

THE MARTLET
Partnership LIMITED
CHARTERED ACCOUNTANTS

UK200Group - SME Outlook Tracker

255
Total Responses

211 Completed Responses

44 Partial Responses

1501
Survey Visits

Introduction

UK200Group SME Outlook Tracker

We would like to better understand how SMEs are coping in the current climate.

We will be running a regular tracking poll to measure how SMEs are viewing the outlook, starting now. The survey findings will be used to develop specific support for the benefit of SMEs. It will also be used to highlight and flag key issues and opportunities to the government and other organisations.

The survey is short and will only take up to 2 minutes for you to complete.

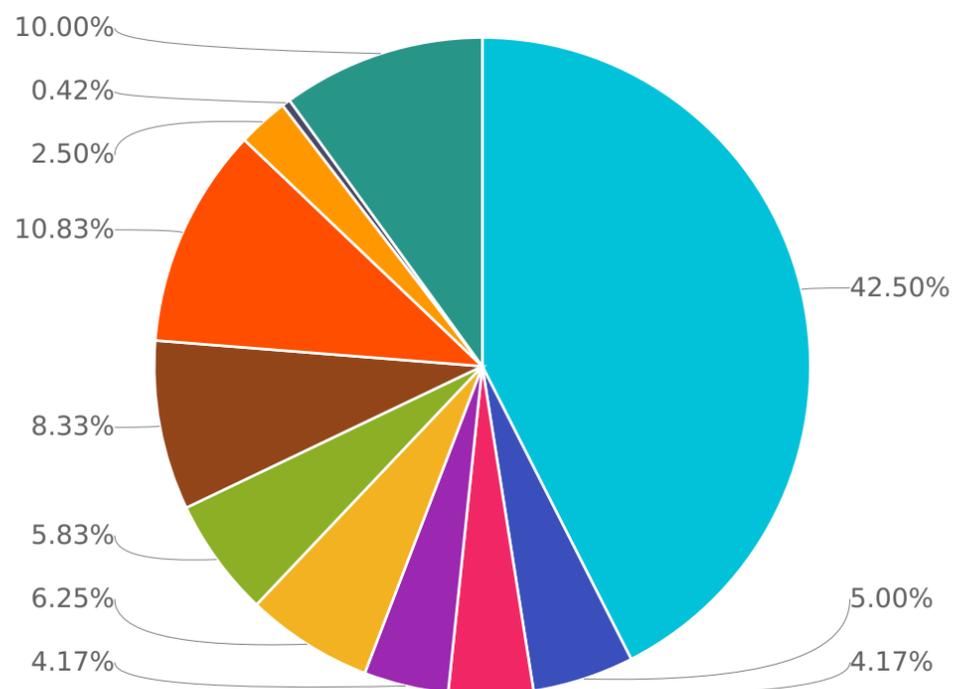
Many thanks in advance for your participation.

Region

Q1

Where do you live?

Answered: 240 Skipped: 15



- South East
- South West
- London
- East of England
- East Midlands
- West Midlands
- Yorkshire and The Humber
- North East
- North West
- Scotland
- Wales
- Northern Ireland

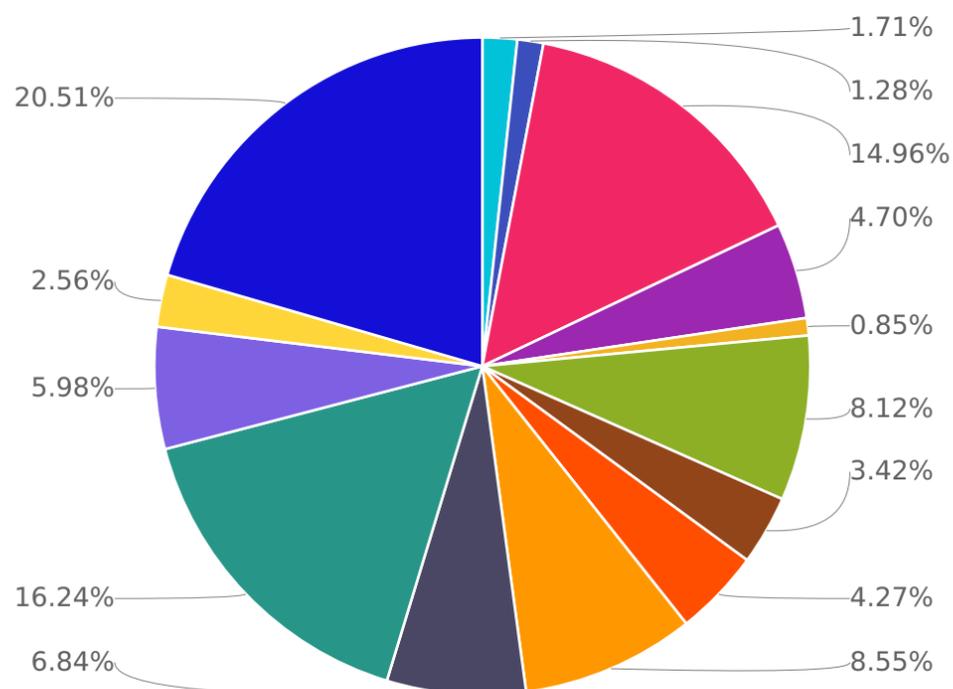
Choices	Response percent	Response count
South East	42.50%	102
South West	5.00%	12
London	4.17%	10
East of England	4.17%	10
East Midlands	6.25%	15
West Midlands	5.83%	14
Yorkshire and The Humber	8.33%	20
North East	10.83%	26
North West	2.50%	6
Scotland	0.42%	1
Wales	10.00%	24
Northern Ireland	0.00%	0

Sector

Q2

Which sector are you in?

Answered: 234 Skipped: 21



- Agriculture & Food
- Charities
- Construction & Engineering
- Education
- Energy & Renewables
- Financial Services
- Health
- Hospitality & Accommodation
- Manufacturing
- Media & Technology
- Professional Services
- Retail & Leisure
- Transport, Ports & Logistics
- Other (Please specify)

Choices	Response percent	Response count
Agriculture & Food	1.71%	4
Charities	1.28%	3
Construction & Engineering	14.96%	35
Education	4.70%	11
Energy & Renewables	0.85%	2
Financial Services	8.12%	19
Health	3.42%	8
Hospitality & Accommodation	4.27%	10
Manufacturing	8.55%	20
Media & Technology	6.84%	16
Professional Services	16.24%	38
Retail & Leisure	5.98%	14
Transport, Ports & Logistics	2.56%	6
Other (Please specify)	20.51%	48

Other (Please specify)

1. UK200
2. Software
3. Entertainment live events
4. Rental
5. Light vehicle repair and service
6. printing
7. hobbies
8. Marketing
9. IT

10. Timber Trade
11. Tyre Retailer & Wheel Refurbishment
12. Motor trade
13. It and copiers
14. Print and signage
15. B2B Supplies
16. Printing
17. Tyre Fitter
18. Gaming & leisure
19. Beverages
20. Racehorse Breeder
21. Garage business
22. Window furnishing/blinds/shutters
23. Entertainment
24. PACKAGING TECHNOLOGY
25. Sports Equipment Supply and Installation
26. Property rental
27. Promotional Merchandise
28. sales and distribution
29. Mining
30. legal
31. Property
- 32.
33. Travel industry
34. I'm not an SME
35. Lipspeaking and Interpreting
36. Property development & rental
37. Arts - theatre and television
38. Wholesale Seafoods
39. Wholesale to leisure and food industry
40. Accountant
41. Import & distribution
42. Property Investment
43. Property Investment&Development
44. Service industry
45. Motor vehicle repair, servicing, mot testing
46. Personal Services
47. Event's

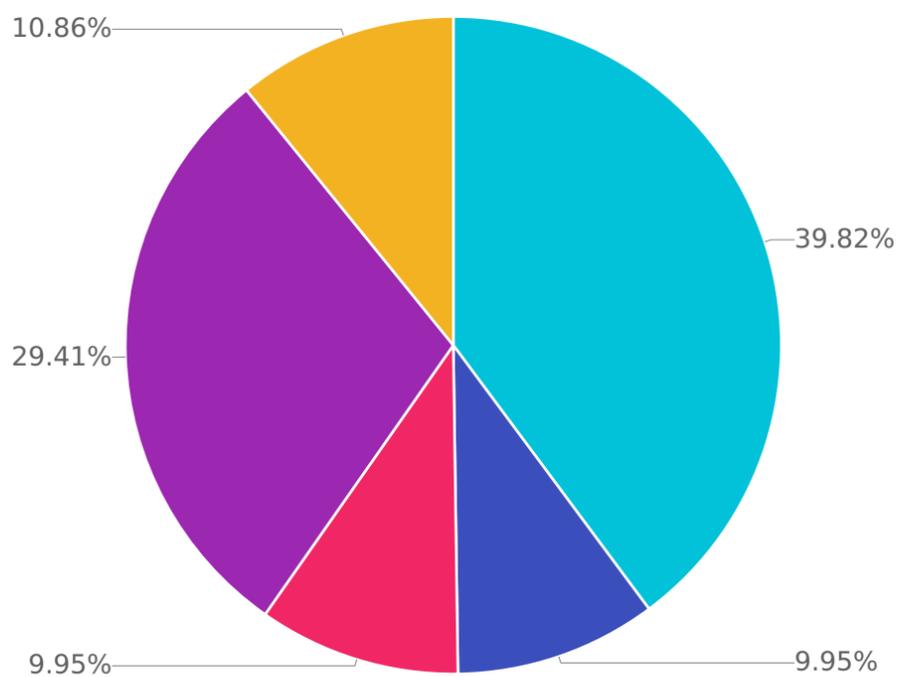
48. Veterinary support services

Business Size

Q3

What size is your business by annual turnover (most recent full year)?

Answered: 221 Skipped: 34



- Up to £250k
- £250k - £500k
- £500k - £1M
- £1M - £5M
- £5M+

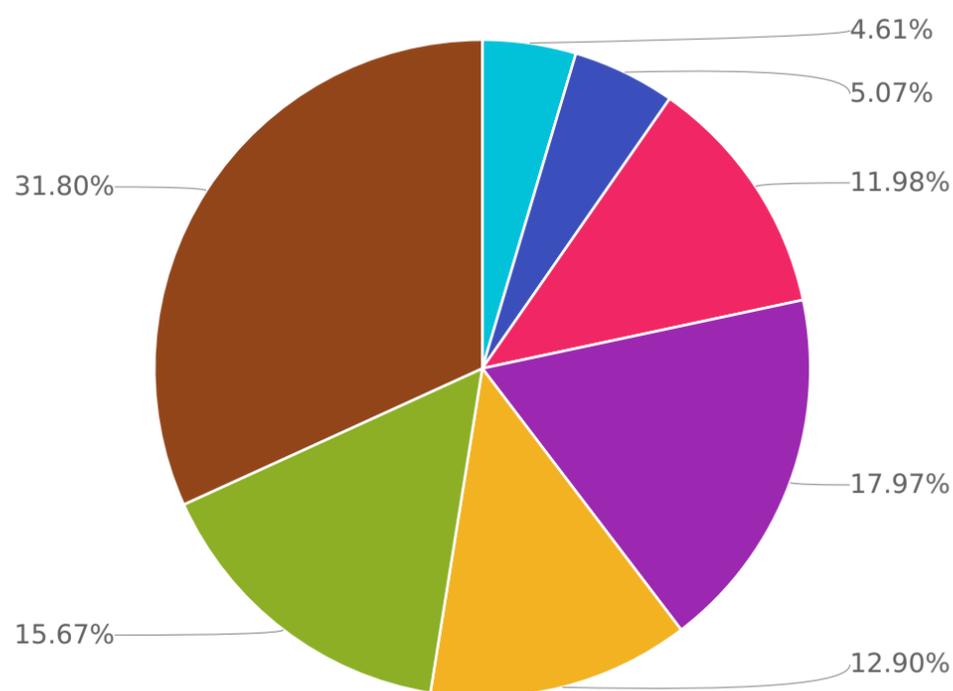
Choices	Response percent	Response count
Up to £250k	39.82%	88
£250k - £500k	9.95%	22
£500k - £1M	9.95%	22
£1M - £5M	29.41%	65
£5M+	10.86%	24

Income

Q4

What level of income are you projecting for your business over the next 12 months?

Answered: 217 Skipped: 38



- Increase of 20%+
- Increase of 11 - 20%
- Increase of up to 10%
- No change
- Up to 10% less
- 11 - 20% less
- 20%+ less

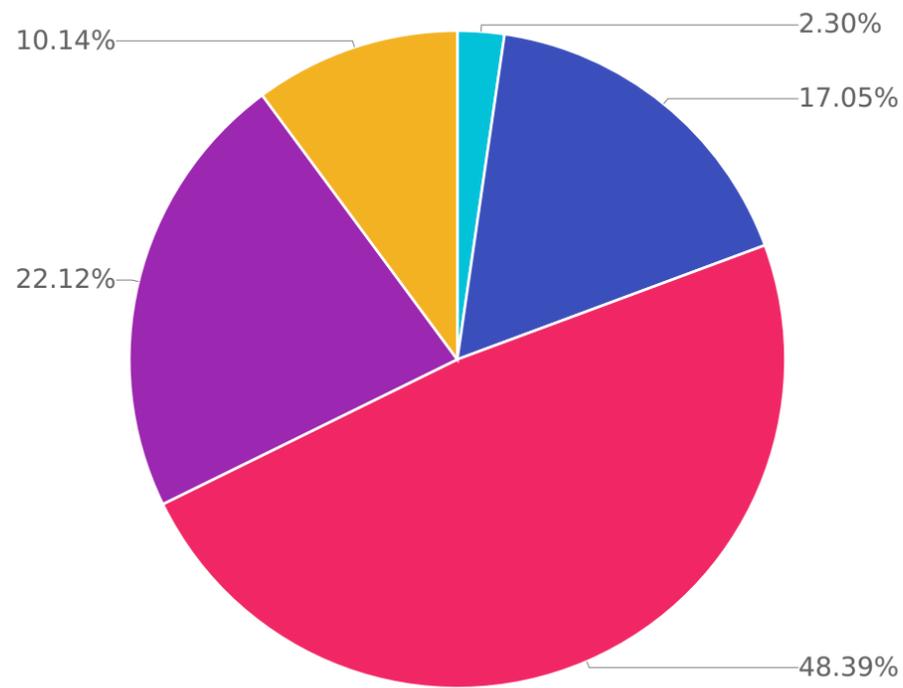
Choices	Response percent	Response count
Increase of 20%+	4.61%	10
Increase of 11 - 20%	5.07%	11
Increase of up to 10%	11.98%	26
No change	17.97%	39
Up to 10% less	12.90%	28
11 - 20% less	15.67%	34
20%+ less	31.80%	69

Headcount

Q5

Do you expect to increase or reduce the headcount of your business over the next 12 months?

Answered: 217 Skipped: 38



- Significant increase
- Slight increase
- No change
- Slight reduction
- Significant reduction

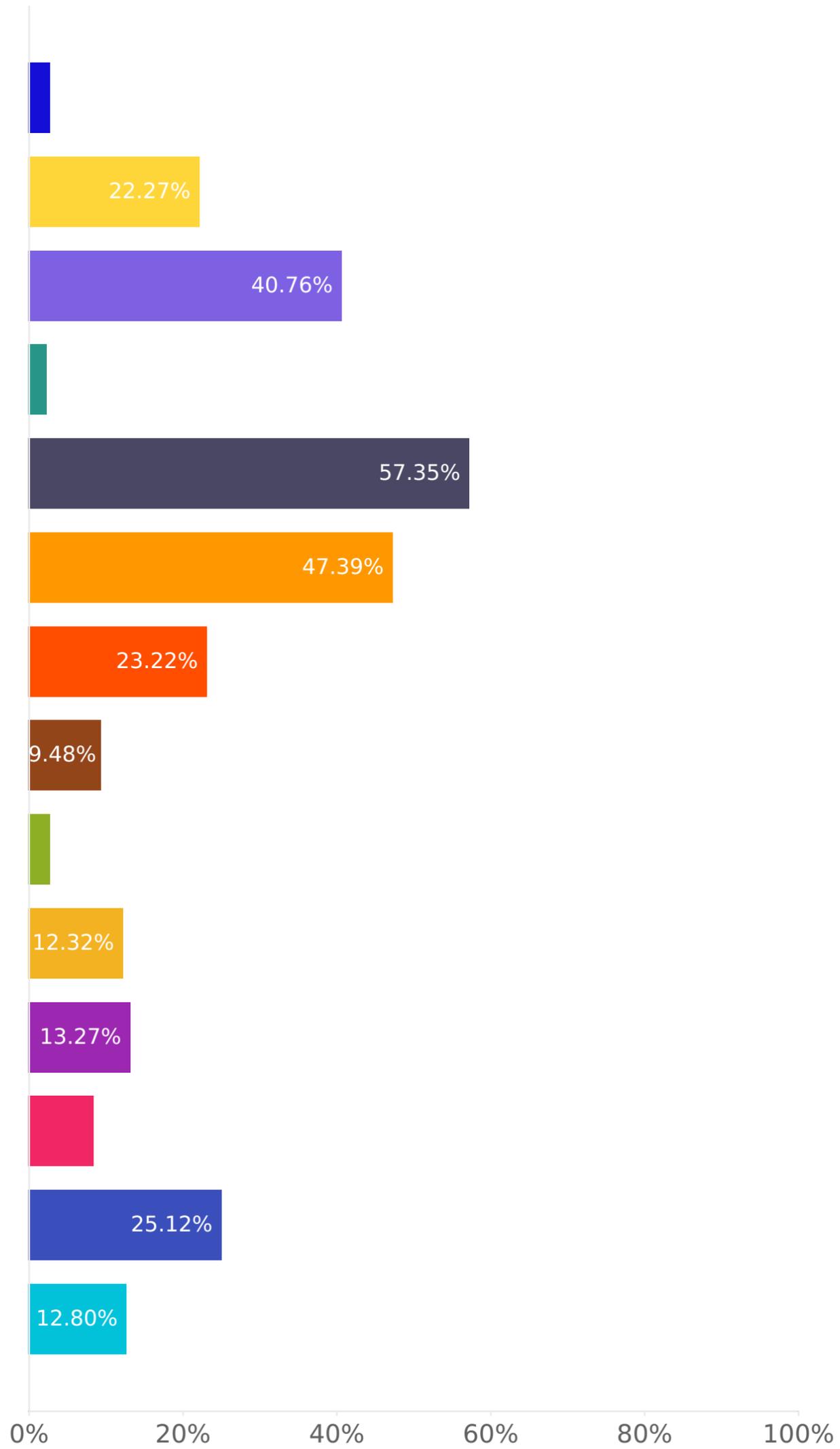
Choices	Response percent	Response count
Significant increase	2.30%	5
Slight increase	17.05%	37
No change	48.39%	105
Slight reduction	22.12%	48
Significant reduction	10.14%	22

Your Top 3 Priorities

Q6

What are your top 3 priorities over the next 12 months? (please select up to 3)

Answered: 211 Skipped: 44



● Develop new products/services

● Increase operational efficiency

● Increase use of technology

● Exploit niche opportunities

● Develop/invest in our people

● Differentiate our brand

● Increase our profile

● Reduce our overheads

● Finding new clients

● Looking after existing clients

● Business acquisition

● Survival

● Growth

● Other (Please specify)

Choices	Response percent	Response count
Develop new products/services	12.80%	27
Increase operational efficiency	25.12%	53
Increase use of technology	8.53%	18
Exploit niche opportunities	13.27%	28
Develop/invest in our people	12.32%	26
Differentiate our brand	2.84%	6
Increase our profile	9.48%	20
Reduce our overheads	23.22%	49
Finding new clients	47.39%	100
Looking after existing clients	57.35%	121
Business acquisition	2.37%	5
Survival	40.76%	86
Growth	22.27%	47
Other (Please specify)	2.84%	6

Other (Please specify)

1. N/a
2. halting activity until some point 2021
3. closing business
4. Build new properties to rent - Commercial and Residential
5. Expanding project finance contacts
6. Financial recovery