%	14 9%	1 6%	10 14%	4 10%	1 4%	4 8%
Don't know	14 2%	- -	- -	1 1%	1 2%	- -	- -	- -	1 2%	1 3%	3 4%	4 4%	2 2%	3 2%	1 6%	2 3%	- -	- -	- -

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

Q1_3. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation makes investments in this region

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
UK	670 87%	438 87%	193 93%	39 61%	631 89%	41 91%	534 88%	95 77%	55 89%	506 88%	109 81%	539 87%	114 88%	129 88%	159 83%	137 88%	131 87%
		c	ac	c	g	g	g	j									
European Union (excl. UK)	287 37%	167 33%	101 49%	19 30%	268 38%	11 24%	239 40%	37 30%	16 26%	231 40%	40 30%	245 39%	32 25%	57 39%	93 49%	63 41%	42 28%
			acd		eg		eg			hj		lp		lp	klp	lp	
Asia	219 28%	135 27%	73 35%	11 17%	208 29%	6 13%	183 30%	30 24%	11 18%	174 30%	34 25%	195 31%	25 19%	37 25%	82 43%	51 33%	24 16%
			ac		c		e			h		lp			klmp	lp	
North America	216 28%	122 24%	87 42%	7 11%	209 29%	9 20%	176 29%	31 25%	14 23%	162 28%	40 30%	181 29%	20 15%	35 24%	73 38%	53 34%	35 23%
		c	acd		ac							l			klmp	lmp	
Rest of Europe (excluding the EU)	162 21%	97 19%	55 27%	10 16%	152 21%	3 7%	134 22%	25 20%	6 10%	131 23%	25 19%	146 23%	15 12%	26 18%	66 35%	39 25%	16 11%
			a		e		e	e		h		lp			klmp	lp	
South America	123 16%	70 14%	47 23%	6 9%	117 17%	4 9%	99 16%	20 16%	5 8%	97 17%	21 16%	108 17%	9 7%	19 13%	50 26%	30 19%	15 10%
			acd									lp			klmp	lp	
Africa	118 15%	69 14%	43 21%	6 9%	112 16%	- -	99 16%	19 15%	3 5%	99 17%	16 12%	107 17%	8 6%	13 9%	57 30%	29 19%	11 7%
			ac				e	e		h		lmp			klmop	lmp	
None of the above	83 11%	55 11%	6 3%	22 34%	61 9%	3 7%	55 9%	25 20%	6 10%	53 9%	24 18%	66 11%	14 11%	14 10%	27 14%	11 7%	17 11%
		b		abd	b			ef			i				o		
Don't know	4 1%	2 *	2 1%	-	4 1%	-	3 *	1 1%	-	2 *	2 1%	3 *	-	1 1%	1 1%	1 1%	1 1%
		*		-		-	*		-	*		*	-	1%	1%	1%	1%

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

CBI: MEMBERSHIP EU SURVEY 2016

Q1_3. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation makes investments in this region

Base: All respondents

	BUSINESS SIZE			TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU	
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
	a	b	c	d	e	f	g	h	i	j	k	l	m	
Significance Level: 95%														
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
UK	670 87%	240 83%	391 93%	98 73%	58 91%	176 90%	138 96%	161 94%	405 89%	265 83%	275 96%	395 81%	432 91%	238 79%
			a		c	c	ce	c	i		k		m	
European Union (excl. UK)	287 37%	47 16%	221 53%	13 10%	11 17%	52 27%	66 46%	126 74%	272 60%	15 5%	287 100%	- -	237 50%	50 17%
			a		c	c	cde	cdef	i		k		m	
Asia	219 28%	28 10%	180 43%	5 4%	7 11%	36 18%	53 37%	107 63%	202 44%	17 5%	173 60%	46 9%	182 38%	37 12%
			a		c	c	cde	cdef	i		k		m	
North America	216 28%	41 14%	168 40%	13 10%	8 13%	34 17%	52 36%	102 60%	196 43%	20 6%	175 61%	41 8%	176 37%	40 13%
			a				cde	cdef	i		k		m	
Rest of Europe (excluding the EU)	162 21%	15 5%	137 33%	6 4%	4 6%	15 8%	31 22%	96 56%	154 34%	8 3%	156 54%	6 1%	134 28%	28 9%
			a				cde	cdef	i		k		m	
South America	123 16%	9 3%	108 26%	3 2%	3 5%	6 3%	32 22%	73 43%	116 25%	7 2%	115 40%	8 2%	99 21%	24 8%
			a				cde	cdef	i		k		m	
Africa	118 15%	8 3%	104 25%	2 1%	4 6%	7 4%	24 17%	75 44%	111 24%	7 2%	104 36%	14 3%	101 21%	17 6%
			a				cde	cdef	i		k		m	
None of the above	83 11%	37 13%	24 6%	28 21%	5 8%	15 8%	5 3%	8 5%	39 9%	44 14%	4 1%	79 16%	31 7%	52 17%
			b	defg					h		j		l	
Don't know	4 1%	3 1%	1 *	2 1%	- -	1 1%	- -	1 1%	2 *	2 1%	- -	4 1%	- -	4 1%
			*						*					

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

CBI: MEMBERSHIP EU SURVEY 2016

Q1_3. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation makes investments in this region

Base: All respondents

	SECTOR																		
	Total	Agriculture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	q	r	
Significance Level: 95%																			
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
UK	670 87%	22 92%	191 95%	78 84%	59 89%	25 89%	21 88%	45 87%	51 88%	26 90%	68 83%	86 83%	74 80%	135 86%	14 82%	56 81%	33 83%	21 91%	41 85%
European Union (excl. UK)	287 37%	9 38%	102 50%	25 27%	11 17%	15 54%	13 54%	26 50%	21 36%	9 31%	28 34%	47 46%	21 23%	47 30%	8 47%	14 20%	12 30%	6 26%	16 33%
Asia	219 28%	3 13%	72 36%	22 24%	8 12%	9 32%	10 42%	17 33%	12 21%	7 24%	24 29%	40 39%	17 18%	49 31%	8 47%	17 25%	14 35%	4 17%	8 17%
North America	216 28%	5 21%	88 44%	19 20%	7 11%	8 29%	7 29%	14 27%	12 21%	4 14%	30 37%	39 38%	20 22%	41 26%	7 41%	6 9%	12 30%	5 22%	8 17%
Rest of Europe (excluding the EU)	162 21%	2 8%	59 29%	15 16%	4 6%	8 29%	8 33%	15 29%	10 17%	4 14%	18 22%	32 31%	14 15%	29 18%	2 12%	3 4%	7 18%	3 13%	10 21%
South America	123 16%	2 8%	45 22%	12 13%	3 5%	6 21%	7 29%	7 13%	7 12%	2 7%	11 13%	23 22%	10 11%	25 16%	3 18%	4 6%	7 18%	2 9%	3 6%
Africa	118 15%	2 8%	36 18%	12 13%	4 6%	5 18%	6 25%	7 13%	6 10%	1 3%	12 15%	23 22%	7 8%	28 18%	3 18%	6 9%	5 13%	2 9%	6 13%
None of the above	83 11%	2 8%	6 3%	12 13%	6 9%	3 11%	2 8%	5 10%	5 9%	2 7%	13 16%	14 14%	16 17%	20 13%	2 12%	11 16%	6 15%	2 9%	5 10%
Don't know	4 1%	- -	1 *	- -	- -	- -	- -	- -	- -	- -	- -	1 1%	2 2%	- -	- -	- -	- -	- -	- -

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

Q1_4. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation imports goods or services into the UK from this region

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
European Union (excl. UK)	436 56%	236 47%	171 83%	29 45%	407 57%	25 56%	353 58%	58 47%	36 58%	337 59%	63 47%	346 56%	72 55%	84 57%	94 49%	96 62%	90 60%
			acd	a			g			j						n	n
Asia	249 32%	137 27%	102 49%	10 16%	239 34%	17 38%	199 33%	33 27%	23 37%	190 33%	36 27%	205 33%	37 28%	58 39%	58 30%	52 34%	44 29%
		c	acd	ac													
North America	238 31%	134 27%	94 45%	10 16%	228 32%	19 42%	191 32%	28 23%	24 39%	178 31%	36 27%	199 32%	36 28%	46 31%	57 30%	60 39%	39 26%
			acd	ac		g	g									p	
Rest of Europe (excluding the EU)	231 30%	122 24%	95 46%	14 22%	217 31%	12 27%	190 31%	29 23%	17 27%	182 32%	32 24%	187 30%	36 28%	49 33%	56 29%	46 30%	44 29%
			acd	a													
South America	80 10%	51 10%	27 13%	2 3%	78 11%	6 13%	65 11%	9 7%	7 11%	64 11%	9 7%	67 11%	12 9%	14 10%	24 13%	17 11%	13 9%
			c	c													
Africa	73 9%	52 10%	19 9%	2 3%	71 10%	5 11%	59 10%	9 7%	4 6%	60 10%	9 7%	67 11%	7 5%	15 10%	29 15%	16 10%	6 4%
												p		p	lp	p	
UK	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
None of the above	249 32%	198 39%	20 10%	31 48%	218 31%	12 27%	182 30%	55 44%	17 27%	172 30%	60 44%	199 32%	50 38%	47 32%	64 34%	38 25%	50 33%
		bd		bd	b			ef			hi		o				
Don't know	39 5%	33 7%	4 2%	2 3%	37 5%	1 2%	33 5%	5 4%	1 2%	33 6%	5 4%	36 6%	2 2%	1 1%	21 11%	12 8%	3 2%
		b		b								lm			klmp	lmp	

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

CBI: MEMBERSHIP EU SURVEY 2016

Q1_4. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation imports goods or services into the UK from this region

Base: All respondents

	BUSINESS SIZE			TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU	
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
	a	b	c	d	e	f	g	h	i	j	k	l	m	
Significance Level: 95%														
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
European Union (excl. UK)	436 56%	116 40%	291 69% a	39 29%	22 34%	120 61% cd	96 67% cd	130 76% cde	308 68% i	128 40%	225 78% k	211 43%	345 73% m	91 30%
Asia	249 32%	61 21%	178 42% a	20 15%	13 20%	61 31% c	52 36% cd	93 54% cdef	192 42% i	57 18%	151 53% k	98 20%	198 42% m	51 17%
North America	238 31%	60 21%	168 40% a	27 20%	13 20%	45 23%	53 37% cde	90 53% cdef	190 42% i	48 15%	145 51% k	93 19%	204 43% m	34 11%
Rest of Europe (excluding the EU)	231 30%	45 16%	172 41% a	13 10%	14 22% c	56 29% c	46 32% c	88 51% cdef	179 39% i	52 16%	140 49% k	91 19%	187 40% m	44 15%
South America	80 10%	9 3%	69 16% a	2 1%	4 6%	12 6% c	22 15% ce	38 22% cde	66 15% i	14 4%	54 19% k	26 5%	71 15% m	9 3%
Africa	73 9%	7 2%	64 15% a	2 1%	4 6%	13 7% c	19 13% ce	33 19% cde	59 13% i	14 4%	48 17% k	25 5%	61 13% m	12 4%
UK	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
None of the above	249 32%	131 45% b	87 21%	72 54% efg	34 53% efg	60 31% g	31 22% g	21 12%	104 23% h	145 46% h	36 13% j	213 44% j	90 19% l	159 53% l
Don't know	39 5%	17 6%	20 5%	11 8% e	2 3%	5 3%	8 6%	11 6%	20 4%	19 6%	15 5%	24 5%	16 3%	23 8% l

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

CBI: MEMBERSHIP EU SURVEY 2016

Q1_4. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation imports goods or services into the UK from this region

Base: All respondents

	SECTOR																		
	Total	Agri-culture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Significance Level: 95%																			
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
European Union (excl. UK)	436 56%	13 54%	170 84%	52 56%	31 47%	23 82%	20 83%	35 67%	39 67%	13 45%	37 45%	45 44%	40 43%	74 47%	10 59%	25 36%	21 53%	14 61%	27 56%
		cdghjklmopr		o		djklmo		djklmo											o
Asia	249 32%	6 25%	107 53%	27 29%	12 18%	14 50%	17 71%	30 58%	20 34%	7 24%	27 33%	26 25%	22 24%	44 28%	5 29%	16 23%	12 30%	10 43%	14 29%
		cdhijklmopr				cdhijklmopr		d	d										
North America	238 31%	9 38%	96 48%	20 22%	14 21%	16 57%	13 54%	19 37%	19 33%	5 17%	26 32%	33 32%	32 35%	48 31%	8 47%	15 22%	17 43%	8 35%	12 25%
		cdhijklmor										c					cdo		
Rest of Europe (excluding the EU)	231 30%	10 42%	99 49%	23 25%	13 20%	15 54%	12 50%	27 52%	24 41%	5 17%	16 20%	25 24%	22 24%	32 20%	3 18%	13 19%	5 13%	8 35%	13 27%
		cdijklmopr					cdijklmopr	cdijklmop											
South America	80 10%	3 13%	28 14%	5 5%	4 6%	1 4%	6 25%	7 13%	9 16%	2 7%	4 5%	11 11%	7 8%	15 10%	1 6%	6 9%	2 5%	2 9%	8 17%
			cj						cj										cj
Africa	73 9%	1 4%	24 12%	3 3%	3 5%	2 7%	5 21%	10 19%	8 14%	2 7%	2 2%	10 10%	5 5%	16 10%	- -	10 14%	2 5%	3 13%	5 10%
			cj					cdjlp	cj			j		cj		cj			
UK	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
None of the above	249 32%	9 38%	18 9%	31 33%	29 44%	2 7%	1 4%	11 21%	15 26%	12 41%	26 32%	45 44%	40 43%	64 41%	4 24%	33 48%	12 30%	3 13%	15 31%
				b	bgh			b	b		b	bgh	bgh	bgh		bghj	b		b

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

Q1_4. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation imports goods or services into the UK from this region

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm unication	Finance and insurance	Business admin and support services	Profession- al scient- ific and tech- nical	Public adminis- tration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Significance Level: 95%																			
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
Don't know	39 5%	- -	2 1%	4 4%	4 6%	1 4%	1 4%	1 2%	5 9%	1 3%	7 9%	9 9%	4 4%	9 6%	2 12%	4 6%	2 5%	2 9%	1 2%

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

Q1_5. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation exports goods or services from the UK into this region

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
European Union (excl. UK)	473 61%	282 56%	160 77% acd	31 48%	442 62% ac	29 64%	376 62%	68 55%	41 66%	354 61%	78 58%	385 62%	75 58%	94 64%	118 62%	98 63%	88 59%
Rest of Europe (excluding the EU)	340 44%	199 40%	122 59% acd	19 30%	321 45% c	19 42%	278 46% g	43 35%	27 44%	267 46% j	46 34%	285 46% p	60 46%	64 44%	88 46%	73 47%	55 37%
Asia	318 41%	188 37% c	115 56% acd	15 23%	303 43% c	19 42%	257 43%	42 34%	29 47%	240 42%	49 36%	269 43% p	49 38%	64 44%	86 45% p	70 45% p	49 33%
North America	303 39%	180 36% c	108 52% acd	15 23%	288 41% c	16 36%	240 40%	47 38%	29 47%	226 39%	48 36%	250 40%	51 39%	55 37%	80 42%	64 41%	53 35%
Africa	226 29%	130 26% c	87 42% acd	9 14%	217 31% c	12 27%	182 30%	32 26%	20 32%	171 30%	35 26%	193 31% p	37 28%	37 25%	68 36% mp	51 33% p	33 22%
South America	190 25%	109 22%	71 34% acd	10 16%	180 25% c	7 16%	154 25%	29 23%	13 21%	146 25%	31 23%	162 26% p	30 23%	33 22%	51 27%	48 31% p	28 19%
UK	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
None of the above	262 34%	187 37% b	42 20%	33 52% abd	229 32% b	17 38%	193 32%	52 42% f	20 32%	190 33%	52 39%	208 33%	56 43% kno	47 32%	57 30%	48 31%	54 36%
Don't know	24 3%	19 4%	4 2%	1 2%	23 3%	- -	20 3%	4 3%	2 3%	18 3%	4 3%	20 3%	2 2%	2 1%	9 5%	7 5%	4 3%

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

CBI: MEMBERSHIP EU SURVEY 2016

Q1_5. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation exports goods or services from the UK into this region

Base: All respondents

	BUSINESS SIZE			TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU	
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%	a	b	c	d	e	f	g	h	i	j	k	l	m	
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
European Union (excl. UK)	473 61%	167 58%	275 66% a	70 52%	37 58%	124 63% c	90 63%	121 71% c	371 82% i	102 32%	237 83% k	236 49%	473 100% m	- -
Rest of Europe (excluding the EU)	340 44%	96 33%	225 54% a	37 28%	20 31%	91 46% cd	69 48% cd	104 61% cdef	273 60% i	67 21%	188 66% k	152 31%	324 68% m	16 5%
Asia	318 41%	95 33%	208 50% a	37 28%	22 34%	81 41% c	67 47% c	96 56% cde	255 56% i	63 20%	172 60% k	146 30%	302 64% m	16 5%
North America	303 39%	94 32%	194 46% a	38 28%	23 36%	73 37% c	67 47% c	87 51% cde	242 53% i	61 19%	166 58% k	137 28%	283 60% m	20 7%
Africa	226 29%	59 20%	158 38% a	18 13%	17 27% c	59 30% c	49 34% c	74 43% cde	182 40% i	44 14%	126 44% k	100 21%	214 45% m	12 4%
South America	190 25%	44 15%	136 32% a	10 7%	14 22% c	48 24% c	45 31% c	63 37% cde	154 34% i	36 11%	109 38% k	81 17%	182 38% m	8 3%
UK	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
None of the above	262 34%	105 36%	124 30%	52 39% g	27 42% g	58 30%	48 33%	44 26%	77 17%	185 58% h	45 16% j	217 45% j	21 4% l	241 80% l
Don't know	24 3%	10 3%	13 3%	5 4%	2 3%	8 4%	4 3%	4 2%	9 2%	15 5% h	8 3%	16 3%	- -	24 8% l

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

CBI: MEMBERSHIP EU SURVEY 2016

Q1_5. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

My organisation exports goods or services from the UK into this region

Base: All respondents

	SECTOR																		
	Total	Agri-culture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Significance Level: 95%																			
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
European Union (excl. UK)	473 61%	18 75%	163 81%	47 51%	24 36%	24 86%	18 75%	33 63%	35 60%	16 55%	49 60%	61 59%	50 54%	114 73%	14 82%	36 52%	25 63%	13 57%	31 65%
		cdghijklopr					d	d	d	d	d	d	cdjklo		d			d	
Rest of Europe (excluding the EU)	340 44%	11 46%	129 64%	33 35%	15 23%	18 64%	14 58%	25 48%	23 40%	11 38%	33 40%	43 42%	35 38%	78 50%	14 82%	28 41%	17 43%	10 43%	20 42%
		cdghjklmopr					d	d	d	d	d	d	cd		d	d		d	
Asia	318 41%	12 50%	119 59%	27 29%	13 20%	16 57%	13 54%	19 37%	18 31%	11 38%	29 35%	45 44%	28 30%	80 51%	14 82%	33 48%	19 48%	9 39%	18 38%
		cdghjklr					d				d	cd		cdhjil		cdl	cd		d
North America	303 39%	10 42%	112 55%	29 31%	14 21%	16 57%	9 38%	19 37%	17 29%	11 38%	32 39%	46 45%	33 36%	86 55%	13 76%	26 38%	19 48%	10 43%	17 35%
		cdghjlor									d	d	d	cdghjlor		d	d		
Africa	226 29%	7 29%	82 41%	20 22%	10 15%	11 39%	8 33%	12 23%	12 21%	7 24%	21 26%	29 28%	21 23%	60 38%	10 59%	28 41%	14 35%	7 30%	13 27%
		cdghijkl												cdghl		cdghl	d		
South America	190 25%	8 33%	74 37%	14 15%	7 11%	9 32%	7 29%	10 19%	10 17%	5 17%	20 24%	25 24%	15 16%	55 35%	9 53%	19 28%	13 33%	6 26%	11 23%
		cdghijkl									d	d		cdghl		d	cdl		
UK	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
None of the above	262 34%	5 21%	36 18%	39 42%	35 53%	4 14%	5 21%	16 31%	21 36%	13 45%	24 29%	37 36%	33 36%	38 24%	2 12%	25 36%	11 28%	7 30%	11 23%
				bmr	bgjklmpr		b	b			b	bm	b			b			
Don't know	24 3%	- -	3 1%	3 3%	3 5%	1 4%	- -	2 4%	2 3%	- -	5 6%	4 4%	6 7%	4 3%	- -	4 6%	1 3%	3 13%	3 6%
											b	b							

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

Q2/Q3_SUM. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of...

SUMMARY TABLE

Base: All respondents

	Total	The United Kingdom leaving the European Union	The United Kingdom remaining a member of the European Union	Don't know
Your organisation	773 100%	45 6%	604 78%	124 16%
The UK economy as a whole	773 100%	62 8%	576 75%	135 17%

CBI: MEMBERSHIP EU SURVEY 2016**Q2. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of your organisation?**

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
The United Kingdom leaving the European Union	45 6%	29 6%	16 8%	- -	45 6%	45 100%	- -	- -	39 63%	3 1%	3 2%	38 6%	7 5%	17 12%	6 3%	8 5%	7 5%
		c	c		c	fg			ij					knop			
The United Kingdom remaining a member of the European Union	604 78%	393 78%	163 79%	48 75%	556 78%	- -	604 100%	- -	6 10%	556 97%	42 31%	487 78%	103 79%	107 73%	159 83%	118 76%	117 78%
							eg			hj	h				m		
Don't know	124 16%	80 16%	28 14%	16 25%	108 15%	- -	- -	124 100%	17 27%	17 3%	90 67%	98 16%	20 15%	23 16%	26 14%	29 19%	26 17%
				bd			ef		i		hi						

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

CBI: MEMBERSHIP EU SURVEY 2016**Q2. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of your organisation?**

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
The United Kingdom leaving the European Union	45 6%	29 10%	16 4%	14 10%	4 6%	19 10%	6 4%	2 1%	21 5%	24 8%	11 4%	34 7%	29 6%	16 5%
		b		fg	g	g								
The United Kingdom remaining a member of the European Union	604 78%	206 71%	350 84%	96 72%	46 72%	145 74%	122 85%	147 86%	369 81%	235 74%	239 83%	365 75%	376 79%	228 76%
		a				cde	cde		i		k			
Don't know	124 16%	55 19%	53 13%	24 18%	14 22%	32 16%	16 11%	22 13%	65 14%	59 19%	37 13%	87 18%	68 14%	56 19%
		b			f									

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

CBI: MEMBERSHIP EU SURVEY 2016

Q2. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of your organisation?

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin and support services	Profess- ional scient- ific and tech- nical	Public adminis- tration and defence	Education	Health	Arts, entert- ainment recreat- ion and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
The United Kingdom leaving the European Union	45 6%	1 4%	15 7%	5 5%	1 2%	- -	5 21%	3 6%	3 5%	- -	5 6%	4 4%	8 9%	6 4%	- -	2 3%	2 5%	2 9%	- -
The United Kingdom remaining a member of the European Union	604 78%	20 83%	156 77%	71 76%	56 85%	20 71%	13 54%	38 73%	45 78%	25 86%	59 72%	82 80%	69 75%	128 82%	14 82%	55 80%	33 83%	14 61%	36 75%
Don't know	124 16%	3 13%	31 15%	17 18%	9 14%	8 29%	6 25%	11 21%	10 17%	4 14%	18 22%	17 17%	15 16%	23 15%	3 18%	12 17%	5 13%	7 30%	12 25%

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

CBI: MEMBERSHIP EU SURVEY 2016

Q3. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of the UK economy as a whole?

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Total	773 100%	502 100%	207 100%	64 100%	709 100%	45 100%	604 100%	124 100%	62 100%	576 100%	135 100%	623 100%	130 100%	147 100%	191 100%	155 100%	150 100%
The United Kingdom leaving the European Union	62 8%	40 8%	22 11%	- -	62 9%	39 87%	6 1%	17 14%	62 100%	- -	- -	51 8%	13 10%	17 12%	8 4%	13 8%	11 7%
		c	c		c	fg	f		ij				n	n			
The United Kingdom remaining a member of the European Union	576 75%	377 75%	152 73%	47 73%	529 75%	3 7%	556 92%	17 14%	- -	576 100%	- -	461 74%	94 72%	101 69%	152 80%	114 74%	115 77%
							eg			hj				m			
Don't know	135 17%	85 17%	33 16%	17 27%	118 17%	3 7%	42 7%	90 73%	- -	- -	135 100%	111 18%	23 18%	29 20%	31 16%	28 18%	24 16%
				d			ef			hi							

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

CBI: MEMBERSHIP EU SURVEY 2016

Q3. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of the UK economy as a whole?

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Total	773 100%	290 100%	419 100%	134 100%	64 100%	196 100%	144 100%	171 100%	455 100%	318 100%	287 100%	486 100%	473 100%	300 100%
The United Kingdom leaving the European Union	62 8%	42 14%	20 5%	22 16%	5 8%	26 13%	4 3%	5 3%	31 7%	31 10%	16 6%	46 9%	41 9%	21 7%
		b		fg		fg								
The United Kingdom remaining a member of the European Union	576 75%	190 66%	339 81%	88 66%	45 70%	135 69%	121 84%	140 82%	349 77%	227 71%	231 80%	345 71%	354 75%	222 74%
		a				cde		ce			k			
Don't know	135 17%	58 20%	60 14%	24 18%	14 22%	35 18%	19 13%	26 15%	75 16%	60 19%	40 14%	95 20%	78 16%	57 19%
		b									j			

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

CBI: MEMBERSHIP EU SURVEY 2016

Q3. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of the UK economy as a whole?

Base: All respondents

	SECTOR																		
	Total	Agriculture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Total	773 100%	24 100%	202 100%	93 100%	66 100%	28 100%	24 100%	52 100%	58 100%	29 100%	82 100%	103 100%	92 100%	157 100%	17 100%	69 100%	40 100%	23 100%	48 100%
The United Kingdom leaving the European Union	62 8%	1 4%	21 10% m	7 8%	4 6%	2 7%	5 21%	6 12%	4 7%	- -	10 12% m	7 7%	11 12% m	7 4%	1 6%	4 6%	3 8%	4 17%	2 4%
The United Kingdom remaining a member of the European Union	576 75%	21 88%	144 71%	69 74%	54 82%	19 68%	13 54%	37 71%	43 74%	25 86%	57 70%	83 81%	64 70%	121 77%	14 82%	55 80%	29 73%	15 65%	37 77%
Don't know	135 17%	2 8%	37 18%	17 18%	8 12%	7 25%	6 25%	9 17%	11 19%	4 14%	15 18%	13 13%	17 18%	29 18%	2 12%	10 14%	8 20%	4 17%	9 19%

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r