

## 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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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%
<b>NETS</b>													
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%
<b>NETS</b>													
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