Business Finance Survey 2016
(FINAL)

S1a. Can I just check, is your business in the private sector, public sector or voluntary/not for profit sector?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
A private business	1460 **95%abcks**	282 **93%c**	52 **92%c**	8 *82%*	1118 **96%abce**	342 **93%c**	89 *98%*	242 *95%*	275 *97%*	413 **97%jk**	937 **95%k**	524 *93%*	627 *95%*	452 *95%*	142 *96%*	75 *94%*	885 **99%cqstv**	469 **96%st**	61 **99%s**	17 *27%*	447 **95%s**	14 *99%*	19 **94%s**	1420 *93%*
A voluntary/non profit-making organisation	71 **5%p**	18 **6%z**	5 **8%zd**	2 **18%zabde**	46 *4%*	25 **7%d**	2 *2%*	11 *4%*	9 *3%*	13 *3%*	51 *5%*	38 **7%z**	33 *5%*	22 *5%*	5 *3%*	4 *5%*	4 *	18 **4%p**	* *	43 **71%zpqrtv**	22 **5%pq**	* *1%*	1 **6%pr**	109 *7%*
A public sector organisation	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	5 *	2 **1%z**	- -	* **1%b**	2 *	2 *1%*	- -	1 *	- -	- -	4 *	4 *1%*	2 *	- -	2 **1%m**	* *	2 *	* *	1 *1%*	1 *2%*	1 *	- -	- -	6 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
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Ipsos MORI

Business Finance Survey 2016
(FINAL)

S1a. Can I just check, is your business in the private sector, public sector or voluntary/not for profit sector?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179"	154"	410	692	369	340	457	738	431	1100	90"	467	342	144"	196"	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
A private business	1460 **95%efjrv**	123 **98%e**	272 **100%ze**	283 **97%e**	498 **98%ze**	284 *84%*	817 *96%*	195 *99%*	550 **97%ej**	684 *95%*	161 *90%*	153 **99%j**	401 **98%zn**	667 *96%*	344 *93%*	320 *94%*	443 *97%*	697 *94%*	395 *92%*	1061 **96%zr**	84 *94%*	454 **97%w**	311 *91%*	140 *97%*	191 *97%*	272 *96%*	642 **94%w**	1420 *93%*
A voluntary/non profit-making organisation	71 **5%bchls**	2 *2%*	1 *	7 *3%*	6 *1%*	54 **16%zabcd**	34 *4%*	2 *1%*	14 *2%*	35 *5%*	18 **10%zhk**	1 *1%*	9 *2%*	21 *3%*	26 **7%lm**	17 *5%*	13 *3%*	41 *6%*	35 **8%zs**	36 *3%*	5 *6%*	13 *3%*	30 **9%zuxyA**	4 *3%*	5 *3%*	7 *3%*	39 *6%*	109 *7%*
A public sector organisation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	5 *	-	-	1 *	2 *	2 *	4 *	-	1 *	4 *	1 *	-	1 *	4 *1%*	-	2 *1%*	1 *	1 *	1 *	3 *	1 *1%*	-	1 *	-	1 *	3 *1%*	1 *	6 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
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Table 3

S1a. Can I just check, is your business in the private sector, public sector or voluntary/not for profit sector?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
A private business	1460 **95%abeimu**	537 **99%zbe**	470 **92%e**	46 *99%*	307 **99%zbe**	76 *68%*	215 **98%be**	30 **97%e**	510 **99%zim**	448 **92%m**	37 *99%*	286 **100%zim**	5 *100%*	59 *69%*	207 **98%im**	29 **98%m**	951 *96%*	276 *94%*	393 *95%*	222 *92%*	287 **98%u**	333 *91%*	262 **99%zy**	265 **98%z**	310 **98%zy**	1120 *94%*	1420 *93%*
A voluntary/non profit-making organisation	71 **5%adhiktvwx**	5 *1%*	41 **8%zadf**	* *1%*	1 *	35 **31%zabdfg**	4 *2%*	1 *3%*	5 *1%*	35 **7%zhkn**	* *1%*	1 *	- -	27 **31%zhikno**	4 **2%k**	1 *2%*	38 *4%*	16 *6%*	19 *5%*	19 **8%z**	5 *2%*	33 **9%ct**	3 *1%*	5 *2%*	5 *1%*	65 **5%wx**	109 *7%*
A public sector organisation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	5 *	1 *	2 *	- -	1 *	1 *	1 *	- -	1 *	2 *	- -	1 *	- -	1 *1%*	1 *	- -	4 *	1 *	1 *	- -	1 *	- -	1 *	1 *	1 *	4 *	6 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 4

S1a. Can I just check, is your business in the private sector, public sector or voluntary/not for profit sector?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
A private business	1460 **95%g**	441 *96%*	331 *95%*	567 *95%*	873 *95%*	324 **98%zg**	64 **95%g**	43 *51%*	177 *96%*	413 **98%zj**	864 *94%*	1420 *93%*
A voluntary/non profit-making organisation	71 **5%i**	19 *4%*	18 *5%*	31 *5%*	39 *4%*	6 *2%*	4 *5%*	41 **49%zef**	7 *4%*	10 *2%*	54 **6%i**	109 *7%*
A public sector organisation	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	5 *	1 *	1 *	1 *	3 *	- -	- -	1 *1%*	1 *	1 *	4 *	6 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

S2/S2a. Which of the following best describes the total numbers of employees, including yourself?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Just yourself (no employees)	1166 **76%abcenoqrtv**	-	-	-	1166 **100%zabce**	-	76 *83%*	193 *76%*	224 *79%*	332 *78%*	747 *75%*	414 *73%*	632 **95%zmno**	343 **72%no**	42 **29%o**	8 *10%*	849 **95%zqrstv**	238 **49%rv**	17 *28%*	40 **65%rv**	242 **52%qrv**	5 *35%*	2 *12%*	468 *30%*
2-5	217 **14%bcdlp**	217 **72%zbcde**	-	-	-	217 **59%bcd**	11 *12%*	45 *18%*	46 *16%*	51 *12%*	125 *13%*	73 *13%*	28 *4%*	109 **23%zl**	47 **32%zlo**	12 **15%l**	37 *4%*	135 **28%zp**	29 **48%zpqst**	9 **15%p**	128 **27%zp**	3 *24%*	5 **27%zp**	418 *27%*
6-10	86 **6%bcdlp**	86 **28%bcde**	-	-	-	86 **23%bcd**	3 *4%*	11 *4%*	7 *2%*	27 *6%*	67 *7%*	40 **7%h**	1 *	18 **4%l**	40 **27%zlm**	19 **24%zlm**	3 *	65 **13%zp**	10 **16%zp**	6 **10%p**	58 **12%zp**	2 *11%*	6 **31%zpqst**	165 *11%*
11-25	41 **3%acdimp**	-	41 **73%zacde**	-	-	41 **11%acdi**	1 *1%*	4 *2%*	5 *2%*	10 *2%*	32 *3%*	22 *4%*	1 *	3 *1%*	16 **11%zlm**	19 **24%zlmn**	2 *	30 **6%zp**	5 **8%zp**	3 **6%p**	26 **6%zp**	2 *11%*	3 **13%zp**	224 *15%*
26-50	16 **1%admp**	-	16 **27%zacde**	-	-	16 **4%acd**	* *	1 *	2 *1%*	4 *1%*	13 *1%*	9 *2%*	- -	* *	2 **1%l**	12 **16%zlmn**	* *	13 **3%zp**	* *1%*	1 **2%p**	11 **2%zp**	1 *6%*	1 **7%zp**	88 *6%*
51-249	9 *1%*	-	-	9 **98%zabde**	-	9 **2%abd**	- -	* *	1 *	2 *	8 *1%*	6 *1%*	* *	- -	* *	8 **11%zlmn**	- -	7 **1%zpt**	1 **1%p**	1 **2%p**	4 *1%*	2 *11%*	2 **10%zpqt**	169 *11%*
250-1,000	* *	-	-	* **2%zabde**	-	* *	- -	- -	- -	- -	* *	* *	- -	* *	- -	* *	- -	* *	- -	* *	* *	* *	- -	3 *
1,000 or more	- -	-	-	-	-	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-
Don't know	- -	-	-	-	-	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-
Refused	- -	-	-	-	-	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-
Employees	**369** **24%dlp**	**302** **100%zd**	**57** **100%zd**	**9** **100%zd**	- -	**369** **100%zd**	**15** ***17%***	**60** ***24%***	**60** ***21%***	**94** ***22%***	**245** ***25%***	**151** ***27%***	**31** ***5%***	**131** **28%l**	**106** **71%zlm**	**71** **90%zlmn**	**42** *5%*	**250** **51%zpt**	**45** **72%zpqst**	**21** **35%p**	**227** **48%zp**	**9** ***65%***	**18** **88%zpqst**	**1067** ***70%***
Micros	**302** **20%bcdlp**	**302** **100%zbcde**	- -	- -	- -	**302** **82%bcd**	**14** ***16%***	**55** ***22%***	**53** ***19%***	**78** ***18%***	**192** ***19%***	**113** ***20%***	**29** ***4%***	**127** **27%zl**	**88** **59%zlmo**	**31** **39%zlm**	**40** *5%*	**200** **41%zp**	**39** **63%zpqst**	**15** **25%p**	**186** **40%zp**	**5** ***36%***	**12** **58%zpqst**	**583** ***38%***
Small	**57** **4%acdimp**	- -	**57** **100%zacde**	- -	- -	**57** **15%acd**	**1** *1%*	**5** *2%*	**7** *2%*	**14** *3%*	**45** *5%*	**31** *6%*	**1** *	**4** *1%*	**18** **12%zlm**	**31** **39%zlmn**	**2** *	**43** **9%zp**	**5** **8%p**	**5** **8%p**	**37** **8%zp**	**2** *18%*	**4** **20%zpqt**	**312** *20%*
Medium	**9** *1%*	- -	- -	**9** **100%zabde**	- -	**9** **3%abd**	- -	* *	**1** *	**2** *	**8** *1%*	**7** *1%*	* *	* *	* *	**9** **11%zlmn**	- -	**7** **1%zpt**	**1** **1%p**	**1** **2%p**	**4** *1%*	**2** *12%*	**2** **10%zpqt**	**172** *11%*

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(FINAL)

Table 6

S2/S2a. Which of the following best describes the total numbers of employees, including yourself?

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Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Just yourself (no employees)	1166 **76%achqrvA**	78 *63%*	218 **80%ac**	190 *65%*	402 **79%ac**	279 **82%acq**	654 *76%*	144 *73%*	379 *67%*	579 **80%chk**	151 **84%hk**	107 *70%*	296 *72%*	549 *79%*	270 *73%*	283 **83%cq**	353 *77%*	530 *72%*	284 *66%*	880 **80%cr**	77 **86%r**	399 **85%cvwxA**	207 *61%*	107 **74%w**	144 **73%w**	234 **83%cvA**	458 **67%w**	468 *30%*
2-5	217 **14%u**	27 **21%cbde**	26 *10%*	63 **22%cbde**	67 *13%*	34 *10%*	121 *14%*	32 *16%*	103 **18%ci**	82 *11%*	22 *12%*	28 *18%*	66 *16%*	84 *12%*	59 *16%*	40 *12%*	59 *13%*	118 *16%*	76 *18%*	141 *13%*	10 *11%*	48 *10%*	66 **19%zu**	20 *14%*	33 *17%*	34 *12%*	119 **17%zu**	418 *27%*
6-10	86 **6%u**	10 *8%*	17 *6%*	21 *7%*	22 *4%*	15 *4%*	46 *5%*	11 *6%*	44 **8%z**	37 *5%*	3 *2%*	11 *7%*	28 *7%*	33 *5%*	23 *6%*	10 *3%*	28 *6%*	48 *6%*	39 **9%zs**	46 *4%*	2 *2%*	13 *3%*	38 **11%zuy**	9 *6%*	11 *5%*	8 *3%*	58 **8%zuy**	165 *11%*
11-25	41 **3%s**	6 *5%*	6 *2%*	12 *4%*	10 *2%*	7 *2%*	20 *2%*	6 *3%*	24 *4%*	15 *2%*	3 *1%*	4 *3%*	13 *3%*	16 *2%*	11 *3%*	5 *1%*	11 *2%*	25 *3%*	19 **4%s**	21 *2%*	1 *1%*	5 *1%*	18 **5%zu**	4 *3%*	6 *3%*	5 *2%*	28 **4%zu**	224 *15%*
26-50	16 *1%*	3 *2%*	4 *1%*	3 *1%*	4 *1%*	2 *1%*	8 *1%*	3 *2%*	9 *2%*	6 *1%*	1 *	1 *1%*	4 *1%*	7 *1%*	4 *1%*	2 *	5 *1%*	9 *1%*	7 *2%*	8 *1%*	* *	1 *	7 *2%*	3 *2%*	2 *1%*	1 *	12 *2%*	88 *6%*
51-249	9 *1%*	1 *1%*	2 *1%*	2 *1%*	2 *	2 *1%*	5 *1%*	2 *1%*	6 *1%*	3 *	* *	1 *	3 *1%*	4 *1%*	2 *1%*	1 *	1 *	7 *1%*	5 *1%*	4 *	* *	1 *	5 *1%*	1 *1%*	1 *1%*	* *	7 *1%*	169 *11%*
250-1,000	* *	- -	* *	* *	- -	* *	- -	* *	* *	* *	- -	- -	- -	* *	* *	- -	- -	* *	* *	* *	- -	- -	* *	- -	- -	* *	* *	3 *
1,000 or more	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-
Employees	369 **24%eiosuy**	47 **37%zbde**	55 ***20%***	101 **35%zbde**	105 ***21%***	60 ***18%***	201 ***24%***	53 ***27%***	185 **33%zij**	144 ***20%***	28 ***16%***	47 **30%ij**	114 ***28%***	143 ***21%***	99 ***27%***	57 ***17%***	103 ***23%***	208 **28%zo**	147 **34%zst**	220 ***20%***	13 ***14%***	68 ***15%***	134 **39%zuwxyA**	37 **26%u**	53 **27%u**	48 ***17%***	224 **33%zuy**	1067 ***70%***
Micros	302 **20%su**	37 **29%zbde**	43 ***16%***	84 **29%zbde**	89 ***18%***	49 ***14%***	167 ***20%***	43 ***22%***	147 **26%zij**	120 ***17%***	25 ***14%***	40 ***26%***	94 ***23%***	116 ***17%***	82 ***22%***	50 ***15%***	87 ***19%***	166 **22%o**	116 **27%zst**	186 ***17%***	11 ***13%***	61 ***13%***	104 **30%zuyA**	29 ***20%***	43 **22%u**	42 ***15%***	177 **26%zuy**	583 ***38%***
Small	57 **4%su**	8 ***7%***	10 ***4%***	15 ***5%***	14 ***3%***	9 ***3%***	29 ***3%***	9 ***5%***	32 **6%z**	21 ***3%***	3 ***2%***	6 ***4%***	17 ***4%***	22 ***3%***	15 ***4%***	7 ***2%***	15 ***3%***	35 ***5%***	27 **6%zs**	29 ***3%***	1 ***2%***	6 ***1%***	25 **7%zuy**	7 ***5%***	8 ***4%***	6 ***2%***	40 **6%zu**	312 ***20%***
Medium	9 *1%*	1 *1%*	2 *1%*	2 *1%*	2 *	2 *1%*	5 *1%*	2 *1%*	6 *1%*	3 *	* *	1 *	3 *1%*	4 *1%*	2 *1%*	1 *	1 *	7 *1%*	5 *1%*	4 *	* *	1 *	5 *1%*	1 *1%*	1 *1%*	1 *	7 *1%*	172 *11%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos

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Business Finance Survey 2016
(FINAL)

Table 7

S2/S2a. Which of the following best describes the total numbers of employees, including yourself?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Just yourself (no employees)	1166 **76%abdefghik mnopstuvwx**	363 **67%efg**	323 **63%efg**	24 *51%*	200 **65%efg**	58 **52%g**	113 **51%g**	7 *23%*	344 **67%imno**	299 **62%imno**	19 *51%*	188 **65%mno**	2 *53%*	39 **45%o**	108 **51%o**	7 *25%*	729 *73%*	238 *81%*	294 **71%s**	147 *61%*	200 *69%*	240 *66%*	168 *63%*	170 *63%*	206 *65%*	937 **79%vwx**	468 *30%*
2-5	217 **14%y**	99 **18%z**	96 **19%z**	12 *25%*	61 **20%z**	23 *21%*	46 **21%z**	8 **26%z**	94 **18%z**	93 **19%z**	9 *23%*	56 **19%z**	1 *27%*	20 **23%z**	43 **20%z**	7 *24%*	150 *15%*	33 *11%*	68 *17%*	44 *18%*	56 **19%z**	58 *16%*	54 **20%zy**	57 **21%zy**	64 **20%zy**	149 *13%*	418 *27%*
6-10	86 *6%*	39 *7%*	50 **10%z**	4 *9%*	24 *8%*	15 **14%za**	29 **13%abd**	8 **24%zabd**	37 *7%*	50 **10%zh**	3 *9%*	22 *8%*	- -	14 **16%zhk**	29 **14%zhk**	7 **23%zhik**	62 *6%*	14 *5%*	29 *7%*	26 **11%z**	18 *6%*	39 **11%z**	23 *9%*	23 *9%*	25 *8%*	58 *5%*	165 *11%*
11-25	41 *3%*	25 **5%z**	26 **5%z**	3 *7%*	13 *4%*	9 **8%z**	18 **8%zab**	4 **14%zabd**	24 **5%z**	25 **5%z**	3 *7%*	12 *4%*	* *11%*	8 **9%z**	17 **8%zhik**	4 **15%zhik**	31 *3%*	5 *2%*	13 *3%*	13 **5%z**	9 *3%*	18 **5%z**	11 *4%*	12 *4%*	12 *4%*	28 *2%*	224 *15%*
26-50	16 *1%*	11 *2%*	11 **2%z**	2 *5%*	8 *2%*	4 **3%z**	9 **4%z**	2 **8%zab**	10 *2%*	11 **2%z**	2 *6%*	7 *2%*	* *3%*	3 **4%z**	9 **4%z**	2 **8%zhi**	12 *1%*	2 *1%*	5 *1%*	7 **3%z**	5 *2%*	6 *2%*	5 *2%*	4 *2%*	5 *2%*	11 *1%*	88 *6%*
51-249	9 *1%*	6 *1%*	7 *1%*	1 *3%*	3 *1%*	3 **2%z**	6 **3%z**	2 **5%z**	6 *1%*	7 *1%*	1 *3%*	3 *1%*	* *6%*	3 **3%z**	6 **3%z**	2 **5%z**	8 *1%*	* *	3 *1%*	4 *2%*	3 *1%*	4 *1%*	3 *1%*	3 *1%*	3 *1%*	6 *	169 *11%*
250-1,000	* *	* *	* *	- -	* *	- -	* *	- -	* *	* *	* *	- -	- -	* *	* *	- -	* *	- -	- -	* *	* *	- -	- -	- -	- -	* *	3 *
1,000 or more	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Employees	**369** **24%y**	**180** **33%z**	**190** **37%z**	**23** ***49%***	**109** **35%z**	**54** **48%zabd**	**107** **49%zabd**	**24** **77%zabdef**	**172** **33%z**	**186** **38%zh**	**19** ***49%***	**100** **35%z**	**2** ***47%***	**48** **55%zhik**	**104** **49%zhik**	**22** **75%zhikmn**	**264** **27%z**	**55** ***19%***	**119** ***29%***	**95** **39%z**	**92** **31%z**	**125** **34%z**	**97** **37%zy**	**100** **37%zy**	**109** **35%zy**	**252** ***21%***	**1067** ***70%***
Micros	**302** **20%y**	**138** **25%z**	**146** **29%z**	**16** ***34%***	**85** **27%z**	**38** **34%z**	**75** **34%zab**	**16** **50%zabdf**	**131** **25%z**	**143** **29%z**	**12** ***32%***	**78** **27%z**	**1** ***27%***	**34** **39%zh**	**72** **34%zh**	**14** **47%zhik**	**213** ***21%***	**47** ***16%***	**97** ***24%***	**71** **29%z**	**75** **26%z**	**96** **26%z**	**78** **29%zy**	**81** **30%zy**	**89** **28%zy**	**207** ***17%***	**583** ***38%***
Small	**57** ***4%***	**35** ***7%z***	**37** ***7%z***	**6** ***12%***	**21** ***7%z***	**13** ***11%z***	**26** **12%zabd**	**7** **22%zabd**	**34** ***7%z***	**36** ***7%z***	**5** ***14%***	**19** ***7%z***	**1** ***14%***	**12** **13%zhi**	**26** **12%zhik**	**7** **23%zhik**	**43** ***4%***	**7** ***2%***	**18** ***4%***	**20** ***8%z***	**14** ***5%***	**25** ***7%z***	**16** ***6%***	**16** ***6%***	**17** ***5%***	**39** ***3%***	**312** ***20%***
Medium	**9** *1%*	**6** *1%*	**7** *1%*	**1** *3%*	**3** *1%*	**3** **3%z**	**6** **3%z**	**2** **5%z**	**6** *1%*	**7** **1%z**	**1** *3%*	**3** *1%*	* *6%*	**3** **3%z**	**6** **3%z**	**2** **5%z**	**8** *1%*	**4** *	**3** *1%*	**4** *2%*	**3** *1%*	**4** *1%*	**3** *1%*	**3** *1%*	**3** *1%*	**6** *1%*	**172** *11%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 8

S2/S2a. Which of the following best describes the total numbers of employees, including yourself?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (2)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Just yourself (no employees)	1166 **76%abci**	321 *70%*	228 *65%*	420 **70%b**	731 **80%abc**	253 *77%*	43 *63%*	62 *74%*	144 **77%i**	269 *64%*	752 **82%zi**	468 *30%*
2-5	217 **14%j**	78 *17%*	64 **18%d**	100 *17%*	113 *12%*	52 *16%*	14 *21%*	7 *8%*	31 *16%*	82 **19%zj**	103 *11%*	418 *27%*
6-10	86 *6%*	36 *8%*	35 **10%zcd**	45 *8%*	40 *4%*	15 *5%*	7 *10%*	9 *11%*	8 *5%*	37 **9%zj**	39 *4%*	165 *11%*
11-25	41 *3%*	17 *4%*	14 *4%*	21 *4%*	20 *2%*	7 *2%*	2 *3%*	4 *4%*	2 *1%*	22 **5%zj**	17 *2%*	224 *15%*
26-50	16 *1%*	6 *1%*	6 *2%*	8 *1%*	7 *1%*	2 *1%*	1 *2%*	1 *1%*	1 *	8 *2%*	7 *1%*	88 *6%*
51-249	9 *1%*	3 *1%*	3 *1%*	4 *1%*	5 *1%*	1 *	* *1%*	1 *2%*	* *	5 *1%*	4 *	169 *11%*
250-1,000	* *	- -	- -	- -	* *	- -	- -	* *	- -	* *	* *	3 *
1,000 or more	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Employees	**369** **24%dj**	**140** **30%zd**	**122** **35%zcd**	**179** **30%zd**	**185** ***20%***	**77** ***23%***	**25** ***37%***	**22** ***26%***	**42** ***23%***	**154** **36%zhj**	**170** ***18%***	**1067** ***70%***
Micros	**302** **20%dj**	**114** **25%zd**	**99** **28%zcd**	**145** **24%zd**	**153** ***17%***	**67** ***20%***	**21** ***32%***	**16** ***19%***	**39** ***21%***	**119** **28%zj**	**142** ***15%***	**583** ***38%***
Small	**57** **4%j**	**23** ***5%***	**20** ***6%***	**29** ***5%***	**27** ***3%***	**9** ***3%***	**3** ***4%***	**5** ***5%***	**3** ***1%***	**30** **7%zhj**	**24** ***3%***	**312** ***20%***
Medium	**9** *1%*	**3** *1%*	**3** *1%*	**4** *1%*	**5** *1%*	**1** *	* *1%*	**1** *2%*	* *	**5** *1%*	**4** *	**172** *11%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 9

S3. I would like to start by asking a few questions about your business. Firstly, what is the legal status of your organisation?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Sole proprietorship/ trader	892 **58%abcgmnoqrstv**	40 **13%bce**	2 **3%c**	-	849 **73%zabce**	42 **12%bc**	53 **58%g**	111 *44%*	166 **58%g**	262 **61%g**	612 **62%zg**	350 **62%g**	526 **79%zmno**	224 **47%no**	18 **12%o**	3 *4%*	892 **100%qrstv**	-	-	-	-	-	-	425 *28%*
Private limited company, limited by shares (LTD.)	469 **31%djklprs**	191 **63%zd**	42 **73%zade**	7 **70%zd**	230 *20%*	239 **65%d**	29 *32%*	110 **43%zijk**	94 **33%k**	130 *31%*	264 *27%*	134 *24%*	81 *12%*	192 **40%zl**	100 **68%zlm**	64 **81%zlmn**	-	469 **96%zprst**	-	-	428 **91%zprs**	13 *93%*	19 **94%zprs**	815 *53%*
Partnership	52 **3%dlpqt**	34 **11%zbcd**	3 **6%zcd**	* *1%*	15 *1%*	37 **10%bcd**	1 *1%*	6 *2%*	4 *1%*	9 *2%*	41 **4%l**	32 **6%hij**	10 *2%*	19 *4%*	13 **9%zlmo**	2 *3%*	-	-	52 **84%zpqstv**	-	-	-	-	91 *6%*
Public Ltd Company (PLC)	26 **2%pq**	7 **2%z**	2 **3%z**	* **4%zd**	17 *1%*	9 *2%*	3 *3%*	6 *2%*	9 *3%*	4 *1%*	11 *1%*	6 *1%*	5 *1%*	11 *2%*	6 **4%zl**	2 *2%*	-	-	-	-	24 **5%zpq**	1 *6%*	1 **4%pq**	37 *2%*
Private company limited by guarantee	18 **1%p**	9 **3%zd**	1 **2%zd**	* **3%zd**	7 *1%*	11 **3%d**	1 *1%*	8 **3%zhjk**	* *	6 *1%*	9 *1%*	3 *1%*	7 *1%*	6 *1%*	2 *1%*	2 *2%*	-	18 **4%zp**	-	-	17 **4%zp**	* *2%*	1 **2%p**	33 *2%*
Limited liability partnership	10 **1%d**	6 **2%zd**	2 **3%zd**	* **5%zade**	2 *	8 **2%d**	* *1%*	2 *1%*	1 *	4 *1%*	7 *1%*	3 *1%*	3 *1%*	1 *	4 **2%zm**	2 **3%zlm**	-	-	10 **16%zpqstv**	-	-	-	-	30 *2%*
Community Interest Company (CIC, limited by guarantee or shares)	7 *	3 **1%z**	1 **2%zde**	* **2%zd**	3 *	4 **1%d**	- -	2 *1%*	* *	1 *	5 *1%*	4 *1%*	4 *1%*	1 *	1 *1%*	1 *1%*	-	-	-	7 **12%zpqrt**	-	-	-	15 *1%*
A Co-operative	1 *	1 *z	- -	* *zd	- -	1 *	- -	1 *	- -	- -	* *	* *	- -	1 *	- -	* *	-	-	-	1 **1%zp**	-	-	-	2 *
Friendly Society	1 *	1 *z	* *zd	- -	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	* *	- -	-	-	-	1 **1%zp**	-	-	-	2 *
Industrial and Provident Society	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	-	-	-	-	-	-	-
Other	52 **3%pqt**	11 *4%*	3 **6%zd**	1 **14%zabde**	36 *3%*	16 *4%*	3 *3%*	8 *3%*	7 *2%*	7 *2%*	38 **4%l**	32 **6%zij**	23 *3%*	16 *3%*	3 *2%*	3 *3%*	-	-	-	52 **86%zpqrtv**	-	-	-	78 *5%*
Don't know	7 *	1 *	* *1%*	* *1%*	6 *	2 *	- -	1 *	3 *1%*	3 *1%*	4 *	* *	3 *	3 *1%*	- -	* *	-	-	-	-	-	-	-	7 *
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 10

S3. I would like to start by asking a few questions about your business. Firstly, what is the legal status of your organisation?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Sole proprietorship/ trader	892 **58%ahknqrvA**	60 *48%*	184 **68%zacd**	154 *53%*	286 *56%*	208 **61%a**	484 *57%*	121 *61%*	262 *46%*	488 **68%zhk**	101 *56%*	68 *45%*	233 *57%*	440 **64%zn**	187 *51%*	244 **72%zq**	289 **63%q**	359 *49%*	189 *44%*	701 **64%zr**	44 *49%*	323 **69%zvxA**	145 *43%*	86 **60%wA**	105 *53%*	185 **66%wA**	337 **49%w**	425 *28%*
Private limited company, limited by shares (LTD.)	469 **31%eiosu**	46 **37%e**	82 **30%e**	94 **32%e**	187 **37%ze**	61 *18%*	275 *32%*	62 *31%*	234 **41%zij**	164 *23%*	51 *28%*	66 **43%zi**	133 *32%*	190 *27%*	132 *36%*	63 *19%*	125 *27%*	281 **38%zop**	168 **39%zs**	300 *27%*	36 *40%*	111 *24%*	132 **39%zuy**	44 *30%*	70 **35%u**	74 *26%*	245 **36%zuy**	815 *53%*
Partnership	52 **3%bu**	12 **10%zbde**	1 *	22 **7%zbde**	11 *2%*	6 *2%*	29 *3%*	8 *4%*	22 *4%*	23 *3%*	6 *3%*	3 *2%*	13 *3%*	25 *4%*	12 *3%*	6 *2%*	17 *4%*	28 *4%*	23 **5%zs**	28 *3%*	1 *1%*	5 *1%*	22 **6%zu**	5 *3%*	8 *4%*	7 *2%*	34 **5%zu**	91 *6%*
Public Ltd Company (PLC)	26 **2%mp**	3 *3%*	3 *1%*	5 *2%*	4 *1%*	11 *3%*	16 *2%*	3 *1%*	13 *2%*	7 *1%*	6 *3%*	3 *2%*	11 **3%m**	3 *	10 **3%m**	7 *2%*	2 *	17 *2%*	10 *2%*	16 *1%*	2 *3%*	8 *2%*	8 *2%*	3 *2%*	4 *2%*	1 *1%*	15 *2%*	37 *2%*
Private company limited by guarantee	18 *1%*	1 *1%*	* *	3 *1%*	4 *1%*	9 *3%*	6 *1%*	1 *1%*	3 *1%*	9 *1%*	3 *1%*	1 *1%*	4 *1%*	8 *1%*	2 *	1 *	2 *	15 **2%z**	10 *2%*	8 *1%*	- -	2 *	10 **3%zu**	1 *	2 *1%*	2 *1%*	12 *2%*	33 *2%*
Limited liability partnership	10 *1%*	* *	* *	1 *	7 *1%*	1 *	8 *1%*	* *	5 *1%*	3 *	* *	1 *1%*	4 *1%*	4 *1%*	3 *1%*	1 *	2 *	7 *1%*	6 *1%*	4 *	1 *1%*	3 *1%*	5 *1%*	1 *	* *	1 *	6 *1%*	30 *2%*
Community Interest Company (CIC, limited by guarantee or shares)	7 *	- -	1 *	4 *1%*	1 *	2 *1%*	5 *1%*	- -	3 *	1 *	3 *2%*	1 *1%*	2 *	2 *	4 *1%*	- -	5 *1%*	2 *	5 *1%*	2 *	- -	* *	5 *1%*	1 *	- -	1 *	5 *1%*	15 *1%*
A Co-operative	1 *	* *	- -	1 *	- -	- -	* *	- -	1 *	- -	- -	- -	* *	- -	1 *	- -	- -	1 *	* *	1 *	- -	- -	* *	- -	- -	1 *	* *	2 *
Friendly Society	1 *	- -	- -	- -	- -	1 *	- -	* *	- -	1 *	- -	- -	1 *	* *	- -	* *	- -	1 *	- -	1 *	- -	- -	- -	- -	- -	1 *	- -	2 *
Industrial and Provident Society	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	52 **3%bd**	2 *2%*	1 *	5 *2%*	4 *1%*	39 **12%zabcd**	26 *3%*	2 *1%*	15 *3%*	26 *4%*	10 *6%*	4 *3%*	10 *2%*	15 *2%*	19 *5%*	16 *5%*	13 *3%*	23 *3%*	20 *5%*	32 *3%*	5 *6%*	14 *3%*	15 *4%*	1 *	5 *3%*	10 *3%*	21 *3%*	78 *5%*
Don't know	7 *	- -	- -	4 *1%*	2 *	1 *	4 *	* *	6 *1%*	1 *	- -	6 **4%hi**	1 *	6 *1%*	* *	1 *	1 *	6 *1%*	* *	7 *1%*	- -	1 *	* *	4 **3%zuv**	2 *1%*	- -	6 **1%w**	7 *
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 11

S3. I would like to start by asking a few questions about your business. Firstly, what is the legal status of your organisation?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Sole proprietorship/ trader	892 **58%abefghimn opsuvwx**	281 **52%befg**	208 **40%e**	18 *38%*	163 **53%befg**	19 *17%*	92 **42%eg**	8 *26%*	266 **52%lmno**	194 **40%m**	14 *38%*	150 **52%lmno**	2 *53%*	12 *14%*	90 **42%m**	8 *28%*	546 *55%*	189 **65%p**	231 **56%u**	92 *38%*	164 **56%u**	161 *44%*	95 *36%*	90 *33%*	113 **36%w**	756 **64%vwx**	425 *28%*
Private limited company, limited by shares (LTD.)	469 **31%y**	197 **36%z**	220 **43%zad**	19 *42%*	107 *35%*	49 **44%z**	97 **44%zad**	20 **63%zabdef**	189 **37%z**	213 **44%zhk**	17 *44%*	101 *35%*	2 *44%*	40 **46%z**	95 **45%zhk**	19 **63%zhikn**	330 **33%z**	79 *27%*	126 *30%*	108 **45%zr**	96 *33%*	143 **39%z**	136 **51%zy**	147 **54%zy**	164 **52%zy**	300 *25%*	815 *53%*
Partnership	52 *3%*	34 **6%z**	27 **5%z**	6 *12%*	21 **7%z**	6 *5%*	14 **6%z**	1 *2%*	30 **6%z**	27 **6%z**	6 *15%*	21 **7%z**	- -	6 *7%*	14 **7%z**	1 *2%*	35 *4%*	5 *2%*	19 *5%*	15 *6%*	16 *6%*	17 *5%*	9 *3%*	8 *3%*	9 *3%*	41 *3%*	91 *6%*
Public Ltd Company (PLC)	26 *2%*	10 *2%*	14 *3%*	3 *6%*	5 *2%*	8 **7%zabd**	7 *3%*	1 *4%*	9 *2%*	11 *2%*	* *	4 *1%*	* *1%*	5 **6%hik**	4 *2%*	1 *2%*	22 *2%*	* *	7 *2%*	8 *3%*	7 *2%*	7 *2%*	7 *3%*	7 *3%*	7 *2%*	19 *2%*	37 *2%*
Private company limited by guarantee	18 *1%*	3 *1%*	13 **3%zad**	- -	1 *	11 **10%zabdfg**	2 *1%*	* *	3 *1%*	13 **3%zhk**	- -	1 *	* *1%*	9 **10%hikn**	2 *1%*	* *	9 *1%*	4 *2%*	5 *1%*	6 *3%*	1 *	11 **3%z**	2 *1%*	2 *1%*	2 *1%*	16 *1%*	33 *2%*
Limited liability partnership	10 *1%*	3 *	6 *1%*	1 *1%*	2 *1%*	1 *1%*	3 *1%*	1 *2%*	3 *	6 *1%*	1 *2%*	2 *1%*	* *1%*	1 *1%*	2 *1%*	1 *2%*	8 *1%*	1 *	4 *1%*	2 *1%*	1 *	5 *1%*	2 *1%*	3 *1%*	4 *1%*	6 *1%*	30 *2%*
Community Interest Company (CIC, limited by guarantee or shares)	7 *	1 *	6 **1%a**	- -	1 *	6 **5%zabdf**	2 *1%*	- -	1 *	2 *1%*	- -	* *	- -	2 **3%zhik**	2 *1%*	- -	6 *1%*	1 *	3 *1%*	2 *1%*	1 *	4 *1%*	1 *	1 *	1 *	5 *	15 *1%*
A Co-operative	1 *	* *	* *	- -	- -	* *	- -	* *	* *	* *	- -	- -	- -	* *	- -	* *	1 *	- -	- -	* *	- -	* *	* *	1 *	1 *	- -	2 *
Friendly Society	1 *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	* *	- -	- -	- -	- -	- -	- -	- -	- -	1 *	2 *
Industrial and Provident Society	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	52 **3%ht**	8 *2%*	16 **3%af**	* *1%*	6 *2%*	12 **10%zabdf**	2 *1%*	1 *4%*	8 *2%*	16 **3%hn**	* *1%*	6 *2%*	- -	11 **13%zhikn**	2 *1%*	1 *2%*	29 *3%*	13 *4%*	11 *3%*	9 *4%*	2 *1%*	15 **4%t**	8 *3%*	6 *2%*	9 *3%*	42 *4%*	78 *5%*
Don't know	7 *y	6 *1%*	3 *1%*	- -	3 *1%*	* *	* *	- -	6 **1%z**	3 *1%*	- -	3 *1%*	- -	* *	* *	- -	7 *1%*	* *	6 **2%z**	- -	4 *1%*	2 *1%*	6 **2%zy**	6 **2%zy**	6 **2%zy**	2 *	7 *
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 12

S3. I would like to start by asking a few questions about your business. Firstly, what is the legal status of your organisation?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Sole proprietorship/ trader	892 **58%abcghi**	199 *43%*	158 *45%*	270 *45%*	605 **66%zabc**	206 **62%g**	41 *61%*	35 *42%*	88 *47%*	188 *45%*	613 **66%zhi**	425 *28%*
Private limited company, limited by shares (LTD.)	469 **31%dgj**	194 **42%zd**	151 **43%zd**	248 **41%zd**	220 *24%*	96 *29%*	18 *27%*	14 *17%*	75 **41%zj**	184 **43%zj**	209 *23%*	815 *53%*
Partnership	52 *3%*	20 *4%*	12 *4%*	24 *4%*	27 *3%*	11 *3%*	2 *3%*	- -	3 *2%*	19 *5%*	29 *3%*	91 *6%*
Public Ltd Company (PLC)	26 *2%*	10 *2%*	6 *2%*	11 *2%*	15 *2%*	- -	- -	- -	6 *3%*	8 *2%*	12 *1%*	37 *2%*
Private company limited by guarantee	18 *1%*	8 *2%*	7 *2%*	11 *2%*	7 *1%*	2 *1%*	1 *1%*	12 **14%zef**	5 **3%i**	1 *	11 *1%*	33 *2%*
Limited liability partnership	10 *1%*	6 *1%*	3 *1%*	7 *1%*	3 *	4 *1%*	2 *2%*	- -	2 *1%*	3 *1%*	5 *1%*	30 *2%*
Community Interest Company (CIC, limited by guarantee or shares)	7 *	5 *1%*	2 *1%*	5 *1%*	1 *	- -	1 *1%*	6 **8%ze**	1 *1%*	2 *	4 *	15 *1%*
A Co-operative	1 *	1 *	1 *	1 *	- -	- -	- -	1 *1%*	1 *	* *	- -	2 *
Friendly Society	1 *	- -	* *	* *	1 *	- -	- -	* *	- -	- -	1 *	2 *
Industrial and Provident Society	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	52 *3%*	14 *3%*	10 *3%*	19 *3%*	33 *4%*	10 *3%*	3 *4%*	16 **19%zef**	5 *3%*	11 *3%*	37 *4%*	78 *5%*
Don't know	7 *j	4 *1%*	1 *	4 *1%*	3 *	1 *	- -	* *	- -	6 **1%zj**	1 *	7 *
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 13

S3a. Is your company...?

Base : All companies

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	885	399	250	133	103	782	37	140	139	232	600	368	66	219	219	324	-	848	-	-	729	57	85	885
Weighted Total	513	207	45	7	255	259	34**	124*	103*	141*	284	143	92*	209	109	67	-**	487	-**	-**	469	14**	20*	885
Effective Base	346	387	241	128	101	562	19	73	62	97	214	119	43	120	106	127	-	332	-	-	307	13	32	885
A. A subsidiary of another company	20 **4%dt**	12 **6%d**	4 **9%zd**	2 **28%zabde**	2 *1%*	18 **7%d**	* *1%*	1 *1%*	2 *2%*	6 *5%*	17 **6%z**	10 **7%zg**	1 *1%*	5 *2%*	5 *5%*	9 **13%zlmn**	- -	19 **4%t**	- -	- -	- -	* *1%*	20 **100%zqt**	85 *10%*
B. A parent or holding company with subsidiaries	14 **3%t**	5 *2%*	2 **5%zae**	2 **23%zabde**	5 *2%*	9 **3%a**	- -	4 *3%*	2 *2%*	3 *2%*	8 *3%*	5 *4%*	1 *1%*	4 *2%*	1 *1%*	7 **10%zlmn**	- -	13 **3%t**	- -	- -	- -	14 *100%*	* *1%*	57 *6%*
C. Independent without a parent company or subsidiaries	469 **91%bckov**	186 **90%bce**	37 **84%c**	4 *50%*	242 **95%bce**	227 **88%bc**	33 *98%*	118 **95%k**	97 *94%*	130 *93%*	253 *89%*	123 *86%*	85 **92%o**	200 **96%zo**	100 **92%o**	50 *74%*	- -	445 **91%v**	- -	- -	469 **100%zqv**	- -	- -	729 *82%*
Other	5 *1%*	1 *1%*	* *1%*	* *1%*	3 *1%*	2 *1%*	1 *2%*	1 *1%*	- -	* *	4 *1%*	4 *2%*	3 *3%*	1 *	- -	* *1%*	- -	5 *1%*	- -	- -	- -	- -	- -	6 *1%*
Don't know	5 *1%*	2 *1%*	* *1%*	* *1%*	2 *1%*	2 *1%*	* *1%*	* *	3 *3%*	1 *	1 *	1 *	2 *3%*	- -	1 *1%*	* *1%*	- -	4 *1%*	- -	- -	- -	- -	- -	8 *1%*
Refused	1 *	1 *1%*	- -	- -	- -	1 *	- -	- -	- -	- -	1 *	1 *1%*	- -	- -	* *	1 *1%*	- -	1 *	- -	- -	- -	- -	- -	2 *

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 14

S3a. Is your company...?

Base : All companies

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	885	172	152	161	276	124	469	133	485	315	60	118	268	337	244	99	218	568	377	502	34	143	343	94	136	104	573	885
Weighted Total	513	50*	86*	101*	195	81*	298	66*	250	180	59*	70*	147	201	143*	71*	129*	313	188	324	39**	121*	150	48*	75*	77*	273	885
Effective Base	346	63	57	65	123	52	190	48	180	126	31	51	105	132	97	43	94	211	141	206	19	69	131	33	52	46	214	885
A. A subsidiary of another company	20 *4%*	4 *7%*	3 *3%*	5 *5%*	6 *3%*	3 *4%*	11 *4%*	4 *6%*	11 *4%*	6 *3%*	3 *5%*	3 *4%*	6 *4%*	6 *3%*	8 *6%*	1 *2%*	4 *3%*	15 *5%*	9 *5%*	12 *4%*	1 *1%*	5 *4%*	8 *5%*	1 *2%*	2 *3%*	2 *2%*	11 *4%*	85 *10%*
B. A parent or holding company with subsidiaries	14 *3%*	2 *3%*	2 *2%*	1 *1%*	7 *3%*	3 *4%*	9 *3%*	1 *1%*	7 *3%*	3 *1%*	3 *5%*	4 *6%*	6 *4%*	2 *1%*	5 *4%*	1 *2%*	1 *1%*	12 *4%*	5 *3%*	9 *3%*	- -	1 *1%*	5 *3%*	4 **8%u**	3 *4%*	1 *1%*	12 **4%z**	57 *6%*
C. Independent without a parent company or subsidiaries	469 **91%q**	44 *88%*	80 *94%*	91 *90%*	179 *92%*	75 *92%*	272 *91%*	57 *87%*	227 *91%*	167 *93%*	53 *89%*	62 *89%*	132 *90%*	191 **95%z**	128 *90%*	68 *95%*	124 **96%q**	277 *89%*	173 *92%*	295 *91%*	38 *97%*	110 *91%*	136 *91%*	43 *90%*	68 *91%*	73 *95%*	247 *90%*	729 *82%*
Other	5 *1%*	* *	- -	4 **4%z**	1 *	- -	1 *	3 **5%cf**	5 *2%*	* *	- -	1 *2%*	1 *	1 *	* *	- -	1 *1%*	4 *1%*	1 *	4 *1%*	* *1%*	3 *3%*	* *	- -	1 *2%*	- -	1 *	6 *1%*
Don't know	5 *1%*	1 *2%*	1 *1%*	* *	2 *1%*	- -	4 *1%*	* *1%*	1 *	3 *2%*	* *1%*	- -	3 *2%*	1 *	1 *1%*	1 *1%*	- -	4 *1%*	1 *1%*	3 *1%*	- -	3 *2%*	1 *1%*	- -	- -	1 *1%*	1 *	8 *1%*
Refused	1 *	- -	1 *1%*	- -	* *	- -	- -	1 *1%*	- -	1 *1%*	- -	- -	* *	- -	1 *	- -	- -	1 *	- -	1 *	- -	- -	- -	- -	* *1%*	1 *1%*	* *	2 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 15

S3a. Is your company...?

Base : All companies

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	885	477	516	69	277	154	318	89	459	505	61	255	11	135	310	86	667	114	279	261	232	327	292	303	321	554	885
Weighted Total	513	209	248	22**	114	68*	107	21*	201	237	17**	106*	2**	54*	102	19*	361	84*	138	121*	104*	161	145	156	173	335	885
Effective Base	346	173	185	26	109	51	114	51	166	181	24	98	5	45	111	48	250	52	114	91	90	121	105	111	119	223	885
A. A subsidiary of another company	20 *4%*	12 *6%*	11 *4%*	2 *9%*	7 *6%*	2 *3%*	8 **8%zb**	1 *7%*	10 *5%*	10 *4%*	1 *5%*	6 *6%*	* *15%*	2 *3%*	7 **7%zi**	1 *7%*	16 *4%*	4 *5%*	4 *3%*	6 *5%*	3 *3%*	8 *5%*	11 **8%zy**	11 *7%*	11 *7%*	9 *3%*	85 *10%*
B. A parent or holding company with subsidiaries	14 **3%y**	11 **5%z**	9 *4%*	1 *4%*	6 **6%z**	2 *3%*	4 *4%*	1 *6%*	10 **5%z**	8 *4%*	1 *5%*	6 *5%*	* *4%*	2 *3%*	4 *4%*	1 *6%*	12 *3%*	1 *1%*	3 *2%*	8 **7%z**	8 **8%z**	4 *2%*	7 **5%y**	9 **6%zy**	10 **6%zy**	4 *1%*	57 *6%*
C. Independent without a parent company or subsidiaries	469 **91%wxz**	185 *88%*	225 *91%*	19 *86%*	99 *87%*	63 *91%*	94 *88%*	18 *86%*	179 *89%*	216 *91%*	15 *88%*	93 *88%*	2 *81%*	49 *91%*	89 *88%*	16 *85%*	328 *91%*	78 *93%*	129 *94%*	106 *88%*	91 *87%*	149 *92%*	125 *86%*	135 *86%*	150 *87%*	314 **94%zvwx**	729 *82%*
Other	5 **1%p**	* *	1 *	* *1%*	- -	1 *1%*	- -	- -	* *	1 *	* *1%*	- -	- -	1 *1%*	- -	- -	1 *	* *1%*	1 *	1 *1%*	1 *1%*	* *	1 *	1 *1%*	1 *1%*	4 *1%*	6 *1%*
Don't know	5 *1%*	1 *1%*	1 *1%*	- -	1 *1%*	1 *1%*	1 *1%*	* *2%*	1 *1%*	1 *1%*	- -	1 *1%*	- -	1 *1%*	1 *1%*	* *2%*	3 *1%*	* *	1 *1%*	1 *	1 *1%*	* *	1 *	1 *	1 *	4 *1%*	8 *1%*
Refused	1 *	* *	* *	- -	* *	- -	- -	- -	* *	* *	- -	* *	- -	- -	- -	- -	1 *	- -	* *	- -	* *	- -	* *	- -	* *	1 *	2 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 16

S3a. Is your company...?

Base : All companies

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	885	363	329	465	412	159	50	41	96	416	368	885
Weighted Total	513	212	163	269	242	99*	19*	26**	86*	193	232	885
Effective Base	346	144	129	182	162	70	33	17	51	147	150	885
A. A subsidiary of another company	20 *4%*	9 *4%*	9 *6%*	12 *4%*	8 *3%*	2 *2%*	2 **12%ze**	1 *4%*	1 *1%*	10 *5%*	10 *4%*	85 *10%*
B. A parent or holding company with subsidiaries	14 *3%*	9 *4%*	9 **5%z**	10 *4%*	4 *2%*	* *	1 **5%e**	1 *2%*	3 *4%*	4 *2%*	6 *3%*	57 *6%*
C. Independent without a parent company or subsidiaries	469 **91%d**	189 *89%*	142 *88%*	242 *90%*	226 *93%*	93 **94%d**	16 *81%*	24 *94%*	81 *94%*	175 *91%*	212 *91%*	729 *82%*
Other	5 *1%*	4 *2%*	1 *1%*	4 *2%*	1 *	- -	- -	- -	1 *1%*	4 *2%*	* *	6 *1%*
Don't know	5 *1%*	1 *	1 *1%*	1 *	4 *1%*	3 *3%*	* *2%*	- -	* *	1 *	3 *1%*	8 *1%*
Refused	1 *	* *	* *	* *	1 *	1 *1%*	- -	- -	- -	- -	1 *	2 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

S4a/S4b. We have ... as a broad description of your company's activity. Does this sound about right to you?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Primary/manufacturing	125	37	8	1	78	47	7	24	13	23	87	65	49	40	14	13	60	47	12	2	44	2	4	250
	8%	**12%zd**	**15%zd**	**15%zd**	*7%*	**13%d**	*8%*	*9%*	*5%*	*5%*	**9%l**	**11%zhij**	*7%*	*8%*	*10%*	**17%zlm**	*7%*	*10%*	**20%zpqst**	*4%*	*9%*	*11%*	**17%ps**	*16%*
Construction	272	43	10	2	218	55	20	44	39	88	189	101	108	81	24	22	184	83	1	1	80	2	3	239
	18%ars	*14%*	*18%*	*19%*	*19%*	*15%*	*22%*	*17%*	*14%*	*21%*	*19%*	*18%*	*16%*	*17%*	*16%*	**28%zlmn**	**21%zrs**	**17%rs**	*2%*	*2%*	**17%rs**	*11%*	**12%r**	*16%*
Distribution	291	84	15	2	190	101	23	56	53	67	180	114	73	103	50	21	154	96	23	10	91	1	5	284
	19%di	**28%zd**	**26%zd**	**24%d**	*16%*	**28%d**	*25%*	*22%*	*19%*	*16%*	*18%*	*20%*	*11%*	**22%l**	**34%zlm**	**27%zl**	*17%*	*20%*	**37%zpqst**	*16%*	*19%*	*5%*	*25%*	*19%*
Business services	507	89	14	2	402	105	22	84	120	151	301	150	238	175	41	17	286	191	18	5	179	7	6	459
	33%abcjkos	**30%c**	*25%*	*19%*	**34%bce**	**29%c**	*24%*	*33%*	**42%tjk**	**35%jk**	**30%k**	*27%*	**36%o**	**37%o**	*28%*	*21%*	**32%s**	**39%ops**	**29%s**	*8%*	**38%rs**	*47%*	**30%s**	*30%*
Other Services	340	49	9	2	279	60	19	47	58	98	234	136	195	75	19	5	208	70	7	42	75	3	3	303
	22%ebmnoqrt	*16%*	*16%*	**23%ae**	**24%abe**	*16%*	*21%*	*19%*	*21%*	*23%*	*24%*	*24%*	**29%zmno**	**16%o**	*13%*	*6%*	**23%qt**	*14%*	*12%*	**70%zpqrtv**	*16%*	*24%*	*16%*	*20%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 18

S4a/S4b. We have ... as a broad description of your company's activity. Does this sound about right to you?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Primary/manufacturing	125	125	-	-	-	-	65	18	52	55	15	12	44	47	25	19	44	62	52	72	8	28	44	15	14	19	73	250
	8%bcdes	100%bcde	-	-	-	-	*8%*	*9%*	*9%*	*8%*	*9%*	*8%*	*11%*	*7%*	*7%*	*6%*	*10%*	*8%*	**12%zs**	*7%*	*9%*	*6%*	**13%zu**	*10%*	*7%*	*7%*	**11%z**	*16%*
Construction	272	-	272	-	-	-	134	54	90	136	29	22	91	133	41	88	93	92	85	187	16	90	69	33	19	50	121	239
	18%acdenqx	-	100%acde	-	-	-	*16%*	**28%zf**	*16%*	*19%*	*16%*	*14%*	**22%zn**	**19%n**	*11%*	**26%zq**	**20%q**	*13%*	*20%*	*17%*	*18%*	**19%x**	**20%x**	**23%x**	*10%*	*18%*	**18%x**	*16%*
Distribution	291	-	-	291	-	-	191	34	126	115	44	31	80	108	99	69	93	129	77	214	18	75	58	27	59	53	144	284
	19%abdeim	-	-	100%abde	-	-	**22%z**	*17%*	**23%zl**	*16%*	*24%*	*20%*	*20%*	*16%*	**27%zm**	*20%*	*20%*	*18%*	*18%*	*19%*	*21%*	*16%*	*17%*	*19%*	**30%zuvA**	*19%*	**21%w**	*19%*
Business services	507	-	-	-	507	-	282	57	184	249	45	53	117	250	125	78	107	322	116	390	26	159	90	38	72	106	199	459
	33%abceoprvA	-	-	-	100%zabce	-	*33%*	*29%*	*33%*	*34%*	*25%*	*34%*	*28%*	*36%*	*34%*	*23%*	*23%*	**44%zop**	*27%*	**35%zr**	*29%*	*34%*	*26%*	*26%*	*36%*	**37%w**	*29%*	*30%*
Other Services	340	-	-	-	-	340	183	34	109	168	45	35	78	154	80	87	120	133	101	236	20	115	80	31	32	54	144	303
	22%abcdq	-	-	-	-	100%zabcd	*21%*	*17%*	*19%*	*23%*	*25%*	*23%*	*19%*	*22%*	*22%*	*26%*	**26%q**	*18%*	*23%*	*21%*	*23%*	*25%*	*24%*	*22%*	*16%*	*19%*	*21%*	*20%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 19

S4a/S4b. We have ... as a broad description of your company's activity. Does this sound about right to you?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Primary/manufacturing	125	58	55	2	37	20	33	3	56	55	2	35	*	18	33	3	79	25	47	23	28	44	24	29	30	93	250
	8%	**11%z**		*5%*	**12%z**	**18%zab**	**15%zb**	*11%*	**11%z**	**11%z**	*6%*	*12%*	*8%*	**21%zhi**	**15%zi**	*12%*	*8%*	*9%*	**11%z**	*10%*	**12%z**	*10%*	*9%*	*11%*	*8%*	*16%*
Construction	272	102	100	4	60	8	60	5	98	97	4	57	1	7	60	5	166	63	67	49	51	67	4	9	11	255	239
	18%mvwx	**19%e**	**20%e**	*9%*	**19%e**	*7%*	**27%zabde**	*15%*	**19%m**	**20%m**	*10%*	**20%m**	*14%*	*8%*	**28%zhikm**	*16%*	*17%*	*22%*	*16%*	*20%*	*17%*	*18%*	*1%*	**4%v**	**3%v**	**21%zvwx**	*16%*
Distribution	291	109	113	18	69	18	42	7	97	106	17	61	1	13	40	7	203	47	90	49	67	67	76	73	82	199	284
	19%y	*20%*	*22%*	*38%*	*22%*	*16%*	*19%*	*23%*	*19%*	*22%*	*44%*	*21%*	*15%*	*15%*	*19%*	*23%*	*20%*	*16%*	*22%*	*20%*	*23%*	*18%*	**29%zy**	**27%zy**	**26%zy**	*17%*	*19%*
Business services	507	165	145	12	99	29	53	8	159	137	10	93	3	20	52	7	362	71	124	67	90	104	109	108	132	364	459
	33%bfnqy	**30%f**	*28%*	*27%*	**32%f**	*26%*	*24%*	*25%*	*31%*	*28%*	*26%*	*32%*	*64%*	*23%*	*25%*	*25%*	**36%zq**	*24%*	*30%*	*28%*	*31%*	*28%*	**41%zy**	**40%zy**	**42%zy**	*31%*	*30%*
Other Services	340	108	99	10	44	38	33	8	106	90	6	42	-	29	27	7	183	86	84	53	58	84	52	51	60	276	303
	22%dfknp	**20%d**	*19%*	*21%*	*14%*	**34%zabdf**	*15%*	*26%*	**21%kn**	**19%n**	*15%*	*15%*	-	**33%zhikn**	*13%*	**25%n**	*18%*	**29%zp**	*20%*	*22%*	*20%*	*23%*	*20%*	*19%*	*19%*	*23%*	*20%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 20

S4a/S4b. We have ... as a broad description of your company's activity. Does this sound about right to you?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Primary/manufacturing	125	43	30	53	72	20	7	4	20	38	67	250
	8%	*9%*	*9%*	*9%*	*8%*	*6%*	*10%*	*5%*	*11%*	*9%*	*7%*	*16%*
Construction	272	67	59	97	175	38	7	9	32	70	170	239
	18%e	*14%*	*17%*	*16%*	*19%*	*12%*	*11%*	*11%*	*18%*	*16%*	*18%*	*16%*
Distribution	291	109	52	121	163	58	11	14	36	99	155	284
	19%	*24%zbc*	*15%*	*20%b*	*18%*	*18%*	*16%*	*17%*	*19%*	*23%zj*	*17%*	*19%*
Business services	507	141	138	205	296	111	21	20	59	137	308	459
	33%	*31%*	*39%zac*	*34%a*	*32%*	*34%*	*31%*	*24%*	*32%*	*32%*	*33%*	*30%*
Other Services	340	101	71	122	210	103	21	36	38	79	222	303
	22%	*22%*	*20%*	*20%*	*23%*	*31%z*	*31%*	*43%z*	*21%*	*19%*	*24%*	*20%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

S5. How many years has this business been trading? This includes all ownerships and all legal statuses?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Less than one year	31 **2%abijkmq**	2 *1%*	-	-	29 **2%be**	2 *1%*	31 **34%zghijk**	31 **12%zhijk**	-	-	-	-	19 **3%m**	1 *	1 *	-	21 *2%*	4 *1%*	* *1%*	3 **5%q**	7 **1%q**	-	-	15 *1%*
1 year	11 *1%*	4 **1%z**	* *	-	7 *1%*	4 *1%*	11 **12%zghijk**	11 **4%zhijk**	-	-	-	-	5 *1%*	4 *1%*	2 *1%*	-	4 *	6 *1%*	1 *1%*	-	6 *1%*	-	-	12 *1%*
2 years	49 **3%bchijk**	8 *3%*	1 *1%*	-	41 **3%c**	9 *2%*	49 **54%zghijk**	49 **19%zhijk**	-	-	-	-	29 *4%*	9 *2%*	8 *5%*	1 *1%*	28 *3%*	20 *4%*	-	-	20 *4%*	-	* *1%*	35 *2%*
3 years	51 **3%bchijkp**	12 **4%bc**	1 *1%*	-	39 **3%c**	12 **3%bc**	-	51 **20%zhijk**	-	-	-	-	25 *4%*	21 *4%*	2 *2%*	1 *2%*	18 *2%*	28 **6%zp**	3 *6%*	1 *2%*	27 **6%zp**	1 *7%*	- -	40 *3%*
4 years	43 **3%hijk**	13 **4%z**	1 *2%*	* *1%*	29 *2%*	14 **4%bc**	-	43 **17%zhijk**	-	-	-	-	21 *3%*	17 *3%*	3 *2%*	2 *2%*	17 *2%*	22 **4%zp**	- -	2 *4%*	21 **5%zp**	2 *18%*	* *2%*	46 *3%*
5 years	68 **4%chijkp**	16 **5%zc**	2 *3%*	* *1%*	50 *4%*	18 **5%c**	-	68 **27%zhijk**	-	-	-	-	20 *3%*	26 *6%*	12 **8%zl**	2 *3%*	23 *3%*	37 **8%zp**	3 *5%*	3 *6%*	37 **8%zp**	1 *4%*	1 *2%*	63 *4%*
6-10 years	284 **19%bcfgijkor**	53 **18%bc**	7 *12%*	1 *8%*	224 **19%bc**	60 **16%bc**	-	-	284 **100%zfgijk**	-	-	-	121 **18%o**	96 **20%o**	29 **20%o**	8 *10%*	166 *19%*	94 **19%r**	5 *8%*	7 *12%*	97 **21%r**	2 *12%*	2 *10%*	240 *16%*
11-20 years	426 **28%cfghks**	78 **26%c**	14 *25%*	2 *17%*	332 **28%c**	94 **25%c**	-	-	-	426 **100%zfghjk**	426 **43%zfghk**	-	199 *30%*	122 *26%*	36 *24%*	25 *31%*	262 **29%a**	136 **28%s**	13 *20%*	8 *12%*	130 *28%*	3 *20%*	6 **32%a**	385 *25%*
More than 20 years	566 **37%ghiqt**	113 *38%*	31 **55%zade**	7 **70%zabde**	414 *36%*	151 **41%a**	-	-	-	-	566 **57%zfghi**	566 **100%zfghij**	225 *34%*	177 *37%*	55 *37%*	40 **51%zlmn**	350 **39%qt**	137 **28%t**	36 **58%zpqt**	36 **60%zpqt**	123 *26%*	5 *38%*	10 **50%qt**	688 *45%*
Don't know	2 *	2 **1%zd**	* **1%zd**	* **2%zd**	- -	2 **1%d**	-	-	-	-	-	-	- -	1 *	1 *	* *	1 *	1 *	1 **1%p**	* *	* *	* *1%*	* **2%pqt**	9 *1%*
Refused	3 *	1 *	- -	- -	2 *	1 *	-	-	-	-	-	-	- -	- -	- -	- -	2 *	1 *	- -	- -	1 *	- -	- -	2 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 22

S5. How many years has this business been trading? This includes all ownerships and all legal statuses?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Less than one year	31 2%ijq	- -	5 2%	8 3%	8 2%	10 3%	17 2%	1 1%	23 4%zl	5 1%	- -	12 8%zlj	11 3%	9 1%	8 2%	10 3%	13 3%	8 1%	7 2%	24 2%	* 1%	21 5%zxyA	7 2%	2 2%	- -	- -	9 1%	15 1%
1 year	11 1%	2 2%d	4 2%	2 1%	* *	2 1%	4 1%	7 3%zf	10 2%zl	- -	1 *	3 2%l	4 1%	4 1%	4 1%	4 1%	* *	7 1%	7 2%	4 *	- -	4 1%	7 2%z	- -	- -	- -	7 1%	12 1%
2 years	49 3%y	4 4%	11 4%	14 5%	14 3%	6 2%	29 3%	5 3%	38 7%zlj	10 1%	* *	13 8%zlj	30 7%zmn	13 2%	5 1%	11 3%	21 5%	17 2%	12 3%	37 3%	2 3%	14 3%y	10 3%y	17 12%zuvxyA	4 2%	- -	31 4%y	35 2%
3 years	51 3%imy	4 3%	6 2%	9 3%	22 4%	9 3%	33 4%	6 3%	39 7%zlj	9 1%	2 1%	20 13%zhlj	27 7%zm	11 2%	10 3%	14 4%	20 4%	17 2%	17 4%	34 3%	7 8%	17 4%y	9 3%y	8 6%y	8 4%y	- -	26 4%y	40 3%
4 years	43 3%imsy	9 7%zc	6 2%	4 1%	15 3%	10 3%	29 3%	8 4%	28 5%zl	8 1%	5 3%	9 6%l	22 5%zm	9 1%	10 3%	5 1%	16 3%	23 3%	21 5%zs	22 2%	5 5%	13 3%	16 5%y	5 4%	6 3%	1 *	28 4%y	46 3%
5 years	68 4%j	4 3%	11 4%	20 7%	24 5%	9 3%	36 4%	19 9%zf	37 7%zl	21 3%	9 5%	9 6%	28 7%m	21 3%	13 4%	8 2%	18 4%	42 6%	25 6%	43 4%	5 6%	16 4%	20 6%	7 5%	10 5%	10 4%	38 6%	63 4%
6-10 years	284 19%am	13 11%	39 14%	53 18%	120 24%zab	58 17%	170 20%	30 15%	126 22%zl	114 16%	29 16%	36 24%	81 20%	107 15%	90 24%zm	58 17%	70 15%	156 21%	77 18%	208 19%	17 19%	85 18%	59 17%	34 23%	47 24%y	37 13%	140 21%	240 16%
11-20 years	426 28%ah	23 18%	88 32%a	67 23%	151 30%a	98 29%	240 28%	44 22%	126 22%	223 31%h	55 31%	32 21%	99 24%	208 30%	109 29%	95 28%	143 31%	188 25%	118 27%	308 28%	23 26%	146 31%	95 28%	36 25%	57 29%	68 24%	188 28%	385 25%
More than 20 years	566 37%dhklwA	65 52%bd	101 37%	114 39%	150 30%	136 40%d	294 34%	79 40%	135 24%k	331 46%zhk	78 43%hk	18 12%	105 26%	306 44%ln	121 33%	133 39%	154 34%	279 38%	146 34%	416 38%	29 32%	148 32%	117 34%	35 24%	61 31%	166 59%zuvwxA	213 31%	688 45%
Don't know	2 *	* *	- -	1 *	1 *	* *	1 *	* *	1 *	1 *	* *	* *	1 *	1 *	* *	* *	2 *	* *	1 *	2 *	* *	* *	1 *	- -	* *	- -	1 *	9 1%
Refused	3 *	- -	- -	1 *	2 *	- -	2 *	1 *	2 *	1 *	- -	- -	1 *	2 *	- -	1 *	- -	2 *	- -	3 *	- -	1 *	- -	- -	2 1%	- -	2 *	2 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 23

S5. How many years has this business been trading? This includes all ownerships and all legal statuses?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Less than one year	31 2%	7 1%	6 1%	4 8%	6 2%	2 2%	3 1%	1 2%	7 1%	6 1%	1 3%	6 2%	- -	2 3%	1 *	1 2%	21 2%	9 3%	3 1%	6 3%	3 1%	3 1%	3 1%	7 2%w	7 2%w	19 2%	15 1%
1 year	11 1%	5 1%	4 1%	- -	* *	2 2%	1 *	- -	5 1%	4 1%	- -	* *	- -	2 3%k	1 *	- -	7 1%	1 *	5 1%	2 1%	1 *	5 1%	1 *	1 *	1 *	8 1%	12 1%
2 years	49 3%h	12 2%	26 5%zaf	1 1%	9 3%	9 8%zadf	5 2%	2 6%	8 1%	23 5%hn	1 2%	7 2%	- -	6 7%hn	4 2%	2 7%h	29 3%	8 3%	25 6%z	5 2%	13 4%	18 5%	10 4%	13 5%	14 4%	33 3%	35 2%
3 years	51 3%	24 4%	27 5%zf	* 1%	10 3%	6 6%	6 3%	2 8%	24 5%	24 5%	* 1%	10 3%	- -	2 2%	6 3%	2 8%	34 3%	10 3%	11 3%	14 6%	9 3%	17 5%	14 5%	17 6%zy	19 6%zy	31 3%	40 3%
4 years	43 3%	23 4%	23 4%z	- -	14 5%	7 6%	10 5%	1 2%	23 4%	20 4%	- -	14 5%	* 5%	3 4%	10 5%	1 3%	23 2%	12 4%	11 3%	16 6%z	14 5%	13 4%	8 3%	11 4%	12 4%	30 3%	46 3%
5 years	68 4%	24 4%	32 6%	1 3%	20 6%	7 6%	11 5%	2 7%	23 4%	31 6%	* 1%	18 6%	* 1%	6 7%	10 5%	1 5%	51 5%	5 2%	22 5%	10 4%	15 5%	22 6%	22 8%zy	23 9%zy	24 8%zy	44 4%	63 4%
6-10 years	284 19%k	105 19%kl	113 22%kl	4 10%	45 15%	21 19%	41 18%	5 16%	99 19%k	110 23%zk	4 12%	37 13%	1 17%	15 18%	40 19%	5 17%	181 18%	55 19%	95 23%	40 17%	59 20%	77 21%	41 15%	52 19%z	55 17%	229 19%	240 16%
11-20 years	426 28%e	150 28%e	125 24%	10 22%	81 26%	20 18%	56 25%	6 18%	142 28%	122 25%	10 26%	78 27%	- -	18 21%	55 26%	4 14%	273 28%	93 32%	119 29%	59 24%	97 33%u	83 23%	82 31%w	70 26%	91 29%w	326 27%	385 25%
More than 20 years	566 37%birtwx	190 35%b	156 30%	25 53%	119 39%b	38 34%	87 40%b	13 41%	184 36%i	144 30%	20 53%	116 40%i	3 77%	31 35%	84 40%i	13 44%	368 37%	98 34%	121 29%	88 36%	79 27%	127 35%	84 32%	77 28%	92 29%	464 39%zwx	688 45%
Don't know	2 *	2 *	2 *	1 1%	1 *	* *	* *	* 1%	2 *	2 *	1 2%	1 *	- -	* *	* *	* 1%	1 *	1 *	1 *	- -	* *	1 *	- -	- -	- -	2 *	9 1%
Refused	3 *	2 *	- -	- -	2 1%	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	3 *	- -	- -	2 1%	2 1%	- -	- -	- -	- -	3 *	2 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 24

S5. How many years has this business been trading? This includes all ownerships and all legal statuses?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Less than one year	31 **2%ij**	9 *2%*	12 *3%*	17 *3%*	11 *1%*	2 *1%*	1 *1%*	- -	31 **17%zij**	- -	- -	15 *1%*
1 year	11 **1%d**	7 **2%d**	9 **2%zd**	9 **2%d**	2 *	2 *1%*	3 **4%z**	2 *2%*	11 **6%zij**	- -	- -	12 *1%*
2 years	49 **3%ij**	23 *5%*	17 *5%*	26 *4%*	23 *2%*	8 *2%*	1 *2%*	1 *1%*	49 **27%zij**	- -	- -	35 *2%*
3 years	51 **3%ij**	24 **5%d**	14 *4%*	28 *5%*	22 *2%*	16 *5%*	3 *5%*	6 *8%*	51 **27%zij**	- -	- -	40 *3%*
4 years	43 **3%dij**	26 **6%zd**	20 **6%zd**	31 **5%zd**	11 *1%*	9 *3%*	3 *5%*	4 *5%*	43 **23%zij**	- -	- -	46 *3%*
5 years	68 **4%h**	28 *6%*	22 *6%*	38 **6%zd**	30 *3%*	20 *6%*	1 *2%*	4 *5%*	- -	37 **9%zhj**	31 *3%*	63 *4%*
6-10 years	284 **19%h**	94 *20%*	58 *17%*	118 *20%*	163 *18%*	80 **24%z**	22 **33%zg**	10 *12%*	- -	126 **30%zhj**	159 **17%h**	240 *16%*
11-20 years	426 **28%h**	114 *25%*	96 *28%*	160 *27%*	266 *29%*	103 *31%*	18 *27%*	22 *26%*	- -	126 **30%h**	300 **33%zh**	385 *25%*
More than 20 years	566 **37%abcefh**	131 *28%*	100 *29%*	168 *28%*	385 **42%zabc**	87 *26%*	15 *22%*	35 **42%ef**	- -	135 **32%h**	431 **47%zhi**	688 *45%*
Don't know	2 *	* *	* *	* *	1 *	1 *	- -	* *	- -	- -	- -	9 *1%*
Refused	3 *	2 *1%*	2 *1%*	2 *	1 *	- -	- -	- -	- -	- -	- -	2 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 25

S6. Can you tell me the approximate turnover of your business in the last financial year (2015/16)?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Less than £50,000	662 **43%abcmnoqrtv**	29 **10%bce**	1 *2%*	* *2%*	632 **54%zabce**	31 **8%bc**	52 **57%k**	118 *46%*	121 *42%*	199 *47%*	424 *43%*	225 *40%*	662 **100%zmno**	-	-	-	526 **59%zqrtv**	87 **18%w**	14 **22%w**	27 **44%qrtv**	85 *18%*	1 *5%*	1 *5%*	325 *21%*
£50,000 or more, but below £100,000	307 **20%bcinov**	58 **19%bce**	1 *2%*	* *1%*	247 **21%bce**	60 **16%bc**	11 *12%*	47 *19%*	65 *23%*	80 *19%*	194 *20%*	114 *20%*	-	307 **65%zlno**	-	-	176 **20%w**	98 **20%w**	9 *15%*	12 *20%*	106 **23%qv**	* *4%*	1 *3%*	218 *14%*
£100,000 or more, but below £250,000	167 **11%bcdinop**	69 **23%bcde**	2 **4%c**	- -	96 **8%bc**	71 **19%bcd**	3 *3%*	31 **12%f**	31 *11%*	42 *10%*	105 *11%*	63 *11%*	-	167 **35%zlno**	-	-	48 *5%*	100 **21%zp**	11 **18%p**	6 *11%*	94 **20%zp**	3 *25%*	4 **20%p**	186 *12%*
£250,000 or more, but below £500,000	90 **6%cdlmop**	54 **18%zbcd**	7 **12%zcd**	* *2%*	29 *3%*	61 **17%bcd**	9 *10%*	23 *9%*	16 *6%*	21 *5%*	51 *5%*	31 *5%*	-	-	90 **61%zlmo**	-	15 *2%*	56 **11%zp**	11 **18%zp**	4 *6%*	56 **12%zp**	* *4%*	2 **10%p**	155 *10%*
£500,000 or more, but below £1 million	58 **4%dlmop**	33 **11%zcd**	11 **19%zacde**	* *2%*	13 *1%*	45 **12%cd**	1 *1%*	5 *2%*	13 *5%*	15 *4%*	40 *4%*	25 *4%*	-	-	58 **39%zlmo**	-	3 *	46 **10%zp**	6 **10%zp**	1 *1%*	44 **9%zp**	1 *7%*	3 **15%zps**	133 *9%*
£1 million or more, but below £5 million	63 **4%dlmnp**	28 **9%zd**	26 **46%zacde**	2 **24%zade**	7 *1%*	56 **15%ad**	1 *1%*	6 *2%*	6 *2%*	19 *5%*	51 *5%*	32 *6%*	-	-	-	63 **80%zlmn**	2 *	53 **11%zpt**	4 **7%p**	3 **4%p**	43 **9%zp**	5 *35%*	5 **24%zpqrst**	241 *16%*
£5 million or more, but below £10 million	8 *1%*	3 **1%d**	3 **5%zade**	3 **31%zabde**	- -	8 **2%ad**	- -	* *	2 *1%*	2 *1%*	6 *1%*	4 *1%*	-	-	-	8 **11%zlmn**	- -	7 **2%zpt**	* **1%p**	* *1%*	4 *1%*	1 *11%*	2 **12%zpqrst**	75 *5%*
£10 million or more, but below £50 million	7 *	- -	2 **3%zade**	3 **33%zabde**	2 *	5 **1%ad**	- -	* *	* *	3 *1%*	6 *1%*	4 *1%*	-	-	-	7 **8%zlmn**	2 *	4 *1%*	* *	* *	3 *1%*	1 *4%*	1 **6%zpqrt**	64 *4%*
£50 million or more	1 *	1 *	* *d	* **5%zabde**	- -	1 *	- -	- -	* *	1 *	1 *	* *	-	-	-	1 **1%zlm**	- -	1 *	- -	* *	1 *	* *1%*	* **2%zp**	10 *1%*
Don't know	62 **4%dlmno**	13 **4%c**	1 *2%*	* *1%*	47 *4%*	14 **4%c**	12 **13%zhijk**	20 **8%zjk**	10 *4%*	17 *4%*	32 *3%*	14 *3%*	-	-	-	-	30 *3%*	22 *5%*	4 *6%*	5 *9%*	21 *4%*	1 *5%*	1 *4%*	51 *3%*
Refused	109 **7%abcglmnoqt**	14 *5%*	2 *3%*	* *2%*	93 **8%abce**	16 *4%*	2 *3%*	5 *2%*	21 **7%g**	27 *6%*	82 **8%g**	54 **10%zg**	-	-	-	-	90 **10%zqt**	12 *3%*	2 *4%*	3 *5%*	13 *3%*	- -	- -	77 *5%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 26

S6. Can you tell me the approximate turnover of your business in the last financial year (2015/16)?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Less than £50,000	662 **43%chqrvA**	49 *39%c*	108 *39%c*	73 *25%*	238 *47%c*	195 *57%abcd*	376 *44%*	78 *40%*	193 *34%*	362 *50%chk*	79 *44%*	52 *34%*	164 *40%*	304 *44%*	155 *42%*	174 *51%zq*	214 *47%q*	274 *37%*	155 *36%*	508 *46%zr*	44 *49%*	243 *52%vxA*	111 *32%*	74 *51%vA*	74 *38%*	128 *45%v*	259 *38%v*	325 *21%*
£50,000 or more, but below £100,000	307 *20%*	22 *17%*	56 *20%*	70 *24%*	108 *21%*	52 *15%*	173 *20%*	35 *18%*	140 *25%ilj*	132 *18%*	22 *12%*	36 *23%*	91 *22%*	138 *20%*	69 *19%*	54 *16%*	93 *20%*	160 *22%*	80 *18%*	225 *20%*	22 *25%*	82 *18%*	57 *17%*	27 *19%*	49 *25%*	69 *24%*	133 *19%*	218 *14%*
£100,000 or more, but below £250,000	167 **11%eu**	18 **15%e**	25 *9%*	34 *12%*	68 **13%e**	23 *7%*	93 *11%*	22 *11%*	63 *11%*	67 *9%*	32 **18%zi**	20 *13%*	45 *11%*	72 *10%*	49 *13%*	30 *9%*	48 *10%*	90 *12%*	62 **14%zs**	105 *10%*	9 *10%*	31 *7%*	54 **16%zu**	17 *12%*	15 *8%*	33 *12%*	86 **13%u**	186 *12%*
£250,000 or more, but below £500,000	90 **6%esu**	9 *7%*	15 *6%*	36 **12%zde**	21 *4%*	9 *3%*	59 *7%*	11 *5%*	39 *7%*	38 *5%*	14 *8%*	12 *8%*	33 *8%*	32 *5%*	24 *7%*	20 *6%*	16 *4%*	55 *7%*	38 **9%zs**	52 *5%*	6 *6%*	11 *2%*	32 **9%zuy**	7 *5%*	24 **12%zuy**	9 *3%*	63 **9%zuy**	155 *10%*
£500,000 or more, but below £1 million	58 **4%su**	6 *5%*	8 *3%*	14 *5%*	20 *4%*	10 *3%*	34 *4%*	10 *5%*	29 *5%*	22 *3%*	4 *2%*	9 *6%*	14 *3%*	25 *4%*	19 *5%*	7 *2%*	17 *4%*	34 *5%*	26 **6%zs**	32 *3%*	1 *1%*	5 *1%*	25 **7%zu**	7 **5%u**	11 **6%u**	8 *3%*	43 **6%zu**	133 *9%*
£1 million or more, but below £5 million	63 **4%e**	10 **8%zde**	19 **7%e**	16 **6%e**	15 *3%*	3 *1%*	34 *4%*	8 *4%*	30 *5%*	24 *3%*	8 *4%*	6 *4%*	19 *5%*	20 *3%*	22 *6%*	7 *2%*	16 *3%*	40 *5%*	28 **6%zs**	35 *3%*	1 *1%*	10 *2%*	27 **8%zu**	5 *4%*	8 *4%*	9 *3%*	40 **6%zu**	241 *16%*
£5 million or more, but below £10 million	8 *1%*	1 *1%*	2 *1%*	3 *1%*	1 *	* *	5 *1%*	2 *1%*	5 *1%*	3 *	* *	1 *1%*	2 *	4 *1%*	3 *1%*	1 *	1 *	6 *1%*	5 *1%*	4 *	* *	1 *	5 *1%*	1 *1%*	* *	1 *	6 *1%*	75 *5%*
£10 million or more, but below £50 million	7 *	2 **2%zd**	1 *	2 *1%*	1 *	1 *	1 *	1 *1%*	5 *1%*	2 *	* *	* *	3 *1%*	2 *	1 *	* *	1 *	6 *1%*	4 *1%*	2 *	* *	* *	4 *1%*	1 *	1 *	* *	6 *1%*	64 *4%*
£50 million or more	1 *	* *	* *	- -	* *	1 *	1 *	* *	1 *	- -	- -	1 *	* *	* *	* *	1 *	- -	1 *	* *	1 *	- -	* *	* *	- -	1 *	* *	1 *	10 *1%*
Don't know	62 **4%dxA**	4 *3%*	19 **7%d**	18 **6%d**	8 *2%*	13 *4%*	40 *5%*	5 *3%*	25 *4%*	23 *3%*	7 *4%*	8 *5%*	21 *5%*	22 *3%*	16 *4%*	14 *4%*	22 *5%*	26 *3%*	18 *4%*	43 *4%*	3 *4%*	29 **6%xA**	15 **4%xA**	2 *1%*	* *	8 *3%*	17 *2%*	51 *3%*
Refused	109 **7%lnrvA**	4 *3%*	20 *7%*	25 *9%*	27 *5%*	33 *10%*	39 *5%*	25 **13%zf**	33 *6%*	49 *7%*	13 *8%*	9 *6%*	19 *5%*	73 **10%izln**	12 *3%*	33 *10%*	29 *6%*	48 *6%*	15 *4%*	94 **9%zr**	3 *4%*	55 **12%zvwA**	12 *4%*	5 *3%*	14 *7%*	17 *6%*	31 *4%*	77 *5%*

Participant Type : Micro, small and medium sized businesses
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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 27

S6. Can you tell me the approximate turnover of your business in the last financial year (2015/16)?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Less than £50,000	662 **43%abdefghik mnopstvwx**	186 **34%fg**	177 **35%fg**	13 *29%*	100 **32%fg**	29 **26%g**	50 *23%*	2 *8%*	172 **33%mno**	161 **33%mno**	9 *22%*	88 **31%no**	- -	16 *19%*	44 *21%*	2 *8%*	393 *40%*	145 **50%p**	177 **43%s**	74 *31%*	99 *34%*	147 *40%*	61 *23%*	61 *22%*	81 **26%w**	571 **48%zvwx**	325 *21%*
£50,000 or more, but below £100,000	307 *20%*	107 *20%*	89 *17%*	7 *15%*	71 **23%b**	22 *20%*	38 *17%*	4 *13%*	106 *21%*	84 *17%*	6 *17%*	70 **24%l**	- -	14 *17%*	38 *18%*	4 *12%*	206 *21%*	55 *19%*	83 *20%*	39 *16%*	72 **25%u**	57 *15%*	59 *22%*	54 *20%*	68 *22%*	233 *20%*	218 *14%*
£100,000 or more, but below £250,000	167 *11%*	78 **14%z**	76 **15%z**	6 *13%*	39 *13%*	13 *12%*	44 **20%zabd**	4 *13%*	76 **15%z**	75 **16%z**	5 *13%*	37 *13%*	- -	12 *14%*	42 **20%zk**	3 *12%*	124 *13%*	20 *7%*	42 *10%*	43 **18%zr**	33 *11%*	52 *14%*	30 *11%*	37 *14%*	39 *12%*	128 *11%*	186 *12%*
£250,000 or more, but below £500,000	90 **6%y**	49 **9%z**	55 **11%z**	3 *6%*	25 *8%*	14 **13%z**	23 **10%z**	4 *12%*	46 **9%z**	54 **11%z**	3 *7%*	25 *9%*	* *4%*	13 **15%z**	23 **11%z**	4 *13%*	65 *7%*	15 *5%*	40 **10%z**	20 *8%*	33 **11%z**	28 *8%*	22 *8%*	27 **10%zy**	29 **9%zy**	57 *5%*	155 *10%*
£500,000 or more, but below £1 million	58 **4%y**	33 **6%z**	35 **7%z**	3 *6%*	18 *6%*	8 *7%*	20 **9%z**	5 **15%zad**	31 **6%z**	35 **7%z**	2 *5%*	16 *6%*	1 *15%*	7 *8%*	20 **9%z**	4 **14%z**	47 *5%*	6 *2%*	21 *5%*	17 **7%z**	15 *5%*	26 **7%z**	25 **9%zy**	25 **9%zy**	26 **8%zy**	31 *3%*	133 *9%*
£1 million or more, but below £5 million	63 **4%y**	36 **7%z**	37 **7%z**	7 *14%*	23 **7%z**	9 *8%*	26 **12%zab**	6 **18%zabd**	35 **7%z**	36 **8%z**	6 *15%*	21 **7%z**	1 *20%*	8 **10%z**	26 **12%zhi**	6 **19%zhik**	46 *5%*	11 *4%*	15 *4%*	23 **10%zr**	18 *6%*	21 *6%*	23 **9%zy**	27 **10%zy**	28 **9%zy**	35 *3%*	241 *16%*
£5 million or more, but below £10 million	8 *1%*	6 *1%*	6 *1%*	1 *3%*	4 *1%*	2 *1%*	5 **2%z**	1 **3%z**	6 *1%*	6 *1%*	1 *4%*	3 *1%*	* *2%*	2 *2%*	5 **2%z**	1 **3%z**	7 *1%*	1 *	3 *1%*	3 *1%*	3 *1%*	4 *1%*	4 *2%*	4 *2%*	5 *1%*	4 *	75 *5%*
£10 million or more, but below £50 million	7 *	5 *1%*	3 *1%*	1 *2%*	2 *1%*	1 *1%*	3 *1%*	1 **4%zabd**	5 *1%*	3 *1%*	1 *2%*	2 *1%*	* *5%*	1 *1%*	2 *1%*	1 **5%zhik**	4 *	- -	4 *1%*	2 *1%*	4 *1%*	2 *1%*	2 *1%*	2 *1%*	2 *1%*	4 *	64 *4%*
£50 million or more	1 *	1 *	1 *	1 *1%*	1 *	* *	1 *	* *	1 *	1 *	* *	1 *	* *1%*	* *	1 *	* *	1 *	- -	* *	1 *	1 *	* *	* *	* *	* *	1 *	10 *1%*
Don't know	62 *4%*	19 *3%*	18 *3%*	3 *7%*	14 *4%*	5 *5%*	5 *2%*	1 *4%*	19 *4%*	15 *3%*	3 *8%*	14 *5%*	- -	5 *6%*	5 *2%*	1 *4%*	34 *3%*	15 *5%*	8 *2%*	7 *3%*	6 *2%*	7 *2%*	16 *6%*	16 *6%*	17 *5%*	42 *4%*	51 *3%*
Refused	109 **7%abfhiknt**	22 *4%*	16 *3%*	2 *5%*	13 *4%*	8 **7%b**	7 *3%*	3 **10%bf**	19 *4%*	16 *3%*	2 *6%*	11 *4%*	2 *53%*	8 **9%hin**	7 *3%*	3 *9%*	67 *7%*	24 *8%*	18 *4%*	12 *5%*	9 *3%*	21 *6%*	20 *8%*	17 *6%*	20 *6%*	84 *7%*	77 *5%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

S6. Can you tell me the approximate turnover of your business in the last financial year (2015/16)?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Less than £50,000	662 **43%bcl**	176 **38%b**	112 *32%*	221 **37%b**	436 **48%zabc**	176 **53%z**	27 *40%*	46 *55%*	98 **53%l**	121 *29%*	443 **48%zl**	325 *21%*
£50,000 or more, but below £100,000	307 **20%j**	84 *18%*	62 *18%*	109 *18%*	193 *21%*	53 *16%*	16 *24%*	17 *20%*	27 *15%*	118 **28%zhj**	161 *17%*	218 *14%*
£100,000 or more, but below £250,000	167 **11%de**	64 **14%d**	58 **17%zd**	88 **15%zd**	78 *9%*	20 *6%*	3 *4%*	9 *11%*	25 *13%*	45 *11%*	97 *11%*	186 *12%*
£250,000 or more, but below £500,000	90 **6%d**	38 **8%d**	31 **9%d**	50 **8%zd**	40 *4%*	17 *5%*	4 *6%*	2 *3%*	12 *6%*	32 *7%*	47 *5%*	155 *10%*
£500,000 or more, but below £1 million	58 **4%d**	27 **6%d**	21 **6%d**	36 **6%zd**	21 *2%*	13 *4%*	2 *3%*	3 *3%*	4 *2%*	26 **6%z**	29 *3%*	133 *9%*
£1 million or more, but below £5 million	63 *4%*	27 *6%*	22 *6%*	31 *5%*	31 *3%*	8 *2%*	4 *6%*	3 *3%*	4 *2%*	28 **7%z**	32 *3%*	241 *16%*
£5 million or more, but below £10 million	8 *1%*	3 *1%*	3 *1%*	4 *1%*	4 *	1 *	* *	* *	- -	5 *1%*	3 *	75 *5%*
£10 million or more, but below £50 million	7 *	1 *	1 *	2 *	5 *1%*	* *	2 **3%ze**	* *1%*	* *	5 *1%*	2 *	64 *4%*
£50 million or more	1 *	1 *	1 *	1 *	* *	- -	1 *1%*	1 *1%*	- -	1 *	* *	10 *1%*
Don't know	62 *4%*	20 *4%*	22 *6%*	30 *5%*	29 *3%*	15 *5%*	4 *6%*	3 *3%*	13 *7%*	15 *4%*	33 *4%*	51 *3%*
Refused	109 **7%ch**	21 *5%*	16 *5%*	27 *4%*	76 **8%c**	27 *8%*	4 *6%*	1 *1%*	4 *2%*	28 *7%*	75 **8%h**	77 *5%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

Table 29

A1. Which of the following forms of external finance are you aware of...?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Credit cards	1488 *97%*	294 *97%*	55 *97%*	9 *98%*	1129 *97%*	358 *97%*	87 *95%*	243 *96%*	281 *99%*	407 *95%*	959 *97%*	552 *98%*	639 *96%*	460 *97%*	147 *99%*	78 *99%*	861 *96%*	477 *98%*	61 *99%*	57 *94%*	458 *98%*	14 *100%*	20 *100%*	1493 *97%*
Leasing or hire purchasing	1344 **88%lp**	279 **92%zd**	54 **95%zd**	9 **96%zde**	1002 *86%*	342 **93%d**	69 *75%*	217 **86%f**	259 **91%f**	374 **88%f**	862 **87%f**	489 *86%*	565 *85%*	427 *90%*	139 **94%zl**	75 **95%zl**	746 *84%*	457 **94%zps**	59 **96%zps**	50 *82%*	439 **94%zps**	13 *95%*	20 **100%zps**	1406 *92%*
Government or local government grants	1155 *75%*	230 *76%*	46 **80%z**	8 **87%zade**	871 *75%*	284 *77%*	65 *71%*	202 *80%*	214 *75%*	308 *72%*	738 *74%*	430 *76%*	498 *75%*	365 *77%*	108 *73%*	59 *74%*	652 *73%*	381 *78%*	49 *79%*	49 *80%*	362 *77%*	10 *71%*	18 *88%*	1203 *78%*
Venture capitalists	981 **64%lp**	200 **66%z**	41 **72%zde**	8 **85%zabde**	733 *63%*	249 *68%*	41 *45%*	147 *58%*	198 **69%f**	281 **66%f**	634 **64%f**	353 **62%f**	404 *61%*	320 *68%*	103 *69%*	62 **79%zlm**	513 *58%*	371 **76%zps**	43 *69%*	34 *55%*	349 **74%zps**	12 *85%*	17 **84%zps**	1061 *69%*
Invoice finance or factoring (asset based finance)	806 **53%dlp**	200 **66%zd**	45 **78%zade**	9 **92%zabde**	553 *47%*	253 **69%ad**	35 *39%*	118 *47%*	154 *54%*	237 *56%*	530 *53%*	292 *52%*	280 *42%*	273 **58%l**	105 **71%zlm**	67 **85%zlmn**	388 *43%*	330 **68%zps**	40 **65%ps**	24 *40%*	311 **66%zps**	12 *86%*	17 **84%zpqst**	1018 *66%*
Equity crowd funding platforms	778 **51%jp**	163 **54%z**	32 **55%z**	6 **63%zade**	577 *49%*	201 *54%*	48 *52%*	137 *54%*	167 **59%zjk**	209 *49%*	474 *48%*	265 *47%*	323 *49%*	250 *53%*	77 *52%*	45 *57%*	413 *46%*	285 **59%zp**	29 *47%*	33 *54%*	272 **58%zp**	10 *73%*	13 **65%p**	831 *54%*
Corporate bonds	764 **50%l**	161 **53%z**	32 **57%zd**	7 **76%zabde**	563 *48%*	201 **54%d**	38 *41%*	107 *42%*	144 *51%*	207 *49%*	509 *51%*	301 **53%g**	298 *45%*	256 **54%l**	66 *45%*	47 **59%zln**	428 *48%*	245 *50%*	36 *58%*	34 *56%*	229 *49%*	11 *81%*	14 **72%zpqt**	849 *55%*
Peer to peer lending platforms	692 **45%p**	150 **50%z**	27 *47%*	6 **63%zabde**	509 *44%*	183 **50%d**	35 *38%*	115 *45%*	144 *51%*	177 *42%*	431 *43%*	253 *45%*	277 *42%*	223 *47%*	78 **53%zl**	41 **52%zl**	340 *38%*	274 **56%zpt**	33 **53%p**	31 *51%*	254 **54%zp**	10 *69%*	12 **61%p**	756 *49%*
Trade finance	632 **41%dl**	155 **51%zd**	33 **58%zde**	6 **69%zabde**	438 *38%*	194 **53%d**	37 *40%*	110 *43%*	131 *46%*	157 *37%*	389 *39%*	231 *41%*	213 *32%*	203 **43%l**	80 **54%zlm**	49 **62%zlm**	337 *38%*	229 **47%zp**	32 **51%p**	19 *31%*	217 **46%zp**	10 *74%*	11 **57%ps**	781 *51%*
Business angels	578 **38%dlp**	119 *39%*	24 **42%z**	5 **54%zabde**	430 *37%*	148 *40%*	20 *22%*	92 **36%f**	125 **44%fjk**	166 **39%f**	358 *36%*	192 *34%*	214 *32%*	206 **43%zl**	68 **46%zl**	40 **50%zl**	280 *31%*	253 **52%zprst**	21 *35%*	14 *23%*	233 **50%zprs**	10 *71%*	11 **55%zps**	635 *41%*
Mezzanine finance	193 **13%lp**	48 **16%zd**	10 **18%zd**	4 **38%zabde**	132 *11%*	62 **17%d**	4 *5%*	28 *11%*	35 *12%*	51 *12%*	128 *13%*	77 *14%*	62 *9%*	69 *15%*	22 *15%*	17 **22%zlm**	80 *9%*	97 **20%zp**	8 *13%*	4 *7%*	87 **19%zp**	8 *56%*	4 *18%*	272 *18%*
None of these	21 **1%a**	2 *1%*	* *	* *1%*	18 *2%*	3 *1%*	4 *4%*	4 *2%*	3 *1%*	8 *2%*	14 *1%*	6 *1%*	6 *1%*	10 *2%*	- -	* *	17 *2%*	4 *1%*	- -	- -	4 *1%*	* *	- -	14 *1%*
Don't know	1 *	1 *z	* *zd	- -	- -	1 *	- -	1 *	- -	- -	- -	- -	1 *	- -	- -	- -	- -	1 *	- -	* *	1 *	- -	- -	2 *
1 mention	76 **5%abchoqt**	9 ***3%***	1 ***2%***	* ***1%***	66 **6%ce**	11 **3%c**	1 ***1%***	8 ***3%***	3 ***1%***	24 **6%h**	65 **7%zh**	40 **7%zh**	42 **6%o**	22 ***5%***	3 ***2%***	* ***1%***	64 **7%zqt**	7 ***1%***	2 ***3%***	4 **6%qt**	6 ***1%***	- *** - ***	- *** - ***	51 ***3%***
2-3 mentions	242 **16%abcmoqt**	38 **13%c**	5 ***9%***	* ***5%***	199 **17%bce**	44 **12%c**	21 ***23%***	40 ***16%***	51 ***18%***	63 ***15%***	150 ***15%***	87 ***15%***	126 **19%mo**	52 ***11%***	24 ***16%***	8 ***11%***	163 **18%qt**	54 ***11%***	6 ***9%***	13 ***21%***	58 ***12%***	1 ***9%***	1 ***7%***	186 ***12%***
4-5 mentions	264 **17%cno**	49 **16%c**	10 **17%c**	1 ***8%***	204 **18%c**	59 **16%c**	23 ***25%***	59 **23%h**	37 ***13%***	68 ***16%***	166 ***17%***	97 ***17%***	130 **20%no**	85 **18%o**	16 ***11%***	8 ***10%***	167 ***19%***	77 ***16%***	9 ***15%***	9 ***14%***	75 ***16%***	1 ***5%***	2 ***8%***	242 ***16%***
6 or more mentions	932 **61%lp**	204 **67%zd**	40 **71%zd**	8 **85%zabde**	680 ***58%***	252 **68%d**	43 ***47%***	142 ***56%***	190 **67%f**	262 ***62%***	597 ***60%***	335 ***59%***	358 ***54%***	306 **64%l**	105 **71%zl**	62 **78%zlm**	481 ***54%***	346 **71%zp**	45 **73%zp**	36 ***59%***	326 **69%zp**	12 ***85%***	17 **85%zps**	1042 ***68%***
Mean number of mentions	6.1dflp	6.6zd	7.0zde	8.2zabde	5.9	6.7d	5.2	6.0f	6.5f	6.0	6.1	6.1	5.7	6.4l	6.7zl	7.4zlmn	5.6	7.0zpst	6.6p	5.7	6.9zps	8.6	7.8zprst	6.7

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 30

A1. Which of the following forms of external finance are you aware of...?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	98	128	368	1535
Credit cards	1488 97%o	123 98%	270 99%	281 96%	487 96%	328 96%	829 97%	196 99%	551 98%	694 96%	176 98%	152 99%	400 98%	676 98%	359 97%	296 87%	453 99%zo	738 100%zo	420 97%	1064 97%	84 93%	448 96%	337 99%	139 97%	188 96%	276 98%	664 97%	1493 97%
Leasing or hire purchasing	1344 88%ou	119 95%zce	239 88%	247 85%	455 90%	284 84%	757 89%	171 86%	509 90%	627 87%	150 83%	133 88%	358 87%	612 89%	321 87%	179 53%	434 95%zo	732 99%zop	390 90%	953 87%	75 84%	381 82%	315 92%zu	133 92%u	171 87%	248 88%	618 91%zu	1406 92%
Government or local government grants	1155 79%bo	97 78%	182 67%	221 76%	398 79%b	257 76%	647 76%	152 77%	433 77%	542 75%	131 73%	127 82%	320 78%	509 74%	280 76%	111 33%	352 77%o	692 94%zop	324 75%	831 76%	67 75%	353 75%	257 75%	113 78%	149 76%	202 72%	519 76%	1203 78%
Venture capitalists	981 64%biopA	84 67%b	123 45%	166 57%	408 80%zabce	201 59%b	561 66%	119 60%	391 69%zi	432 60%	113 63%	107 69%	242 59%	436 63%	258 70%zi	24 7%	254 56%o	704 95%zop	277 64%	704 64%	58 64%	306 66%	219 64%	84 58%	109 56%	185 66%	412 60%	1061 69%
Invoice finance or factoring (asset based finance)	806 53%begop	71 57%be	116 42%	160 55%be	325 64%zbe	134 40%	477 56%zg	84 43%	307 55%	363 50%	94 52%	100 65%zhi	197 48%	370 53%	215 58%i	31 9%	202 44%o	573 78%zop	237 55%	569 52%	50 55%	223 48%	187 55%	85 59%	106 54%	151 53%	378 55%	1018 66%
Equity crowd funding platforms	778 51%elop	60 48%	118 43%	146 50%	311 61%zabce	144 42%	451 53%	92 46%	318 56%zij	331 46%	78 44%	96 62%zij	202 49%	341 49%	211 57%z	17 5%	170 37%o	591 80%zop	230 53%	548 50%	44 49%	243 52%	186 54%	75 52%	93 47%	131 46%	353 52%	831 54%
Corporate bonds	764 50%opt	67 54%	115 42%	145 50%	279 55%b	158 46%	436 51%	88 44%	271 48%	357 49%	100 56%	82 53%	200 49%	349 50%	190 51%	17 5%	181 40%o	566 77%zop	200 46%	563 51%t	30 34%	242 52%	170 50%	65 45%	95 48%	135 48%	330 48%	849 55%
Peer to peer lending platforms	692 49%bopw	51 41%	87 32%	115 39%	302 60%zabce	136 40%	402 47%	75 38%	263 47%	309 43%	85 47%	77 52%	148 38%	333 48%i	186 50%i	1 *	110 24%o	581 79%zop	197 46%	495 45%	35 39%	217 46%	161 47%w	49 34%	93 47%	121 43%	303 44%w	756 49%
Trade finance	632 41%opy	58 46%	101 37%	110 38%	245 48%zbe	118 35%	346 40%	82 41%	272 48%zi	267 37%	69 39%	78 51%i	181 44%	272 39%	159 43%	17 5%	123 27%o	492 67%zop	189 44%	443 40%	28 31%	192 41%	161 47%zy	61 42%	86 44%	91 32%	307 45%zy	781 51%
Business angels	578 38%begiop	43 34%	64 23%	104 36%b	270 53%zabce	97 29%	362 42%zg	50 25%	229 41%	241 33%	82 46%i	77 50%zi	139 34%	234 34%	177 48%zlm	10 3%	68 15%o	500 68%zop	175 41%	402 37%	39 43%	173 37%	137 40%	54 37%	66 34%	103 36%	257 38%	635 41%
Mezzanine finance	193 13%eop	11 9%	27 10%	14 5%	104 20%zabce	38 11%c	122 14%	26 13%	69 12%	90 12%	22 12%	26 17%	50 12%	85 12%	52 14%	3 1%	13 3%	178 24%op	60 14%	133 12%	7 8%	56 12%	53 15%	16 11%	27 14%	28 10%	96 14%	272 18%
None of these	21 1%qrA	- -	1 *	8 3%	7 1%	5 2%	10 1%	1 *	4 1%	14 2%	* *	- -	1 *	9 1%	7 2%	21 6%pq	- -	- -	1 *	20 2%	- -	15 3%zvA	1 *	* *	2 1%	3 1%	3 *	14 1%
Don't know	1 *	- -	- -	1 *	- -	- -	- -	* *	1 *	- -	- -	1 *	1 *	- -	- -	1 *	- -	- -	1 *	- -	1 1%	1 *	- -	- -	- -	- -	- -	2 *
1 mention	76 5%apq	1 1%	21 8%a	7 3%	17 3%	29 9%zacd	48 6%	8 4%	18 3%	44 6%	14 8%	4 3%	21 5%	30 4%	22 6%	76 22%apq	- -	- -	18 4%	56 5%	6 7%	24 5%	11 3%	3 2%	13 7%	22 8%	27 4%	51 3%
2-3 mentions	242 16%dfoq	17 14%	66 24%zd	54 18%d	53 10%	52 15%	109 13%	40 20%	90 16%	115 16%	27 15%	20 13%	79 19%	110 16%	45 12%	242 71%apq	- -	- -	71 16%	171 16%	18 21%	73 16%	52 15%	23 16%	37 19%	46 16%	112 16%	186 12%
4-5 mentions	264 17%dnoq	22 18%	57 21%d	56 19%d	54 11%	75 22%d	145 17%	45 23%	89 16%	131 18%	30 17%	23 15%	76 19%	126 18%	46 12%	- -	264 58%zoq	- -	74 17%	190 17%	14 16%	70 15%	60 17%	31 22%	26 13%	50 18%	117 17%	242 16%
6 or more mentions	932 61%beop	83 67%be	128 47%	167 57%	376 74%zbce	178 52%	542 63%g	104 53%	362 64%	420 58%	108 60%	107 69%	232 57%	417 60%	250 68%zl	- -	193 42%o	738 100%zop	269 62%	663 60%	51 57%	285 61%	218 64%	87 61%	118 60%	162 57%	423 62%	1042 68%
Mean number of mentions	6.1beiop	6.3be	5.3	5.9	7.1zabce	5.6	6.3	5.7	6.4zi	5.9	6.1	6.9zi	5.9	6.1	6.5z	2.1	5.2o	8.6zop	6.3	6.1	5.8	6.1	6.4	6.0	6.0	5.9	6.2	6.7

Participant Type : Micro, small and medium sized businesses
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 31

A1. Which of the following forms of external finance are you aware of...?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Credit cards	1488 97%q	532 98%	505 98%z	46 99%	304 98%	110 98%	218 99%	31 98%	506 98%	478 98%	38 99%	283 98%	5 100%	84 97%	210 99%	29 99%	977 98%zq	272 93%	396 96%	240 99%	280 96%	359 98%	258 98%	264 97%	308 98%	1149 97%	1493 97%
Leasing or hire purchasing	1344 88%	507 94%z	473 92%z	45 97%	289 93%z	106 94%	213 97%zab	30 95%	484 94%z	445 92%z	36 96%	271 94%z	5 100%	83 96%z	205 97%zi	28 94%	883 89%	248 85%	359 87%	233 97%zr	262 90%	335 92%z	237 89%	243 90%	284 90%	1037 87%	1406 92%
Government or local government grants	1155 75%qtl	407 75%	409 80%za	37 79%	230 74%	100 89%zabd	178 81%	26 83%	389 75%	388 80%zh	28 75%	217 75%	4 85%	80 92%zhikn	170 80%	24 84%	789 80%zq	197 67%	299 73%	199 82%zr	199 68%	300 82%zt	211 80%	210 78%	251 80%	885 74%	1203 78%
Venture capitalists	981 64%qrty	327 60%	334 65%a	28 60%	188 61%	87 78%zabdfg	135 61%	17 55%	312 61%	319 66%h	23 62%	175 61%	5 100%	69 79%hiknо	133 63%	16 55%	672 68%zq	157 54%	227 55%	168 70%r	158 54%	236 65%t	227 86%zy	231 85%zy	268 85%zy	694 58%	1061 69%
Invoice finance or factoring (asset based finance)	806 53%qy	311 57%z	300 59%z	34 74%	179 58%	72 65%z	137 62%z	29 94%zabdef	298 58%z	290 60%z	27 70%	171 59%	5 100%	63 72%hik	132 62%z	28 95%zhiklmn	584 59%zq	112 38%	223 54%	140 58%	159 54%	200 55%	176 66%zy	172 64%zy	207 66%zy	580 49%	1018 66%
Equity crowd funding platforms	778 51%qy	274 50%	265 52%	31 67%	169 55%	69 62%ab	115 52%	18 59%	264 51%	254 52%	27 72%	161 56%	4 85%	56 64%hin	110 52%	18 61%	554 56%zq	119 41%	191 46%	144 60%zr	133 45%	202 55%	181 68%zy	184 68%zy	216 68%zy	543 46%	831 54%
Corporate bonds	764 50%qt	258 48%	272 53%a	23 50%	145 47%	64 57%	124 56%ad	13 42%	241 47%	259 53%hk	19 49%	132 46%	3 68%	50 58%	120 57%hk	13 44%	554 56%zq	109 37%	185 45%	131 54%	117 40%	196 54%t	140 53%	138 51%	166 53%	585 49%	849 55%
Peer to peer lending platforms	692 45%qy	236 44%	244 48%	24 51%	130 42%	70 62%zabdfg	94 42%	13 40%	227 44%	226 46%	19 51%	123 43%	5 100%	52 60%hikno	89 42%	11 39%	489 49%zq	109 37%	164 40%	123 51%r	112 38%	176 48%	159 60%zy	162 60%zy	193 61%zy	485 41%	756 49%
Trade finance	632 41%qy	252 46%z	238 46%z	31 66%	140 45%	59 53%z	109 50%z	23 73%zabdef	236 46%z	231 48%z	23 62%	127 44%	4 95%	49 57%z	105 49%z	21 72%ahikn	479 48%zq	74 25%	171 41%	117 48%	121 41%	169 46%	135 51%zy	138 51%zy	162 51%zy	458 39%	781 51%
Business angels	578 38%y	200 37%	218 43%zaf	20 42%	122 39%	65 58%zabdf	72 33%	15 48%	191 37%	210 43%zhn	18 49%	116 40%	4 97%	45 52%zhn	70 33%	15 50%n	389 39%	100 34%	142 34%	101 42%	98 34%	148 41%	154 58%zy	162 60%zy	190 60%zy	376 32%	635 41%
Mezzanine finance	193 13%qy	75 14%	71 14%	13 28%	44 14%	21 19%	30 14%	9 27%zabdf	72 14%	69 14%	13 34%	40 14%	3 78%	16 18%	29 13%	8 26%zn	159 16%zq	21 7%	48 12%	46 19%z	38 13%	56 15%	45 17%	42 15%	58 18%zwy	132 11%	272 18%
None of these	21 1%bi	3 1%	1 *	*	-	-	1 *	-	2 *	1 *	*	-	-	-	1 *	-	10 1%	2 1%	2 1%	1 *	3 1%	-	5 2%	5 2%	5 2%	16 1%	14 1%
Don't know	1 *	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	* *	1 *	-	-	-	-	-	-	-	1 *	2 *
1 mention	76 5%befinpsuwx	20 4%f	12 2%f	*	13 4%f	-	1 *	-	20 4%n	12 2%n	* 1%	13 5%n	-	-	1 *	-	36 4%	23 8%p	24 6%	4 1%	21 7%u	4 1%	7 3%	4 1%	7 2%w	66 6%w	51 3%
2-3 mentions	242 16%psvwx	84 15%	75 15%	3 5%	38 12%	11 10%	30 14%	2 8%	78 15%k	72 15%	2 5%	32 11%	- -	8 10%	30 14%	2 7%	126 13%	72 25%zp	81 20%s	24 10%	53 18%	58 16%	22 8%	26 10%	27 8%	210 18%zvwx	186 12%
4-5 mentions	264 17%mvwx	106 20%e	82 16%e	12 26%	75 24%abe	10 9%	49 22%be	7 22%e	102 20%m	74 15%m	11 30%	70 24%him	- -	6 7%	46 22%m	7 24%m	154 15%	67 23%p	71 17%	44 18%	54 19%	61 17%	28 10%	27 10%	31 10%	229 19%zvwx	242 16%
6 or more mentions	932 61%qy	330 61%	343 67%zad	32 68%	183 59%	92 82%zabdf	140 64%	22 70%	314 61%	328 68%zhk	24 64%	172 60%	5 100%	72 83%hikn	135 64%	20 70%	668 67%zq	128 44%	234 57%	169 70%zr	161 55%	243 66%t	203 77%zy	209 77%zy	246 78%zy	667 56%	1042 68%
Mean number of mentions	6.1qy	6.2	6.5z	7.1	6.3	7.3zabdf	6.5	7.1za	6.2	6.5zh	7.2	6.3	10.1	7.5zhikn	6.5	7.2zh	6.6zq	5.2	5.8	6.8zr	5.7	6.5zt	7.3zy	7.2zy	7.3zy	5.8	6.7

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 32

A1. Which of the following forms of external finance are you aware of...?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Credit cards	1488 97%	449 98%	345 98%	587 98%	882 96%	315 95%	65 96%	83 99%	177 95%	416 98%	890 97%	1493 97%
Leasing or hire purchasing	1344 **88%d**	409 89%	310 89%	531 89%	800 87%	278 84%	51 76%	74 88%	153 83%	392 **93%zhj**	793 86%	1406 92%
Government or local government grants	1155 **75%d**	354 77%	278 79%	470 79%	668 73%	246 74%	41 60%	72 **85%f**	140 75%	332 78%	682 74%	1203 78%
Venture capitalists	981 **64%h**	322 **70%zd**	246 **70%zd**	415 **69%zd**	561 61%	201 61%	37 56%	51 60%	100 54%	313 **74%zhj**	566 61%	1061 69%
Invoice finance or factoring (asset based finance)	806 **53%d**	264 **57%d**	220 **63%zd**	353 **59%zd**	450 49%	163 50%	31 46%	47 56%	83 45%	244 **58%h**	475 52%	1018 66%
Equity crowd funding platforms	778 **51%j**	258 **56%zd**	200 **57%zd**	329 55%	437 48%	177 54%	33 48%	36 42%	95 51%	247 **58%zj**	436 47%	831 54%
Corporate bonds	764 50%	247 54%	173 49%	310 52%	444 49%	166 50%	34 51%	43 52%	74 40%	207 49%	478 **52%h**	849 55%
Peer to peer lending platforms	692 **49%d**	229 50%	181 **52%zd**	294 49%	392 43%	150 **46%d**	19 28%	35 42%	78 42%	204 48%	408 44%	756 49%
Trade finance	632 **41%j**	208 45%	171 **49%zd**	272 45%	354 39%	135 41%	33 49%	30 36%	66 36%	215 **51%zhj**	349 38%	781 51%
Business angels	578 **38%d**	206 **45%zd**	157 **45%zd**	260 **43%zd**	316 35%	107 32%	30 44%	30 35%	60 32%	183 **43%z**	332 36%	635 41%
Mezzanine finance	193 13%	49 11%	63 **18%zac**	76 **13%a**	116 13%	30 9%	9 14%	11 13%	15 8%	54 13%	122 13%	272 18%
None of these	21 **1%l**	6 1%	- -	6 1%	13 1%	12 **4%z**	1 1%	* *	4 2%	1 *	17 2%	14 1%
Don't know	1 *	1 *	1 *	1 *	* *	- -	1 1%	- -	1 *	* *	- -	2 *
1 mention	**76** ***5%***	**17** ***4%***	**19** ***5%***	**23** ***4%***	**54** ***6%***	**17** ***5%***	**5** ***7%***	**3** ***3%***	**7** ***4%***	**15** ***3%***	**55** ***6%***	**51** ***3%***
2-3 mentions	**242** **16%abc**	**45** ***10%***	**37** ***11%***	**64** ***11%***	**172** **19%zabc**	**49** ***15%***	**16** ***24%***	**18** ***21%***	**33** ***18%***	**62** ***15%***	**146** ***16%***	**186** ***12%***
4-5 mentions	**264** ***17%***	**68** ***15%***	**54** ***16%***	**98** ***16%***	**160** ***18%***	**53** ***16%***	**7** ***10%***	**7** ***9%***	**47** **25%zi**	**56** ***13%***	**158** ***17%***	**242** ***16%***
6 or more mentions	**932** **61%dh**	**324** **70%zd**	**239** **68%zd**	**408** **68%zd**	**516** ***56%***	**199** ***60%***	**39** ***58%***	**56** ***66%***	**94** ***51%***	**289** **68%zhj**	**545** ***59%***	**1042** ***68%***
Mean number of mentions	**6.1d**	**6.5zd**	**6.7zd**	**6.5zd**	**5.9**	**6.0**	**5.7**	**6.1**	**5.6**	**6.6zhj**	**6.0**	**6.7**

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 33

A2. Do you know of specific suppliers, either as physical presences or websites that you might approach if you ever needed this type of finance?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Credit cards	1201 **78%js**	242 **80%z**	46 *81%*	8 **88%zade**	904 *78%*	297 *81%*	74 *81%*	208 *82%*	241 **85%zij**	313 *73%*	747 *75%*	435 *77%*	513 *78%*	382 *80%*	119 *80%*	64 *81%*	693 **78%s**	395 **81%s**	48 *78%*	37 *61%*	380 **81%s**	13 *93%*	14 *70%*	1238 *81%*
Leasing or hire purchasing	864 **56%dlps**	200 **66%zd**	43 **76%zade**	8 **85%zabde**	613 *53%*	251 **68%d**	47 *51%*	142 *56%*	163 *57%*	235 *55%*	556 *56%*	321 *57%*	336 *51%*	285 **60%l**	108 **73%zlm**	54 **68%zl**	455 *51%*	321 **66%zps**	44 **71%zps**	22 *37%*	303 **65%zps**	10 *75%*	15 **73%ps**	1018 *66%*
Government or local government grants	619 **40%dp**	146 **48%zd**	30 **53%zd**	6 **64%zabde**	437 *37%*	182 **49%d**	29 *32%*	109 *43%*	111 *39%*	171 *40%*	398 *40%*	226 *40%*	255 *39%*	191 *40%*	63 *42%*	35 *45%*	316 *35%*	227 **47%zp**	33 **54%zp**	27 *44%*	210 **45%zp**	8 *59%*	13 **62%zp**	740 *48%*
Invoice finance or factoring (asset based finance)	446 **29%dfp**	137 **45%zd**	32 **57%zade**	7 **70%zabde**	270 *23%*	176 **48%ad**	10 *11%*	69 **27%l**	99 **35%l**	113 **27%l**	274 **28%l**	161 **28%l**	129 *19%*	152 **32%l**	68 **46%lm**	50 **63%lmn**	166 *19%*	224 **46%zpst**	27 **44%zps**	12 *20%*	205 **44%zps**	10 *75%*	13 **63%zpqst**	677 *44%*
Crowd funding platforms	333 **22%jp**	81 **27%zd**	16 **28%zd**	3 **32%zd**	233 *20%*	100 **27%d**	20 *22%*	71 **28%jk**	75 *26%*	85 *20%*	187 *19%*	102 *18%*	122 *18%*	114 *24%*	41 **27%l**	22 **28%zl**	146 *16%*	155 **32%zpr**	12 *19%*	14 *23%*	144 **31%zp**	8 *55%*	7 **35%p**	393 *26%*
Venture capitalists	293 **19%lp**	73 **24%zd**	17 **30%zde**	4 **40%zabde**	199 *17%*	94 **26%d**	9 *10%*	50 **20%l**	65 *23%*	79 *19%*	175 *18%*	96 *17%*	95 *14%*	96 *20%*	41 **27%zl**	25 **32%zlm**	120 *13%*	146 **30%zpst**	14 *22%*	5 *8%*	130 **28%zps**	8 *60%*	7 **36%zps**	387 *25%*
Trade finance	288 **19%dlp**	85 **28%zd**	20 **36%zade**	5 **49%zabde**	178 *15%*	110 **30%d**	13 *14%*	51 *20%*	56 *20%*	66 *15%*	179 *18%*	113 *20%*	73 *11%*	103 **22%l**	47 **32%zlm**	30 **38%zlm**	126 *14%*	132 **27%zps**	17 **28%ps**	5 *8%*	119 **25%zps**	9 *63%*	8 **41%zps**	438 *29%*
Peer to peer lending platforms	281 **18%p**	69 **23%zd**	12 *20%*	2 **26%zd**	198 *17%*	83 **22%d**	13 *14%*	55 *22%*	62 *22%*	59 *14%*	162 *16%*	103 *18%*	101 *15%*	110 **23%zl**	28 *19%*	17 *21%*	123 *14%*	133 **27%zpst**	11 *18%*	7 *12%*	117 **25%zp**	7 *49%*	7 **32%zps**	321 *21%*
Corporate bonds	209 **14%lp**	49 **16%z**	11 **20%zd**	3 **37%zabde**	145 *12%*	64 **17%d**	5 *6%*	34 *14%*	40 *14%*	44 *10%*	133 *13%*	89 *16%*	61 *9%*	78 **16%l**	23 **16%l**	16 **20%zl**	96 *11%*	89 **18%zp**	11 *17%*	7 *11%*	78 **17%p**	5 *38%*	7 **33%zpqst**	282 *18%*
Business angels	181 **12%jp**	50 **16%zd**	9 **17%zd**	2 **21%zd**	120 *10%*	61 **17%d**	3 *3%*	40 **16%l**	43 **15%l**	44 *10%*	98 *10%*	53 *9%*	59 *9%*	70 **15%l**	23 **16%l**	14 **18%zl**	69 *8%*	100 **20%zprst**	6 *9%*	3 *6%*	86 **18%zp**	7 *53%*	3 *17%*	235 *15%*
Mezzanine finance	74 **5%lp**	24 **8%zd**	5 **8%zd**	2 **18%zabde**	44 *4%*	30 **8%d**	1 *2%*	15 *6%*	11 *4%*	13 *3%*	45 *5%*	32 *6%*	17 *3%*	24 *5%*	9 *6%*	9 **12%zlm**	25 *3%*	43 **9%zpt**	3 *5%*	1 *2%*	33 **7%zp**	6 *43%*	1 *7%*	122 *8%*
None of these	210 **14%ac**	36 *12%*	7 *12%*	1 *8%*	166 **14%c**	44 *12%*	9 *10%*	25 *10%*	28 *10%*	69 *16%*	156 **16%z**	88 *15%*	96 *14%*	49 *10%*	23 *15%*	10 *13%*	133 *15%*	55 *11%*	8 *13%*	10 *17%*	56 *12%*	1 *6%*	2 *10%*	185 *12%*
Don't know	34 **2%ah**	5 *2%*	1 *2%*	- -	28 *2%*	6 *2%*	3 **3%h**	9 **3%h**	* *	13 **3%h**	25 *3%*	12 *2%*	19 *3%*	12 *2%*	1 *1%*	1 *2%*	21 *2%*	8 *2%*	1 *2%*	3 *5%*	8 *2%*	- -	1 *2%*	28 *2%*
No answer	22 *1%*	3 *1%*	* *1%*	* *1%*	18 *2%*	4 *1%*	4 *4%*	5 *2%*	3 *1%*	8 *2%*	14 *1%*	6 *1%*	7 *1%*	10 *2%*	- -	* *	17 *2%*	4 *1%*	- -	* *	4 *1%*	* *	- -	16 *1%*
1 mention	**297** **19%abcnoqt**	**36** **12%bc**	**4** ***7%***	* ***3%***	**256** **22%abce**	**41** **11%bc**	**16** ***17%***	**45** ***18%***	**50** ***17%***	**89** ***21%***	**202** ***20%***	**113** ***20%***	**159** **24%no**	**90** **19%no**	**11** ***7%***	**7** ***9%***	**206** **23%qrtv**	**61** ***12%***	**7** ***11%***	**18** **29%qrtv**	**63** ***13%***	* ***1%***	**1** ***7%***	**201** ***13%***
2-3 mentions	**461** **30%bcoqtv**	**78** **26%c**	**12** ***21%***	**2** ***17%***	**370** **32%abce**	**92** **25%bc**	**48** **52%ghijk**	**86** ***34%***	**95** ***33%***	**114** ***27%***	**278** ***28%***	**163** ***29%***	**222** **34%o**	**142** ***30%***	**42** ***28%***	**18** ***22%***	**301** **34%qtv**	**119** ***24%***	**14** ***22%***	**19** ***32%***	**119** ***25%***	**1** ***11%***	**3** ***14%***	**387** ***25%***
4-5 mentions	**261** **17%dlp**	**72** **24%zd**	**15** **26%zd**	**2** **24%zd**	**172** ***15%***	**89** **24%d**	**7** ***7%***	**41** **16%l**	**46** ***16%***	**71** ***17%***	**174** ***18%***	**103** ***18%***	**99** ***14%***	**83** ***18%***	**35** **24%zl**	**16** ***20%***	**121** ***14%***	**111** **23%zp**	**19** **31%zps**	**7** ***11%***	**105** **22%zp**	**2** ***18%***	**6** **28%p**	**336** ***22%***
6 or more mentions	**284** **18%dlp**	**77** **25%zd**	**19** **33%zade**	**4** **47%zabde**	**184** ***16%***	**100** **27%d**	**8** ***9%***	**52** **20%l**	**62** ***22%***	**74** ***17%***	**168** ***17%***	**93** ***16%***	**89** ***13%***	**101** **21%l**	**38** **26%zl**	**27** **35%zlm**	**115** ***13%***	**137** **28%zpst**	**14** **23%p**	**7** ***11%***	**122** **26%zp**	**9** ***64%***	**8** **40%zps**	**410** ***27%***
Mean number of mentions	**3.1dlp**	**3.8zd**	**4.3zade**	**5.3zabde**	**2.9**	**3.9d**	**2.5**	**3.4l**	**3.4**	**2.9**	**3.0**	**3.1**	**2.7**	**3.4l**	**3.9zl**	**4.3zlm**	**2.6**	**4.0zpst**	**3.7ps**	**2.4**	**3.9zps**	**6.6**	**4.7zps**	**3.8**

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 34

A2. Do you know of specific suppliers, either as physical presences or websites that you might approach if you ever needed this type of finance?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	98	128	368	1535
Credit cards	1201 78%ot	107 86%zbe	203 74%	236 81%	403 80%	252 74%	683 80%	159 81%	459 81%	561 78%	135 75%	133 86%	336 82%	559 81%	275 74%	208 61%	373 82%o	620 84%zo	344 80%t	854 78%t	56 62%	357 76%	288 84%zuxyA	116 80%	146 74%	208 74%	550 81%	1238 81%
Leasing or hire purchasing	864 56%eosuy	81 65%e	164 60%e	173 60%e	284 56%	162 48%	516 60%z	115 58%	329 58%k	400 55%	101 56%	72 47%	252 61%	400 58%	192 52%	88 26%	287 63%zo	489 66%zo	273 63%zst	591 54%	41 46%	228 49%	232 68%zuy	93 64%uy	116 59%	135 48%	441 65%zuy	1018 66%
Government or local government grants	619 40%boy	54 44%b	79 29%	121 42%b	213 42%b	151 45%b	376 44%z	89 45%	230 41%	292 40%	72 40%	53 34%	162 40%	270 39%	164 44%	24 7%	175 39%o	420 57%zop	182 42%	436 40%	26 29%	193 41%y	156 46%y	64 44%y	72 37%	85 30%	293 43%y	740 48%
Invoice finance or factoring (asset based finance)	446 29%beiopu	38 30%e	56 21%	103 35%be	185 36%zbe	64 19%	284 33%z	51 26%	197 35%zi	178 25%	56 31%	58 38%i	128 31%	185 27%	123 33%	17 5%	89 19%o	340 46%zop	149 35%zs	296 27%	24 26%	111 24%	126 37%zuy	45 31%	64 32%	71 25%	234 34%zu	677 44%
Crowd funding platforms	333 22%iop	19 15%	44 16%	60 21%	146 29%zabe	64 19%	211 25%z	37 19%	154 27%zi	128 18%	33 18%	52 33%zij	86 21%	131 19%	108 29%zm	5 1%	69 13%o	268 36%zop	105 24%	228 21%	12 13%	108 23%	93 27%zuxyA	27 19%	30 15%	49 17%	150 22%	393 26%
Venture capitalists	293 19%biop	16 13%	21 8%	57 20%b	141 28%zabe	58 17%b	177 21%	46 23%	133 24%zi	102 14%	41 23%	41 26%i	79 19%	126 18%	78 21%	1 *	47 10%o	245 33%zop	91 21%	202 18%	14 16%	95 20%	76 22%	26 18%	36 18%	39 14%	138 20%	387 25%
Trade finance	288 19%eopt	31 25%e	47 17%	62 21%	104 20%e	44 13%	175 20%	41 21%	126 22%z	119 16%	39 22%	32 21%	94 23%	118 17%	70 19%	5 1%	44 10%o	239 32%zop	84 20%t	204 19%t	2 3%	75 16%	82 24%zuy	35 24%	32 16%	43 15%	149 22%z	438 29%
Peer to peer lending platforms	281 18%biop	20 16%	23 8%	48 16%	137 27%zabce	52 15%	169 20%	37 19%	134 24%zi	96 13%	43 24%i	39 25%i	62 15%	122 18%	88 24%zi	1 *	36 9%o	243 33%zop	86 20%	195 18%	13 14%	89 19%	73 21%	20 14%	31 16%	47 17%	124 18%	321 21%
Corporate bonds	209 14%op	10 8%	30 11%	40 14%	80 16%	50 15%	103 12%	39 20%i	88 16%	87 12%	26 15%	27 18%	64 15%	85 12%	56 15%	3 1%	42 9%o	165 22%zop	59 14%	150 14%	9 10%	70 15%	50 15%	13 9%	27 14%	34 12%	90 13%	282 18%
Business angels	181 12%bmop	9 7%	16 6%	29 10%	96 19%zabce	31 9%	115 13%	25 13%	81 14%	68 9%	26 14%	29 19%zi	52 13%	60 9%	60 16%zm	2 1%	12 3%	167 23%zop	59 14%	122 11%	10 11%	42 9%	49 14%	21 14%	19 10%	30 11%	89 13%	235 15%
Mezzanine finance	74 5%iop	3 2%	5 2%	3 1%	44 9%zabc	18 5%	46 5%	8 4%	37 7%i	19 3%	15 8%i	15 10%zi	21 5%	26 4%	24 7%	-	5 1%	69 9%zop	23 5%	51 5%	1 2%	21 4%	22 6%	7 5%	8 4%	7 3%	36 5%	122 8%
None of these	210 14%lhqv	11 9%	44 16%	32 11%	72 14%	51 15%	93 11%	27 14%	58 10%	116 16%h	25 14%	14 9%	49 12%	89 13%	55 15%	89 26%pq	49 11%	72 10%	50 12%	159 14%	20 23%r	64 14%	30 9%	16 11%	31 16%	60 21%zvA	77 11%	185 12%
Don't know	34 2%p	4 4%c	4 1%	* *	12 2%	14 4%c	17 2%	1 *	14 2%	12 2%	2 1%	1 1%	9 2%	9 1%	9 2%	10 3%	3 1%	21 3%	6 1%	28 3%	3 3%	12 3%	3 1%	2 2%	8 4%	6 2%	13 2%	28 2%
No answer	22 1%qA	- -	1 *	9 3%	7 1%	5 2%	10 1%	1 *	5 1%	14 2%	* *	1 *	2 1%	9 1%	7 2%	22 6%pq	- -	- -	1 *	20 2%	1 1%	15 3%zvA	1 *	* *	2 1%	3 1%	3 *	16 1%
1 mention	297 19%qxA	25 *20%*	54 *20%*	44 *15%*	89 *18%*	85 *25%c*	159 *19%*	36 *18%*	111 *20%*	124 *17%*	43 *24%*	36 *23%*	72 *18%*	145 *21%*	66 *18%*	121 *36%pq*	82 *18%*	94 *13%*	73 *17%*	221 *20%*	23 *26%*	95 *20%*	49 *14%*	24 *16%*	33 *17%*	70 *25%wA*	105 *16%*	201 *13%*
2-3 mentions	461 30%dnq	40 *32%*	102 *37%d*	106 *36%d*	123 *24%*	91 *27%*	254 *30%*	66 *33%*	160 *28%*	241 *33%*	44 *25%*	45 *29%*	145 *35%zn*	213 *31%*	89 *24%*	108 *32%q*	200 *44%zoq*	153 *21%*	125 *29%*	336 *30%*	25 *28%*	138 *30%*	100 *29%*	56 *38%y*	71 *36%y*	68 *24%*	227 *33%*	387 *25%*
4-5 mentions	261 17%os	35 *28%zbcde*	43 *16%*	48 *17%*	84 *17%*	51 *15%*	171 *20%z*	28 *14%*	100 *18%*	123 *17%*	26 *14%*	19 *12%*	68 *17%*	124 *18%*	64 *17%*	- -	102 *22%zo*	159 *22%zo*	94 *22%zst*	167 *15%*	8 *9%*	70 *15%*	86 *25%zuxyA*	24 *17%*	23 *12%*	37 *13%*	134 *20%x*	336 *22%*
6 or more mentions	284 18%biop	15 *12%*	29 *11%*	53 *18%*	131 *26%zabe*	56 *16%*	168 *20%*	39 *20%*	129 *23%zi*	104 *14%*	41 *23%*	40 *26%i*	74 *18%*	112 *16%*	90 *24%zm*	- -	23 *5%o*	261 *35%zop*	87 *20%*	196 *18%*	13 *14%*	84 *18%*	75 *22%*	24 *17%*	36 *18%*	44 *16%*	135 *20%*	410 *27%*
Mean number of mentions	3.1biopy	3.2b	2.5	3.2b	3.6zbe	2.8	3.4z	3.3	3.5zi	2.9	3.3	3.6i	3.3	3.0	3.4	1.1	2.6o	4.4zop	3.4t	3.1	2.3	3.0	3.7zuxyA	3.2	3.0	2.7	3.4zy	3.8

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Business Finance Survey 2016
(FINAL)

Table 35

A2. Do you know of specific suppliers, either as physical presences or websites that you might approach if you ever needed this type of finance?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Credit cards	1201 **78%q**	445 ***82%z***	427 ***83%z***	37 *80%*	256 *83%*	91 *81%*	190 ***86%z***	25 *79%*	427 ***83%z***	407 ***84%z***	29 *76%*	240 *83%*	4 *88%*	72 *83%*	183 ***86%z***	23 *79%*	818 ***82%zq***	205 *70%*	329 *80%*	204 ***85%z***	222 *76%*	309 ***84%zt***	210 *79%*	220 *81%*	253 *80%*	922 *78%*	1238 *81%*
Leasing or hire purchasing	864 **56%q**	374 ***69%z***	345 ***67%z***	35 *76%*	227 ***74%zabe***	69 *62%*	186 ***85%zabde***	26 ***82%zbe***	359 ***70%z***	328 ***68%z***	30 *80%*	216 ***75%zhi***	4 *88%*	59 ***68%z***	179 ***84%ihikm***	24 ***83%zi***	623 ***63%zq***	115 *39%*	248 *60%*	179 ***74%zr***	181 *62%*	246 ***67%z***	147 *56%*	157 *58%*	179 *57%*	672 *56%*	1018 *66%*
Government or local government grants	619 **40%q**	232 *43%*	252 ***49%za***	30 *64%*	145 ***47%z***	75 ***67%zabdf***	110 ***50%za***	23 ***72%zabdf***	220 *43%*	236 ***49%zh***	22 *59%*	137 ***48%z***	3 *68%*	58 ***67%ihikn***	103 ***49%z***	21 ***71%ihikn***	478 ***48%zq***	63 *21%*	155 *37%*	128 ***53%zr***	101 *35%*	185 ***51%zt***	130 ***49%zy***	131 ***48%zy***	149 ***47%zy***	457 *38%*	740 *48%*
Invoice finance or factoring (asset based finance)	446 **29%qy**	195 ***36%z***	198 ***39%z***	30 *65%*	120 ***39%z***	49 ***44%z***	88 ***40%z***	22 ***69%zabdef***	186 ***36%z***	194 ***40%z***	23 *61%*	114 ***40%z***	4 *88%*	43 ***50%zh***	83 ***39%z***	20 ***68%ihikn***	352 ***35%zq***	35 *12%*	131 *32%*	95 ***39%z***	95 *32%*	133 ***36%z***	111 ***42%zy***	107 ***39%zy***	127 ***40%zy***	309 *26%*	677 *44%*
Crowd funding platforms	333 **22%qy**	116 *21%*	127 *25%*	20 *42%*	78 *25%*	47 ***42%zabdf***	51 *23%*	11 *34%*	113 *22%*	119 *24%*	17 *44%*	75 *26%*	3 *70%*	36 ***42%zhikn***	47 *22%*	10 *35%*	264 ***27%zq***	39 *13%*	71 *17%*	71 ***29%zr***	49 *17%*	95 ***26%t***	95 ***36%zy***	111 ***41%zvy***	121 ***38%zy***	199 *17%*	393 *26%*
Venture capitalists	293 **19%qy**	109 *20%*	110 *21%*	16 *35%*	73 *24%*	26 *23%*	39 *18%*	8 *25%*	104 *20%*	104 *21%*	16 *43%*	68 *24%*	3 *69%*	17 *19%*	38 *18%*	8 *27%*	243 ***25%zq***	16 *5%*	65 *16%*	69 ***29%zr***	58 *20%*	78 *21%*	81 ***30%zy***	89 ***33%zy***	99 ***31%zy***	186 *16%*	387 *25%*
Trade finance	288 **19%q**	127 ***23%z***	131 ***25%z***	23 *49%*	78 ***25%z***	41 ***37%zabd***	62 ***28%z***	14 ***44%zabdf***	118 ***23%z***	125 ***26%z***	19 *50%*	73 ***25%z***	3 *76%*	33 ***38%zhik***	59 ***28%z***	13 ***44%zhikn***	250 ***25%zq***	17 *6%*	78 *19%*	65 ***27%z***	58 *20%*	86 ***24%z***	63 *24%*	69 ***25%zy***	77 ***24%zy***	205 *17%*	438 *29%*
Peer to peer lending platforms	281 **18%qy**	101 *19%*	104 *20%*	14 *29%*	58 *19%*	33 ***29%zabdf***	41 *19%*	8 *24%*	96 *19%*	96 *20%*	12 *32%*	52 *18%*	3 *62%*	25 ***29%zhikn***	40 *19%*	7 *23%*	219 ***22%zq***	26 *9%*	65 *16%*	57 *24%*	43 *15%*	80 *22%*	64 ***24%zy***	76 ***28%zvy***	81 ***26%zy***	192 *16%*	321 *21%*
Corporate bonds	209 **14%qr**	76 *14%*	69 *14%*	13 *27%*	46 *15%*	22 *20%*	34 *15%*	5 *16%*	69 *13%*	65 *13%*	10 *27%*	42 *15%*	3 *61%*	16 *18%*	31 *15%*	5 *17%*	171 ***17%zq***	13 *5%*	38 *9%*	47 ***20%zr***	29 *10%*	56 *15%*	34 *13%*	39 *14%*	43 *14%*	162 *14%*	282 *18%*
Business angels	181 **12%qy**	72 *13%*	88 ***17%za***	11 *24%*	46 *15%*	25 ***22%za***	31 *14%*	8 ***26%zaf***	70 *14%*	85 ***17%zh***	11 *29%*	44 *15%*	3 *65%*	18 ***20%z***	31 *14%*	8 ***27%zh***	145 ***15%zq***	19 *6%*	42 *10%*	42 ***18%zr***	30 *10%*	58 ***16%z***	52 ***20%zy***	64 ***24%zvy***	68 ***22%zy***	112 *9%*	235 *15%*
Mezzanine finance	74 **5%q**	34 *6%*	29 *6%*	11 *23%*	22 *7%*	11 ***10%z***	12 *5%*	6 ***20%zabdf***	31 *6%*	29 *6%*	11 *28%*	19 *7%*	3 *60%*	10 ***11%zi***	11 *5%*	6 ***20%zhikn***	67 ***7%zq***	4 *1%*	15 *4%*	21 ***9%zr***	14 *5%*	23 *6%*	20 *8%*	24 ***9%zy***	26 ***8%zy***	48 *4%*	122 *8%*
None of these	210 **14%abdfhiknpsu**	57 ***11%f***	47 ***9%f***	5 *11%*	27 *9%*	8 *7%*	12 *6%*	3 *10%*	50 *10%*	44 ***9%n***	5 *13%*	23 *8%*	1 *12%*	8 *9%*	12 *6%*	3 *9%*	108 *11%*	53 ***18%p***	52 *13%*	16 *7%*	44 *15%*	31 *8%*	33 *12%*	31 *11%*	36 *11%*	169 *14%*	185 *12%*
Don't know	34 **2%p**	12 *2%*	6 *1%*	- -	7 *2%*	3 *3%*	3 *1%*	- -	12 *2%*	5 *1%*	- -	7 *2%*	- -	* *	3 *1%*	- -	15 *1%*	15 ***5%zp***	6 *2%*	5 *2%*	7 *2%*	6 *2%*	7 *3%*	5 *2%*	7 *2%*	26 *2%*	28 *2%*
No answer	22 **1%bi**	3 *1%*	1 *	* *	- -	- -	1 *	- -	2 *	1 *	* *	- -	- -	- -	1 *	- -	10 *1%*	3 *1%*	2 *1%*	1 *	3 *1%*	- -	5 *2%*	5 *2%*	5 *2%*	17 *1%*	16 *1%*
1 mention	297 **19%abdfghikmnopsu**	76 ***14%fg***	69 ***13%fg***	1<br***3%***	40 ***13%g***	18 ***16%g***	20 ***9%***	- -	73 ***14%no***	64 ***13%no***	1 ***2%***	36 ***12%o***	- -	9 ***10%***	19 ***9%***	- -	153 ***15%***	94 ***32%zp***	78 ***19%a***	26 ***11%***	51 ***18%***	46 ***13%***	44 ***17%***	40 ***15%***	52 ***16%***	240 ***20%***	201 ***13%***
2-3 mentions	461 **30%emwx**	188 ***35%ze***	169 ***33%e***	9<br***20%***	102 ***33%e***	20<br***18%***	85 ***39%zbe***	8<br***24%***	182 ***35%zm***	158 ***32%m***	6<br***15%***	96 ***33%m***	- -	16<br***19%***	83 ***39%zim***	8<br***26%***	290<br***29%***	95<br***32%***	148<br***36%z***	71<br***30%***	96<br***33%***	125<br***34%***	46<br***17%***	51<br***19%***	63<br***20%w***	394<br***33%zvwx***	387<br***25%***
4-5 mentions	261 **17%qy**	106 ***20%***	113 ***22%z***	13<br***28%***	70 ***23%z***	34 ***30%zab***	54 ***24%z***	8<br***27%***	105 ***20%***	110 ***23%z***	12<br***31%***	68 ***24%z***	1<br***19%***	29<br***34%hi***	52<br***25%z***	7<br***25%***	190 ***19%zq***	33<br***11%***	71<br***17%***	61<br***25%z***	48<br***17%***	84<br***23%z***	60<br***23%y***	64<br***24%zy***	68<br***22%y***	181<br***15%***	336<br***22%***
6 or more mentions	284 **18%qy**	112 ***21%***	115 ***22%z***	18<br***38%***	70 ***23%***	32 ***29%z***	48 ***22%***	12<br***39%zabdf***	104 ***20%***	109 ***22%z***	15<br***38%***	65<br***23%***	3<br***69%***	25 ***29%z***	45<br***21%***	12 ***40%zhikn***	240 ***24%zq***	15<br***5%***	62<br***15%***	66 ***27%zr***	50<br***17%***	79<br***22%***	77 ***29%zy***	80 ***30%zy***	91 ***29%zy***	188<br***16%***	410<br***27%***
Mean number of mentions	3.1qy	3.5z	3.7z	5.1	3.7z	4.4zab	3.8z	4.9zabdf	3.5z	3.7z	5.3	3.8z	8.0	4.5zhin	3.8z	4.9zhikn	3.7zq	1.9	3.0	4.1zr	3.0	3.7zt	3.8zy	4.0zy	3.9zy	2.9	3.8

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 36

A2. Do you know of specific suppliers, either as physical presences or websites that you might approach if you ever needed this type of finance?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Credit cards	1201	380	296	494	691	261	52	62	151	339	707	1238
	78%d	**82%d**	**85%zd**	**83%zd**	*75%*	*79%*	*77%*	*74%*	*81%*	*80%*	*77%*	*81%*
Leasing or hire purchasing	864	275	229	377	478	177	27	37	95	253	512	1018
	56%df	*60%*	**65%zd**	**63%zad**	*52%*	*54%*	*39%*	*44%*	*51%*	*60%*	*56%*	*66%*
Government or local government grants	619	213	175	286	329	153	22	38	67	174	376	740
	40%d	**46%zd**	**50%zd**	**48%zd**	*36%*	*46%*	*32%*	*45%*	*36%*	*41%*	*41%*	*48%*
Invoice finance or factoring (asset based finance)	446	156	136	215	229	93	13	27	39	162	242	677
	29%d	**34%zd**	**39%zd**	**36%zd**	*25%*	*28%*	*20%*	*33%*	*21%*	**38%zhj**	*26%*	*44%*
Crowd funding platforms	333	117	95	153	178	71	8	14	48	110	175	393
	22%j	*25%*	**27%zd**	**26%zd**	*19%*	*21%*	*12%*	*16%*	*26%*	**26%j**	*19%*	*26%*
Venture capitalists	293	109	86	138	153	60	9	15	29	110	152	387
	19%j	**24%zd**	**25%zd**	**23%zd**	*17%*	*18%*	*13%*	*18%*	*16%*	**26%zhj**	*16%*	*25%*
Trade finance	288	93	85	122	165	49	9	13	28	99	159	438
	19%	*20%*	**24%zc**	*20%*	*18%*	*15%*	*13%*	*15%*	*15%*	**23%z**	*17%*	*29%*
Peer to peer lending platforms	281	100	80	128	152	58	10	7	37	101	140	321
	18%j	*22%*	*23%*	*21%*	*17%*	*18%*	*15%*	*8%*	*20%*	**24%zj**	*15%*	*21%*
Corporate bonds	209	69	49	83	126	48	11	15	15	72	120	282
	14%	*15%*	*14%*	*14%*	*14%*	*15%*	*16%*	*18%*	*8%*	**17%h**	*13%*	*18%*
Business angels	181	75	55	88	92	37	5	6	19	64	99	235
	12%	**16%zd**	**16%d**	**15%z**	*10%*	*11%*	*7%*	*7%*	*10%*	*15%*	*11%*	*15%*
Mezzanine finance	74	27	26	33	41	12	2	3	7	29	35	122
	5%	*6%*	*7%*	*5%*	*4%*	*4%*	*3%*	*4%*	*4%*	*7%*	*4%*	*8%*
None of these	210	35	24	47	160	38	10	11	18	46	146	185
	14%abc	*8%*	*7%*	*8%*	**18%zabc**	*12%*	*15%*	*13%*	*10%*	*11%*	*16%*	*12%*
Don't know	34	14	8	16	18	8	2	3	8	11	15	28
	2%	*3%*	*2%*	*3%*	*2%*	*3%*	*3%*	*4%*	*4%*	*2%*	*2%*	*2%*
No answer	22	6	1	6	13	12	1	*	4	1	17	16
	1%l	**1%b**	*	**1%b**	*1%*	**4%z**	*2%*	*	*2%*	*	*2%*	*1%*
1 mention	**297**	**82**	**67**	**100**	**191**	**57**	**15**	**26**	**40**	**89**	**168**	**201**
	19%	***18%***	***19%***	***17%***	***21%***	***17%***	***22%***	**31%e**	***22%***	***21%***	***18%***	***13%***
2-3 mentions	**461**	**144**	**96**	**187**	**267**	**99**	**28**	**21**	**70**	**105**	**284**	**387**
	30%l	***31%***	***27%***	**31%b**	***29%***	***30%***	***42%***	***25%***	**38%il**	***25%***	***31%***	***25%***
4-5 mentions	**261**	**91**	**79**	**127**	**133**	**67**	**4**	**11**	**27**	**79**	**155**	**336**
	17%d	***20%***	**23%zd**	**21%zd**	***15%***	**20%d**	***7%***	***14%***	***15%***	***19%***	***17%***	***22%***
6 or more mentions	**284**	**103**	**84**	**131**	**151**	**58**	**8**	**15**	**26**	**104**	**152**	**410**
	18%	***22%***	**24%zd**	**22%z**	***16%***	***17%***	***13%***	***18%***	***14%***	**25%zhj**	***16%***	***27%***
Mean number of mentions	**3.1d**	**3.5zd**	**3.8zd**	**3.6zd**	**2.9**	**3.1**	**2.5**	**2.9**	**2.9**	**3.6zj**	**3.0**	**3.8**

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 37

A3. What sources of finance were used to establish your business? Please mention all that apply.

Base : All who started business in the last two years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	62	26	6	-	30	32	62	62	-	-	-	-	24	17	10	4	22	34	2	1	34	-	1	62
Weighted Total	91*	14**	1**	-**	76**	15**	91*	91*	-**	-**	-**	-**	52**	14**	10**	1**	53**	31**	1**	3**	33**	-**	***	62*
Effective Base	41	25	6	-	29	28	41	41	-	-	-	-	21	9	5	4	21	17	2	1	18	-	1	62
Personal savings	64 *70%*	10 *72%*	1 *78%*	-	53 *69%*	11 *73%*	64 *70%*	64 *70%*	-	-	-	-	31 *60%*	10 *70%*	8 *77%*	1 *100%*	38 *71%*	19 *63%*	* *43%*	3 *100%*	22 *67%*	-	* *100%*	44 *71%*
Credit card	12 *14%*	1 *8%*	-	-	11 *15%*	1 *8%*	12 *14%*	12 *14%*	-	-	-	-	5 *10%*	4 *27%*	-	-	3 *5%*	7 *21%*	- -	3 *100%*	7 *20%*	-	- -	6 *10%*
Family/friends - gift	10 *10%*	2 *13%*	-	-	8 *10%*	2 *12%*	10 *10%*	10 *10%*	-	-	-	-	6 *11%*	3 *24%*	-	-	2 *5%*	7 *22%*	* *43%*	-	7 *20%*	-	- -	6 *10%*
Family/friends - loan	9 *9%*	3 *23%*	* *12%*	-	5 *7%*	3 *22%*	9 *9%*	9 *9%*	-	-	-	-	5 *10%*	1 *5%*	2 *19%*	* *21%*	5 *10%*	3 *9%*	1 *57%*	-	2 *6%*	-	- -	8 *13%*
Loan from bank/building society/finance company	6 *7%*	3 *23%*	* *34%*	-	2 *3%*	4 *24%*	6 *7%*	6 *7%*	-	-	-	-	2 *5%*	1 *8%*	2 *18%*	* *21%*	- -	4 *12%*	- -	- -	6 *19%*	-	- -	9 *15%*
Directors loan	6 *6%*	3 *21%*	* *12%*	-	2 *3%*	3 *20%*	6 *6%*	6 *6%*	-	-	-	-	2 *5%*	2 *12%*	1 *6%*	* *21%*	- -	6 *18%*	- -	- -	5 *15%*	-	- -	7 *11%*
Inheritance/redundancy/ windfall	5 *5%*	- -	- -	-	5 *6%*	- -	5 *5%*	5 *5%*	-	-	-	-	2 *5%*	- -	- -	- -	5 *9%*	- -	- -	- -	- -	-	- -	2 *3%*
Government or local Government grant	3 *3%*	1 *5%*	* *12%*	-	2 *3%*	1 *5%*	3 *3%*	3 *3%*	-	-	-	-	- -	- -	- -	* *21%*	2 *5%*	1 *3%*	- -	- -	1 *2%*	-	- -	3 *5%*
Government Start-up Loans	3 *3%*	* *4%*	- -	-	2 *3%*	* *3%*	3 *3%*	3 *3%*	-	-	-	-	2 *5%*	- -	* *5%*	- -	2 *5%*	* *2%*	- -	- -	* *2%*	-	- -	2 *3%*
Leasing/Hire Purchase (HP)	3 *3%*	- -	* *12%*	-	3 *4%*	* *1%*	3 *3%*	3 *3%*	-	-	-	-	3 *5%*	- -	- -	* *21%*	3 *5%*	* * *</br>	- -	- -	* * *</br>	-	- -	2 *3%*
Mortgage/re-mortgage on home	1 *1%*	1 *5%*	* *12%*	-	- -	1 *5%*	1 *1%*	1 *1%*	-	-	-	-	- -	1 *5%*	- -	* *21%*	- -	1 *3%*	- -	- -	1 *2%*	-	- -	2 *3%*
Family/friends - shares issued	1 *1%*	1 *5%*	- -	-	- -	1 *4%*	1 *1%*	1 *1%*	-	-	-	-	- -	1 *5%*	- -	- -	- -	1 *2%*	- -	- -	1 *2%*	-	- -	1 *2%*
Shares - to other investors	1 *1%*	1 *4%*	- -	-	- -	1 *4%*	1 *1%*	1 *1%*	-	-	-	-	- -	1 *4%*	- -	- -	- -	1 *2%*	- -	- -	1 *2%*	-	- -	1 *2%*
Shares - to business angels	- -	- -	- -	-	- -	- -	- -	- -	-	-	-	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -
Shares - to venture capitalists	- -	- -	- -	-	- -	- -	- -	- -	-	-	-	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -
Other	5 *6%*	2 *11%*	* *33%*	-	3 *4%*	2 *12%*	5 *6%*	5 *6%*	-	-	-	-	3 *6%*	1 *4%*	1 *10%*	* *58%*	3 *6%*	1 *4%*	- -	- -	2 *5%*	-	* *100%*	6 *10%*
None needed	8 *9%*	* *3%*	- -	-	8 *10%*	* *2%*	8 *9%*	8 *9%*	-	-	-	-	5 *9%*	3 *19%*	- -	- -	5 *9%*	3 *10%*	- -	- -	3 *8%*	-	- -	4 *6%*
Don't know	1 *1%*	1 *4%*	- -	-	- -	1 *4%*	1 *1%*	1 *1%*	-	-	-	-	- -	1 *4%*	- -	- -	- -	1 *2%*	- -	- -	1 *2%*	-	- -	1 *2%*
Refused	- -	- -	- -	-	- -	- -	- -	- -	-	-	-	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -
1 mention	55 ***60%***	7 ***48%***	1 ***55%***	-	48 ***63%***	7 ***48%***	55 ***60%***	55 ***60%***	-	-	-	-	34 ***65%***	5 ***37%***	8 ***76%***	* ***21%***	38 ***72%***	16 ***51%***	1 ***57%***	- -	16 ***49%***	-	- -	35 ***56%***
2-3 mentions	26 ***29%***	5 ***37%***	* ***33%***	-	21 ***27%***	6 ***36%***	26 ***29%***	26 ***29%***	-	-	-	-	13 ***25%***	5 ***35%***	2 ***24%***	* ***58%***	10 ***19%***	10 ***32%***	* ***43%***	3 ***100%***	12 ***37%***	-	* ***100%***	19 ***31%***
4-5 mentions	- -	- -	- -	-	- -	- -	- -	- -	-	-	-	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -
6 or more mentions	1 ***2%***	1 ***9%***	* ***12%***	-	- -	1 ***9%***	1 ***2%***	1 ***2%***	-	-	-	-	- -	1 ***5%***	- -	* ***21%***	- -	1 ***5%***	- -	- -	1 ***4%***	-	- -	3 ***5%***
Mean number of mentions	1.4	1.9	2.0	-	1.3	1.9	1.4	1.4	-	-	-	-	1.2	1.6	1.4	2.8	1.2	1.6	1.4	2.0	1.6	-	2.0	1.6
Family/friends	15 ***16%***	4 ***31%***	* ***12%***	-	10 ***14%***	5 ***30%***	15 ***16%***	15 ***16%***	-	-	-	-	8 ***16%***	4 ***29%***	2 ***19%***	* ***21%***	5 ***10%***	9 ***29%***	1 ***100%***	- -	8 ***25%***	-	- -	12 ***19%***
Shares	1 ***1%***	1 ***4%***	- -	-	- -	1 ***4%***	1 ***1%***	1 ***1%***	-	-	-	-	- -	1 ***4%***	- -	- -	- -	1 ***2%***	- -	- -	1 ***2%***	-	- -	1 ***2%***
Bank finance	18 ***20%***	4 ***28%***	* ***34%***	-	14 ***18%***	4 ***29%***	18 ***20%***	18 ***20%***	-	-	-	-	8 ***15%***	4 ***32%***	2 ***18%***	* ***21%***	3 ***5%***	10 ***32%***	- -	3 ***100%***	12 ***37%***	-	- -	14 ***23%***
Non-bank finance	82 ***90%***	13 ***91%***	1 ***78%***	-	69 ***90%***	14 ***90%***	82 ***90%***	82 ***90%***	-	-	-	-	47 ***91%***	10 ***73%***	10 ***100%***	1 ***100%***	48 ***91%***	27 ***86%***	1 ***100%***	3 ***100%***	29 ***88%***	-	* ***100%***	55 ***89%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 38

A3. What sources of finance were used to establish your business? Please mention all that apply.

Base : All who started business in the last two years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	62	9	10	17	15	11	38	10	48	9	3	20	31	16	13	18	19	25	23	39	3	24	20	10	4	-	34	62
Weighted Total	91*	7**	20**	23**	22**	19**	50**	13**	71*	15**	1**	28**	45**	26**	17**	25**	34**	32**	26**	65**	3**	40**	23**	19**	4**	-**	47**	62*
Effective Base	41	5	8	10	10	9	24	6	32	7	3	12	20	12	8	12	14	14	14	27	2	17	12	8	2	-	21	62
Personal savings	64 *70%*	6 *84%*	12 *58%*	18 *79%*	19 *87%*	9 *46%*	39 *79%*	7 *57%*	47 *66%*	13 *83%*	1 *65%*	17 *60%*	30 *66%*	20 *78%*	11 *64%*	15 *60%*	23 *66%*	26 *82%*	19 *73%*	45 *69%*	3 *100%*	26 *65%*	16 *70%*	13 *71%*	4 *87%*	- -	33 *72%*	44 *71%*
Credit card	12 *14%*	- -	8 *39%*	4 *17%*	- -	1 *3%*	7 *13%*	1 *4%*	10 *14%*	3 *17%*	- -	9 *32%*	7 *14%*	- -	3 *19%*	3 *11%*	7 *19%*	3 *10%*	4 *17%*	8 *12%*	- -	5 *13%*	4 *19%*	3 *14%*	- -	- -	7 *15%*	6 *10%*
Family/friends - gift	10 *10%*	- -	5 *26%*	1 *6%*	3 *13%*	- -	7 *14%*	- -	7 *10%*	3 *17%*	- -	4 *14%*	10 *21%*	- -	- -	6 *22%*	3 *10%*	1 *2%*	4 *16%*	5 *8%*	* *17%*	3 *8%*	4 *16%*	3 *14%*	- -	- -	6 *14%*	6 *10%*
Family/friends - loan	9 *9%*	* *2%*	3 *13%*	3 *14%*	2 *11%*	- -	8 *16%*	- -	5 *7%*	3 *22%*	- -	1 *5%*	4 *10%*	1 *3%*	3 *20%*	4 *15%*	3 *10%*	1 *5%*	5 *20%*	3 *5%*	- -	3 *7%*	5 *22%*	- -	1 *15%*	- -	6 *12%*	8 *13%*
Loan from bank/building society/finance company	6 *7%*	* *7%*	- -	2 *10%*	* *2%*	3 *15%*	5 *9%*	1 *4%*	5 *8%*	1 *4%*	- -	3 *9%*	2 *5%*	* *2%*	3 *20%*	1 *5%*	1 *3%*	4 *12%*	3 *12%*	3 *5%*	- -	- -	3 *13%*	2 *13%*	1 *13%*	- -	6 *13%*	9 *15%*
Directors loan	6 *6%*	* *7%*	- -	3 *12%*	- -	2 *13%*	6 *11%*	- -	6 *8%*	- -	- -	4 *16%*	5 *10%*	1 *3%*	- -	1 *4%*	4 *11%*	1 *2%*	2 *8%*	3 *5%*	- -	* *1%	2 *9%*	2 *13%*	1 *15%*	- -	5 *11%*	7 *11%*
Inheritance/redundancy/ windfall	5 *5%*	- -	- -	- -	5 *22%*	- -	- -	5 *38%*	5 *7%*	- -	- -	- -	5 *11%*	- -	- -	2 *9%*	- -	2 *8%*	- -	5 *7%*	- -	- -	- -	5 *25%*	- -	- -	5 *10%*	2 *3%*
Government or local Government grant	3 *3%*	* *2%*	- -	1 *3%*	2 *11%*	- -	1 *2%*	2 *19%*	3 *4%*	- -	- -	1 *2%*	3 *7%*	- -	- -	- -	- -	3 *10%*	1 *3%*	2 *4%*	- -	- -	1 *3%*	2 *13%*	- -	- -	3 *7%*	3 *5%*
Government Start-up Loans	3 *3%*	- -	- -	- -	* *2%*	2 *13%*	* *1%	2 *19%*	3 *4%*	- -	- -	3 *10%*	- -	3 *11%*	- -	2 *10%*	- -	* *2%	3 *11%*	- -	- -	- -	3 *13%*	- -	- -	- -	3 *6%*	2 *3%*
Leasing/Hire Purchase (HP)	3 *3%*	* *2%	3 *13%*	- -	- -	- -	* *	- -	3 *4%*	- -	- -	- -	- -	- -	- -	- -	3 *8%*	* *	* *	3 *4%*	- -	3 *7%	* *1%	- -	- -	- -	* *	2 *3%*
Mortgage/re-mortgage on home	1 *1%*	* *2%	- -	1 *3%*	- -	- -	1 *2%	- -	1 *1%	- -	- -	- -	1 *1%	- -	- -	- -	1 *2%	* *	1 *3%	- -	- -	- -	1 *3%	- -	- -	- -	1 *2%	2 *3%*
Family/friends - shares issued	1 *1%*	- -	- -	1 *3%*	- -	- -	1 *1%	- -	1 *1%	- -	- -	- -	1 *1%	- -	- -	- -	1 *2%	- -	1 *3%	- -	- -	- -	1 *3%	- -	- -	- -	1 *1%	1 *2%*
Shares - to other investors	1 *1%*	- -	1 *3%*	- -	- -	- -	- -	1 *4%*	1 *1%*	- -	- -	- -	1 *1%*	- -	- -	- -	- -	1 *2%*	1 *2%*	- -	- -	- -	1 *2%*	- -	- -	- -	1 *1%*	1 *2%*
Shares - to business angels	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Shares - to venture capitalists	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	5 *6%*	- -	- -	3 *14%*	1 *4%*	1 *5%*	1 *2%*	* *1%	4 *6%*	1 *3%*	* *17%	1 *2%*	3 *7%*	2 *6%*	* *1%	- -	4 *11%*	1 *4%*	* *2%	5 *7%	- -	- -	* *2%	4 *21%	- -	- -	5 *10%*	6 *10%*
None needed	8 *9%*	* *5%	3 *13%*	- -	- -	5 *26%*	- -	3 *24%*	8 *11%*	- -	* *35%	2 *9%*	2 *5%*	2 *9%*	3 *18%*	* *1%	2 *7%	5 *16%*	* *1%	8 *12%*	- -	8 *19%	* *2%	- -	- -	- -	* *1%	4 *6%*
Don't know	1 *1%*	- -	1 *3%*	- -	- -	- -	1 *1%	- -	1 *1%	- -	- -	- -	1 *1%	- -	- -	1 *2%	- -	- -	- -	1 *1%	- -	1 *1%	- -	- -	- -	- -	- -	1 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
1 mention	55 ***60%***	6 ***93%***	9 ***42%***	16 ***69%***	14 ***61%***	11 ***56%***	33 ***67%***	4 ***29%***	39 ***55%***	12 ***75%***	* ***48%***	14 ***48%***	25 ***56%***	22 ***84%***	8 ***45%***	15 ***60%***	25 ***72%***	15 ***48%***	15 ***58%***	40 ***62%***	2 ***83%***	26 ***65%***	12 ***53%***	8 ***43%***	4 ***85%***	- -	24 ***52%***	35 ***56%***
2-3 mentions	26 ***29%***	- -	9 ***42%***	6 ***25%***	9 ***39%***	3 ***18%***	14 ***29%***	6 ***47%***	22 ***32%***	4 ***25%***	* ***17%***	12 ***41%***	16 ***34%***	2 ***6%***	6 ***38%***	9 ***37%***	7 ***19%***	11 ***33%***	10 ***37%***	17 ***26%***	* ***17%***	6 ***15%***	9 ***39%***	11 ***57%***	1 ***15%***	- -	21 ***44%***	19 ***31%***
4-5 mentions	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
6 or more mentions	1 ***2%***	* ***2%***	- -	1 ***6%***	- -	- -	1 ***3%***	- -	1 ***2%***	- -	- -	1 ***2%***	1 ***3%***	- -	- -	- -	1 ***2%***	1 ***2%***	1 ***6%***	- -	- -	- -	1 ***6%***	- -	- -	- -	1 ***3%***	3 ***5%***
Mean number of mentions	1.4	1.1	1.5	1.6	1.5	1.0	1.5	1.5	1.4	1.5	0.8	1.6	1.5	1.0	1.2	1.4	1.4	1.4	1.7	1.3	1.2	1.0	1.8	1.8	1.3	-	1.7	1.6
Family/friends	15 ***16%***	* ***2%***	8 ***39%***	4 ***17%***	3 ***13%***	- -	12 ***24%***	- -	9 ***13%***	6 ***39%***	- -	5 ***16%***	11 ***24%***	1 ***3%***	3 ***20%***	7 ***27%***	7 ***20%***	1 ***5%***	6 ***24%***	9 ***13%***	* ***17%***	6 ***15%***	6 ***25%***	3 ***14%***	1 ***15%***	- -	9 ***20%***	12 ***19%***
Shares	1 ***1%***	- -	1 ***3%***	- -	- -	- -	- -	1 ***4%***	1 ***1%***	- -	- -	- -	1 ***1%***	- -	- -	- -	- -	1 ***2%***	1 ***2%***	- -	- -	- -	1 ***2%***	- -	- -	- -	1 ***1%***	1 ***2%***
Bank finance	18 ***20%***	* ***7%***	8 ***39%***	6 ***26%***	* ***2%***	3 ***15%***	11 ***22%***	1 ***4%***	15 ***21%***	3 ***22%***	- -	11 ***39%***	8 ***18%***	* ***2%***	7 ***39%***	4 ***16%***	7 ***20%***	7 ***22%***	7 ***27%***	11 ***17%***	- -	5 ***13%***	7 ***30%***	5 ***27%***	1 ***13%***	- -	13 ***27%***	14 ***23%***
Non-bank finance	82 ***90%***	6 ***90%***	17 ***84%***	23 ***99%***	22 ***100%***	14 ***74%***	49 ***98%***	10 ***76%***	62 ***88%***	15 ***100%***	1 ***65%***	26 ***91%***	42 ***93%***	24 ***91%***	14 ***80%***	24 ***96%***	31 ***92%***	26 ***83%***	26 ***99%***	57 ***87%***	3 ***100%***	32 ***80%***	23 ***98%***	19 ***100%***	4 ***87%***	- -	46 ***98%***	55 ***89%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 39

A3. What sources of finance were used to establish your business? Please mention all that apply.

Base : All who started business in the last two years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	62	20	27	4	13	11	9	5	17	26	3	10	-	8	7	5	39	14	18	15	16	16	13	17	18	40	62
Weighted Total	91*	23**	36**	4**	16**	14**	9**	2**	19**	33**	2**	14**	-**	11**	6**	2**	57**	18**	33**	13**	17**	26**	14**	21**	22**	60**	62*
Effective Base	41	11	16	3	8	7	4	4	9	15	3	6	-	5	3	4	26	9	14	7	9	11	7	10	10	27	62
Personal savings	64 *70%*	19 *81%*	25 *71%*	4 *85%*	15 *95%*	13 *92%*	8 *90%*	2 *80%*	14 *76%*	22 *68%*	1 *64%*	13 *97%*	-	10 *94%*	5 *94%*	2 *80%*	48 *83%*	12 *65%*	22 *68%*	10 *79%*	15 *93%*	14 *54%*	11 *74%*	14 *68%*	15 *69%*	41 *69%*	44 *71%*
Credit card	12 *14%*	7 *30%*	1 *3%*	1 *27%*	7 *44%*	- -	1 *14%*	1 *47%*	7 *37%*	1 *4%*	1 *64%*	7 *52%*	-	- -	1 *21%*	1 *47%*	6 *11%*	3 *18%*	4 *12%*	3 *24%*	4 *23%*	- -	3 *22%*	3 *15%*	3 *15%*	7 *11%*	6 *10%*
Family/friends - gift	10 *10%*	3 *14%*	4 *10%*	1 *15%*	3 *21%*	1 *5%*	1 *8%*	1 *53%*	3 *18%*	4 *11%*	1 *36%*	3 *25%*	-	1 *6%*	1 *12%*	1 *53%*	1 *1%*	6 *34%*	6 *19%*	- -	3 *20%*	3 *12%*	1 *5%*	* *2%*	1 *5%*	8 *14%*	6 *10%*
Family/friends - loan	9 *9%*	1 *6%*	5 *14%*	- -	1 *5%*	1 *10%*	1 *9%*	1 *26%*	1 *7%*	5 *16%*	- -	1 *5%*	-	1 *13%*	1 *14%*	1 *26%*	3 *6%*	5 *28%*	4 *11%*	1 *11%*	1 *9%*	4 *14%*	1 *10%*	1 *4%*	1 *7%*	7 *12%*	8 *13%*
Loan from bank/building society/finance company	6 *7%*	5 *23%*	6 *16%*	4 *85%*	5 *29%*	4 *27%*	4 *46%*	2 *67%*	5 *28%*	6 *18%*	1 *64%*	4 *29%*	-	3 *30%*	1 *18%*	2 *67%*	5 *9%*	1 *6%*	2 *6%*	4 *33%*	4 *27%*	2 *6%*	2 *14%*	2 *9%*	3 *12%*	4 *6%*	9 *15%*
Directors loan	6 *6%*	1 *6%*	5 *13%*	1 *31%*	1 *5%*	1 *6%*	1 *9%*	1 *53%*	1 *7%*	5 *14%*	1 *72%*	1 *5%*	-	1 *7%*	1 *14%*	1 *53%*	1 *2%*	2 *9%*	4 *11%*	1 *11%*	1 *9%*	4 *14%*	4 *25%*	4 *17%*	4 *20%*	1 *2%*	7 *11%*
Inheritance/redundancy/ windfall	5 *5%*	- -	5 *13%*	- -	- -	5 *35%*	- -	- -	- -	5 *15%*	- -	- -	-	2 *22%*	- -	- -	5 *8%*	- -	5 *15%*	- -	- -	5 *18%*	- -	- -	- -	5 *8%*	2 *3%*
Government or local Government grant	3 *3%*	* *1%*	3 *9%*	- -	* *1%*	3 *23%*	* *1%*	1 *26%*	- -	3 *10%*	- -	- -	-	3 *29%*	* *2%*	1 *26%*	3 *5%*	- -	3 *9%*	* *1%	* *1%	3 *12%*	1 *6%*	* *1%	1 *4%*	2 *4%*	3 *5%*
Government Start-up Loans	3 *3%*	3 *12%*	* *1%	- -	* *3%	* *4%	* *6%	* *20%	3 *15%*	* *2%	- -	- -	-	- -	- -	* *20%	* *1%	- -	2 *7%	* *4%	* *3%	2 *9%	* *4%	* *2%	* *2%	- -	2 *3%*
Leasing/Hire Purchase (HP)	3 *3%*	* *1%	* *	- -	* *1%	* *1%	* *1%	- -	- -	* *	- -	- -	-	* *1%	* *2%	- -	3 *5%*	- -	- -	* *1%	* *1%	- -	* *1%	* *1%	* *1%	- -	2 *3%*
Mortgage/re-mortgage on home	1 *1%*	1 *3%*	1 *2%*	1 *15%*	1 *5%*	* *1%	1 *9%*	1 *26%*	1 *3%*	1 *2%*	1 *36%*	1 *5%*	-	* *1%	1 *14%*	1 *26%*	- -	1 *4%*	1 *2%*	* *1%	1 *5%*	- -	* *1%	* *1%	* *1%	1 *1%*	2 *3%*
Family/friends - shares issued	1 *1%*	1 *3%*	1 *2%*	1 *15%*	1 *4%*	- -	1 *8%*	1 *26%*	1 *3%*	1 *2%*	1 *36%*	1 *5%*	-	- -	1 *12%*	1 *26%*	- -	1 *4%*	1 *2%*	- -	1 *4%*	- -	- -	- -	- -	1 *1%*	1 *2%*
Shares - to other investors	1 *1%*	1 *2%*	- -	- -	- -	- -	- -	- -	1 *3%*	- -	- -	- -	-	- -	- -	- -	1 *1%*	- -	1 *2%*	- -	1 *3%*	- -	- -	- -	- -	1 *1%*	1 *2%*
Shares - to business angels	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Shares - to venture capitalists	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	5 *6%*	1 *3%*	4 *11%*	- -	1 *4%*	1 *5%*	1 *8%*	1 *27%*	1 *4%*	4 *12%*	- -	* *1%	-	* *2%	* *3%	1 *27%*	2 *3%*	- -	3 *10%*	1 *9%*	1 *4%*	4 *15%*	1 *8%*	1 *6%*	1 *5%*	4 *6%*	6 *10%*
None needed	8 *9%*	* *2%	* *1%	- -	- -	- -	- -	- -	* *2%	* *1%	- -	- -	-	- -	- -	- -	8 *14%*	- -	- -	* *3%	* *2%	- -	* *3%	3 *13%*	3 *13%*	5 *9%*	4 *6%*
Don't know	1 *1%*	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	1 *1%*	1 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
1 mention	55 ***60%***	10 ***44%***	21 ***59%***	- -	5 ***31%***	5 ***37%***	4 ***41%***	- -	6 ***31%***	18 ***55%***	- -	3 ***24%***	-	5 ***47%***	4 ***62%***	- -	31 ***55%***	12 ***63%***	20 ***60%***	5 ***35%***	7 ***44%***	17 ***65%***	8 ***57%***	12 ***57%***	12 ***55%***	36 ***60%***	35 ***56%***
2-3 mentions	26 ***29%***	12 ***51%***	13 ***36%***	4 ***85%***	10 ***64%***	8 ***57%***	4 ***50%***	1 ***47%***	12 ***63%***	13 ***40%***	1 ***64%***	10 ***71%***	-	5 ***46%***	1 ***24%***	1 ***47%***	17 ***30%***	6 ***34%***	12 ***36%***	8 ***62%***	8 ***50%***	9 ***32%***	5 ***35%***	6 ***29%***	6 ***29%***	18 ***29%***	19 ***31%***
4-5 mentions	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
6 or more mentions	1 ***2%***	1 ***3%***	1 ***4%***	1 ***15%***	1 ***5%***	1 ***6%***	1 ***9%***	1 ***53%***	1 ***3%***	1 ***4%***	1 ***36%***	1 ***5%***	-	1 ***7%***	1 ***14%***	1 ***53%***	1 ***1%***	1 ***4%***	1 ***4%***	* ***1%***	1 ***5%***	1 ***2%***	1 ***6%***	* ***1%***	1 ***4%***	3 ***5%***
Mean number of mentions	1.4	1.9	1.7	2.7	2.2	2.1	2.1	4.5	2.0	1.7	3.7	2.2	-	2.1	2.0	4.5	1.4	1.7	1.7	1.7	2.0	1.5	1.7	1.3	1.4	1.4	1.6
Family/friends	15 ***16%***	5 ***20%***	6 ***16%***	1 ***15%***	4 ***26%***	1 ***10%***	1 ***17%***	1 ***53%***	5 ***25%***	6 ***18%***	1 ***36%***	4 ***30%***	-	1 ***13%***	1 ***26%***	1 ***53%***	3 ***6%***	9 ***48%***	7 ***21%***	1 ***11%***	5 ***29%***	4 ***14%***	1 ***10%***	1 ***6%***	2 ***9%***	13 ***22%***	12 ***19%***
Shares	1 ***1%***	1 ***2%***	- -	- -	- -	- -	- -	- -	1 ***3%***	- -	- -	- -	-	- -	- -	- -	1 ***1%***	- -	1 ***2%***	- -	1 ***3%***	- -	- -	- -	- -	1 ***1%***	1 ***2%***
Bank finance	18 ***20%***	12 ***51%***	7 ***18%***	4 ***100%***	11 ***70%***	4 ***27%***	5 ***53%***	2 ***93%***	12 ***63%***	7 ***20%***	2 ***100%***	10 ***77%***	-	3 ***30%***	2 ***29%***	2 ***93%***	11 ***19%***	4 ***24%***	5 ***16%***	7 ***57%***	8 ***47%***	2 ***6%***	5 ***36%***	5 ***24%***	6 ***27%***	10 ***16%***	14 ***23%***
Non-bank finance	82 ***90%***	23 ***96%***	35 ***98%***	4 ***100%***	16 ***98%***	14 ***100%***	8 ***96%***	2 ***100%***	18 ***95%***	32 ***98%***	2 ***100%***	13 ***97%***	-	11 ***100%***	5 ***94%***	2 ***100%***	49 ***86%***	18 ***98%***	33 ***100%***	12 ***93%***	16 ***96%***	26 ***99%***	14 ***97%***	18 ***87%***	19 ***87%***	54 ***90%***	55 ***89%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 40

A3. What sources of finance were used to establish your business? Please mention all that apply.

Base : All who started business in the last two years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	62	32	28	39	22	11	5	2	62	-	-	62
Weighted Total	91*	40**	38**	53**	36**	13**	5**	2**	91*	-**	-**	62*
Effective Base	41	19	18	25	15	7	3	2	41	-	-	62
Personal savings	64 *70%*	30 *75%*	24 *63%*	38 *72%*	24 *65%*	9 *70%*	2 *39%*	2 *100%*	64 *70%*	- -	- -	44 *71%*
Credit card	12 *14%*	10 *24%*	7 *18%*	10 *18%*	3 *7%*	1 *5%*	1 *14%*	1 *27%*	12 *14%*	- -	- -	6 *10%*
Family/friends - gift	10 *10%*	4 *10%*	7 *18%*	7 *13%*	3 *7%*	1 *10%*	1 *14%*	1 *27%*	10 *10%*	- -	- -	6 *10%*
Family/friends - loan	9 *9%*	3 *7%*	4 *12%*	5 *10%*	3 *10%*	1 *5%*	- -	- -	9 *9%*	- -	- -	8 *13%*
Loan from bank/building society/finance company	6 *7%*	6 *14%*	3 *8%*	6 *11%*	* *1%*	1 *5%*	- -	- -	6 *7%*	- -	- -	9 *15%*
Directors loan	6 *6%*	5 *13%*	5 *13%*	5 *10%*	* *1%*	2 *13%*	1 *14%*	1 *27%*	6 *6%*	- -	- -	7 *11%*
Inheritance/redundancy/ windfall	5 *5%*	2 *6%*	2 *6%*	2 *5%*	2 *7%*	- -	- -	- -	5 *5%*	- -	- -	2 *3%*
Government or local Government grant	3 *3%*	1 *2%*	1 *2%*	1 *1%*	3 *7%*	1 *5%*	- -	- -	3 *3%*	- -	- -	3 *5%*
Government Start-up Loans	3 *3%*	3 *7%*	3 *8%*	3 *6%*	- -	- -	2 *53%*	- -	3 *3%*	- -	- -	2 *3%*
Leasing/Hire Purchase (HP)	3 *3%*	3 *7%*	- -	3 *5%*	* *	- -	- -	- -	3 *3%*	- -	- -	2 *3%*
Mortgage/re-mortgage on home	1 *1%*	1 *2%*	1 *2%*	1 *1%*	* *	1 *5%*	1 *14%*	1 *27%*	1 *1%*	- -	- -	2 *3%*
Family/friends - shares issued	1 *1%*	1 *2%*	1 *2%*	1 *1%*	- -	1 *5%*	1 *14%*	1 *27%*	1 *1%*	- -	- -	1 *2%*
Shares - to other investors	1 *1%*	- -	- -	- -	1 *2%*	- -	- -	- -	1 *1%*	- -	- -	1 *2%*
Shares - to business angels	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Shares - to venture capitalists	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	5 *6%*	1 *3%*	1 *3%*	1 *3%*	4 *10%*	3 *25%*	- -	- -	5 *6%*	- -	- -	6 *10%*
None needed	8 *9%*	3 *8%*	5 *14%*	5 *10%*	2 *7%*	* *3%*	* *8%*	- -	8 *9%*	- -	- -	4 *6%*
Don't know	1 *1%*	- -	- -	- -	1 *2%*	- -	- -	- -	1 *1%*	- -	- -	1 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
1 mention	**55** ***60%***	**19** ***47%***	**16** ***43%***	**26** ***49%***	**27** ***74%***	**11** ***87%***	**4** ***78%***	**2** ***73%***	**55** ***60%***	**-** **-**	**-** **-**	**35** ***58%***
2-3 mentions	**26** ***29%***	**17** ***42%***	**15** ***39%***	**20** ***38%***	**6** ***17%***	**-** **-**	**-** **-**	**-** **-**	**26** ***29%***	**-** **-**	**-** **-**	**19** ***31%***
4-5 mentions	**-** **-**	**-** **-**	**-** **-**	**-** **-**	**-** **-**	**-** **-**	**-** **-**	**-** **-**	**-** **-**	**-** **-**	**-** **-**	**-** **-**
6 or more mentions	**1** *2%*	**1** *3%*	**1** *3%*	**1** *2%*	* *	**1** *10%*	**1** *14%*	**1** *27%*	**1** *2%*	**-** -	**-** -	**3** *5%*
Mean number of mentions	**1.4**	**1.7**	**1.6**	**1.5**	**1.2**	**1.5**	**1.6**	**2.4**	**1.4**	**-**	**-**	**1.6**
Family/friends	**15** ***16%***	**6** ***15%***	**8** ***22%***	**9** ***17%***	**6** ***17%***	**1** ***10%***	**1** ***14%***	**1** ***27%***	**15** ***16%***	**-** **-**	**-** **-**	**12** ***19%***
Shares	**1** ***1%***	**-** **-**	**-** **-**	**-** **-**	**1** ***2%***	**-** **-**	**-** **-**	**-** **-**	**1** ***1%***	**-** **-**	**-** **-**	**1** ***2%***
Bank finance	**18** ***20%***	**15** ***37%***	**9** ***25%***	**15** ***28%***	**3** ***9%***	**1** ***10%***	**1** ***14%***	**1** ***27%***	**18** ***20%***	**-** **-**	**-** **-**	**14** ***23%***
Non-bank finance	**82** ***90%***	**37** ***92%***	**33** ***86%***	**47** ***89%***	**33** ***91%***	**13** ***97%***	**4** ***92%***	**2** ***100%***	**82** ***90%***	**-** **-**	**-** **-**	**55** ***89%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A4a. How confident would you say you are in your abilities for the following...?

Assessing the advantages and disadvantages of different finance products offered by your own bank

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Not at all confident	134 **9%abcoq**	20 **6%bc**	2 *3%*	* *1%*	113 **10%bce**	21 **6%bc**	4 *5%*	18 *7%*	16 *6%*	44 *10%*	100 *10%*	56 *10%*	74 *11%*	32 *7%*	13 *9%*	5 *6%*	88 *10%*	31 *6%*	6 *10%*	7 *12%*	31 *7%*	* *1%*	1 *6%*	94 *6%*
Somewhat unconfident	111 **7%bc**	22 *7%c*	2 *4%*	* *1%*	87 **7%c**	24 **7%bc**	13 **14%il**	27 *11%*	20 *7%*	22 *5%*	64 *6%*	42 *7%*	52 *8%*	42 *9%*	14 *9%*	3 *4%*	79 *9%*	26 *5%*	1 *2%*	4 *7%*	25 *5%*	* *	1 *7%*	92 *6%*
Neither confident nor unconfident	217 **14%abch**	35 *12%*	5 *9%*	1 *9%*	176 **15%b**	41 *11%*	21 **24%h**	47 **18%h**	23 *8%*	60 *14%*	146 **15%h**	86 **15%h**	115 *17%*	61 *13%*	16 *11%*	9 *11%*	132 *15%*	63 *13%*	12 *19%*	6 *10%*	60 *13%*	2 *14%*	5 *23%*	180 *12%*
Somewhat confident	626 *41%*	132 **44%z**	28 **49%zcde**	4 *38%*	463 *40%*	164 **44%c**	32 *35%*	90 *36%*	145 **51%zgjk**	171 *40%*	390 *39%*	219 *39%*	280 *42%*	190 *40%*	52 *35%*	31 *39%*	343 *38%*	219 **45%z**	27 *43%*	26 *43%*	210 *45%*	6 *45%*	6 *30%*	662 *43%*
Very confident	410 **27%l**	88 **29%z**	19 **34%zd**	5 **50%zabde**	299 *26%*	112 *30%*	18 *19%*	67 *26%*	76 *27%*	118 *28%*	265 *27%*	146 *26%*	122 *18%*	143 **30%l**	50 **34%l**	32 **40%ilm**	225 *25%*	137 *28%*	16 *26%*	16 *27%*	134 *28%*	6 *41%*	7 *35%*	479 *31%*
Don't know	29 *2%*	5 *2%*	1 *1%*	* *1%*	23 *2%*	6 *2%*	3 *4%*	4 *2%*	3 *1%*	7 *2%*	21 *2%*	15 *3%*	15 *2%*	6 *1%*	4 *3%*	* *	18 *2%*	10 *2%*	- -	1 *1%*	9 *2%*	- -	- -	23 *1%*
Refused	7 *a	1 *	- -	* **1%b**	7 *1%*	1 *	- -	- -	2 *1%*	3 *1%*	5 *1%*	2 *	4 *1%*	- -	- -	* *	7 *1%*	1 *	- -	- -	1 *	- -	- -	5 *
Unconfident	**245** **16%abcoqt**	**41** **14%bc**	**4** ***7%***	* ***3%***	**200** **17%bce**	**46** **12%bc**	**17** ***19%***	**45** ***18%***	**36** ***13%***	**66** ***16%***	**164** ***16%***	**97** ***17%***	**125** **19%o**	**74** ***16%***	**27** ***18%***	**8** ***10%***	**167** **19%qt**	**57** ***12%***	**7** ***12%***	**11** ***19%***	**56** ***12%***	* ***1%***	**3** ***13%***	**186** ***12%***
Confident	**1036** **68%lp**	**220** **73%zd**	**47** **83%zade**	**8** **87%zade**	**761** ***65%***	**275** **75%ad**	**49** ***54%***	**157** ***62%***	**221** **78%zfgjk**	**290** ***68%***	**655** ***66%***	**365** ***65%***	**402** ***61%***	**333** **70%l**	**102** ***69%***	**62** **79%zl**	**567** ***64%***	**356** **73%zp**	**42** ***69%***	**43** ***70%***	**344** **73%zp**	**12** ***85%***	**13** ***64%***	**1141** ***74%***
Net confident	**-791** ***-52%***	**-179** ***-59%***	**-43** ***-76%***	**-8** ***-85%***	**-561** ***-48%***	**-230** ***-62%***	**-32** ***-35%***	**-112** ***-44%***	**-185** ***-65%***	**-223** ***-52%***	**-491** ***-50%***	**-268** ***-47%***	**-277** ***-42%***	**-259** ***-55%***	**-75** ***-51%***	**-55** ***-69%***	**-400** ***-45%***	**-299** ***-61%***	**-35** ***-57%***	**-31** ***-52%***	**-288** ***-61%***	**-12** ***-84%***	**-10** ***-51%***	**-955** ***-62%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 42

A4a. How confident would you say you are in your abilities for the following...?

Assessing the advantages and disadvantages of different finance products offered by your own bank

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Not at all confident	134 9%qvA	13 11%	24 9%	31 11%	36 7%	30 9%	81 9%	13 7%	39 7%	60 8%	24 14%	9 6%	34 8%	59 8%	28 8%	67 20%zpq	33 7%	34 5%	28 7%	105 10%	14 15%r	49 11%w	15 4%	18 12%wA	13 7%	30 11%w	46 7%w	94 6%
Somewhat unconfident	111 7%dmq	8 7%	25 9%	17 6%	23 5%	38 11%zd	63 7%	13 7%	42 7%	57 8%	9 5%	11 7%	52 13%zmn	30 4%	22 6%	39 11%zq	44 10%q	29 4%	26 6%	83 8%	8 9%	30 6%	18 5%	15 10%	10 5%	29 10%	42 6%	92 6%
Neither confident nor unconfident	217 14%	16 13%	41 15%	31 11%	79 16%	51 15%	112 13%	20 10%	74 13%	107 15%	28 16%	20 13%	55 13%	100 15%	55 15%	48 14%	81 18%	88 12%	55 13%	162 15%	18 20%	72 15%	37 11%	18 12%	40 21%wA	39 14%	95 14%w	180 12%
Somewhat confident	626 41%osu	54 43%	113 41%	104 36%	206 41%	150 44%	374 44%	75 38%	230 41%	302 42%	75 42%	54 35%	153 37%	297 43%	162 44%	106 31%	190 41%o	331 45%zo	208 48%zs	418 38%	41 46%	159 34%	167 49%zu	66 46%	78 39%	113 40%	311 46%zu	662 43%
Very confident	410 27%eot	29 23%	66 24%	101 35%ze	150 30%e	64 19%	211 25%	75 38%zf	164 29%	178 25%	42 24%	53 35%	110 27%	190 28%	96 26%	69 20%	104 23%	236 32%zop	108 25%t	302 27%t	8 9%	144 31%	100 29%	27 19%	50 26%	60 21%	178 26%	479 31%
Don't know	29 2%	2 1%	4 1%	8 3%	12 2%	4 1%	11 1%	* *	13 2%	13 2%	- -	7 4%	5 1%	11 2%	6 2%	5 2%	5 1%	18 2%	6 1%	23 2%	- -	9 2%	6 2%	1 *	4 2%	9 3%	10 2%	23 1%
Refused	7 *	2 1%	1 *	- -	2 *	2 1%	2 *	2 1%	2 *	5 1%	- -	- -	- -	5 1%	- -	5 2%	* *	2 *	- -	7 1%	- -	4 1%	- -	- -	1 *	2 1%	1 *	5 *
Unconfident	**245** **16%dmqvA**	**22** ***17%***	**49** ***18%***	**48** ***16%***	**59** ***12%***	**69** **20%id**	**143** ***17%***	**26** ***13%***	**81** ***14%***	**117** ***16%***	**34** ***19%***	**19** ***13%***	**86** **21%zm**	**89** ***13%***	**50** ***14%***	**106** **31%zpq**	**77** **17%q**	**63** ***9%***	**54** ***13%***	**188** ***17%***	**22** **25%r**	**80** **17%w**	**33** ***10%***	**33** **23%wA**	**23** ***12%***	**59** **21%wA**	**88** **13%w**	**186** ***12%***
Confident	**1036** **68%o**	**83** ***67%***	**179** ***66%***	**205** ***70%***	**356** ***70%***	**214** ***63%***	**585** ***68%***	**150** ***76%***	**395** ***70%***	**480** ***66%***	**118** ***66%***	**107** ***70%***	**264** ***64%***	**487** ***70%***	**258** ***70%***	**175** ***51%***	**294** **64%o**	**568** **77%zop**	**316** **73%zst**	**720** ***65%***	**49** ***55%***	**303** ***65%***	**267** **78%zuwxyA**	**94** ***65%***	**128** ***65%***	**172** ***61%***	**488** **72%zy**	**1141** ***74%***
Net confident	**-791** ***-52%***	**-62** ***-50%***	**-130** ***-48%***	**-157** ***-54%***	**-297** ***-59%***	**-145** ***-43%***	**-442** ***-52%***	**-124** ***-63%***	**-314** ***-56%***	**-363** ***-50%***	**-84** ***-47%***	**-88** ***-57%***	**-178** ***-43%***	**-398** ***-58%***	**-208** ***-56%***	**-69** ***-20%***	**-217** ***-48%***	**-505** ***-68%***	**-262** ***-61%***	**-532** ***-48%***	**-27** ***-31%***	**-223** ***-48%***	**-234** ***-69%***	**-61** ***-42%***	**-105** ***-53%***	**-113** ***-40%***	**-400** ***-59%***	**-955** ***-62%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 43

A4a. How confident would you say you are in your abilities for the following...?

Assessing the advantages and disadvantages of different finance products offered by your own bank

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Not at all confident	134 **9%aflnknp**	33 **6%l**	32 **6%l**	2 *4%*	17 *5%*	7 *6%*	6 *3%*	1 *2%*	26 *5%*	32 **7%n**	1 *3%*	12 *4%*	1 *12%*	4 *5%*	6 *3%*	1 *3%*	42 *4%*	74 **25%zp**	33 *8%*	12 *5%*	25 *8%*	20 *6%*	22 *8%*	25 *9%*	25 *8%*	109 *9%*	94 *6%*
Somewhat unconfident	111 **7%ps**	33 *6%*	37 *7%*	4 *8%*	19 *6%*	7 *6%*	16 *7%*	1 *3%*	32 *6%*	34 *7%*	1 *3%*	18 *6%*	- -	3 *4%*	16 *7%*	1 *3%*	39 *4%*	53 **18%zp**	32 *8%*	8 *3%*	19 *6%*	23 *6%*	10 *4%*	19 **7%w**	20 **6%w**	89 *7%*	92 *6%*
Neither confident nor unconfident	217 **14%p**	79 *15%*	65 *13%*	9 *20%*	40 *13%*	9 *8%*	27 *12%*	4 *14%*	77 **15%m**	56 *12%*	8 *22%*	39 *14%*	- -	6 *7%*	24 *11%*	4 *13%*	112 *11%*	46 *16%*	53 *13%*	38 *16%*	37 *13%*	54 *15%*	54 **20%zy**	48 *18%*	57 *18%*	155 *13%*	180 *12%*
Somewhat confident	626 **41%q**	246 **45%z**	219 *43%*	14 *30%*	142 *46%*	46 *41%*	100 *46%*	16 *50%*	237 **46%z**	204 *42%*	10 *27%*	132 *46%*	1 *15%*	34 *39%*	97 *46%*	14 *48%*	429 **43%q**	92 *32%*	185 *45%*	111 *46%*	121 *41%*	175 **48%z**	93 *35%*	102 *38%*	119 *38%*	498 *42%*	662 *43%*
Very confident	410 **27%q**	149 *28%*	150 *29%*	18 *39%*	90 *29%*	41 **37%z**	70 *32%*	10 *31%*	142 *28%*	149 *31%*	17 *45%*	85 *30%*	3 *73%*	37 **42%zhlk**	68 *32%*	10 *33%*	351 **35%zq**	24 *8%*	101 *24%*	71 *29%*	89 *30%*	87 *24%*	74 *28%*	72 *26%*	82 *26%*	317 *27%*	479 *31%*
Don't know	29 **2%ahy**	2 *	9 **2%ad**	- -	1 *	2 *2%*	1 *1%*	- -	1 *	9 **2%hk**	- -	1 *	- -	2 **3%h**	1 *1%*	- -	18 *2%*	3 *1%*	8 *2%*	2 *1%*	2 *1%*	5 *1%*	11 **4%zwy**	4 *1%*	13 **4%zwy**	13 *1%*	23 *1%*
Refused	7 *	- -	1 *	- -	- -	- -	1 *	- -	- -	1 *	- -	- -	- -	- -	1 *	- -	2 *	- -	- -	- -	- -	1 *	- -	- -	- -	7 *1%*	5 *
Unconfident	**245** **16%aflnknps**	**65** ***12%***	**69** ***13%***	**5** ***11%***	**36** ***12%***	**13** ***12%***	**22** ***10%***	**2** ***5%***	**58** ***11%***	**66** ***14%***	**2** ***6%***	**30** ***11%***	**1** ***12%***	**8** ***9%***	**22** ***10%***	**2** ***6%***	**81** ***8%***	**127** **43%zp**	**65** **16%s**	**20** ***8%***	**44** ***15%***	**44** ***12%***	**33** ***12%***	**44** **16%wx**	**45** ***14%***	**198** ***17%***	**186** ***12%***
Confident	**1036** **68%q**	**396** **73%z**	**369** **72%z**	**32** ***69%***	**232** **75%z**	**87** **78%z**	**170** **77%zb**	**25** ***81%***	**379** **74%z**	**353** **73%z**	**27** ***72%***	**217** **76%z**	**4** ***88%***	**71** **82%zi**	**164** **77%z**	**24** ***81%***	**780** **79%zq**	**116** ***40%***	**286** ***69%***	**182** **75%z**	**209** ***72%***	**263** ***72%***	**168** ***63%***	**174** ***64%***	**201** ***64%***	**816** ***69%***	**1141** ***74%***
Net confident	**-791** ***-52%***	**-330** ***-61%***	**-300** ***-58%***	**-27** ***-57%***	**-196** ***-64%***	**-74** ***-66%***	**-148** ***-67%***	**-24** ***-75%***	**-321** ***-62%***	**-287** ***-59%***	**-25** ***-65%***	**-187** ***-65%***	**-3** ***-75%***	**-63** ***-73%***	**-143** ***-67%***	**-22** ***-75%***	**-699** ***-70%***	**11** ***4%***	**-221** ***-54%***	**-162** ***-67%***	**-166** ***-57%***	**-219** ***-60%***	**-135** ***-51%***	**-130** ***-48%***	**-156** ***-49%***	**-618** ***-52%***	**-955** ***-62%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 44

A4a. How confident would you say you are in your abilities for the following...?

Assessing the advantages and disadvantages of different finance products offered by your own bank

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Not at all confident	134	32	28	45	87	20	5	14	14	30	90	94
	9%	*7%*	*8%*	*7%*	*9%*	*6%*	*8%*	**17%e**	*8%*	*7%*	*10%*	*6%*
Somewhat unconfident	111	29	20	34	74	23	7	6	25	29	57	92
	7%	*6%*	*6%*	*6%*	*8%*	*7%*	*10%*	*7%*	**13%zj**	*7%*	*6%*	*6%*
Neither confident nor unconfident	217	58	49	84	130	43	4	4	40	46	130	180
	14%	*13%*	*14%*	*14%*	*14%*	*13%*	*6%*	*5%*	**21%zi**	*11%*	*14%*	*12%*
Somewhat confident	626	180	124	225	396	154	37	42	63	175	389	662
	41%	*39%*	*35%*	*38%*	*43%*	*47%*	*55%*	*50%*	*34%*	*41%*	*42%*	*43%*
Very confident	410	151	115	194	211	80	13	16	39	133	235	479
	27%d	**33%zd**	**33%zd**	**32%zd**	*23%*	*24%*	*19%*	*19%*	*21%*	*31%*	*25%*	*31%*
Don't know	29	10	13	16	13	4	1	-	4	9	16	23
	2%	*2%*	**4%z**	*3%*	*1%*	*1%*	*2%*	-	*2%*	*2%*	*2%*	*1%*
Refused	7	1	1	1	4	5	-	2	-	2	5	5
	*	*	*	*	*	*1%*	-	*2%*	-	*	*1%*	*
Unconfident	**245**	**61**	**48**	**79**	**161**	**44**	**12**	**20**	**39**	**59**	**147**	**186**
	16%	***13%***	***14%***	***13%***	***18%***	***13%***	***17%***	***24%***	***21%***	***14%***	***16%***	***12%***
Confident	**1036**	**331**	**239**	**420**	**607**	**234**	**50**	**58**	**102**	**308**	**623**	**1141**
	68%h	***72%***	***68%***	***70%***	***66%***	***71%***	***74%***	***69%***	***55%***	**73%zh**	**68%h**	***74%***
Net confident	**-791**	**-270**	**-191**	**-341**	**-447**	**-191**	**-38**	**-38**	**-63**	**-249**	**-477**	**-955**
	-52%	***-59%***	***-55%***	***-57%***	***-49%***	***-58%***	***-57%***	***-45%***	***-34%***	***-59%***	***-52%***	***-62%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 45

A4b. How confident would you say you are in your abilities for the following...?
Assessing the advantages and disadvantages of different finance products offered by other finance providers in the market

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Not at all confident	227 **15%abcgmoqt**	28 *9%*	5 *8%*	1 *5%*	194 **17%abce**	33 *9%*	10 *11%*	23 *9%*	30 *11%*	74 **17%g**	173 **17%ag**	99 **17%g**	132 **20%mno**	49 *10%*	16 *11%*	5 *7%*	169 **19%qrt**	44 *9%*	4 *7%*	8 *13%*	42 *9%*	1 *4%*	2 *9%*	165 *11%*
Somewhat unconfident	228 **15%bc**	44 **15%c**	6 *10%*	1 *7%*	178 **15%bc**	50 **14%bc**	16 *18%*	47 *18%*	44 *16%*	48 *11%*	137 *14%*	88 *16%*	109 *16%*	78 *17%*	17 *11%*	9 *11%*	137 *15%*	68 *14%*	12 *19%*	10 *16%*	62 *13%*	4 *29%*	2 *12%*	197 *13%*
Neither confident nor unconfident	222 *14%*	42 *14%*	7 *12%*	1 *14%*	172 *15%*	50 *14%*	18 *20%*	38 *15%*	45 *16%*	56 *13%*	137 *14%*	81 *14%*	99 *15%*	69 *15%*	27 *18%*	11 *14%*	130 *15%*	65 *13%*	12 *19%*	7 *12%*	62 *13%*	2 *15%*	6 **27%zqt**	212 *14%*
Somewhat confident	514 **33%p**	124 **41%zd**	26 **46%zd**	4 **44%zd**	360 *31%*	154 **42%d**	31 *34%*	87 *34%*	115 *40%*	139 *33%*	313 *32%*	173 *31%*	196 *30%*	174 *37%*	48 *32%*	32 **41%zl**	249 *28%*	203 **42%zp**	24 *39%*	25 *41%*	197 **42%zp**	4 *28%*	6 *30%*	608 *40%*
Very confident	287 **19%l**	53 *18%*	12 *22%*	3 **30%zade**	219 *19%*	68 *19%*	13 *14%*	53 *21%*	39 *14%*	92 *22%*	192 *19%*	100 *18%*	99 *15%*	88 *18%*	36 **24%l**	20 **26%zl**	168 *19%*	91 *19%*	9 *15%*	9 *14%*	89 *19%*	3 *24%*	4 *22%*	305 *20%*
Don't know	53 **3%c**	11 **4%c**	1 *2%*	- -	40 **3%c**	13 **3%c**	3 *4%*	6 *2%*	9 *3%*	13 *3%*	38 *4%*	25 *4%*	26 *4%*	16 *3%*	5 *3%*	1 *2%*	34 *4%*	15 *3%*	1 *2%*	2 *3%*	15 *3%*	- -	- -	45 *3%*
Refused	4 *	- -	- -	* **1%abe**	4 *	* *	- -	- -	2 *1%*	2 *1%*	2 *	* *	2 *	- -	- -	* *	4 *	* *	- -	- -	* *	- -	- -	3 *
Unconfident	455 **30%abcnoqt**	72 **24%c**	10 ***18%***	1 ***12%***	371 **32%abce**	84 **23%bc**	26 ***28%***	70 ***28%***	75 ***26%***	123 ***29%***	310 ***31%***	187 ***33%***	241 **36%mno**	127 **27%o**	33 ***22%***	14 ***18%***	307 **34%zqt**	112 ***23%***	16 ***25%***	18 ***30%***	105 ***22%***	5 ***33%***	4 ***21%***	362 ***24%***
Confident	801 **52%lp**	177 **59%zd**	38 **67%zade**	7 **73%zade**	579 ***50%***	222 **60%d**	44 ***48%***	140 ***55%***	154 ***54%***	231 ***54%***	504 ***51%***	273 ***48%***	295 ***44%***	262 **55%l**	83 **56%l**	52 **66%zlm**	417 ***47%***	294 **60%zp**	33 ***54%***	34 ***55%***	287 **61%zp**	7 ***52%***	10 ***52%***	913 ***59%***
Net confident	-346 ***-23%***	-105 ***-35%***	-28 ***-49%***	-6 ***-61%***	-208 ***-18%***	-139 ***-38%***	-18 ***-19%***	-70 ***-28%***	-79 ***-28%***	-108 ***-25%***	-194 ***-20%***	-86 ***-15%***	-54 ***-8%***	-135 ***-28%***	-50 ***-34%***	-38 ***-49%***	-111 ***-12%***	-182 ***-37%***	-18 ***-28%***	-16 ***-26%***	-182 ***-39%***	-3 ***-19%***	-6 ***-31%***	-551 ***-36%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 46

A4b. How confident would you say you are in your abilities for the following...?
Assessing the advantages and disadvantages of different finance products offered by other finance providers in the market

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Not at all confident	227 **15%dhqrvA**	14 *11%*	56 **21%d**	44 *15%*	53 *10%*	60 **18%d**	131 *15%*	25 *13%*	65 *12%*	112 *15%*	39 **22%hk**	14 *9%*	58 *14%*	109 *16%*	53 *14%*	101 **30%zpq**	85 **19%q**	41 *6%*	40 *9%*	187 **17%r**	13 *15%*	92 **20%zvxA**	27 *8%*	28 **19%wA**	19 *10%*	43 **15%w**	74 **11%w**	165 *11%*
Somewhat unconfident	228 **15%dq**	18 *14%*	61 **23%zcd**	36 *12%*	56 *11%*	57 *17%*	119 *14%*	30 *15%*	80 *14%*	120 *17%*	16 *9%*	22 *14%*	74 *18%*	97 *14%*	46 *12%*	60 *18%*	82 **18%q**	87 *12%*	67 *15%*	159 *14%*	10 *11%*	56 *12%*	57 *17%*	26 *18%*	27 *14%*	49 *17%*	110 *16%*	197 *13%*
Neither confident nor unconfident	222 *14%*	25 **20%b**	29 *11%*	40 *14%*	80 *16%*	48 *14%*	134 *16%*	21 *11%*	81 *14%*	94 *13%*	43 **24%ehi**	29 *19%*	66 *16%*	89 *13%*	62 *17%*	46 *14%*	65 *14%*	111 *15%*	65 *15%*	156 *14%*	17 *19%*	51 *11%*	48 *14%*	18 *13%*	46 **23%zuA**	47 *17%*	112 *16%*	212 *14%*
Somewhat confident	514 **33%bjo**	48 **39%b**	66 *24%*	96 *33%*	200 **39%cb**	104 *31%*	300 *35%*	63 *32%*	216 **38%ijk**	240 *33%*	39 *22%*	42 *27%*	137 *34%*	240 *35%*	121 *33%*	65 *19%*	149 **33%o**	299 **41%zo**	160 *37%*	353 *32%*	38 *43%*	147 *32%*	122 *36%*	47 *33%*	73 *37%*	85 *30%*	242 *35%*	608 *40%*
Very confident	287 **19%ap**	14 *11%*	51 *19%*	62 *21%*	102 *20%*	58 *17%*	142 *17%*	53 **27%ef**	104 *18%*	123 *17%*	40 *22%*	38 *25%*	68 *16%*	126 *18%*	80 *22%*	47 *14%*	64 *14%*	176 **24%zop**	85 *20%*	202 *18%*	8 *9%*	100 *21%*	77 **23%A**	25 *17%*	27 *14%*	40 *14%*	128 *19%*	305 *20%*
Don't know	53 *3%*	5 *4%*	10 *4%*	13 *4%*	16 *3%*	10 *3%*	28 *3%*	4 *2%*	16 *3%*	31 *4%*	2 *1%*	9 *6%*	8 *2%*	27 *4%*	8 *2%*	17 *5%*	12 *3%*	23 *3%*	14 *3%*	39 *4%*	3 *4%*	17 *4%*	11 *3%*	- -	5 *3%*	18 **7%zwA**	16 *2%*	45 *3%*
Refused	4 *	2 **1%zd**	- -	- -	- -	2 *1%*	- -	2 *1%*	2 *	2 *	- -	- -	- -	4 *1%*	- -	2 *1%*	* *	2 *	- -	4 *	- -	4 *1%*	- -	- -	- -	- -	- -	3 *
Unconfident	455 **30%dqr**	31 *25%*	117 **43%zacd**	80 *28%*	109 *21%*	117 **35%d**	250 *29%*	55 *28%*	145 *26%*	231 *32%*	55 *31%*	35 *23%*	131 *32%*	205 *30%*	98 *27%*	161 **47%zpq**	166 **36%zq**	127 *17%*	107 *25%*	345 *31%*	23 *25%*	147 *32%*	84 *25%*	54 **37%wA**	46 *23%*	92 *33%*	184 *27%*	362 *24%*
Confident	801 **52%boy**	62 *50%*	116 *43%*	158 *54%*	303 **60%zbe**	162 *48%*	442 *52%*	116 *59%*	320 **57%ijq**	363 *50%*	79 *44%*	80 *52%*	205 *50%*	366 *53%*	201 *54%*	112 *33%*	213 **47%o**	476 **64%zop**	245 *57%*	555 *50%*	46 *52%*	248 *53%*	199 **58%zy**	72 *50%*	99 *51%*	124 *44%*	370 **54%y**	913 *59%*
Net confident	-346 *-23%*	-31 *-25%*	1 *	-78 *-27%*	-194 *-38%*	-45 *-13%*	-192 *-23%*	-60 *-31%*	-175 *-31%*	-132 *-18%*	-24 *-13%*	-45 *-29%*	-73 *-18%*	-161 *-23%*	-103 *-28%*	49 **14%p**	-47 *-10%*	-348 *-47%*	-139 *-32%*	-210 *-19%*	-24 *-27%*	-100 *-21%*	-115 *-34%*	-18 *-13%*	-53 *-27%*	-32 *-11%*	-187 *-27%*	-551 *-36%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 47

A4b. How confident would you say you are in your abilities for the following...?
Assessing the advantages and disadvantages of different finance products offered by other finance providers in the market

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Not at all confident	227 **15%** bcdfimnpsu	64 **12%** ef	57 **11%** ef	2 *3%*	39 **13%** ef	5 *4%*	15 *7%*	1 *4%*	61 **12%** n	52 *11%*	2 *4%*	36 *12%*	- -	4 *5%*	15 *7%*	1 *4%*	82 *8%*	109 **37%** zp	66 **16%** s	7 *3%*	39 *13%*	28 *8%*	31 *12%*	29 *11%*	34 *11%*	190 *16%*	165 *11%*
Somewhat unconfident	228 **15%** p	84 *15%*	74 *15%*	9 *20%*	46 *15%*	16 *15%*	28 *13%*	3 *8%*	83 *16%*	69 *14%*	6 *16%*	46 *16%*	* *4%*	8 *9%*	28 *13%*	2 *7%*	90 *9%*	89 **30%** zp	74 *18%*	33 *14%*	53 *18%*	56 *15%*	27 *10%*	35 *13%*	38 *12%*	184 *15%*	197 *13%*
Neither confident nor unconfident	222 *14%*	95 **18%** e	74 **14%** e	7 *14%*	52 **17%** e	8 *7%*	35 **16%** e	3 *8%*	87 *17%*	72 *15%*	5 *14%*	45 *16%*	- -	8 *9%*	34 *16%*	2 *7%*	137 *14%*	31 *11%*	71 *17%*	37 *15%*	42 *14%*	67 *18%*	52 *20%*	60 **22%** zy	64 **20%** zy	157 *13%*	212 *14%*
Somewhat confident	514 **33%** q	193 *36%*	185 *36%*	17 *37%*	103 *33%*	50 **45%** ad	92 **42%** abd	13 *42%*	186 *36%*	172 *36%*	14 *36%*	98 *34%*	1 *12%*	41 **47%** ik	86 *40%*	12 *41%*	396 **40%** zq	48 *17%*	127 *31%*	101 **42%** r	96 *33%*	137 *37%*	83 *31%*	81 *30%*	100 *32%*	406 *34%*	608 *40%*
Very confident	287 **19%** q	102 *19%*	107 *21%*	12 *25%*	66 *21%*	29 *26%*	41 *19%*	11 **35%** abf	95 *18%*	104 *21%*	11 *29%*	60 *21%*	4 *84%*	23 *26%*	40 *19%*	11 **37%** hikn	255 **26%** q	10 *3%*	63 *15%*	59 **25%** r	59 *20%*	64 *18%*	63 *24%*	58 *22%*	68 *21%*	210 *18%*	305 *20%*
Don't know	53 **3%** adht	5 *1%*	17 **3%** ad	* *	3 *1%*	4 **3%** a	9 **4%** ad	1 *3%*	4 *1%*	17 **3%** hk	- -	3 *1%*	- -	4 **4%** h	9 **4%** hk	1 *3%*	32 *3%*	6 *2%*	11 *3%*	4 *2%*	3 *1%*	13 *4%*	9 *3%*	8 *3%*	11 *4%*	38 *3%*	45 *3%*
Refused	4 *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	2 *	- -	- -	- -	- -	- -	- -	- -	- -	4 *	3 *
Unconfident	**455** **30%** efglmnops uvx	**148** **27%** g	**131** **26%** g	**11** ***23%***	**86** **28%** g	**21** ***19%***	**43** ***20%***	**4** ***12%***	**144** **28%** mno	**121** **25%** mo	**8** ***21%***	**82** **28%** mno	* *4%*	**12** ***14%***	**43** ***20%***	**3** ***11%***	**172** ***17%***	**198** **68%** zp	**140** **34%** s	**40** ***17%***	**93** ***32%***	**84** ***23%***	**58** ***22%***	**64** ***24%***	**73** ***23%***	**374** **31%** wx	**362** ***24%***
Confident	**801** **52%** qr	**295** ***54%***	**291** **57%** z	**29** ***62%***	**168** ***54%***	**79** **71%** zabd	**133** **60%** z	**24** **77%** zabdf	**281** ***55%***	**276** ***57%***	**25** ***65%***	**158** ***55%***	**4** ***96%***	**64** **73%** chikn	**126** ***59%***	**23** **79%** chikn	**650** **66%** zq	**58** ***20%***	**190** ***46%***	**160** **66%** zr	**155** ***53%***	**201** ***55%***	**146** ***55%***	**139** ***51%***	**167** ***53%***	**616** ***52%***	**913** ***59%***
Net confident	**-346** ***-23%***	**-147** ***-27%***	**-160** ***-31%***	**-18** ***-39%***	**-83** ***-27%***	**-58** ***-52%***	**-90** ***-41%***	**-20** ***-65%***	**-138** ***-27%***	**-155** ***-32%***	**-17** ***-45%***	**-76** ***-26%***	**-4** ***-92%***	**-52** ***-60%***	**-82** ***-39%***	**-20** ***-68%***	**-478** ***-48%***	**139** ***48%***	**-50** ***-12%***	**-120** ***-50%***	**-62** ***-21%***	**-117** ***-32%***	**-88** ***-33%***	**-75** ***-28%***	**-95** ***-30%***	**-242** ***-20%***	**-551** ***-36%***

Participant Type : Micro, small and medium sized businesses
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 48

A4b. How confident would you say you are in your abilities for the following...?
Assessing the advantages and disadvantages of different finance products offered by other finance providers in the market

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Not at all confident	227 **15%abc**	51 *11%*	37 *11%*	69 *11%*	152 **17%b**	58 **18%f**	3 *5%*	20 **23%f**	20 *11%*	54 *13%*	153 *17%*	165 *11%*
Somewhat unconfident	228 *15%*	60 *13%*	49 *14%*	79 *13%*	147 *16%*	46 *14%*	15 *23%*	17 *21%*	37 *20%*	59 *14%*	132 *14%*	197 *13%*
Neither confident nor unconfident	222 *14%*	59 *13%*	50 *14%*	85 *14%*	137 *15%*	36 *11%*	15 *22%*	6 *8%*	31 *17%*	57 *13%*	133 *14%*	212 *14%*
Somewhat confident	514 *33%*	166 *36%*	116 *33%*	199 *33%*	306 *33%*	119 *36%*	22 *33%*	29 *34%*	66 *36%*	161 *38%*	287 *31%*	608 *40%*
Very confident	287 **19%d**	113 **25%cd**	85 **24%cd**	146 **24%cd**	141 *15%*	56 *17%*	11 *16%*	10 *12%*	26 *14%*	79 *19%*	179 *19%*	305 *20%*
Don't know	53 *3%*	12 *3%*	14 *4%*	21 *4%*	28 *3%*	13 *4%*	2 *2%*	1 *1%*	6 *3%*	12 *3%*	36 *4%*	45 *3%*
Refused	4 *	* *	- -	* *	4 *	2 *1%*	- -	2 **2%z**	- -	2 *	2 *	3 *
Unconfident	**455** **30%ac**	**110** ***24%***	**85** ***24%***	**148** ***25%***	**299** **33%zabc**	**104** ***32%***	**18** ***27%***	**37** **44%z**	**57** ***31%***	**113** ***27%***	**285** ***31%***	**362** ***24%***
Confident	**801** **52%d**	**280** **61%zcd**	**200** ***57%***	**345** **58%zd**	**447** ***49%***	**175** ***53%***	**33** ***49%***	**38** ***46%***	**92** ***50%***	**240** ***57%***	**466** ***51%***	**913** ***59%***
Net confident	**-346** ***-23%***	**-169** ***-37%***	**-115** ***-33%***	**-197** ***-33%***	**-149** ***-16%***	**-71** ***-22%***	**-15** ***-22%***	**-1** ***-2%***	**-36** ***-19%***	**-127** ***-30%***	**-181** ***-20%***	**-551** ***-36%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A4c. How confident would you say you are in your abilities for the following...?

Applying for external finance from different finance providers

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Not at all confident	231 **15%abcnoqt**	31 **10%c**	4 *8%*	* *4%*	195 **17%abce**	35 **10%c**	13 *14%*	31 *12%*	37 *13%*	64 *15%*	162 *16%*	99 *17%*	127 **19%lmno**	60 *13%*	13 *9%*	6 *8%*	170 **19%qrt**	49 *10%*	4 *7%*	6 *9%*	49 *10%*	* *1%*	1 *5%*	166 *11%*
Somewhat unconfident	210 **14%bco**	39 **13%c**	6 **10%c**	* *2%*	165 **14%c**	45 **12%c**	14 *15%*	32 *13%*	47 *16%*	55 *13%*	131 *13%*	76 *13%*	113 **17%zo**	54 *11%*	16 *11%*	7 *9%*	128 *14%*	62 *13%*	10 *16%*	9 *16%*	59 *13%*	2 *11%*	2 *9%*	179 *12%*
Neither confident nor unconfident	187 *12%*	34 *11%*	6 *10%*	1 *15%*	145 *12%*	41 *11%*	14 *15%*	29 *11%*	35 *12%*	52 *12%*	119 *12%*	67 *12%*	67 *10%*	69 *14%*	19 *13%*	12 *15%*	115 *13%*	56 *11%*	7 *12%*	2 *3%*	55 *12%*	2 *15%*	5 **22%qs**	177 *12%*
Somewhat confident	524 **34%jp**	122 **40%zd**	24 **42%zd**	4 **47%zd**	374 *32%*	150 **41%d**	34 *37%*	98 *39%*	112 *39%*	143 *34%*	313 *32%*	170 *30%*	214 *32%*	178 *37%*	48 *33%*	29 *36%*	252 *28%*	199 **41%zp**	28 **46%zp**	29 **47%p**	191 **41%zp**	6 *41%*	6 *31%*	602 *39%*
Very confident	310 **20%l**	63 *21%*	16 **27%zade**	3 **29%zade**	229 *20%*	81 *22%*	14 *15%*	52 *20%*	49 *17%*	88 *21%*	208 *21%*	120 *21%*	103 *16%*	100 *21%*	40 **27%zl**	23 **30%zlm**	178 *20%*	103 *21%*	9 *15%*	11 *19%*	97 *21%*	4 *31%*	5 *27%*	345 *22%*
Don't know	66 **4%ch**	13 *4%*	2 *3%*	* *1%*	51 *4%*	15 **4%c**	3 *3%*	9 *3%*	3 *1%*	20 *5%*	54 **5%zh**	34 **6%h**	33 *5%*	14 *3%*	11 **7%m**	2 *2%*	41 *5%*	18 *4%*	2 *4%*	4 *7%*	17 *4%*	- -	1 *5%*	60 *4%*
Refused	8 **1%a**	* *	* *	* *1%*	7 *1%*	1 *	- -	3 *1%*	2 *1%*	3 *1%*	3 *	* *	5 *1%*	* *	- -	* *	7 *1%*	1 *	- -	- -	1 *	- -	- -	6 *
Unconfident	**441** **29%abcnoqt**	**70** **23%c**	**10** **17%c**	**1** ***6%***	**360** **31%abce**	**81** **22%bc**	**27** ***30%***	**63** ***25%***	**84** ***29%***	**119** ***28%***	**293** ***30%***	**174** ***31%***	**240** **36%lmno**	**114** ***24%***	**30** ***20%***	**13** ***16%***	**298** **33%qtv**	**111** ***23%***	**14** ***23%***	**15** ***25%***	**108** ***23%***	**2** ***12%***	**3** ***14%***	**345** ***22%***
Confident	**834** **54%lp**	**185** **61%zd**	**39** **69%zade**	**7** **77%zade**	**602** ***52%***	**231** **63%d**	**47** ***52%***	**150** ***59%***	**161** ***57%***	**232** ***54%***	**522** ***53%***	**290** ***51%***	**317** ***48%***	**277** **58%l**	**88** **60%l**	**52** **66%zl**	**430** ***48%***	**301** **62%zp**	**38** ***61%***	**40** **66%p**	**288** **61%zp**	**10** ***73%***	**12** ***58%***	**947** ***62%***
Net confident	**-393** ***-26%***	**-115** ***-38%***	**-29** ***-51%***	**-7** ***-70%***	**-243** ***-21%***	**-151** ***-41%***	**-20** ***-22%***	**-86** ***-34%***	**-77** ***-27%***	**-113** ***-26%***	**-229** ***-23%***	**-116** ***-20%***	**-77** ***-12%***	**-163** ***-34%***	**-59** ***-40%***	**-39** ***-50%***	**-132** ***-15%***	**-191** ***-39%***	**-24** ***-38%***	**-25** ***-41%***	**-181** ***-39%***	**-8** ***-61%***	**-9** ***-44%***	**-602** ***-39%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 50

A4c. How confident would you say you are in your abilities for the following...?

Applying for external finance from different finance providers

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Not at all confident	231	19	52	42	57	60	143	20	77	115	24	19	60	118	39	108	74	49	36	192	10	97	26	14	25	46	65	166
	15%dnqrvA	*15%*	**19%d**	*15%*	*11%*	*18%*	*17%*	*10%*	*14%*	*16%*	*13%*	*12%*	*15%*	**17%n**	*10%*	**32%zpq**	**16%q**	*7%*	*8%*	**17%zr**	*11%*	**21%zvwA**	*8%*	*10%*	*13%*	**16%wA**	*10%*	*11%*
Somewhat unconfident	210	18	50	24	49	70	116	27	65	113	19	17	54	78	69	46	82	82	59	151	16	60	44	25	27	41	96	179
	14%cdq	*14%*	**18%cd**	*8%*	*10%*	**21%zcd**	*14%*	*13%*	*11%*	*16%*	*11%*	*11%*	*13%*	*11%*	**19%zm**	*14%*	**18%zq**	*11%*	*14%*	*14%*	*17%*	*13%*	*13%*	*17%*	*14%*	*15%*	*14%*	*12%*
Neither confident nor unconfident	187	16	25	49	64	34	127	4	66	70	44	16	56	76	50	42	55	90	56	130	15	40	41	17	36	40	95	177
	12%g	*13%*	*9%*	*17%*	*13%*	*10%*	**15%zg**	*2%*	*12%*	*10%*	**25%zhik**	*10%*	*14%*	*11%*	*13%*	*12%*	*12%*	*12%*	*13%*	*12%*	*17%*	*9%*	*12%*	*12%*	*12%*	**18%zu**	*14%*	*14%*	*12%*
Somewhat confident	524	47	78	108	195	97	288	74	226	236	42	51	159	239	116	71	151	302	157	366	35	149	122	67	74	82	264	602
	34%jo	*37%*	*29%*	*37%*	**38%e**	*29%*	*34%*	*37%*	**40%zj**	*33%*	*23%*	*33%*	*39%*	*35%*	*31%*	*21%*	**33%o**	**41%zo**	*36%*	*33%*	*39%*	*32%*	*36%*	**46%zuy**	*38%*	*29%*	**39%z**	*39%*
Very confident	310	16	55	55	125	58	144	61	114	145	39	46	71	144	81	40	76	194	107	203	8	94	99	17	28	50	143	345
	20%afo	*13%*	*20%*	*19%*	**25%za**	*17%*	*17%*	**31%zf**	*20%*	*20%*	*22%*	**30%zh**	*17%*	*21%*	*22%*	*12%*	*17%*	**26%zop**	**25%zst**	*18%*	*9%*	*20%*	**29%zuwxyA**	*12%*	*14%*	*18%*	**21%w**	*22%*
Don't know	66	8	13	10	18	18	34	9	15	37	11	5	11	33	11	27	18	21	16	50	6	21	10	5	5	23	20	60
	4%q	*6%*	*5%*	*3%*	*4%*	*5%*	*4%*	*5%*	*3%*	*5%*	*6%*	*3%*	*3%*	*5%*	*3%*	**8%zq**	*4%*	*3%*	*4%*	*5%*	*6%*	*4%*	*3%*	*3%*	*3%*	**8%zvA**	*3%*	*4%*
Refused	8	2	-	3	*	2	3	2	2	6	-	*	*	4	4	6	1	2	-	8	-	7	-	-	*	*	*	6
	1%A	*1%*	-	*1%*	*	*1%*	*	*1%*	*	*1%*	-	*	*	*1%*	*1%*	*2%*	*	*	-	*1%*	-	**2%zA**	-	-	*	*	*	*
Unconfident	441	37	102	66	106	130	259	47	142	228	44	36	114	196	108	154	157	130	95	343	26	156	69	39	52	87	161	345
	29%dqrvA	*29%*	**37%zcd**	*23%*	*21%*	**38%zcd**	*30%*	*24%*	*25%*	*32%*	*24%*	*23%*	*28%*	*28%*	*29%*	**45%zpq**	**34%zq**	*18%*	*22%*	**31%zr**	*28%*	**34%wA**	*20%*	*27%*	*27%*	*31%v*	*24%*	*22%*
Confident	834	63	133	163	319	155	432	135	340	381	81	97	229	383	198	111	227	496	264	569	43	243	221	84	102	132	407	947
	54%efos	*50%*	*49%*	*56%*	**63%zabe**	*46%*	*51%*	**69%zf**	**60%zj**	*53%*	*45%*	**63%j**	*56%*	*55%*	*53%*	*33%*	**50%o**	**67%zop**	**61%zs**	*52%*	*48%*	*52%*	**65%zuxyA**	*58%*	*52%*	*47%*	**60%zy**	*62%*
Net confident	-393	-26	-31	-97	-214	-25	-173	-89	-198	-153	-37	-61	-116	-187	-90	43	-70	-366	-169	-227	-18	-86	-151	-45	-50	-45	-246	-602
	-26%	*-21%*	*-11%*	*-33%*	*-42%*	*-7%*	*-20%*	*-45%*	*-35%*	*-21%*	*-21%*	*-40%*	*-28%*	*-27%*	*-24%*	*13%*	*-15%*	*-50%*	*-39%*	*-21%*	*-20%*	*-18%*	*-44%*	*-31%*	*-26%*	*-16%*	*-36%*	*-39%*

Participant Type : Micro, small and medium sized businesses
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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A4c. How confident would you say you are in your abilities for the following...?

Applying for external finance from different finance providers

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Not at all confident	231 **15%abfhimnps uvx**	61 **11%f**	52 **10%f**	2 *5%*	35 **11%f**	10 **9%f**	8 *3%*	2 *5%*	58 **11%n**	47 **10%n**	2 *6%*	32 **11%n**	- -	6 *6%*	8 *4%*	2 *5%*	82 *8%*	117 **40%zp**	54 **13%s**	11 *4%*	37 **13%u**	23 *6%*	24 *9%*	28 *10%*	32 *10%*	195 **16%w**	166 *11%*
Somewhat unconfident	210 **14%p**	75 *14%*	63 *12%*	9 *19%*	46 *15%*	10 *9%*	36 **16%b**	3 *10%*	72 *14%*	57 *12%*	5 *13%*	43 *15%*	* *4%*	7 *8%*	32 *15%*	2 *8%*	66 *7%*	92 **31%zp**	68 *17%*	27 *11%*	48 *16%*	47 *13%*	29 *11%*	28 *11%*	37 *12%*	167 *14%*	179 *12%*
Neither confident nor unconfident	187 **12%q**	75 *14%*	68 *13%*	6 *13%*	44 *14%*	9 *8%*	28 *13%*	2 *6%*	68 *13%*	65 *13%*	6 *15%*	38 *13%*	- -	6 *7%*	27 *13%*	1 *5%*	109 **11%q**	14 *5%*	57 *14%*	36 *15%*	30 *10%*	61 **17%z**	44 *17%*	44 *16%*	49 *16%*	135 *11%*	177 *12%*
Somewhat confident	524 **34%q**	200 *37%*	203 **40%z**	18 *38%*	105 *34%*	45 *40%*	92 **42%z**	14 *45%*	195 *38%*	191 **39%z**	14 *38%*	103 *36%*	* *7%*	35 *41%*	89 **42%z**	13 *45%*	411 **41%zq**	42 *14%*	144 *35%*	102 **42%z**	102 *35%*	153 **42%z**	92 *35%*	93 *34%*	111 *35%*	401 *34%*	602 *39%*
Very confident	310 **20%q**	113 *21%*	118 *23%*	11 *23%*	67 *22%*	36 **32%zabd**	52 *24%*	10 *32%*	108 *21%*	118 **24%z**	10 *27%*	64 *22%*	4 *89%*	31 **36%zhikn**	50 *24%*	10 **35%z**	293 **29%zq**	8 *3%*	75 *18%*	63 *26%*	63 *22%*	75 *20%*	61 *23%*	61 *23%*	68 *21%*	238 *20%*	345 *22%*
Don't know	66 **4%bipsu**	18 **3%b**	8 *2%*	* *1%*	12 **4%b**	2 *2%*	5 *2%*	* *2%*	15 *3%*	8 *2%*	* *1%*	9 *3%*	- -	2 *2%*	5 *2%*	* *2%*	29 *3%*	20 **7%p**	14 *3%*	3 *1%*	13 *4%*	7 *2%*	14 *5%*	15 *5%*	18 *6%*	45 *4%*	60 *4%*
Refused	8 **1%p**	* *	* *	* *1%*	* *	* *	* *	- -	* *	* *	* *1%*	* *	- -	- -	* *	- -	2 *	- -	* *	- -	- -	* *	1 *	1 *	1 *	7 *1%*	6 *
Unconfident	441 **29%befimnpsu vwx**	136 *25%*	115 *22%*	11 *24%*	81 *26%*	21 *18%*	43 *20%*	5 *15%*	130 **25%mn**	105 *22%*	7 *19%*	74 *26%*	* *4%*	13 *15%*	40 *19%*	4 *14%*	148 *15%*	209 **71%zp**	122 **30%s**	37 *15%*	84 **29%u**	70 *19%*	53 *20%*	56 *21%*	69 *22%*	362 **30%wx**	345 *22%*
Confident	834 **54%q**	313 *58%*	322 **63%zad**	29 *62%*	172 *56%*	81 **72%zabd**	144 **65%zad**	24 **77%zad**	303 *59%*	308 **63%z**	24 *65%*	167 *58%*	4 *96%*	66 **77%zhik**	140 **66%zh**	23 **80%zhik**	704 **71%zq**	51 *17%*	219 *53%*	166 **69%zr**	165 *56%*	227 **62%z**	153 *58%*	155 *57%*	178 *57%*	639 *54%*	947 *62%*
Net confident	-393 *-26%*	-177 *-33%*	-206 *-40%*	-18 *-38%*	-91 *-30%*	-60 *-54%*	-101 *-46%*	-20 *-63%*	-173 *-33%*	-204 *-42%*	-17 *-45%*	-93 *-32%*	-92 *-92%*	-53 *-62%*	-100 *-47%*	-19 *-66%*	-555 *-56%*	158 *54%*	-97 *-24%*	-128 *-53%*	-81 *-28%*	-157 *-43%*	-100 *-38%*	-98 *-36%*	-109 *-35%*	-277 *-23%*	-602 *-39%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 52

A4c. How confident would you say you are in your abilities for the following...?

Applying for external finance from different finance providers

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Not at all confident	231	64	35	74	151	54	4	14	31	57	142	166
	15%b	*14%*	*10%*	*12%*	**16%b**	*16%*	*6%*	*16%*	*17%*	*13%*	*15%*	*11%*
Somewhat unconfident	210	54	42	67	140	49	10	10	26	52	132	179
	14%	*12%*	*12%*	*11%*	*15%*	*15%*	*15%*	*12%*	*14%*	*12%*	*14%*	*12%*
Neither confident nor unconfident	187	48	44	70	114	32	10	10	21	46	116	177
	12%	*11%*	*13%*	*12%*	*12%*	*10%*	*15%*	*11%*	*11%*	*11%*	*13%*	*12%*
Somewhat confident	524	157	122	207	311	120	28	31	75	165	283	602
	34%j	*34%*	*35%*	*35%*	*34%*	*36%*	*41%*	*37%*	*40%*	**39%j**	*31%*	*39%*
Very confident	310	115	90	148	161	59	11	14	28	91	190	345
	20%d	**25%cd**	**26%cd**	**25%cd**	*18%*	*18%*	*16%*	*16%*	*15%*	*22%*	*21%*	*22%*
Don't know	66	19	16	29	34	15	5	4	4	11	51	60
	4%	*4%*	*5%*	*5%*	*4%*	*4%*	*7%*	*4%*	*2%*	*3%*	*6%*	*4%*
Refused	8	4	-	4	4	2	-	2	-	2	6	6
	1%	*1%*	-	*1%*	*	*1%*	-	*2%*	-	*	*1%*	*
Unconfident	**441**	**117**	**77**	**142**	**291**	**103**	**14**	**24**	**57**	**109**	**274**	**345**
	29%bc	***25%***	***22%***	***24%***	**32%cbc**	***31%***	***20%***	***29%***	***31%***	***26%***	***30%***	***22%***
Confident	**834**	**272**	**213**	**355**	**472**	**178**	**38**	**45**	**103**	**256**	**474**	**947**
	54%	***59%***	**61%cd**	**59%cd**	***52%***	***54%***	***57%***	***53%***	***55%***	**60%cj**	***51%***	***62%***
Net confident	**-393**	**-154**	**-136**	**-213**	**-181**	**-75**	**-25**	**-21**	**-46**	**-147**	**-199**	**-602**
	-26%	***-34%***	***-39%***	***-36%***	***-20%***	***-23%***	***-37%***	***-25%***	***-25%***	***-35%***	***-22%***	***-39%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

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Business Finance Survey 2016
(FINAL)

Table 53

A4. Summary. How confident would you say you are in your abilities for the following...?

Base : All businesses

	Assessing the advantages and disadvantages of different finance products offered by your own bank	Assessing the advantages and disadvantages of different finance products offered by other finance providers in the market	Applying for external finance from different finance providers
Unweighted Total	1535	1535	1535
Weighted Total	1535	1535	1535
Effective Base	751	751	751
Not at all confident	134	227	231
	9%	*15%*	*15%*
Somewhat unconfident	111	228	210
	7%	*15%*	*14%*
Neither confident nor unconfident	217	222	187
	14%	*14%*	*12%*
Somewhat confident	626	514	524
	41%	*33%*	*34%*
Very confident	410	287	310
	27%	*19%*	*20%*
Don't know	29	53	66
	2%	*3%*	*4%*
Refused	7	4	8
	*	*	*1%*
Unconfident	**245**	**455**	**441**
	16%	***30%***	***29%***
Confident	**1036**	**801**	**834**
	68%	***52%***	***54%***
Net confident	**-791**	**-346**	**-393**
	-52%	***-23%***	***-26%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)

Business Finance Survey 2016
(FINAL)

A5a. For each one, please tell me the extent to which you agree or disagree.

Banks are generally the only source of finance available to smaller businesses

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Strongly agree	76 5%qt	15 5%	3 6%	* 4%	57 5%	19 5%	5 5%	16 6%	20 7%	16 4%	41 4%	25 4%	29 4%	31 7%	9 6%	3 3%	54 6%	16 3%	5 8%t	1 2%	15 3%	1 4%	* 1%	74 5%
Tend to agree	196 13%	46 15%z	6 11%	1 9%	143 12%	53 14%bc	10 11%	20 8%	34 12%	69 16%ig	141 14%	72 13%	87 13%	56 12%	21 14%	7 9%	120 13%	55 11%	10 15%	4 6%	58 12%	1 5%	2 11%	191 12%
Neither agree nor disagree	89 6%l	16 5%	4 7%	1 7%	68 6%	21 6%	10 11%il	24 9%il	14 5%	12 3%	51 5%il	39 7%il	43 7%	20 4%	8 6%	6 8%	59 7%	20 4%	3 5%	6 10%	19 4%	1 7%	1 4%	92 6%
Tend to disagree	499 32%a	90 30%	20 36%e	4 39%zae	385 33%	114 31%	28 30%	79 31%	80 28%	160 38%	339 34%	178 32%	242 37%	146 31%	41 28%	32 41%zmn	282 32%	170 35%	15 24%	20 33%	165 35%	5 34%	9 44%	514 33%
Strongly disagree	608 40%jl	129 43%z	22 38%	4 39%	454 39%	154 42%	34 37%	107 42%	135 48%ijl	150 35%	363 37%	213 38%	232 35%	199 42%	69 46%il	29 36%	328 37%	220 45%zp	28 45%	20 33%	207 44%z	7 50%	8 39%	618 40%
Don't know	67 4%abhnqt	6 2%	1 2%	* 2%	60 5%ae	8 2%	5 6%h	7 3%	2 1%	19 4%	57 6%zh	38 7%zh	29 4%n	22 5%n	* *	2 3%n	50 6%qt	7 1%	1 1%	10 16%zpqrt	6 1%	* 1%	* 2%	46 3%
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Agree	**272** **18%q**	**61** **20%zc**	**10** ***17%***	**1** ***13%***	**200** ***17%***	**72** ***20%c***	**14** ***16%***	**36** ***14%***	**53** ***19%***	**85** ***20%***	**182** ***18%***	**97** ***17%***	**116** ***18%***	**88** ***18%***	**30** ***20%***	**10** ***13%***	**174** ***19%***	**71** ***15%***	**15** ***24%***	**5** ***8%***	**73** ***16%***	**1** ***9%***	**2** ***11%***	**265** ***17%***
Disagree	**1107** **72%p**	**219** ***72%***	**42** ***74%***	**7** **78%z**	**839** ***72%***	**268** ***73%***	**62** ***68%***	**186** ***73%***	**215** ***76%***	**310** ***73%***	**702** ***71%***	**391** ***69%***	**474** ***72%***	**345** ***73%***	**110** ***74%***	**61** ***77%***	**610** ***68%***	**390** **80%zp**	**43** ***69%***	**40** ***66%***	**371** **79%zp**	**12** ***83%***	**17** ***83%***	**1132** ***74%***
Net agree	**-835** ***-54%***	**-158** ***-52%***	**-32** ***-56%***	**-6** ***-66%***	**-639** ***-55%***	**-196** ***-53%***	**-47** ***-52%***	**-150** ***-59%***	**-162** ***-57%***	**-225** ***-53%***	**-520** ***-52%***	**-294** ***-52%***	**-358** ***-54%***	**-257** ***-54%***	**-80** ***-54%***	**-51** ***-64%***	**-436** ***-49%***	**-319** ***-65%***	**-28** ***-45%***	**-35** ***-58%***	**-298** ***-64%***	**-10** ***-74%***	**-14** ***-71%***	**-867** ***-56%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 55

A5a. For each one, please tell me the extent to which you agree or disagree.

Banks are generally the only source of finance available to smaller businesses

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Strongly agree	76 5%aq *1%*	1 *1%*	13 *5%*	20 7%a *4%*	22 *4%*	20 *6%*	46 *5%*	20 10%z *10%*	29 *5%*	31 *4%*	13 *7%*	11 *7%*	30 *7%*	30 *4%*	13 *3%*	36 11%zpq *11%*	21 *5%*	19 *3%*	25 *6%*	51 *5%*	4 *4%*	19 *4%*	21 *6%*	8 *5%*	15 *7%*	13 *5%*	44 *6%*	74 *5%*
Tend to agree	196 13%q *12%*	15 *12%*	30 *11%*	32 *11%*	81 *16%*	38 *11%*	104 *12%*	31 *16%*	64 *11%*	112 15%z *8%*	14 *7%*	15 *10%*	49 *12%*	100 *15%*	43 *12%*	72 21%zpq *12%*	54 *12%*	70 *9%*	54 *13%*	141 *13%*	18 *20%*	54 *12%*	37 *11%*	24 *17%*	31 *16%*	33 *12%*	92 *14%*	191 *12%*
Neither agree nor disagree	89 6%m *8%*	11 *8%*	14 *5%*	14 *5%*	32 *6%*	18 *5%*	50 *6%*	6 *3%*	36 *6%*	38 *5%*	12 *7%*	9 *6%*	36 9%zm *9%*	26 *4%*	23 *6%*	24 *7%*	30 *6%*	35 *5%*	28 *7%*	60 *5%*	6 *7%*	31 *7%*	22 *7%*	1 *1%*	11 *6%*	15 *5%*	35 5%w *5%*	92 *6%*
Tend to disagree	499 *32%*	53 43%zcd *35%*	94 *35%*	77 *27%*	157 *31%*	116 *34%*	302 *35%*	57 *29%*	176 *31%*	236 *33%*	71 *40%*	50 *33%*	120 *29%*	220 *32%*	146 39%zl *39%*	93 *28%*	169 *37%*	237 *32%*	146 *34%*	353 *32%*	35 *39%*	147 *31%*	111 *32%*	48 *33%*	53 *27%*	101 *36%*	212 *31%*	514 *33%*
Strongly disagree	608 40%o *33%*	41 *33%*	106 *39%*	140 48%zae *39%*	200 *39%*	122 *36%*	330 *39%*	78 *40%*	246 44%j *38%*	271 *38%*	55 *31%*	63 *41%*	161 *39%*	277 *40%*	139 *38%*	81 *24%*	167 37%o *37%*	360 49%zop *49%*	175 *41%*	433 *39%*	28 *31%*	177 *38%*	147 *43%*	58 *40%*	83 *42%*	109 *39%*	289 *42%*	618 *40%*
Don't know	67 4%hnqrvA *3%*	4 *3%*	16 *6%*	9 *3%*	14 *3%*	25 7%zd *7%*	21 *2%*	6 *3%*	13 *2%*	35 *5%*	14 8%h *8%*	5 *3%*	14 *3%*	37 5%n *5%*	6 *2%*	34 10%zpq *10%*	16 *3%*	17 *2%*	3 *1%*	61 6%zr *6%*	-	40 9%zvxA *9%*	3 *1%*	5 *4%*	3 *1%*	11 *4%*	11 *2%*	46 *3%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Agree	**272** 18%q ***13%***	**16** ***13%***	**43** ***16%***	**52** ***18%***	**103** ***20%***	**58** ***17%***	**151** ***18%***	**50** 26%z ***26%***	**92** ***16%***	**143** ***20%***	**27** ***15%***	**26** ***17%***	**79** ***19%***	**131** ***19%***	**56** ***15%***	**107** 32%zpq ***32%***	**76** ***17%***	**89** ***12%***	**79** ***18%***	**193** ***17%***	**21** ***24%***	**73** ***16%***	**58** ***17%***	**32** ***22%***	**46** ***23%***	**46** ***16%***	**136** ***20%***	**265** ***17%***
Disagree	**1107** 72%o ***76%***	**94** ***76%***	**200** ***73%***	**217** ***74%***	**358** ***71%***	**238** ***70%***	**633** ***74%***	**136** ***69%***	**422** ***75%***	**507** ***70%***	**126** ***70%***	**114** ***74%***	**281** ***69%***	**497** ***72%***	**285** ***77%***	**174** ***51%***	**336** 73%o ***73%***	**597** 81%zop ***81%***	**321** ***74%***	**786** ***71%***	**62** ***70%***	**324** ***69%***	**258** ***76%***	**106** ***73%***	**136** ***69%***	**210** ***74%***	**500** ***73%***	**1132** ***74%***
Net agree	**-835** ***-54%***	**-78** ***-63%***	**-157** ***-58%***	**-165** ***-57%***	**-255** ***-50%***	**-180** ***-53%***	**-482** ***-56%***	**-85** ***-43%***	**-330** ***-58%***	**-364** ***-50%***	**-99** ***-55%***	**-88** ***-57%***	**-202** ***-49%***	**-366** ***-53%***	**-229** ***-62%***	**-67** ***-20%***	**-260** ***-57%***	**-508** ***-69%***	**-241** ***-56%***	**-593** ***-54%***	**-41** ***-46%***	**-251** ***-54%***	**-200** ***-59%***	**-74** ***-51%***	**-90** ***-46%***	**-164** ***-58%***	**-365** ***-53%***	**-867** ***-56%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base**

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A5a. For each one, please tell me the extent to which you agree or disagree.

Banks are generally the only source of finance available to smaller businesses

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Strongly agree	76 **5%p**	38 ***7%bef***	18 *3%*	7 *15%*	21 ***7%bf***	2 *2%*	7 *3%*	3 ***8%e***	36 ***7%in***	18 *4%*	6 *17%*	20 ***7%i***	- -	1 *2%*	7 *3%*	2 *7%*	35 *4%*	28 ***9%zp***	33 ***8%z***	11 *4%*	28 ***10%zu***	15 *4%*	6 *2%*	8 *3%*	9 *3%*	67 *6%*	74 *5%*
Tend to agree	196 *13%*	74 *14%*	72 *14%*	7 *16%*	44 *14%*	14 *13%*	35 *16%*	2 *7%*	72 *14%*	68 *14%*	2 *5%*	43 *15%*	- -	13 *15%*	32 *15%*	2 *7%*	125 *13%*	49 *17%*	57 *14%*	30 *13%*	55 ***19%zu***	37 *10%*	29 *11%*	25 *9%*	32 *10%*	160 *13%*	191 *12%*
Neither agree nor disagree	89 **6%ps**	31 *6%*	30 *6%*	1 *2%*	27 ***9%a***	9 *8%*	12 *6%*	* *1%*	27 *5%*	25 *5%*	* *1%*	22 ***8%h***	- -	6 *7%*	12 *6%*	* *1%*	41 *4%*	17 *6%*	25 *6%*	5 *2%*	15 *5%*	19 *5%*	9 *4%*	12 *5%*	12 *4%*	73 *6%*	92 *6%*
Tend to disagree	499 *32%*	182 *33%*	154 *30%*	11 *24%*	102 *33%*	35 *32%*	65 *30%*	7 *21%*	176 ***34%io***	140 *29%*	10 *26%*	97 ***34%o***	* *6%*	26 *30%*	62 *29%*	5 *17%*	313 *32%*	106 *36%*	128 *31%*	75 *31%*	83 *28%*	119 *33%*	97 *37%*	102 *38%*	116 *37%*	371 *31%*	514 *33%*
Strongly disagree	608 **40%q**	211 *39%*	229 ***45%zad***	20 *42%*	114 *37%*	49 *44%*	97 *44%*	19 ***61%zabdf***	197 *38%*	225 ***46%zhk***	18 *48%*	104 *36%*	4 *94%*	40 *46%*	98 ***45%k***	19 ***65%zhikn***	447 ***45%zq***	76 *26%*	161 *39%*	117 ***49%z***	108 *37%*	167 ***46%z***	123 *46%*	122 *45%*	145 *46%*	455 *38%*	618 *40%*
Don't know	67 **4%abdhikprst vwx**	7 *1%*	10 **2%d**	1 *2%*	1 *	3 *3%*	3 *2%*	1 *2%*	7 *1%*	10 *2%*	1 *2%*	1 *	- -	1 *1%*	3 *2%*	1 *2%*	32 *3%*	17 *6%*	8 *2%*	3 *1%*	3 *1%*	8 *2%*	* *	1 *	1 *	63 **5%zvwx**	46 *3%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Agree	**272** **18%w**	**112** ***21%***	**90** ***18%***	**14** ***30%***	**65** ***21%***	**16** ***15%***	**42** ***19%***	**5** ***15%***	**108** ***21%***	**86** ***18%***	**8** ***22%***	**63** ***22%***	**-** ***-***	**15** ***17%***	**39** ***18%***	**4** ***14%***	**160** ***16%***	**77** ***26%zp***	**90** ***22%***	**41** ***17%***	**83** ***28%zu***	**52** ***14%***	**35** ***13%***	**34** ***12%***	**41** ***13%***	**227** ***19%***	**265** ***17%***
Disagree	**1107** **72%qty**	**393** ***72%***	**384** ***75%***	**31** ***66%***	**216** ***70%***	**84** ***75%***	**163** ***74%***	**26** ***82%***	**373** ***72%***	**365** ***75%***	**28** ***75%***	**201** ***70%***	**5** ***100%***	**65** ***75%***	**158** ***74%***	**24** ***82%***	**760** ***77%zq***	**182** ***62%***	**289** ***70%***	**192** ***80%z***	**191** ***65%***	**287** ***78%zt***	**220** ***83%zy***	**224** ***83%zy***	**261** ***83%zy***	**826** ***69%***	**1132** ***74%***
Net agree	**-835** ***-54%***	**-281** ***-52%***	**-293** ***-57%***	**-17** ***-36%***	**-150** ***-49%***	**-68** ***-61%***	**-121** ***-55%***	**-21** ***-67%***	**-265** ***-51%***	**-279** ***-58%***	**-20** ***-53%***	**-138** ***-48%***	**-5** ***-100%***	**-51** ***-58%***	**-119** ***-56%***	**-20** ***-68%***	**-600** ***-60%***	**-105** ***-36%***	**-200** ***-48%***	**-151** ***-63%***	**-107** ***-37%***	**-234** ***-64%***	**-186** ***-70%***	**-190** ***-70%***	**-221** ***-70%***	**-599** ***-50%***	**-867** ***-56%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 57

A5a. For each one, please tell me the extent to which you agree or disagree.

Banks are generally the only source of finance available to smaller businesses

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Strongly agree	76 *5%*	18 *4%*	21 *6%*	26 *4%*	51 *6%*	15 *5%*	5 *7%*	3 *4%*	13 *7%*	19 *4%*	45 *5%*	74 *5%*
Tend to agree	196 **13%b**	50 *11%*	29 *8%*	63 *11%*	132 **14%b**	32 *10%*	7 *10%*	6 *7%*	18 *10%*	49 *12%*	128 *14%*	191 *12%*
Neither agree nor disagree	89 *6%*	23 *5%*	21 *6%*	35 *6%*	54 *6%*	18 *5%*	4 *6%*	11 **13%z**	20 **11%zij**	18 *4%*	50 *5%*	92 *6%*
Tend to disagree	499 *32%*	156 *34%*	114 *32%*	193 *32%*	303 *33%*	107 *32%*	27 *41%*	28 *33%*	60 *32%*	138 *33%*	300 *33%*	514 *33%*
Strongly disagree	608 **40%d**	205 **45%d**	163 **46%zd**	273 **46%zd**	325 *36%*	143 *43%*	24 *36%*	36 *43%*	68 *36%*	193 **46%zj**	345 *37%*	618 *40%*
Don't know	67 **4%abcd**	10 *2%*	3 *1%*	10 *2%*	51 **6%abc**	16 *5%*	* *	- -	7 *4%*	7 *2%*	53 **6%zi**	46 *3%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Agree	**272** ***18%***	**68** ***15%***	**49** ***14%***	**88** ***15%***	**182** ***20%***	**47** ***14%***	**12** ***17%***	**9** ***11%***	**31** ***17%***	**68** ***16%***	**173** ***19%***	**265** ***17%***
Disagree	**1107** **72%d**	**361** **78%zd**	**276** **79%zd**	**465** **78%zd**	**628** ***69%***	**249** ***76%***	**52** ***77%***	**64** ***76%***	**128** ***69%***	**331** **78%zj**	**644** ***70%***	**1132** ***74%***
Net agree	**-835** ***-54%***	**-293** ***-64%***	**-227** ***-65%***	**-377** ***-63%***	**-445** ***-49%***	**-202** ***-61%***	**-40** ***-59%***	**-54** ***-65%***	**-97** ***-52%***	**-264** ***-62%***	**-471** ***-51%***	**-867** ***-56%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
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Table 58

A5b. For each one, please tell me the extent to which you agree or disagree.

I am confident in my ability and skills to obtain external finance from finance providers

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Strongly agree	450 **29%**	97 **32%z**	18 *31%*	4 **42%zabde**	331 *28%*	119 *32%*	19 *20%*	78 *31%*	75 *26%*	117 *27%*	293 *30%*	176 *31%*	157 *24%*	154 **32%l**	54 **36%l**	26 **33%l**	260 *29%*	143 *29%*	17 *27%*	17 *28%*	138 *29%*	8 *55%*	7 *32%*	484 *32%*
Tend to agree	543 *35%*	116 **38%z**	25 **44%zde**	4 **44%zd**	398 *34%*	145 *39%*	39 *43%*	88 *35%*	106 *37%*	157 *37%*	349 *35%*	192 *34%*	236 *36%*	177 *37%*	58 *39%*	31 *40%*	286 *32%*	196 **40%zp**	26 *42%*	18 *30%*	190 **41%zp**	5 *35%*	9 *45%*	603 *39%*
Neither agree nor disagree	195 *13%*	38 *13%*	6 *11%*	1 *8%*	149 *13%*	45 *12%*	15 *16%*	40 *16%*	35 *12%*	46 *11%*	119 *12%*	74 *13%*	86 *13%*	64 *13%*	15 *10%*	9 *12%*	110 *12%*	61 *13%*	13 **21%zv**	7 *12%*	59 *13%*	* *4%*	* *2%*	181 *12%*
Tend to disagree	169 **11%acn**	27 **9%c**	5 **9%c**	* *4%*	136 **12%c**	32 **9%c**	13 *14%*	26 *10%*	40 *14%*	44 *10%*	101 *10%*	57 *10%*	84 **13%n**	45 *10%*	7 *5%*	10 **12%n**	98 *11%*	56 *11%*	3 *5%*	11 *19%*	51 *11%*	1 *6%*	3 *15%*	145 *9%*
Strongly disagree	124 **8%abcoqt**	21 **7%bc**	2 *3%*	* *1%*	102 **9%bc**	22 **6%bc**	5 *6%*	20 *8%*	14 *5%*	49 **11%ih**	90 *9%*	41 *7%*	61 **9%o**	30 *6%*	14 **10%o**	2 *2%*	91 **10%zqt**	28 *6%*	3 *4%*	2 *4%*	26 *6%*	- -	1 *6%*	88 *6%*
Don't know	51 **3%abcmnoqt**	3 *1%*	1 *1%*	- -	48 **4%abce**	3 *1%*	1 *1%*	2 *1%*	14 **5%g**	11 *3%*	35 *4%*	24 *4%*	38 **6%mno**	4 *1%*	1 *	* *	44 **5%zqt**	2 *1%*	* *	5 **8%qt**	2 *1%*	- -	- -	29 *2%*
Refused	4 *	2 **1%z**	- -	* **1%b**	2 *	2 *	- -	- -	- -	3 *1%*	4 *	1 *	1 *	* *	- -	* *	3 *	1 *	- -	- -	1 *	- -	- -	5 *
Agree	**993** **65%l**	**213** **70%zd**	**43** **76%zde**	**8** **86%zabde**	**729** ***62%***	**264** ***72%d***	**57** ***63%***	**165** ***65%***	**181** ***64%***	**273** ***64%***	**642** ***65%***	**368** ***65%***	**393** ***59%***	**331** **70%zl**	**111** **75%zl**	**58** **73%zl**	**546** ***61%***	**339** **70%zp**	**43** ***69%***	**35** ***58%***	**328** **70%zp**	**12** ***90%***	**16** ***77%***	**1087** ***71%***
Disagree	**293** **19%abc**	**47** **16%c**	**7** **12%c**	* ***5%***	**238** **20%bce**	**55** **15%c**	**18** ***20%***	**45** ***18%***	**55** ***19%***	**93** ***22%***	**191** ***19%***	**98** ***17%***	**145** ***22%***	**75** ***16%***	**21** ***14%***	**12** ***15%***	**189** **21%r**	**83** ***17%***	**6** ***10%***	**14** ***22%***	**78** ***17%***	**1** ***6%***	**4** ***21%***	**233** ***15%***
Net agree	**700** **46%dlp**	**166** **55%zd**	**36** **63%zade**	**8** **81%zabde**	**491** ***42%***	**209** **57%d**	**39** ***43%***	**121** ***48%***	**126** ***44%***	**181** ***42%***	**450** ***45%***	**270** ***48%***	**247** ***37%***	**255** **54%zl**	**90** **61%zl**	**46** **58%zl**	**357** ***40%***	**256** **52%zp**	**37** **59%zps**	**22** ***36%***	**250** **53%zp**	**12** ***84%***	**11** ***56%***	**854** ***56%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 59

A5b. For each one, please tell me the extent to which you agree or disagree.

I am confident in my ability and skills to obtain external finance from finance providers

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Strongly agree	450	24	90	92	166	77	217	94	174	205	50	57	131	218	90	76	109	265	116	331	18	149	97	43	45	85	185	484
	29%aefop	19%	33%a	32%a	33%ae	23%	25%	48%zf	31%	28%	28%	37%	32%	32%	25%	22%	24%	36%zop	27%	30%	21%	32%	28%	29%	23%	30%	27%	32%
Tend to agree	543	55	76	110	196	106	339	52	205	254	65	48	137	243	148	95	171	276	160	383	30	138	129	47	99	94	276	603
	35%gou	44%be	28%	38%	39%b	31%	40%zg	26%	36%	35%	36%	31%	33%	35%	40%	28%	37%	37%o	37%	35%	34%	30%	38%	33%	51%zuvwyA	33%	40%zu	39%
Neither agree nor disagree	195	17	33	41	54	50	101	22	77	85	26	20	48	83	52	46	62	87	77	117	17	54	60	25	14	26	98	181
	13%a	14%	12%	14%	11%	15%	12%	11%	14%	12%	14%	13%	12%	12%	14%	14%	14%	12%	18%zs	11%	19%	12%	18%zxy	17%x	7%	9%	14%x	12%
Tend to disagree	169	20	27	16	44	62	111	11	54	87	20	16	41	62	51	42	50	77	43	126	12	55	31	18	16	38	65	145
	11%c	16%cd	10%	5%	9%	18%zcd	13%g	6%	10%	12%	11%	10%	10%	9%	14%	12%	11%	10%	10%	11%	13%	12%	9%	12%	8%	13%	10%	9%
Strongly disagree	124	5	36	31	27	24	67	13	41	54	18	10	37	61	21	56	48	20	27	96	9	45	18	12	19	23	49	88
	8%dc	4%	13%zad	11%	5%	7%	8%	7%	7%	7%	10%	6%	9%	9%	6%	17%zq	11%q	3%	6%	9%	10%	10%	5%	8%	10%	8%	7%	6%
Don't know	51	4	9	1	20	18	20	6	13	33	*	3	16	21	7	21	16	14	8	43	3	23	6	1	3	16	9	29
	3%cdA	3%c	3%	*	4%c	5%c	2%	3%	2%	5%	*	2%	4%	3%	2%	6%q	4%	2%	2%	4%	3%	5%A	2%	*	1%	6%wA	1%	2%
Refused	4	-	1	-	*	2	-	-	*	4	-	-	-	4	*	4	1	-	-	4	-	3	-	-	1	*	1	5
	*	-	*	-	*	1%	-	-	*	1%	-	-	-	1%	*	1%	*	-	-	*	-	1%	-	-	*	*	*	*
Agree	**993**	**79**	**166**	**203**	**362**	**183**	**556**	**146**	**380**	**459**	**115**	**105**	**267**	**462**	**239**	**171**	**280**	**541**	**275**	**714**	**49**	**287**	**227**	**90**	**144**	**179**	**461**	**1087**
	65%eo	***63%***	***61%***	**70%e**	**71%zbe**	***54%***	***65%***	**74%z**	***67%***	***64%***	***64%***	***68%***	***65%***	***67%***	***65%***	***50%***	**61%o**	**73%zop**	***64%***	***65%***	***54%***	***61%***	***66%***	***62%***	**74%zu**	***63%***	***68%***	***71%***
Disagree	**293**	**25**	**63**	**47**	**71**	**86**	**178**	**24**	**94**	**141**	**38**	**25**	**78**	**123**	**71**	**98**	**98**	**97**	**70**	**222**	**21**	**100**	**49**	**30**	**35**	**61**	**114**	**233**
	19%dev	***20%***	**23%d**	***16%***	***14%***	**25%zd**	***21%***	***12%***	***17%***	***20%***	***21%***	***17%***	***19%***	***18%***	***19%***	**29%zq**	**21%q**	***13%***	***16%***	***20%***	***23%***	***21%***	***14%***	***21%***	***18%***	***21%***	***17%***	***15%***
Net agree	**700**	**53**	**103**	**155**	**291**	**98**	**378**	**121**	**285**	**318**	**77**	**80**	**189**	**339**	**167**	**73**	**183**	**444**	**205**	**492**	**28**	**187**	**177**	**60**	**109**	**119**	**347**	**854**
	46%eop	**43%e**	***38%***	**53%be**	**57%zabe**	***29%***	***44%***	**61%zf**	**51%z**	***44%***	***43%***	***52%***	***46%***	***49%***	***45%***	***22%***	**40%o**	**60%zop**	**48%t**	***45%***	***31%***	***40%***	**52%zu**	***41%***	**56%zuy**	***42%***	**51%zu**	***56%***

Participant Type : Micro, small and medium sized businesses
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*** small base**

Business Finance Survey 2016
(FINAL)

Table 60

A5b. For each one, please tell me the extent to which you agree or disagree.

I am confident in my ability and skills to obtain external finance from finance providers

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Strongly agree	450	155	140	21	92	31	82	14	150	139	17	89	4	30	78	14	450	-	101	80	90	92	90	91	102	340	484
	29%q	28%	27%	45%	30%	28%	37%zab	45%zab	29%	29%	46%	31%	81%	34%	37%ehi	46%ehi	45%zq	-	24%	33%	31%	25%	34%	34%	32%	29%	32%
Tend to agree	543	217	214	17	128	48	90	12	205	203	13	117	1	33	89	10	543	-	165	99	103	158	99	96	122	404	603
	35%q	40%z	42%z	37%	41%	43%	41%	38%	40%	42%z	34%	41%	15%	38%	42%	36%	55%zq	-	40%	41%	35%	43%z	37%	35%	39%w	34%	39%
Neither agree nor disagree	195	75	77	5	37	21	25	3	71	66	5	37	-	18	24	3	-	-	59	36	37	57	28	29	33	157	181
	13%pq	14%	15%	10%	12%	19%	11%	11%	14%	14%	13%	13%	-	21%zin	11%	12%	-	-	14%	15%	13%	16%	11%	11%	10%	13%	12%
Tend to disagree	169	52	46	1	32	5	16	*	49	41	*	29	*	3	13	*	-	169	44	16	28	37	27	29	32	135	145
	11%mnp	10%	9%	2%	10%	5%	7%	1%	10%	8%	1%	10%	4%	4%	6%	1%	-	58%zp	11%	7%	10%	10%	10%	11%	10%	11%	9%
Strongly disagree	124	40	29	2	18	5	7	2	37	29	2	14	-	2	7	2	-	124	36	10	31	18	15	19	20	104	88
	8%bfnpu	7%l	6%l	5%	6%	4%	3%	5%	7%n	6%n	6%	5%	-	2%	3%	5%	-	42%zp	9%	4%	11%u	5%	6%	7%	6%	9%	6%
Don't know	51	3	7	-	3	1	1	-	3	7	-	3	-	1	1	-	-	-	8	-	3	3	6	6	6	45	29
	3%abdfhinpqs tu	1%	1%	-	1%	1%	*	-	1%	1%	-	1%	-	1%	*	-	-	-	2%	-	1%	1%	2%	2%	2%	4%	2%
Refused	4	-	1	-	-	-	1	-	-	1	-	-	-	-	1	-	-	-	-	-	-	1	*	*	*	4	5
	*	-	*	-	-	-	*	-	-	*	-	-	-	-	*	-	-	-	-	-	-	*	*	*	*	*	*
Agree	993	371	354	38	220	79	172	26	355	342	30	205	4	62	167	24	993	-	266	180	194	250	189	187	224	745	1087
	65%qy	68%	69%z	82%	71%z	71%	78%zab	83%z	69%	71%z	80%	71%z	96%	72%	79%ehi	82%z	100%zq	-	64%	74%zr	66%	68%	71%	69%	71%zy	63%	71%
Disagree	293	93	74	3	49	10	23	2	86	70	3	43	*	5	20	2	-	293	80	26	59	54	42	48	52	239	233
	19%befgimnps	17%l	15%l	7%	16%l	9%	10%	6%	17%mn	14%mn	7%	15%m	4%	6%	9%	6%	-	100%zp	19%a	11%	20%	15%	16%	18%	17%	20%	15%
Net agree	700	279	280	35	171	69	149	24	269	273	28	163	4	58	147	22	993	-293	186	154	134	196	147	139	172	506	854
	46%qy	51%z	55%z	75%	55%z	62%z	68%zabd	77%zabd	52%z	56%z	73%	56%z	92%	66%ehi	69%ehik	76%ehik	100%zq	-100%	45%	64%zr	46%	53%z	55%zy	51%	55%zwy	43%	56%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 61

A5b. For each one, please tell me the extent to which you agree or disagree.

I am confident in my ability and skills to obtain external finance from finance providers

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Strongly agree	450	150	105	185	263	105	19	18	46	128	272	484
	29%	*33%*	*30%*	*31%*	*29%*	*32%*	*28%*	*22%*	*25%*	*30%*	*30%*	*32%*
Tend to agree	543	165	126	215	321	112	26	34	69	152	321	603
	35%	*36%*	*36%*	*36%*	*35%*	*34%*	*38%*	*41%*	*37%*	*36%*	*35%*	*39%*
Neither agree nor disagree	195	49	47	71	121	29	12	9	29	55	110	181
	13%	*11%*	*14%*	*12%*	*13%*	*9%*	*18%*	*11%*	*16%*	*13%*	*12%*	*12%*
Tend to disagree	169	54	30	62	106	45	7	10	22	46	99	145
	11%	*12%*	*8%*	*10%*	*12%*	*14%*	*10%*	*12%*	*12%*	*11%*	*11%*	*9%*
Strongly disagree	124	30	26	44	80	21	4	11	18	28	78	88
	8%	*7%*	*7%*	*7%*	*9%*	*6%*	*5%*	*13%*	*9%*	*7%*	*8%*	*6%*
Don't know	51	11	16	21	22	15	1	1	1	13	37	29
	3%	*2%*	*5%*	*4%a*	*2%*	*5%*	*1%*	*1%*	*1%*	*3%*	*4%*	*2%*
Refused	4	1	1	1	3	2	-	-	-	*	4	5
	*	*	*	*	*	*1%*	-	-	-	*	*	*
Agree	**993**	**315**	**231**	**400**	**584**	**217**	**44**	**53**	**115**	**280**	**594**	**1087**
	65%	***68%***	***66%***	***67%***	***64%***	***66%***	***66%***	***63%***	***62%***	***66%***	***64%***	***71%***
Disagree	**293**	**84**	**56**	**106**	**186**	**66**	**11**	**22**	**40**	**75**	**177**	**233**
	19%	***18%***	***16%***	***18%***	***20%***	***20%***	***16%***	***26%***	***22%***	***18%***	***19%***	***15%***
Net agree	**700**	**231**	**175**	**294**	**397**	**151**	**34**	**31**	**75**	**205**	**417**	**854**
	46%	***50%***	***50%***	***49%***	***43%***	***46%***	***50%***	***37%***	***40%***	***49%***	***45%***	***56%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

Table 62

A5c. For each one, please tell me the extent to which you agree or disagree.

I know what finance providers look for when assessing finance applications

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Strongly agree	354 **23%l**	72 *24%*	16 **28%z**	3 **33%zade**	263 *23%*	91 *25%*	16 *17%*	61 *24%*	70 *25%*	88 *21%*	219 *22%*	131 *23%*	106 *16%*	121 **26%l**	41 **27%l**	24 **31%zl**	211 *24%*	114 *23%*	9 *14%*	10 *16%*	103 *22%*	7 *53%*	7 **34%r**	382 *25%*
Tend to agree	542 *35%*	111 *37%*	25 **44%zade**	5 **49%zade**	401 *34%*	140 *38%*	38 *42%*	94 *37%*	99 *35%*	144 *34%*	347 *35%*	203 *36%*	244 *37%*	165 *35%*	50 *34%*	33 **42%z**	297 *33%*	177 *36%*	33 **53%zpqst**	17 *27%*	174 *37%*	5 *37%*	8 *37%*	606 *39%*
Neither agree nor disagree	154 *10%*	37 **12%z**	6 *10%*	1 *10%*	111 *9%*	44 *12%*	5 *6%*	25 *10%*	26 *9%*	39 *9%*	104 *10%*	65 *11%*	71 *11%*	54 *11%*	13 *9%*	8 *10%*	90 *10%*	47 *10%*	10 *16%*	7 *11%*	46 *10%*	1 *8%*	1 *7%*	163 *11%*
Tend to disagree	247 **16%aboo**	44 **14%c**	6 *11%*	1 *6%*	197 **17%bc**	50 **14%c**	19 *21%*	48 *19%*	42 *15%*	77 *18%*	157 *16%*	80 *14%*	113 **17%o**	75 *16%*	28 **19%o**	7 *9%*	134 *15%*	91 *19%*	6 *9%*	15 *25%*	88 *19%*	* *2%*	3 *16%*	204 *13%*
Strongly disagree	151 **10%aboo**	24 **8%c**	3 *5%*	* *1%*	125 **11%bce**	26 **7%bc**	10 *11%*	19 *8%*	31 *11%*	39 *9%*	100 *10%*	61 *11%*	82 **12%o**	36 *8%*	9 *6%*	4 *6%*	102 *11%*	37 *8%*	3 *4%*	7 *12%*	37 *8%*	* *1%*	1 *6%*	111 *7%*
Don't know	83 **5%bc**	14 **5%c**	2 *3%*	* *1%*	67 **6%c**	16 **4%c**	3 *3%*	5 *2%*	16 *6%*	37 **9%zg**	62 **6%k**	25 *4%*	45 *7%*	22 *5%*	7 *5%*	2 *2%*	56 *6%*	20 *4%*	2 *4%*	5 *9%*	20 *4%*	- -	- -	65 *4%*
Refused	3 *	1 *	- -	* **1%b**	2 *	1 *	- -	- -	* *	3 *1%*	3 *	* *	- -	* *	* *	* *	2 *	1 *	- -	- -	1 *	- -	- -	4 *
Agree	**896** **58%l**	**183** **61%z**	**41** **71%zade**	**8** **82%zabde**	**664** **57%**	**231** **63%ad**	**54** ***59%***	**155** ***61%***	**169** ***60%***	**232** ***54%***	**566** ***57%***	**335** ***59%***	**351** ***53%***	**286** ***60%***	**91** ***61%***	**58** **73%zlmn**	**508** ***57%***	**291** ***60%***	**41** **67%s**	**26** ***43%***	**277** ***59%***	**12** ***90%***	**14** **71%s**	**988** ***64%***
Disagree	**399** **26%abcor**	**67** **22%bc**	**9** **16%c**	**1** *7%*	**322** **28%bce**	**77** **21%bc**	**29** ***32%***	**68** ***27%***	**73** ***26%***	**116** ***27%***	**257** ***26%***	**141** ***25%***	**195** **30%o**	**111** **23%o**	**37** **25%o**	**12** ***15%***	**236** **26%r**	**128** **26%r**	**8** ***13%***	**23** **37%r**	**125** **27%r**	* ***2%***	**4** ***22%***	**315** ***21%***
Net agree	**497** **32%dls**	**116** **38%zd**	**32** **56%zade**	**7** **75%zabde**	**343** ***29%***	**154** **42%ad**	**25** ***27%***	**87** ***34%***	**97** ***34%***	**116** ***27%***	**309** ***31%***	**193** ***34%***	**155** ***23%***	**175** **37%l**	**54** **36%l**	**46** **59%zlmn**	**272** **30%s**	**163** **34%s**	**33** **54%zpqst**	**4** ***6%***	**152** **32%s**	**12** ***88%***	**10** **50%zpqst**	**673** ***44%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 63

A5c. For each one, please tell me the extent to which you agree or disagree.

I know what finance providers look for when assessing finance applications

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Strongly agree	354 23%ano	18 15%	74 27%a	82 28%a	114 23%	66 19%	202 24%	59 30%	139 25%	163 23%	34 19%	47 30%	117 29%zn	164 24%	65 18%	54 16%	111 24%	189 26%o	97 23%	254 23%	19 22%	114 24%	78 23%	35 24%	43 22%	61 22%	156 23%	382 25%
Tend to agree	542 35%bcsu	54 44%bc	73 27%	84 29%	205 40%zbc	125 37%	306 36%	80 41%	206 36%	249 34%	67 38%	57 37%	150 37%	254 37%	111 30%	96 28%	144 32%	301 41%zop	191 44%zs	350 32%	35 39%	128 27%	156 46%zuwy	45 31%	80 41%u	96 34%	281 41%zuw	606 39%
Neither agree nor disagree	154 10%bcw	15 12%	14 5%	33 11%	51 10%	41 12%b	89 10%	8 4%	53 9%	68 9%	24 13%	13 8%	30 7%	68 10%	53 14%zl	32 9%	53 12%	70 9%	38 9%	116 11%	4 5%	50 11%w	34 10%w	3 2%	24 12%w	37 13%w	60 9%w	163 11%
Tend to disagree	247 16%	17 13%	49 18%	52 18%	74 15%	56 16%	144 17%	25 13%	97 17%	115 16%	30 16%	24 16%	56 14%	97 14%	81 22%zlm	63 19%	65 14%	119 16%	70 16%	177 16%	18 20%	67 14%	52 15%	32 22%	31 16%	49 17%	115 17%	204 13%
Strongly disagree	151 10%dzvA	11 9%	42 15%zd	33 11%	34 7%	31 9%	92 11%	17 9%	51 9%	70 10%	19 10%	9 6%	49 12%	70 10%	30 8%	62 18%zq	53 12%q	36 5%	25 6%	126 11%zr	12 14%r	63 14%zvA	13 4%	26 18%zvxyA	12 6%	23 8%	50 7%w	111 7%
Don't know	83 5%hiqrvA	9 7%	20 7%	8 3%	28 5%	19 6%	23 3%	8 4%	18 3%	54 7%zh	6 3%	4 3%	8 2%	36 5%	28 8%l	30 9%q	32 7%q	22 3%	10 2%	73 7%zr	1 1%	42 9%zvA	9 3%	4 3%	6 3%	15 5%	20 3%	65 4%
Refused	3 *	- -	- -	- -	1 *	2 1%	- -	- -	* *	3 *	- -	- -	- -	2 *	1 *	2 1%	1 *	* *	- -	3 *	- -	2 1%	- -	- -	- -	1 *	- -	4 *
Agree	896 58%nosu	73 58%	147 54%	166 57%	319 63%	191 56%	508 59%	139 71%zf	345 61%	412 57%	101 56%	104 67%	267 65%zn	418 60%n	176 48%	150 44%	255 56%o	491 66%zop	288 67%zs	604 55%	54 61%	242 52%	234 69%zuwy	80 55%	124 63%	157 56%	438 64%zu	988 64%
Disagree	399 26%dzv	28 22%	91 33%zd	85 29%	108 21%	87 26%	236 28%	42 21%	148 26%	185 26%	48 27%	33 21%	105 26%	167 24%	110 30%	125 37%zpq	117 26%	156 21%	95 22%	303 28%	30 34%	130 28%w	64 19%	58 40%zvxyA	43 22%	72 26%	165 24%w	315 21%
Net agree	497 32%bnosuw	45 36%b	56 21%	81 28%	211 42%zbce	104 31%	272 32%	98 49%zf	196 35%	227 31%	53 29%	71 46%zhij	162 40%zn	251 36%zn	66 18%	25 7%	137 30%o	335 45%zop	194 45%zst	301 27%	24 27%	112 24%	170 50%zuwyA	22 15%	81 41%zuw	85 30%w	273 40%zuwy	673 44%

Participant Type : Micro, small and medium sized businesses
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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 64

A5c. For each one, please tell me the extent to which you agree or disagree.

I know what finance providers look for when assessing finance applications

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Strongly agree	354	145	105	23	89	17	64	10	141	105	19	84	4	15	61	9	302	39	80	72	73	81	59	58	73	276	382
	23%q	27%be	21%	50%	29%be	15%	29%be	32%e	27%elm	22%	49%	29%elm	88%	17%	29%lm	29%	30%eq	13%	19%	30%er	25%	22%	22%	21%	23%	23%	25%
Tend to agree	542	208	225	17	115	59	89	12	194	208	14	107	*	44	88	12	396	60	168	109	114	162	91	95	108	420	606
	35%q	38%	44%ad	35%	37%	52%adf	40%	38%	38%	43%h	37%	37%	9%	51%hk	41%	41%	40%eq	20%	41%	45%r	39%	44%r	34%	35%	34%	35%	39%
Neither agree nor disagree	154	45	48	2	30	11	19	2	44	45	2	30	-	9	19	2	91	14	44	12	25	32	31	30	35	116	163
	10%qs	8%	9%	5%	10%	10%	9%	7%	9%	9%	5%	10%	-	10%	9%	6%	9%	5%	11%	5%	8%	9%	12%	11%	11%	10%	11%
Tend to disagree	247	85	86	3	46	19	28	6	81	80	2	42	*	13	24	6	111	92	65	39	46	62	53	54	58	185	204
	16%p	16%	17%	6%	15%	17%	13%	19%	16%	16%n	6%	14%	3%	16%	11%	21%	11%	31%ap	16%	16%	16%	17%	20%	20%	18%	16%	13%
Strongly disagree	151	46	33	1	23	4	14	*	42	32	*	18	-	3	14	*	47	77	41	9	30	20	12	20	21	127	111
	10%bsipsuv	9%	6%	2%	8%	4%	6%	1%	8%	7%	1%	6%	-	4%	7%	1%	5%	26%ap	10%s	4%	10%	5%	5%	7%w	7%w	11%w	7%
Don't know	83	13	16	*	7	2	7	1	13	16	*	7	-	2	7	1	45	11	15	*	5	8	18	13	19	61	65
	5%abdhistu	2%	3%	1%	2%	2%	3%	2%	3%	3%	1%	2%	-	3%	3%	2%	4%	4%	4%s	*	2%	2%	7%	5%	6%	5%	4%
Refused	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*	-	-	-	-	-	*	1	1	2	4
	*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*	-	-	-	-	-	*	*	*	*	*
Agree	**896**	**353**	**330**	**40**	**203**	**75**	**153**	**22**	**336**	**313**	**33**	**191**	**4**	**59**	**149**	**21**	**698**	**98**	**248**	**181**	**187**	**244**	**150**	**152**	**181**	**696**	**988**
	58%q	**65%z**	**64%z**	**85%**	**66%z**	**67%**	**69%z**	**71%**	**65%z**	**64%z**	**87%**	**66%z**	**97%**	**68%**	**70%zi**	**70%**	**70%eq**	**34%**	**60%**	**75%er**	**64%**	**67%z**	**57%**	**56%**	**57%**	**59%**	**64%**
Disagree	**399**	**131**	**119**	**4**	**69**	**23**	**42**	**6**	**123**	**112**	**3**	**60**	*	**17**	**38**	**6**	**159**	**169**	**105**	**48**	**76**	**82**	**65**	**74**	**79**	**313**	**315**
	26%lnp	**24%**	**23%**	**8%**	**22%**	**21%**	**19%**	**21%**	**24%**	**23%n**	**7%**	**21%**	**3%**	**19%**	**18%**	**22%**	**16%**	**58%ap**	**26%**	**20%**	**26%**	**22%**	**25%**	**27%**	**25%**	**26%**	**21%**
Net agree	**497**	**222**	**211**	**36**	**134**	**52**	**111**	**16**	**213**	**201**	**30**	**131**	**4**	**42**	**111**	**14**	**540**	**-71**	**142**	**133**	**111**	**162**	**85**	**78**	**102**	**383**	**673**
	32%q	**41%z**	**41%z**	**77%**	**43%z**	**46%z**	**50%zab**	**50%z**	**41%z**	**41%z**	**80%**	**45%z**	**94%**	**49%z**	**52%zhi**	**48%**	**54%eq**	**-24%**	**35%**	**55%er**	**38%**	**44%z**	**32%**	**29%**	**32%w**	**32%**	**44%**

Participant Type : Micro, small and medium sized businesses
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 65

A5c. For each one, please tell me the extent to which you agree or disagree.

I know what finance providers look for when assessing finance applications

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Strongly agree	354 *23%*	130 **28%zd**	81 *23%*	159 *27%*	191 *21%*	70 *21%*	14 *21%*	13 *15%*	39 *21%*	108 *26%*	203 *22%*	382 *25%*
Tend to agree	542 *35%*	156 *34%*	131 *37%*	214 *36%*	325 *35%*	120 *36%*	27 *40%*	34 *40%*	74 *40%*	146 *34%*	322 *35%*	606 *39%*
Neither agree nor disagree	154 *10%*	36 *8%*	34 *10%*	49 *8%*	104 *11%*	29 *9%*	10 *15%*	4 *5%*	12 *7%*	44 *10%*	98 *11%*	163 *11%*
Tend to disagree	247 *16%*	82 *18%*	64 *18%*	102 *17%*	142 *16%*	60 *18%*	7 *11%*	20 *23%*	37 *20%*	71 *17%*	139 *15%*	204 *13%*
Strongly disagree	151 **10%abc**	27 *6%*	18 *5%*	35 *6%*	111 **12%zabc**	25 *8%*	5 *7%*	10 *12%*	18 *10%*	40 *9%*	92 *10%*	111 *7%*
Don't know	83 *5%*	29 *6%*	22 *6%*	38 *6%*	40 *4%*	24 *7%*	4 *5%*	4 *4%*	5 *3%*	14 *3%*	64 **7%zi**	65 *4%*
Refused	3 *	1 *	* *	1 *	2 *	2 *1%*	- -	- -	- -	* *	3 *	4 *
Agree	**896** ***58%***	**286** ***62%***	**212** ***60%***	**373** ***62%***	**516** ***56%***	**190** ***58%***	**41** ***61%***	**46** ***55%***	**112** ***61%***	**254** ***60%***	**525** ***57%***	**988** ***64%***
Disagree	**399** ***26%***	**108** ***24%***	**82** ***23%***	**137** ***23%***	**253** ***28%***	**85** ***26%***	**12** ***18%***	**30** ***36%***	**56** ***30%***	**111** ***26%***	**231** ***25%***	**315** ***21%***
Net agree	**497** **32%d**	**178** **39%zd**	**130** **37%d**	**237** **40%zd**	**263** ***29%***	**105** ***32%***	**29** **43%g**	**16** ***20%***	**57** ***31%***	**143** ***34%***	**294** ***32%***	**673** ***44%***

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*** small base**

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Table 66

A5d. For each one, please tell me the extent to which you agree or disagree.

I am confident I know where to obtain information on the types of finance and specific providers available

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Strongly agree	425 **28%l**	86 *28%*	18 *31%*	4 **41%zabde**	318 *27%*	108 *29%*	21 *23%*	72 *29%*	83 *29%*	112 *26%*	267 *27%*	154 *27%*	139 *21%*	136 **29%l**	52 **35%zl**	26 **33%l**	246 *28%*	133 *27%*	17 *28%*	17 *28%*	127 *27%*	8 *60%*	6 *29%*	459 *30%*
Tend to agree	574 *37%*	116 *38%*	26 **46%zade**	5 **49%zade**	427 *37%*	146 *40%*	35 *38%*	92 *36%*	115 *41%*	169 *40%*	366 *37%*	197 *35%*	251 *38%*	190 *40%*	46 *31%*	35 **44%n**	314 *35%*	203 **42%z**	22 *36%*	17 *27%*	196 **42%z**	4 *29%*	10 *48%*	621 *40%*
Neither agree nor disagree	166 **11%bch**	37 **12%zc**	5 *8%*	* *4%*	124 **11%c**	42 **11%bc**	9 *10%*	36 **14%h**	15 *5%*	41 *10%*	115 **12%h**	75 **13%h**	74 *11%*	54 *11%*	18 *12%*	7 *9%*	91 *10%*	55 *11%*	13 **21%zpqt**	6 *9%*	52 *11%*	* *2%*	3 *14%*	154 *10%*
Tend to disagree	205 **13%c**	37 **12%c**	6 **11%c**	* *5%*	161 **14%c**	44 **12%c**	22 **24%zgjk**	37 *15%*	43 *15%*	54 *13%*	125 *13%*	71 *13%*	103 *16%*	55 *12%*	23 *15%*	9 *11%*	119 *13%*	67 *14%*	7 *12%*	12 *19%*	64 *14%*	1 *6%*	2 *8%*	183 *12%*
Strongly disagree	110 **7%bco**	22 **7%bc**	1 *2%*	* *1%*	86 **7%bc**	24 **6%bc**	1 *1%*	8 *3%*	23 *8%*	34 *8%*	78 *8%*	44 *8%*	62 **9%o**	27 *6%*	9 *6%*	3 *3%*	75 *8%*	28 *6%*	1 *2%*	5 *8%*	27 *6%*	1 *4%*	* *1%*	85 *6%*
Don't know	52 **3%abcnoqt**	4 *1%*	1 *1%*	- -	47 **4%ace**	5 *1%*	3 *3%*	8 *3%*	6 *2%*	13 *3%*	38 *4%*	25 *4%*	33 **5%no**	12 *3%*	1 *1%*	* *1%*	44 **5%zqt**	2 *	1 *1%*	5 **8%qt**	2 *	- -	- -	31 *2%*
Refused	2 *	- -	- -	* **1%abe**	2 *	* *	- -	- -	- -	2 *1%*	2 *	* *	- -	- -	- -	* *	2 *	* *	- -	- -	* *	- -	- -	2 *
Agree	999 **65%l**	202 ***67%***	44 **77%zade**	8 **89%zabde**	745 ***64%***	254 **69%a**	56 ***61%***	165 ***65%***	199 ***70%***	282 ***66%***	632 ***64%***	351 ***62%***	390 ***59%***	326 **69%l**	98 ***66%***	60 **76%zl**	560 ***63%***	336 **69%z**	39 ***64%***	34 ***56%***	323 ***69%***	12 ***89%***	16 ***77%***	1080 ***70%***
Disagree	315 **21%bco**	59 **20%bc**	8 **14%c**	1 ***6%***	248 **21%bc**	68 **18%bc**	23 ***26%***	45 ***18%***	65 ***23%***	88 ***21%***	203 ***20%***	115 ***20%***	166 **25%zmo**	82 ***17%***	32 ***21%***	11 ***14%***	194 ***22%***	94 ***19%***	9 ***14%***	16 ***27%***	91 ***19%***	1 ***9%***	2 ***9%***	268 ***17%***
Net agree	684 **45%l**	143 **47%z**	36 **63%zade**	8 **83%zabde**	497 ***43%***	187 **51%ad**	33 ***36%***	119 ***47%***	133 ***47%***	194 ***45%***	430 ***43%***	236 ***42%***	224 ***34%***	244 **51%zl**	66 **45%l**	49 **62%zlmn**	366 ***41%***	242 **50%zps**	31 ***49%***	17 ***28%***	232 **49%zps**	11 ***79%***	14 **67%zpqs**	812 ***53%***

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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A5d. For each one, please tell me the extent to which you agree or disagree.

I am confident I know where to obtain information on the types of finance and specific providers available

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Strongly agree	425	32	67	96	151	80	226	74	159	197	46	57	110	206	96	74	114	237	117	305	18	139	99	33	54	74	186	459
	28%	*26%*	*25%*	*33%*	*30%*	*23%*	*26%*	**37%zf**	*28%*	*27%*	*26%*	**37%zh**	*27%*	*30%*	*26%*	*22%*	*25%*	**32%zo**	*27%*	*28%*	*20%*	*30%*	*29%*	*23%*	*28%*	*26%*	*27%*	*30%*
Tend to agree	574	53	81	118	188	135	322	70	211	268	78	43	155	253	148	82	166	325	150	423	32	172	118	64	75	100	257	621
	37%o	**42%ab**	*30%*	*40%*	*37%*	*40%*	*38%*	*36%*	**37%k**	*37%*	**44%k**	*28%*	*38%*	*37%*	*40%*	*24%*	**36%o**	**44%zo**	*35%*	*38%*	*36%*	*37%*	*35%*	*44%*	*38%*	*36%*	*38%*	*40%*
Neither agree nor disagree	166	11	40	30	61	24	102	18	61	81	19	12	47	78	38	46	55	65	63	103	18	47	45	7	34	21	86	154
	11%	*9%*	**15%e**	*10%*	*12%*	*7%*	*12%*	*9%*	*11%*	*11%*	*11%*	*8%*	*12%*	*11%*	*10%*	*14%*	*12%*	*9%*	**15%zs**	*9%*	**20%s**	*10%*	*13%*	*5%*	**17%zwy**	*7%*	**13%w**	*10%*
Tend to disagree	205	18	46	21	66	54	116	16	86	82	24	25	52	85	55	53	61	91	75	130	16	59	60	20	21	41	100	183
	13%c	**15%c**	**17%c**	*7%*	*13%*	**16%c**	*14%*	*8%*	*15%*	*11%*	*13%*	*16%*	*13%*	*12%*	*15%*	*16%*	*13%*	*12%*	**16%zs**	*12%*	*17%*	*13%*	**18%z**	*14%*	*11%*	*14%*	*15%*	*12%*
Strongly disagree	110	7	28	20	25	31	70	12	32	59	12	14	33	44	27	53	40	17	19	90	6	29	13	17	6	30	37	85
	7%qrv	*5%*	*10%*	*7%*	*5%*	*9%*	*8%*	*6%*	*6%*	*8%*	*7%*	*9%*	*8%*	*6%*	*7%*	**16%zpq**	**9%q**	*2%*	*4%*	*8%*	*6%*	*6%*	*4%*	**12%wxA**	*3%*	**11%wxA**	*5%*	*6%*
Don't know	52	4	12	8	16	13	19	7	14	32	-	3	13	23	5	29	19	3	6	46	-	19	6	3	7	16	16	31
	3%fgr	*3%*	*4%*	*3%*	*3%*	*4%*	*2%*	*4%*	*2%*	*4%*	-	*2%*	*3%*	*3%*	*1%*	**9%zq**	**4%q**	*	*1%*	**4%r**	-	*4%*	*2%*	*2%*	*4%*	*6%*	*2%*	*2%*
Refused	2	-	-	-	-	2	-	-	*	2	-	-	-	2	-	2	*	-	-	2	-	2	-	-	-	-	-	2
	*	-	-	-	-	*1%*	-	-	*	*	-	-	-	*	-	*1%*	*	-	-	*	-	*1%*	-	-	-	-	-	*
Agree	**999**	**85**	**148**	**213**	**339**	**214**	**548**	**144**	**370**	**465**	**124**	**100**	**264**	**458**	**244**	**156**	**280**	**563**	**268**	**728**	**50**	**311**	**217**	**97**	**129**	**174**	**443**	**1080**
	65%bo	**68%b**	***54%***	**73%zb**	**67%b**	***63%***	***64%***	***73%***	***66%***	***64%***	***69%***	***65%***	***64%***	***66%***	***66%***	***46%***	**61%o**	**76%zop**	***62%***	***66%***	***56%***	***67%***	***64%***	***67%***	***66%***	***62%***	***65%***	***70%***
Disagree	**315**	**25**	**74**	**40**	**91**	**85**	**186**	**28**	**119**	**141**	**35**	**39**	**85**	**130**	**82**	**106**	**102**	**108**	**95**	**220**	**21**	**87**	**73**	**37**	**27**	**71**	**137**	**268**
	21%co	***20%***	**27%cd**	***14%***	***18%***	**25%c**	***22%***	***14%***	***21%***	***20%***	***20%***	***25%***	***21%***	***19%***	***22%***	**31%zq**	**22%q**	***15%***	***22%***	***20%***	***24%***	***19%***	***21%***	**26%x**	***14%***	**25%x**	***20%***	***17%***
Net agree	**684**	**60**	**74**	**173**	**248**	**129**	**362**	**116**	**251**	**324**	**89**	**62**	**180**	**329**	**162**	**50**	**179**	**455**	**173**	**508**	**29**	**224**	**144**	**60**	**102**	**103**	**306**	**812**
	45%boy	**48%b**	***27%***	**59%zbe**	**49%be**	***38%***	***42%***	**59%zf**	***45%***	***45%***	***50%***	***40%***	***44%***	***48%***	***44%***	***15%***	**39%o**	**62%zop**	***40%***	***46%***	***32%***	**48%y**	***42%***	***41%***	**52%y**	***37%***	***45%***	***53%***

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*** small base**

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(FINAL)

Table 68

A5d. For each one, please tell me the extent to which you agree or disagree.

I am confident I know where to obtain information on the types of finance and specific providers available

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Strongly agree	425 **28%q**	151 *28%*	128 *25%*	15 *31%*	82 *26%*	29 *26%*	65 *29%*	10 *32%*	144 *28%*	128 *26%*	14 *36%*	76 *26%*	4 *87%*	28 *33%*	63 *30%*	10 *33%*	368 **37%zq**	30 *10%*	103 *25%*	77 *32%*	90 *31%*	95 *26%*	73 *28%*	78 *29%*	88 *28%*	333 *28%*	459 *30%*
Tend to agree	574 **37%qt**	191 *35%*	214 **42%ad**	18 *38%*	103 *33%*	55 **49%zad**	92 **42%d**	18 **58%zabdf**	186 *36%*	199 **41%h**	13 *35%*	100 *35%*	* *9%*	39 *45%*	85 *40%*	17 **57%zhk**	444 **45%zq**	62 *21%*	150 *36%*	93 *39%*	88 *30%*	157 **43%t**	105 *40%*	100 *37%*	123 *39%*	435 *37%*	621 *40%*
Neither agree nor disagree	166 **11%pq**	77 **14%z**	59 *11%*	12 *25%*	51 **16%zbfg**	10 *9%*	23 *10%*	1 *4%*	70 *14%*	51 *11%*	8 *21%*	48 **17%izn**	- -	7 *9%*	22 *11%*	1 *4%*	78 *8%*	18 *6%*	48 *12%*	36 *15%*	46 **16%z**	38 *10%*	31 *12%*	32 *12%*	35 *11%*	127 *11%*	154 *10%*
Tend to disagree	205 **13%p**	71 *13%*	64 *12%*	1 *2%*	43 *14%*	10 *9%*	25 *11%*	1 *4%*	68 *13%*	63 *13%*	1 *3%*	40 *14%*	* *4%*	7 *8%*	25 *12%*	1 *4%*	59 *6%*	100 **34%zp**	67 *16%*	26 *11%*	43 *15%*	54 *15%*	36 *14%*	36 *13%*	44 *14%*	160 *13%*	183 *12%*
Strongly disagree	110 **7%psu**	42 *8%*	33 *6%*	2 *4%*	24 *8%*	5 *5%*	11 *5%*	* *1%*	38 *7%*	28 *6%*	2 *5%*	18 *6%*	- -	3 *3%*	11 *5%*	* *1%*	20 *2%*	74 **25%zp**	31 *7%*	6 *3%*	22 *7%*	13 *3%*	16 *6%*	20 *7%*	21 *7%*	86 *7%*	85 *6%*
Don't know	52 **3%ap**	9 *2%*	16 *3%*	- -	7 *2%*	2 *2%*	6 *3%*	* *1%*	9 *2%*	16 *3%*	- -	7 *2%*	- -	2 *2%*	6 *3%*	* *1%*	23 *2%*	9 *3%*	13 *3%*	3 *1%*	4 *1%*	9 *3%*	3 *1%*	4 *1%*	4 *1%*	45 *4%*	31 *2%*
Refused	2 *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	2 *	2 *
Agree	999 **65%q**	342 ***63%***	342 **67%d**	32 ***69%***	184 ***60%***	85 **76%zabd**	157 **71%ad**	28 **90%zabdf**	330 ***64%***	328 ***67%***	27 ***71%***	176 ***61%***	4 ***96%***	67 **78%ihik**	149 **70%k**	26 **89%zhikn**	812 **82%zq**	91 ***31%***	253 ***61%***	170 ***71%***	178 ***61%***	252 ***69%***	178 ***67%***	178 ***66%***	211 ***67%***	768 ***65%***	1080 ***70%***
Disagree	315 **21%qops**	114 **21%g**	97 **19%g**	3 ***6%***	67 **22%g**	16 ***14%***	35 ***16%***	2 ***6%***	106 **21%o**	91 **19%o**	3 ***7%***	58 **20%o**	* ***4%***	10 ***12%***	35 ***17%***	2 ***6%***	79 ***8%***	174 **59%zp**	98 **24%s**	32 ***13%***	65 ***22%***	66 ***18%***	52 ***20%***	56 ***21%***	65 ***21%***	246 ***21%***	268 ***17%***
Net agree	684 **45%qr**	228 ***42%***	245 **48%ad**	29 ***63%***	117 ***38%***	69 **62%zabd**	122 **55%zabd**	27 **84%zabdef**	224 ***43%***	236 **49%hk**	24 ***64%***	118 ***41%***	4 ***92%***	57 **66%ihikn**	114 **53%ihk**	24 **83%zhikn**	733 **74%zq**	-83 ***-28%***	156 ***38%***	138 **57%r**	113 ***39%***	186 **51%t**	126 ***48%***	122 ***45%***	146 ***46%***	522 ***44%***	812 ***53%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 69

A5d. For each one, please tell me the extent to which you agree or disagree.

I am confident I know where to obtain information on the types of finance and specific providers available

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Strongly agree	425 *28%*	147 *32%*	111 *32%*	191 **32%z** *32%*	234 *26%*	83 *25%*	20 *29%*	19 *23%*	46 *25%*	116 *27%*	260 *28%*	459 *30%*
Tend to agree	574 *37%*	163 *35%*	118 *34%*	208 *35%*	358 *39%*	129 *39%*	24 *36%*	39 *47%*	67 *36%*	162 *38%*	345 *37%*	621 *40%*
Neither agree nor disagree	166 *11%*	58 *13%*	37 *11%*	69 *11%*	94 *10%*	34 *10%*	7 *11%*	5 *7%*	23 *12%*	44 *10%*	98 *11%*	154 *10%*
Tend to disagree	205 **13%ij** *14%*	63 *14%*	60 *17%*	92 *15%*	110 *12%*	47 *14%*	11 *17%*	13 *16%*	36 **19%ij** *16%*	68 *16%*	101 *11%*	183 *12%*
Strongly disagree	110 **7%abc** *7%*	19 *4%*	13 *4%*	22 *4%*	88 **10%zabc** *10%*	18 *5%*	6 *8%*	7 *8%*	8 *4%*	24 *6%*	77 *8%*	85 *6%*
Don't know	52 *3%*	11 *2%*	11 *3%*	17 *3%*	29 *3%*	16 *5%*	- -	- -	5 *3%*	9 *2%*	38 *4%*	31 *2%*
Refused	2 *	* *	- -	* *	2 *	2 *1%*	- -	- -	- -	* *	2 *	2 *
Agree	**999** ***65%***	**310** ***67%***	**229** ***66%***	**399** ***67%***	**591** ***65%***	**212** ***64%***	**44** ***65%***	**58** ***70%***	**113** ***61%***	**277** ***66%***	**605** ***66%***	**1080** ***70%***
Disagree	**315** ***21%***	**82** ***18%***	**72** ***21%***	**114** ***19%***	**198** ***22%***	**65** ***20%***	**17** ***25%***	**20** ***24%***	**44** ***24%***	**93** ***22%***	**178** ***19%***	**268** ***17%***
Net agree	**684** ***45%***	**228** ***49%***	**157** ***45%***	**286** ***48%***	**394** ***43%***	**147** ***45%***	**27** ***40%***	**39** ***46%***	**70** ***38%***	**185** ***44%***	**428** ***46%***	**812** ***53%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A5e. For each one, please tell me the extent to which you agree or disagree.

Finance providers give sufficient information about their products for me to judge whether they are suitable for my needs

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Strongly agree	193 *13%*	38 *13%*	7 *12%*	2 **19%abde**	147 *13%*	46 *13%*	8 *9%*	26 *10%*	33 *12%*	55 *13%*	133 *13%*	78 *14%*	76 *12%*	62 *13%*	16 *11%*	10 *13%*	116 *13%*	57 **12%t**	10 *16%*	7 *11%*	48 *10%*	5 *33%*	3 *13%*	198 *13%*
Tend to agree	496 *32%*	103 *34%*	26 **46%zade**	5 **52%zade**	362 *31%*	134 **36%a**	25 *28%*	86 *34%*	95 *34%*	128 *30%*	314 *32%*	186 *33%*	214 *32%*	142 *30%*	58 *39%*	36 **45%zlm**	269 *30%*	171 *35%*	23 *37%*	15 *24%*	166 *35%*	6 *40%*	8 *38%*	578 *38%*
Neither agree nor disagree	302 *20%*	57 *19%*	11 *20%*	1 *16%*	233 *20%*	69 *19%*	22 *24%*	50 *20%*	68 *24%*	68 *16%*	183 *18%*	115 *20%*	130 *20%*	102 *21%*	28 *19%*	13 *16%*	170 *19%*	104 *21%*	11 *18%*	11 *19%*	103 *22%*	2 *16%*	3 *14%*	288 *19%*
Tend to disagree	275 **18%bc**	64 **21%zbc**	7 *12%*	1 *9%*	203 **17%c**	72 **19%bc**	17 *19%*	48 *19%*	46 *16%*	74 *17%*	181 *18%*	107 *19%*	113 *17%*	97 *20%*	25 *17%*	13 *17%*	149 *17%*	91 *19%*	13 *22%*	16 *26%*	89 *19%*	1 *5%*	6 *29%*	263 *17%*
Strongly disagree	129 **8%bck**	24 **8%c**	3 *6%*	* *2%*	101 **9%c**	28 **8%c**	12 *13%*	23 *9%*	21 *8%*	53 **12%ijk**	82 **8%k**	30 *5%*	55 *8%*	35 *7%*	12 *8%*	6 *7%*	87 *10%*	34 *7%*	2 *4%*	5 *8%*	33 *7%*	1 *5%*	1 *5%*	108 *7%*
Don't know	138 **9%abcoqt**	17 *5%*	3 *5%*	* *2%*	118 **10%abce**	20 **5%c**	6 *7%*	21 *8%*	20 *7%*	46 *11%*	96 *10%*	51 *9%*	73 **11%o**	36 **8%o**	9 *6%*	1 *2%*	98 **11%qt**	30 *6%*	2 *3%*	7 *12%*	30 *6%*	* *	* *1%*	98 *6%*
Refused	2 *	- -	- -	* **1%abe**	2 *	* *	- -	- -	- -	2 *1%*	2 *	* *	- -	- -	- -	* *	2 *	* *	- -	- -	* *	- -	- -	2 *
Agree	**689** ***45%***	**141** ***47%***	**33** **57%zade**	**7** **71%zabde**	**509** ***44%***	**180** **49%a**	**33** ***37%***	**112** ***44%***	**129** ***45%***	**183** ***43%***	**447** ***45%***	**264** ***47%***	**291** ***44%***	**204** ***43%***	**74** ***50%***	**46** **58%zlm**	**385** ***43%***	**228** ***47%***	**33** ***53%***	**22** ***36%***	**214** ***46%***	**10** ***74%***	**10** ***51%***	**776** ***51%***
Disagree	**404** **26%bc**	**88** **29%zbce**	**10** **18%c**	**1** ***10%***	**304** **26%bc**	**100** **27%bc**	**29** ***32%***	**70** ***28%***	**68** ***24%***	**127** ***30%***	**264** ***27%***	**136** ***24%***	**168** ***25%***	**133** ***28%***	**37** ***25%***	**19** ***24%***	**236** ***26%***	**125** ***26%***	**16** ***25%***	**21** ***34%***	**122** ***26%***	**1** ***10%***	**7** ***34%***	**371** ***24%***
Net agree	**285** **19%fis**	**52** ***17%***	**22** **39%zade**	**6** **61%zabde**	**205** ***18%***	**80** **22%a**	**4** ***4%***	**42** **16%f**	**61** **21%fi**	**55** ***13%***	**183** **18%fi**	**128** **23%cfij**	**123** ***19%***	**72** ***15%***	**37** **25%zm**	**27** **34%zlm**	**149** **17%s**	**103** **21%s**	**17** **28%ps**	**1** ***2%***	**92** **20%s**	**9** ***64%***	**3** **17%s**	**405** ***26%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 71

A5e. For each one, please tell me the extent to which you agree or disagree.

Finance providers give sufficient information about their products for me to judge whether they are suitable for my needs

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Strongly agree	193 **13%jn**	11 *9%*	32 *12%*	35 *12%*	74 *15%*	41 *12%*	94 *11%*	44 **22%zf**	78 **14%j**	94 **13%j**	9 *5%*	29 **19%j**	60 **15%n**	98 **14%n**	27 *7%*	33 *10%*	58 *13%*	102 *14%*	53 *12%*	138 *13%*	8 *9%*	65 *14%*	44 *13%*	19 *13%*	22 *11%*	32 *11%*	85 *13%*	198 *13%*
Tend to agree	496 **32%s**	44 *35%*	79 *29%*	93 *32%*	159 *31%*	122 *36%*	266 *31%*	79 *40%*	190 *34%*	237 *33%*	53 *29%*	41 *27%*	134 *33%*	218 *31%*	119 *32%*	98 *29%*	146 *32%*	252 *34%*	167 **39%zs**	328 *30%*	40 *44%*	135 *29%*	127 *37%*	49 *34%*	74 *38%*	83 *30%*	251 **37%z**	578 *38%*
Neither agree nor disagree	302 **20%g**	19 *15%*	53 *19%*	67 *23%*	105 *21%*	58 *17%*	184 **22%g**	16 *8%*	110 *20%*	139 *19%*	45 *25%*	20 *13%*	75 *18%*	136 *20%*	80 *22%*	58 *17%*	95 *21%*	149 *20%*	84 *19%*	218 *20%*	17 *19%*	92 *20%*	67 *20%*	26 *18%*	45 *23%*	45 *16%*	139 *20%*	288 *19%*
Tend to disagree	275 **18%u**	28 *23%*	52 *19%*	40 *14%*	95 *19%*	60 *18%*	171 *20%*	33 *17%*	93 *17%*	132 *18%*	42 *24%*	25 *16%*	61 *15%*	118 *17%*	89 **24%zl**	58 *17%*	86 *19%*	131 *18%*	72 *17%*	203 *18%*	10 *11%*	59 *13%*	62 *18%*	28 *20%*	31 *16%*	66 **23%u**	122 *18%*	263 *17%*
Strongly disagree	129 **8%q**	14 *11%*	29 *11%*	32 *11%*	30 *6%*	24 *7%*	93 **11%z**	11 *6%*	60 **11%l**	44 *6%*	13 *7%*	27 **17%zhij**	51 **13%zn**	57 *8%*	21 *6%*	43 **13%zq**	40 *9%*	46 *6%*	32 *7%*	97 *9%*	5 *6%*	41 *9%*	27 *8%*	13 *9%*	16 *8%*	26 *9%*	56 *8%*	108 *7%*
Don't know	138 **9%hrvxA**	8 *7%*	28 *10%*	24 *8%*	44 *9%*	32 *10%*	46 *5%*	15 *8%*	32 *6%*	74 **10%h**	18 *10%*	12 *8%*	28 *7%*	62 *9%*	34 *9%*	48 **14%zpq**	31 *7%*	59 *8%*	23 *5%*	114 **10%r**	9 *10%*	74 **16%zvwxA**	14 *4%*	8 *6%*	7 *4%*	30 **11%wA**	29 *4%*	98 *6%*
Refused	2 *	- -	- -	- -	- -	2 *1%*	- -	- -	* *	2 *	- -	- -	- -	2 *	- -	2 *1%*	* *	- -	- -	2 *	- -	2 *1%*	- -	- -	- -	- -	- -	2 *
Agree	**689** **45%js**	**55** ***44%***	**110** ***40%***	**128** ***44%***	**233** ***46%***	**163** ***48%***	**360** ***42%***	**123** **62%zf**	**268** **47%j**	**331** ***46%***	**62** ***35%***	**70** ***46%***	**195** ***48%***	**316** ***46%***	**145** ***39%***	**130** ***38%***	**205** ***45%***	**354** **48%o**	**220** **51%zs**	**466** ***42%***	**48** ***54%***	**199** ***43%***	**172** ***50%***	**68** ***47%***	**96** ***49%***	**116** ***41%***	**336** **49%z**	**776** ***51%***
Disagree	**404** **26%u**	**42** ***34%***	**81** ***30%***	**72** ***25%***	**125** ***25%***	**84** ***25%***	**265** **31%z**	**44** ***22%***	**153** ***27%***	**176** ***24%***	**55** ***31%***	**51** ***33%***	**112** ***27%***	**175** ***25%***	**109** ***30%***	**101** ***30%***	**126** ***28%***	**176** ***24%***	**104** ***24%***	**299** ***27%***	**15** ***17%***	**99** ***21%***	**89** ***26%***	**41** ***29%***	**48** ***24%***	**92** **33%u**	**178** ***26%***	**371** ***24%***
Net agree	**285** **19%abfjnosy**	**13** ***10%***	**29** ***11%***	**55** ***19%***	**108** **21%ab**	**79** **23%ab**	**95** ***11%***	**79** **40%zf**	**114** **20%jk**	**155** **21%j**	**7** ***4%***	**19** ***12%***	**82** **20%n**	**141** **20%n**	**36** ***10%***	**29** ***9%***	**78** **17%o**	**178** **24%zop**	**116** **27%zs**	**166** ***15%***	**33** **37%zs**	**100** **21%y**	**83** **24%zy**	**27** **18%y**	**49** **25%y**	**24** ***8%***	**158** **23%zy**	**405** ***26%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 72

A5e. For each one, please tell me the extent to which you agree or disagree.

Finance providers give sufficient information about their products for me to judge whether they are suitable for my needs

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Strongly agree	193 **13%q**	78 **14%b**	51 *10%*	6 *12%*	39 *13%*	11 *10%*	31 **14%b**	8 **26%bde**	77 **15%i**	50 *10%*	5 *14%*	38 *13%*	3 *56%*	10 *12%*	31 **15%i**	8 **28%hikmn**	171 **17%zq**	16 *5%*	42 *10%*	36 *15%*	45 *15%*	40 *11%*	25 *10%*	23 *8%*	29 *9%*	164 *14%*	198 *13%*
Tend to agree	496 **32%q**	197 *36%*	194 **38%z**	18 *39%*	128 **41%za**	37 *33%*	84 *38%*	14 *44%*	189 **37%z**	184 **38%z**	15 *39%*	122 **42%zh**	1 *26%*	33 *38%*	77 *36%*	12 *42%*	371 **37%zq**	63 *21%*	156 **38%z**	89 *37%*	110 *38%*	139 **38%z**	107 **40%zy**	106 **39%zy**	125 **40%zy**	363 *31%*	578 *38%*
Neither agree nor disagree	302 **20%p**	105 *19%*	105 *20%*	9 *20%*	53 *17%*	26 *24%*	37 *17%*	3 *11%*	98 *19%*	97 *20%*	8 *22%*	49 *17%*	1 *15%*	21 *24%*	37 *17%*	3 *11%*	166 *17%*	47 *16%*	86 *21%*	47 *20%*	48 *17%*	80 *22%*	42 *16%*	45 *17%*	50 *16%*	243 *20%*	288 *19%*
Tend to disagree	275 *18%*	101 *19%*	98 *19%*	11 *23%*	55 *18%*	27 *25%*	37 *17%*	4 *13%*	98 *19%*	89 *18%*	7 *19%*	53 *18%*	* *3%*	17 *20%*	37 *17%*	4 *12%*	161 *16%*	79 **27%zp**	69 *17%*	45 *19%*	49 *17%*	69 *19%*	55 *21%*	55 *20%*	62 *20%*	207 *17%*	263 *17%*
Strongly disagree	129 **8%p**	45 *8%*	48 *9%*	3 *5%*	27 *9%*	6 *6%*	25 *11%*	1 *5%*	37 *7%*	48 **10%m**	2 *6%*	19 *7%*	- -	2 *2%*	25 **12%hkm**	1 *5%*	65 *7%*	50 **17%zp**	34 *8%*	21 *9%*	33 **11%u**	20 *5%*	16 *6%*	24 **9%w**	27 **9%w**	99 *8%*	108 *7%*
Don't know	138 **9%abdfhiknpstu**	17 *3%*	17 *3%*	* *	7 *2%*	3 *3%*	6 *3%*	1 *2%*	17 *3%*	17 *3%*	* *1%*	7 *2%*	- -	3 *4%*	6 *3%*	1 *2%*	59 *6%*	38 **13%p**	26 **6%s**	2 *1%*	7 *3%*	18 *5%*	19 *7%*	17 *6%*	23 *7%*	110 *9%*	98 *6%*
Refused	2 *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	2 *	2 *
Agree	**689** **45%q**	**275** **51%z**	**245** ***48%***	**24** ***52%***	**167** **54%z**	**48** ***43%***	**115** **52%z**	**22** **70%zabef**	**266** **52%z**	**235** ***48%***	**20** ***53%***	**160** **56%zi**	**4** ***83%***	**43** ***50%***	**108** ***51%***	**20** **69%zhin**	**541** **55%zq**	**79** ***27%***	**197** ***48%***	**126** ***52%***	**154** **53%z**	**178** ***49%***	**132** ***50%***	**129** ***48%***	**154** ***49%***	**527** ***44%***	**776** ***51%***
Disagree	**404** **26%p**	**146** ***27%***	**147** ***29%***	**13** ***28%***	**82** ***27%***	**34** ***30%***	**62** ***28%***	**6** ***18%***	**135** ***26%***	**137** ***28%***	**9** ***25%***	**72** ***25%***	* *3%*	**19** ***22%***	**62** ***29%***	**5** ***17%***	**226** ***23%***	**129** **44%zp**	**103** ***25%***	**67** ***28%***	**82** ***28%***	**89** ***24%***	**71** ***27%***	**79** ***29%***	**89** ***28%***	**306** ***26%***	**371** ***24%***
Net agree	**285** **19%q**	**129** **24%zbe**	**98** ***19%***	**11** ***23%***	**84** **27%zbe**	**15** ***13%***	**53** **24%be**	**16** **52%zabdef**	**131** **25%zi**	**98** ***20%***	**11** ***28%***	**88** **31%zhin**	**4** ***80%***	**24** ***27%***	**46** ***22%***	**15** **52%hikmn**	**315** **32%zq**	**-50** ***-17%***	**94** ***23%***	**59** **25%z**	**72** **25%z**	**89** **24%z**	**61** **23%w**	**49** ***18%***	**65** **21%w**	**221** ***19%***	**405** ***26%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 73

A5e. For each one, please tell me the extent to which you agree or disagree.

Finance providers give sufficient information about their products for me to judge whether they are suitable for my needs

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Strongly agree	193 **13%g**	68 *15%*	42 *12%*	79 *13%*	111 *12%*	39 **12%g**	10 **14%g**	1 *2%*	17 *9%*	64 *15%*	111 *12%*	198 *13%*
Tend to agree	496 *32%*	160 *35%*	112 *32%*	203 *34%*	290 *32%*	98 *30%*	16 *24%*	24 *29%*	61 *33%*	140 *33%*	294 *32%*	578 *38%*
Neither agree nor disagree	302 **20%ac**	55 *12%*	69 **20%ac**	97 **16%a**	198 **22%a**	69 *21%*	10 *14%*	20 *23%*	38 *21%*	86 *20%*	176 *19%*	288 *19%*
Tend to disagree	275 *18%*	107 **23%cd**	67 *19%*	127 *21%*	147 *16%*	58 *18%*	15 *23%*	21 *25%*	32 *18%*	73 *17%*	170 *18%*	263 *17%*
Strongly disagree	129 *8%*	30 *7%*	31 *9%*	44 *7%*	83 *9%*	16 *5%*	11 **16%e**	13 **15%e**	22 *12%*	38 *9%*	67 *7%*	108 *7%*
Don't know	138 **9%f**	40 *9%*	28 *8%*	49 *8%*	83 *9%*	46 **14%e**	6 *9%*	5 *5%*	14 *8%*	23 *5%*	101 **11%cl**	98 *6%*
Refused	2 *	* *	- -	* *	2 *	2 *1%*	- -	- -	- -	* *	2 *	2 *
Agree	**689** ***45%***	**228** ***49%***	**154** ***44%***	**282** ***47%***	**402** ***44%***	**138** ***42%***	**25** ***38%***	**26** ***31%***	**78** ***42%***	**204** ***48%***	**405** ***44%***	**776** ***51%***
Disagree	**404** ***26%***	**138** ***30%***	**98** ***28%***	**171** ***28%***	**230** ***25%***	**75** ***23%***	**26** **39%e**	**34** **41%ze**	**55** ***29%***	**110** ***26%***	**236** ***26%***	**371** ***24%***
Net agree	**285** **19%fg**	**90** ***20%***	**55** ***16%***	**111** ***19%***	**172** ***19%***	**63** **19%fg**	**-1** ***-1%***	**-9** ***-10%***	**24** ***13%***	**93** ***22%***	**169** ***18%***	**405** ***26%***

Participant Type : Micro, small and medium sized businesses
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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A5f. For each one, please tell me the extent to which you agree or disagree.

All banks are the same in the way they treat smaller businesses

Base : All businesses

	Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Strongly agree	231 **15%cl**	57 **19%zcd**	8 *14%*	1 *7%*	165 **14%c**	66 **18%bc**	10 *10%*	32 *13%*	55 *19%*	56 *13%*	141 *14%*	85 *15%*	66 *10%*	94 **20%zl**	27 **18%l**	17 **21%zl**	114 *13%*	92 **19%zp**	8 *13%*	11 *18%*	86 **18%zp**	5 *38%*	4 *20%*	231 *15%*
Tend to agree	281 *18%*	57 *19%*	12 *21%*	2 *21%*	210 *18%*	71 *19%*	19 *21%*	39 *15%*	49 *17%*	94 *22%*	192 *19%*	98 *17%*	139 *21%*	77 *16%*	32 *22%*	16 *21%*	164 *18%*	85 *17%*	14 *23%*	8 *13%*	83 *18%*	2 *16%*	5 *24%*	294 *19%*
Neither agree nor disagree	172 **11%ant**	29 *10%*	6 *10%*	1 *10%*	136 *12%*	36 *10%*	19 **21%l**	32 *13%*	32 *11%*	39 *9%*	107 *11%*	69 *12%*	81 *12%*	55 *12%*	8 *6%*	9 *11%*	109 *12%*	43 *9%*	5 *8%*	12 **19%l**	40 *9%*	1 *9%*	1 *7%*	162 *11%*
Tend to disagree	371 *24%*	75 *25%*	17 **30%ze**	3 **34%zade**	275 *24%*	95 *26%*	16 *17%*	58 *23%*	60 *21%*	116 *27%*	252 *25%*	136 *24%*	151 *23%*	117 *25%*	37 *25%*	20 *25%*	212 *24%*	122 *25%*	14 *23%*	13 *22%*	118 *25%*	3 *21%*	7 *32%*	413 *27%*
Strongly disagree	331 *22%*	62 *21%*	11 *19%*	2 *23%*	256 *22%*	75 *20%*	19 *21%*	66 *26%*	70 *25%*	80 *19%*	194 *20%*	115 *20%*	153 *23%*	91 *19%*	31 *21%*	14 *17%*	191 *21%*	110 *23%*	14 *23%*	11 *18%*	106 *23%*	2 *15%*	3 *15%*	321 *21%*
Don't know	149 **10%abcoq**	21 *7%*	4 *6%*	* *3%*	124 **11%abce**	25 **7%c**	9 *10%*	26 *10%*	17 *6%*	42 *10%*	105 *11%*	63 *11%*	72 **11%o**	41 *9%*	13 *8%*	3 *4%*	102 *11%*	36 *7%*	6 *10%*	6 *9%*	35 *8%*	- -	* *2%*	113 *7%*
Refused	* *	- -	- -	* **1%zabde**	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	- -	* *	- -	* *	- -	- -	* *	- -	- -	1 *
Agree	512 ***33%***	115 ***38%zc***	20 ***35%***	3 ***29%***	375 ***32%***	137 ***37%c***	29 ***31%***	71 ***28%***	105 ***37%***	150 ***35%***	333 ***34%***	183 ***32%***	205 ***31%***	171 ***36%***	59 ***40%***	33 ***42%zl***	278 ***31%***	177 ***36%***	22 ***36%***	19 ***32%***	169 ***36%***	8 ***55%***	9 ***44%***	525 ***34%***
Disagree	701 ***46%***	137 ***45%***	28 ***49%***	5 **57%zade**	531 ***46%***	170 ***46%***	35 ***38%***	124 ***49%***	131 ***46%***	196 ***46%***	446 ***45%***	251 ***44%***	304 ***46%***	207 ***44%***	68 ***46%***	34 ***43%***	403 ***45%***	232 ***48%***	28 ***46%***	24 ***40%***	225 ***48%***	5 ***36%***	10 ***48%***	734 ***48%***
Net agree	-189 ***-12%***	-23 ***-8%***	-8 ***-14%***	-3 ***-29%***	-156 ***-13%***	-33 ***-9%***	-6 ***-7%***	-53 ***-21%***	-26 ***-9%***	-46 ***-11%***	-113 ***-11%***	-68 ***-12%***	-99 ***-15%***	-36 ***-8%***	-9 ***-6%***	-1 ***-1%***	-124 ***-14%***	-55 ***-11%***	-6 ***-10%***	-5 ***-9%***	-56 ***-12%***	3 ***19%***	-1 ***-4%***	-209 ***-14%***

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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A5f. For each one, please tell me the extent to which you agree or disagree.

All banks are the same in the way they treat smaller businesses

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Strongly agree	231	21	42	54	72	42	156	27	89	87	41	33	65	102	55	58	70	104	73	158	15	59	58	25	32	29	114	231
	15%ii	17%	15%	18%	14%	13%	18%z	14%	16%	12%	23%ii	21%ii	16%	15%	15%	17%	15%	14%	17%	14%	16%	13%	17%	17%	16%	10%	17%	15%
Tend to agree	281	17	49	50	101	65	167	35	100	153	15	29	76	126	71	60	75	146	98	182	22	57	77	39	46	52	161	294
	18%ju	13%	18%	17%	20%	19%	20%	18%	18%j	21%j	8%	19%j	19%	18%	19%	18%	16%	20%	23%zs	17%	24%	12%	22%u	27%u	23%u	18%	24%zu	19%
Neither agree nor disagree	172	18	23	36	47	47	77	19	75	71	13	21	50	73	40	34	55	84	47	125	13	69	34	15	17	23	65	162
	11%i	15%	9%	12%	9%	14%	9%	9%	13%	10%	8%	13%	12%	10%	11%	10%	12%	11%	11%	11%	15%	15%	10%	10%	9%	8%	10%	11%
Tend to disagree	371	33	59	60	140	78	192	43	126	185	48	29	94	179	82	75	100	196	93	274	13	112	81	23	40	86	144	413
	24%A	27%	22%	21%	28%	23%	22%	22%	22%	26%	27%	19%	23%	26%	22%	22%	22%	27%	22%	25%	14%	24%	24%	16%	20%	31%wA	21%	27%
Strongly disagree	331	28	66	63	105	68	199	58	133	148	43	30	104	139	84	58	117	156	93	238	25	107	68	42	51	56	161	321
	22%	22%	24%	22%	21%	20%	23%	29%	24%	20%	24%	20%	25%	20%	23%	17%	26%	21%	22%	22%	27%	23%	20%	29%	26%	20%	24%	21%
Don't know	149	8	33	29	42	38	64	17	41	78	19	12	20	73	37	54	41	54	27	122	3	63	24	2	11	37	37	113
	10%ilorwA	6%	12%	10%	8%	11%	7%	8%	7%	11%	11%	8%	5%	11%i	10%	16%cpq	9%	7%	6%	11%r	3%	13%zvwxA	7%	1%	5%	13%wA	5%	7%
Refused	*	-	-	-	-	*	-	-	*	-	-	-	-	-	-	-	*	-	-	*	-	-	-	-	-	-	-	*
	*	-	-	-	-	*	-	-	*	-	-	-	-	-	-	-	*	-	-	*	-	-	-	-	-	-	-	*
Agree	**512**	**37**	**91**	**104**	**173**	**108**	**323**	**62**	**188**	**241**	**55**	**62**	**141**	**228**	**126**	**118**	**144**	**250**	**171**	**341**	**36**	**116**	**135**	**63**	**78**	**81**	**275**	**525**
	33%eu	*30%*	*33%*	*36%*	*34%*	*32%*	38%z	*31%*	*33%*	*33%*	*31%*	*40%*	*34%*	*33%*	*34%*	*35%*	*32%*	*34%*	40%zs	*31%*	*41%*	*25%*	39%zuy	44%uy	40%u	*29%*	40%zuy	*34%*
Disagree	**701**	**61**	**126**	**123**	**245**	**146**	**391**	**100**	**259**	**333**	**91**	**59**	**198**	**318**	**166**	**133**	**216**	**352**	**186**	**512**	**37**	**219**	**149**	**65**	**91**	**142**	**305**	**734**
	46%	*49%*	*46%*	*42%*	*48%*	*43%*	*46%*	*51%*	*46%*	*46%*	*51%*	*38%*	*48%*	*46%*	*45%*	*39%*	*47%*	*48%*	*43%*	*47%*	*42%*	*47%*	*44%*	*45%*	*47%*	*50%*	*45%*	*48%*
Net agree	**-189**	**-24**	**-35**	**-19**	**-73**	**-38**	**-68**	**-39**	**-71**	**-92**	**-36**	**3**	**-57**	**-90**	**-40**	**-15**	**-72**	**-102**	**-15**	**-171**	**-1**	**-103**	**-15**	**-1**	**-14**	**-61**	**-29**	**-209**
	-12%	*-19%*	*-13%*	*-7%*	*-14%*	*-11%*	*-8%*	*-20%*	*-13%*	*-13%*	*-20%*	*2%*	*-14%*	*-13%*	*-11%*	*-5%*	*-16%*	*-14%*	*-4%*	*-16%*	*-1%*	*-22%*	*-4%*	*-1%*	*-7%*	*-22%*	*-4%*	*-14%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A5f. For each one, please tell me the extent to which you agree or disagree.

All banks are the same in the way they treat smaller businesses

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Strongly agree	231 *15%*	96 *18%*	85 *17%*	10 *21%*	65 **21%z**	21 *19%*	36 *16%*	3 *11%*	86 *17%*	78 *16%*	9 *23%*	55 *19%*	1 *16%*	15 *17%*	35 *17%*	3 *12%*	158 *16%*	37 *13%*	79 *19%*	34 *14%*	56 *19%*	58 *16%*	45 *17%*	52 *19%*	58 *18%*	171 *14%*	231 *15%*
Tend to agree	281 *18%*	116 *21%*	113 **22%z**	16 *34%*	59 *19%*	21 *18%*	42 *19%*	8 *24%*	115 **22%z**	113 **23%z**	11 *29%*	58 *20%*	1 *16%*	19 *23%*	39 *19%*	7 *24%*	177 *18%*	61 *21%*	97 **24%z**	52 *21%*	72 **25%z**	85 **23%z**	49 *19%*	47 *18%*	56 *18%*	216 *18%*	294 *19%*
Neither agree nor disagree	172 **11%p**	60 *11%*	45 *9%*	2 *4%*	33 *11%*	11 *10%*	23 *10%*	2 *5%*	59 *11%*	43 *9%*	1 *2%*	33 *12%*	* *3%*	11 *12%*	23 *11%*	2 *6%*	89 *9%*	24 *8%*	35 *9%*	28 *11%*	27 *9%*	31 *8%*	24 *9%*	23 *8%*	25 *8%*	144 *12%*	162 *11%*
Tend to disagree	371 **24%t**	124 *23%*	118 *23%*	7 *15%*	71 *23%*	27 *24%*	58 *26%*	8 *25%*	113 *22%*	109 *23%*	6 *15%*	62 *22%*	* *3%*	20 *23%*	55 *26%*	6 *21%*	262 *26%*	56 *19%*	84 *20%*	51 *21%*	51 *18%*	87 *24%*	74 *28%*	71 *26%*	86 *27%*	279 *23%*	413 *27%*
Strongly disagree	331 *22%*	122 *23%*	119 *23%*	11 *24%*	66 *21%*	22 *20%*	52 *24%*	8 *25%*	118 *23%*	114 *23%*	11 *28%*	65 *22%*	3 *62%*	17 *19%*	50 *23%*	8 *27%*	232 *23%*	68 *23%*	94 *23%*	65 *27%*	74 *25%*	86 *24%*	53 *20%*	65 **24%w**	69 *22%*	255 *21%*	321 *21%*
Don't know	149 **10%abdfhiknpr stuw**	25 *5%*	32 *6%*	1 *1%*	15 *5%*	10 *9%*	9 *4%*	3 *10%*	25 *5%*	29 *6%*	1 *2%*	15 *5%*	- -	5 *6%*	9 *4%*	3 *11%*	75 *8%*	46 **16%zp**	23 *6%*	13 *5%*	13 *4%*	18 *5%*	19 **7%w**	12 *4%*	21 **7%w**	123 **10%w**	113 *7%*
Refused	* *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	* *	1 *
Agree	**512** ***33%***	**211** ***39%z***	**199** ***39%z***	**26** ***55%***	**123** ***40%z***	**42** ***37%***	**78** ***35%***	**11** ***35%***	**201** ***39%z***	**191** ***39%z***	**20** ***52%***	**113** ***39%***	**1** ***32%***	**34** ***39%***	**75** ***35%***	**10** ***36%***	**335** ***34%***	**98** ***33%***	**176** ***43%z***	**86** ***36%***	**128** ***44%z***	**144** ***39%z***	**95** ***36%***	**100** ***37%***	**115** ***36%***	**387** ***33%***	**525** ***34%***
Disagree	**701** ***46%***	**246** ***45%***	**238** ***46%***	**18** ***39%***	**137** ***44%***	**49** ***44%***	**110** ***50%***	**15** ***49%***	**231** ***45%***	**223** ***46%***	**16** ***43%***	**127** ***44%***	**3** ***65%***	**36** ***42%***	**105** ***50%***	**14** ***47%***	**494** ***50%z***	**125** ***43%***	**178** ***43%***	**115** ***48%***	**125** ***43%***	**174** ***47%***	**127** ***48%***	**136** ***50%***	**155** ***49%***	**534** ***45%***	**734** ***48%***
Net agree	**-189** *-12%*	**-35** *-6%*	**-39** *-8%*	**7** *16%*	**-14** *-4%*	**-7** *-6%*	**-32** *-15%*	**-5** *-14%*	**-30** *-6%*	**-32** *-7%*	**3** *9%*	**-14** *-5%*	**-1** *-33%*	**-2** *-3%*	**-30** *-14%*	**-3** *-11%*	**-159** *-16%*	**-27** *-9%*	**-2** *	**-29** *-12%*	**3** *1%*	**-30** *-8%*	**-32** *-12%*	**-36** *-13%*	**-40** *-13%*	**-147** *-12%*	**-209** *-14%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A5f. For each one, please tell me the extent to which you agree or disagree.

All banks are the same in the way they treat smaller businesses

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Strongly agree	231	70	70	97	129	35	19	19	26	65	138	231
	15%	*15%*	**20%zac**	*16%*	*14%*	*11%*	**28%ze**	**23%e**	*14%*	*15%*	*15%*	*15%*
Tend to agree	281	86	65	110	171	50	11	12	32	76	172	294
	18%	*19%*	*19%*	*18%*	*19%*	*15%*	*17%*	*14%*	*17%*	*18%*	*19%*	*19%*
Neither agree nor disagree	172	58	40	79	92	32	7	9	29	53	90	162
	11%	*13%*	*11%*	*13%*	*10%*	*10%*	*11%*	*10%*	*16%*	*12%*	*10%*	*11%*
Tend to disagree	371	101	73	132	233	91	12	22	34	105	231	413
	24%	*22%*	*21%*	*22%*	*25%*	*27%*	*18%*	*26%*	*18%*	*25%*	*25%*	*27%*
Strongly disagree	331	106	75	132	193	76	11	17	43	99	189	321
	22%	*23%*	*21%*	*22%*	*21%*	*23%*	*17%*	*20%*	*23%*	*23%*	*21%*	*21%*
Don't know	149	41	28	49	97	45	7	6	22	26	101	113
	10%d	*9%*	*8%*	*8%*	*11%*	*14%*	*11%*	*7%*	*12%*	*6%*	**11%d**	*7%*
Refused	*	*	-	*	-	-	-	-	-	*	-	1
	*	*	-	*	-	-	-	-	-	*	-	*
Agree	**512**	**156**	**135**	**208**	**300**	**85**	**30**	**31**	**58**	**140**	**310**	**525**
	33%e	***34%***	***38%***	***35%***	***33%***	***26%***	**44%e**	***37%***	***31%***	***33%***	***34%***	***34%***
Disagree	**701**	**207**	**148**	**264**	**426**	**167**	**23**	**38**	**76**	**204**	**420**	**734**
	46%	***45%***	***42%***	***44%***	***47%***	**51%d**	***34%***	***46%***	***41%***	***48%***	***46%***	***48%***
Net agree	**-189**	**-51**	**-13**	**-56**	**-126**	**-81**	**7**	**-7**	**-18**	**-64**	**-110**	**-209**
	-12%	***-11%***	***-4%***	***-9%***	***-14%***	***-25%***	***10%***	***-9%***	***-10%***	***-15%***	***-12%***	***-14%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

Table 78

A5. Summary. For each one, please tell me the extent to which you agree or disagree...

Base : All businesses

	Banks are generally the only source of finance available to smaller businesses	I am confident in my ability and skills to obtain external finance from finance providers	I know what finance providers look for when assessing finance applications	I am confident I know where to obtain information on the types of finance and specific providers available	Finance providers give sufficient information about their products for me to judge whether they are suitable for my needs	All banks are the same in the way they treat smaller businesses
Unweighted Total	1535	1535	1535	1535	1535	1535
Weighted Total	1535	1535	1535	1535	1535	1535
Effective Base	751	751	751	751	751	751
Strongly agree	76 *5%*	450 *29%*	354 *23%*	425 *28%*	193 *13%*	231 *15%*
Tend to agree	196 *13%*	543 *35%*	542 *35%*	574 *37%*	496 *32%*	281 *18%*
Neither agree nor disagree	89 *6%*	195 *13%*	154 *10%*	166 *11%*	302 *20%*	172 *11%*
Tend to disagree	499 *32%*	169 *11%*	247 *16%*	205 *13%*	275 *18%*	371 *24%*
Strongly disagree	608 *40%*	124 *8%*	151 *10%*	110 *7%*	129 *8%*	331 *22%*
Don't know	67 *4%*	51 *3%*	83 *5%*	52 *3%*	138 *9%*	149 *10%*
Refused	- -	4 *	3 *	2 *	2 *	* *
Agree	**272** ***18%***	**993** ***65%***	**896** ***58%***	**999** ***65%***	**689** ***45%***	**512** ***33%***
Disagree	**1107** ***72%***	**293** ***19%***	**399** ***26%***	**315** ***21%***	**404** ***26%***	**701** ***46%***
Net agree	**-835** ***-54%***	**700** ***46%***	**497** ***32%***	**684** ***45%***	**285** ***19%***	**-189** ***-12%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)

Business Finance Survey 2016
(FINAL)

Table 79

A6a. In the past three years, has your business sought any of the following forms of external finance?

Base : All businesses (All who sought finance A6a base)

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	953	368	240	142	203	750	34	137	154	233	653	420	136	229	216	308	189	589	85	63	491	47	68	953
Weighted Total	745	191	43	8	504	242	49**	149*	154*	201	438	237	271	250	113*	56	365	286	46*	27**	273	12**	14**	953
Effective Base	400	355	231	137	198	526	21	75	77	104	246	143	113	132	96	116	153	219	37	17	199	10	20	953
Credit cards	332 **45%ar**	74 *39%*	22 **52%zae**	5 **60%zade**	232 *46%*	101 **42%a**	19 *39%*	65 *44%*	70 *45%*	82 *41%*	196 *45%*	114 *48%*	116 *43%*	111 *44%*	49 *43%*	33 **59%zlmn**	173 **47%r**	127 *44%*	13 *29%*	7 *26%*	120 *44%*	9 *73%*	7 *48%*	449 *47%*
Bank Overdraft	309 **41%ht**	85 **44%z**	21 **48%z**	3 *44%*	200 *40%*	109 *45%*	16 *32%*	60 *40%*	45 *29%*	81 *40%*	200 **46%zh**	119 **50%zh**	100 *37%*	110 *44%*	43 *38%*	30 **53%zln**	163 *45%*	108 *38%*	23 *49%*	7 *25%*	99 *36%*	6 *55%*	7 *47%*	420 *44%*
Leasing or hire purchase	223 **30%dl**	75 **39%zd**	27 **62%zade**	6 **73%zabde**	116 *23%*	107 **44%ad**	9 *17%*	36 *24%*	41 *26%*	59 *29%*	146 *33%*	88 **37%z**	52 *19%*	82 **33%l**	43 **38%l**	34 **61%zlmn**	95 *26%*	100 **35%z**	17 *36%*	4 *16%*	94 *34%*	4 *36%*	8 *58%*	447 *47%*
Bank Loan	194 *26%*	49 *26%*	14 **33%zae**	3 **40%zade**	128 *25%*	66 *27%*	13 *26%*	44 *30%*	31 *20%*	48 *24%*	119 *27%*	71 *30%*	53 *20%*	69 *28%*	39 **34%zl**	18 **33%l**	86 *24%*	75 *26%*	23 **51%zpqt**	2 *9%*	72 *26%*	3 *28%*	6 *45%*	282 *30%*
Loans from friends or family	141 **19%abcjko**	33 **17%c**	6 **15%c**	* *5%*	102 **20%c**	40 **16%c**	17 *35%*	46 **31%zijk**	40 **26%ijk**	36 **18%jk**	55 **12%k**	18 *8%*	67 **25%o**	38 *15%*	20 *17%*	6 *11%*	79 *22%*	51 *18%*	7 *15%*	1 *4%*	50 *18%*	1 *6%*	1 *7%*	141 *15%*
Loans from directors	140 **19%dlp**	54 **28%zd**	10 **23%zd**	1 *19%*	75 *15%*	65 **27%cd**	10 *19%*	37 **25%ij**	40 **26%ij**	27 *13%*	63 *14%*	36 *15%*	37 *14%*	45 *18%*	32 **28%zl**	15 **26%zl**	15 *4%*	111 **39%zpr**	8 **17%p**	2 *8%*	101 **37%zpr**	5 *45%*	4 *32%*	214 *22%*
Government or local government grants	113 **15%dp**	39 **20%zd**	13 **30%zade**	3 **38%zade**	58 *12%*	54 **23%d**	14 *28%*	34 **23%l**	21 *14%*	20 *10%*	58 *13%*	38 *16%*	29 *11%*	35 *14%*	22 *19%*	13 **23%zl**	19 *5%*	61 **21%zp**	7 **15%p**	17 *65%*	63 **23%zp**	2 *19%*	2 *16%*	231 *24%*
Finance from Government scheme	53 **7%ah**	12 *6%*	6 **15%zade**	1 **12%zae**	34 *7%*	19 **8%a**	10 *21%*	20 **14%zh**	3 *2%*	11 *6%*	30 *7%*	18 *8%*	19 *7%*	12 *5%*	9 *8%*	5 *8%*	19 *5%*	23 *8%*	3 *6%*	5 *19%*	24 *9%*	1 *7%*	1 *7%*	93 *10%*
Loans from other third parties/other organisations	51 **7%a**	11 *6%*	5 **11%zae**	1 *9%*	34 *7%*	16 *7%*	4 *9%*	13 *9%*	6 *4%*	17 *8%*	31 *7%*	15 *6%*	15 *5%*	20 *8%*	7 *6%*	6 **11%z**	23 *6%*	20 *7%*	4 *9%*	4 *13%*	19 *7%*	1 *8%*	1 *5%*	74 *8%*
Commercial mortgage	47 *6%*	16 **8%z**	6 **13%zade**	1 **17%zade**	24 *5%*	23 **9%d**	4 *9%*	6 *4%*	4 *3%*	10 *5%*	35 *8%*	25 **10%zh**	13 *5%*	13 *5%*	5 *5%*	9 **17%zlmn**	18 *5%*	19 *7%*	6 **14%p**	* *1%*	19 *7%*	1 *8%*	2 *15%*	90 *9%*
Invoice finance or factoring (asset based)	31 **4%dl**	16 **8%zd**	7 **16%zade**	2 **20%zade**	7 *1%*	24 **10%ad**	2 *5%*	8 *5%*	5 *3%*	6 *3%*	18 *4%*	13 *5%*	2 *1%*	8 *3%*	8 **7%l**	8 **15%zlm**	8 *2%*	20 **7%zp**	1 *3%*	1 *5%*	18 **7%zp**	1 *10%*	1 *10%*	103 *11%*
Loan through peer to peer lending platform	22 **3%p**	7 **4%z**	2 **5%z**	* *1%*	13 *3%*	9 *4%*	1 *1%*	8 *5%*	6 *4%*	3 *1%*	8 *2%*	5 *2%*	5 *2%*	4 *2%*	10 **9%zlm**	3 *5%*	3 *1%*	18 **6%zp**	1 *1%*	* *1%*	17 **6%zp**	- -	1 *4%*	32 *3%*
Finance company / organisation	12 *2%*	3 *2%*	1 **3%z**	* *3%*	7 *1%*	5 *2%*	* *1%*	3 *2%*	4 *2%*	1 *	5 *1%*	4 *2%*	5 *2%*	4 *1%*	1 *1%*	2 **4%z**	6 *2%*	6 *2%*	* *	- -	6 *2%*	* *	* *	20 *2%*
Equity finance	10 *1%*	4 **2%z**	1 **3%z**	* **4%zde**	5 *1%*	5 *2%*	- -	2 *1%*	2 *1%*	3 *2%*	7 *1%*	3 *1%*	1 *	3 *1%*	3 *2%*	2 **3%l**	2 *1%*	7 *2%*	* *	1 *3%*	6 *2%*	1 *5%*	* *2%*	23 *2%*
Finance from parent / sister company	9 **1%a**	1 *1%*	1 **2%e**	* *1%*	7 *1%*	2 *1%*	1 *1%*	1 *	1 *	5 *2%*	8 *2%*	3 *1%*	- -	8 **3%zl**	1 *1%*	* *	2 *1%*	4 *2%*	- -	2 *9%*	3 *1%*	* *4%*	1 *4%*	10 *1%*
Bank (non specific)	6 **1%q**	- -	* *	- -	5 *1%*	* *	- -	- -	- -	3 *1%*	6 *1%*	3 *1%*	- -	5 *2%*	- -	* *	5 *1%*	* *	- -	- -	* *	- -	- -	3 *
Princes trust	3 *	- -	- -	- -	3 *1%*	- -	3 *6%*	3 **2%ij**	- -	- -	- -	- -	3 *1%*	- -	- -	- -	3 *1%*	- -	- -	- -	- -	- -	- -	1 *
Local enterprise partnership funding	2 *	- -	- -	- -	2 *	- -	- -	- -	- -	- -	2 *1%*	2 *1%*	- -	- -	- -	- -	2 *1%*	- -	- -	- -	- -	- -	- -	1 *
Mezzanine finance	2 *	2 **1%zd**	- -	* **1%zbd**	- -	2 **1%d**	1 *1%*	1 *	1 *	1 *	1 *	1 *	- -	1 *	1 *1%*	1 **1%l**	- -	2 *1%*	* *	- -	2 *1%*	* *	1 *4%*	6 *1%*
International trade finance	2 *	2 **1%z**	* **1%zd**	* **2%zd**	- -	2 *1%*	* *1%*	1 *1%*	* *	1 *	1 *	* *	- -	* *	1 *1%*	1 *1%*	- -	2 *1%*	- -	* *1%*	1 *	1 *5%*	* *2%*	10 *1%*
Corporate bonds	1 *	1 *	1 **1%zde**	* **1%zd**	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	- -	1 *1%*	* *	- -	1 *	- -	* *1%*	* *	- -	1 *4%*	5 *1%*
Lottery funding	* *	- -	- -	* **1%zabde**	- -	* *	- -	- -	- -	* *	* *	* *	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	2 *
Charitable funding	* *	- -	- -	* **1%zabde**	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	1 *
Construction industry training board grant	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Apprenticeship / training grant / funding	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Tax / rates relief	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other funding / support	2 *	1 **1%z**	1 **1%zd**	* **1%zd**	- -	2 *1%*	- -	* *	* *	1 *	1 *	1 *	* *	1 *	* *	1 **1%z**	- -	1 *	- -	* *1%*	1 *	* *2%*	* *	8 *1%*
None of the above	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *	1 **1%z**	* *d*	- -	- -	1 *	- -	* *	- -	- -	1 *	1 *	- -	1 *	* *	- -	- -	1 *	* *1%*	- -	1 *	- -	- -	3 *
Refused	* *	* **z**	- -	- -	* *	* *	- -	- -	* *	- -	- -	- -	- -	- -	* *	- -	- -	* *	- -	- -	- -	- -	- -	1 *
1 mention	292 **39%abcgoqt**	69 **36%bce**	8 **19%c**	1 ***10%***	214 **43%bce**	78 **32%bc**	17 ***35%***	39 ***26%***	70 **45%g**	100 **50%zgjk**	181 **41%gk**	81 ***34%***	121 **45%o**	97 **39%o**	41 **36%o**	12 ***20%***	165 **45%qt**	92 ***32%***	17 ***37%***	10 ***37%***	93 ***34%***	3 ***24%***	2 ***12%***	279 ***29%***
2-3 mentions	329 **44%b**	82 ***43%***	16 ***38%***	3 ***45%***	226 ***45%***	102 ***42%***	24 ***49%***	78 ***52%***	63 ***41%***	79 ***39%***	186 ***43%***	107 ***45%***	124 ***46%***	114 ***46%***	44 ***39%***	21 ***37%***	163 ***45%***	123 ***43%***	20 ***43%***	14 ***53%***	116 ***42%***	5 ***43%***	7 ***53%***	403 ***42%***
4-5 mentions	93 **13%ip**	28 **15%z**	12 **28%zade**	2 **30%zade**	50 ***10%***	43 **18%ad**	3 ***6%***	24 **16%i**	19 ***13%***	12 ***6%***	50 **12%i**	39 **16%ij**	24 ***9%***	25 ***10%***	23 **20%zlm**	17 **30%zlm**	30 ***8%***	54 **19%zp**	8 ***17%***	2 ***6%***	47 **17%zp**	3 ***24%***	4 ***26%***	188 ***20%***
6 or more mentions	31 **4%l**	12 **6%zd**	6 **14%zade**	1 **15%zade**	12 ***2%***	19 **8%ad**	5 ***10%***	8 ***6%***	3 ***2%***	10 ***5%***	20 ***5%***	10 ***4%***	3 ***1%***	13 ***5%***	5 ***4%***	7 **13%zlmn**	8 ***2%***	18 **6%z**	1 ***3%***	1 ***4%***	18 **7%zp**	1 ***8%***	1 ***9%***	83 ***9%***
Mean number of mentions	2.3dlp	2.5zd	3.4zade	3.6zade	2.1	2.7ad	2.5	2.6hi	2.1	2.1	2.3	2.4	1.9	2.3l	2.6zl	3.4zlmn	2.0	2.7zp	2.5	2.1	2.6zp	3.1	3.1	2.8
Bank finance	542 **73%gt**	138 ***72%***	35 **82%zade**	6 **83%zade**	363 ***72%***	180 ***74%***	23 ***48%***	94 ***63%***	105 ***68%***	150 ***75%***	340 **78%zg**	190 **80%zgh**	186 ***69%***	186 ***74%***	82 ***72%***	48 **86%zlmn**	281 ***77%***	199 ***70%***	37 ***79%***	9 ***35%***	185 ***68%***	11 ***92%***	12 ***84%***	725 ***76%***
Non-bank finance	646 **87%j**	168 **88%z**	40 **92%ze**	7 **94%zde**	431 ***86%***	215 ***89%***	47 ***95%***	138 **93%ij**	139 ***90%***	164 ***82%***	367 ***84%***	203 ***86%***	238 ***88%***	210 ***84%***	100 ***88%***	53 **94%zm**	303 ***83%***	260 **91%zp**	38 ***82%***	26 ***98%***	250 **92%zp**	12 ***100%***	11 ***82%***	855 ***90%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 80

A6a. In the past three years, has your business sought any of the following forms of external finance?

Base : All businesses (All who sought finance A6a base)

	Wtd Total (z)	Sector: Production (a)	Sector: Constructio n (b)	Sector: Distributio n (c)	Sector: Business services (d)	Sector: Other services (e)	Ease of getting bank finance: Difficult (f)	Ease of getting bank finance: Easy (g)	Expectations for business in next 12 months: Grow (h)	Expectations for business in next 12 months: Stay around the same size (i)	Expectations for business in next 12 months: Become smaller (j)	Expectations for business in next 12 months: High growth (by 20% or more) (k)	Expectations for trade conditions in next 12 months: Better (l)	Expectations for trade conditions in next 12 months: About the same (m)	Expectations for trade conditions in next 12 months: Worse (n)	Awareness of external finance types: Up to 3 types (o)	Awareness of external finance types: 4-6 types (p)	Awareness of external finance types: 7 or more types (q)	Needed external finance in last 12 months: Yes (r)	Needed external finance in last 12 months: No (s)	Needed external finance in last 12 months: Needed but did not apply (t)	When last sought external finance: Never (u)	When last sought external finance: Within last 12 months (v)	When last sought external finance: Over 1 year, up to 2 years ago (w)	When last sought external finance: Over 2 years, up to 3 years ago (x)	When last sought external finance: Over 3 years ago (y)	When last sought external finance: Within last 3 years (A)	Unwtd Total
Unweighted Total	953	182	153	180	257	181	525	148	501	359	76	113	309	350	253	134	260	559	544	406	36	-	508	156	199	-	863	953
Weighted Total	745	77*	132*	156*	226	155*	433	103*	334	296	93*	87*	245	268	200	146*	229	371	381	364	44**	-**	337	137*	190*	-**	664	953
Effective Base	400	69	65	76	121	81	227	58	191	157	44	48	134	144	103	72	120	209	220	182	21	-	201	68	92	-	358	953
Credit cards	332 **45%c**	35 *46%*	64 **48%c**	48 *31%*	103 **46%c**	81 **53%c**	192 *44%*	55 *54%*	153 *46%*	131 *44%*	40 *43%*	41 *48%*	114 *46%*	119 *44%*	89 *44%*	62 *43%*	96 *42%*	174 *47%*	179 *47%*	153 *42%*	19 *44%*	-	160 *48%*	47 *34%*	83 *44%*	-	290 *44%*	449 *47%*
Bank Overdraft	309 **41%e**	37 **48%e**	60 **45%e**	69 **44%e**	99 **44%e**	44 *29%*	205 **47%z**	50 *49%*	136 *41%*	112 *38%*	52 **56%zik**	28 *32%*	102 *42%*	102 *38%*	96 *48%*	51 *35%*	116 **50%zoq**	142 *38%*	171 *45%*	138 *38%*	20 *47%*	-	151 *45%*	62 *45%*	70 *37%*	-	283 *43%*	420 *44%*
Leasing or hire purchase	223 **30%l**	33 **43%zcde**	62 **47%zcde**	42 *27%*	53 *23%*	33 *21%*	112 *26%*	35 *34%*	97 *29%*	94 *32%*	23 *25%*	20 *23%*	74 *30%*	90 *34%*	54 *27%*	34 *23%*	85 **37%z**	104 *28%*	122 *32%*	101 *28%*	6 *13%*	-	116 *34%*	43 *31%*	52 *27%*	-	211 **32%z**	447 *47%*
Bank Loan	194 **26%sx**	27 *35%*	35 *26%*	46 *29%*	53 *23%*	34 *22%*	133 **31%z**	29 *28%*	90 *27%*	68 *23%*	34 *37%*	19 *22%*	72 *29%*	71 *27%*	46 *23%*	31 *21%*	65 *28%*	99 *27%*	134 **35%zs**	59 *16%*	13 *30%*	-	122 **36%zwxA**	31 *23%*	32 *17%*	-	185 **28%zx**	282 *30%*
Loans from friends or family	141 **19%mq**	11 *14%*	29 *22%*	39 *25%*	41 *18%*	21 *14%*	90 *21%*	14 *14%*	81 **24%zl**	42 *14%*	12 *13%*	17 *20%*	58 **24%m**	31 *11%*	44 **22%m**	39 **27%q**	46 *20%*	56 *15%*	81 *21%*	60 *16%*	9 *21%*	-	72 *21%*	31 *23%*	34 *18%*	-	137 **21%z**	141 *15%*
Loans from directors	140 **19%glops**	11 *14%*	19 *15%*	30 *19%*	59 **26%ze**	21 *13%*	107 **25%zg**	7 *7%*	66 *20%*	42 *14%*	21 *23%*	30 **34%zhi**	28 *11%*	51 *19%*	53 **27%el**	12 *8%*	17 *7%*	112 **30%zop**	89 **23%zs**	51 *14%*	14 *32%*	-	75 *22%*	22 *16%*	29 *15%*	-	126 *19%*	214 *22%*
Government or local government grants	113 **15%bopx**	20 **26%zbcd**	8 *6%*	18 *11%*	29 *13%*	38 **24%zbcd**	62 *14%*	10 *10%*	59 *18%*	37 *13%*	13 *14%*	13 *15%*	27 *11%*	31 *11%*	43 **21%zlm**	11 *7%*	21 *9%*	81 **22%zop**	69 *18%*	43 *12%*	2 *4%*	-	68 **20%zwxA**	13 *9%*	12 *6%*	-	92 **14%x**	231 *24%*
Finance from Government scheme	53 **7%bs**	11 **14%zbc**	1 *1%*	6 *4%*	15 *7%*	20 **13%zb**	30 *7%*	7 *7%*	30 *9%*	13 *4%*	10 *11%*	6 *6%*	22 *9%*	15 *5%*	13 *6%*	3 *2%*	14 *6%*	36 **10%zo**	38 **10%zs**	15 *4%*	- -	-	38 **11%zA**	6 *5%*	8 *4%*	-	52 *8%*	93 *10%*
Loans from other third parties/other organisations	51 *7%*	2 *3%*	12 *9%*	14 *9%*	14 *6%*	8 *5%*	25 *6%*	7 *7%*	32 *9%*	13 *4%*	6 *6%*	13 **15%zi**	25 *10%*	13 *5%*	10 *5%*	13 *9%*	16 *7%*	22 *6%*	32 *8%*	18 *5%*	3 *8%*	-	29 *9%*	9 *6%*	13 *7%*	-	50 *8%*	74 *8%*
Commercial mortgage	47 *6%*	2 *3%*	4 *3%*	18 *11%*	12 *6%*	10 *6%*	31 *7%*	3 *3%*	23 *7%*	14 *5%*	9 *10%*	3 *4%*	10 *4%*	20 *7%*	15 *8%*	3 *2%*	16 *7%*	27 *7%*	25 *7%*	21 *6%*	1 *3%*	-	24 *7%*	9 *6%*	10 *5%*	-	42 *6%*	90 *9%*
Invoice finance or factoring (asset based)	31 **4%s**	3 *4%*	5 *4%*	7 *5%*	8 *3%*	8 *5%*	16 *4%*	7 *7%*	17 *5%*	11 *4%*	3 *3%*	4 *5%*	12 *5%*	11 *4%*	7 *4%*	2 *2%*	9 *4%*	20 *5%*	25 **6%zs**	7 *2%*	3 *7%*	-	21 **6%z**	5 *4%*	4 *2%*	-	31 *5%*	103 *11%*
Loan through peer to peer lending platform	22 **3%mps**	1 *1%*	5 *4%*	5 *3%*	8 *3%*	4 *2%*	17 *4%*	- -	17 **5%zl**	1 *	2 *2%*	5 **6%l**	14 **6%zm**	2 *1%*	5 *3%*	3 *2%*	1 *	18 **5%zp**	21 **6%zs**	1 *	7 *16%*	-	14 *4%*	4 *3%*	5 *2%*	-	22 *3%*	32 *3%*
Finance company / organisation	12 *2%*	* *	1 *1%*	1 *1%*	6 *3%*	3 *2%*	5 *1%*	1 *1%*	8 *3%*	3 *1%*	* *	4 *5%*	6 *2%*	2 *1%*	3 *2%*	3 *2%*	1 *	8 *2%*	9 *2%*	3 *1%*	- -	-	9 *3%*	2 *2%*	1 *	-	12 *2%*	20 *2%*
Equity finance	10 **1%a**	* *1%*	1 *1%*	1 *1%*	6 *3%*	1 *1%*	7 *2%*	* *	4 *1%*	3 *1%*	3 *3%*	3 *3%*	3 *1%*	4 *2%*	3 *2%*	- -	1 *	10 *3%*	9 *2%*	1 *	1 *1%*	-	9 *3%*	1 *	1 *	-	10 *2%*	23 *2%*
Finance from parent / sister company	9 *1%*	- -	- -	1 *1%*	3 *1%*	5 *3%*	6 *1%*	- -	4 *1%*	* *	5 **5%zl**	3 **4%l**	3 *1%*	1 *	3 *2%*	1 *1%*	2 *1%*	6 *2%*	4 *1%*	5 *1%*	- -	-	4 *1%*	2 *2%*	3 *2%*	-	9 *1%*	10 *1%*
Bank (non specific)	6 **1%fq**	- -	5 **4%zd**	- -	* *	- -	* *	3 **3%l**	6 *2%*	- -	- -	3 **3%l**	3 *1%*	3 *1%*	- -	3 *2%*	3 *1%*	* *	6 *1%*	- -	- -	-	6 *2%*	- -	- -	-	6 *1%*	3 *
Princes trust	3 *	- -	- -	3 *2%*	- -	- -	- -	- -	3 *1%*	- -	- -	- -	3 *1%*	- -	- -	- -	3 *1%*	- -	- -	3 *1%*	- -	-	- -	3 **2%zv**	- -	-	3 *	1 *
Local enterprise partnership funding	2 *	- -	- -	- -	2 *1%*	- -	- -	- -	- -	2 *1%*	- -	- -	- -	2 *1%*	- -	- -	- -	2 *1%*	2 *1%*	- -	- -	-	2 *1%*	- -	- -	-	2 *	1 *
Mezzanine finance	2 *	- -	1 *1%*	1 *	* *	1 *	2 *1%*	- -	2 *1%*	- -	1 *1%*	1 *1%*	1 *	* *	1 *1%*	- -	1 *	2 *	2 *1%*	* *	- -	-	2 *1%*	* *	- -	-	2 *	6 *1%*
International trade finance	2 *	* *1%*	- -	- -	1 *	1 *	2 *	* *	1 *	* *	1 *1%*	* *1%*	* *	1 *	1 *1%*	- -	* *	2 *1%*	2 *	1 *	- -	-	2 *	* *	- -	-	2 *	10 *1%*
Corporate bonds	1 *	- -	1 *	- -	- -	1 *	1 *	- -	1 *	* *	- -	1 **1%l**	* *	* *	1 *	- -	- -	1 *	1 *	* *	- -	-	1 *	- -	- -	-	1 *	5 **1%**
Lottery funding	* *	- -	- -	- -	* *	* *	* *	- -	* *	* *	- -	- -	* *	* *	- -	* *	- -	* *	* *	* *	- -	-	* *	- -	* *	-	* *	2 *
Charitable funding	* *	- -	- -	- -	- -	* *	* *	- -	- -	* *	- -	- -	- -	- -	* *	- -	- -	* *	- -	* *	- -	-	- -	- -	* *	-	* *	1 *
Construction industry training board grant	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	-	- -	- -
Apprenticeship / training grant / funding	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	-	- -	- -
Tax / rates relief	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	-	- -	- -
Other funding / support	2 *	1 *1%*	* *	1 *1%*	- -	- -	1 *	* *	1 *	* *	1 *1%*	* *	1 *	* *	1 *	- -	1 *	1 *	1 *	1 *	* *1%*	-	1 *	* *	1 *	-	2 *	8 *1%*
None of the above	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	-	- -	- -
Don't know	1 *	- -	* *	- -	1 *	- -	1 *	* *	1 *	* *	- -	- -	* *	* *	* *	- -	1 *1%*	- -	1 *	- -	- -	-	1 *	- -	- -	-	1 *	3 *
Refused	* *	- -	- -	- -	- -	* *	* *	- -	* *	- -	- -	- -	- -	- -	* *	- -	- -	* *	* *	- -	- -	-	* *	- -	- -	-	* *	1 *
1 mention	292 **39%lrvA**	24 *31%*	45 *34%*	61 **39%**	98 *44%*	63 *41%*	148 *34%*	42 *41%*	120 *36%*	140 **47%hj**	26 *28%*	37 *42%*	88 *36%*	118 *44%*	76 *38%*	72 *49%*	81 *35%*	140 *38%*	114 *30%*	178 **49%r**	12 *28%*	-	102 *30%*	50 *37%*	91 **48%zvA**	-	244 **37%v**	279 *29%*
2-3 mentions	329 *44%*	32 *42%*	65 *49%*	66 *43%*	94 *41%*	72 *46%*	202 *47%*	46 *45%*	140 *42%*	122 *41%*	51 *55%*	32 *37%*	110 *45%*	116 *43%*	85 *43%*	63 *43%*	114 *50%*	151 *41%*	176 *46%*	153 *42%*	25 *57%*	-	151 *45%*	72 *52%*	78 *41%*	-	300 *45%*	403 *42%*
4-5 mentions	93 **13%os**	18 **23%zde**	16 *12%*	24 *15%*	24 *11%*	12 *8%*	65 *15%*	7 *7%*	54 **16%z**	30 *10%*	9 *10%*	10 *11%*	37 *15%*	27 *10%*	27 *13%*	7 *5%*	26 *11%*	60 **16%zo**	64 **17%zs**	29 *8%*	5 *12%*	-	59 **18%zA**	11 *8%*	19 *10%*	-	89 *13%*	188 *20%*
6 or more mentions	31 **4%sx**	2 *3%*	6 *5%*	5 *3%*	10 *4%*	8 *5%*	18 *4%*	7 *7%*	20 **6%l**	5 *2%*	6 *7%*	8 **9%l**	10 *4%*	8 *3%*	12 *6%*	4 *3%*	8 *3%*	19 *5%*	26 **7%zs**	5 *1%*	1 *3%*	-	25 **7%zxA**	4 *3%*	2 *1%*	-	31 **5%x**	83 *9%*
Mean number of mentions	**2.3iosx**	2.6	2.4	2.2	2.3	2.2	2.4	2.3	**2.5zi**	2.0	**2.5i**	**2.5i**	2.4	2.1	2.5	1.9	2.2	**2.5zo**	**2.7zs**	1.9	2.3	-	**2.8zwxA**	2.1	1.9	-	**2.4zx**	2.8
Bank finance	542 *73%*	58 *76%*	102 *77%*	109 *70%*	165 *73%*	108 *70%*	335 **77%z**	81 *79%*	242 *73%*	214 *72%*	72 *77%*	55 *64%*	176 *72%*	205 *76%*	145 *73%*	107 *73%*	176 *77%*	259 *70%*	284 *75%*	258 *71%*	34 *77%*	-	250 *74%*	95 *69%*	144 *76%*	-	489 *74%*	725 *76%*
Non-bank finance	646 *87%*	67 *88%*	120 *91%*	129 *83%*	188 *83%*	142 *92%*	365 *84%*	89 *87%*	299 *90%*	254 *86%*	73 *79%*	81 **94%j**	217 *89%*	223 *83%*	176 *88%*	118 *81%*	194 *85%*	334 **90%zo**	340 *89%*	306 *84%*	36 *82%*	-	304 **90%zxA**	115 *83%*	152 *80%*	-	571 *86%*	855 *90%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos

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Business Finance Survey 2016
(FINAL)

Table 81

A6a. In the past three years, has your business sought any of the following forms of external finance?

Base : All businesses (All who sought finance A6a base)

	Wtd Total (z)	Finance sought in last three years: Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Finance obtained in last three years: Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Confident in obtaining finance products: Agree (p)	Disagree (q)	Number of finance providers considered on last occasion: One (r)	More than one (s)	Only considered four largest banks on last occasion sought finance: Yes (t)	No (u)	Exports: Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	953	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	707	124	452	369	345	493	258	267	287	652	953
Weighted Total	745	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	506	123*	401	236	282	358	141*	156*	176	560	953
Effective Base	400	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	278	64	208	136	150	198	86	92	102	293	953
Credit cards	332 45%beimru	332 61%zbdef	199 39%e	27 58%	160 52%zbe	29 26%	108 49%be	20 63%zbe	329 64%ikmn	189 39%	21 56%	156 54%im	4 81%	27 31%	104 49%im	19 64%im	228 45%	53 43%	156 39%	120 51%r	141 50%u	139 39%	68 48%	70 45%	82 47%	244 44%	449 47%
Bank Overdraft	309 41%beimu	309 57%zbef	182 35%e	33 71%	309 100%zabefg	29 26%	97 44%be	21 66%zbef	292 57%imn	170 35%m	26 69%	288 100%ihmno	3 71%	21 24%	89 42%im	19 65%imn	220 43%	49 40%	168 42%	104 44%	170 60%zu	102 28%	71 50%	75 48%	85 48%	223 40%	420 44%
Leasing or hire purchase	223 30%qrtvx	164 30%	223 44%zade	22 46%	97 31%	28 25%	220 100%zabdeg	20 63%zabde	162 31%	220 45%ihkm	16 42%	94 33%	4 78%	26 30%	212 100%ihkmo	19 64%ihkm	172 34%zq	23 18%	94 23%	107 45%r	63 22%	144 40%t	28 20%	36 23%	38 22%	183 33%wx	447 47%
Bank Loan	194 26%ru	194 36%zbe	135 26%	31 67%	113 37%zbe	22 20%	77 35%zbe	16 50%zbe	182 35%im	130 27%	24 63%	106 37%im	3 72%	19 22%	72 34%im	14 49%im	144 28%	24 19%	85 21%	95 40%r	110 39%zu	72 20%	32 23%	39 25%	40 23%	153 27%	282 30%
Loans from friends or family	141 19%	100 18%	141 27%zaf	14 30%	67 22%	25 22%	36 17%	5 17%	89 17%	137 28%ihkmn	10 27%	58 20%	* 1%	14 16%	33 16%	5 18%	88 17%	31 25%	76 19%	54 23%	52 19%	71 20%	34 24%	31 20%	40 23%w	98 17%	141 15%
Loans from directors	140 19%ty	92 17%	140 27%zadf	17 37%	55 18%	27 24%	35 16%	11 36%zadf	88 17%	137 28%ihkn	17 44%	50 17%	3 75%	20 23%	33 15%	10 35%ihkn	89 18%	23 19%	65 16%	54 23%	38 13%	85 24%t	48 34%zy	56 36%zy	62 35%zy	78 14%	214 22%
Government or local government grants	113 19%abhkrt	46 8%	113 22%zadf	10 22%	29 9%	112 100%abdfg	28 13%a	9 30%zadf	41 8%	100 21%ihkn	6 17%	25 9%	3 58%	87 100%ihkno	24 11%	8 28%ihkn	80 16%	16 6%	44 11%	47 20%r	19 7%	72 29%t	22 15%	28 18%	29 16%	82 15%	231 24%
Finance from Government scheme	53 7%ahq	29 5%	53 10%zad	9 20%	20 6%	33 30%zabdf	19 8%	9 29%zabdf	28 5%	49 10%ih	6 17%	19 7%	3 58%	28 33%ihkn	15 7%	8 28%ihkn	45 9%zq	2 1%	27 7%	25 11%	12 4%	39 11%t	5 4%	7 4%	8 4%	44 8%	93 10%
Loans from other third parties/other organisations	51 7%	33 6%	51 10%zad	8 17%	19 6%	6 6%	15 7%	5 15%zad	29 6%	50 10%ihkn	8 20%	17 6%	3 68%	5 6%	14 7%	5 16%ihkn	31 6%	9 8%	22 5%	22 9%	12 4%	37 10%t	11 8%	10 7%	13 7%	38 7%	74 8%
Commercial mortgage	47 6%r	47 9%z	31 6%	47 100%	33 11%zb	10 9%	21 10%zb	8 26%zabdef	44 9%z	30 6%	38 100%	31 11%zi	3 66%	9 10%	17 8%	8 26%ihkmn	38 8%	3 3%	16 4%	26 11%r	20 7%	22 6%	7 5%	11 7%	11 6%	35 6%	90 9%
Invoice finance or factoring (asset based)	31 4%	25 5%	31 6%z	8 18%	21 7%z	9 8%	20 9%za	31 100%zabdef	25 5%	31 6%z	8 20%	19 7%	3 59%	8 9%z	18 9%ih	29 100%ihkmn	26 5%	2 2%	11 3%	19 8%r	11 4%	19 5%	10 7%	10 6%	10 6%	20 4%	103 11%
Loan through peer to peer lending platform	22 3%	13 2%	22 4%za	2 4%	9 3%	5 5%	5 2%	2 6%	11 2%	19 4%n	1 3%	7 2%	1 12%	4 4%	4 2%	1 5%	19 4%	1 *	12 3%	10 4%	6 2%	16 4%	8 6%	10 6%y	11 6%y	11 2%	32 3%
Finance company / organisation	12 2%	7 1%	12 2%	1 1%	4 1%	1 1%	2 1%	1 3%	7 1%	12 2%n	1 2%	4 1%	- -	* *	2 1%	1 3%	6 1%	6 5%	6 2%	6 2%	1 *	11 3%z	4 3%w	2 1%	4 2%w	8 1%	20 2%
Equity finance	10 1%	9 2%	10 2%	5 12%	8 3%	5 5%z	7 3%z	3 9%zabd	8 2%	10 2%	5 14%	6 2%	5 100%	4 5%z	7 3%z	3 10%ihk	8 2%	1 1%	2 1%	7 3%	2 1%	8 2%	3 3%	3 2%	4 2%	6 1%	23 2%
Finance from parent / sister company	9 1%	7 1%	9 2%	3 7%	3 1%	* *	3 1%	* 1%	7 1%	9 2%	3 8%	3 1%	- -	* *	3 1%	* 1%	6 1%	3 3%	3 1%	3 1%	3 1%	6 2%	1 1%	2 1%	2 1%	8 1%	10 1%
Bank (non specific)	6 1%	6 1%	6 1%	- -	3 1%	- -	3 1%	- -	6 1%	6 1%	- -	3 1%	- -	- -	3 1%	- -	3 1%	- -	3 1%	3 1%	3 1%	3 1%	* *	* *	* *	5 1%	3 *
Princes trust	3 *	- -	3 1%	- -	- -	- -	- -	- -	- -	3 1%	- -	- -	- -	- -	- -	- -	- -	- -	3 1%	- -	- -	3 1%	- -	- -	- -	3 1%	1 *
Local enterprise partnership funding	2 *	2 *	2 *	2 5%	2 1%	2 2%zb	2 1%	2 8%zabdf	2 *	2 *	2 6%	2 1%	2 53%	2 3%ihi	2 1%	2 8%ihkm	2 *	- -	- -	2 1%	- -	2 1%	- -	- -	- -	2 *	1 *
Mezzanine finance	2 *	2 *	2 *	1 3%	2 1%	1 1%	1 1%	1 2%	2 *	2 *	1 3%	1 *	1 14%	* *	1 1%	1 2%z	1 *	1 1%	1 *	1 *	1 *	1 *	1 *	* *	1 *w	2 *	6 1%
International trade finance	2 *	2 *	2 *	1 1%	2 1%	1 1%	1 1%	1 4%zabdf	2 *	2 *	1 1%	1 *	* 3%	* *	1 *	1 5%ihkm	2 *	1 *	1 *	1 *	1 *	1 *	1 1%	1 *	1 1%	1 *	10 1%
Corporate bonds	1 *	1 *	1 *	* *	* *	* *	* *	- -	* *	1 *	* *	* *	- -	* *	* *	- -	1 *	* *	* *	1 *	- -	1 *	- -	- -	- -	1 *	5 1%
Lottery funding	* *	- -	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	* *	- -	- -	* *	- -	* *	- -	- -	* *	* *	* *	* *	* *	2 *
Charitable funding	* *	- -	* *	- -	- -	* *	- -	- -	* *	- -	- -	- -	- -	* *	- -	- -	- -	- -	- -	* *	- -	* *	- -	- -	- -	* *	1 *
Construction industry training board grant	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Apprenticeship / training grant / funding	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Tax / rates relief	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other funding / support	2 *	1 *	2 *	* *	1 *	1 1%	1 *	* *	1 *	2 *	* 1%	1 *	* 1%	1 1%	* *	* *	1 *	- -	1 *	1 *	1 *	1 *	* *	* *	* *	1 *	8 1%
None of the above	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *	1 *	1 *	1 1%	1 *	* *	1 *	- -	1 *	1 *	* 1%	1 *	- -	* 1%	1 *	- -	1 *	- -	* *	1 *	* *	1 *	* *	* *	* *	1 *	3 *
Refused	* *	* *	* *	- -	* *	* *	* *	* 1%	* *	* *	- -	* *	- -	* *	* *	* 1%	- -	- -	* *	- -	- -	- -	* *	* *	* *	- -	1 *
1 mention	292 39%abdefghik mnos	154 28%dg	139 27%dfg	2 4%	55 18%	31 28%g	43 20%g	1 4%	147 28%ko	128 26%kno	1 4%	49 17%	1 15%	23 27%o	43 20%o	1 5%	192 38%	55 45%	176 44%s	60 25%	109 39%	124 35%	52 37%	60 38%	67 38%	221 39%	279 29%
2-3 mentions	329 44%go	267 49%zg	253 49%zg	13 28%	158 51%zg	47 42%	109 49%g	9 28%	252 49%zo	241 50%zo	12 32%	148 51%zo	* 10%	35 41%	106 50%o	8 27%	217 43%	56 45%	181 45%	108 46%	123 44%	169 47%	56 40%	59 38%	68 39%	257 46%	403 42%
4-5 mentions	93 13%r	91 17%z	90 18%z	17 36%	66 22%za	19 17%	44 20%z	9 28%z	86 17%z	87 18%z	13 33%	65 22%zh	* 4%	16 19%	43 20%z	9 30%zh	70 14%	9 7%	38 9%	43 18%r	37 13%	47 13%	27 19%y	30 19%zy	33 19%zy	60 11%	188 20%
6 or more mentions	31 4%r	31 6%z	31 6%z	15 32%	29 10%za	15 13%zab	25 11%zab	12 39%zabdef	30 6%z	30 6%z	12 30%	26 9%zh	3 71%	12 13%zhi	20 9%zi	11 38%zhikmn	26 5%	3 2%	6 2%	25 10%r	13 5%	18 5%	7 5%	8 5%	8 5%	22 4%	83 9%
Mean number of mentions	2.3r	2.6z	2.7z	5.2	3.1zab	3.1zab	3.2zab	5.3zabdef	2.6z	2.7z	5.2	3.1zhi	8.8	3.2zhi	3.1zhi	5.3zhikmn	2.4	2.0	2.0	3.0zr	2.4	2.4	2.5	2.5	2.5	2.2	2.8
Bank finance	542 73%beimu	542 100%zbefg	310 60%e	47 100%	309 100%zbefg	45 41%	164 74%be	25 80%be	516 100%imno	294 61%m	38 100%	288 100%imno	4 85%	37 42%	156 73%m	23 80%m	371 73%	93 76%	280 70%	190 81%r	265 94%zu	208 58%	108 77%	115 73%	130 74%	406 72%	725 76%
Non-bank finance	646 87%abhkt	443 82%d	513 100%zad	38 82%	234 76%	112 100%zad	220 100%zad	31 100%zad	425 82%k	485 100%hk	30 79%	221 77%	5 100%	87 100%hk	212 100%hk	29 100%hk	439 87%	103 84%	336 84%	210 89%	213 75%	338 94%t	121 85%	134 86%	152 86%	485 87%	855 90%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 82

A6a. In the past three years, has your business sought any of the following forms of external finance?

Base : All businesses (All who sought finance A6a base)

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	953	371	340	482	458	158	53	66	95	425	425	953
Weighted Total	745	262	218	343	396	121*	41**	40**	111*	246	384	953
Effective Base	400	149	133	194	202	70	24	22	55	150	195	953
Credit cards	332 *45%*	118 *45%*	103 *47%*	148 *43%*	179 *45%*	46 *38%*	22 *53%*	9 *21%*	51 *46%*	115 *47%*	165 *43%*	449 *47%*
Bank Overdraft	309 *41%*	119 *45%*	99 *45%*	151 *44%*	156 *39%*	50 *41%*	13 *31%*	3 *8%*	40 *36%*	102 *42%*	163 *42%*	420 *44%*
Leasing or hire purchase	223 *30%*	72 *27%*	71 *33%*	103 *30%*	118 *30%*	26 *22%*	13 *32%*	9 *22%*	25 *23%*	76 *31%*	122 *32%*	447 *47%*
Bank Loan	194 *26%*	70 *27%*	59 *27%*	93 *27%*	100 *25%*	27 *22%*	12 *30%*	5 *13%*	28 *25%*	69 *28%*	97 *25%*	282 *30%*
Loans from friends or family	141 **19%d**	68 **26%zd**	60 **28%zd**	91 **27%zd**	49 *12%*	21 *17%*	5 *12%*	10 *24%*	34 **31%zj**	59 **24%zj**	47 *12%*	141 *15%*
Loans from directors	140 **19%d**	77 **29%zd**	57 **26%zd**	91 **27%zd**	49 *12%*	22 *18%*	8 *20%*	6 *15%*	27 *24%*	52 *21%*	61 *16%*	214 *22%*
Government or local government grants	113 **15%d**	60 **23%zd**	48 **22%zd**	77 **23%zd**	33 *8%*	17 *14%*	4 *10%*	25 *62%*	27 **24%j**	39 *16%*	47 *12%*	231 *24%*
Finance from Government scheme	53 *7%*	19 *7%*	18 *8%*	30 *9%*	23 *6%*	8 *7%*	- -	12 *30%*	17 **15%zlj**	14 *6%*	23 *6%*	93 *10%*
Loans from other third parties/other organisations	51 **7%j**	15 *6%*	11 *5%*	19 *5%*	32 *8%*	9 *7%*	4 *9%*	1 *3%*	9 *8%*	25 **10%j**	17 *4%*	74 *8%*
Commercial mortgage	47 *6%*	19 *7%*	18 *8%*	24 *7%*	22 *6%*	7 *5%*	2 *6%*	2 *4%*	5 *4%*	18 *7%*	23 *6%*	90 *9%*
Invoice finance or factoring (asset based)	31 *4%*	15 *6%*	17 **8%zd**	20 *6%*	10 *3%*	5 *5%*	2 *4%*	2 *4%*	6 *5%*	11 *5%*	14 *4%*	103 *11%*
Loan through peer to peer lending platform	22 **3%j**	10 *4%*	8 *4%*	14 *4%*	8 *2%*	2 *2%*	- -	* *	3 *3%*	14 **6%zj**	5 *1%*	32 *3%*
Finance company / organisation	12 **2%j**	3 *1%*	1 *1%*	3 *1%*	9 *2%*	2 *2%*	- -	* *	3 *3%*	7 **3%j**	1 *	20 *2%*
Equity finance	10 **1%d**	5 *2%*	6 **3%d**	9 **3%d**	1 *	1 *1%*	1 *2%*	1 *2%*	1 *1%*	3 *1%*	6 *2%*	23 *2%*
Finance from parent / sister company	9 *1%*	4 *1%*	2 *1%*	4 *1%*	5 *1%*	* *	3 *8%*	- -	1 *1%*	3 *1%*	6 *1%*	10 *1%*
Bank (non specific)	6 *1%*	* *	* *	* *	5 *1%*	* *	- -	- -	- -	6 **2%zj**	- -	3 *
Princes trust	3 *	- -	- -	- -	3 *1%*	3 **3%z**	- -	- -	3 **3%zj**	- -	- -	1 *
Local enterprise partnership funding	2 *	- -	2 *1%*	2 *1%*	- -	- -	- -	- -	- -	- -	2 *1%*	1 *
Mezzanine finance	2 *	1 *	1 *1%*	1 *	1 *	1 *1%*	1 *2%*	1 *2%*	1 *1%*	1 *	1 *	6 *1%*
International trade finance	2 *	1 *	1 *	1 *	1 *	1 *	- -	- -	1 *1%*	* *	1 *	10 *1%*
Corporate bonds	1 *	* *	* *	* *	1 *	* *	- -	- -	- -	1 *	* *	5 *1%*
Lottery funding	* *	* *	* *	* *	- -	- -	- -	- -	- -	* *	* *	2 *
Charitable funding	* *	- -	- -	- -	* *	- -	- -	* *	- -	- -	* *	1 *
Construction industry training board grant	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Apprenticeship / training grant / funding	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Tax / rates relief	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other funding / support	2 *	1 *1%*	1 *	1 *	* *	1 *	- -	* *1%*	- -	1 *	1 *	8 *1%*
None of the above	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *	- -	* *	* *	1 *	* *	- -	- -	- -	1 *	* *	3 *
Refused	* *	- -	* *	* *	- -	- -	- -	- -	- -	* *	- -	1 *
1 mention	292 **39%abc**	86 ***33%***	61 ***28%***	112 **33%b**	176 **45%zabc**	52 ***43%***	19 ***47%***	19 ***46%***	31 ***28%***	91 ***37%***	168 **44%h**	279 ***29%***
2-3 mentions	329 ***44%***	117 ***45%***	107 ***49%***	158 ***46%***	169 ***43%***	58 ***48%***	15 ***38%***	18 ***45%***	58 ***52%***	98 ***40%***	171 ***45%***	403 ***42%***
4-5 mentions	93 **13%j**	44 ***17%***	36 ***17%***	53 ***15%***	40 ***10%***	8 ***7%***	5 ***12%***	2 ***4%***	15 ***14%***	45 **18%zj**	33 ***9%***	188 ***20%***
6 or more mentions	31 ***4%***	15 ***6%***	14 ***6%***	21 ***6%***	10 ***3%***	3 ***2%***	1 ***3%***	2 ***5%***	7 ***6%***	13 ***5%***	12 ***3%***	83 ***9%***
Mean number of mentions	**2.3dj**	**2.6zd**	**2.7zd**	**2.6zd**	**2.0**	**2.1**	**2.2**	**2.1**	**2.5**	**2.5zj**	**2.1**	**2.8**
Bank finance	542 ***73%***	184 ***70%***	160 ***73%***	241 ***70%***	296 ***75%***	84 ***70%***	34 ***83%***	12 ***31%***	70 ***63%***	186 ***76%***	282 ***73%***	725 ***76%***
Non-bank finance	646 ***87%***	235 ***90%***	201 **92%zd**	307 ***90%***	332 ***84%***	98 ***81%***	34 ***83%***	40 ***100%***	103 ***93%***	220 ***89%***	321 ***84%***	855 ***90%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 83

A6b. And, were you successful in obtaining those forms of finance?

Base : All who sought finance

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	953	368	240	142	203	750	34	137	154	233	653	420	136	229	216	308	189	589	85	63	491	47	68	953
Weighted Total	745	191	43	8	504	242	49**	149*	154*	201	438	237	271	250	113*	56	365	286	46*	27**	273	12**	14**	953
Effective Base	400	355	231	137	198	526	21	75	77	104	246	143	113	132	96	116	153	219	37	17	199	10	20	953
Credit cards	325 **44%ar**	72 *38%*	22 **50%zae**	5 **60%zade**	227 *45%*	98 **41%a**	16 *33%*	62 *41%*	70 *45%*	81 *40%*	192 *44%*	112 *47%*	114 *42%*	111 *44%*	45 *40%*	32 **57%zlmn**	171 **47%r**	123 *43%*	13 *28%*	7 *26%*	115 *42%*	9 *73%*	7 *48%*	439 *46%*
Bank Overdraft	288 **39%h**	78 **41%z**	19 **44%z**	3 *43%*	188 *37%*	100 *42%*	14 *28%*	56 *37%*	37 *24%*	78 **39%h**	194 **44%zh**	116 **49%zh**	88 *33%*	107 *43%*	41 *36%*	27 **48%zl**	150 *41%*	102 *36%*	23 *49%*	6 *22%*	93 *34%*	6 *50%*	6 *42%*	391 *41%*
Leasing or hire purchase	212 **28%dl**	72 **38%zd**	26 **60%zade**	6 **73%zabde**	108 *22%*	104 **43%ad**	6 *11%*	32 *22%*	40 *26%*	55 *28%*	139 *32%*	84 **36%zg**	44 *16%*	80 **32%l**	42 **37%zl**	34 **60%zlmn**	90 *25%*	97 **34%zp**	16 *35%*	4 *16%*	89 *33%*	4 *36%*	7 *53%*	435 *46%*
Bank Loan	171 **23%a**	38 *20%*	13 **30%zae**	3 **38%zade**	118 *23%*	53 *22%*	8 *16%*	37 *25%*	30 *19%*	42 *21%*	105 *24%*	63 *27%*	48 *18%*	61 *24%*	32 *28%*	16 **29%l**	80 *22%*	63 *22%*	19 **41%zpqt**	2 *7%*	62 *23%*	2 *16%*	5 *37%*	247 *26%*
Loans from directors	136 **18%dlp**	53 **28%zd**	10 **22%zd**	1 *19%*	72 *14%*	64 **26%cd**	10 *19%*	36 **24%j**	40 **26%ijk**	27 *13%*	59 *14%*	33 *14%*	36 *13%*	45 *18%*	32 **28%zl**	14 **25%zl**	15 *4%*	108 **38%zpr**	8 **17%p**	2 *6%*	98 **36%zpr**	5 *45%*	4 *32%*	209 *22%*
Loans from friends or family	131 **18%acjko**	30 **16%c**	6 **14%c**	* *5%*	94 **19%c**	37 **15%c**	17 *35%*	42 **28%zjk**	36 **24%jk**	34 **17%k**	52 **12%k**	18 *8%*	60 **22%o**	37 *15%*	19 *16%*	6 *11%*	76 *21%*	44 *15%*	7 *15%*	1 *4%*	44 *16%*	* *2%*	1 *7%*	132 *14%*
Government or local government grants	87 **12%dlp**	34 **18%zd**	12 **27%zade**	3 **35%zade**	39 *8%*	48 **20%d**	11 *22%*	22 *15%*	15 *10%*	18 *9%*	49 *11%*	31 *13%*	16 *6%*	26 *11%*	19 **17%l**	11 **20%lm**	12 *3%*	49 **17%zp**	7 **15%p**	14 *51%*	49 **18%zp**	2 *15%*	2 *11%*	202 *21%*
Loans from other third parties/ other organisations	50 **7%a**	11 *6%*	4 **9%ze**	1 *9%*	34 *7%*	16 *6%*	4 *9%*	13 *9%*	6 *4%*	16 *8%*	31 *7%*	15 *6%*	15 *5%*	20 *8%*	7 *6%*	6 **11%z**	22 *6%*	20 *7%*	4 *9%*	4 *13%*	18 *7%*	1 *8%*	1 *5%*	71 *7%*
Finance from Government scheme	38 **5%a**	7 *4%*	5 **12%zade**	1 **11%zade**	25 *5%*	13 **6%a**	7 *13%*	13 *9%*	3 *2%*	5 *2%*	22 *5%*	17 *7%*	14 *5%*	6 *2%*	6 *5%*	4 *6%*	14 *4%*	13 *5%*	3 *6%*	5 *18%*	14 *5%*	1 *7%*	* *2%*	74 *8%*
Commercial mortgage	38 *5%*	12 **6%z**	5 **12%zade**	1 **17%zade**	19 *4%*	19 **8%d**	2 *4%*	3 *2%*	4 *3%*	10 *5%*	30 **7%z**	20 **9%zg**	9 *3%*	11 *4%*	5 *4%*	8 **14%zlmn**	14 *4%*	17 *6%*	6 **14%zp**	* *1%*	15 *5%*	1 *8%*	1 *6%*	79 *8%*
Invoice finance or factoring (asset based)	29 **4%dl**	14 **7%zd**	7 **16%zade**	2 **20%zade**	7 *1%*	22 **9%ad**	2 *5%*	7 *5%*	5 *3%*	4 *2%*	17 *4%*	13 *5%*	2 *1%*	7 *3%*	8 **7%l**	8 **15%zlm**	8 *2%*	19 **6%zp**	1 *3%*	1 *3%*	16 **6%z**	1 *10%*	1 *10%*	99 *10%*
Loan through peer to peer lending platform	8 *1%*	4 **2%zd**	1 **2%zd**	* *1%*	2 *	5 **2%d**	- -	1 *1%*	3 *2%*	2 *1%*	3 *1%*	2 *1%*	- -	* *	5 **4%zlm**	2 **3%zlm**	1 *	6 *2%*	1 *1%*	- -	5 *2%*	- -	- -	16 *2%*
Equity finance	5 *1%*	1 *1%*	1 **1%z**	* **4%zade**	2 *	2 *1%*	- -	* *	1 *1%*	- -	3 *1%*	3 *1%*	- -	- -	1 *1%*	1 **2%zlm**	2 *1%*	2 *1%*	* *	- -	2 *1%*	* *1%*	* *2%*	13 *1%*
International trade finance	1 *	* *	* **1%zd**	* **2%zade**	- -	1 *	- -	* *	* *	- -	* *	* *	- -	* *	- -	1 **1%z**	- -	1 *t	- -	* 1%	* *	1 *5%*	* *2%*	8 *1%*
Mezzanine finance	1 *	1 *z	- -	* **1%zbde**	- -	1 *	1 *1%*	1 *	* *	- -	- -	- -	- -	1 *	- -	* *	- -	1 *	* *	- -	1 *	* *	- -	3 *
Corporate bonds	1 *	- -	1 **1%zade**	* **1%zad**	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	- -	* *	* *	- -	* *	- -	* 1%	* *	- -	- -	4 *
None of the above	18 **2%abj**	2 *1%*	* *1%*	- -	15 *3%*	3 *1%*	5 *10%*	8 **5%ij**	5 *3%*	1 *	5 *1%*	4 *2%*	10 *4%*	7 *3%*	* *	* *1%*	7 *2%*	4 *1%*	1 *1%*	3 *12%*	6 **2%q**	- -	1 *4%*	12 *1%*
Don't know	1 *	1 *z	* **1%zd**	- -	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	* *	- -	1 *	- -	- -	- -	- -	- -	- -	2 *
Refused	3 *	* *	- -	- -	2 *	* *	- -	* *	- -	- -	- -	- -	- -	* *	- -	- -	2 1%	* *	- -	- -	- -	* 4%	- -	2 *
1 mention	327 **44%abcgoqt**	74 **39%bce**	9 **21%c**	1 ***11%***	244 **48%abce**	84 **35%bc**	20 ***40%***	48 ***33%***	74 ***48%***	115 **57%zgjk**	205 **47%gk**	90 ***38%***	147 **54%zmo**	102 **41%o**	47 **41%o**	12 ***22%***	185 **51%zqt**	106 ***37%***	20 ***42%***	10 ***36%***	104 ***38%***	3 ***24%***	3 ***21%***	304 ***32%***
2-3 mentions	299 ***40%***	81 **43%z**	18 ***42%***	4 ***46%***	195 ***39%***	103 ***43%***	19 ***40%***	70 **47%l**	55 ***36%***	65 ***32%***	171 ***39%***	106 **45%lj**	97 ***36%***	108 ***43%***	44 ***39%***	23 ***41%***	143 ***39%***	118 ***41%***	18 ***39%***	12 ***43%***	110 ***40%***	5 ***45%***	7 ***52%***	402 ***42%***
4-5 mentions	78 **10%dlp**	27 **14%zd**	11 **26%zade**	2 **32%zade**	37 ***7%***	41 **17%ad**	1 ***2%***	16 ***11%***	18 ***12%***	15 ***8%***	43 ***10%***	28 ***12%***	14 ***5%***	24 ***10%***	19 **17%zl**	16 **28%zlmn**	21 ***6%***	47 **16%zp**	7 ***15%***	2 ***7%***	42 **15%zp**	2 ***20%***	3 ***19%***	176 ***18%***
6 or more mentions	20 ***3%***	5 ***3%***	4 **10%zade**	1 **11%zade**	10 ***2%***	10 **4%a**	4 ***9%***	5 ***3%***	2 ***1%***	5 ***2%***	13 ***3%***	8 ***4%***	2 ***1%***	8 ***3%***	3 ***3%***	5 **8%zlmn**	5 ***1%***	11 ***4%***	1 ***2%***	* ***1%***	12 ***4%***	1 ***7%***	1 ***5%***	55 ***6%***
Mean number of mentions	2.0dlp	2.2zd	3.0zade	3.4zabde	1.9	2.4ad	2.0	2.2	1.9	1.9	2.1	2.2j	1.6	2.1l	2.3zl	3.0zlmn	1.8	2.3zp	2.3p	1.7	2.3zp	2.7	2.6	2.5
Bank finance	516 **69%g**	131 ***69%***	34 **79%zade**	6 **82%zade**	344 ***68%***	172 ***71%***	19 ***39%***	88 ***59%***	99 ***64%***	142 ***71%***	327 **75%zg**	184 **78%zgh**	172 ***64%***	182 ***73%***	77 ***68%***	47 **84%zln**	266 ***73%***	192 ***67%***	33 ***71%***	9 ***35%***	179 ***65%***	10 ***87%***	10 ***72%***	697 ***73%***
Non-bank finance	485 **65%dlp**	143 **75%zd**	36 **84%zade**	7 **92%zabde**	299 ***59%***	186 **77%d**	33 ***67%***	108 ***73%***	110 ***71%***	122 ***61%***	266 ***61%***	144 ***61%***	161 ***59%***	159 ***64%***	89 **78%zlm**	46 **82%zlm**	194 ***53%***	226 **79%zp**	32 ***70%***	18 ***68%***	216 **79%zp**	8 ***73%***	10 ***75%***	729 ***76%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 84

A6b. And, were you successful in obtaining those forms of finance?

Base : All who sought finance

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	953	182	153	180	257	181	525	148	501	359	76	113	309	350	253	134	260	559	544	406	36	-	508	156	199	-	863	953
Weighted Total	745	77*	132*	156*	226	155*	433	103*	334	296	93*	87*	245	268	200	146*	229	371	381	364	44**	-**	337	137*	190*	-**	664	953
Effective Base	400	69	65	76	121	81	227	58	191	157	44	48	134	144	103	72	120	209	220	182	21	-	201	68	92	-	358	953
Credit cards	325 **44%cw**	33 *43%*	61 *46%*	48 *31%*	103 **46%c**	80 **52%c**	187 *43%*	55 *54%*	152 *46%*	125 *42%*	39 *42%*	41 *47%*	113 *46%*	115 *43%*	88 *44%*	61 *42%*	94 *41%*	171 *46%*	174 *46%*	151 *41%*	18 *40%*	-	156 **46%w**	45 *33%*	83 *44%*	-	284 *43%*	439 *46%*
Bank Overdraft	288 **39%e**	35 **45%e**	57 **43%e**	61 *39%*	93 **41%e**	42 *27%*	186 **43%z**	50 *49%*	123 *37%*	107 *36%*	48 **52%k**	25 *29%*	95 *39%*	93 *35%*	91 *46%*	45 *31%*	107 **47%zo**	135 *37%*	157 *41%*	131 *36%*	20 *45%*	-	137 *41%*	58 *42%*	67 *35%*	-	262 *39%*	391 *41%*
Leasing or hire purchase	212 **29%ef**	33 **43%zcde**	60 **45%zcde**	40 *26%*	52 *23%*	27 *17%*	105 *24%*	32 *31%*	92 *28%*	89 *30%*	23 *24%*	19 *22%*	70 *28%*	89 *33%*	48 *24%*	31 *21%*	82 **36%zo**	100 *27%*	116 *30%*	96 *26%*	5 *10%*	-	111 **33%z**	37 *27%*	51 *27%*	-	200 **30%z**	435 *46%*
Bank Loan	171 **23%sx**	24 *31%*	30 *22%*	38 *24%*	50 *22%*	30 *19%*	112 *26%*	28 *27%*	78 *23%*	60 *20%*	32 *34%*	15 *17%*	64 *26%*	59 *22%*	44 *22%*	27 *18%*	58 *25%*	86 *23%*	117 **31%zs**	54 *15%*	10 *23%*	-	107 **32%zxA**	27 *19%*	27 *14%*	-	162 **24%x**	247 *26%*
Loans from directors	136 **18%gilops**	10 *13%*	16 *12%*	30 *19%*	59 **26%zabe**	21 *13%*	103 **24%zg**	6 *6%*	65 *19%*	39 *13%*	21 *23%*	29 **34%zhi**	27 *11%*	48 *18%*	53 **27%zl**	9 *6%*	16 *7%*	111 **30%zop**	85 **22%zs**	51 *14%*	11 *26%*	-	74 *22%*	22 *16%*	29 *15%*	-	125 *19%*	209 *22%*
Loans from friends or family	131 **18%mq**	11 *14%*	29 *22%*	38 **24%e**	35 *16%*	18 *12%*	85 *20%*	14 *14%*	79 **24%zl**	40 *13%*	12 *13%*	16 *19%*	57 **23%zm**	30 *11%*	41 **21%zn**	39 **27%zq**	42 *16%*	49 *13%*	74 *19%*	57 *16%*	9 *20%*	-	65 *19%*	28 *21%*	34 *18%*	-	127 **19%z**	132 *14%*
Government or local government grants	87 **12%pxA**	18 **23%zbcd**	7 *5%*	13 *6%*	20 *9%*	29 **19%zbd**	45 *10%*	8 *8%*	46 *14%*	34 *11%*	6 *7%*	9 *11%*	21 *9%*	29 *11%*	30 *15%*	8 *6%*	12 *5%*	66 **18%zop**	53 *14%*	33 *9%*	2 *4%*	-	52 **15%zxA**	10 *7%*	7 *4%*	-	69 **10%x**	202 *21%*
Loans from other third parties/ other organisations	50 *7%*	2 *3%*	12 *9%*	14 *9%*	13 *6%*	8 *5%*	25 *6%*	7 *7%*	31 *9%*	13 *4%*	6 *6%*	13 **15%zl**	25 *10%*	13 *5%*	10 *5%*	13 *9%*	16 *7%*	21 *6%*	32 *8%*	18 *5%*	3 *8%*	-	28 *8%*	9 *6%*	13 *7%*	-	50 *7%*	71 *7%*
Finance from Government scheme	38 **5%sx**	9 **12%zbc**	1 *1%*	2 *2%*	4 *4%*	16 **10%zbc**	21 *5%*	7 *6%*	20 *6%*	10 *4%*	7 *7%*	4 *4%*	12 *5%*	13 *5%*	9 *4%*	3 *2%*	9 *4%*	26 *7%*	28 **7%zs**	10 *3%*	- -	-	28 **8%zxA**	6 *5%*	2 *1%*	-	37 **6%x**	74 *8%*
Commercial mortgage	38 *5%*	2 *3%*	4 *3%*	17 **11%z**	10 *4%*	6 *4%*	25 *6%*	3 *3%*	17 *5%*	11 *4%*	9 *10%*	3 *3%*	8 *3%*	18 *7%*	10 *5%*	2 *2%*	15 *7%*	20 *6%*	22 *6%*	16 *4%*	1 *1%*	-	22 *6%*	6 *5%*	6 *3%*	-	34 *5%*	79 *8%*
Invoice finance or factoring (asset based)	29 **4%s**	3 *4%*	5 *4%*	7 *4%*	7 *3%*	7 *5%*	15 *4%*	7 *7%*	15 *5%*	11 *4%*	3 *3%*	4 *5%*	10 *4%*	11 *4%*	7 *4%*	2 *1%*	8 *4%*	19 *5%*	23 **6%zs**	6 *2%*	3 *6%*	-	20 **6%z**	5 *4%*	3 *2%*	-	29 *4%*	99 *10%*
Loan through peer to peer lending platform	8 *1%*	1 *1%*	1 *1%*	1 *1%*	4 *2%*	1 *	4 *1%*	- -	6 *2%*	* *	1 *1%*	4 **5%zl**	5 *2%*	1 *1%*	1 *1%*	- -	* *	7 *2%*	6 *2%*	1 *	1 *1%*	-	6 *2%*	1 *1%*	1 *	-	8 *1%*	16 *2%*
Equity finance	5 *1%*	* *	1 *	1 *	3 *1%*	- -	2 *	* *	2 *1%*	3 *1%*	- -	1 *1%*	1 *	3 *1%*	- -	- -	- -	5 *1%*	4 *1%*	1 *	- -	-	4 *1%*	- -	1 *	-	5 *1%*	13 *1%*
International trade finance	1 *	* *1%	- -	- -	* *	* *	1 *	* *	1 *	- *	- -	- -	* *	* *	1 *	- -	* *	1 *	1 *	1 *	- -	-	1 *	* *	- -	-	1 *	8 *1%
Mezzanine finance	1 *	- -	* *	1 *	* *	- -	1 *	- -	1 *	- -	- -	- -	1 *	* *	* *	- -	1 *	* *	1 *	* *	- -	-	1 *	* *	- -	-	1 *	3 *
Corporate bonds	1 *	- -	* *	- -	- -	1 *	* *	- -	* *	* *	- -	- -	* *	* *	* *	- -	- -	1 *	* *	* *	- -	-	* *	- -	* *	-	* *	4 *
None of the above	18 **2%q**	2 *2%*	1 *	7 *4%*	3 *1%*	5 *3%*	12 *3%*	- -	9 *3%*	3 *1%*	6 **6%l**	3 *4%*	6 *2%*	3 *1%*	6 *3%*	5 *3%*	10 *4%*	4 *1%*	12 *3%*	6 *2%*	1 *2%*	-	11 *3%*	1 *	4 *2%*	-	15 *2%*	12 *1%*
Don't know	1 *	- -	- -	* *	- -	1 *	* *	- -	1 *	- -	- -	- -	1 *	* *	- -	* *	1 *	- -	* *	1 *	- -	-	* *	- -	- -	-	* *	2 *
Refused	3 *	- -	- -	- -	3 *1%*	- -	3 *1%*	- -	2 *1%*	* *	- -	- -	- -	3 *1%*	- -	- -	- -	3 *1%*	* *	2 *1%*	- -	-	* *	- -	2 *1%*	-	3 *	2 *
1 mention	327 **44%frv**	24 ***32%***	51 ***38%***	73 ***47%***	106 **47%a**	72 ***47%***	167 ***38%***	48 ***47%***	130 ***39%***	155 **52%zhj**	29 ***31%***	37 ***42%***	105 ***43%***	121 ***45%***	85 ***43%***	81 **55%zp**	90 ***39%***	156 ***42%***	132 ***35%***	195 **54%zr**	20 ***46%***	-	112 ***33%***	71 **52%w**	98 **52%wA**	-	281 **42%w**	304 ***32%***
2-3 mentions	299 ***40%***	35 ***46%***	66 **50%c**	50 ***32%***	86 ***38%***	62 ***40%***	187 ***43%***	41 ***40%***	134 ***40%***	113 ***38%***	43 ***47%***	32 ***36%***	97 ***40%***	115 ***43%***	75 ***37%***	50 ***35%***	103 ***45%***	145 ***39%***	166 ***44%***	133 ***36%***	20 ***45%***	-	146 ***43%***	53 ***39%***	71 ***37%***	-	270 ***41%***	402 ***42%***
4-5 mentions	78 **10%s**	13 **17%ze**	13 ***10%***	23 ***15%***	20 ***9%***	8 ***5%***	52 ***12%***	9 ***9%***	47 **14%zl**	20 ***7%***	10 ***10%***	13 ***15%***	33 ***13%***	20 ***7%***	23 ***12%***	9 ***6%***	21 ***9%***	49 ***13%***	54 **14%zs**	23 ***6%***	3 ***7%***	-	51 **15%zA**	9 ***6%***	14 ***7%***	-	74 ***11%***	176 ***18%***
6 or more mentions	20 **3%s**	2 *3%*	2 *1%*	2 *2%*	7 *3%*	6 *4%*	13 *3%*	4 *4%*	11 *3%*	4 *1%*	5 *5%*	3 *3%*	4 *2%*	6 *2%*	10 *5%*	1 *1%*	5 *2%*	14 *4%*	16 *4%*	4 *1%*	* *	-	16 **5%zxA**	4 *3%*	* *	-	20 **3%x**	55 *6%*
Mean number of mentions	**2.0iosx**	**2.4ze**	**2.1**	**2.0**	**2.0**	**1.8**	**2.1**	**2.1**	**2.2i**	**1.8**	**2.2**	**2.1**	**2.1**	**2.0**	**2.2**	**1.7**	**2.0**	**2.2zo**	**2.3zs**	**1.7**	**1.8**	-	**2.4zwxA**	**1.9**	**1.7**	-	**2.1zx**	**2.5**
Bank finance	516 ***69%***	56 ***73%***	98 ***74%***	97 ***62%***	159 ***71%***	106 ***68%***	311 ***72%***	81 ***79%***	230 ***69%***	202 ***68%***	69 ***74%***	54 ***63%***	169 ***69%***	190 ***71%***	140 ***70%***	101 ***69%***	164 ***72%***	251 ***68%***	267 ***70%***	248 ***68%***	33 ***76%***	-	234 ***69%***	91 ***66%***	138 ***73%***	-	463 ***70%***	697 ***73%***
Non-bank finance	485 ***65%***	55 ***72%***	97 ***73%***	106 ***68%***	137 ***61%***	90 ***58%***	275 ***64%***	57 ***56%***	232 ***70%***	180 ***61%***	55 ***59%***	62 ***72%***	169 ***69%***	165 ***62%***	131 ***66%***	84 ***58%***	142 ***62%***	259 ***70%z***	251 ***69%***	224 ***62%***	24 ***55%***	-	237 ***70%z***	93 ***68%***	112 ***59%***	-	442 ***67%***	729 ***76%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 85

A6b. And, were you successful in obtaining those forms of finance?

Base : All who sought finance

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	953	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	707	124	452	369	345	493	258	267	287	652	953
Weighted Total	745	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	506	123*	401	236	282	358	141*	156*	176	560	953
Effective Base	400	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	278	64	208	136	150	198	86	92	102	293	953
Credit cards	325 44%beimru	325 60%zbdef	192 37%e	26 56%	156 51%zbe	26 23%	105 48%be	20 63%zbe	325 63%ikmn	183 38%m	21 55%	153 53%im	4 81%	24 27%	102 48%im	19 64%im	224 44%	53 43%	155 39%	114 49%	137 49%u	136 38%	67 47%	69 44%	81 46%	238 42%	439 46%
Bank Overdraft	288 39%beimu	288 53%zbef	168 33%e	31 67%	288 93%zabefg	25 22%	93 42%be	19 61%zbef	288 56%imn	157 32%m	25 67%	288 100%ihmno	3 58%	19 22%	88 41%im	18 62%imn	205 41%	43 35%	155 39%	96 41%	152 54%zu	98 27%	68 48%z	69 44%	79 45%	208 37%	391 41%
Leasing or hire purchase	212 28%qrtvx	156 29%	212 41%zade	17 36%	89 29%	24 22%	212 96%zabdeg	18 58%zabde	154 30%	212 44%hkm	15 40%	88 30%	4 78%	23 26%	212 100%hikmo	18 61%hikm	167 33%zq	20 16%	91 23%	101 43%zr	57 20%	139 39%zt	27 19%	34 22%	36 21%	173 31%wx	435 46%
Bank Loan	171 23%ru	171 32%zbe	118 23%	29 63%	100 33%zbe	18 16%	72 32%zbe	14 45%zbe	171 33%im	115 24%	23 62%	99 34%im	3 59%	16 18%	68 32%im	14 47%im	129 25%	21 17%	76 19%	81 35%zr	97 34%zu	63 18%	27 19%	34 22%	34 20%	136 24%	247 26%
Loans from directors	136 18%ty	88 16%	136 27%zadf	17 37%	51 17%	26 23%	34 15%	11 36%zadf	84 16%	136 28%hkn	17 44%	47 16%	3 75%	20 23%	32 15%	10 35%hkn	88 17%	23 19%	65 16%	53 23%	37 13%	84 24%zt	48 34%zy	55 35%zy	61 35%zy	75 13%	209 22%
Loans from friends or family	131 18%	96 18%	131 26%zaef	14 30%	66 21%	18 16%	36 17%	5 17%	85 17%	131 27%hkmn	10 27%	57 20%	* 1%	13 15%	33 16%	5 18%	84 17%	28 23%	73 18%	48 20%	51 18%	64 18%	32 23%w	27 17%	36 20%w	95 17%	132 14%
Government or local government grants	87 12%adhkqrt	37 7%	87 17%zadf	9 19%	21 7%	87 77%zabdfg	26 12%ad	8 26%zadf	33 6%	87 18%hkn	6 15%	19 7%	3 58%	87 100%hikno	23 11%h	7 25%hkn	62 12%	5 4%	33 8%	34 14%	16 6%	52 14%t	17 12%	19 12%	19 11%	66 12%	202 21%
Loans from other third parties/ other organisations	50 7%	32 6%	50 10%zad	8 16%	18 6%	6 6%	15 7%	5 15%zad	29 6%	50 10%hkn	8 20%	16 6%	3 68%	5 6%	14 6%	5 16%hkn	30 6%	9 8%	22 5%	22 9%	12 4%	37 10%zt	11 8%	10 7%	13 7%	37 7%	71 7%
Finance from Government scheme	38 9%a	20 4%	38 7%zad	6 13%	12 4%	25 23%zabdf	13 6%	8 26%zabdf	20 4%	38 8%ihk	4 10%	12 4%	3 58%	25 29%ihkn	11 5%	8 26%ihkn	31 6%	1 1%	22 5%	15 6%	10 4%	26 7%	3 2%	3 2%	3 2%	34 6%	74 8%
Commercial mortgage	38 5%	38 7%z	25 5%	38 81%	26 8%zb	6 6%	16 7%	8 24%zabdef	38 7%z	25 5%	38 100%	25 9%zi	3 66%	6 7%	15 7%	8 26%ihkmn	30 6%	3 2%	13 3%	21 9%zr	14 5%	20 6%	7 5%	10 7%	10 6%	28 5%	79 8%
Invoice finance or factoring (asset based)	29 4%	23 4%	29 6%z	8 16%	19 6%	8 7%	19 8%za	29 93%zabdef	23 5%	29 6%z	8 20%	18 6%	3 59%	7 9%z	18 8%zh	29 100%ihkmn	24 5%	2 2%	10 3%	18 8%zr	10 4%	18 5%	8 6%	8 5%	9 5%	20 3%	99 10%
Loan through peer to peer lending platform	8 1%y	4 1%	8 1%	1 2%	4 1%	3 3%	3 2%	1 2%	4 1%	8 2%	1 3%	3 1%	1 12%	3 3%h	3 2%	1 2%	8 1%	- -	3 1%	4 2%	2 1%	5 1%	3 2%	5 3%zy	5 3%zy	2 *	16 2%
Equity finance	5 1%	4 1%	5 1%	3 6%	3 1%	3 2%	4 2%	3 8%zabdf	4 1%	5 1%	3 8%	3 1%	5 100%	3 3%z	4 2%	3 9%ihkn	4 1%	* *	1 *	3 1%	1 *	3 1%	1 1%	1 1%	1 1%	3 1%	13 1%
International trade finance	1 *	1 *	1 *	1 1%	1 *	* *	1 *	1 3%zabd	1 *	1 *	1 1%	1 *	* 3%	* *	1 *	1 3%ihk	1 *	- -	1 *	* *	1 *	* *	* *	* *	* *	1 *	8 1%
Mezzanine finance	1 *	1 *	1 *	1 1%	1 *	* *	1 *	1 2%zab	1 *	1 *	1 2%	1 *	* 1%	* *	1 *	1 2%hi	* *	1 1%	1 *	* *	1 *	* *	* *	* *	* *	1 *	3 *
Corporate bonds	1 *	* *	1 *	* *	* *	* *	* *	* -	* *	1 *	* *	* -	- -	* *	* *	- -	* *	* *	* *	* *	- -	* *	- -	- -	- -	1 *	4 *
None of the above	18 2%ifhi	6 1%	12 2%f	1 1%	5 2%	9 8%zabdf	1 *	- -	- -	- -	- -	- -	- -	- -	- -	- -	10 2%	5 4%	11 3%	4 2%	5 2%	11 3%	3 2%	6 4%	6 3%	12 2%	12 1%
Don't know	1 *	1 *	- -	1 1%	* *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	1 *	- -	* *	- -	- -	* *	- -	- -	- -	1 *	2 *
Refused	3 *	3 1%	* *	- -	3 1%	* *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	3 1%	- -	- -	2 1%	2 1%	* *	* *	* *	* *	2 *	2 *
1 mention	327 44%abdefghik mnos	171 32%dfg	178 35%dfg	2 5%	65 21%g	37 33%dfg	47 22%g	2 6%	158 31%kno	169 35%kno	1 4%	57 20%o	1 15%	26 30%o	45 21%o	1 5%	210 41%	66 54%	202 50%s	68 29%	118 42%	150 42%	56 40%	65 41%	72 41%	249 44%	304 32%
2-3 mentions	299 40%	265 49%zbeg	225 44%z	18 38%	153 50%zeg	39 35%	114 52%zbeg	9 30%	261 51%zio	219 45%zo	14 36%	151 52%zio	* 10%	36 42%	113 53%zio	9 28%	204 40%	41 33%	156 39%	107 45%	118 42%	146 41%	52 37%	55 35%	63 36%	233 42%	402 42%
4-5 mentions	78 10%ry	77 14%z	77 15%z	13 27%	64 21%zab	17 15%	40 18%z	10 31%zabef	77 15%z	77 16%z	12 33%	62 21%zhi	* 4%	15 17%	38 18%z	9 32%zhi	61 12%	9 8%	28 7%	38 16%zr	32 11%	37 10%	26 18%zy	27 17%zy	30 17%zy	47 8%	176 18%
6 or more mentions	20 3%z	20 4%	20 4%z	13 27%	19 6%za	9 8%zab	19 9%zab	10 33%zabdef	20 4%z	20 4%z	10 27%	18 6%zh	3 71%	9 11%zhi	16 8%zhi	10 35%zhikmn	17 3%	1 1%	4 1%	16 7%zr	6 2%	13 4%	3 2%	4 3%	4 2%	16 3%	55 6%
Mean number of mentions	2.0qr	2.4z	2.3z	4.5	2.8zab	2.5z	2.9zabe	4.8zabdef	2.4z	2.4z	4.7	2.9zhi	7.8	2.9zhi	2.9zhi	5.0zhikmn	2.2zq	1.7	1.8	2.6zr	2.1	2.1	2.3	2.2	2.2	2.0	2.5
Bank finance	516 69%beimu	516 95%zbefg	292 57%e	44 95%	292 95%zbefg	41 36%	161 73%be	25 80%be	516 100%imno	277 57%m	38 100%	288 100%imno	4 85%	33 38%	154 72%im	23 80%im	355 70%	86 70%	268 67%	177 75%	247 88%zu	200 56%	107 76%x	111 71%	126 72%	383 68%	697 73%
Non-bank finance	485 65%adhkt	294 54%	485 95%zade	30 64%	170 55%	99 89%zad	217 98%zabde	31 98%zad	277 54%	485 100%hk	25 65%	157 55%	5 100%	87 100%hk	212 100%hk	29 100%hk	342 68%	70 57%	249 62%	172 73%r	138 49%	288 81%t	94 67%	107 69%	120 68%	362 65%	729 76%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 86

A6b. And, were you successful in obtaining those forms of finance?

Base : All who sought finance

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	953	371	340	482	458	158	53	66	95	425	425	953
Weighted Total	745	262	218	343	396	121*	41**	40**	111*	246	384	953
Effective Base	400	149	133	194	202	70	24	22	55	150	195	953
Credit cards	325 *44%*	116 *44%*	99 *46%*	144 *42%*	176 *44%*	46 *38%*	21 *52%*	8 *20%*	48 *43%*	114 *46%*	162 *42%*	439 *46%*
Bank Overdraft	288 *39%*	109 *42%*	92 *42%*	141 *41%*	145 *37%*	43 *36%*	10 *24%*	3 *7%*	37 *34%*	95 *38%*	155 *40%*	391 *41%*
Leasing or hire purchase	212 *28%*	67 *25%*	69 *32%*	98 *29%*	112 *28%*	26 *21%*	13 *31%*	9 *22%*	22 *20%*	74 *30%*	116 *30%*	435 *46%*
Bank Loan	171 *23%*	65 *25%*	50 *23%*	84 *24%*	87 *22%*	23 *19%*	11 *27%*	5 *13%*	22 *20%*	61 *25%*	89 *23%*	247 *26%*
Loans from directors	136 **18%d**	76 **29%zd**	56 **26%zd**	90 **26%zd**	46 *12%*	19 *16%*	8 *19%*	5 *14%*	26 *24%*	51 *21%*	58 *15%*	209 *22%*
Loans from friends or family	131 **18%d**	62 **24%zd**	56 **26%zd**	84 **25%zd**	45 *11%*	20 *17%*	5 *12%*	7 *18%*	31 **28%zj**	59 **24%zj**	41 *11%*	132 *14%*
Government or local government grants	87 **12%d**	42 **16%zd**	35 **16%d**	58 **17%zd**	27 *7%*	15 *13%*	4 *10%*	19 *47%*	16 *15%*	33 *14%*	37 *10%*	202 *21%*
Loans from other third parties/ other organisations	50 **7%j**	15 *6%*	11 *5%*	19 *5%*	32 *8%*	9 *7%*	4 *9%*	1 *3%*	9 *8%*	24 **10%j**	16 *4%*	71 *7%*
Finance from Government scheme	38 *5%*	13 *5%*	14 *7%*	23 *7%*	15 *4%*	7 *6%*	- -	9 *22%*	10 *9%*	11 *4%*	17 *4%*	74 *8%*
Commercial mortgage	38 *5%*	14 *5%*	15 *7%*	19 *5%*	19 *5%*	6 *5%*	2 *4%*	1 *3%*	2 *2%*	15 *6%*	20 *5%*	79 *8%*
Invoice finance or factoring (asset based)	29 *4%*	14 *5%*	16 **7%zd**	19 *6%*	9 *2%*	5 *5%*	2 *4%*	1 *3%*	6 *5%*	10 *4%*	14 *4%*	99 *10%*
Loan through peer to peer lending platform	8 *1%*	3 *1%*	6 **3%z**	6 *2%*	1 *	1 *1%*	- -	- -	- -	6 **3%z**	1 *	16 *2%*
Equity finance	5 *1%*	1 *	4 **2%a**	4 **1%a**	1 *	1 *1%*	* *	- -	* *	2 *1%*	3 *1%*	13 *1%*
International trade finance	1 *	* *	* *	* *	1 *	* *	- -	- -	* *	* *	* *	8 *1%*
Mezzanine finance	1 *	1 *	1 *	1 *	- -	1 *1%*	1 *2%*	1 *2%*	1 *1%*	* *	- -	3 *
Corporate bonds	1 *	* *	* *	* *	* *	* *	- -	- -	- -	* *	* *	4 *
None of the above	18 *2%*	10 *4%*	4 *2%*	10 *3%*	8 *2%*	3 *2%*	2 *6%*	3 *8%*	7 **7%zi**	2 *1%*	9 *2%*	12 *1%*
Don't know	1 *	- -	- -	- -	1 *	1 *1%*	- -	- -	- -	1 *	- -	2 *
Refused	3 *	3 *1%*	2 *1%*	3 *1%*	- -	- -	- -	- -	- -	- -	* *	2 *
1 mention	327 **44%abc**	91 ***35%***	67 ***31%***	118 ***34%***	205 **52%abc**	62 ***51%***	18 ***43%***	21 ***52%***	37 ***33%***	101 ***41%***	189 **49%ch**	304 ***32%***
2-3 mentions	299 ***40%***	105 ***40%***	101 ***46%***	148 ***43%***	148 ***38%***	46 ***38%***	16 ***39%***	14 ***35%***	53 ***47%***	95 ***39%***	149 ***39%***	402 ***42%***
4-5 mentions	78 **10%d**	42 **16%zd**	35 **16%zd**	49 **14%zd**	28 ***7%***	8 ***7%***	4 ***11%***	1 ***3%***	9 ***8%***	41 **17%zj**	27 ***7%***	176 ***18%***
6 or more mentions	20 ***3%***	11 ***4%***	9 ***4%***	14 ***4%***	5 ***1%***	2 ***2%***	1 ***2%***	1 ***3%***	5 ***4%***	6 ***2%***	10 ***2%***	55 ***6%***
Mean number of mentions	**2.0d**	**2.3zd**	**2.4zd**	**2.3zd**	**1.8**	**1.8**	**1.9**	**1.7**	**2.1**	**2.3zj**	**1.9**	**2.5**
Bank finance	516 ***69%***	176 ***67%***	151 ***69%***	229 ***67%***	281 ***71%***	78 ***64%***	32 ***78%***	12 ***31%***	65 ***59%***	178 ***72%***	270 ***70%***	697 ***73%***
Non-bank finance	485 **65%d**	193 **74%zd**	165 **76%zd**	259 **76%zd**	222 ***56%***	72 ***59%***	23 ***57%***	33 ***82%***	77 ***70%***	176 **72%zj**	230 ***60%***	729 ***76%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A6ball. And, were you successful in obtaining those forms of finance?

Base : All participants

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Credit cards	325 21%l	72 24%z	22 38%zade	5 49%zabde	227 19%	98 27%ad	16 18%	62 24%	70 24%	81 19%	192 19%	112 20%	114 17%	111 23%	45 30%zl	32 41%zlm	171 19%	123 25%z	13 21%	7 12%	115 24%	9 62%	7 33%s	439 29%
Bank Overdraft	288 19%dl	78 26%zd	19 33%zade	3 35%zade	188 16%	100 27%d	14 15%	56 22%	37 13%	78 18%	194 20%	116 21%	88 13%	107 23%l	41 28%zl	27 34%zlm	150 17%	102 21%	23 37%zpqst	6 10%	93 20%	6 42%	6 29%s	391 25%
Leasing or hire purchase	212 14%dlp	72 24%zd	26 45%zade	6 61%zabde	108 9%	104 28%ad	6 6%	32 13%	40 14%	55 13%	139 14%	84 15%	44 7%	80 17%l	42 29%zlm	34 43%zlmn	90 10%	97 20%zp	16 26%zps	4 7%	89 19%zp	4 30%	7 37%zpqst	435 28%
Bank Loan	171 11%l	38 12%	13 22%zade	3 31%zabde	118 10%	53 14%ad	8 9%	37 14%	30 10%	42 10%	105 11%	63 11%	48 7%	61 13%l	32 22%zlm	16 20%zlm	80 9%	63 13%	19 31%zpqst	2 3%	62 13%	2 13%	5 26%zpqs	247 16%
Loans from directors	136 9%djklp	53 17%zd	10 17%zd	1 16%zd	72 6%	64 17%d	10 10%	36 14%zijk	40 14%zijk	27 6%	59 6%	33 6%	36 5%	45 9%	32 21%zlm	14 18%zlm	15 2%	108 22%zps	8 12%p	2 3%	98 21%zps	5 38%	4 22%zps	209 14%
Loans from friends or family	131 9%djk	30 10%zc	6 11%c	* 4%	94 8%	37 10%c	17 19%zijk	42 16%zijk	36 13%jk	34 8%jk	52 5%k	18 3%	60 9%	37 8%	19 13%	6 8%	76 8%	44 9%	7 11%	1 2%	44 9%	* 2%	1 5%	132 9%
Government or local government grants	87 6%dlp	34 11%zd	12 20%zade	3 29%zabde	39 3%	48 13%ad	11 12%	22 9%	15 5%	18 4%	49 5%	31 5%	16 2%	26 6%	19 13%zlm	11 14%zlm	12 1%	49 10%zp	7 11%p	14 22%zpqt	49 11%zp	2 13%	2 8%p	202 13%
Loans from other third parties/ other organisations	50 3%	11 4%	4 7%zade	1 8%zade	34 3%	16 4%	4 5%	13 5%	6 2%	16 4%	31 3%	15 3%	15 2%	20 4%	7 4%	6 8%zl	22 3%	20 4%	4 6%	4 6%	18 4%	1 7%	1 4%	71 5%
Finance from Government scheme	38 2%	7 2%	5 9%zade	1 9%zade	25 2%	13 4%a	7 7%hi	13 5%l	3 1%	5 1%	22 2%	17 3%	14 2%	6 1%	6 4%	4 5%m	14 2%	13 3%	3 5%	5 8%zp	14 3%	1 6%	* 1%	74 5%
Commercial mortgage	38 2%d	12 4%zd	5 9%zade	1 14%zade	19 2%	19 5%ad	2 2%	3 1%	4 2%	10 2%	30 3%	20 4%	9 1%	11 2%	5 3%	8 10%zlmn	14 2%	17 3%	6 10%zpqst	* *	15 3%	1 6%	1 4%	79 5%
Invoice finance or factoring (asset based)	29 2%dlp	14 5%zd	7 12%zade	2 16%zade	7 1%	22 6%ad	2 3%	7 3%	5 2%	4 1%	17 2%	13 2%	2 *	7 1%	8 5%zlm	8 10%zlm	8 1%	19 4%zp	1 2%	1 1%	16 3%zp	1 8%	1 7%zp	99 6%
Loan through peer to peer lending platform	8 *	4 1%zd	1 2%zd	* 1%	2 *	5 1%d	- -	1 *	3 1%	2 *	3 *	2 *	- -	* *	5 3%zlm	2 2%zlm	1 *	6 1%zp	1 1%	- -	5 1%p	- -	- -	16 1%
Equity finance	5 *	1 *	1 1%zd	* 3%zade	2 *	2 1%	- -	* *	1 *	- -	3 *	3 1%	- -	- -	1 1%	1 2%zlm	2 *	2 *	* *	- -	2 *	* 1%	* 2%	13 1%
International trade finance	1 *	* *	* 1%zd	* 2%zade	- -	1 *	- -	* *	* *	- -	* *	* *	- -	* *	- -	1 1%zl	- -	1 *l	- -	* *	* *	1 4%	* 1%zpt	8 1%
Mezzanine finance	1 *	1 *z	- -	* 1%zabde	- -	1 *	1 1%	1 *	* *	- -	- -	- -	- -	1 *	- -	* *	- -	1 *	* *	- -	1 *	* *	- -	3 *
Corporate bonds	1 *	- -	1 1%zade	* 1%zad	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	- -	* *	* *	- -	* *	- -	* 1%	* *	- -	- -	4 *
None of the above	18 1%aj	2 1%	* 1%	- -	15 1%	3 1%	5 5%zijk	8 3%zij	5 2%	1 *	5 1%	4 1%	10 2%	7 1%	* *	* *	7 1%	4 1%	1 1%	3 5%zpq	6 1%q	- -	1 2%	12 1%
Don't know	1 *	1 *z	* *zd	- -	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	* *	- -	1 *	- -	- -	- -	- -	- -	- -	2 *
Refused	3 *	* *	- -	- -	2 *	* *	- -	* *	- -	- -	- -	- -	- -	* *	- -	- -	2 *	* *	- -	- -	- -	* 4%	- -	2 *
Did not seek finance	790 51%abcgnoqrtv	111 37%bce	14 24%	2 18%	663 57%zabce	127 34%bc	42 46%	105 41%	130 46%	225 53%g	554 56%zgh	328 58%zgh	391 59%zmno	225 47%no	35 23%	23 29%	527 59%zqrtv	201 41%r	16 25%	34 56%rv	196 42%r	2 16%	6 31%	582 38%
1 mention	327 21%bck	74 24%bc	9 16%c	1 9%	244 21%c	84 23%bc	20 22%	48 19%	74 26%k	115 27%jk	205 21%k	90 16%	147 22%	102 22%	47 32%lmo	12 16%	185 21%	106 22%	20 32%r	10 16%	104 22%	3 20%	3 14%	304 20%
2-3 mentions	299 19%djlp	81 27%zd	18 32%zd	4 38%zade	195 17%	103 28%d	19 21%	70 28%ijk	55 19%	65 15%	171 17%	106 19%	97 15%	108 23%l	44 30%zl	23 29%zl	143 16%	118 24%zp	18 29%p	12 19%	110 23%zp	5 38%	7 36%zp	402 26%
4-5 mentions	78 5%dlp	27 9%zd	11 20%zade	2 27%zade	37 3%	41 11%ad	1 1%	16 7%l	18 6%	15 4%	43 4%	28 5%	14 2%	24 5%	19 13%lm	16 20%zlm	21 2%	47 10%zp	7 11%zp	2 3%	42 9%zp	2 17%	3 13%zp	176 11%
6 or more mentions	20 1%	5 2%z	4 7%zade	1 9%zade	10 1%	10 3%ad	4 5%	5 2%	2 1%	5 1%	13 1%	8 1%	2 *	8 2%	3 2%	5 6%zlm	5 1%	11 2%p	1 2%	* 1%	12 3%zp	1 6%	1 3%	55 4%
Mean number of mentions	1.0djlp	1.4zd	2.3zade	2.8zabde	0.8	1.6ad	1.1	1.3zijk	1.0	0.9	0.9	0.9	0.7	1.1l	1.8zlm	2.2zlm	0.7	1.4zps	1.7zps	0.7	1.3zps	2.3	1.8zps	1.6
Bank finance	516 34%dlps	131 43%zd	34 60%zade	6 68%zade	344 30%	172 47%ad	19 21%	88 35%l	99 35%	142 33%	327 33%	184 33%	172 26%	182 38%l	77 52%zlm	47 59%zlm	266 30%	192 39%zps	33 53%zpqst	9 15%	179 38%zps	10 73%	10 50%ps	697 45%
Non-bank finance	485 32%djklp	143 47%zd	36 63%zade	7 75%zabde	299 26%	186 51%ad	33 36%	108 43%zijk	110 39%jk	122 29%	266 27%	144 25%	161 24%	159 34%l	89 60%zlm	46 59%zlm	194 22%	226 46%zp	32 52%zps	18 30%	216 46%zp	8 61%	10 52%zp	729 47%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 88

A6ball. And, were you successful in obtaining those forms of finance?

Base : All participants

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	98	128	368	1535
Credit cards	325	33	61	48	103	80	187	55	152	125	39	41	113	115	88	61	94	171	174	151	18	-	156	45	83	-	284	439
	21%imsuy	*27%*	*23%*	*17%*	*20%*	*24%*	*22%*	*28%*	27%zi	*17%*	*22%*	*26%*	28%zm	*17%*	*24%*	*18%*	*21%*	*23%*	40%zst	*14%*	*20%*	-	46%zuwy	31%zuy	42%zuy	-	42%zuwy	*29%*
Bank Overdraft	288	35	57	61	93	42	186	50	123	107	48	25	95	93	91	45	107	135	157	131	20	-	137	58	67	-	262	391
	19%elmsuy	*28%zde*	*21%*	*21%*	*18%*	*12%*	22%z	*25%*	22%l	*15%*	27%l	*17%*	23%m	*13%*	25%zm	*13%*	*23%zco*	*18%*	36%zst	*12%*	*22%*	-	40%zuy	40%zuy	34%zuy	-	38%zuy	*25%*
Leasing or hire purchase	212	33	60	40	52	27	105	32	92	89	23	19	70	89	48	31	82	100	116	96	5	-	111	37	51	-	200	435
	14%desuy	*26%zcde*	22%zde	*14%*	*10%*	*8%*	*12%*	*16%*	*16%*	*12%*	*13%*	*13%*	*17%*	*13%*	*13%*	*9%*	18%zco	*13%*	27%zst	*9%*	*5%*	-	33%zuy	26%zuy	26%zuy	-	29%zuy	*28%*
Bank Loan	171	24	30	38	50	30	112	28	78	60	32	15	64	59	44	27	58	86	117	54	10	-	107	27	27	-	162	247
	11%imsuy	*19%zde*	*11%*	*13%*	*10%*	*9%*	*13%*	*14%*	14%l	*8%*	18%l	*10%*	16%zm	*8%*	*12%*	*6%*	*13%*	*5%*	27%zst	*5%*	*11%*	-	31%zuwxyA	19%zuy	14%zuy	-	24%zuxy	*16%*
Loans from directors	136	10	16	30	59	21	103	6	65	39	21	29	27	48	53	9	16	111	85	51	11	-	74	22	29	-	125	209
	9%iglopsuy	*8%*	*6%*	*10%*	*12%*	*6%*	12%zg	*3%*	12%zi	*5%*	12%l	19%zhi	*7%*	*7%*	14%zlm	*3%*	*4%*	15%zop	20%zs	*5%*	13%s	-	22%zuy	15%uy	15%zuy	-	18%zuy	*14%*
Loans from friends or family	131	11	29	38	35	18	85	14	79	40	12	16	57	30	41	39	42	49	74	57	9	-	65	28	34	-	127	132
	9%imsuy	*9%*	*11%*	13%e	*7%*	*5%*	*10%*	*7%*	14%zl	*5%*	*7%*	*10%*	14%zm	*4%*	11%m	*12%*	*9%*	*7%*	17%zs	*5%*	*10%*	-	19%zuy	20%zuy	17%zuy	-	19%zuy	*9%*
Government or local government grants	87	18	7	13	20	29	45	8	46	34	6	9	21	29	30	8	12	66	53	33	2	-	52	10	7	-	69	202
	6%opsuy	14%zbcd	*3%*	*4%*	*4%*	8%b	*5%*	*4%*	8%z	*5%*	*4%*	*6%*	*5%*	*4%*	*6%*	*2%*	*3%*	9%zop	12%zst	*3%*	*2%*	-	15%zuxyA	7%uy	4%uy	-	10%zuxy	*13%*
Loans from other third parties/ other organisations	50	2	12	14	13	8	25	7	31	13	6	13	25	13	10	13	16	21	32	18	3	-	28	9	13	-	50	71
	3%imsuy	*2%*	*4%*	*5%*	*3%*	*2%*	*3%*	*3%*	6%zi	*2%*	*3%*	8%zl	6%zm	*2%*	*3%*	*4%*	*3%*	*3%*	7%zs	*2%*	*4%*	-	8%zuy	6%uy	6%uy	-	7%zuy	*5%*
Finance from Government scheme	38	9	1	2	10	16	21	7	20	10	7	4	12	13	9	3	9	26	28	10	-	-	28	6	2	-	37	74
	2%su	7%zbcd	*	*1%*	*2%*	5%b	*2%*	*3%*	*4%*	*1%*	*4%*	*2%*	*3%*	*2%*	*2%*	*1%*	*2%*	*3%*	7%zs	*1%*	-	-	8%zuxyA	4%uy	*1%*	-	5%zuxy	*5%*
Commercial mortgage	38	2	4	17	10	6	25	3	17	11	9	3	8	18	10	2	15	20	22	16	1	-	22	6	6	-	34	79
	2%su	*2%*	*1%*	6%z	*2%*	*2%*	*3%*	*2%*	*3%*	*1%*	5%l	*2%*	*2%*	*3%*	*3%*	*1%*	*3%*	*3%*	5%zs	*1%*	*1%*	-	6%zuy	4%uy	3%uy	-	5%zuy	*5%*
Invoice finance or factoring (asset based)	29	3	5	7	7	7	15	7	15	11	3	4	10	11	7	2	8	19	23	6	3	-	20	5	3	-	29	99
	2%su	*3%*	*2%*	*2%*	*1%*	*2%*	*2%*	*4%*	*3%*	*1%*	*2%*	*3%*	*3%*	*2%*	*2%*	*1%*	*2%*	*3%*	5%zs	*1%*	*3%*	-	6%zuy	3%uy	*2%*	-	4%zuy	*6%*
Loan through peer to peer lending platform	8	1	1	1	4	1	4	-	6	*	1	4	5	1	1	-	*	7	6	1	1	-	6	1	1	-	8	16
	*s	*	*	*	*1%*	*	*	-	*1%*	*	*	3%zi	*1%*	*	*	-	*	*1%*	1%zs	*	*1%*	-	2%zu	*1%*	*	-	1%z	*1%*
Equity finance	5	*	1	1	3	-	2	*	2	3	-	1	1	3	-	-	-	5	4	1	-	-	4	-	1	-	5	13
	*s	*	*	*	*1%*	-	*	*	*	*	-	*1%*	*	*	-	-	-	*1%*	*1%*	*	-	-	1%z	-	*	-	*1%*	*1%*
International trade finance	1	*	-	-	*	*	1	*	1	*	-	-	*	*	1	-	*	1	1	1	-	-	1	*	-	-	1	8
	*	*	-	-	*	*	*	-	*	*	-	-	*	*	*	-	*	*	*	*	-	-	*	*	-	-	*	*1%*
Mezzanine finance	1	-	*	1	*	-	1	-	1	-	-	-	1	*	*	-	1	*	1	*	-	-	1	*	-	-	1	3
	*	-	*	*	*	-	*	-	*	-	-	-	*	*	*	-	*	*	*	*	-	-	*	*	-	-	*	*
Corporate bonds	1	-	*	-	-	1	*	-	*	*	-	-	*	*	*	-	-	1	*	*	-	-	*	-	*	-	*	4
	*	-	*	-	-	*	*	-	*	*	-	-	*	*	*	-	-	*	*	*	-	-	*	-	*	-	*	*
None of the above	18	2	1	7	3	5	12	-	9	3	6	3	6	3	6	5	10	4	12	6	1	-	11	1	4	-	15	12
	1%s	*1%*	*	*2%*	*1%*	*2%*	*1%*	-	*2%*	*	3%l	*2%*	*1%*	*	*2%*	*1%*	*2%*	*	3%zs	*1%*	*1%*	-	3%zuy	*	2%u	-	2%zu	*1%*
Don't know	1	-	-	*	-	1	*	-	1	-	-	-	1	*	-	*	1	-	*	1	-	-	*	-	-	-	*	2
	*	-	-	*	-	*	*	-	*	-	-	-	*	*	-	*	*	-	*	*	-	-	*	-	-	-	*	*
Refused	3	-	-	-	3	-	3	-	2	*	-	-	-	3	-	-	-	3	*	2	-	-	*	-	2	-	3	2
	*	-	-	-	*1%*	-	*	-	*	*	-	-	-	*	-	-	-	*	*	*	-	-	*	-	1%z	-	*	*
Did not seek finance	790	48	140	135	281	185	421	95	230	427	87	67	165	424	170	194	228	368	51	736	46	467	5	7	7	282	18	582
	51%ahrvwxA	*38%*	*51%*	*46%*	*55%a*	*54%a*	*49%*	*48%*	*41%*	*59%zhk*	*48%*	*44%*	*40%*	*61%zln*	*46%*	*57%*	*50%*	*50%*	*12%*	*67%zrt*	*51%r*	100%zvwxA	*1%*	*5%*	*3%*	100%zvwxA	*3%*	*38%*
1 mention	327	24	51	73	106	72	167	48	130	155	29	37	105	121	85	81	90	156	132	195	20	-	112	71	98	-	281	304
	21%msuy	*20%*	*19%*	*25%*	*21%*	*21%*	*20%*	*24%*	*23%*	*21%*	*16%*	*24%*	26%m	*18%*	*23%*	*24%*	*20%*	*21%*	31%zs	*18%*	*22%*	-	33%zuy	49%zuvy	50%zuvyA	-	41%zuvy	*20%*
2-3 mentions	299	35	66	50	86	62	187	41	134	113	43	32	97	115	75	50	103	145	166	133	20	-	146	53	71	-	270	402
	19%isuy	28%zcd	*24%*	*17%*	*17%*	*18%*	*22%*	*21%*	24%zi	*16%*	*24%*	*20%*	24%m	*17%*	*20%*	*15%*	*23%*	*20%*	38%zst	*12%*	*22%*	-	43%zuy	37%zuy	36%zuy	-	40%zuy	*26%*
4-5 mentions	78	13	13	23	20	8	52	9	47	20	10	13	33	20	23	9	21	49	54	23	3	-	51	9	14	-	74	176
	5%imsuy	11%zde	*5%*	8%e	*4%*	*2%*	*6%*	*5%*	8%zi	*3%*	*5%*	8%l	8%zm	*3%*	*6%*	*3%*	*4%*	*7%*	13%zst	*2%*	*4%*	-	15%zuwxyA	6%uy	7%uy	-	11%zuy	*11%*
6 or more mentions	20	2	2	2	7	6	13	4	11	4	5	3	4	6	10	1	5	14	16	4	*	-	16	4	*	-	20	55
	1%s	*2%*	*1%*	*1%*	*1%*	*2%*	*1%*	*2%*	*2%*	*1%*	*3%*	*2%*	*1%*	*1%*	*3%*	*	*1%*	*2%*	4%zs	*	*	-	5%zuxyA	3%u	*	-	3%zuxy	*4%*
Mean number of mentions	1.0imosuy	1.5zbde	1.0	1.1	0.9	0.8	1.1	1.1	1.3zi	0.8	1.2i	1.2i	1.2zm	0.8	1.2m	0.7	1.0o	1.1zo	2.1zst	0.6	0.9	0.0	2.4zuwxyA	1.8zuy	1.7zuy	0.0	2.0zuxy	1.6
Bank finance	516	56	98	97	159	106	311	81	230	202	69	54	169	190	140	101	164	251	267	248	33	-	234	91	138	-	463	697
	34%imsuy	45%zde	*36%*	*33%*	*31%*	*31%*	*36%*	*41%*	41%zi	*28%*	*38%*	*35%*	41%zm	*28%*	*38%m*	*30%*	*36%*	*34%*	62%zst	*23%*	*37%u*	-	68%zuy	63%zuy	70%zuy	-	68%zuy	*45%*
Non-bank finance	485	55	97	106	137	90	275	57	232	180	55	62	169	165	131	84	142	259	261	224	24	-	237	93	112	-	442	729
	32%dimosuy	44%zde	*36%*	*36%*	*27%*	*27%*	*32%*	*29%*	41%zi	*25%*	*30%*	40%l	41%zm	*24%*	*35%m*	*25%*	*31%*	*35%zo*	60%zst	*20%*	*27%*	-	69%zuxyA	64%zuy	57%zuy	-	65%zuy	*47%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A6ball. And, were you successful in obtaining those forms of finance?

Base : All participants

	Wtd Total (z)	Finance sought in last three years: Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Finance obtained in last three years: Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Confident in obtaining finance products: Agree (p)	Disagree (q)	Number of finance providers considered on last occasion: One (r)	More than one (s)	Only considered four largest banks on last occasion sought finance: Yes (t)	No (u)	Exports: Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Credit cards	325 *21%*	325 **60%zbdef**	192 **37%ze**	26 *56%*	156 **51%zbe**	26 *23%*	105 **48%zbe**	20 **63%zbe**	325 **63%zikmn**	183 **38%zm**	21 *55%*	153 **53%aim**	4 *81%*	24 *27%*	102 **48%aim**	19 **64%aim**	224 *23%*	53 *18%*	155 **38%z**	114 **47%z**	137 **47%z**	136 **37%z**	67 *25%*	69 *26%*	81 *26%*	238 *20%*	439 *29%*
Bank Overdraft	288 *19%*	288 **53%zbef**	168 **33%ze**	31 *67%*	288 **93%abefg**	25 *22%*	93 **42%be**	19 **61%zbef**	288 **56%zimn**	157 **32%zm**	25 *67%*	288 **100%ghimno**	3 *58%*	19 *22%*	88 **41%im**	18 **62%ijmn**	205 *21%*	43 *15%*	155 **38%z**	96 **40%z**	152 **52%zu**	98 **27%z**	68 **26%zy**	69 **26%zy**	79 **25%zy**	208 *17%*	391 *25%*
Leasing or hire purchase	212 **14%q**	156 **29%z**	212 **41%zade**	17 *36%*	89 **29%z**	24 **22%z**	212 **96%abdeg**	18 **58%abde**	154 **30%z**	212 **44%hkm**	15 *40%*	88 **30%z**	4 *78%*	23 **26%z**	212 **100%hikmo**	18 **61%zhikm**	167 **17%zq**	20 *7%*	91 **22%z**	101 **42%zr**	57 **19%z**	139 **38%zt**	27 *10%*	34 *13%*	36 *12%*	173 *15%*	435 *28%*
Bank Loan	171 *11%*	171 **32%zbe**	118 **23%z**	29 *63%*	100 **33%zbe**	18 *16%*	72 **32%zbe**	14 **45%zbe**	171 **33%zim**	115 **24%z**	23 *62%*	99 **34%aim**	3 *59%*	16 *18%*	68 **32%aim**	14 **47%aim**	129 **13%z**	21 *7%*	76 **18%z**	81 **34%zr**	97 **33%zu**	63 **17%z**	27 *10%*	34 *13%*	34 *11%*	136 *11%*	247 *16%*
Loans from directors	136 **9%y**	88 **16%z**	136 **27%adf**	17 *37%*	51 **17%z**	26 **23%z**	34 **15%z**	11 **36%zadf**	84 **16%z**	136 **28%zhkn**	17 *44%*	47 **16%z**	3 *75%*	20 **23%z**	32 **15%z**	10 **35%zhkn**	88 *9%*	23 *8%*	65 **16%z**	53 **22%z**	37 *13%*	84 **23%zt**	48 **18%zy**	55 **20%zy**	61 **19%zy**	75 *6%*	209 *14%*
Loans from friends or family	131 *9%*	96 **18%z**	131 **26%aef**	14 *30%*	66 **21%z**	18 **16%z**	36 **17%z**	5 *17%*	85 **17%z**	131 **27%hkmn**	10 *27%*	57 **20%z**	* *1%*	13 **15%z**	33 **16%z**	5 *18%*	84 *8%*	28 *10%*	73 **18%z**	48 **20%z**	51 **18%z**	64 **18%z**	32 *12%*	27 *10%*	36 *11%*	95 *8%*	132 *9%*
Government or local government grants	87 **6%q**	37 *7%*	87 **17%adf**	9 *19%*	21 *7%*	87 **77%abdfg**	26 **12%ad**	8 **26%adf**	33 *6%*	87 **16%zhkn**	6 *15%*	19 *7%*	3 *58%*	87 **100%ahikno**	23 **11%zh**	7 **25%zhkn**	62 **6%q**	5 *2%*	33 *8%*	34 **14%z**	16 *5%*	52 **14%zt**	17 *6%*	19 *7%*	19 *6%*	66 *6%*	202 *13%*
Loans from other third parties/ other organisations	50 *3%*	32 **6%z**	50 **10%zad**	8 *16%*	18 **6%z**	6 *6%*	15 **7%z**	5 **15%zad**	29 **6%z**	50 **10%zhkn**	8 *20%*	16 *6%*	3 *68%*	5 *6%*	14 **6%z**	5 **16%zhkn**	30 *3%*	9 *3%*	22 *5%*	22 **9%z**	12 *4%*	37 **10%zt**	11 *4%*	10 *4%*	13 *4%*	37 *3%*	71 *5%*
Finance from Government scheme	38 *2%*	20 *4%*	38 **7%zad**	6 *13%*	12 *4%*	25 **23%zabdf**	13 **6%z**	8 **26%zabdf**	20 *4%*	38 **8%zhk**	4 *10%*	12 *4%*	3 *58%*	25 **29%zhikn**	11 **5%z**	8 **26%zhikn**	31 *3%*	1 *	22 **5%z**	15 **6%z**	10 *3%*	26 **7%z**	3 *1%*	3 *1%*	3 *1%*	34 *3%*	74 *5%*
Commercial mortgage	38 *2%*	38 **7%z**	25 **5%z**	38 *81%*	26 **8%zb**	6 *6%*	16 **7%z**	8 **24%zabdef**	38 **7%z**	25 **5%z**	38 *100%*	25 **9%zi**	3 *66%*	6 **7%z**	15 **7%z**	8 **26%zhikmn**	30 *3%*	3 *1%*	13 *3%*	21 **9%zr**	14 **5%z**	20 **5%z**	7 *2%*	10 *4%*	10 *3%*	28 *2%*	79 *5%*
Invoice finance or factoring (asset based)	29 *2%*	23 **4%z**	29 **6%z**	8 *16%*	19 **6%z**	8 **7%z**	19 **8%za**	29 **93%abdef**	23 **5%z**	29 **6%z**	8 *20%*	18 **6%z**	3 *59%*	7 **9%z**	18 **8%zh**	29 **100%zhikmn**	24 *2%*	2 *1%*	10 *2%*	18 **7%zr**	10 *4%*	18 **5%z**	8 *3%*	8 *3%*	9 *3%*	20 *2%*	99 *6%*
Loan through peer to peer lending platform	8 ***y**	4 *1%*	8 **1%z**	1 *2%*	4 *1%*	3 **3%z**	3 *2%*	1 *2%*	4 *1%*	8 **2%z**	1 *3%*	3 *1%*	1 *12%*	3 **3%zh**	3 *2%*	1 *2%*	8 *1%*	- -	3 *1%*	4 **2%z**	2 *1%*	5 **1%z**	3 *1%*	5 **2%zy**	5 **2%zy**	2 *	16 *1%*
Equity finance	5 *	4 *1%*	5 *1%*	3 *6%*	3 *1%*	3 **2%z**	4 **2%z**	3 **8%zabdf**	4 *1%*	5 **1%z**	3 *8%*	3 *1%*	* *100%*	3 **3%z**	4 **2%z**	3 **9%zhikn**	4 *	* *	1 *	3 **1%z**	1 *	3 *1%*	1 *1%*	1 *1%*	1 *	3 *	13 *1%*
International trade finance	1 *	1 *	1 *	1 *1%*	1 *	* *	1 *	1 **3%zabd**	1 *	1 *	1 *1%*	1 *	* *3%*	* *	1 *	1 **3%zhik**	1 *	- -	1 *	* *	1 *	* *	* *	* *	* *	1 *	8 *1%*
Mezzanine finance	1 *	1 *	1 *	1 *1%*	1 *	* *	1 *	1 **2%zab**	1 *	1 *	1 *2%*	1 *	* *1%*	* *	1 *	1 **2%zhi**	* *	1 *	1 *	* *	1 *	* *	* *	* *	* *	1 *	3 *
Corporate bonds	1 *	* *	1 *	* *	* *	* *	* *	- -	* *	1 *	* *	* *	- -	* *	* *	- -	* *	* *	* *	* *	- -	* *	- -	- -	- -	1 *	4 *
None of the above	18 *1%*	6 *1%*	12 **2%zf**	1 *1%*	5 *2%*	9 **8%zabdf**	1 *	- -	- -	- -	- -	- -	- -	- -	- -	- -	10 *1%*	5 *2%*	11 **3%z**	4 *2%*	5 *2%*	11 **3%z**	3 *1%*	6 *2%*	6 *2%*	12 *1%*	12 *1%*
Don't know	1 *	1 *	- -	1 *1%*	* *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	1 *	- -	* *	- -	- -	* *	- -	- -	- -	1 *	2 *
Refused	3 *	3 *1%*	* *	- -	3 **1%z**	* *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	3 *	- -	- -	2 *1%*	2 *1%*	* *	* *	* *	* *	2 *	2 *
Did not seek finance	790 **51%abdefghikm norstuwx**	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	487 ***49%***	170 ***58%***	11 ***3%***	6 ***2%***	10 ***4%***	7 ***2%***	123 ***47%***	114 ***42%***	139 ***44%***	628 ***53%wx***	582 ***38%***
1 mention	327 **21%go**	171 **32%zdfg**	178 **35%zdfg**	2 *5%*	65 **21%g**	37 **33%zdfg**	47 **22%g**	2 *6%*	158 **31%zkno**	169 **35%zkno**	1 *4%*	57 **20%o**	1 *15%*	26 **30%o**	45 **21%o**	1 *5%*	210 ***21%***	66 ***23%***	202 **49%zs**	68 **28%z**	118 **40%z**	150 **41%z**	56 ***21%***	65 ***24%***	72 ***23%***	249 ***21%***	304 ***20%***
2-3 mentions	299 ***19%***	265 **49%zbeg**	225 **44%z**	18 ***38%***	153 **50%zeg**	39 **35%z**	114 **52%zbeg**	9 ***30%***	261 **51%zio**	219 **45%zo**	14 ***36%***	151 **52%zio**	* ***10%***	36 **42%z**	113 **53%zio**	8 ***28%***	204 ***21%***	41 ***14%***	156 **38%z**	107 **44%z**	118 **40%z**	146 **40%z**	52 ***20%***	55 ***20%***	63 ***20%***	233 ***20%***	402 ***26%***
4-5 mentions	78 **5%y**	77 **14%z**	77 **15%z**	13 ***27%***	64 **21%zab**	17 **15%z**	40 **18%z**	10 **31%zabef**	77 **15%z**	77 **16%z**	12 ***33%***	62 **21%zhi**	* ***4%***	15 **17%z**	38 **18%z**	9 **32%zhi**	61 ***6%***	9 ***3%***	28 ***7%***	38 **16%zr**	32 **11%z**	37 **10%z**	26 **10%zy**	27 **10%zy**	30 **10%zy**	47 ***4%***	176 ***11%***
6 or more mentions	20 ***1%***	20 **4%z**	20 **4%z**	13 ***27%***	19 **6%za**	9 **8%ab**	19 **9%zab**	10 **33%zabdef**	20 **4%z**	20 **4%z**	10 ***27%***	18 **6%zh**	3 ***71%***	9 **11%zhi**	16 **8%zhi**	10 **35%zhikmn**	17 ***2%***	1 ***1%***	4 ***1%***	16 **7%zr**	6 ***2%***	13 **4%z**	3 ***1%***	4 ***2%***	4 ***1%***	16 ***1%***	55 ***4%***
Mean number of mentions	1.0q	2.4z	2.3z	4.5	2.8zab	2.5z	2.9zabe	4.8zabdef	2.4z	2.4z	4.7	2.9zhi	7.8	2.9zhi	2.9zhi	5.0zhikmn	1.1zq	0.7	1.7z	2.5zr	2.0z	2.0z	1.2zy	1.3zy	1.2zy	0.9	1.6
Bank finance	516 ***34%***	516 **95%befg**	292 **57%ze**	44 ***95%***	292 **95%befg**	41 ***36%***	161 **73%zbe**	25 **80%zbe**	516 **100%zimno**	277 **57%zm**	38 ***100%***	288 **100%zimno**	4 ***85%***	33 ***38%***	154 **72%zim**	23 **80%zim**	355 ***36%***	86 ***29%***	268 **65%z**	177 **73%z**	247 **84%zu**	200 **55%z**	107 ***40%***	111 **41%zy**	126 **40%z**	383 ***32%***	697 ***45%***
Non-bank finance	485 **32%q**	294 **54%z**	485 **95%zade**	30 ***64%***	170 **55%z**	99 **89%zad**	217 **98%abde**	31 **98%zad**	277 **54%z**	485 **100%zhk**	25 ***65%***	157 **55%z**	5 ***100%***	87 **100%zhk**	212 **100%zhk**	29 **100%zhk**	342 **35%zq**	70 ***24%***	249 **60%z**	172 **71%zr**	138 **47%z**	288 **79%zt**	94 ***36%***	107 **40%zy**	120 **38%z**	362 ***30%***	729 ***47%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 90

A6ball. And, were you successful in obtaining those forms of finance?

Base : All participants

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Credit cards	325 21%ej	116 25%	99 28%zcd	144 24%	176 19%	46 14%	21 31%eg	8 10%	48 26%	114 27%zj	162 18%	439 29%
Bank Overdraft	288 19%deg	109 24%zd	92 26%zd	141 24%zd	145 16%	43 13%	10 15%	3 3%	37 20%	95 22%	155 17%	391 25%
Leasing or hire purchase	212 14%e	67 14%	69 20%zacd	98 16%	112 12%	26 8%	13 19%e	9 11%	22 12%	74 17%	116 13%	435 28%
Bank Loan	171 11%	65 14%	50 14%	84 14%z	87 9%	23 7%	11 16%e	5 6%	22 12%	61 14%	89 10%	247 16%
Loans from directors	136 9%dj	76 17%zd	56 16%zd	90 15%zd	46 5%	19 6%	8 12%	5 6%	26 14%j	51 12%zj	58 6%	209 14%
Loans from friends or family	131 9%dj	62 13%zd	56 16%zd	84 14%zd	45 5%	20 6%	5 7%	7 9%	31 16%zj	59 14%zj	41 4%	132 9%
Government or local government grants	87 6%dj	42 9%zd	35 10%zd	58 10%zd	27 3%	15 5%	4 6%	19 22%zef	16 9%	33 8%j	37 4%	202 13%
Loans from other third parties/ other organisations	50 3%j	15 3%	11 3%	19 3%	32 3%	9 3%	4 6%	1 1%	9 5%	24 6%zj	16 2%	71 5%
Finance from Government scheme	38 2%	13 3%	14 4%	23 4%	15 2%	7 2%	- -	9 11%zef	10 5%	11 3%	17 2%	74 5%
Commercial mortgage	38 2%	14 3%	15 4%	19 3%	19 2%	6 2%	2 2%	1 1%	2 1%	15 4%	20 2%	79 5%
Invoice finance or factoring (asset based)	29 2%d	14 3%	16 5%zd	19 3%d	9 1%	5 2%	2 2%	1 1%	6 3%	10 2%	14 1%	99 6%
Loan through peer to peer lending platform	8 *	3 1%	6 2%zd	6 1%	1 *	1 *	- -	- -	- -	6 1%zj	1 *	16 1%
Equity finance	5 *	1 *	4 1%d	4 1%a	1 *	1 *	* *	- -	* *	2 *	3 *	13 1%
International trade finance	1 *	* *	* *	* *	1 *	* *	- -	- -	* *	* *	* *	8 1%
Mezzanine finance	1 *	1 *	1 *	1 *	- -	1 *	1 1%z	1 1%	1 *	* *	- -	3 *
Corporate bonds	1 *	* *	* *	* *	* *	* *	- -	- -	- -	* *	* *	4 *
None of the above	18 1%	10 2%	4 1%	10 2%	8 1%	3 1%	2 4%	3 4%	7 4%zj	2 *	9 1%	12 1%
Don't know	1 *	- -	- -	- -	1 *	1 *	- -	- -	- -	1 *	- -	2 *
Refused	3 *	3 1%	2 1%	3 *	- -	- -	- -	- -	- -	- -	* *	2 *
Did not seek finance	790 51%abchi	199 43%	132 38%	255 43%b	520 57%zabc	209 63%zf	26 39%	44 52%	75 40%	177 42%	537 58%zhi	582 38%
1 mention	327 21%	91 20%	67 19%	118 20%	205 22%	62 19%	18 26%	21 25%	37 20%	101 24%	189 21%	304 20%
2-3 mentions	299 19%de	105 23%d	101 29%zacd	148 25%zd	148 16%	46 14%	16 24%	14 16%	53 28%zj	95 22%j	149 16%	402 26%
4-5 mentions	78 5%dj	42 9%zd	35 10%zd	49 8%zd	28 3%	8 2%	4 7%	1 2%	9 5%	41 10%zj	27 3%	176 11%
6 or more mentions	20 1%d	11 2%d	9 3%d	14 2%zd	5 1%	2 1%	1 1%	1 1%	5 3%	6 1%	10 1%	55 4%
Mean number of mentions	1.0dej	1.3zd	1.5zcd	1.3zd	0.8	0.7	1.2e	0.8	1.2j	1.3zj	0.8	1.6
Bank finance	516 34%eg	176 38%d	151 43%zacd	229 38%zd	281 31%	78 24%	32 47%eg	12 15%	65 35%	178 42%zj	270 29%	697 45%
Non-bank finance	485 32%de	193 42%zd	165 47%zd	259 43%zd	222 24%	72 22%	23 35%	33 39%e	77 42%zj	176 42%zj	230 25%	729 47%

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Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

A7. Who did you obtain your equity finance from?

Base : All who obtained equity investement

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	13	2	4	6	1	12	-	3	3	-	7	7	-	-	2	10	1	10	1	-	6	2	3	13
Weighted Total	5**	1**	1**	***	2**	2**	-**	***	1**	-**	3**	3**	-**	-**	1**	1**	2**	2**	***	-**	2**	***	***	13*
Effective Base	3	2	4	6	1	5	-	2	2	-	2	2	-	-	2	4	1	5	1	-	3	2	3	13
From a member of family or a friend	1 *27%*	1 *100%*	-	-	-	1 *58%*	-	-	1 *71%*	-	1 *19%*	1 *19%*	-	-	1 *79%*	1 *44%*	-	1 *60%*	-	-	1 *73%*	-	-	2 *15%*
From another form of equity	1 *19%*	1 *46%*	* *50%*	-	-	1 *41%*	-	-	1 *93%*	-	* *4%*	* *4%*	-	-	-	1 *68%*	-	1 *43%*	-	-	1 *44%*	-	* *41%*	3 *23%*
From any other third party organisation/ another business	1 *16%*	1 *46%*	* *21%*	* *14%*	-	1 *34%*	-	-	1 *71%*	-	* *5%*	* *5%*	-	-	-	1 *57%*	-	1 *34%*	* *100%*	-	1 *33%*	-	* *41%*	3 *23%*
From within your business	1 *15%*	1 *46%*	-	* *40%*	-	1 *32%*	-	-	1 *77%*	-	* *2%*	* *2%*	-	-	-	1 *53%*	-	1 *33%*	-	-	1 *37%*	-	* *17%*	3 *23%*
From a crowd funding platform	1 *12%*	1 *46%*	-	-	-	1 *26%*	-	-	1 *71%*	-	- -	- -	-	-	-	1 *44%*	-	1 *28%*	-	-	1 *33%*	-	-	1 *8%*
From a Venture Capitalist/VC	* *6%*	- -	* *29%*	* *33%*	-	* *13%*	-	* *86%*	-	-	* *1%	* *1%	-	-	* *21%	* *7%	-	* *11%	-	-	* *13%	* *58%	-	3 *23%*
From a Business Angel	* *1%*	- -	- -	* *14%	-	* *2%	-	* *14%	-	-	- -	- -	-	-	-	* *3%	-	* *2%	-	-	- -	* *42%	-	1 *8%*
Public equity	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Refused	2 *53%*	- -	- -	- -	2 *100%*	- -	- -	- -	- -	- -	2 *70%*	2 *70%*	- -	- -	- -	- -	2 *100%*	- -	- -	- -	- -	- -	- -	1 *8%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 92

A7. Who did you obtain your equity finance from?

Base : All who obtained equity investement

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	13	5	2	1	5	-	8	2	11	2	-	4	7	6	-	-	-	13	11	2	-	-	11	-	2	-	13	13
Weighted Total	5**	***	1**	1**	3**	-**	2**	***	2**	3**	-**	1**	1**	3**	-**	-**	-**	5**	4**	1**	-**	-**	4**	-**	1**	-**	5**	13*
Effective Base	3	4	1	1	1	-	4	2	5	1	-	2	3	2	-	-	-	3	2	1	-	-	2	-	1	-	3	13
From a member of family or a friend	1 *27%*	- -	1 *90%*	1 *100%*	- -	- -	1 *70%*	- -	1 *61%*	- -	- -	1 *67%*	1 *48%*	1 *20%*	- -	- -	- -	1 *27%*	1 *15%*	1 *92%*	- -	- -	1 *15%*	- -	1 *92%*	- -	1 *27%*	2 *15%*
From another form of equity	1 *19%*	* *35%*	1 *90%*	- -	* *6%*	- -	1 *43%*	* *77%*	1 *37%*	* *5%*	- -	1 *89%*	1 *63%*	* *4%*	- -	- -	- -	1 *19%*	1 *23%*	- -	- -	- -	1 *23%*	- -	- -	- -	1 *19%*	3 *23%*
From any other third party organisation/ another business	1 *16%*	- *45%*	1 *90%*	- -	- -	- -	1 *40%*	* *23%*	1 *37%*	- -	- -	1 *67%*	1 *62%*	- -	- -	- -	- -	1 *16%*	1 *19%*	- -	- -	- -	1 *19%*	- -	- -	- -	1 *16%*	3 *23%*
From within your business	1 *15%*	- -	1 *100%*	- -	* *2%*	- -	1 *39%*	- -	1 *34%*	- -	- -	1 *74%*	1 *52%*	* *2%*	- -	- -	- -	1 *15%*	1 *16%*	* *8%*	- -	- -	1 *16%*	- -	* *8%*	- -	1 *15%*	3 *23%*
From a crowd funding platform	1 *12%*	- -	1 *90%*	- -	- -	- -	1 *32%*	- -	1 *28%*	- -	- -	1 *67%*	1 *48%*	- -	- -	- -	- -	1 *12%*	1 *15%*	- -	- -	- -	1 *15%*	- -	- -	- -	1 *12%*	1 *8%*
From a Venture Capitalist/VC	* *6%*	* *10%*	- -	- -	* *8%*	- -	* *5%*	- -	* *14%*	- -	- -	- -	* *18%*	* *2%*	- -	- -	- -	* *6%*	* *7%*	- -	- -	- -	* *7%*	- -	- -	- -	* *6%*	3 *23%*
From a Business Angel	* *1%*	* *10%*	- -	- -	- -	- -	- -	- -	* *2%*	- -	- -	* *5%*	- -	* *1%*	- -	- -	- -	* *1%*	* *1%*	- -	- -	- -	* *1%*	- -	- -	- -	* *1%*	1 *8%*
Public equity	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-
Refused	2 *53%*	- -	- -	- -	2 *84%*	- -	- -	- -	- -	2 *95%*	- -	- -	- -	2 *72%*	- -	- -	- -	2 *53%*	2 *63%*	- -	- -	- -	2 *63%*	- -	- -	- -	2 *53%*	1 *8%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A7. Who did you obtain your equity finance from?

Base : All who obtained equity investement

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	13	11	13	2	6	4	8	5	11	13	2	4	13	4	8	5	12	1	6	5	7	6	10	10	10	3	13
Weighted Total	5**	4**	5**	3**	3**	3**	4**	3**	4**	5**	3**	3**	5**	3**	4**	3**	4**	***	1**	3**	1**	3**	1**	1**	1**	3**	13*
Effective Base	3	2	3	1	2	1	2	1	2	3	1	1	3	1	2	1	3	1	2	2	3	2	4	4	4	2	13
From a member of family or a friend	1 27%	1 15%	1 27%	1 19%	1 17%	- -	1 16%	- -	1 15%	1 27%	1 19%	- -	1 27%	- -	1 16%	- -	1 28%	- -	1 62%	1 17%	1 49%	1 19%	1 46%	1 46%	1 46%	1 18%	2 15%
From another form of equity	1 19%	1 23%	1 19%	1 19%	1 21%	* 5%	1 24%	* 5%	1 23%	1 19%	1 19%	* 5%	1 19%	* 5%	1 24%	* 5%	1 16%	* 100%	* 12%	1 23%	1 76%	- -	* 22%	* 22%	* 22%	1 18%	3 23%
From any other third party organisation/ another business	1 16%	1 19%	1 16%	1 19%	1 19%	- -	1 21%	* 1%	1 19%	1 16%	1 19%	* 1%	1 16%	- -	1 21%	* 1%	1 17%	- -	* 16%	1 17%	1 60%	* 1%	* 3%	* 3%	* 3%	1 22%	3 23%
From within your business	1 15%	1 18%	1 15%	1 19%	1 17%	- -	1 17%	- -	1 18%	1 15%	1 19%	- -	1 15%	- -	1 17%	- -	1 15%	- -	* 5%	1 19%	1 54%	* 2%	* 8%	* 8%	* 8%	1 18%	3 23%
From a crowd funding platform	1 12%	1 15%	1 12%	1 19%	1 17%	- -	1 16%	- -	1 15%	1 12%	1 19%	- -	1 12%	- -	1 16%	- -	1 13%	- -	- -	1 17%	1 49%	- -	- -	- -	- -	1 18%	1 8%
From a Venture Capitalist/VC	* 6%	* 7%	* 6%	- -	* 3%	* 1%	- -	* 1%	* 7%	* 6%	- -	* 2%	* 6%	* 1%	- -	* 1%	* 6%	- -	* 5%	- -	* 8%	* 5%	* 19%	* 19%	* 19%	- -	3 23%
From a Business Angel	* 1%	- -	* 1%	- -	- -	* 1%	* 1%	* 1%	- -	* 1%	- -	- -	* 1%	* 1%	* 1%	* 1%	* 1%	- -	- -	* 1%	- -	* 1%	* 3%	* 3%	* 3%	- -	1 8%
Public equity	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Refused	2 53%	2 63%	2 53%	2 81%	2 75%	2 92%	2 68%	2 91%	2 63%	2 53%	2 81%	2 92%	2 53%	2 92%	2 68%	2 91%	2 55%	- -	- -	2 74%	- -	2 71%	- -	- -	- -	2 78%	1 8%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A7. Who did you obtain your equity finance from?

Base : All who obtained equity investement

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	13	8	9	12	1	2	1	-	2	9	3	13
Weighted Total	5**	1**	4**	4**	1**	1**	***	-**	***	2**	3**	13*
Effective Base	3	6	2	2	1	1	1	-	2	4	1	13
From a member of family or a friend	1 *27%*	- -	1 *18%*	1 *17%*	1 *100%*	1 *95%*	- -	- -	- -	1 *70%*	- -	2 *15%*
From another form of equity	1 *19%*	* *42%*	* *5%*	* *8%*	1 *100%*	- -	- -	- -	- -	1 *42%*	* *5%*	3 *23%*
From any other third party organisation/ another business	1 *16%*	- -	* *4%*	* *4%*	1 *100%*	- -	- -	- -	- -	1 *41%*	- -	3 *23%*
From within your business	1 *15%*	* *15%*	* *1%*	* *3%*	1 *100%*	- -	- -	- -	- -	1 *38%*	* *2%*	3 *23%*
From a crowd funding platform	1 *12%*	- -	- -	- -	1 *100%*	- -	- -	- -	- -	1 *32%*	- -	1 *8%*
From a Venture Capitalist/VC	* *6%*	* *37%*	* *6%*	* *7%*	- -	* *5%*	* *100%*	- -	* *100%*	* *2%*	- -	3 *23%*
From a Business Angel	* *1%*	* *5%*	* *1%*	* *1%*	- -	- -	- -	- -	- -	* *2%*	- -	1 *8%*
Public equity	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Refused	2 *53%*	- -	2 *65%*	2 *61%*	- -	- -	- -	- -	- -	- -	2 *93%*	1 *8%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A8. Have you ever considered raising equity finance?

Base : All who are aware of equity finance and did not seek equity

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1160	432	242	147	339	821	40	149	184	303	823	520	235	299	217	331	285	682	87	75	579	47	75	1160
Weighted Total	1114	223	44	8	839	275	60**	184*	218	310	709	399	476	348	112*	65	600	399	46*	43**	382	12**	17**	1160
Effective Base	553	419	234	142	332	593	26	89	103	154	359	206	199	177	99	125	246	266	43	24	246	11	26	1160
Yes	63 **6%jp**	20 **9%zd**	4 **9%zd**	1 **16%zabde**	38 *5%*	25 **9%d**	6 *10%*	20 **11%zijk**	16 *7%*	11 *3%*	27 *4%*	16 *4%*	19 *4%*	23 *7%*	12 **10%zl**	5 *8%*	20 *3%*	38 **9%zp**	3 *6%*	2 *4%*	32 **8%zp**	5 *38%*	2 *11%*	101 *9%*
No	1044 **94%abcgoqt**	200 **89%c**	39 *89%*	7 *82%*	798 **95%abce**	245 **89%c**	54 *90%*	163 *88%*	199 *91%*	300 **97%g**	680 **96%zg**	380 **95%g**	454 **95%no**	324 *93%*	100 *90%*	58 *88%*	578 **96%zqt**	357 *89%*	42 *93%*	41 *96%*	347 *91%*	7 *59%*	15 *87%*	1042 *90%*
Don't know	7 *1%*	4 **2%zd**	1 **2%zd**	* *1%*	2 *	5 **2%d**	- -	1 *1%*	4 *2%*	- -	2 *	2 *1%*	3 *1%*	1 *	- -	2 **3%zlmn**	2 *	4 *1%*	1 *1%*	* *	3 *1%*	* *3%*	* *2%*	17 *1%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 96

A8. Have you ever considered raising equity finance?

Base : All who are aware of equity finance and did not seek equity

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1160	188	163	210	391	208	642	151	565	464	95	128	323	480	317	28	289	843	436	721	47	242	389	134	147	163	670	1160
Weighted Total	1114	93*	159*	205*	432	225	640	139*	429	498	130*	115*	281	499	288	46**	341	726	319	795	68**	345	251	109*	127*	199*	487	1160
Effective Base	553	76	74	91	216	109	312	68	233	240	58	61	146	241	144	20	160	375	175	380	30	157	148	56	65	93	267	1160
Yes	63	8	3	13	32	7	50	2	33	26	3	18	20	22	19	2	8	53	30	33	9	8	22	5	12	11	38	101
	6%psu	8%b	*2%*	*7%*	*7%*	*3%*	8%z	*2%*	*6%*	*5%*	*2%*	16%zhij	*7%*	*4%*	*6%*	*5%*	*2%*	7%zp	9%zs	*4%*	*13%*	*2%*	9%u	*5%*	9%u	*5%*	8%zu	*9%*
No	1044	84	156	190	399	214	586	136	392	470	127	97	259	476	269	41	332	671	284	760	59	337	225	104	114	187	443	1042
	94%fkrvA	*91%*	98%a	*93%*	*92%*	*95%*	*92%*	*98%*	91%k	94%k	97%k	*84%*	*92%*	*95%*	*93%*	*89%*	97%zq	*92%*	*89%*	96%zr	*87%*	98%zvxA	*89%*	*95%*	*90%*	*94%*	*91%*	*90%*
Don't know	7	1	-	1	1	4	3	1	4	3	*	*	2	1	1	3	2	2	5	2	-	-	5	*	1	1	6	17
	1%a	*1%*	-	*1%*	*	*2%*	*1%*	*	*1%*	*1%*	*	*	*1%*	*	*	*6%*	*1%*	*	*2%*	*	-	-	2%z	*	*1%*	*	*1%*	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A8. Have you ever considered raising equity finance?

Base : All who are aware of equity finance and did not seek equity

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1160	542	578	68	314	186	337	77	525	564	60	295	-	164	329	75	871	140	333	303	261	390	322	328	358	783	1160
Weighted Total	1114	391	378	34**	230	94*	150	20*	373	360	26**	215	-**	71*	145	19**	766	183*	280	186	203	265	236	240	280	813	1160
Effective Base	553	213	215	19	123	62	107	31	205	208	15	116	-	53	103	29	389	85	147	108	109	150	126	130	147	397	1160
Yes	63	27	36	1	14	10	16	4	26	33	1	13	-	6	15	4	53	6	11	22	11	24	23	32	35	28	101
	6%y	*7%*	**10%z**	*3%*	*6%*	*10%*	**11%z**	**22%zabdf**	*7%*	**9%z**	*4%*	*6%*	-	*9%*	**11%z**	*23%*	*7%*	*3%*	*4%*	**12%zr**	*5%*	*9%*	**10%zy**	**13%zvy**	**13%zvy**	*3%*	*9%*
No	1044	358	338	33	213	84	132	15	341	324	25	200	-	64	127	14	709	173	264	163	187	241	210	205	242	780	1042
	94%bfginsvwx	**92%g**	**89%g**	*97%*	**93%g**	**89%g**	**88%g**	*74%*	*91%*	*90%*	*96%*	*93%*	-	*91%*	*87%*	*72%*	*93%*	*95%*	**94%s**	*87%*	*92%*	*91%*	**89%wx**	*86%*	*87%*	**96%zvwx**	*90%*
Don't know	7	6	3	-	3	*	3	1	6	3	-	3	-	*	3	1	4	4	5	1	5	*	2	2	2	5	17
	1%	*2%*	*1%*	-	*1%*	*	*2%*	**4%zbe**	*2%*	*1%*	-	*1%*	-	*	*2%*	*5%*	*	*2%*	*2%*	*1%*	**3%z**	*	*1%*	*1%*	*1%*	*1%*	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 98

A8. Have you ever considered raising equity finance?

Base : All who are aware of equity finance and did not seek equity

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1160	437	362	547	598	221	56	78	103	490	564	1160
Weighted Total	1114	368	272	465	637	238	43**	56**	128*	335	649	1160
Effective Base	553	194	149	242	305	119	25	30	64	187	304	1160
Yes	63	33	24	35	28	11	1	1	16	21	26	101
	6%	**9%zd**	*9%*	*7%*	*4%*	*4%*	*1%*	*2%*	**12%zj**	*6%*	*4%*	*9%*
No	1044	333	247	429	603	224	41	54	112	309	620	1042
	94%ah	*90%*	*91%*	*92%*	*95%*	*94%*	*97%*	*97%*	*87%*	*92%*	**96%zh**	*90%*
Don't know	7	2	1	2	5	3	1	1	1	4	3	17
	1%	*	*	*	*1%*	*1%*	*2%*	*1%*	*1%*	*1%*	*	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 99

A9. Why have you not considered raising equity finance/Why did you reach the conclusion not to seek it?

Base : All who are aware of equity finance and did not seek equity and have or have not considered raising equity finance

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1143	425	235	145	338	805	40	147	180	303	813	510	233	296	217	322	284	668	86	74	569	44	74	1143
Weighted Total	1107	220	43	8	836	271	60**	183*	215	310	707	396	473	347	112*	63	598	395	45*	42**	378	12**	17**	1143
Effective Base	548	412	227	140	331	582	26	88	101	154	357	203	197	176	99	120	245	261	42	24	242	10	25	1143
Business does not need equity finance/not necessary/we have sufficient cash/funds	342 **31%bc**	67 *31%*	10 *24%*	2 *24%*	262 *31%*	80 **29%b**	13 *22%*	45 *24%*	72 *34%*	95 *30%*	224 *32%*	130 *33%*	161 *34%*	106 *31%*	27 *25%*	17 *27%*	199 *33%*	118 *30%*	14 *32%*	6 *14%*	110 *29%*	2 *20%*	4 *23%*	324 *28%*
Don't know where to obtain equity finance/ how to go about it	65 **6%cij**	14 *6%*	3 *6%*	* *2%*	48 *6%*	17 **6%c**	4 *7%*	18 **10%ij**	15 *7%*	9 *3%*	31 *4%*	22 *6%*	31 *7%*	19 *5%*	12 **10%z**	3 *4%*	27 *5%*	32 **8%z**	3 *6%*	1 *1%*	33 **9%z**	- -	1 *4%*	61 *5%*
Ownership structure means equity finance is not appropriate/relevant	45 *4%*	9 *4%*	1 *3%*	1 **7%z**	34 *4%*	11 *4%*	* *1%*	5 *3%*	9 *4%*	17 *6%*	31 *4%*	14 *4%*	21 *4%*	18 *5%*	3 *3%*	2 *3%*	23 *4%*	16 *4%*	2 *3%*	2 *5%*	17 *4%*	1 *6%*	1 *4%*	50 *4%*
Don't want to give up control	42 *4%*	13 **6%zd**	1 *3%*	* *3%*	27 *3%*	15 *6%*	5 *9%*	16 **8%zjk**	5 *2%*	10 *3%*	21 *3%*	11 *3%*	14 *3%*	15 *4%*	8 *7%*	4 *7%*	19 *3%*	22 *6%*	1 *1%*	- -	19 *5%*	* *4%*	2 *14%*	50 *4%*
Business not growing fast enough/sufficiently 'high risk/high return' to attract investors	35 **3%ab**	4 *2%*	* *1%*	* *1%*	30 *4%*	5 *2%*	10 *16%*	12 **7%zjk**	4 *2%*	10 *3%*	18 *3%*	8 *2%*	19 *4%*	10 *3%*	2 *2%*	1 *1%*	17 *3%*	15 *4%*	3 *7%*	- -	15 *4%*	* *1%*	- -	23 *2%*
Too expensive/fees associated with advisors/due diligence too much	25 **2%m**	6 *3%*	1 *1%*	* *2%*	18 *2%*	7 *3%*	- -	3 *2%*	5 *2%*	6 *2%*	18 *2%*	12 *3%*	14 *3%*	1 *	7 **6%zm**	1 *1%*	14 *2%*	11 *3%*	- -	* *	10 *3%*	- -	1 *8%*	25 *2%*
Don`t know / understand what it is / never heard of it	22 *2%*	5 *2%*	2 **4%z**	- -	16 *2%*	6 *2%*	3 *4%*	9 **5%zhk**	* *	8 *3%*	12 *2%*	4 *1%*	8 *2%*	7 *2%*	5 *4%*	2 *3%*	13 *2%*	7 *2%*	1 *1%*	* *	8 *2%*	- -	* *1%*	23 *2%*
Too much time involved to write business plan, seek investors etc	19 *2%*	3 *1%*	* *1%*	* *1%*	16 *2%*	4 *1%*	- -	5 *3%*	3 *1%*	2 *1%*	11 *2%*	9 *2%*	3 *1%*	9 *2%*	2 *2%*	* *	8 *1%*	12 *3%*	- -	- -	11 *3%*	- -	* *1%*	16 *1%*
Not suitable for our business / too small	19 **2%p**	8 **4%zd**	1 *3%*	* **5%zd**	10 *1%*	9 **3%d**	- -	4 *2%*	* *	2 *1%*	15 *2%*	13 **3%z**	3 *1%*	5 *1%*	4 **4%l**	4 **7%zlm**	3 *1%*	11 **3%pt**	2 **4%p**	3 *6%*	8 *2%*	2 *21%*	1 *7%*	32 *3%*
Have no assets / equity to use	18 *2%*	4 *2%*	1 *2%*	- -	13 *2%*	5 *2%*	- -	3 *2%*	1 *	8 *3%*	14 *2%*	6 *1%*	5 *1%*	12 **3%z**	1 *1%*	* *	11 *2%*	6 **1%z**	* *1%*	1 *1%*	3 *1%*	- -	2 *14%*	16 *1%*
Thought would be rejected	13 *1%*	2 *1%*	* *1%*	* *1%*	11 *1%*	2 *1%*	- -	3 *2%*	* *	6 *2%*	9 *1%*	3 *1%*	9 *2%*	3 *1%*	* *	* *	6 *1%*	7 *2%*	* *	- -	6 *1%*	- -	1 *3%*	11 *1%*
Needed / wanted a different type of finance	12 *1%*	2 *1%*	* *1%*	* **3%zabe**	9 *1%*	3 *1%*	- -	1 *	4 *2%*	3 *1%*	8 *1%*	5 *1%*	5 *1%*	5 *1%*	1 *1%*	1 *2%*	6 *1%*	3 *1%*	2 **5%zpqt**	* *	3 *1%*	1 *4%*	* *	14 *1%*
Unwilling to risk business / property	8 **1%j**	1 *1%*	- -	- -	7 *1%*	1 *1%*	2 *4%*	7 **4%zijk**	- -	- -	1 *	1 *	3 *1%*	5 *1%*	- -	- -	5 *1%*	3 *1%*	- -	- -	3 *1%*	- -	- -	6 *1%*
Forgot about it / it didn`t occur to me	6 *1%*	1 *	* *	- -	5 *1%*	1 *	- -	2 *1%*	- -	3 *1%*	4 *1%*	1 *	5 *1%*	- -	1 *1%*	- -	5 *1%*	* *	1 *1%*	- -	* *	- -	- -	4 *
Want to stay cash positive / avoid any debt	6 **1%j**	2 *1%*	- -	* *1%*	4 *	2 *1%*	2 *4%*	2 *1%*	3 *1%*	1 *	1 *	- -	4 *1%*	- -	2 *1%*	- -	4 *1%*	1 *	- -	* *	1 *	* *4%*	- -	6 *1%*
Am considering / looking into it	5 *	2 **1%z**	* *1%*	* **2%zd**	2 *	2 *1%*	1 *2%*	1 *1%*	3 *1%*	* *	1 *	1 *	2 *1%*	1 *	2 *1%*	* *1%*	- -	4 *1%*	- -	1 *1%*	4 *1%*	* *2%*	1 *3%*	10 *1%*
Concerns about diluting the business	4 *	1 *	1 **2%zade**	* *1%*	3 *	1 *1%*	3 *4%*	3 *1%*	* *	1 *	1 *	1 *	- -	* *	3 **3%zlm**	1 **1%l**	- -	4 **1%z**	* *	- -	4 *1%*	- -	* *2%*	9 *1%*
It would affect growth / profitability of the business	4 *	* *	- -	- -	3 *	* *	3 *5%*	3 **2%zj**	* *	- -	- -	- -	- -	- -	* *	- -	- -	* *	- -	3 *7%*	- -	* *4%*	- -	2 *
Not our decision	2 *	1 *	1 **2%zade**	* **3%zade**	- -	2 **1%d**	- -	- -	* *	1 *	2 *	1 *	* *	- -	1 *1%	1 **2%zlm**	* *	1 *	* *	- -	1 *	- -	* *2%	12 *1%*
Lack of trust in banks	2 *	2 **1%zd**	* *d	- -	- -	2 **1%d**	- -	1 *	1 *	1 *	1 *	* *	- -	1 *	- -	* *	- -	1 *	* *	1 *1%	1 *	- -	- -	4 *
Owned by a parent/parent against it	2 *	1 **1%zd**	* *d	* **4%zabde**	- -	2 **1%d**	- -	- -	* *	1 *	2 *	1 *	- -	- -	- -	2 **3%zlmn**	- -	2 *1	* *	- -	* *	- -	2 *9%*	9 *1%*
Too much hassle / there are easier options	1 *	1 *z	* *zd	- -	- -	1 *	- -	- -	1 *	- -	* *	* *	- -	- -	- -	1 **1%zlm**	* *	1 *	- -	- -	1 *	- -	- -	2 *
Focus of equity investors is too short term	* *	* *z	- -	- -	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	* *	- -	- -	* *	- -	- -	* *	- -	- -	1 *
Business was rejected equity finance	* *	- -	- -	* **1%zabde**	- -	* *	- -	- -	- -	* *	* *	- -	- -	- -	- -	* *	- -	* *	- -	- -	- -	- -	* *	1 *
Not needed/applicable	500 **45%agn**	82 *37%*	19 **45%e**	3 *39%*	396 **47%ae**	104 *38%*	15 *25%*	54 *30%*	100 **47%g**	155 **50%g**	343 **48%zg**	188 **47%g**	202 *43%*	169 **49%n**	39 *35%*	26 *41%*	282 *47%*	163 *41%*	21 *46%*	21 *49%*	166 **44%q**	1 *12%*	4 *22%*	486 *43%*
Other	12 **1%j**	2 *1%*	* *1%*	* *2%*	10 *1%*	3 *1%*	2 *4%*	8 **4%zijk**	3 *1%*	1 *	2 *	1 *	6 *1%*	6 *2%*	1 *1%*	* *	2 *	10 **2%zp**	* *	* *	7 *2%*	2 *21%*	* *1%*	13 *1%*
Don't know	30 *3%*	8 *3%*	2 **6%zd**	* **6%zd**	20 *2%*	11 *4%*	- -	5 *3%*	6 *3%*	8 *3%*	19 *3%*	11 *3%*	10 *2%*	10 *3%*	3 *2%*	4 **6%zl**	10 *2%*	12 *3%*	2 *5%*	6 *13%*	11 *3%*	1 *6%*	1 *3%*	44 *4%*
Refused	3 *	- -	* *	* **1%ae**	2 *	* *	- -	- -	- -	2 *1%*	3 *	* *	- -	2 *1%*	- -	* *	2 *	* *	- -	- -	* *	- -	- -	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 100

A9. Why have you not considered raising equity finance/Why did you reach the conclusion not to seek it?

Base : All who are aware of equity finance and did not seek equity and have or have not considered raising equity finance

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1143	183	163	208	386	203	637	139	558	456	93	126	317	475	314	26	283	834	427	715	47	242	380	133	144	162	657	1143
Weighted Total	1107	92*	159*	204*	430	222	637	139*	425	496	130*	115*	279	497	287	44**	339	724	314	793	68**	345	246	109*	126*	198*	481	1143
Effective Base	548	75	74	90	215	107	310	68	230	238	58	61	144	240	143	18	158	373	172	378	30	157	144	56	64	92	262	1143
Business does not need equity finance/not necessary/we have sufficient cash/funds	342 **31%krvA**	28 *28%*	45 *28%*	72 *35%*	135 *31%*	64 *29%*	193 *30%*	46 *33%*	117 *28%*	167 **34%k**	46 *36%*	23 *20%*	82 *29%*	177 **36%z**	75 *26%*	8 *19%*	92 *27%*	242 *33%*	61 *20%*	280 **35%zr**	11 *16%*	115 **33%w**	51 *21%*	40 **37%wA**	34 *27%*	74 **37%wA**	125 **26%w**	324 *28%*
Don't know where to obtain equity finance/ how to go about it	65 **6%su**	5 *5%*	8 *5%*	20 *10%*	22 *5%*	11 *5%*	51 **8%z**	2 *1%*	36 **8%zj**	23 *5%*	- -	7 **6%j**	19 *7%*	25 *5%*	13 *5%*	6 *13%*	21 *6%*	38 *5%*	31 **10%zs**	34 *4%*	8 *11%*	5 *1%*	23 **9%zu**	12 **11%u**	10 **8%u**	12 **6%u**	45 **9%zu**	61 *5%*
Ownership structure means equity finance is not appropriate/relevant	45 **4%ps**	1 *1%*	3 *2%*	11 *5%*	21 *5%*	9 *4%*	28 *4%*	1 *	18 *4%*	17 *3%*	9 *7%*	6 *5%*	11 *4%*	13 *3%*	20 **7%zm**	- -	3 *1%*	42 **6%zp**	22 **7%zs**	23 *3%*	11 *17%*	10 *3%*	11 *4%*	10 **9%u**	4 *4%*	10 *5%*	25 *5%*	50 *4%*
Don't want to give up control	42 **4%l**	9 **9%zc**	4 *3%*	4 *2%*	17 *4%*	7 *3%*	23 *4%*	7 *5%*	26 **6%zl**	10 *2%*	6 *5%*	13 **11%zl**	12 *4%*	10 *2%*	14 *5%*	7 *17%*	9 *3%*	25 *3%*	11 *3%*	31 *4%*	- -	11 *3%*	11 *4%*	3 *3%*	6 *5%*	5 *3%*	20 *4%*	50 *4%*
Business not growing fast enough/sufficiently "high risk/high return" to attract investors	35 *3%*	4 *4%*	9 *5%*	8 *4%*	8 *2%*	7 *3%*	24 *4%*	7 *5%*	20 *5%*	11 *2%*	4 *3%*	6 *5%*	4 *1%*	16 *3%*	13 *5%*	2 *6%*	5 *2%*	27 *4%*	10 *3%*	25 *3%*	1 *2%*	8 *2%*	9 *3%*	- -	7 *5%*	5 *3%*	15 *3%*	23 *2%*
Too expensive/fees associated with advisors/due diligence too much	25 *2%*	* *	11 **7%zd**	4 *2%*	6 *2%*	4 *2%*	16 *3%*	6 *4%*	13 *3%*	10 *2%*	3 *2%*	4 *4%*	14 **5%z**	9 *2%*	3 *1%*	* *	7 *2%*	19 *3%*	9 *3%*	16 *2%*	2 *4%*	9 *3%*	7 *3%*	3 *3%*	1 *1%*	5 *3%*	11 *2%*	25 *2%*
Don`t know / understand what it is / never heard of it	22 **2%qs**	1 *1%*	7 *4%*	4 *2%*	4 *1%*	6 *3%*	16 *3%*	1 *	10 *2%*	5 *1%*	4 *3%*	1 *	7 *3%*	9 *2%*	5 *2%*	- -	15 **4%zq**	7 *1%*	18 **6%zs**	3 *	1 *1%*	- -	18 **7%zuyA**	1 *	3 **2%u**	* *	21 **4%zu**	23 *2%*
Too much time involved to write business plan, seek investors etc	19 **2%l**	* *	4 *2%*	3 *2%*	4 *1%*	8 *4%*	11 *2%*	6 *4%*	9 *2%*	3 *1%*	8 **6%zl**	4 *4%*	1 *	9 *2%*	6 *2%*	- -	6 *2%*	13 *2%*	6 *2%*	13 *2%*	5 *7%*	3 *1%*	1 *	3 *3%*	6 **5%uv**	1 *1%*	10 **2%w**	16 *1%*
Not suitable for our business / too small	19 **2%m**	* *1%*	1 *1%*	2 *1%*	4 *1%*	12 **5%zd**	8 *1%*	4 *3%*	7 *2%*	6 *1%*	5 *4%*	1 *1%*	5 *2%*	3 *1%*	11 **4%zm**	- -	7 *2%*	12 *2%*	9 *3%*	10 *1%*	3 *4%*	4 *1%*	7 *3%*	1 *1%*	3 *3%*	1 *	12 *2%*	32 *3%*
Have no assets / equity to use	18 *2%*	- -	3 *2%*	5 *3%*	8 *2%*	2 *1%*	11 *2%*	1 *	6 *1%*	7 *1%*	5 *4%*	1 *1%*	5 *2%*	4 *1%*	9 *3%*	- -	6 *2%*	12 *2%*	6 *2%*	11 *1%*	3 *4%*	6 *2%*	4 *1%*	* *	3 *2%*	3 *1%*	6 *1%*	16 *1%*
Thought would be rejected	13 **1%j**	* *	3 *2%*	3 *2%*	1 *	5 *2%*	7 *1%*	* *	3 *1%*	1 *	7 **5%zhl**	3 **3%l**	* *	3 *1%*	7 *2%*	- -	8 *2%*	4 *1%*	4 *1%*	8 *1%*	* *1%*	3 *1%*	4 *2%*	* *	1 *1%*	2 *1%*	5 *1%*	11 *1%*
Needed / wanted a different type of finance	12 *1%*	2 *2%*	1 *1%*	1 *	3 *1%*	5 *2%*	9 *1%*	* *	1 *	8 *2%*	2 *2%*	* *	1 *	3 *1%*	6 *2%*	3 *7%*	* *	9 *1%*	6 *2%*	6 *1%*	* *	- -	6 **2%u**	3 **3%u**	* *	* *	9 *2%*	14 *1%*
Unwilling to risk business / property	8 *1%*	2 *2%*	1 *	- -	2 *1%*	3 *1%*	5 *1%*	* *	6 *1%*	- -	2 **2%l**	3 **3%l**	3 *1%*	3 *1%*	2 *1%*	- -	2 *1%*	6 *1%*	5 *1%*	3 *	2 *3%*	3 *1%*	3 *1%*	2 *2%*	- -	- -	5 *1%*	6 *1%*
Forgot about it / it didn`t occur to me	6 *1%*	- -	3 *2%*	1 *	2 *1%*	- -	6 *1%*	- -	6 *1%*	* *	- -	2 **2%l**	6 **2%zm**	* *	- -	- -	3 *1%*	3 *	6 **2%zs**	- -	3 *4%*	- -	3 *1%*	- -	- -	3 *1%*	3 *1%*	4 *
Want to stay cash positive / avoid any debt	6 *1%*	2 *2%*	- -	1 *	3 *1%*	* *	1 *	4 **3%zf**	6 *1%*	* *	- -	2 *1%*	3 *1%*	2 *	1 *	2 *6%*	- -	3 *	1 *	5 *1%*	- -	2 *1%*	1 *	2 *2%*	- -	- -	3 *1%*	6 *1%*
Am considering / looking into it	5 *s	* *	* *	- -	1 *	3 *2%*	5 *1%*	- -	2 *	2 *	* *	1 *1%*	1 *	1 *	3 *1%*	- -	- -	5 *1%*	5 **2%zs**	* *	1 *1%*	- -	4 **2%z**	- -	* *	- -	4 *1%*	10 *1%*
Concerns about diluting the business	4 *s	1 *1%*	3 *2%*	- -	1 *	- -	3 *1%*	* *	1 *	3 *1%*	- -	* *	1 *	3 *1%*	* *	- -	* *	4 *1%*	4 **1%s**	* *	- -	- -	4 **2%z**	* *	- -	* *	4 *1%*	9 *1%*
It would affect growth / profitability of the business	4 *	- -	- -	3 *2%*	* *	- -	4 *1%*	- -	4 *1%*	- -	- -	4 **3%zl**	- -	- -	4 *1%*	- -	- -	4 *1%*	4 **1%s**	- -	- -	- -	4 **1%z**	- -	- -	- -	4 *1%*	2 *
Not our decision	2 *	* *1%*	1 *	* *	1 *	- -	2 *	* *	1 *	1 *	- -	- -	1 *	1 *	1 *	- -	* *	2 *	* *	2 *	- -	* *	* *	* *	* *	1 *	1 *	12 *1%*
Lack of trust in banks	2 *	- -	1 *	1 *	* *	1 *	1 *	- -	1 *	1 *	- -	1 *1%*	- -	1 *	1 *	- -	1 *	1 *	* *	2 *	- -	1 *	* *	- -	- -	- -	* *	4 *
Owned by a parent/parent against it	2 *	* *	1 *	1 *	- -	* *	1 *	* *	1 *	1 *	* *	- -	1 *	* *	1 *	- -	- -	2 *	* *	2 *	- -	1 *	* *	* *	* *	- -	* *	9 *1%*
Too much hassle / there are easier options	1 *	- -	- -	1 *	* *	- -	1 *	* *	- -	1 *	- -	- -	- -	1 *	- -	* *	- -	1 *	1 *	- -	1 *1%*	1 *	* *	- -	- -	- -	* *	2 *
Focus of equity investors is too short term	* *	- -	- -	- -	* *	- -	* *	- -	* *	- -	- -	- -	- -	- -	* *	- -	- -	* *	- -	* *	- -	- -	- -	- -	- -	* *	- -	1 *
Business was rejected equity finance	* *	- -	* *	- -	- -	- -	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	* *	* *	- -	* *	- -	- -	- -	* *	- -	* *	1 *
Not needed/applicable	500 **45%hrvwA**	43 *47%*	66 *42%*	68 *33%*	229 **53%zc**	94 *42%*	260 *41%*	69 *50%*	169 *40%*	256 **52%zhj**	44 *34%*	44 *38%*	116 *42%*	242 *49%*	117 *41%*	19 *44%*	166 *49%*	315 *43%*	115 *37%*	384 **48%zr**	23 *34%*	192 **56%zvwA**	92 *37%*	28 *26%*	57 **45%w**	103 **52%wvA**	177 **37%w**	486 *43%*
Other	12 **1%q**	* *	- -	1 *	4 *1%*	8 **4%z**	11 *2%*	1 *1%*	6 *1%*	6 *1%*	* *	5 **4%z**	7 *3%*	4 *1%*	1 *	- -	9 **3%q**	3 *	3 *1%*	9 *1%*	2 *4%*	3 *1%*	1 *	5 **5%zvy**	3 *2%*	- -	9 **2%w**	13 *1%*
Don't know	30 **3%e**	4 **5%e**	4 *2%*	12 **6%e**	10 *2%*	* *	21 *3%*	4 *3%*	16 *4%*	8 *2%*	4 *3%*	5 *4%*	8 *3%*	12 *2%*	9 *3%*	- -	13 *4%*	18 *2%*	8 *3%*	22 *3%*	- -	6 *2%*	8 *3%*	2 *1%*	2 *1%*	5 *2%*	11 *2%*	44 *4%*
Refused	3 *	* *	- -	- -	2 *1%*	- -	* *	- -	* *	3 *1%*	- -	* *	* *	* *	2 *1%*	- -	2 *1%*	* *	- -	2 *	- -	* *	- -	- -	- -	2 *1%*	- -	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 101

A9. Why have you not considered raising equity finance/Why did you reach the conclusion not to seek it?

Base : All who are aware of equity finance and did not seek equity and have or have not considered raising equity finance

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1143	528	567	68	307	184	328	73	511	553	60	288	-	162	320	71	860	135	324	300	252	388	314	319	349	776	1143
Weighted Total	1107	384	375	34**	228	94*	148	20**	367	357	26**	212	-**	70*	142	18**	762	179*	276	185	197	265	233	238	277	808	1143
Effective Base	548	208	212	19	121	61	104	29	201	205	15	113	-	53	100	27	386	83	144	107	106	149	124	127	145	394	1143
Business does not need equity finance/not necessary/we have sufficient cash/funds	342 31%abit	97 25%	90 24%	11 33%	56 25%	19 20%	49 33%abe	2 11%	97 26%	84 24%	11 40%	56 26%	-	18 25%	48 34%i	2 12%	245 32%	52 29%	77 28%	47 25%	45 23%	73 28%	71 30%	80 33%	89 32%	247 31%	324 28%
Don't know where to obtain equity finance/ how to go about it	65 6%p	34 9%z	39 10%z	7 21%	20 9%	10 11%	21 14%za	2 8%	29 8%	37 10%z	1 3%	15 7%	-	6 8%	18 13%z	1 5%	35 5%	23 13%zp	21 8%	24 13%z	19 10%	25 10%z	15 7%	15 6%	15 6%	49 6%	61 5%
Ownership structure means equity finance is not appropriate/relevant	45 4%p	15 4%	21 5%f	1 2%	10 5%	5 5%	3 2%	1 3%	15 4%	18 5%n	1 3%	10 5%	-	3 4%	3 2%	1 4%	21 3%	11 6%	15 5%	8 4%	7 4%	15 6%	14 6%w	8 3%	17 6%w	25 3%	50 4%
Don't want to give up control	42 4%	20 5%	16 4%	3 9%	12 5%	6 6%	4 3%	1 7%	18 5%	13 4%	1 2%	10 5%	-	2 2%	4 3%	1 8%	27 4%	9 5%	11 4%	6 3%	12 6%	8 3%	12 5%	17 7%zy	17 6%	24 3%	50 4%
Business not growing fast enough/sufficiently 'high risk/high return' to attract investors	35 3%	16 4%l	15 4%l	4 13%	14 6%cf	3 4%	1 1%	* 3%	16 4%n	15 4%n	4 17%	14 7%zn	-	3 4%	1 1%	- -	21 3%	8 5%	7 2%	6 3%	6 3%	6 2%	13 6%	15 6%zy	15 6%	19 2%	23 2%
Too expensive/fees associated with advisors/due diligence too much	25 2%	10 2%	9 2%l	* 1%	7 3%	* *	1 1%	* 3%	9 2%	9 3%n	* 1%	6 3%	-	* *	1 1%	* 3%	25 3%z	- -	4 1%	7 4%	4 2%	7 3%	4 2%	4 2%	4 2%	21 3%	25 2%
Don`t know / understand what it is / never heard of it	22 2%	20 5%z	19 5%z	- -	13 6%z	1 1%	10 7%ze	1 5%	20 5%z	19 5%z	- -	13 6%z	-	1 1%	10 7%zm	1 5%	12 2%	4 2%	15 6%z	6 3%	14 7%z	8 3%	6 3%	9 4%	9 3%	13 2%	23 2%
Too much time involved to write business plan, seek investors etc	19 2%y	11 3%	10 3%	- -	9 4%	3 3%	1 1%	* 3%	11 3%	7 2%	- -	9 4%z	-	* *	1 1%	- -	13 2%	3 2%	3 1%	4 2%	3 2%	4 1%	12 5%zy	10 4%zy	12 4%zy	7 1%	16 1%
Not suitable for our business / too small	19 2%	12 3%	11 3%	* 1%	10 4%z	2 2%	2 1%	1 7%	11 3%	11 3%	* 1%	10 5%z	-	2 2%	2 1%	1 8%	12 2%	5 3%	3 1%	8 4%z	5 2%	7 3%	8 3%	7 3%	8 3%	11 1%	32 3%
Have no assets / equity to use	18 2%	8 2%	7 2%	- -	7 3%	4 5%	2 2%	2 9%	8 2%	5 1%	- -	7 3%	-	1 2%	2 1%	2 9%	13 2%	* *	3 1%	3 2%	1 *	6 2%	5 2%	3 1%	5 2%	9 1%	16 1%
Thought would be rejected	13 1%	4 1%	8 2%	- -	3 2%	3 3%	1 1%	* 1%	1 *	5 1%h	- -	* *	-	* 1%	1 1%	* 1%	9 1%	3 2%	4 2%	1 *	3 2%	2 1%	4 2%	3 1%	4 1%	9 1%	11 1%
Needed / wanted a different type of finance	12 1%	7 2%	11 3%zf	- -	4 2%	3 4%	1 1%	* 1%	7 2%	11 3%zn	- -	4 2%	-	3 4%z	1 1%	* 1%	8 1%	3 2%	7 3%	2 1%	6 3%z	3 1%	3 1%	3 1%	3 1%	9 1%	14 1%
Unwilling to risk business / property	8 1%	5 1%	2 1%	- -	5 2%	- -	2 2%	- -	5 1%	2 1%	- -	5 2%z	-	- -	2 2%	- -	6 1%	- -	1 *	2 1%	1 *	5 2%	3 1%	3 1%	3 1%	5 1%	6 1%
Forgot about it / it didn`t occur to me	6 1%	3 1%	3 1%	* 1%	1 *	- -	- -	- -	3 1%	2 1%	- -	1 *	-	- -	- -	- -	3 *	- -	3 1%	* *	3 2%	- -	- -	- -	- -	6 1%	4 *
Want to stay cash positive / avoid any debt	6 1%	2 *	4 1%	- -	- -	3 4%zadf	* *	- -	2 *	4 1%	- -	- -	-	1 1%	* *	- -	6 1%	- -	3 1%	* *	* *	3 1%	1 *	2 1%	2 1%	4 1%	6 1%
Am considering / looking into it	5 *y	1 *	4 1%	- -	1 1%	3 3%za	1 1%	* 3%	1 *	4 1%	- -	1 *	-	* *	* *	* 3%	4 1%	* *	* *	4 2%z	1 *	3 1%	1 1%	4 2%y	4 1%z	1 *	10 1%
Concerns about diluting the business	4 *	4 1%	4 1%	* *	1 *	3 3%zd	1 *	* 1%	1 *	4 1%	- -	1 *	-	3 4%zhikn	1 *	* 1%	1 *	- -	1 *	3 2%z	3 2%	1 *	1 *	1 1%	1 *	3 *	9 1%
It would affect growth / profitability of the business	4 *	4 1%	* *	- -	3 1%	* 1%	* *	- -	4 1%	* *	- -	3 1%	-	* 1%	* *	- -	4 *	- -	- -	4 2%z	* *	- -	4 2%zy	4 2%zy	4 1%y	- -	2 *
Not our decision	2 *	1 *	1 *	- -	1 *	* *	1 *	* 1%	1 *	1 *	- -	1 *	-	* *	1 *	* 1%	1 *	1 *	1 *	* *	1 *	* *	1 *	1 *	1 *	1 *	12 1%
Lack of trust in banks	2 *	* *	1 *	- -	- -	1 1%	* *	- -	* *	1 *	- -	- -	-	1 1%	* *	- -	1 *	- -	* *	- -	- -	* *	1 *	1 *	1 *	1 *	4 *
Owned by a parent/parent against it	2 *	* *	* *	* *	* *	* *	* *	* *	* *	* *	* *	* *	-	* *	* *	* *	2 *	* *	- -	* *	- -	* *	1 *	1 *	1 *	1 *	9 1%
Too much hassle / there are easier options	1 *	* *	- -	- -	- -	- -	- -	- -	* *	- -	- -	- -	-	- -	- -	- -	1 *	- -	- -	* *	- -	* *	1 *	1 *	1 *	- -	2 *
Focus of equity investors is too short term	* *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	* *	- -	- -	- -	- -	- -	* *	* *	* *	- -	1 *
Business was rejected equity finance	* *	* *	* *	- -	- -	- -	* *	* *	* *	* *	- -	- -	-	- -	* *	* *	* *	- -	* *	- -	- -	* *	- -	- -	- -	* *	1 *
Not needed/applicable	500 45%abdefhikn suvwx	138 36%	117 31%	7 21%	78 34%	31 33%	49 33%	6 31%	135 37%	117 33%	7 27%	75 35%	-	31 44%	49 35%	6 33%	350 46%	72 40%	122 44%s	51 27%	81 41%	95 36%	81 35%w	66 28%	88 32%w	401 50%zvwx	486 43%
Other	12 1%	4 1%	6 2%	1 2%	1 *	* *	3 2%	* 1%	4 1%	6 2%	1 2%	1 *	-	* *	3 2%	* 1%	6 1%	3 2%	3 1%	6 3%z	4 2%	6 2%	3 1%	6 2%	6 2%	7 1%	13 1%
Don't know	30 3%	10 3%	14 4%	1 3%	4 2%	4 4%	5 4%	2 11%	10 3%	11 3%	1 4%	3 2%	-	1 1%	5 4%	2 12%	19 2%	6 4%	7 2%	3 2%	2 1%	9 3%	7 3%	10 4%	11 4%	19 2%	44 4%
Refused	3 *	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	* *	-	- -	- -	- -	3 *	- -	- -	- -	- -	- -	* *	* *	* *	3 *	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 102

A9. Why have you not considered raising equity finance/Why did you reach the conclusion not to seek it?

Base : All who are aware of equity finance and did not seek equity and have or have not considered raising equity finance

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1143	431	356	540	589	217	55	76	102	484	555	1143
Weighted Total	1107	367	271	463	631	234	42**	55**	128*	331	646	1143
Effective Base	548	192	148	240	302	117	25	29	63	185	302	1143
Business does not need equity finance/not necessary/we have sufficient cash/funds	342 *31%*	113 *31%*	82 *30%*	149 *32%*	192 *30%*	81 *35%*	11 *27%*	11 *20%*	28 *22%*	98 *30%*	215 *33%*	324 *28%*
Don't know where to obtain equity finance/ how to go about it	65 **6%ij**	23 *6%*	12 *4%*	24 *5%*	40 *6%*	10 *4%*	4 *9%*	3 *5%*	13 **10%ij**	25 *8%*	26 *4%*	61 *5%*
Ownership structure means equity finance is not appropriate/relevant	45 *4%*	14 *4%*	14 *5%*	19 *4%*	27 *4%*	11 *5%*	1 *1%*	2 *4%*	2 *2%*	17 *5%*	26 *4%*	50 *4%*
Don't want to give up control	42 **4%j**	12 *3%*	12 *4%*	17 *4%*	25 *4%*	6 *3%*	5 *13%*	* *1%*	14 **11%ij**	12 *4%*	16 *2%*	50 *4%*
Business not growing fast enough/sufficiently 'high risk/high return' to attract investors	35 **3%j**	10 *3%*	15 **6%a**	17 *4%*	17 *3%*	5 *2%*	- -	2 *3%*	10 **7%zj**	13 *4%*	12 *2%*	23 *2%*
Too expensive/fees associated with advisors/due diligence too much	25 *2%*	15 *4%*	6 *2%*	15 *3%*	11 *2%*	7 *3%*	1 *1%*	* *1%*	1 *	13 *4%*	12 *2%*	25 *2%*
Don`t know / understand what it is / never heard of it	22 *2%*	6 *2%*	10 *4%*	11 *2%*	11 *2%*	1 *	* *1%*	- -	3 *2%*	7 *2%*	12 *2%*	23 *2%*
Too much time involved to write business plan, seek investors etc	19 *2%*	7 *2%*	4 *2%*	8 *2%*	11 *2%*	1 *	* *1%*	1 *2%*	5 *4%*	6 *2%*	8 *1%*	16 *1%*
Not suitable for our business / too small	19 *2%*	8 *2%*	3 *1%*	8 *2%*	10 *2%*	3 *1%*	- -	1 *3%*	3 *2%*	4 *1%*	12 *2%*	32 *3%*
Have no assets / equity to use	18 **2%d**	11 **3%d**	11 **4%zd**	13 **3%d**	4 *1%*	2 *1%*	- -	2 *3%*	2 *1%*	4 *1%*	12 *2%*	16 *1%*
Thought would be rejected	13 *1%*	6 *2%*	3 *1%*	6 *1%*	7 *1%*	4 *2%*	- -	- -	3 *2%*	1 *	9 *1%*	11 *1%*
Needed / wanted a different type of finance	12 *1%*	5 *1%*	4 *1%*	5 *1%*	6 *1%*	* *	1 *2%*	2 *5%*	- -	1 *	11 *2%*	14 *1%*
Unwilling to risk business / property	8 **1%dj**	7 **2%zd**	3 *1%*	7 **2%d**	1 *	3 *1%*	1 *1%*	- -	4 **3%zj**	3 *1%*	1 *	6 *1%*
Forgot about it / it didn`t occur to me	6 **1%dj**	1 *	5 **2%zd**	6 **1%a**	* *	- -	- -	- -	2 **2%j**	3 *1%*	* *	4 *
Want to stay cash positive / avoid any debt	6 **1%j**	4 *1%*	4 *1%*	4 *1%*	2 *	- -	- -	2 *3%*	2 **2%j**	3 *1%*	* *	6 *1%*
Am considering / looking into it	5 *	4 *1%*	4 *1%*	4 *1%*	1 *	1 *	1 *1%*	1 *1%*	1 *1%*	1 *	2 *	10 *1%*
Concerns about diluting the business	4 *	1 *	4 **1%d**	4 **1%a**	* *	- -	- -	- -	3 **2%zj**	1 *	* *	9 *1%*
It would affect growth / profitability of the business	4 *	4 *1%*	4 **1%zd**	4 *1%*	- -	- -	- -	- -	3 **2%zj**	* *	- -	2 *
Not our decision	2 *	1 *	* *	1 *	1 *	* *	- -	* *	- -	1 *	1 *	12 *1%*
Lack of trust in banks	2 *	1 *	- -	1 *	1 *	1 *	- -	1 *1%*	1 *	1 *	1 *	4 *
Owned by a parent/parent against it	2 *	1 *	1 *	1 *	1 *	- -	- -	* *	- -	1 *	1 *	9 *1%*
Too much hassle / there are easier options	1 *	- -	- -	- -	1 *	1 *	- -	- -	- -	- -	1 *	2 *
Focus of equity investors is too short term	* *	* *	- -	* *	- -	- -	- -	* *1%*	- -	* *	- -	1 *
Business was rejected equity finance	* *	- -	- -	- -	* *	- -	- -	- -	- -	- -	* *	1 *
Not needed/applicable	500 **45%ach**	141 *38%*	105 *39%*	182 *39%*	308 **49%abc**	110 *47%*	22 *53%*	24 *43%*	34 *26%*	146 **44%h**	318 **49%zh**	486 *43%*
Other	12 *1%*	8 *2%*	6 *2%*	9 *2%*	3 *1%*	4 *2%*	- -	* *	8 **6%zij**	1 *	4 *1%*	13 *1%*
Don't know	30 *3%*	14 **4%b**	4 *1%*	15 **3%b**	15 *2%*	6 *3%*	* *	7 *13%*	5 *4%*	11 *3%*	15 *2%*	44 *4%*
Refused	3 *	* *	* *	* *	3 *	- -	- -	2 *4%*	- -	* *	3 *	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 103

A9. Why have you not considered raising equity finance/Why did you reach the conclusion not to seek it?

Base : All who are aware of equity finance and did not seek equity and have or have not considered raising equity finance

		A8. Have you ever considered raising equity finance?				
	Wtd Total (z)	Yes (a)	No (b)	Don't know (c)	Refused (d)	Unwtd Total
Unweighted Total	1143	101	1042	-	-	1143
Weighted Total	1107	63*	1044	-**	-**	1143
Effective Base	548	38	511	-	-	1143
Business does not need equity finance/not necessary/we have sufficient cash/funds	342 *31%*	16 *26%*	326 *31%*	- -	- -	324 *28%*
Don't know where to obtain equity finance/ how to go about it	65 *6%*	3 *5%*	62 *6%*	- -	- -	61 *5%*
Ownership structure means equity finance is not appropriate/relevant	45 *4%*	* *1%*	45 *4%*	- -	- -	50 *4%*
Don't want to give up control	42 *4%*	3 *5%*	38 *4%*	- -	- -	50 *4%*
Business not growing fast enough/sufficiently 'high risk/high return' to attract investors	35 **3%b**	7 **10%ab**	28 *3%*	- -	- -	23 *2%*
Too expensive/fees associated with advisors/due diligence too much	25 **2%b**	8 **12%ab**	18 *2%*	- -	- -	25 *2%*
Don`t know / understand what it is / never heard of it	22 *2%*	- -	22 *2%*	- -	- -	23 *2%*
Too much time involved to write business plan, seek investors etc	19 **2%b**	7 **11%ab**	12 *1%*	- -	- -	16 *1%*
Not suitable for our business / too small	19 *2%*	2 *3%*	17 *2%*	- -	- -	32 *3%*
Have no assets / equity to use	18 *2%*	- -	18 *2%*	- -	- -	16 *1%*
Thought would be rejected	13 *1%*	* *1%*	12 *1%*	- -	- -	11 *1%*
Needed / wanted a different type of finance	12 *1%*	1 *1%*	11 *1%*	- -	- -	14 *1%*
Unwilling to risk business / property	8 *1%*	- -	8 *1%*	- -	- -	6 *1%*
Forgot about it / it didn`t occur to me	6 *1%*	- -	6 *1%*	- -	- -	4 *
Want to stay cash positive / avoid any debt	6 *1%*	* *1%*	5 *1%*	- -	- -	6 *1%*
Am considering / looking into it	5 *b	4 **7%ab**	1 *	- -	- -	10 *1%*
Concerns about diluting the business	4 *	* *	4 *	- -	- -	9 *1%*
It would affect growth / profitability of the business	4 *	* *1%*	3 *	- -	- -	2 *
Not our decision	2 *	* *	2 *	- -	- -	12 *1%*
Lack of trust in banks	2 *	- -	2 *	- -	- -	4 *
Owned by a parent/parent against it	2 *	* *	2 *	- -	- -	9 *1%*
Too much hassle / there are easier options	1 *b	1 **1%b**	* *	- -	- -	2 *
Focus of equity investors is too short term	* *	- -	* *	- -	- -	1 *
Business was rejected equity finance	* *	* *	- -	- -	- -	1 *
Not needed/applicable	500 **45%a**	13 *20%*	487 **47%a**	- -	- -	486 *43%*
Other	12 **1%b**	6 **9%ab**	7 *1%*	- -	- -	13 *1%*
Don't know	30 *3%*	2 *3%*	28 *3%*	- -	- -	44 *4%*
Refused	3 *	* *	3 *	- -	- -	3 *

Participant Type : Micro, small and medium sized businesses
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d
*** small base; ** very small base (under 30) ineligible for sig testing**

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Business Finance Survey 2016
(FINAL)

A10a. Earlier you mentioned you had obtained a Bank overdraft...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a bank overdraft

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	391	152	103	60	76	315	10	53	45	100	290	190	46	90	91	138	77	246	46	12	202	21	30	391
Weighted Total	288	78	19*	3*	188*	100	14**	56**	37**	78*	194	116*	88*	107*	41*	27*	150*	102*	23**	6**	93*	6**	6**	391
Effective Base	159	146	100	58	74	221	6	29	22	42	108	66	38	54	47	46	63	96	20	3	86	5	5	391
Own Name	80 **28%abcoqt**	6 *8%*	2 *10%*	* *3%*	72 **38%abce**	8 *8%*	9 *65%*	24 *43%*	10 *27%*	16 *21%*	46 *24%*	30 *26%*	32 **37%o**	30 **28%o**	7 *18%*	1 *5%*	60 **40%zqt**	11 *11%*	5 *23%*	4 *65%*	11 *12%*	- -	- -	51 *13%*
In name of Business	223 **77%dp**	72 **92%zd**	17 **92%zd**	3 **97%zd**	130 *69%*	93 **92%d**	8 *59%*	38 *68%*	29 *78%*	64 *83%*	154 *80%*	90 *78%*	58 *66%*	86 *80%*	37 **90%zl**	28 **97%zlm**	98 *65%*	94 **92%zp**	18 *80%*	5 *91%*	85 **91%zp**	6 *100%*	6 *100%*	347 *89%*
Don't know	1 *	1 **1%z**	- -	- -	- -	1 *1%*	- -	- -	1 *1%*	- -	- -	- -	- -	1 *1%*	- -	- -	- -	1 *1%*	- -	- -	1 *1%*	- -	- -	1 *
Refused	3 *1%*	- -	* *1%*	- -	2 *1%*	* *	- -	- -	- -	- -	3 *1%*	3 *2%*	- -	- -	- -	- -	2 *2%*	* *	- -	- -	* *	- -	- -	2 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10a. Earlier you mentioned you had obtained a Bank overdraft...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a bank overdraft

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	391	80	72	78	109	52	231	73	206	135	43	39	120	139	116	53	117	221	240	150	16	-	224	69	73	-	366	391
Weighted Total	288	35*	57**	61*	93*	42**	186*	50**	123*	107*	48**	25**	95*	93*	91*	45**	107*	135*	157*	131*	20**	-**	137*	58*	67*	-**	262	391
Effective Base	159	32	28	32	50	23	97	29	73	58	25	15	53	52	48	25	57	77	94	66	10	-	84	30	35	-	148	391
Own Name	80	4	17	20	29	9	54	16	36	31	13	8	25	27	27	11	31	38	42	38	5	-	36	14	26	-	77	51
	28%a	*12%*	*30%*	*33%*	*32%*	*21%*	*29%*	*31%*	*30%*	*29%*	*27%*	*32%*	*26%*	*29%*	*30%*	*25%*	*29%*	*28%*	*27%*	*29%*	*28%*	-	*27%*	*25%*	*39%*	-	*29%*	*13%*
In name of Business	223	30	45	47	64	36	146	37	95	83	36	21	79	69	67	37	85	101	122	101	17	-	105	49	45	-	200	347
	77%	*88%*	*79%*	*78%*	*68%*	*86%*	*79%*	*74%*	*77%*	*77%*	*73%*	*82%*	*83%*	*74%*	*74%*	*81%*	*79%*	*75%*	*78%*	*77%*	*85%*	-	*77%*	*85%*	*68%*	-	*76%*	*89%*
Don't know	1	-	1	-	-	-	1	-	1	-	-	-	-	1	-	-	-	1	-	1	-	-	-	-	1	-	1	1
	*	-	*1%*	-	-	-	*	-	*	-	-	-	-	*1%*	-	-	-	*	-	*	-	-	-	-	*1%*	-	*	*
Refused	3	*	-	-	2	-	*	-	-	3	-	-	-	3	-	-	-	3	2	-	-	-	2	-	-	-	2	2
	1%	*	-	-	*3%*	-	*	-	-	*2%*	-	-	-	*3%*	-	-	-	*2%*	*2%*	-	-	-	*2%*	-	-	-	*1%*	*1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10a. Earlier you mentioned you had obtained a Bank overdraft...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a bank overdraft

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	391	391	285	46	391	64	196	51	391	278	41	391	4	56	192	49	298	46	199	149	198	157	120	117	129	259	391
Weighted Total	288	288	168	31**	288	25**	93*	19**	288	157	25**	288	3**	19**	88*	18**	205	43**	155*	96*	152*	98*	68*	69*	79*	208	391
Effective Base	159	159	105	15	159	22	68	16	159	102	13	159	1	19	67	15	112	26	89	53	84	60	38	37	43	115	391
Own Name	80 *28%fn*	80 *28%f*	44 *26%f*	10 *32%*	80 *28%f*	3 *13%*	15 *16%*	3 *17%*	80 *28%n*	41 *26%n*	7 *29%*	80 *28%n*	- -	* *1%*	15 *17%*	3 *18%*	63 *31%*	9 *20%*	45 *29%*	31 *33%*	45 *29%*	26 *26%*	22 *32%*	19 *28%*	22 *28%*	58 *28%*	51 *13%*
In name of Business	223 *77%*	223 *77%*	130 *78%*	19 *60%*	223 *77%*	19 *77%*	80 *85%abd*	16 *81%*	223 *77%*	122 *78%*	16 *62%*	223 *77%*	* *8%*	16 *86%*	74 *84%d*	15 *80%*	156 *76%*	34 *80%*	118 *76%*	71 *74%*	115 *76%*	76 *77%*	53 *79%*	57 *83%*	65 *82%*	157 *76%*	347 *89%*
Don't know	1 *	1 *	1 *	- -	1 *	- -	- -	1 *3%*	1 *	1 *	- -	1 *	- -	- -	- -	1 *3%*	1 *	- -	- -	1 *1%*	- -	1 *1%*	- -	- -	- -	1 *	1 *
Refused	3 *1%*	3 *1%*	2 *1%*	2 *8%*	3 *1%*	2 *10%*	2 *3%*	2 *13%*	3 *1%*	2 *2%*	2 *9%*	3 *1%*	2 *92%*	2 *13%*	2 *3%*	2 *13%*	3 *1%*	- -	- -	2 *2%*	- -	2 *2%*	- -	- -	- -	3 *1%*	2 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10a. Earlier you mentioned you had obtained a Bank overdraft...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a bank overdraft

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	391	154	139	201	185	65	19	11	34	181	173	391
Weighted Total	288	109*	92*	141*	145*	43**	10**	3**	37**	95*	155*	391
Effective Base	159	61	53	79	79	28	9	6	20	59	80	391
Own Name	80	44	33	48	32	7	1	-	15	24	40	51
	28%	**40%zcd**	*36%*	*34%*	*22%*	*16%*	*7%*	-	*41%*	*26%*	*26%*	*13%*
In name of Business	223	79	64	105	116	37	9	3	28	73	121	347
	77%	*72%*	*70%*	*75%*	*80%*	*85%*	*93%*	*100%*	*74%*	*77%*	*78%*	*89%*
Don't know	1	1	1	1	-	-	-	-	-	1	-	1
	*	*1%*	*1%*	*	-	-	-	-	-	*1%*	-	*
Refused	3	-	2	2	*	-	-	-	-	-	3	2
	1%	-	*3%*	*2%*	*	-	-	-	-	-	*2%*	*1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 108

A10b. Earlier you mentioned you had obtained a Bank loan...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a bank loan

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	247	74	70	55	48	199	8	34	37	53	174	121	26	48	50	110	43	156	32	10	120	16	24	247
Weighted Total	171*	38*	13*	3*	118*	53	8**	37**	30**	42**	105*	63*	48**	61*	32**	16*	80*	63*	19**	2**	62*	2**	5**	247
Effective Base	91	71	67	53	47	126	5	19	15	22	57	35	21	30	19	60	33	48	14	5	41	8	4	247
Own Name	59	6	2	*	51	8	3	12	13	16	34	18	25	25	5	2	44	13	2	-	13	-	-	43
	34%abcoqt	*16%*	*12%*	*3%*	**43%abce**	**14%c**	*36%*	*33%*	*44%*	*38%*	*32%*	*28%*	*52%*	**41%c**	*14%*	*10%*	**54%zqt**	*21%*	*9%*	-	*21%*	-	-	*17%*
In name of Business	111	33	11	3	65	46	5	25	16	27	70	43	23	37	28	15	35	51	17	2	49	2	5	203
	65%dp	**87%zd**	**85%zd**	**97%zde**	*55%*	**87%d**	*64%*	*67%*	*55%*	*64%*	*67%*	*69%*	*48%*	*60%*	*86%*	**93%zm**	*43%*	**80%zp**	*91%*	*100%*	**80%zp**	*93%*	*100%*	*82%*
Don't know	3	-	*	-	2	*	-	-	*	-	2	2	-	*	-	-	2	*	-	-	*	*	-	3
	2%	-	**2%e**	-	*2%*	*1%*	-	-	*1%*	-	*2%*	*4%*	-	*	-	-	*3%*	*	-	-	*	*7%*	-	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10b. Earlier you mentioned you had obtained a Bank loan...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a bank loan

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	247	60	36	52	64	35	137	59	142	83	20	27	94	82	62	31	67	149	162	84	10	-	152	45	38	-	235	247
Weighted Total	171*	24**	30**	38**	50**	30**	112*	28**	78*	60*	32**	15**	64*	59*	44**	27**	58*	86*	117*	54**	10**	-**	107*	27**	27**	-**	162*	247
Effective Base	91	21	14	18	27	14	56	19	46	32	14	10	36	30	22	13	31	47	63	28	5	-	58	15	14	-	87	247
Own Name	59	5	9	5	19	21	45	5	30	20	8	1	22	23	10	8	22	28	45	13	3	-	43	7	6	-	56	43
	34%	*20%*	*30%*	*14%*	*37%*	*72%*	*40%*	*17%*	*39%*	*33%*	*26%*	*9%*	*34%*	*40%*	*22%*	*32%*	*39%*	*32%*	*39%*	*24%*	*30%*	-	*40%*	*27%*	*22%*	-	*35%*	*17%*
In name of Business	111	19	21	33	29	8	68	23	48	38	23	14	42	34	34	18	37	56	70	41	7	-	63	20	21	-	104	203
	65%	*80%*	*72%*	*86%*	*59%*	*28%*	*61%*	*84%*	*62%*	*64%*	*74%*	*95%*	*66%*	*57%*	*78%*	*68%*	*63%*	*65%*	*60%*	*77%*	*68%*	-	*59%*	*75%*	*77%*	-	*64%*	*82%*
Don't know	3	*	-	-	3	-	*	*	*	3	-	-	-	2	*	-	-	3	3	-	*	-	2	-	*	-	3	3
	2%	*1%*	-	-	*5%*	-	*	*1%*	*	*4%*	-	-	-	*4%*	*	-	-	*3%*	*2%*	-	*2%*	-	*2%*	-	*1%*	-	*2%*	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10b. Earlier you mentioned you had obtained a Bank loan...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a bank loan

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	247	247	195	50	150	49	144	40	247	192	45	146	5	43	139	39	204	23	93	131	125	106	62	71	72	172	247
Weighted Total	171*	171*	118*	29**	100*	18**	72*	14**	171*	115*	23**	99*	3**	16**	68*	14**	129*	21**	76*	81*	97*	63*	27**	34**	34**	136*	247
Effective Base	91	91	66	16	54	16	46	10	91	65	13	53	1	14	44	9	71	11	39	45	50	35	14	18	19	72	247
Own Name	59	59	39	5	30	1	22	6	59	36	2	30	-	*	21	6	44	9	28	27	37	19	7	7	7	51	43
	34%	*34%*	*33%*	*16%*	*29%*	*6%*	*30%*	*41%*	*34%*	*31%*	*9%*	*30%*	-	*3%*	*31%*	*42%*	*34%*	*43%*	*37%*	*34%*	*38%*	*30%*	*25%*	*21%*	*21%*	*38%*	*17%*
In name of Business	111	111	78	23	69	15	47	6	111	77	19	68	*	13	44	5	83	12	48	52	60	42	20	27	27	83	203
	65%	*65%*	*66%*	*78%*	*69%*	*84%*	*66%*	*42%*	*65%*	*67%*	*83%*	*68%*	*10%*	*82%*	*65%*	*39%*	*65%*	*56%*	*63%*	*64%*	*62%*	*67%*	*75%*	*79%*	*79%*	*61%*	*82%*
Don't know	3	3	3	2	2	2	3	3	3	3	2	2	2	2	3	3	3	*	*	2	*	2	-	-	-	3	3
	2%	*2%*	*2%*	*8%*	*2%*	*14%*	*4%*	*18%*	*2%*	*2%*	*10%*	*2%*	*90%*	*15%*	*4%*	*19%*	*2%*	*1%*	*	*3%*	*	*4%*	-	-	-	*2%*	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10b. Earlier you mentioned you had obtained a Bank loan...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a bank loan

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	247	102	92	131	113	37	17	14	24	120	102	247
Weighted Total	171*	65*	50*	84*	87*	23**	11**	5**	22**	61*	89*	247
Effective Base	91	35	31	46	45	14	7	3	14	35	43	247
Own Name	59 **34%c**	15 *22%*	14 *28%*	20 *24%*	38 **44%ac**	4 *18%*	6 *58%*	3 *53%*	6 *29%*	25 *41%*	27 *31%*	43 *17%*
In name of Business	111 *65%*	50 **77%z**	33 *66%*	61 *73%*	50 *57%*	19 *84%*	4 *40%*	2 *47%*	16 *71%*	36 *60%*	59 *67%*	203 *82%*
Don't know	3 *2%*	* *	3 **5%a**	3 **3%a**	- -	- -	* *2%*	- -	- -	* *	2 *3%*	3 *1%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10c. Earlier you mentioned you had obtained a Commercial mortgage...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a commercial mortgage

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	79	23	27	22	7	72	3	5	7	18	66	48	4	12	12	49	7	60	9	2	47	5	8	79
Weighted Total	38**	12**	5**	1**	19**	19*	2**	3**	4**	10**	30**	20**	9**	11**	5**	8**	14**	17**	6**	***	15**	1**	1**	79*
Effective Base	23	22	26	21	7	45	3	5	3	6	17	12	3	7	11	28	6	24	3	2	20	3	6	79
Own Name	12	5	1	*	6	6	1	1	3	4	7	3	6	2	1	3	6	5	1	-	5	-	-	17
	31%	*43%*	*16%*	*4%*	*29%*	*33%*	*64%*	*46%*	*78%*	*39%*	*22%*	*13%*	*72%*	*16%*	*26%*	*34%*	*40%*	*27%*	*22%*	-	*31%*	-	-	*22%*
In name of Business	24	7	4	1	11	13	1	1	1	6	22	15	2	9	4	6	6	13	4	*	11	1	1	62
	64%	*60%*	*84%*	*96%*	*58%*	*69%*	*36%*	*54%*	*22%*	*64%*	*72%*	*76%*	*28%*	*79%*	*81%*	*73%*	*43%*	*78%*	*70%*	*100%*	*75%*	*100%*	*100%*	*78%*
Don't know	3	*	-	-	2	*	-	-	-	-	3	3	-	*	-	-	2	-	*	-	-	-	-	2
	8%	*4%*	-	-	*13%*	*3%*	-	-	-	-	*10%*	*14%*	-	*4%*	-	-	*17%*	-	*8%*	-	-	-	-	*3%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10c. Earlier you mentioned you had obtained a Commercial mortgage...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a commercial mortgage

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	79	11	17	26	13	12	46	13	49	23	6	8	28	26	20	8	26	45	49	30	2	-	47	14	12	-	73	79
Weighted Total	38**	2**	4**	17**	10**	6**	25**	3**	17**	11**	9**	3**	8**	18**	10**	2**	15**	20**	22**	16**	1**	-**	22**	6**	6**	-**	34**	79*
Effective Base	23	8	10	8	5	4	15	9	15	6	4	6	8	9	8	6	9	12	15	8	1	-	15	3	4	-	21	79
Own Name	12	1	1	6	*	4	6	2	4	2	6	2	3	4	4	1	7	4	6	6	1	-	6	1	5	-	11	17
	31%	*33%*	*36%*	*34%*	*2%*	*72%*	*25%*	*50%*	*23%*	*21%*	*60%*	*54%*	*31%*	*24%*	*42%*	*37%*	*45%*	*20%*	*28%*	*35%*	*80%*	-	*27%*	*12%*	*71%*	-	*32%*	*22%*
In name of Business	24	2	3	11	7	2	19	2	14	6	4	2	6	12	6	1	9	14	14	10	*	-	14	5	2	-	21	62
	64%	*83%*	*79%*	*66%*	*69%*	*28%*	*75%*	*61%*	*78%*	*60%*	*40%*	*64%*	*69%*	*65%*	*53%*	*63%*	*57%*	*68%*	*61%*	*67%*	*20%*	-	*62%*	*88%*	*34%*	-	*62%*	*78%*
Don't know	3	-	-	-	3	-	*	-	*	2	-	-	-	2	*	-	*	2	3	-	-	-	3	-	-	-	3	2
	8%	-	-	-	*29%*	-	*2%*	-	*3%*	*22%*	-	-	-	*13%*	*5%*	-	*3%*	*12%*	*13%*	-	-	-	*13%*	-	-	-	*8%*	*3%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10c. Earlier you mentioned you had obtained a Commercial mortgage...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a commercial mortgage

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	79	79	62	79	43	20	49	22	79	60	79	41	2	17	47	22	65	7	28	42	35	37	20	24	24	55	79
Weighted Total	38**	38**	25**	38**	26**	6**	16**	8**	38**	25**	38**	25**	3**	6**	15**	8**	30**	3**	13**	21**	14**	20**	7**	10**	10**	28**	79*
Effective Base	23	23	19	23	13	6	16	7	23	18	23	13	1	5	15	7	19	5	9	12	9	13	4	6	6	17	79
Own Name	12	12	5	12	7	2	4	3	12	4	12	6	1	1	3	3	10	1	5	7	3	8	-	1	1	11	17
	31%	*31%*	*19%*	*31%*	*25%*	*23%*	*23%*	*37%*	*31%*	*18%*	*31%*	*24%*	*19%*	*17%*	*21%*	*37%*	*33%*	*43%*	*34%*	*32%*	*21%*	*41%*	-	*5%*	*5%*	*41%*	*22%*
In name of Business	24	24	18	24	17	3	10	3	24	18	24	17	-	2	9	3	18	2	9	12	11	10	6	9	9	15	62
	64%	*64%*	*73%*	*64%*	*66%*	*46%*	*61%*	*36%*	*64%*	*74%*	*64%*	*67%*	-	*39%*	*62%*	*36%*	*61%*	*57%*	*69%*	*57%*	*79%*	*49%*	*92%*	*90%*	*90%*	*53%*	*78%*
Don't know	3	3	3	3	3	3	3	2	3	3	3	3	2	3	3	2	3	-	-	3	-	3	*	*	*	2	2
	8%	*8%*	*12%*	*8%*	*11%*	*45%*	*18%*	*32%*	*8%*	*12%*	*8%*	*11%*	*81%*	*51%*	*19%*	*32%*	*10%*	-	-	*14%*	-	*15%*	*8%*	*5%*	*5%*	*9%*	*3%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A10c. Earlier you mentioned you had obtained a Commercial mortgage...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained a commercial mortgage

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	79	27	32	37	41	15	3	4	4	45	29	79
Weighted Total	38**	14**	15**	19**	19**	6**	2**	1**	2**	15**	20**	79*
Effective Base	23	8	9	11	12	12	3	2	4	12	10	79
Own Name	12	5	5	5	7	3	1	1	1	3	7	17
	31%	*34%*	*33%*	*27%*	*35%*	*56%*	*70%*	*61%*	*50%*	*19%*	*36%*	*22%*
In name of Business	24	9	7	11	13	3	1	*	1	12	11	62
	64%	*66%*	*48%*	*57%*	*70%*	*42%*	*30%*	*39%*	*50%*	*82%*	*53%*	*78%*
Don't know	3	-	3	3	-	*	-	-	-	*	2	2
	8%	-	*20%*	*16%*	-	*8%*	-	-	-	*3%*	*12%*	*3%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A10d. Earlier you mentioned you had obtained Leasing or hire purchase...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained leasing or hire purchase

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	435	144	143	104	44	391	7	48	57	105	326	221	26	77	99	209	50	301	45	29	230	30	46	435
Weighted Total	212	72	26	6	108*	104	6**	32**	40**	55*	139*	84*	44**	80*	42*	34	90*	97	16**	4**	89*	4**	7**	435
Effective Base	142	138	138	100	43	251	3	22	22	38	100	61	19	43	45	108	38	115	29	15	89	15	22	435
Own Name	58	11	1	-	46	12	3	13	15	11	30	19	13	32	8	1	42	13	3	*	12	-	1	44
	27%abcjoqt	**15%bc**	*5%*	-	**42%abce**	**12%bc**	*56%*	*39%*	*39%*	*20%*	*22%*	*22%*	*30%*	**40%cno**	**19%o**	*4%*	**47%qt**	*13%*	*18%*	*4%*	*13%*	-	*7%*	*10%*
In name of Business	155	64	25	6	61	94	2	20	25	42	110	67	28	56	34	32	47	86	14	4	78	4	7	394
	73%dp	**88%zd**	**96%zade**	**99%zade**	*56%*	**91%d**	*44%*	*61%*	*63%*	*77%*	**79%z**	*80%*	*59%*	*70%*	*81%*	**96%zmn**	*52%*	**88%zp**	*85%*	*96%*	**88%zp**	*100%*	*93%*	*91%*
Don't know	4	-	-	*	4	*	-	-	-	2	4	2	2	-	-	*	4	*	-	-	-	-	*	3
	2%oq	-	-	**1%ae**	*4%*	*	-	-	-	*3%*	*3%*	*3%*	*4%*	-	-	*	*5%*	*	-	-	-	-	*1%*	*1%*
Refused	3	-	-	-	3	-	-	-	3	-	-	-	3	-	-	-	3	-	-	-	-	-	-	1
	1%	-	-	-	*3%*	-	-	-	*8%*	-	-	-	*7%*	-	-	-	*4%*	-	-	-	-	-	-	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10d. Earlier you mentioned you had obtained Leasing or hire purchase...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained leasing or hire purchase

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	435	104	93	77	100	61	218	72	229	169	30	39	138	168	113	47	124	264	270	164	10	-	260	76	79	-	415	435
Weighted Total	212	33*	60*	40**	52*	27**	105*	32**	92*	88*	23**	19**	70*	89*	48*	31**	82*	100*	116*	96*	5**	-**	111*	37**	51**	-**	200	435
Effective Base	142	36	32	26	37	18	73	21	72	56	14	12	47	58	32	18	50	76	90	55	5	-	86	26	28	-	137	435
Own Name	58	2	19	10	13	14	33	6	34	14	5	8	17	29	12	9	24	25	25	33	-	-	25	10	15	-	50	44
	27%iklrA	*7%*	**32%a**	*26%*	*24%*	*52%*	*31%*	*19%*	**36%kl**	*16%*	*23%*	*39%*	*24%*	*33%*	*25%*	*29%*	*30%*	*25%*	*21%*	*35%*	-	-	*22%*	*27%*	*29%*	-	*25%*	*10%*
In name of Business	155	29	44	31	38	13	77	23	64	70	17	15	54	60	37	23	60	72	89	66	5	-	85	30	37	-	151	394
	73%	**88%z**	*74%*	*76%*	*73%*	*49%*	*73%*	*71%*	*70%*	*79%*	*77%*	*77%*	*77%*	*67%*	*76%*	*74%*	*73%*	*73%*	*77%*	*68%*	*100%*	-	*76%*	*80%*	*71%*	-	**76%z**	*91%*
Don't know	4	2	-	-	2	-	-	*	*	4	-	-	*	4	-	-	2	2	4	*	-	-	4	-	-	-	4	3
	2%h	*5%*	-	-	*5%*	-	-	*	*	*5%*	-	-	*	*5%*	-	-	*2%*	*2%*	*4%*	*	-	-	*4%*	-	-	-	*2%*	*1%*
Refused	3	-	-	3	-	-	-	3	-	3	-	-	-	-	3	-	3	-	-	3	-	-	-	-	3	-	3	1
	1%	-	-	*8%*	-	-	-	*10%*	-	*4%*	-	-	-	-	**7%z**	-	*4%*	-	-	*3%*	-	-	-	-	*6%*	-	*2%*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10d. Earlier you mentioned you had obtained Leasing or hire purchase...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained leasing or hire purchase

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	435	336	435	51	199	102	435	72	330	435	47	192	8	94	435	71	348	44	174	217	134	268	118	120	127	302	435
Weighted Total	212	156	212	17**	89*	24*	212	18**	154	212	15**	88*	4**	23*	212	18**	167	20**	91*	101*	57*	139*	27*	34**	36*	173	435
Effective Base	142	105	142	17	69	33	142	20	103	142	15	67	2	30	142	19	109	19	59	72	44	89	38	30	33	109	435
Own Name	58 *27%em*	39 **25%e**	58 **27%e**	2 *14%*	18 **20%e**	1 *5%*	58 **27%e**	1 *3%*	39 **25%m**	58 **27%m**	2 *16%*	17 **20%m**	1 *16%*	1 *5%*	58 **27%m**	1 *3%*	47 *28%*	4 *19%*	24 *26%*	26 *25%*	16 *28%*	34 *24%*	6 *24%*	9 *27%*	10 *26%*	48 *28%*	44 *10%*
In name of Business	155 *73%*	117 *75%*	155 *73%*	13 *74%*	73 **81%zabf**	21 **88%zbf**	155 *73%*	15 *84%*	115 *75%*	155 *73%*	11 *71%*	72 **82%zhin**	1 *16%*	20 **88%zin**	155 *73%*	15 *83%*	121 *72%*	16 *81%*	70 *77%*	74 *73%*	40 *71%*	107 *77%*	22 *80%*	26 *76%*	28 *76%*	125 *72%*	394 *91%*
Don't know	4 *2%*	4 *3%*	4 *2%*	2 *14%*	2 *3%*	2 **10%zabdf**	4 *2%*	2 *13%*	4 *3%*	4 *2%*	2 *16%*	2 *3%*	2 *68%*	2 **11%zhin**	4 *2%*	2 *14%*	4 *3%*	- -	2 *2%*	2 *2%*	2 *3%*	2 *2%*	* *	* *	* *	4 *2%*	3 *1%*
Refused	3 *1%*	- -	3 *1%*	- -	- -	- -	3 *1%*	- -	- -	3 *1%*	- -	- -	- -	- -	3 *1%*	- -	3 *2%*	- -	3 *3%*	- -	- -	3 *2%*	- -	- -	- -	3 *2%*	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10d. Earlier you mentioned you had obtained Leasing or hire purchase...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained leasing or hire purchase

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	435	159	167	218	209	57	21	33	29	204	198	435
Weighted Total	212	67*	69*	98*	112*	26**	13**	9**	22**	74*	116*	435
Effective Base	142	57	58	74	67	22	8	8	14	62	69	435
Own Name	58	13	14	22	36	8	6	3	9	24	25	44
	27%	*19%*	*20%*	*22%*	*32%*	*30%*	*46%*	*36%*	*41%*	*33%*	*21%*	*10%*
In name of Business	155	49	53	71	83	19	7	6	13	55	87	394
	73%	*74%*	*76%*	*72%*	*74%*	*72%*	*54%*	*64%*	*59%*	*74%*	*75%*	*91%*
Don't know	4	2	4	4	*	-	-	-	-	*	4	3
	2%	*3%*	**6%zd**	*4%*	*	-	-	-	-	*	*4%*	*1%*
Refused	3	3	-	3	-	-	-	-	-	-	3	1
	1%	**5%zd**	-	*3%*	-	-	-	-	-	-	*3%*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 120

A10e. Earlier you mentioned you had obtained Credit card finance...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained credit card finance

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	439	139	122	85	93	346	11	46	77	106	309	203	59	93	80	182	84	287	28	23	229	26	44	439
Weighted Total	325	72	22	5*	227*	98	16**	62**	70*	81*	192	112*	114*	111*	45*	32*	171*	123*	13**	7**	115*	9**	7**	439
Effective Base	174	135	118	82	91	226	7	28	37	45	108	63	49	56	33	62	72	97	16	4	84	6	22	439
Own Name	171	19	3	*	148	23	12	41	32	42	97	55	81	56	15	5	120	38	4	4	37	2	*	117
	52%abcnoqt	**27%bc**	**15%c**	*4%*	**65%abce**	**23%bc**	*71%*	*68%*	*47%*	*52%*	*50%*	*49%*	**71%lmno**	**51%o**	**34%o**	*14%*	**70%qt**	*31%*	*31%*	*52%*	*32%*	*29%*	*4%*	*27%*
In name of Business	174	56	19	4	95	80	8	34	41	42	98	56	41	62	31	30	59	91	9	7	83	6	7	338
	54%dlp	**77%zd**	**90%zade**	**95%zade**	*42%*	**81%d**	*49%*	*55%*	*59%*	*52%*	*51%*	*50%*	*36%*	**56%l**	**70%zl**	**92%zlmn**	*34%*	**74%zp**	*71%*	*93%*	**73%zp**	*71%*	*98%*	*77%*
Don't know	3	*	-	*	2	*	-	-	-	-	3	3	-	*	-	*	2	*	*	-	*	-	-	3
	1%	*1%*	-	*1%*	*1%*	*	-	-	-	-	*1%*	*3%*	-	*	-	*	*1%*	*	*3%*	-	*	-	-	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10e. Earlier you mentioned you had obtained Credit card finance...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained credit card finance

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	439	82	81	64	129	83	237	78	239	156	37	49	137	164	121	58	111	270	256	181	15	-	241	63	89	-	393	439
Weighted Total	325	33**	61**	48**	103*	80*	187*	55**	152*	125*	39**	41**	113*	115*	88*	61**	94*	171*	174*	151*	18**	-**	156*	45**	83*	-**	284	439
Effective Base	174	28	29	25	58	39	98	29	86	63	21	21	59	63	46	30	50	94	97	77	8	-	89	24	41	-	153	439
Own Name	171	12	27	27	55	50	112	21	81	70	18	25	64	56	46	29	55	86	87	83	15	-	72	28	46	-	146	117
	52%	*37%*	*43%*	*55%*	*53%*	*63%*	**60%z**	*38%*	*53%*	*55%*	*45%*	*61%*	*57%*	*48%*	*52%*	*48%*	*59%*	*50%*	*50%*	*55%*	*87%*	-	*46%*	*62%*	*56%*	-	*51%*	*27%*
In name of Business	174	21	38	27	58	30	86	39	93	54	21	27	63	61	46	37	40	98	97	77	5	-	93	20	45	-	157	338
	54%ef	*63%*	*62%*	*56%*	*57%*	*37%*	*46%*	*71%*	**61%l**	*43%*	*55%*	*67%*	*55%*	*53%*	*53%*	*60%*	*43%*	*57%*	*56%*	*51%*	*27%*	-	*59%*	*44%*	*54%*	-	*55%*	*77%*
Don't know	3	*	-	-	2	-	*	-	-	2	-	-	-	3	-	-	*	3	3	-	-	-	3	-	-	-	3	3
	1%	*1%*	-	-	*2%*	-	*	-	-	*2%*	-	-	-	*2%*	-	-	*	*2%*	*2%*	-	-	-	*2%*	-	-	-	*1%*	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10e. Earlier you mentioned you had obtained Credit card finance...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained credit card finance

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	439	439	334	53	221	90	230	65	439	326	49	211	7	83	226	63	338	52	190	184	169	214	133	134	144	289	439
Weighted Total	325	325	192	26**	156*	26**	105*	20**	325	183	21**	153*	4**	24**	102*	19**	224	53**	155*	114*	137*	136*	67*	69*	81*	238	439
Effective Base	174	174	112	17	84	28	66	18	174	108	15	81	2	24	64	16	124	28	83	63	72	77	41	40	46	125	439
Own Name	171	171	92	16	82	8	42	6	171	83	10	81	1	7	39	6	120	28	84	55	73	67	28	27	34	134	117
	53%lmw	*52%l*	*48%l*	*60%*	*53%l*	*30%*	*40%*	*33%*	*52%lm*	*45%*	*50%*	*53%lm*	*15%*	*30%*	*38%*	*35%*	*54%*	*54%*	*54%*	*48%*	*53%*	*50%*	*42%*	*39%*	*42%*	*56%*	*27%*
In name of Business	174	174	108	8	84	16	65	12	174	105	8	82	1	15	64	11	117	27	86	62	76	73	46	50	55	116	338
	54%y	*54%*	*56%*	*33%*	*54%*	*64%*	*62%*	*59%*	*54%*	*58%*	*40%*	*54%*	*18%*	*63%*	*63%zh*	*57%*	*52%*	*52%*	*55%*	*54%*	*56%*	*54%*	*69%zy*	*72%zy*	*67%zy*	*49%*	*77%*
Don't know	3	3	3	3	3	2	3	2	3	3	3	3	2	2	3	2	3	-	*	2	*	3	*	*	*	3	3
	1%	*1%*	*1%*	*11%*	*2%*	*10%*	*3%*	*12%*	*1%*	*2%*	*13%*	*2%*	*66%*	*10%*	*3%*	*13%*	*1%*	-	*	*2%*	*	*2%*	*	*	*	*1%*	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 123

A10e. Earlier you mentioned you had obtained Credit card finance...Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained credit card finance

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	439	171	160	218	212	56	25	27	34	211	187	439
Weighted Total	325	116*	99*	144*	176*	46**	21**	8**	48**	114*	162*	439
Effective Base	174	66	59	83	89	25	12	7	22	71	82	439
Own Name	171	62	44	70	97	22	11	3	32	56	82	117
	52%	*53%*	*44%*	*48%*	*55%*	*48%*	*51%*	*38%*	*67%*	*49%*	*51%*	*27%*
In name of Business	174	67	60	85	88	25	10	8	27	69	78	338
	54%	*58%*	*61%*	*59%*	*50%*	*54%*	*49%*	*97%*	*56%*	*60%*	*48%*	*77%*
Don't know	3	*	3	3	-	*	-	-	-	-	3	3
	1%	*	*3%*	**2%a**	-	*	-	-	-	-	*2%*	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 124

A10all. Earlier you mentioned you had obtained a Bank overdraft/loan/Commercial mortgage/Leasing or hire purchase/Credit card finance.Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained bank or credit card finance

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	802	301	216	134	151	651	19	95	126	203	573	370	101	181	181	290	155	509	75	43	414	43	63	802
Weighted Total	574	156	39	7	372	202	22**	95*	113*	157*	364	207	189*	201	92*	53	294	217	36*	12**	201	11**	12**	802
Effective Base	320	290	208	129	148	447	10	49	59	88	210	123	81	105	80	107	124	190	34	10	166	9	16	802
Own Name	264 **46%abcnoqt**	39 **25%bc**	6 **16%c**	* *4%*	219 **59%abce**	45 **22%bc**	15 *69%*	53 *56%*	52 *46%*	64 *41%*	158 *43%*	95 *46%*	113 **60%mno**	98 **49%no**	26 **28%o**	7 *13%*	182 **62%qrt**	61 *28%*	11 *32%*	5 *40%*	60 *30%*	2 *22%*	1 *6%*	198 *25%*
In name of Business	400 **70%lp**	120 **77%zd**	32 **82%zd**	6 **85%zde**	242 *65%*	158 **78%d**	16 *73%*	70 *74%*	76 *67%*	107 *68%*	252 *69%*	145 *70%*	101 *53%*	156 **78%zl**	69 **75%l**	46 **86%zl**	177 *60%*	168 **77%zp**	31 **84%p**	9 *77%*	157 **78%zp**	8 *70%*	10 *86%*	617 *77%*
Don't know	6 *1%*	1 *1%*	* *1%*	* *1%*	4 *1%*	2 *1%*	- -	- -	1 *1%*	2 *1%*	5 *1%*	3 *2%*	2 *1%*	2 *1%*	- -	* *	4 *1%*	1 *	1 *2%*	- -	1 *	* *1%*	* *	9 *1%*
Refused	6 **1%qt**	- -	* *	- -	6 *1%*	* *	- -	- -	3 *3%*	- -	3 *1%*	3 *1%*	3 *2%*	- -	- -	- -	6 *2%*	* *	- -	- -	* *	- -	- -	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 125

A10all. Earlier you mentioned you had obtained a Bank overdraft/loan/Commercial mortgage/Leasing or hire purchase/Credit card finance.Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained bank or credit card finance

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	802	161	140	153	212	136	439	138	420	302	67	85	255	299	216	109	227	466	463	336	30	-	433	134	172	-	739	802
Weighted Total	574	64*	111*	114*	173*	113*	337	92*	253	234	73*	64*	185	220	153*	107*	190	277	291	283	34**	-**	258	104*	155*	-**	516	802
Effective Base	320	60	56	61	96	58	181	53	151	126	37	34	106	119	83	55	104	162	177	145	17	-	161	54	79	-	291	802
Own Name	264	18	47	48	85	66	171	30	126	101	29	34	91	102	64	50	90	124	125	139	16	-	110	44	77	-	231	198
	46%ag	*28%*	*42%*	*43%*	**49%a**	**58%aza**	**51%g**	*33%*	*50%*	*43%*	*41%*	*53%*	*49%*	*46%*	*42%*	*47%*	*47%*	*45%*	*43%*	*49%*	*47%*	-	*43%*	*42%*	*50%*	-	*45%*	*25%*
In name of Business	400	44	86	86	110	73	233	68	188	146	53	48	135	151	104	77	131	192	213	186	25	-	188	72	95	-	355	617
	70%il	*68%*	*78%*	*76%*	*64%*	*65%*	*69%*	*74%*	**75%il**	*62%*	*73%*	*76%*	*73%*	*69%*	*68%*	*72%*	*69%*	*69%*	*73%*	*66%*	*73%*	-	*73%*	*69%*	*61%*	-	*69%*	*77%*
Don't know	6	2	1	-	3	-	2	*	1	4	-	-	*	5	1	-	2	4	5	1	*	-	5	-	1	-	6	9
	1%	*4%*	*1%*	-	*2%*	-	*	*	*1%*	*2%*	-	-	*	*2%*	*	-	*1%*	*1%*	*2%*	*	*1%*	-	*2%*	-	*	-	*1%*	*1%*
Refused	6	*	-	3	2	-	*	3	-	6	-	-	-	3	3	-	3	3	2	3	-	-	2	-	3	-	6	3
	1%il	*	-	*3%*	*1%*	-	*	**3%il**	-	*2%*	-	-	-	*1%*	*2%*	-	*2%*	*1%*	*1%*	*1%*	-	-	*1%*	-	*2%*	-	*1%*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 126

A10all. Earlier you mentioned you had obtained a Bank overdraft/loan/Commercial mortgage/Leasing or hire purchase/Credit card finance.Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained bank or credit card finance

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	802	703	606	88	407	154	444	95	697	594	79	391	12	139	435	92	605	104	372	332	326	393	221	226	243	548	802
Weighted Total	574	518	350	46**	293	47*	220	27**	516	336	38**	288	4**	39*	212	26**	402	92*	295	201	253	247	112*	121*	136*	430	802
Effective Base	320	285	216	28	164	55	146	29	282	210	23	159	2	52	142	27	228	51	163	118	138	146	70	72	81	235	802
Own Name	264	245	161	27	128	13	91	9	245	149	22	126	1	9	88	9	192	36	126	97	111	111	41	43	51	210	198
	46%emw	47%e	46%ef	*59%*	44%e	*29%*	41%e	*32%*	47%m	44%m	*57%*	44%m	*14%*	*23%*	41%m	*34%*	*48%*	*40%*	*43%*	*48%*	*44%*	*45%*	*37%*	*35%*	*37%*	49%w	*25%*
In name of Business	400	381	253	31	241	33	166	22	380	245	27	237	1	28	159	21	275	61	204	138	186	158	88	99	107	289	617
	70%	74%z	*72%*	*68%*	82%zabef	*70%*	76%z	*82%*	74%z	*73%*	*72%*	82%zhin	*37%*	*73%*	*75%*	*80%*	*68%*	*66%*	*69%*	*69%*	*74%*	*64%*	*79%*	82%zxy	78%z	*67%*	*77%*
Don't know	6	6	6	3	4	3	5	3	6	6	3	4	2	3	5	3	6	*	2	3	2	4	1	1	1	5	9
	1%	*1%*	*2%*	*7%*	*1%*	6%zabd	*2%*	*12%*	*1%*	*2%*	*9%*	*1%*	*62%*	8%zhikn	*2%*	*12%*	*1%*	*	*1%*	*2%*	*1%*	*2%*	*1%*	*	*	*1%*	*1%*
Refused	6	3	6	2	3	2	6	2	3	6	2	3	2	2	6	2	6	-	3	2	-	6	-	-	-	6	3
	1%ah	*	2%a	*5%*	*1%*	5%zabd	3%za	*9%*	*	2%h	*6%*	*1%*	*62%*	6%zhik	3%zh	*9%*	*1%*	-	*1%*	*1%*	-	*2%*	-	-	-	*1%*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10all. Earlier you mentioned you had obtained a Bank overdraft/loan/Commercial mortgage/Leasing or hire purchase/Credit card finance.Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained bank or credit card finance

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	802	303	289	397	395	126	46	45	65	368	362	802
Weighted Total	574	192	165	250	319	86*	33**	15**	70*	196	306	802
Effective Base	320	114	107	150	169	53	20	12	36	125	160	802
Own Name	264	91	72	109	151	34	15	7	40	93	130	198
	46%	*48%*	*43%*	*44%*	*47%*	*39%*	*47%*	*48%*	*57%*	*47%*	*43%*	*25%*
In name of Business	400	134	115	179	218	62	23	13	52	142	204	617
	70%	*70%*	*69%*	*72%*	*68%*	*72%*	*71%*	*89%*	*74%*	*72%*	*67%*	*77%*
Don't know	6	3	6	6	*	1	*	-	-	1	5	9
	1%d	*1%*	**3%cd**	**2%d**	*	*1%*	*1%*	-	-	*1%*	*1%*	*1%*
Refused	6	3	2	6	*	-	-	-	-	-	6	3
	1%d	*2%*	*1%*	*2%*	*	-	-	-	-	-	*2%*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 128

A10all. Earlier you mentioned you had obtained a Bank overdraft/loan/Commercial mortgage/Leasing or hire purchase/Credit card finance.Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained bank or credit card finance

		A6b. And, were you successful in obtaining those forms of finance?																							
	Wtd Total (z)	Bank Overdraft (a)	Bank Loan (b)	Commercial mortgage (c)	Government or local government grants (d)	Loans from friends or family (e)	Loans from directors (f)	Loans from other third parties/ other organisations (g)	Leasing or hire purchase (h)	Invoice finance or factoring (asset based) (i)	Credit cards (j)	Finance from Government scheme (k)	International trade finance (l)	Equity finance (m)	Mezzanine finance (n)	Loan through peer to peer lending platform (o)	Corporate bonds (p)	None of the above (q)	Don't know (r)	Refused (s)	1 mention (t)	2-3 mentions (u)	4-5 Mentions (v)	6 or more mentions (w)	Bank finance (x)	Non-bank finance (y)	Unwtd Total
Unweighted Total	802	391	247	79	139	108	167	55	435	92	439	56	8	12	3	13	3	-	-	-	203	368	176	55	697	594	802
Weighted Total	574	288	171*	38**	39*	90*	89*	30**	212	26**	325	22**	1**	4**	1**	5**	***	-**	-**	-**	203	273	78*	20**	516	336	802
Effective Base	320	159	91	23	52	49	65	18	142	27	174	16	4	2	1	9	3	-	-	-	104	151	54	15	282	210	802
Own Name	264	126	84	22	9	55	33	12	88	9	178	7	-	1	1	1	*	-	-	-	84	133	37	10	245	149	198
	46%d	**44%d**	**49%d**	*57%*	*23%*	**61%adfhtxy**	*37%*	*41%*	**41%d**	*34%*	**55%adfhtxy**	*30%*	-	*14%*	*86%*	*23%*	*86%*	-	-	-	**42%d**	**49%d**	**47%d**	*50%*	**47%d**	**44%d**	*25%*
In name of Business	400	237	139	27	28	57	73	18	159	21	226	17	1	1	1	4	*	-	-	-	119	198	67	17	380	245	617
	70%t	**82%zehjtuxy**	**82%zejtuxy**	*72%*	*73%*	*63%*	**82%zejty**	*61%*	**75%t**	*80%*	**69%t**	*76%*	*100%*	*37%*	*100%*	*86%*	*100%*	-	-	-	*59%*	**72%t**	**86%zdehjtuxy**	*84%*	**74%ijt**	**73%t**	*77%*
Don't know	6	4	5	3	3	1	3	3	5	3	4	2	*	2	-	*	-	-	-	-	*	2	1	3	6	6	9
	1%	*1%*	*3%*	*9%*	**8%zaehjtuvxy**	*1%*	**4%ztx**	*10%*	*2%*	*12%*	*1%*	*11%*	*4%*	*62%*	-	*11%*	-	-	-	-	*	*1%*	*1%*	*16%*	*1%*	*2%*	*1%*
Refused	6	3	2	2	2	-	2	2	6	2	2	2	-	2	-	-	-	-	-	-	3	-	-	2	3	6	3
	1%t	*1%*	*1%*	*6%*	**6%zabejuvxy**	-	**3%ux**	*8%*	**3%zux**	*9%*	*1%*	*11%*	-	*62%*	-	-	-	-	-	-	*2%*	-	-	*12%*	*	**2%t**	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g/h/i/j/k/l/m/n/o/p/q/r/s/t/u/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A10. Summary. Earlier you mentioned you had obtained Bank overdraft/loan/Commercial mortgage/Leasing or hire purchase/Credit card finance... Were these taken out in your own personal name, or in the name of the business?

Base : All who obtained bank or credit card finance

	Bank overdraft	Bank loan	Commercial mortgage	Leasing or hire purchase	Credit card finance
Unweighted Total	391	247	79	435	439
Weighted Total	288	171	38	212	325
Effective Base	159	91	23	142	174
Own Name	80	59	12	58	171
	28%	*34%*	*31%*	*27%*	*52%*
In name of Business	223	111	24	155	174
	77%	*65%*	*64%*	*73%*	*54%*
Don't know	1	3	3	4	3
	*	*2%*	*8%*	*2%*	*1%*
Refused	3	-	-	3	-
	1%	-	-	*1%*	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)

Business Finance Survey 2016
(FINAL)

Table 130

A11a. Thinking about the most recent time your business sought external finance, when was this?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Have not ever sought external finance	467 **30%abcklmnoqrt**	61 **20%bc**	6 *11%*	1 *7%*	399 **34%zabce**	68 **18%bc**	40 **44%k**	87 *34%*	85 *30%*	146 *34%*	294 **30%k**	148 *26%*	243 **37%zmno**	113 **24%no**	16 *11%*	11 *14%*	323 **36%zqrt**	113 **23%r**	7 *12%*	15 *24%*	110 **23%r**	1 *5%*	5 *23%*	320 *21%*
Within last 12 months	342 **22%dlp**	104 **34%zd**	25 **44%zade**	5 **53%zade**	207 *18%*	134 **36%d**	23 *25%*	69 *27%*	59 *21%*	95 *22%*	213 *21%*	117 *21%*	111 *17%*	111 *23%*	57 **39%zlm**	36 **46%zlm**	145 *16%*	142 **29%zp**	27 **44%zpqt**	19 **32%p**	136 **29%zp**	5 *34%*	8 **40%zp**	517 *34%*
Over 1 year, up to 2 years ago	144 **9%jk**	29 *10%*	7 *11%*	1 **15%zade**	107 *9%*	37 *10%*	19 **21%zijk**	40 **16%zijk**	34 **12%k**	36 *8%*	71 *7%*	35 *6%*	74 *11%*	44 *9%*	13 *9%*	7 *9%*	86 *10%*	44 *9%*	5 *9%*	1 *2%*	43 *9%*	4 *29%*	1 *5%*	163 *11%*
Over 2 years, up to 3 years ago	196 *13%*	43 **14%z**	8 *14%*	1 *12%*	144 *12%*	53 *14%*	4 *5%*	29 *12%*	47 *17%*	57 *13%*	118 *12%*	61 *11%*	74 *11%*	64 *13%*	35 **24%zlmo**	10 *12%*	105 *12%*	71 *15%*	8 *13%*	5 *9%*	68 *15%*	3 *24%*	2 *10%*	206 *13%*
Over 3 years, up to 5 years ago	39 **3%jko**	6 *2%*	1 *2%*	- -	32 *3%*	7 *2%*	- -	10 **4%k**	14 **5%jk**	12 *3%*	15 **2%k**	3 *1%*	9 *1%*	19 **4%lo**	5 *4%*	* *	22 *2%*	16 *3%*	- -	1 *1%*	16 *3%*	- -	- -	30 *2%*
More than 5 years ago	243 **16%abcfghnqt**	36 **12%c**	5 *8%*	1 *6%*	202 **17%abce**	41 **11%bc**	- -	* *	23 **8%g**	56 **13%dg**	219 **22%zfghi**	163 **29%zfghij**	119 **18%n**	82 **17%n**	11 *8%*	10 *13%*	163 **18%qt**	60 *12%*	8 *13%*	11 *18%*	57 *12%*	1 *7%*	2 *8%*	186 *12%*
Don't know	71 *5%*	14 *5%*	4 **7%z**	1 *5%*	52 *4%*	19 *5%*	4 *5%*	14 *5%*	11 *4%*	18 *4%*	44 *4%*	26 *5%*	27 *4%*	22 *5%*	7 *5%*	3 *4%*	35 *4%*	23 *5%*	5 *9%*	6 *10%*	21 *4%*	* *1%*	3 **15%zpqt**	78 *5%*
Refused	18 *1%*	5 *2%*	1 *2%*	* *	13 *1%*	6 *2%*	1 *1%*	4 *1%*	5 *2%*	2 *	10 *1%*	8 *1%*	5 *1%*	8 *2%*	1 *1%*	1 *1%*	8 *1%*	10 *2%*	* *	- -	10 *2%*	- -	* *	21 *1%*
No answer	14 *1%*	3 *1%*	* *	* *1%*	10 *1%*	4 *1%*	- -	1 *	6 *2%*	4 *1%*	8 *1%*	4 *1%*	- -	11 **2%zl**	2 **1%l**	1 **1%l**	3 *	8 **2%p**	1 *1%*	2 **4%p**	8 **2%p**	* *	- -	14 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A11a. Thinking about the most recent time your business sought external finance, when was this?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Have not ever sought external finance	467 **30%fhirvwxyA**	28 *23%*	90 *33%*	75 *26%*	159 *31%*	115 *34%*	220 *26%*	65 *33%*	148 *26%*	236 *33%*	52 *29%*	49 *32%*	102 *25%*	240 **35%zl**	109 *29%*	112 *33%*	138 *30%*	218 *29%*	23 *5%*	444 **40%zr**	23 **26%r**	467 **100%zvwxyA**	- -	- -	- -	- -	- -	- -	320 *21%*
Within last 12 months	342 **22%dlmstuwx**	44 **35%cde**	69 *25%*	58 *20%*	90 *18%*	80 *24%*	196 *23%*	49 *25%*	165 **29%zl**	121 *17%*	44 *25%*	47 **31%l**	114 **28%zm**	120 *17%*	89 *24%*	64 *19%*	102 *22%*	175 *24%*	342 **79%zst**	- -	- -	- -	342 **100%zuwxyA**	- -	- -	- -	342 **50%zuwxy**	517 *34%*
Over 1 year, up to 2 years ago	144 **9%mruvxy**	15 *12%*	33 *12%*	27 *9%*	38 *7%*	31 *9%*	89 *10%*	21 *10%*	62 *11%*	62 *9%*	13 *7%*	18 *12%*	63 **15%zmn**	48 *7%*	28 *7%*	26 *8%*	53 *12%*	66 *9%*	21 *5%*	123 **11%zr**	21 **23%zrs**	- -	- -	144 **100%zuvxyA**	- -	- -	144 **21%zuvxy**	163 *11%*
Over 2 years, up to 3 years ago	196 **13%bruvwy**	14 *11%*	19 *7%*	59 **20%zbe**	72 **14%b**	32 *10%*	113 *13%*	25 *12%*	86 **15%k**	82 *11%*	25 *14%*	13 *8%*	50 *12%*	77 *11%*	63 *17%*	52 *15%*	50 *11%*	94 *13%*	18 *4%*	178 **16%zr**	18 **20%r**	- -	- -	- -	196 **100%zuvwyA**	- -	196 **29%zuvwy**	206 *13%*
Over 3 years, up to 5 years ago	39 **3%ruvA**	2 *2%*	9 *3%*	13 *5%*	10 *2%*	5 *1%*	16 *2%*	10 *5%*	11 *2%*	16 *2%*	9 *5%*	1 *	9 *2%*	23 *3%*	7 *2%*	6 *2%*	11 *2%*	23 *3%*	3 *1%*	37 **3%r**	3 *3%*	- -	- -	- -	- -	39 **14%zuvwxA**	-	30 *2%*
More than 5 years ago	243 **16%hruvwxA**	17 *13%*	41 *15%*	40 *14%*	96 *19%*	50 *15%*	162 **19%zg**	19 *9%*	56 *10%*	153 **21%zhk**	25 *14%*	16 *10%*	52 *13%*	133 **19%zl**	50 *13%*	64 *19%*	66 *14%*	113 *15%*	20 *5%*	220 **20%zr**	20 **22%r**	- -	- -	- -	- -	243 **86%zuvwxA**	-	186 *12%*
Don't know	71 **5%ruvxyA**	3 *3%*	9 *3%*	13 *4%*	29 *6%*	17 *5%*	43 *5%*	9 *5%*	25 *4%*	37 *5%*	9 *5%*	11 *7%*	15 *4%*	36 *5%*	14 *4%*	14 *4%*	31 *7%*	26 *4%*	5 *1%*	66 **6%zr**	5 **5%r**	- -	- -	- -	- -	- -	- -	78 *5%*
Refused	18 **1%A**	* *	1 *	3 *1%*	11 *2%*	3 *1%*	12 *1%*	1 *	8 *1%*	7 *1%*	1 *	- -	5 *1%*	10 *1%*	1 *	1 *	7 *1%*	11 *2%*	- -	18 *2%*	- -	- -	- -	- -	- -	- -	- -	21 *1%*
No answer	14 *1%*	* *	1 *	3 *1%*	4 *1%*	6 *2%*	4 *	- -	4 *1%*	8 *1%*	2 *1%*	* *	1 *	5 *1%*	9 **2%zl**	1 *	1 *	13 **2%z**	- -	14 *1%*	- -	- -	- -	- -	- -	- -	- -	14 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A11a. Thinking about the most recent time your business sought external finance, when was this?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Have not ever sought external finance	467 30	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	287 29%	100 34%	- -	- -	- -	- -	73 28%	70 26%	81 26%	369 31%	320 21%
		norstu																									
Within last 12 months	342 22%	250 46%z	248 48%z	24 51%	151 49%z	67 60%zab	113 51%z	21 68%zabdf	234 45%z	237 49%z	22 57%	137 48%z	4 84%	52 60%zhi	111 52%z	20 70%zhikn	227 23%	49 17%	185 45%z	142 59%rz	138 47%z	193 53%z	68 26%	78 29%zy	86 27%	250 21%	517 34%
Over 1 year, up to 2 years ago	144 9%	95 17%z	98 19%ze	9 18%	62 20%z	13 11%	43 19%z	5 16%	91 18%z	93 19%z	6 16%	58 20%z	- -	10 12%	37 18%z	5 17%	90 9%	30 10%	101 25%zs	36 15%z	64 22%z	78 21%z	23 9%	27 10%	28 9%	114 10%	163 11%
Over 2 years, up to 3 years ago	196 13%	144 27%ze	118 23%ze	10 21%	70 23%ze	12 11%	52 24%ze	4 14%	138 27%zmo	112 23%zm	6 17%	67 23%zm	1 16%	7 8%	51 24%zm	3 11%	144 15%z	35 12%	126 31%z	63 26%z	91 31%z	95 26%z	38 14%	31 12%	41 13%	154 13%	206 13%
Over 3 years, up to 5 years ago	39 3%	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	26 3%	11 4%	- -	- -	- -	- -	7 3%	11 4%	11 4%	28 2%	30 2%
		abdhikrtu																									
More than 5 years ago	243 16%	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	153 15%	50 17%	- -	- -	- -	- -	36 14%w	24 9%	39 12%w	199 17%w	186 12%
		abdefghikm																									
		norstuw																									
Don't know	71 5%	47 9%zb	30 6%	2 4%	23 7%	6 5%	11 5%	* *	46 9%zi	25 5%	1 3%	23 8%z	- -	3 4%	11 5%	* *	43 4%	14 5%	- -	- -	- -	- -	15 6%	22 8%zy	22 7%	48 4%	78 5%
		rstu																									
Refused	18 1%	6 1%	4 1%	2 5%	3 1%	* *	1 *	1 2%	6 1%	4 1%	2 6%	3 1%	- -	* *	1 *	1 2%	11 1%	4 1%	- -	- -	- -	- -	3 1%	6 2%	6 2%	13 1%	21 1%
No answer	14 1%	- -	14 3%zadf	- -	- -	14 13%zabdfg	- -	- -	- -	14 3%zhkn	- -	- -	- -	14 16%zhikno	- -	- -	12 1%	- -	- -	- -	- -	- -	1 *	1 *	1 *	13 1%	14 1%

Participant Type : Micro, small and medium sized businesses
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A11a. Thinking about the most recent time your business sought external finance, when was this?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Have not ever sought external finance	467 **30%bi**	144 **31%bc**	81 *23%*	169 **28%b**	290 **32%b**	141 **43%zg**	18 *27%*	17 *20%*	70 **38%i**	97 *23%*	299 **32%i**	320 *21%*
Within last 12 months	342 **22%dj**	122 **27%d**	114 **33%zad**	173 **29%zd**	167 *18%*	56 *17%*	22 **33%e**	25 **30%e**	49 *26%*	127 **30%zj**	165 *18%*	517 *34%*
Over 1 year, up to 2 years ago	144 *9%*	54 *12%*	47 **13%zd**	69 *12%*	75 *8%*	23 *7%*	8 *11%*	7 *9%*	32 **18%zij**	40 *9%*	72 *8%*	163 *11%*
Over 2 years, up to 3 years ago	196 **13%eg**	65 *14%*	52 *15%*	80 *13%*	111 *12%*	27 *8%*	8 *12%*	3 *3%*	19 *10%*	69 *16%*	106 *11%*	206 *13%*
Over 3 years, up to 5 years ago	39 *3%*	6 *1%*	6 *2%*	9 *2%*	30 *3%*	10 *3%*	- -	1 *1%*	1 *	11 *2%*	28 *3%*	30 *2%*
More than 5 years ago	243 **16%abch**	43 *9%*	38 *11%*	66 *11%*	174 **19%zabc**	49 *15%*	7 *10%*	24 **29%zef**	- -	56 **13%h**	187 **20%zhi**	186 *12%*
Don't know	71 *5%*	19 *4%*	9 *3%*	22 *4%*	48 *5%*	14 *4%*	5 *7%*	2 *2%*	13 *7%*	13 *3%*	44 *5%*	78 *5%*
Refused	18 **1%ac**	1 *	1 *	2 *	14 *2%*	6 *2%*	* *	* *	1 *	8 *2%*	10 *1%*	21 *1%*
No answer	14 *1%*	8 **2%b**	1 *	8 **1%b**	6 *1%*	3 *1%*	- -	5 **6%ze**	1 *	3 *1%*	10 *1%*	14 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

A11b. Which type of external finance did you seek most recently?

Base : All who sought finance in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
Bank Overdraft	130 **19%b**	37 **21%z**	6 *15%*	1 *15%*	86 *19%*	44 **20%b**	1 *1%*	17 *12%*	24 *17%*	42 *23%*	87 *22%*	44 *21%*	43 *17%*	46 *21%*	19 *18%*	10 *20%*	72 *21%*	42 *16%*	8 *19%*	1 *5%*	41 *17%*	3 *23%*	2 *16%*	157 *18%*
Leasing or hire purchase	124 **18%dgl**	46 **26%zd**	12 **31%zd**	3 **38%zade**	63 *14%*	61 **27%d**	1 *3%*	13 *10%*	24 *17%*	33 *17%*	87 **22%zg**	54 **25%zg**	29 *11%*	52 **24%l**	21 *20%*	17 **32%zln**	62 *18%*	51 *20%*	7 *18%*	2 *7%*	48 *19%*	2 *14%*	3 *27%*	237 *27%*
Bank Loan	113 *17%*	28 *16%*	6 *15%*	1 *17%*	78 *17%*	35 *16%*	6 *12%*	20 *14%*	16 *11%*	39 *21%*	78 *19%*	38 *18%*	40 *15%*	39 *18%*	21 *20%*	8 *15%*	52 *15%*	45 *17%*	14 **35%zpqt**	1 *4%*	41 *16%*	2 *14%*	2 *20%*	142 *16%*
Credit cards	97 **14%abcoqrt**	13 *7%*	3 *6%*	* *6%*	81 **18%abce**	16 *7%*	8 *16%*	19 *14%*	28 *20%*	24 *13%*	50 *12%*	26 *12%*	45 **17%o**	31 *14%*	11 *11%*	4 *7%*	61 **18%r**	27 *11%*	1 *2%*	1 *5%*	26 *11%*	3 *29%*	* *4%*	81 *9%*
Loans from friends or family	47 **7%abcjkmoqt**	6 *4%*	* *1%*	- -	41 **9%abce**	7 **3%b**	12 *26%*	18 **13%zjk**	10 **7%k**	17 **9%jk**	19 **5%k**	3 *1%*	33 **13%zmno**	6 *3%*	4 *4%*	1 *1%*	40 **12%zqt**	7 *3%*	1 *1%*	- -	6 *2%*	* *1%*	- -	30 *3%*
Loans from directors	40 **6%cjop**	9 *5%*	2 *4%*	* *2%*	29 *6%*	11 **5%c**	3 *7%*	10 *7%*	15 **11%jk**	8 *4%*	14 *4%*	7 *3%*	19 *7%*	13 *6%*	5 *5%*	1 *2%*	10 *3%*	28 **11%zp**	3 *6%*	- -	26 **11%zp**	* *2%*	1 *9%*	41 *5%*
Government or local government grants	38 **6%hp**	11 *6%*	3 **8%z**	1 **9%z**	24 *5%*	14 *6%*	2 *5%*	10 *7%*	1 *1%*	9 *5%*	27 *7%*	17 **8%h**	18 *7%*	8 *4%*	5 *5%*	2 *4%*	7 *2%*	18 **7%p**	1 *3%*	10 *40%*	19 **8%p**	1 *8%*	1 *5%*	63 *7%*
Commercial mortgage	24 *4%*	7 *4%*	2 **6%z**	* *4%*	15 *3%*	10 *4%*	1 *1%*	3 *2%*	3 *2%*	6 *3%*	18 *5%*	12 *6%*	8 *3%*	6 *3%*	3 *3%*	4 **7%z**	12 *4%*	8 *3%*	4 **10%zt**	- -	7 *3%*	* *	1 **9%q**	35 *4%*
Loan through peer to peer lending platform	15 **2%j**	4 *2%*	1 *2%*	* *1%*	10 *2%*	5 *2%*	1 *1%*	2 *1%*	10 **7%zljk**	1 *1%*	3 *1%*	1 *1%*	3 *1%*	6 *3%*	5 *5%*	1 *2%*	2 *1%*	12 **5%zp**	- -	- -	12 **5%zp**	- -	- -	18 *2%*
Trust/charity funding	11 **2%abq**	1 *1%*	* *	- -	10 *2%*	1 *1%*	5 *11%*	5 *4%*	3 *2%*	2 *1%*	3 *1%*	1 *	5 *2%*	3 *1%*	1 *	- -	5 *1%*	1 *	- -	3 *12%*	3 **1%q**	- -	- -	7 *1%*
Invoice finance or factoring (asset based)	9 *1%*	4 **2%z**	2 **4%zd**	* **5%zd**	3 *1%*	6 *3%*	3 *7%*	5 *4%*	1 *1%*	1 *1%*	3 *1%*	2 *1%*	- -	2 *1%*	2 *2%*	2 **4%zlm**	- -	5 *2%*	1 **2%p**	3 *13%*	4 *2%*	* *	* **3%p**	25 *3%*
Private lending/finance company	8 **1%j**	2 *1%*	1 *1%*	* *1%*	6 *1%*	3 *1%*	3 *7%*	6 **4%zj**	1 *1%*	1 *	2 *	1 *	6 *2%*	1 *	1 *1%*	1 *2%*	6 *2%*	2 *1%*	* *	- -	2 *1%*	- -	* *	11 *1%*
Equity finance	5 *1%*	2 **1%z**	1 *1%*	* **3%zd**	2 *1%*	3 *1%*	* *1%*	4 *3%*	* *	* *	2 *	1 *1%*	2 *1%*	1 *	2 *1%*	* *1%*	- -	5 **2%z**	- -	1 *2%*	5 **2%z**	* *	* **1%p**	12 *1%*
Parent/sister company	3 *1%*	1 *	* *1%*	- -	2 *1%*	1 *	- -	1 *	* *	* *	3 *1%*	2 *1%*	- -	3 *2%*	- -	- -	1 *	* *	- -	2 *9%*	* *	- -	* **2%qt**	4 *
Credit union	3 *	- -	- -	- -	3 *1%*	- -	- -	3 **2%zj**	- -	- -	- -	- -	- -	- -	3 **3%zlm**	- -	- -	3 **1%z**	- -	- -	3 *1%*	- -	- -	1 *
Mezzanine finance	1 *	1 *z	- -	- -	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	- -	1 *1%*	- -	- -	1 *	- -	- -	- -	- -	1 **5%zpqt**	1 *
International trade finance	* *	- -	* *zd	- -	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	- -	* *	- -	- -	- -	- -	- -	* 1%	- -	1 *
Other	5 *1%*	2 *1%*	1 **2%zd**	- -	2 *1%*	3 *1%*	- -	* *	3 *2%*	1 *	2 *	1 *1%*	3 *1%*	1 *	1 *1%*	1 *1%*	3 *1%*	2 *1%*	- -	1 *2%*	2 *1%*	- -	- -	10 *1%*
Don't know	7 *1%*	3 **2%z**	* *1%*	* *1%*	4 *1%*	3 *1%*	1 *1%*	1 *1%*	1 *1%*	3 *1%*	5 *1%*	2 *1%*	5 *2%*	* *	1 *1%*	* *1%*	4 *1%*	2 *1%*	1 *2%*	* *1%*	2 *1%*	- -	- -	11 *1%*
Refused	4 *1%*	1 *1%*	- -	* **1%b**	3 *1%*	1 *	- -	3 *2%*	- -	1 *	1 *	- -	3 *1%*	* *	- -	* *	3 *1%*	1 *	- -	- -	* *	1 *8%*	- -	4 *
Bank finance	**364** **53%abcgqt**	**85** ***48%***	**17** ***43%***	**3** ***42%***	**259** **56%bce**	**105** ***47%***	**15** ***31%***	**59** ***43%***	**71** ***50%***	**112** **59%g**	**232** **58%zg**	**120** ***56%***	**136** ***53%***	**123** ***56%***	**54** ***51%***	**26** ***49%***	**197** **59%qt**	**122** ***47%***	**27** **66%qt**	**4** ***15%***	**115** ***47%***	**8** ***66%***	**5** ***49%***	**415** ***47%***
Non-bank finance	**319** **47%j**	**90** **51%z**	**23** **56%zd**	**4** **57%zd**	**203** ***44%***	**116** ***52%***	**31** ***67%***	**80** **58%zljk**	**69** ***49%***	**79** ***42%***	**170** ***42%***	**91** ***43%***	**125** ***48%***	**95** ***44%***	**51** ***48%***	**27** ***50%***	**143** ***43%***	**135** **52%zr**	**13** ***31%***	**22** ***85%***	**131** **53%zr**	**3** ***25%***	**6** ***51%***	**466** ***53%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 135

A11b. Which type of external finance did you seek most recently?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	337	31	-	517	163	206	-	886	886
Weighted Total	682	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
Bank Overdraft	130 19	20 28%be	12 10%	35 24%be	50 25%be	13 9%	82 21%	22 23%	46 15%	48 18%	31 38%chik	8 11%	37 16%	43 17%	47 26%z	22 16%	52 25%	56 17%	79 21%	50 17%	8 20%	-	72 21%	26 18%	33 17%	-	130 19%	157 18%
Leasing or hire purchase	124 18	17 23%	40 33%cde	21 15%	29 15%	16 11%	56 14%	20 21%	52 17%	63 24%cj	6 7%	9 12%	38 17%	60 25%zn	25 14%	16 11%	47 23%o	61 18%	58 15%	66 22%	2 5%	-	56 16%	26 18%	42 22%	-	124 18%	237 27%
Bank Loan	113 17%	10 14%	24 20%	24 17%	36 18%	19 13%	71 18%	22 23%	49 16%	47 18%	16 20%	11 15%	42 19%	43 18%	23 13%	35 25%q	32 16%	46 14%	67 18%	46 15%	6 17%	-	60 18%	22 15%	31 16%	-	113 17%	142 16%
Credit cards	97 14	6 8%	15 12%	9 6%	23 12%	44 31%zabcd	56 14%	18 19%	49 16%j	43 16%j	3 4%	19 24%zj	39 17%	36 15%	21 12%	32 23%zp	20 10%	44 13%	49 13%	47 16%	8 20%	-	41 12%	22 15%	33 17%	-	97 14%	81 9%
Loans from friends or family	47 7	3 4%	19 16%acde	7 5%	10 5%	8 5%	22 5%	5 5%	28 9%	18 7%	1 1%	2 3%	23 10%	16 6%	7 4%	18 12%q	15 7%	14 4%	20 5%	28 9%	4 11%	-	15 4%	15 10%	17 9%	-	47 7%v	30 3%
Loans from directors	40 6	4 6%	1 1%	8 6%	19 9%b	8 5%	36 9%zg	1 1%	19 6%	12 4%	7 8%	11 14%chij	6 3%	11 5%	19 10%zl	3 2%	4 2%	33 10%zop	22 6%	18 6%	-	-	22 6%	7 5%	11 5%	-	40 6%	41 5%
Government or local government grants	38 6%	6 8%b	- -	5 3%	11 5%	17 11%zb	20 5%	3 3%	21 7%	9 3%	6 7%	2 3%	13 6%	7 3%	10 6%	3 2%	9 4%	27 8%z	29 8%z	9 3%	- -	-	29 8%zxA	4 3%	5 2%	-	38 6%	63 7%
Commercial mortgage	24 4	1 1%	3 3%	16 11%zade	1 *	4 2%	19 5%	1 2%	12 4%	5 2%	7 8%	1 1%	3 1%	12 5%	9 5%	1 1%	11 5%	12 4%	14 4%	11 4%	1 2%	-	13 4%	6 4%	6 3%	-	24 4%	35 4%
Loan through peer to peer lending platform	15 2	* *	4 3%	2 1%	5 3%	4 3%	9 2%	* *	8 3%	3 1%	1 1%	6 8%chi	5 2%	1 *	8 5%m	- -	1 1%	14 4%z	13 3%	2 1%	3 8%	-	10 3%	4 3%	1 1%	-	15 2%	18 2%
Trust/charity funding	11 2%	2 3%	- -	3 2%	- -	6 4%d	4 1%	- -	5 2%	4 1%	2 3%	- -	3 1%	5 2%	3 2%	2 2%	3 2%	5 2%	8 2%	3 1%	- -	-	8 2%	3 2%	- -	-	11 2%	7 1%
Invoice finance or factoring (asset based)	9 1%	1 1%	1 1%	5 4%	1 1%	1 *	6 2%	2 2%	7 2%	2 1%	- -	4 5%	3 1%	2 1%	4 2%	* *	1 *	8 2%	7 2%	2 1%	1 2%	-	7 2%	1 1%	1 1%	-	9 1%	25 3%
Private lending/finance company	8 1	* *	1 1%	4 3%	3 1%	1 *	1 *	1 1%	5 2%	3 1%	* *	1 2%	7 3%	1 *	* *	3 2%	4 2%	1 *	2 1%	6 2%	- -	-	2 1%	2 2%	4 2%	-	8 1%	11 1%
Equity finance	5 1%	* *	- -	1 1%	4 2%	1 *	4 1%	* *	3 1%	2 1%	- -	1 2%	1 *	4 2%	1 *	- -	- -	5 2%	5 1%	1 *	2 6%	-	2 1%	- -	3 2%	-	5 1%	12 1%
Parent/sister company	3 1%	- -	- -	1 *	* *	3 2%	1 *	- -	1 *	- -	3 3%zl	1 1%	1 *	* *	- -	* *	1 *	3 1%	- -	3 1%	- -	-	- -	- -	3 2%	-	3 1%	4 *
Credit union	3 *	- -	- -	3 2%	- -	- -	3 1%	- -	3 1%	- -	- -	- -	3 1%	- -	- -	3 2%	- -	- -	3 1%	- -	3 8%	-	- -	- -	3 2%	-	3 *	1 *
Mezzanine finance	1 *	- -	1 *	- -	- -	- -	1 *	- -	1 *	- -	- -	1 1%	- -	- -	1 *	- -	- -	1 *	1 *	- -	- -	-	1 *	- -	- -	-	1 *	1 *
International trade finance	* *	* *	- -	- -	- -	- -	* *	- -	* *	- -	- -	- -	* *	- -	- -	* *	- -	- -	* *	- -	- -	-	* *	- -	- -	-	* *	1 *
Other	5 1%	1 1%	* *	- -	3 1%	1 1%	4 1%	- -	1 *	4 1%	- -	1 1%	2 1%	* *	3 2%	3 2%	1 1%	1 *	2 *	3 1%	- -	-	2 1%	3 2%	* *	-	5 1%	10 1%
Don't know	7 1%	2 2%	* *	1 1%	3 1%	1 1%	3 1%	* *	4 1%	1 *	- -	- -	2 1%	2 1%	- -	1 *	4 2%	3 1%	2 1%	5 2%	1 1%	-	2 *	4 2%	2 1%	-	7 1%	11 1%
Refused	4 1%	- -	3 2%	* *	1 1%	- -	4 1%	- -	3 1%	* *	- -	- -	* *	* *	3 1%	- -	- -	4 1%	4 1%	- -	- -	-	4 1%	- -	- -	-	4 1%	4 *
Bank finance	364 53	37 51%	54 44%	84 58%	110 55%	79 55%	227 57%	63 67%z	155 50%	143 54%	57 70%zh	40 51%	122 54%	135 55%	100 55%	91 64%q	115 56%	159 47%	209 55%	155 51%	23 59%	-	186 55%	75 52%	103 52%	-	364 53%	415 47%
Non-bank finance	319 47	35 47%	73 60%cz	60 42%	88 44%	64 44%	172 43%	34 37%	157 50%	126 48%	25 31%	38 49%	108 47%	111 45%	83 46%	54 38%	87 43%	179 53%zo	177 47%	142 47%	16 40%	-	162 47%	66 46%	91 47%	-	319 47%	466 53%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 136

A11b. Which type of external finance did you seek most recently?

Base : All who sought finance in the last three years

	Wtd Total (z)	Finance sought in last three years: Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Finance obtained in last three years: Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Confident in obtaining finance products: Agree (p)	Disagree (q)	Number of finance providers considered on last occasion: One (r)	More than one (s)	Only considered four largest banks on last occasion sought finance: Yes (t)	No (u)	Exports: Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
Bank Overdraft	130 19%bisu	129 26%bef	63 14%	4 9%	124 44%abefg	10 11%	33 16%	6 20%	117 25%ilmn	58 13%	4 10%	110 42%ilmno	2 53%	9 12%	30 15%	6 22%	93 20%	23 20%	106 26%s	24 10%	99 34%zu	31 8%	28 22%	34 25%	38 25%	91 18%	157 18%
Leasing or hire purchase	124 18%adrtvwx	75 15%	120 26%ade	3 7%	38 14%	12 13%	118 57%abdeg	6 20%	74 16%	120 27%hkm	2 7%	38 14%	1 15%	11 16%	118 59%hikmo	6 20%	93 20%	11 10%	55 13%	66 27%r	22 8%	97 26%t	13 10%	15 11%	16 10%	106 21%rwx	237 27%
Bank Loan	113 17%befilnru	99 20%bdef	60 13%	9 21%	41 15%	6 7%	23 11%	3 11%	93 20%ikmn	59 13%	6 16%	38 15%	* 6%	6 8%	22 11%	3 12%	75 16%	21 19%	54 13%	55 23%r	73 25%zu	39 11%	19 15%	18 13%	20 13%	92 18%	142 16%
Credit cards	97 14%bdefikmru	94 19%bdef	29 6%	3 6%	23 8%	4 4%	11 5%	3 10%	94 20%ikmn	28 6%	- -	23 9%	* 3%	3 4%	9 4%	2 9%	63 14%	21 19%	53 13%	36 15%	59 20%zu	38 10%	17 13%	19 14%	19 12%	75 14%	81 9%
Loans from friends or family	47 7%adfhknsw	18 4%	44 10%zadf	2 4%	10 3%	7 7%f	4 2%	2 5%	16 3%	44 10%hkn	2 5%	9 4%	- -	4 5%	4 2%	2 6%	26 6%	8 7%	41 10%zs	6 3%	13 5%	28 8%	5 4%w	1 1%	5 3%w	41 8%w	30 3%
Loans from directors	40 6%adfhknst	12 2%	40 9%zadf	* *	6 2%	4 4%f	2 1%	- -	11 2%	40 9%hkn	* *	6 2%	- -	3 4%n	2 1%	- -	22 5%	10 9%	33 8%s	2 1%	3 1%	34 9%zt	14 11%y	15 11%zy	16 10%zy	24 5%	41 5%
Government or local government grants	38 6%adfhknt	7 1%	38 8%zadf	* 1%	4 1%	34 37%zabdfg	2 1%	1 2%	7 1%	32 7%hkn	* 1%	3 1%	- -	26 37%ahikno	2 1%	1 2%	27 6%	4 3%	25 6%	12 5%	1 *	36 10%zt	6 5%	7 5%	7 5%	30 6%	63 7%
Commercial mortgage	24 4%r	24 5%zb	12 3%	20 47%	16 6%b	1 2%	7 3%	1 4%	23 5%i	12 3%	19 56%	16 6%i	- -	1 2%	6 3%	1 5%	17 4%	3 2%	8 2%	16 7%r	10 3%	14 4%	4 3%	5 3%	5 3%	20 4%	35 4%
Loan through peer to peer lending platform	15 2%afhty	6 1%	14 3%af	* *	6 2%	4 4%f	1 *	1 3%	6 1%	14 3%hn	* *	6 2%	- -	1 2%	1 *	1 3%	12 3%	2 2%	9 2%	6 2%	1 *	13 4%t	6 5%y	8 6%zy	11 7%zvy	4 1%	18 2%
Trust/charity funding	11 2%ah	- -	8 2%a	- -	- -	5 5%abdf	- -	- -	- -	6 1%	- -	- -	- -	2 3%hkn	- -	- -	5 1%	- -	8 2%	3 1%	- -	11 3%zt	- -	- -	- -	11 2%	7 1%
Invoice finance or factoring (asset based)	9 1%ry	8 2%	6 1%	1 2%	7 3%	2 3%	3 2%	6 19%abdef	8 2%	6 1%	* 1%	6 2%	* 1%	2 3%	3 1%	5 18%ahikmn	8 2%	1 1%	1 *	8 3%zr	2 1%	3 1%	6 5%zy	6 5%zy	6 4%zy	3 1%	25 3%
Private lending/finance company	8 1%ah	2 *	8 2%af	1 1%	2 1%	1 1%	* *	* 1%	2 *	5 1%	1 2%	1 1%	- -	- -	* *	* 1%	5 1%	3 3%	6 2%	2 1%	1 *	8 2%	* *	* *	* *	8 2%	11 1%
Equity finance	5 1%y	4 1%	5 1%	* *	1 *	1 1%	1 *	1 3%	4 1%	5 1%	* *	* *	1 23%	* *	* *	1 3%k	5 1%	* *	1 *	4 2%	1 *	4 1%	5 4%zwy	2 2%	5 3%zwy	1 *	12 1%
Parent/sister company	3 1%ah	* *	3 1%a	- -	- -	- -	- -	- -	* *	3 1%h	- -	- -	- -	- -	- -	- -	1 *	2 2%	3 1%	* *	- -	3 1%	1 1%	1 *	1 *	3 1%	4 *
Credit union	3 *	- -	3 1%	- -	- -	- -	- -	- -	- -	3 1%	- -	- -	- -	- -	- -	- -	3 1%	- -	3 1%	- -	- -	3 1%	3 2%zy	3 2%zy	3 2%zy	- -	1 *
Mezzanine finance	1 *	1 *	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	- -	1 *	- -	1 *	- -	- -	- -	1 *	1 *
International trade finance	* *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	* *	- -	* *	- -	* *	* *	* *	* *	- -	1 *
Other	5 1%	4 1%	5 1%	- -	3 1%	1 1%	* *	1 2%	3 1%	4 1%	- -	3 1%	- -	* 1%	* *	- -	2 *	2 2%	4 1%	1 1%	3 1%	2 1%	1 1%	1 *	1 *	4 1%	10 1%
Don't know	7 1%	7 1%	6 1%	1 1%	3 1%	* *	3 1%	* *	7 1%	3 1%	1 1%	3 1%	- -	* *	2 1%	* *	3 1%	2 2%	4 1%	1 1%	3 1%	1 *	1 1%	1 1%	2 1%	3 1%	11 1%
Refused	4 1%	3 1%	3 1%	* *	3 1%	1 1%	3 1%	- -	3 1%	3 1%	* *	3 1%	- -	* 1%	3 1%	- -	4 1%	- -	- -	3 1%	* *	4 1%	1 *	1 *	1 *	3 1%	4 *
Bank finance	364 53%befilmnu	346 71%befg	164 35%e	35 83%	204 72%befg	22 24%	74 36%e	14 46%e	326 70%ilmno	157 36%	28 83%	187 71%ilmno	3 62%	19 27%	68 34%	14 47%m	247 54%	68 59%	221 54%	131 54%	241 82%zu	121 33%	67 52%	75 55%	82 53%	278 54%	415 47%
Non-bank finance	319 47%adhkt	142 29%	301 65%zad	7 17%	81 29%	71 77%abdfg	135 65%zad	17 54%ad	137 30%	289 65%hk	6 17%	78 30%	2 38%	51 74%hko	134 67%hk	15 53%hk	215 47%	45 40%	192 47%	112 47%	54 18%	246 67%zt	62 48%	59 44%	73 47%	243 47%	466 53%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A11b. Which type of external finance did you seek most recently?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
Bank Overdraft	130 *19%*	51 *21%*	39 *18%*	63 *19%*	67 *19%*	23 *22%*	8 *20%*	2 *5%*	12 *12%*	34 *14%*	81 **24%zi**	157 *18%*
Leasing or hire purchase	124 **18%ah**	30 *13%*	40 **19%a**	54 **17%a**	69 *20%*	11 *10%*	7 *18%*	2 *6%*	7 *7%*	47 **20%h**	70 **20%h**	237 *27%*
Bank Loan	113 **17%b**	32 *13%*	21 *10%*	43 **13%b**	71 **20%b**	19 *18%*	4 *11%*	6 *16%*	14 *14%*	40 *17%*	59 *17%*	142 *16%*
Credit cards	97 *14%*	29 *12%*	24 *11%*	37 *11%*	57 *16%*	13 *12%*	11 *30%*	4 *12%*	16 *16%*	34 *14%*	47 *14%*	81 *9%*
Loans from friends or family	47 **7%dj**	20 *8%*	27 **13%zd**	33 **10%zd**	14 *4%*	8 *8%*	1 *2%*	1 *2%*	15 **15%zj**	18 *8%*	14 *4%*	30 *3%*
Loans from directors	40 *6%*	20 *8%*	14 *6%*	22 *7%*	19 *5%*	8 *8%*	4 *10%*	* *1%*	5 *5%*	15 *6%*	20 *6%*	41 *5%*
Government or local government grants	38 *6%*	21 *9%*	13 *6%*	24 *8%*	12 *4%*	5 *4%*	1 *1%*	17 *47%*	7 *7%*	17 *7%*	15 *4%*	63 *7%*
Commercial mortgage	24 *4%*	11 *4%*	10 *5%*	12 *4%*	13 *4%*	6 *5%*	- -	* *1%*	3 *3%*	9 *4%*	12 *4%*	35 *4%*
Loan through peer to peer lending platform	15 *2%*	6 *2%*	7 *3%*	8 *2%*	7 *2%*	2 *2%*	- -	- -	1 *1%*	7 *3%*	6 *2%*	18 *2%*
Trust/charity funding	11 *2%*	- -	4 *2%*	4 *1%*	7 *2%*	5 *5%*	- -	3 *8%*	5 **5%zi**	- -	5 *2%*	7 *1%*
Invoice finance or factoring (asset based)	9 *1%*	7 *3%*	6 *3%*	7 *2%*	2 *1%*	- -	* *	- -	4 *4%*	4 *2%*	2 *1%*	25 *3%*
Private lending/finance company	8 *1%*	2 *1%*	1 *1%*	2 *1%*	6 *2%*	3 *3%*	- -	- -	6 **6%zij**	2 *1%*	1 *	11 *1%*
Equity finance	5 *1%*	4 *2%*	2 *1%*	5 *1%*	1 *	1 *1%*	* *1%*	1 *1%*	4 **4%zj**	2 *1%*	* *	12 *1%*
Parent/sister company	3 *1%*	- -	1 *	1 *	3 *1%*	1 *1%*	- -	- -	1 *1%*	* *	3 *1%*	4 *
Credit union	3 *	3 *1%*	- -	3 *1%*	- -	- -	- -	- -	- -	3 *1%*	- -	1 *
Mezzanine finance	1 *	- -	- -	- -	1 *	- -	- -	- -	- -	1 *	- -	1 *
International trade finance	* *	- -	- -	- -	* *	- -	- -	- -	- -	* *	- -	1 *
Other	5 *1%*	4 *2%*	3 *2%*	4 *1%*	1 *	1 *1%*	- -	1 *1%*	- -	1 *1%*	4 *1%*	10 *1%*
Don't know	7 *1%*	2 *1%*	2 *1%*	2 *1%*	6 *2%*	1 *	2 *6%*	- -	1 *1%*	3 *1%*	3 *1%*	11 *1%*
Refused	4 *1%*	1 *	* *	1 *	3 *1%*	3 *3%*	- -	- -	3 *3%*	* *	1 *	4 *
Bank finance	**364** ***53%bc***	**123** ***51%***	**94** ***44%***	**153** ***48%***	**206** ***58%bc***	**62** ***58%***	**23** ***62%***	**11** ***33%***	**46** ***46%***	**117** ***50%***	**199** ***58%***	**415** ***47%***
Non-bank finance	**319** ***47%***	**116** ***48%***	**119** **56%zad**	**168** ***52%***	**150** ***42%***	**49** ***46%***	**12** ***32%***	**23** ***67%***	**56** ***56%***	**117** ***50%***	**146** ***42%***	**466** ***53%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 138

A12. Had your business ever applied for external finance before this most recent time?

Base : All who sought finance in the last three years and have not selected any other sources of finance

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	23	10	4	4	5	18	2	4	2	10	17	7	4	6	4	7	4	10	1	4	11	2	-	23
Weighted Total	18**	5**	1**	***	12**	6**	1**	2**	3**	9**	13**	4**	10**	3**	2**	1**	10**	3**	***	4**	3**	1**	-**	23*
Effective Base	10	10	4	4	5	13	2	4	1	5	7	2	4	6	3	4	4	6	1	2	7	1	-	23
Yes - applied previously	4	1	*	*	2	2	-	-	-	3	4	1	-	1	-	1	-	*	*	3	1	*	-	8
	23%	*25%*	*27%*	*82%*	*20%*	*27%*	-	-	-	*34%*	*31%*	*23%*	-	*15%*	-	*81%*	-	*14%*	*100%*	*74%*	*19%*	*80%*	-	*35%*
No - this was the first ever application	14	4	*	-	10	4	1	2	3	6	9	3	10	3	2	-	10	3	-	1	3	-	-	13
	77%	*75%*	*54%*	-	*80%*	*70%*	*100%*	*100%*	*100%*	*66%*	*68%*	*73%*	*100%*	*85%*	*100%*	-	*100%*	*85%*	-	*26%*	*80%*	-	-	*57%*
Don't know	*	-	*	*	-	*	-	-	-	-	*	*	-	-	-	*	-	*	-	-	*	*	-	2
	1%	-	*19%*	*18%*	-	*3%*	-	-	-	-	*1%*	*4%*	-	-	-	*19%*	-	*1%*	-	-	*1%*	*20%*	-	*9%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
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Ipsos MORI

Business Finance Survey 2016
(FINAL)

A12. Had your business ever applied for external finance before this most recent time?

Base : All who sought finance in the last three years and have not selected any other sources of finance

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	23	3	1	4	7	8	15	3	14	6	1	5	7	9	5	4	6	13	9	13	-	-	9	7	7	-	23	23
Weighted Total	18**	1**	1**	2**	6**	9**	10**	1**	8**	9**	1**	2**	2**	12**	4**	7**	4**	7**	5**	14**	-**	-**	5**	7**	7**	-**	18**	23*
Effective Base	10	2	1	3	3	5	7	1	5	4	1	4	4	6	2	3	3	5	3	7	-	-	3	4	4	-	10	23
Yes - applied previously	4	*	-	*	1	3	1	*	1	3	-	*	1	2	1	2	*	2	4	*	-	-	4	*	*	-	4	8
	23%	*68%*	-	*3%*	*10%*	*33%*	*10%*	*9%*	*9%*	*33%*	-	*23%*	*33%*	*21%*	*15%*	*33%*	*2%*	*25%*	*83%*	*2%*	-	-	*83%*	*3%*	*1%*	-	*23%*	*35%*
No - this was the first ever application	14	-	1	2	5	6	9	1	8	6	1	1	1	9	3	5	4	5	1	13	-	-	1	7	7	-	14	13
	77%	-	*100%*	*97%*	*90%*	*67%*	*89%*	*86%*	*90%*	*67%*	*100%*	*77%*	*58%*	*79%*	*85%*	*65%*	*98%*	*75%*	*14%*	*98%*	-	-	*14%*	*97%*	*99%*	-	*77%*	*57%*
Don't know	*	-	-	-	-	-	*	-	*	-	-	-	*	-	-	*	*	-	*	-	-	-	*	-	*	-	*	2
	1%	*32%*	-	-	-	-	*1%*	*5%*	*2%*	-	-	-	*9%*	-	-	*2%*	*1%*	-	*3%*	-	-	-	*3%*	-	*1%*	-	*1%*	*9%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
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Ipsos MORI

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A12. Had your business ever applied for external finance before this most recent time?

Base : All who sought finance in the last three years and have not selected any other sources of finance

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	23	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	18	1	8	11	11	11	5	5	5	18	23
Weighted Total	18**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	14**	***	11**	6**	10**	7**	2**	2**	2**	17**	23*
Effective Base	10	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8	1	5	4	6	4	4	4	4	9	23
Yes - applied previously	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4	-	3	1	1	4	*	*	*	4	8
	23%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*29%*	-	*28%*	*14%*	*6%*	*48%*	*20%*	*20%*	*20%*	*23%*	*35%*
No - this was the first ever application	14	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	10	-	8	5	10	4	1	1	1	13	13
	77%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*71%*	-	*74%*	*83%*	*94%*	*51%*	*73%*	*73%*	*73%*	*77%*	*57%*
Don't know	*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*	*	-	*	*	*	*	*	*	*	2
	1%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*	*100%*	-	*3%*	*	*2%*	*7%*	*7%*	*7%*	*	*9%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
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Business Finance Survey 2016
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A12. Had your business ever applied for external finance before this most recent time?

Base : All who sought finance in the last three years and have not selected any other sources of finance

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	23	8	10	11	11	2	1	2	3	13	7	23
Weighted Total	18**	3**	7**	8**	10**	1**	***	1**	2**	8**	9**	23*
Effective Base	10	5	4	4	6	1	1	2	3	5	4	23
Yes - applied previously	4	*	3	3	1	*	*	1	-	1	3	8
	23%	*19%*	*42%*	*39%*	*12%*	*9%*	*100%*	*50%*	*-*	*9%*	*38%*	*35%*
No - this was the first ever application	14	2	4	5	9	1	-	1	2	7	5	13
	77%	*80%*	*57%*	*61%*	*87%*	*91%*	*-*	*50%*	*100%*	*89%*	*61%*	*57%*
Don't know	*	*	*	*	*	-	-	-	-	*	*	2
	1%	*2%*	*1%*	*1%*	*1%*	*-*	*-*	*-*	*-*	*2%*	*	*9%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 142

A13. On the last occasion when you sought (finance type), what was the main reason for seeking finance?

Base : All who sought finance in the last three years

	Wtd Total (z)	Size: Micro (1-9 employees) (a)	Size: Small (10-49 employees) (b)	Size: Medium (50-249 employees) (c)	Size: No employees (no employees) (d)	Size: Employees (e)	Age of business: Up to two years (f)	Age of business: Up to five years (g)	Age of business: Six years up to 10 years (h)	Age of business: 11 years up to 20 years (i)	Age of business: More than 10 years (j)	Age of business: More than 20 years (k)	Turnover: Below £50K (l)	Turnover: £50K up to £249,999 (m)	Turnover: £250,000 up to £999,999 (n)	Turnover: £1m+ (o)	Type of company: Sole trader (p)	Type of company: Private company (q)	Type of company: Partnership/ LLP (r)	Type of company: Other (s)	Type of company: Independent (t)	Type of company: Parent (u)	Type of company: Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
Working capital/cash flow/day to day cost/ expenses	289 **42%bc**	80 **45%zbc**	14 **36%c**	2 *24%*	193 **42%c**	96 **43%bc**	12 *25%*	48 *35%*	69 *49%*	81 *43%*	168 *42%*	87 *41%*	105 *41%*	99 *45%*	44 *41%*	23 *43%*	142 *42%*	110 *43%*	16 *40%*	10 *39%*	106 *43%*	5 *44%*	4 *39%*	344 *39%*
Purchase of fixed assets such as machinery, vehicles or buildings	245 **36%w**	62 *35%*	14 *34%*	3 *39%*	166 *36%*	79 *35%*	4 *9%*	39 *28%*	37 *27%*	72 *38%*	168 **42%zgh**	96 **45%zgh**	96 *37%*	77 *35%*	39 *37%*	19 *35%*	140 **42%w**	81 *32%*	16 *39%*	5 *21%*	77 *31%*	4 *33%*	2 *18%*	318 *36%*
To fund expansion e.g. Marketing campaign	50 **7%ip**	15 **8%z**	4 **11%z**	1 **15%zade**	30 *6%*	21 *9%*	6 *13%*	19 **14%zijk**	14 *10%*	8 *4%*	17 *4%*	9 *4%*	20 *8%*	12 *5%*	10 *9%*	5 *10%*	9 *3%*	34 **13%zp**	4 *10%*	* *1%*	34 **14%zp**	1 *7%*	2 **15%p**	88 *10%*
Refinancing	24 **4%a**	5 *3%*	2 *5%*	1 **7%zae**	16 *4%*	7 *3%*	- -	1 *	5 *4%*	10 *5%*	18 *4%*	8 *4%*	12 *4%*	5 *2%*	4 *4%*	2 *5%*	12 *3%*	10 *4%*	1 *2%*	1 *3%*	9 *4%*	* *1%*	1 *9%*	38 *4%*
Starting up your business	22 **3%abijkmqt**	3 *2%*	1 *1%*	- -	18 *4%*	4 *2%*	19 *40%*	20 **14%zhijk**	1 *	* *	2 *	1 *1%*	14 **5%m**	2 *1%*	1 *1%*	- -	16 **5%qt**	1 *	2 **5%qt**	3 *13%*	1 *	- -	* *2%*	15 *2%*
Being proactive in raising finance/prompted by an attractive offer of finance	14 *2%*	4 *2%*	2 **4%z**	* *4%*	8 *2%*	6 *3%*	3 *6%*	6 *5%*	1 *1%*	3 *2%*	6 *2%*	3 *1%*	4 *1%*	7 *3%*	2 *2%*	1 *2%*	6 *2%*	6 *2%*	1 *1%*	1 *2%*	6 *2%*	* *2%*	* *1%*	24 *3%*
To fund specific projects	4 *1%*	- -	* *	* **1%ae**	4 *1%*	* *	2 *4%*	2 *1%*	* *	2 *1%*	3 *1%*	* *	2 *1%*	- -	- -	* *	2 *1%*	* *	- -	2 *9%*	- -	* *	* **1%qt**	4 *
To fund export activity	4 **1%a**	* *	* *1%*	* **1%ae**	3 *1%*	1 *	- -	- -	* *	3 *2%*	4 *1%*	1 *	- -	3 *1%*	* *	* *1%*	* *	1 *	- -	- -	1 *	- -	* *1%*	7 *1%*
Upgrades / repairs	3 *a	* *	* *	- -	2 *1%*	1 *	- -	- -	* *	* *	3 *1%*	2 *1%*	- -	3 *1%*	* *	- -	- -	1 *	- -	2 *9%*	* *	* *3%*	- -	3 *
To assist tax payments	3 *	- -	* *	* **1%ae**	2 *1%*	* *	- -	- -	2 *2%*	* *	* *	* *	2 *1%*	- -	- -	* *1%*	2 *1%*	* *	- -	- -	* *	- -	- -	3 *
Acquisition of another firm	2 *	2 **1%zd**	* **1%zd**	* **3%zade**	- -	2 **1%d**	1 *2%*	1 *1%*	- -	* *	1 *	1 *	- -	1 *	1 *1%*	* *1%*	* *	1 *1%*	* *	- -	1 *1%*	* *	1 **6%zpqt**	9 *1%*
To lease company vehicles / equipment	2 *	1 **1%z**	* *d	* **1%zd**	- -	2 *1%*	- -	* *	- -	* *	1 *	1 *	- -	1 *	- -	* *	- -	2 *1%*	- -	- -	1 *	* *4%*	* **4%zpqt**	5 *1%*
Buying out a partner	1 *	1 *z	* *d	- -	- -	1 *	- -	* *	- -	* *	1 *	* *	* *	- -	* *	* *	- -	1 *	- -	- -	1 *	- -	- -	3 *
To make improvements to the premises	1 *	1 *z	* **1%zd**	* **1%zd**	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	- -	* *1%*	- -	* *	* *1%*	1 *2%*	- -	- -	* **1%pt**	3 *
To fund training / apprenticeship	* *	- -	* **1%zade**	- -	- -	* *	- -	- -	- -	* *	* *	* *	- -	* *	* *	- -	- -	* *	- -	* *1%*	* *	- -	* **1%zp**	3 *
Other	9 **1%a**	* *	* *1%*	* **1%ae**	8 *2%*	1 *	- -	- -	3 *2%*	6 *3%*	6 **2%k**	1 *	3 *1%*	6 *3%*	- -	* *1%*	3 *1%*	6 *2%*	* *	- -	6 *2%*	* *	* *1%*	9 *1%*
Don't know	1 *	1 **1%z**	* *d	* **1%zd**	- -	1 *1%*	- -	* *	1 *	1 *	1 *	* *	1 *	- -	- -	* *	- -	1 *	1 *1%*	- -	1 *	- -	- -	5 *1%*
Refused	8 **1%ij**	1 *1%*	* *1%*	- -	6 *1%*	1 *1%*	- -	* *	6 **5%ij**	- -	1 *	1 *	- -	4 *2%*	4 **4%zl**	- -	3 *1%*	1 *1%*	- -	- -	4 **2%q**	* *4%*	* *2%*	5 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 143

A13. On the last occasion when you sought (finance type), what was the main reason for seeking finance?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	337	31	-	517	163	206	-	886	886
Weighted Total	682	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
Working capital/cash flow/day to day cost/ expenses	289 **42%m**	27 *37%*	43 *35%*	53 *37%*	98 *49%*	68 *47%*	172 *43%*	40 *43%*	125 *40%*	102 *38%*	48 **58%zhi**	31 *40%*	94 *41%*	85 *35%*	97 **54%zm**	53 *37%*	90 *44%*	146 *44%*	175 *46%*	114 *38%*	21 *53%*	-	154 *45%*	60 *42%*	75 *38%*	-	289 *42%*	344 *39%*
Purchase of fixed assets such as machinery, vehicles or buildings	245 **36%knr**	28 *38%*	60 **49%zde**	54 *37%*	57 *29%*	46 *32%*	130 *33%*	36 *38%*	105 *34%*	118 **44%zhjk**	19 *23%*	18 *23%*	83 *36%*	112 **46%zn**	47 *26%*	54 *38%*	74 *36%*	116 *35%*	119 *31%*	125 **42%r**	9 *22%*	-	111 *32%*	54 *38%*	80 *41%*	-	245 *36%*	318 *36%*
To fund expansion e.g. Marketing campaign	50 **7%s**	8 *11%*	5 *4%*	6 *4%*	15 *8%*	15 *11%*	33 *8%*	6 *6%*	29 *9%*	13 *5%*	5 *7%*	11 **14%il**	13 *6%*	19 *8%*	9 *5%*	8 *6%*	13 *6%*	29 *9%*	44 **11%zs**	7 *2%*	4 *11%*	-	40 **12%zwxA**	4 *3%*	7 *3%*	-	50 *7%*	88 *10%*
Refinancing	24 *4%*	3 *4%*	3 *3%*	2 *1%*	14 **7%z**	2 *1%*	18 *5%*	3 *4%*	9 *3%*	14 *5%*	1 *1%*	2 *2%*	5 *2%*	10 *4%*	7 *4%*	6 *4%*	4 *2%*	14 *4%*	8 *2%*	16 *5%*	* *	-	8 *2%*	3 *2%*	13 *6%*	-	24 *4%*	38 *4%*
Starting up your business	22 **3%lm**	2 *2%*	-	12 **8%zbe**	8 *4%*	1 *	10 *3%*	5 *5%*	21 **7%zl**	1 *	* *	5 **7%il**	17 **8%zm**	1 *	4 *2%*	7 *5%*	9 *4%*	6 *2%*	9 *2%*	13 *4%*	- -	-	9 *3%*	8 *6%*	5 *2%*	-	22 *3%*	15 *2%*
Being proactive in raising finance/prompted by an attractive offer of finance	14 **2%qrv**	* *	7 **6%zd**	2 *1%*	1 *1%*	3 *2%*	11 *3%*	* *	5 *2%*	8 *3%*	* *1%*	3 *4%*	7 *3%*	6 *2%*	1 *	6 *4%*	5 *3%*	2 *1%*	3 *1%*	11 **4%r**	- -	-	3 *1%*	7 **5%w**	4 *2%*	-	14 **2%w**	24 *3%*
To fund specific projects	4 *1%*	2 *3%*	- -	- -	* *	2 *2%*	2 *	- -	2 *1%*	2 *1%*	- -	- -	* *	4 *2%*	- -	2 *2%*	- -	2 *1%*	4 *1%*	- -	- -	-	4 *1%*	- -	- -	- -	4 *1%*	4 *
To fund export activity	4 *1%*	1 *1%*	- -	3 *2%*	- -	* *	4 *1%*	- -	4 *1%*	* *	- -	3 **4%zl**	* *	4 *2%*	- -	* *	- -	4 *1%*	1 *	3 *1%*	- -	-	1 *	3 *2%*	- -	- -	4 *1%*	7 *1%*
Upgrades / repairs	3 *	* *	- -	- -	* *	2 *2%*	1 *	- -	1 *	- -	2 **3%z**	- -	* *	* *	- -	* *	- -	3 *1%*	- -	3 *1%*	- -	-	- -	- -	3 *2%*	- -	3 *	3 *
To assist tax payments	3 *	- -	* *	* *	- -	2 *2%*	2 *1%*	- -	- -	* *	2 **3%zh**	- -	* *	* *	2 *1%*	- -	* *	2 *1%*	3 *1%*	- -	- -	-	3 *1%*	- -	- -	- -	3 *	3 *
Acquisition of another firm	2 *	- -	- -	1 *1%*	1 *	1 *	2 *	* *	2 *1%*	* *	* *	1 *1%*	1 *	1 *1%*	* *	1 *1%*	* *	1 *	2 *1%*	* *	- -	-	2 *1%*	* *	* *	- -	2 *	9 *1%*
To lease company vehicles / equipment	2 *	* *	- -	* *	1 *1%*	- -	1 *	* *	2 *1%*	- -	- -	* *1%*	2 *1%*	- -	- -	* *	1 *1%*	* *	1 *	* *	- -	-	1 *	- -	* *	- -	2 *	5 *1%*
Buying out a partner	1 *	* *	- -	- -	1 *	- -	* *	* *	1 *	* *	- -	- -	1 *	* *	- -	- -	- -	1 *	1 *	* *	- -	-	1 *	- -	* *	- -	1 *	3 *
To make improvements to the premises	1 *	- -	- -	* *	- -	1 *	* *	- -	* *	1 *	- -	- -	* *	1 *	- -	- -	1 *	* *	* *	1 *	- -	-	* *	* *	1 *	- -	1 *	3 *
To fund training / apprenticeship	* *	* *	- -	- -	- -	* *	* *	- -	* *	* *	* *	- -	* *	* *	- -	- -	* *	* *	* *	- -	- -	-	* *	- -	- -	- -	* *	3 *
Other	9 *1%*	1 *1%*	3 *2%*	3 *2%*	3 *1%*	- -	6 *2%*	3 *3%*	3 *1%*	3 *1%*	- -	- -	3 *1%*	* *	6 **3%lm**	* *	4 *2%*	5 *2%*	9 *2%*	* *	5 *13%*	-	4 *1%*	3 *2%*	2 *1%*	- -	9 *1%*	9 *1%*
Don't know	1 *	* *	- -	1 *	* *	1 *	1 *	1 *1%*	1 *	1 *	- -	- -	1 *	1 *	- -	1 *1%*	* *	- -	1 *	1 *	1 *1%*	-	* *	1 *1%*	* *	- -	1 *	5 *1%*
Refused	8 **1%rv**	- -	- -	7 **5%zd**	* *	- -	4 *1%*	- -	4 *1%*	* *	3 **4%il**	3 **4%il**	- -	1 *1%*	6 **4%zl**	3 *2%*	3 *2%*	1 *	1 *	7 *2%*	- -	-	1 *	- -	7 **4%zvA**	- -	8 **1%w**	5 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 144

A13. On the last occasion when you sought (finance type), what was the main reason for seeking finance?

Base : All who sought finance in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
Working capital/cash flow/day to day cost/ expenses	289 **42%lnu**	233 **48%zbf**	184 **40%lf**	14 *33%*	156 **55%zabef**	37 *40%*	64 *31%*	15 **50%lf**	222 **48%zin**	170 **38%in**	10 *28%*	144 **55%zhlmn**	* *2%*	27 *40%*	58 *29%*	14 **48%in**	192 *42%*	51 *45%*	185 *45%*	89 *37%*	143 **49%zu**	137 *38%*	67 **52%zy**	69 *51%*	79 **51%z**	206 *40%*	344 *39%*
Purchase of fixed assets such as machinery, vehicles or buildings	245 **36%dmvwx**	167 *34%*	181 **39%zade**	15 *36%*	84 *30%*	25 *27%*	113 **54%zabdeg**	9 *29%*	162 *35%*	179 **40%zhk**	14 *42%*	83 *32%*	2 *55%*	21 *31%*	113 **57%zhikmo**	9 *30%*	169 *37%*	31 *27%*	129 *31%*	110 **45%zr**	82 *28%*	153 **42%zt**	31 *24%*	31 *23%*	37 *24%*	205 **40%zvwx**	318 *36%*
To fund expansion e.g. Marketing campaign	50 **7%hky**	32 *7%*	40 **9%df**	4 *10%*	13 *5%*	17 **19%zabdf**	10 *5%*	3 *9%*	25 *5%*	39 **9%hkn**	4 *12%*	9 *4%*	1 *18%*	12 **18%zhikn**	10 *5%*	3 *9%*	32 *7%*	9 *8%*	29 *7%*	21 *9%*	19 *6%*	31 *8%*	14 *11%*	17 **13%y**	19 **13%zy**	28 *5%*	88 *10%*
Refinancing	24 **4%u**	15 *3%*	14 *3%*	4 *10%*	7 *2%*	1 *1%*	4 *2%*	2 *6%*	15 *3%*	14 *3%*	2 *6%*	7 *3%*	* *3%*	1 *1%*	4 *2%*	2 *7%*	15 *3%*	5 *5%*	10 *2%*	9 *4%*	19 **6%zu**	5 *1%*	2 *2%*	2 *2%*	2 *1%*	22 *4%*	38 *4%*
Starting up your business	22 **3%ahnt**	6 *1%*	17 **4%af**	- -	6 *2%*	5 **5%af**	1 *1%*	- -	4 *1%*	14 **3%hn**	- -	4 *1%*	- -	3 *4%*	1 *1%*	- -	15 *3%*	4 *4%*	17 *4%*	5 *2%*	3 *1%*	15 *4%*	4 *3%*	4 *3%*	4 *3%*	18 *3%*	15 *2%*
Being proactive in raising finance/prompted by an attractive offer of finance	14 **2%bpu**	13 **3%b**	5 *1%*	* *1%*	7 *2%*	1 *1%*	4 *2%*	1 *2%*	13 **3%il**	5 *1%*	* *1%*	6 *2%*	* *4%*	1 *1%*	4 *2%*	1 *2%*	4 *1%*	9 **7%zp**	11 *3%*	3 *1%*	11 **4%u**	2 *1%*	4 *3%*	4 *3%*	4 *3%*	10 *2%*	24 *3%*
To fund specific projects	4 **1%ahl**	* *	2 *	- -	* *	2 **2%a**	* *	- -	* *	2 *	- -	* *	- -	2 **3%hik**	* *	- -	4 *1%*	- -	4 *1%*	- -	* *	4 *1%*	* *	* *	* *	4 *1%*	4 *
To fund export activity	4 **1%y**	4 *1%*	1 *	- -	4 **1%b**	* *	1 *	- -	4 *1%*	1 *	- -	4 *1%*	- -	* *	1 *	- -	4 *1%*	* *	4 *1%*	* *	3 *1%*	1 *	3 **3%zy**	4 **3%zy**	4 **2%zy**	1 *	7 *1%*
Upgrades / repairs	3 *	1 *	3 *1%*	- -	- -	* *	- -	- -	1 *	3 *1%*	- -	- -	- -	* *1%*	- -	- -	1 *	2 *2%*	3 *1%*	* *	* *	3 *1%*	* *	* *	* *	3 *1%*	3 *
To assist tax payments	3 *bi	3 *1%*	* *	2 *6%*	* *	- -	- -	- -	3 *1%*	* *	2 *7%*	* *	- -	- -	- -	- -	3 *1%*	- -	2 *1%*	* *	* *	2 *1%*	- -	- -	- -	3 *1%*	3 *
Acquisition of another firm	2 *	2 *	2 *	1 *3%*	1 *1%*	1 *1%*	1 *1%*	1 *2%*	2 *	1 *	1 *3%*	* *	* *1%*	- -	* *	1 **2%kn**	1 *	1 *1%*	* *	2 *1%*	1 *	1 *	1 *1%*	1 *1%*	1 *1%*	1 *	9 *1%*
To lease company vehicles / equipment	2 *	1 *	2 *	- -	1 *	- -	2 *1%*	* *	1 *	2 *	- -	1 *	- -	- -	2 *1%*	* *	1 *	* *	- -	1 *	1 *	1 *	* *	* *	* *	1 *	5 *1%*
Buying out a partner	1 *	1 *	1 *	- -	* *	* *	* *	* *1%*	1 *	1 *	- -	* *	- -	* *1%*	* *	* *1%*	1 *	- -	* *	1 *	1 *	* *	* *	* *	* *	1 *	3 *
To make improvements to the premises	1 *	* *	1 *	- -	- -	1 *1%*	* *	- -	* *	1 *	- -	- -	- -	1 *1%*	* *	- -	* *	1 *	1 *	* *	- -	1 *	- -	- -	- -	1 *	3 *
To fund training / apprenticeship	* *	* *	* *	- -	- -	* *1%*	- -	- -	* *	* *	- -	- -	- -	* *1%*	- -	- -	* *	* *	* *	- -	- -	* *	- -	* *	* *	* *	3 *
Other	9 **1%bs**	6 *1%*	3 *1%*	* *	4 *1%*	- -	* *	- -	6 *1%*	3 *1%*	* *	4 *1%*	* *3%*	- -	* *	- -	9 *2%*	* *	9 *2%*	* *	6 *2%*	3 *1%*	* *	* *	* *	9 *2%*	9 *1%*
Don't know	1 *	1 *	1 *	1 *1%*	* *	- -	1 *	* *1%*	1 *	* *	1 *1%*	* *	- -	- -	* *	* *1%*	1 *	- -	1 *	1 *	1 *	1 *	* *	1 *	1 *	1 *	5 *1%*
Refused	8 *1%*	4 *1%*	8 *2%*	- -	1 *	* *1%*	7 **3%zad**	- -	3 *1%*	7 **2%k**	- -	* *	1 *15%*	- -	7 **3%zhk**	- -	8 *2%*	- -	7 *2%*	- -	3 *1%*	5 *1%*	1 *1%*	1 *1%*	1 *1%*	6 *1%*	5 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 145

A13. On the last occasion when you sought (finance type), what was the main reason for seeking finance?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
Working capital/cash flow/day to day cost/ expenses	289 *42%*	108 **45%c**	85 *40%*	128 *40%*	159 *45%*	44 *42%*	18 *47%*	14 *40%*	32 *32%*	96 *41%*	158 *46%*	344 *39%*
Purchase of fixed assets such as machinery, vehicles or buildings	245 **36%h**	72 *30%*	69 *32%*	111 **34%a**	130 *37%*	39 *36%*	7 *19%*	4 *11%*	23 *23%*	91 **39%h**	131 **38%h**	318 *36%*
To fund expansion e.g. Marketing campaign	50 **7%dj**	29 **12%cd**	22 **10%d**	36 **11%cd**	15 *4%*	10 *10%*	8 *22%*	8 *24%*	15 **15%cj**	22 **9%j**	13 *4%*	88 *10%*
Refinancing	24 *4%*	4 *2%*	11 **5%a**	12 **4%a**	12 *3%*	2 *2%*	3 *7%*	3 *8%*	- -	9 *4%*	15 *4%*	38 *4%*
Starting up your business	22 **3%ij**	7 *3%*	10 *5%*	11 *3%*	11 *3%*	6 *6%*	- -	- -	20 **20%zij**	1 *1%*	1 *	15 *2%*
Being proactive in raising finance/prompted by an attractive offer of finance	14 *2%*	6 *2%*	5 *2%*	6 *2%*	8 *2%*	* *	1 *3%*	3 *10%*	6 **6%zi**	2 *1%*	6 *2%*	24 *3%*
To fund specific projects	4 *1%*	* *	4 **2%d**	4 **1%a**	- -	2 *2%*	- -	2 *5%*	2 *2%*	* *	2 *1%*	4 *
To fund export activity	4 *1%*	4 *2%*	1 *	4 **1%b**	* *	- -	- -	- -	- -	4 *2%*	* *	7 *1%*
Upgrades / repairs	3 *	- -	* *	* *	3 *1%*	* *	- -	- -	- -	1 *	2 *1%*	3 *
To assist tax payments	3 *	2 *1%*	2 *1%*	2 *1%*	* *	- -	- -	- -	- -	- -	3 *1%*	3 *
Acquisition of another firm	2 *	2 *1%*	2 *1%*	2 *1%*	* *	* *	* *	- -	1 *1%*	1 *	* *	9 *1%*
To lease company vehicles / equipment	2 *	1 *	1 *	1 *	1 *	- -	- -	- -	* *	1 *	- -	5 *1%*
Buying out a partner	1 *	* *	* *	1 *	* *	* *	- -	- -	- -	1 *	* *	3 *
To make improvements to the premises	1 *	* *	- -	* *	1 *	- -	- -	1 *1%*	- -	* *	1 *	3 *
To fund training / apprenticeship	* *	* *	- -	* *	* *	* *	- -	* *1%*	- -	* *	* *	3 *
Other	9 *1%*	4 *2%*	1 *	4 *1%*	5 *1%*	1 *1%*	- -	- -	- -	3 *1%*	6 *2%*	9 *1%*
Don't know	1 *	* *	* *	* *	1 *	- -	1 *1%*	- -	* *	1 *	1 *	5 *1%*
Refused	8 *1%*	1 *	1 *	1 *	6 *2%*	1 *1%*	* *1%*	- -	- -	4 *2%*	4 *1%*	5 *1%*

Participant Type : Micro, small and medium sized businesses
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 146

A14. Why did you need this working capital?

Base : All seeking finance for working capital

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	304	132	68	32	72	232	13	48	56	85	199	114	49	82	78	76	62	190	25	19	163	14	16	304
Weighted Total	259	70	13*	2*	175*	84	12**	47**	66*	76*	145*	70*	94*	90*	41*	19**	127*	103*	16**	5**	98*	5**	3**	304
Effective Base	141	128	66	31	70	175	7	27	31	41	84	43	39	50	39	23	53	82	11	12	73	4	9	304
To cover a short term gap until funds were received from customers	87 **34%ek**	19 *28%*	4 *30%*	* *23%*	64 *36%*	24 *28%*	1 *12%*	19 *40%*	19 *29%*	35 **46%ijk**	49 **33%k**	13 *19%*	37 *39%*	24 *27%*	16 *40%*	6 *32%*	52 *41%*	32 *31%*	3 *20%*	* *5%*	27 *28%*	3 *53%*	1 *35%*	90 *30%*
As a safety net just in case	65 **25%nqt**	16 *23%*	3 *24%*	* *23%*	45 *26%*	19 *23%*	* *3%*	11 *24%*	11 *16%*	26 *35%*	43 *29%*	16 *23%*	30 **32%n**	26 **29%n**	4 *10%*	3 *17%*	43 **34%qt**	15 *15%*	3 *20%*	1 *10%*	14 *14%*	1 *18%*	1 *18%*	72 *24%*
To fund general growth	47 **18%ijp**	15 **22%z**	4 **32%zd**	* *29%*	27 *16%*	20 *23%*	6 *55%*	15 *32%*	19 **29%ijk**	6 *8%*	13 *9%*	7 *10%*	18 *19%*	12 *14%*	10 *26%*	4 *21%*	10 *8%*	31 **31%zp**	4 *28%*	1 *15%*	30 **31%zp**	* *2%*	1 *26%*	71 *23%*
To cover a short term gap due to unexpected expense e.g. late payment from a supplier	44 **17%e**	9 *13%*	2 *19%*	* *12%*	32 *18%*	12 *14%*	* *4%*	9 *19%*	10 *15%*	12 *15%*	25 *17%*	13 *19%*	16 *17%*	21 *23%*	4 *10%*	2 *9%*	23 *18%*	19 *19%*	1 *7%*	* *1%*	18 *19%*	1 *10%*	* *2%*	46 *15%*
To continue trading / for general running of business	15 *6%*	6 **9%z**	1 *7%*	* *10%*	8 *4%*	8 *9%*	- -	1 *1%*	6 *9%*	4 *5%*	8 *6%*	4 *6%*	5 *5%*	5 *6%*	4 *9%*	* *1%*	4 *3%*	5 *5%*	1 *7%*	2 *45%*	8 **8%q**	* *1%*	* *2%*	23 *8%*
For flexibility / convenience	14 **5%abq**	3 *4%*	* *1%*	* *6%*	11 *7%*	3 *3%*	2 *21%*	2 *5%*	3 *5%*	5 *7%*	8 *6%*	3 *5%*	10 **11%m**	- -	1 *3%*	2 *12%*	9 *7%*	2 *2%*	- -	- -	4 **4%q**	* *10%*	1 *16%*	13 *4%*
For cash flow	8 **3%e**	1 *2%*	* *3%*	* *3%*	7 *4%*	2 *2%*	- -	3 *6%*	2 *4%*	* *	3 *2%*	3 *4%*	2 *3%*	5 *5%*	1 *2%*	* *1%*	7 *5%*	1 *1%*	- -	1 *9%*	1 *1%*	- -	- -	9 *3%*
To fund export activity	5 *2%*	3 **4%z**	- -	- -	2 *1%*	3 *3%*	1 *6%*	4 *8%*	1 *1%*	* *1%*	* *	- -	2 *3%*	- -	1 *3%*	* *2%*	2 *2%*	3 **2%t**	- -	- -	1 *1%*	* *10%*	* *11%*	6 *2%*
For transaction security / safety	3 *1%*	* *1%*	* *1%*	- -	2 *1%*	1 *1%*	- -	- -	2 *4%*	* *1%*	1 *	* *	2 *3%*	- -	1 *2%*	- -	2 *2%*	1 *1%*	- -	- -	1 *1%*	- -	- -	3 *1%*
To purchase stock / equipment	2 *1%*	2 **2%z**	* *	* **5%zd**	- -	2 *2%*	- -	- -	* *	1 *2%*	2 *1%*	* *1%*	* *	- -	2 **4%z**	* *1%*	- -	1 *1%*	* *2%*	* *3%*	1 *1%*	* *1%*	* *1%*	7 *2%*
To put things right / correct previous mistakes	1 *	1 **1%z**	* **1%d**	- -	- -	1 *1%*	- -	1 *2%*	- -	- -	* *	* *	1 *1%*	- -	1 *1%*	* *1%*	- -	1 *1%*	- -	- -	1 *1%*	- -	1 *15%*	3 *1%*
To obtain better deals / offers from suppliers	1 *	1 **1%z**	* **2%zd**	- -	- -	1 *1%*	- -	- -	- -	1 *1%*	1 *1%*	* *	- -	- -	1 *2%*	* *1%*	- -	1 *1%*	- -	- -	1 *1%*	- -	* *6%*	2 *1%*
Other	13 **5%e**	1 *1%*	- -	* **7%abe**	11 *7%*	1 *1%*	- -	- -	2 *4%*	2 *2%*	10 *7%*	8 **12%z**	4 *4%*	3 *4%*	- -	2 *10%*	4 *3%*	5 *5%*	3 *20%*	* *2%*	5 *5%*	- -	- -	9 *3%*
Don't know	2 *1%*	2 **2%zd**	- -	- -	- -	2 *2%*	- -	- -	- -	1 *2%*	2 *1%*	1 *1%*	- -	1 *1%*	- -	1 *3%*	- -	2 *2%*	- -	- -	2 *2%*	- -	- -	3 *1%*
Refused	3 *1%*	1 *1%*	- -	- -	2 *1%*	1 *1%*	- -	- -	- -	* *1%*	3 *2%*	3 *4%*	- -	1 *1%*	- -	- -	2 *2%*	- -	- -	1 *9%*	- -	* *10%*	- -	3 *1%*
No answer	1 *	1 **2%z**	* **1%d**	* **3%zd**	- -	1 *1%*	- -	- -	* *1%*	* *	1 *1%*	1 *1%*	- -	1 *1%*	1 *2%*	* *	* *	1 *1%*	* *	- -	1 *1%*	- -	- -	4 *1%*
Need money now	**120** **46%ac**	**26** ***37%***	**6** ***46%***	* ***29%***	**88** ***50%***	**32** ***38%***	**2** ***16%***	**27** ***58%***	**26** ***39%***	**41** ***54%***	**67** ***46%***	**26** ***37%***	**45** ***48%***	**43** ***48%***	**20** ***49%***	**8** ***40%***	**67** ***53%***	**49** ***47%***	**4** ***27%***	* ***6%***	**43** ***44%***	**3** ***62%***	**1** ***35%***	**125** ***41%***

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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 147

A14. Why did you need this working capital?

Base : All seeking finance for working capital

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	304	48	51	57	84	64	184	47	154	107	34	36	99	95	97	43	77	184	204	100	14	-	190	54	60	-	304	304
Weighted Total	259	25**	42**	46**	86*	60*	157*	40**	116*	88*	41**	29**	87*	76*	84*	50**	78*	130*	160*	99*	18**	-**	142*	54**	63*	-**	259	304
Effective Base	141	20	22	25	45	32	85	22	65	51	20	17	47	42	44	25	41	76	92	50	8	-	84	26	32	-	141	304
To cover a short term gap until funds were received from customers	87 *34%*	8 *32%*	10 *24%*	16 *36%*	34 *39%*	19 *31%*	53 *34%*	12 *29%*	37 *32%*	30 *34%*	17 *42%*	12 *42%*	29 *33%*	25 *33%*	31 *36%*	11 *22%*	28 *35%*	48 *37%*	59 *37%*	28 *29%*	10 *57%*	-	48 *34%*	20 *37%*	19 *30%*	-	87 *34%*	90 *30%*
As a safety net just in case	65 **25%q**	4 *15%*	14 *34%*	11 *24%*	22 *26%*	13 *22%*	45 *28%*	10 *26%*	30 *26%*	25 *29%*	9 *22%*	4 *14%*	26 *29%*	21 *28%*	16 *19%*	13 *26%*	29 **37%zq**	23 *18%*	33 *20%*	32 *32%*	3 *18%*	-	30 *21%*	14 *27%*	21 *33%*	-	65 *25%*	72 *24%*
To fund general growth	47 *18%*	6 *22%*	3 *8%*	17 *36%*	12 *13%*	10 *17%*	29 *19%*	6 *16%*	31 **26%z**	10 *12%*	4 *9%*	8 *27%*	20 *23%*	10 *14%*	15 *17%*	1 *2%*	18 *23%*	29 *22%*	27 *17%*	20 *20%*	5 *26%*	-	23 *16%*	15 *27%*	10 *16%*	-	47 *18%*	71 *23%*
To cover a short term gap due to unexpected expense e.g. late payment from a supplier	44 **17%q**	2 *9%*	9 *22%*	6 *13%*	17 *20%*	9 *15%*	32 *20%*	6 *15%*	22 *19%*	13 *14%*	5 *11%*	4 *15%*	23 **26%zn**	13 *17%*	8 *9%*	11 *22%*	20 **26%q**	13 *10%*	27 *17%*	16 *17%*	1 *3%*	-	27 *19%*	5 *9%*	12 *19%*	-	44 *17%*	46 *15%*
To continue trading / for general running of business	15 *6%*	* *2%*	4 *10%*	2 *5%*	1 *1%*	8 **13%d**	10 *6%*	1 *2%*	6 *5%*	6 *7%*	3 *8%*	- -	8 *10%*	2 *3%*	4 *5%*	5 *9%*	3 *3%*	8 *6%*	12 *7%*	3 *4%*	- -	-	12 *8%*	3 *5%*	1 *1%*	-	15 *6%*	23 *8%*
For flexibility / convenience	14 **5%rv**	2 *7%*	1 *1%*	* *	6 *7%*	6 *10%*	7 *4%*	3 *6%*	5 *5%*	6 *7%*	- -	* *2%*	3 *3%*	5 *6%*	4 *5%*	3 *6%*	3 *3%*	9 *7%*	3 *2%*	11 **11%r**	- -	-	3 *2%*	7 *14%*	3 *5%*	-	14 **5%r**	13 *4%*
For cash flow	8 *3%*	2 *8%*	* *	* *1%*	3 *3%*	3 *5%*	3 *2%*	2 *5%*	3 *3%*	3 *4%*	2 *4%*	- -	3 *3%*	5 *6%*	1 *1%*	* *	2 *3%*	6 *5%*	7 *5%*	1 *1%*	- -	-	7 *5%*	1 *1%*	1 *1%*	-	8 *3%*	9 *3%*
To fund export activity	5 *2%*	* *1%*	- -	1 *1%*	1 *1%*	3 *5%*	3 *2%*	- -	4 *3%*	1 *1%*	- -	1 *5%*	4 *4%*	- -	1 *1%*	1 *1%*	2 *3%*	2 *1%*	2 *1%*	3 *3%*	* *3%	-	2 *1%*	1 *1%*	3 *5%*	-	5 *2%*	6 *2%*
For transaction security / safety	3 *1%*	* *1%	- -	- -	* *1%	2 *4%	* *	3 *6%	3 *3%	- -	- -	* *2%	3 *3%	- -	* *	2 *5%	* *	* *	- -	3 *3%	- -	-	- -	* *	3 *5%	- -	3 *1%	3 *1%
To purchase stock / equipment	2 *1%*	1 *2%*	1 *1%*	1 *1%*	* *	* *	2 *1%*	* *	1 *1%*	1 *1%*	- -	* *1%	* *	1 *1%*	1 *1%*	- -	1 *1%*	1 *1%*	2 *1%*	* *	1 *4%	-	1 *1%*	1 *1%*	- -	- -	2 *1%*	7 *2%*
To put things right / correct previous mistakes	1 *	* *1%	- -	- -	- -	1 *2%	1 *1%	- -	* *	1 *1%	1 *1%	- -	- -	1 *1%	* *	- -	- -	1 *1%	1 *	1 *1%	1 *3%	-	- -	- -	1 *2%	- -	1 *	3 *1%
To obtain better deals / offers from suppliers	1 *	- -	* *	1 *1%	- -	- -	* *	1 *2%	* *	1 *1%	- -	- -	- -	- -	1 *1%	- -	- -	1 *1%	1 *1%	- -	- -	-	1 *1%	- -	- -	- -	1 *	2 *1%
Other	13 *5%*	3 *14%*	- -	3 *7%*	5 *6%*	1 *2%*	9 *6%*	* *	4 *4%*	7 *8%*	2 *4%*	1 *2%*	1 *1%*	6 *7%*	5 *6%*	6 *12%*	- -	7 *5%*	8 *5%*	4 *4%*	- -	-	8 *6%*	2 *4%*	2 *3%*	- -	13 *5%*	9 *3%*
Don't know	2 *1%*	- -	1 *1%*	1 *1%*	- -	1 *1%*	1 *1%*	1 *1%*	1 *	1 *1%*	1 *2%*	1 *2%*	1 *1%*	1 *1%*	1 *1%*	1 *1%*	1 *2%*	- -	2 *1%*	- -	- -	-	2 *1%*	- -	- -	- -	2 *1%*	3 *1%*
Refused	3 *1%*	- -	- -	- -	3 *3%*	1 *1%*	1 *1%*	- -	1 *	2 *3%*	- -	- -	- -	2 *3%*	1 *1%*	- -	- -	3 *3%*	1 *1%*	2 *2%*	- -	-	1 *1%*	- -	2 *4%*	- -	3 *1%*	3 *1%*
No answer	1 *	* *1%	1 *1%	- -	1 *1%	- -	1 *1%	- -	1 *1%	1 *1%	- -	* *	* *	* *1%	1 *1%	1 *1%	* *	1 *	1 *1%	- -	- -	-	1 *1%	- -	- -	- -	1 *	4 *1%*
Need money now	**120** ***46%***	**10** ***40%***	**19** ***46%***	**18** ***40%***	**47** ***55%***	**25** ***42%***	**75** ***48%***	**17** ***43%***	**55** ***47%***	**37** ***42%***	**21** ***51%***	**16** ***57%***	**48** ***55%***	**32** ***42%***	**37** ***44%***	**22** ***44%***	**40** ***51%***	**58** ***45%***	**80** ***50%***	**40** ***41%***	**11** ***59%***	**-**	**69** ***49%***	**22** ***40%***	**30** ***47%***	**-**	**120** ***46%***	**125** ***41%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 148

A14. Why did you need this working capital?

Base : All seeking finance for working capital

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	304	254	219	21	183	60	107	38	248	212	16	172	2	52	102	35	215	40	182	108	148	148	87	82	93	208	304
Weighted Total	259	213	165*	13**	144*	31**	56*	14**	206	156*	9**	135*	***	24**	52*	13**	171*	44**	166*	79*	131*	121*	58*	59*	69*	187	304
Effective Base	141	116	92	7	81	24	38	13	114	88	5	78	2	20	35	11	96	22	91	44	71	67	35	33	39	101	304
To cover a short term gap until funds were received from customers	87 **34%is**	71 *33%*	63 *38%*	4 *33%*	57 **39%a**	4 *12%*	17 *30%*	6 *43%*	67 *33%*	61 *39%*	4 *40%*	52 **39%h**	- -	3 *13%*	16 *31%*	5 *43%*	61 *36%*	17 *39%*	67 **41%zs**	13 *16%*	52 *40%*	34 *28%*	25 *43%*	21 *36%*	27 *40%*	60 *32%*	90 *30%*
As a safety net just in case	65 *25%*	60 **28%ub**	35 *21%*	2 *14%*	41 *29%*	5 *17%*	14 *24%*	4 *30%*	54 *26%*	32 *20%*	* *5%*	34 *25%*	- -	3 *12%*	13 *25%*	4 *29%*	46 *27%*	10 *24%*	42 *25%*	22 *28%*	36 *27%*	29 *24%*	14 *24%*	13 *21%*	16 *22%*	49 *26%*	72 *24%*
To fund general growth	47 **18%hlt**	34 *16%*	41 **25%zad**	2 *12%*	22 *15%*	10 *33%*	13 *24%*	4 *31%*	30 *15%*	40 **26%zhk**	1 *9%*	18 *13%*	* *50%*	10 *41%*	13 **24%k**	4 *30%*	30 *18%*	8 *18%*	25 *15%*	17 *22%*	14 *11%*	29 **24%t**	15 *26%*	15 *26%*	17 *24%*	30 *16%*	71 *23%*
To cover a short term gap due to unexpected expense e.g. late payment from a supplier	44 *17%*	41 *19%*	26 *16%*	1 *6%*	26 *18%*	6 *19%*	15 **26%ub**	* *3%*	38 *18%*	26 *17%*	1 *8%*	23 *17%*	* *50%*	4 *15%*	15 **28%il**	* *4%*	32 *19%*	9 *20%*	28 *17%*	16 *20%*	30 *23%*	14 *11%*	8 *14%*	11 *19%*	15 **22%w**	28 *15%*	46 *15%*
To continue trading / for general running of business	15 **6%ah**	8 *4%*	9 *6%*	* *1%*	6 *4%*	8 *26%*	1 *1%*	1 *5%*	8 *4%*	7 *4%*	* *1%*	6 *4%*	- -	5 *21%*	1 *2%*	* *2%*	6 *4%*	4 *9%*	9 *5%*	6 *8%*	7 *5%*	8 *7%*	2 *4%*	2 *3%*	2 *3%*	13 *7%*	23 *8%*
For flexibility / convenience	14 **5%di**	14 **7%d**	6 *4%*	2 *19%*	4 *2%*	2 *6%*	3 *5%*	1 *4%*	14 **7%ik**	4 *2%*	- -	4 *3%*	- -	2 *10%*	1 *1%*	- -	8 *4%*	- -	8 *5%*	6 *8%*	6 *4%*	6 *5%*	2 *3%*	2 *3%*	2 *2%*	10 *5%*	13 *4%*
For cash flow	8 **3%il**	8 *4%*	3 *2%*	* *2%*	5 *4%*	- -	1 *2%*	* *2%*	8 **4%il**	1 *1%*	* *3%*	5 **4%il**	- -	- -	1 *1%*	* *2%*	4 *2%*	2 *6%*	5 *3%*	3 *4%*	6 *5%*	2 *2%*	* *	* *	* *	8 *4%*	9 *3%*
To fund export activity	5 *2%*	4 *2%*	5 *3%*	- -	1 *1%*	1 *4%*	* *1%*	- -	4 *2%*	5 *3%*	- -	1 *1%*	- -	1 *6%*	* *1%*	- -	2 *1%*	3 *7%*	4 *2%*	* *	1 *1%*	4 *3%*	3 *4%*	3 *4%*	3 *4%*	2 *1%*	6 *2%*
For transaction security / safety	3 *1%*	3 *1%*	- -	- -	- -	- -	- -	- -	3 *1%*	- -	- -	- -	- -	- -	- -	- -	3 *2%*	- -	2 *1%*	1 *1%*	3 *2%*	- -	1 *1%*	1 *1%*	1 *1%*	2 *1%*	3 *1%*
To purchase stock / equipment	2 *1%*	1 *1%*	1 *1%*	- -	1 *1%*	* *1%*	1 *2%*	* *	1 *1%*	1 *1%*	- -	1 *1%*	- -	* *1%*	1 *2%*	* *	2 *1%*	- -	2 *1%*	* *	1 *1%*	1 *	* *	* *	* *	2 *1%*	7 *2%*
To put things right / correct previous mistakes	1 *	1 *	1 *1%*	- -	1 *	* *	1 *1%*	- -	1 *	1 *1%*	- -	1 *	- -	* *1%*	1 *1%*	- -	* *	1 *2%*	1 *1%*	* *	1 *	1 *	1 *1%*	* *	1 *1%*	1 *	3 *1%*
To obtain better deals / offers from suppliers	1 *	1 *	* *	* 2%	1 *1%*	- -	* *	* *1%*	1 *	* *	* *2%*	1 *1%*	- -	- -	* *	* *2%*	1 *1%*	- -	1 *	- -	1 *1%*	- -	1 *1%*	1 *1%*	1 *1%*	- -	2 *1%*
Other	13 **5%ip**	11 *5%*	10 **6%if**	3 *25%*	8 *5%*	2 *7%*	* *	- -	11 *5%*	10 **7%in**	3 *36%*	8 *6%*	- -	2 *9%*	* *	- -	3 *1%*	4 *9%*	9 *5%*	4 *5%*	6 *5%*	7 *5%*	5 *9%*	5 *8%*	5 *7%*	8 *4%*	9 *3%*
Don't know	2 *1%*	1 *1%*	2 *1%*	- -	1 *	- -	1 *2%*	- -	1 *1%*	2 *1%*	- -	1 *	- -	- -	1 *1%*	- -	1 *	1 *1%*	1 *	1 *1%*	- -	2 *1%*	- -	- -	- -	2 *1%*	3 *1%*
Refused	3 *1%*	2 *1%*	1 *	- -	2 *2%*	1 *2%*	1 *1%*	- -	2 *1%*	1 *	- -	2 *2%*	- -	1 *2%*	1 *1%*	- -	3 *2%*	- -	1 *	2 *3%*	- -	3 *3%*	- -	- -	- -	3 *2%*	3 *1%*
No answer	1 *	1 *	1 *	- -	1 *	- -	- -	- -	* *	1 *	- -	* *	- -	- -	- -	- -	1 *	1 *1%*	1 *	1 *1%*	* *	1 *1%*	* *	* *	* *	1 *1%*	4 *1%*
Need money now	**120** ***46%***	**101** ***47%***	**84** ***51%***	**5** ***38%***	**75** ***52%***	**9** ***31%***	**30** ***54%***	**6** ***44%***	**98** ***47%***	**82** ***52%***	**4** ***48%***	**71** ***52%***	**1** ***50%***	**7** ***27%***	**30** ***57%***	**6** ***45%***	**85** ***50%***	**23** ***52%***	**85** ***52%***	**27** ***35%***	**72** ***55%z***	**48** ***39%***	**28** ***48%***	**30** ***51%***	**37** ***53%***	**83** ***44%***	**125** ***41%***

Participant Type : Micro, small and medium sized businesses
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 149

A14. Why did you need this working capital?

Base : All seeking finance for working capital

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	304	114	103	147	152	54	19	20	32	131	140	304
Weighted Total	259	95*	75*	114*	144*	39**	18**	11**	32**	90*	136*	304
Effective Base	141	53	44	65	75	24	9	8	19	51	71	304
To cover a short term gap until funds were received from customers	87 *34%*	33 *35%*	28 *37%*	43 *37%*	44 *30%*	11 *27%*	6 *32%*	* *2%*	9 *28%*	31 *34%*	46 *34%*	90 *30%*
As a safety net just in case	65 *25%*	18 *19%*	21 *27%*	27 **24%a**	37 *26%*	8 *20%*	3 *15%*	1 *7%*	9 *29%*	21 *23%*	35 *25%*	72 *24%*
To fund general growth	47 **18%j**	21 *22%*	14 *18%*	23 *20%*	24 *17%*	8 *20%*	2 *13%*	4 *36%*	11 *34%*	20 *23%*	16 *12%*	71 *23%*
To cover a short term gap due to unexpected expense e.g. late payment from a supplier	44 *17%*	14 *15%*	9 *12%*	15 *13%*	28 *20%*	8 *20%*	2 *14%*	3 *25%*	8 *26%*	14 *15%*	22 *16%*	46 *15%*
To continue trading / for general running of business	15 *6%*	3 *3%*	3 *4%*	4 *3%*	11 *8%*	* *1%*	- -	5 *42%*	1 *2%*	6 *6%*	9 *6%*	23 *8%*
For flexibility / convenience	14 *5%*	4 *4%*	2 *3%*	5 *4%*	10 *7%*	2 *6%*	5 *26%*	- -	2 *8%*	3 *3%*	9 *6%*	13 *4%*
For cash flow	8 *3%*	3 *3%*	1 *1%*	3 *3%*	5 *3%*	3 *8%*	- -	* *5%*	3 *9%*	1 *1%*	5 *3%*	9 *3%*
To fund export activity	5 *2%*	4 *5%*	4 *6%*	4 *4%*	* *	- -	1 *6%*	- -	3 *10%*	1 *2%*	* *	6 *2%*
For transaction security / safety	3 *1%*	* *1%*	1 *1%*	1 *1%*	2 *2%*	2 *6%*	- -	- -	- -	3 *3%*	- -	3 *1%*
To purchase stock / equipment	2 *1%*	1 *1%*	1 *1%*	1 *1%*	1 *1%*	1 *2%*	1 *3%*	* *2%*	- -	1 *1%*	1 *1%*	7 *2%*
To put things right / correct previous mistakes	1 *	1 *1%*	1 *1%*	1 *1%*	- -	1 *2%*	- -	- -	- -	* *	1 *1%*	3 *1%*
To obtain better deals / offers from suppliers	1 *	1 *1%*	- -	1 *1%*	- -	- -	- -	- -	- -	* *	1 *	2 *1%*
Other	13 *5%*	9 *9%*	8 **11%zd**	9 *8%*	4 *2%*	1 *1%*	1 *3%*	1 *5%*	- -	4 *5%*	8 *6%*	9 *3%*
Don't know	2 *1%*	1 *1%*	1 *1%*	1 *1%*	1 *	- -	- -	- -	- -	1 *1%*	1 *1%*	3 *1%*
Refused	3 *1%*	1 *1%*	1 *1%*	1 *	3 *2%*	- -	- -	- -	- -	1 *1%*	3 *2%*	3 *1%*
No answer	1 *	* *	* *	* *	1 *1%*	1 *3%*	- -	- -	- -	1 *1%*	1 *	4 *1%*
Need money now	**120** ***46%***	**46** ***48%***	**36** ***48%***	**56** ***49%***	**63** ***44%***	**16** ***41%***	**8** ***45%***	**3** ***27%***	**17** ***52%***	**41** ***46%***	**62** ***45%***	**125** ***41%***

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 150

A15. Why were you refinancing?

Base : All seeking finance for refinancing

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	24	6	8	7	3	21	-	-	4	6	20	14	2	4	4	11	2	17	3	1	15	-	3	24
Weighted Total	12**	3**	1**	***	7**	5**	-**	-**	1**	7**	12**	5**	5**	4**	1**	2**	5**	7**	1**	***	6**	-**	1**	24*
Effective Base	8	6	8	7	3	12	-	-	3	3	7	4	2	2	3	5	2	6	1	1	5	-	2	24
Looking for better deal	5	1	1	*	2	3	-	-	1	3	4	1	2	-	1	1	2	2	*	*	2	-	*	13
	41%	*36%*	*79%*	*62%*	*33%*	*51%*	-	-	*100%*	*48%*	*38%*	*24%*	*50%*	-	*100%*	*77%*	*50%*	*34%*	*10%*	*100%*	*35%*	-	*35%*	*54%*
Finance deal came to the end	1	-	*	*	-	1	-	-	*	-	*	*	-	-	-	*	-	*	*	-	*	-	*	5
	4%	-	*24%*	*42%*	-	*10%*	-	-	*12%*	-	*4%*	*9%*	-	-	-	*27%*	-	*7%*	*9%*	-	*7%*	-	*12%*	*21%*
Unhappy with current supplier	*	-	*	*	-	*	-	-	-	-	*	*	-	-	-	*	-	*	-	-	*	-	-	2
	1%	-	*9%*	*14%*	-	*4%*	-	-	-	-	*2%*	*4%*	-	-	-	*10%*	-	*3%*	-	-	*3%*	-	-	*8%*
Or another reason	9	2	*	*	7	2	-	-	-	6	9	3	5	4	*	*	5	4	1	-	3	-	*	8
	74%	*48%*	*16%*	*14%*	*100%*	*36%*	-	-	-	*85%*	*77%*	*68%*	*100%*	*100%*	*20%*	*3%*	*100%*	*57%*	*82%*	-	*55%*	-	*65%*	*33%*
Don't know	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Refused	*	*	-	-	-	*	-	-	-	*	*	-	-	-	-	-	-	*	-	-	*	-	-	1
	4%	*16%*	-	-	-	*10%*	-	-	-	*8%*	*4%*	-	-	-	-	-	-	*8%*	-	-	*8%*	-	-	*4%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A15. Why were you refinancing?

Base : All seeking finance for refinancing

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	24	4	1	6	11	2	17	3	14	8	1	3	5	10	7	2	4	18	14	10	1	-	13	7	4	-	24	24
Weighted Total	12**	1**	***	2**	9**	1**	11**	***	6**	6**	1**	1**	1**	6**	4**	2**	1**	8**	3**	9**	***	-**	3**	3**	6**	-**	12**	24*
Effective Base	8	3	1	4	4	1	7	2	5	3	1	3	4	3	3	1	3	5	8	4	1	-	8	2	3	-	8	24
Looking for better deal	5	*	*	1	3	*	4	-	2	3	-	*	*	3	2	2	*	2	2	3	-	-	2	3	*	-	5	13
	41%	*20%*	*100%*	*68%*	*37%*	*10%*	*39%*	-	*30%*	*55%*	-	*21%*	*27%*	*48%*	*34%*	*100%*	*16%*	*27%*	*58%*	*34%*	-	-	*60%*	*81%*	*4%*	-	*41%*	*54%*
Finance deal came to the end	1	*	-	*	*	-	*	*	*	*	-	-	-	*	*	-	*	*	*	*	-	-	*	*	-	-	1	5
	4%	*6%*	-	*3%*	*5%*	-	*3%*	*11%*	*5%*	*4%*	-	-	-	*6%*	*2%*	-	*3%*	*6%*	*9%*	*2%*	-	-	*9%*	*6%*	-	-	*4%*	*21%*
Unhappy with current supplier	*	*	-	-	*	-	*	-	-	*	-	-	*	*	-	-	-	*	*	-	*	-	*	*	-	-	*	2
	1%	*20%*	-	-	*1%*	-	*2%*	-	-	*3%*	-	-	*9%*	*1%*	-	-	-	*2%*	*5%*	-	*100%*	-	*2%*	*4%*	-	-	*1%*	*8%*
Or another reason	9	*	-	1	7	1	8	*	3	5	1	*	*	6	3	2	1	5	1	8	-	-	1	2	6	-	9	8
	74%	*55%*	-	*43%*	*82%*	*90%*	*75%*	*89%*	*58%*	*89%*	*100%*	*33%*	*27%*	*90%*	*66%*	*98%*	*81%*	*65%*	*31%*	*90%*	-	-	*33%*	*70%*	*100%*	-	*74%*	*33%*
Don't know	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Refused	*	-	-	-	*	-	*	-	*	-	-	*	*	-	-	-	-	*	-	*	-	-	-	*	-	-	*	1
	4%	-	-	-	*6%*	-	*4%*	-	*8%*	-	-	*46%*	*37%*	-	-	-	-	*6%*	-	*6%*	-	-	-	*15%*	-	-	*4%*	*4%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 152

A15. Why were you refinancing?

Base : All seeking finance for refinancing

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	24	22	20	5	10	4	13	7	22	20	4	10	-	4	13	7	20	2	8	15	11	13	7	8	8	16	24
Weighted Total	12**	9**	9**	4**	4**	1**	3**	2**	9**	9**	2**	4**	-**	1**	3**	2**	9**	3**	6**	6**	9**	4**	2**	2**	2**	10**	24*
Effective Base	8	7	7	2	2	3	7	4	7	7	3	2	-	3	7	4	6	1	3	5	4	8	5	5	5	6	24
Looking for better deal	5	3	5	1	1	1	2	1	3	5	1	1	-	1	2	1	2	2	*	4	3	2	1	1	1	4	13
	41%	*28%*	*49%*	*20%*	*34%*	*100%*	*51%*	*79%*	*28%*	*49%*	*50%*	*34%*	-	*100%*	*51%*	*79%*	*27%*	*63%*	*8%*	*73%*	*32%*	*61%*	*49%*	*55%*	*55%*	*38%*	*54%*
Finance deal came to the end	1	1	*	-	*	-	*	*	1	*	-	*	-	-	*	*	1	-	*	*	*	*	*	*	*	*	5
	4%	*6%*	*5%*	-	*9%*	-	*15%*	*18%*	*6%*	*5%*	-	*9%*	-	-	*15%*	*18%*	*6%*	-	*3%*	*6%*	*1%*	*11%*	*16%*	*14%*	*14%*	*2%*	*21%*
Unhappy with current supplier	*	*	*	*	*	-	*	*	*	*	*	*	-	-	*	*	*	-	-	*	*	*	-	-	-	*	2
	1%	*2%*	*2%*	*3%*	*1%*	-	*6%*	*8%*	*2%*	*2%*	*8%*	*1%*	-	-	*6%*	*8%*	*2%*	-	-	*3%*	*1%*	*2%*	-	-	-	*2%*	*8%*
Or another reason	9	7	6	3	2	-	1	-	7	6	1	2	-	-	1	-	6	3	5	4	8	1	*	*	*	9	8
	74%	*71%*	*68%*	*77%*	*64%*	-	*38%*	-	*71%*	*68%*	*42%*	*64%*	-	-	*38%*	-	*68%*	*100%*	*88%*	*61%*	*93%*	*25%*	*20%*	*18%*	*18%*	*84%*	*33%*
Don't know	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Refused	*	-	*	-	-	-	-	-	-	*	-	-	-	-	-	-	*	-	*	-	-	*	*	*	*	-	1
	4%	-	*5%*	-	-	-	-	-	-	*5%*	-	-	-	-	-	-	*6%*	-	*8%*	-	-	*14%*	*28%*	*25%*	*25%*	-	*4%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 153

A15. Why were you refinancing?

Base : All seeking finance for refinancing

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	24	12	12	15	8	5	2	2	-	14	10	24
Weighted Total	12**	4**	8**	8**	4**	2**	***	3**	-**	6**	6**	24*
Effective Base	8	8	5	5	2	3	2	1	-	5	3	24
Looking for better deal	5 *41%*	2 *55%*	4 *55%*	4 *52%*	1 *14%*	1 *69%*	* *100%*	3 *100%*	- -	2 *30%*	3 *51%*	13 *54%*
Finance deal came to the end	1 *4%*	* *3%*	* *1%*	* *1%*	* *11%*	* *11%*	* *23%*	- -	- -	* *5%*	* *3%*	5 *21%*
Unhappy with current supplier	* *1%*	* *4%*	* *2%*	* *2%*	* *1%*	* *3%*	- -	- -	- -	- -	* *3%*	2 *8%*
Or another reason	9 *74%*	1 *25%*	5 *68%*	6 *68%*	3 *88%*	* *14%*	- -	2 *91%*	- -	3 *58%*	6 *89%*	8 *33%*
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Refused	* *4%*	* *14%*	* *7%*	* *6%*	- -	* *31%*	- -	- -	- -	* *8%*	- -	1 *4%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 154

A16. What sources of information influenced your decision on which type of finance to apply for?

Base : All who sought finance in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
Previous experience from within the business (or its staff) of obtaining finance	143 **21%l**	41 **23%z**	11 **27%z**	2 **32%zade**	89 *20%*	54 *24%*	4 *8%*	24 *17%*	27 *19%*	38 *20%*	93 *23%*	55 *26%*	36 *14%*	57 **26%l**	26 **24%l**	19 **35%zl**	68 *20%*	60 *23%*	10 *26%*	3 *13%*	53 *21%*	4 *37%*	3 *30%*	219 *25%*
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	52 *8%*	12 *7%*	4 *9%*	1 **11%ze**	36 *8%*	16 *7%*	8 *17%*	14 *10%*	14 *10%*	13 *7%*	24 *6%*	12 *6%*	24 *9%*	15 *7%*	5 *4%*	5 *10%*	31 *9%*	19 *7%*	1 *3%*	1 *4%*	18 *7%*	* *3%*	1 *8%*	73 *8%*
Information / advice from banks	50 **7%c**	13 *7%*	2 *6%*	* *3%*	35 *8%*	15 *7%*	* *	7 *5%*	5 *3%*	22 *12%*	38 *9%*	16 *8%*	16 *6%*	18 *8%*	12 *11%*	3 *6%*	27 *8%*	20 *8%*	3 *6%*	* *1%*	16 *7%*	2 *20%*	1 *8%*	55 *6%*
Accountant	32 *5%*	10 *5%*	2 *6%*	* *5%*	20 *4%*	12 *5%*	* *1%*	3 *3%*	10 *7%*	6 *3%*	19 *5%*	12 *6%*	13 *5%*	* *5%*	5 *4%*	1 *2%*	21 *6%*	11 *4%*	1 *1%*	- -	10 *4%*	1 *10%*	- -	48 *5%*
Other advisor	31 *5%*	7 *4%*	2 *4%*	* *4%*	22 *5%*	9 *4%*	1 *3%*	7 *5%*	3 *2%*	10 *5%*	21 *5%*	11 *5%*	8 *3%*	10 *5%*	7 *7%*	2 *4%*	16 *5%*	11 *4%*	4 *10%*	- -	10 *4%*	1 *5%*	* *1%*	35 *4%*
Interest rates / deals / payment terms offered	28 *4%*	9 **5%z**	1 *3%*	* *3%*	18 *4%*	10 **5%b**	- -	6 *4%*	4 *3%*	10 *5%*	18 *5%*	9 *4%*	8 *3%*	12 *5%*	5 *5%*	3 *5%*	11 *3%*	11 *4%*	5 **12%zp**	1 *3%*	11 *4%*	* *	1 *6%*	34 *4%*
Existing bank / provider	23 **3%eqt**	2 *1%*	1 *2%*	* *2%*	20 *4%*	3 *2%*	- -	4 *3%*	6 *4%*	6 *3%*	13 *3%*	7 *3%*	12 *5%*	8 *4%*	- -	3 **5%n**	16 *5%*	4 *2%*	1 *1%*	3 *12%*	3 *1%*	- -	* *4%*	18 *2%*
External advisor	22 *3%*	6 *3%*	3 **8%zade**	1 **7%zd**	13 *3%*	10 *4%*	- -	* *	2 *2%*	10 *5%*	20 **5%z**	9 *4%*	10 *4%*	4 *2%*	5 *5%*	3 *5%*	13 *4%*	8 *3%*	1 *3%*	* *1%*	8 *3%*	* *2%*	* *2%*	44 *5%*
Information from provider / supplier / dealer / manufacturer	20 **3%a**	4 *2%*	2 **5%ze**	* *3%*	14 *3%*	6 *3%*	2 *5%*	8 *6%*	2 *2%*	4 *2%*	10 *2%*	6 *3%*	7 *3%*	9 *4%*	2 *2%*	1 *3%*	9 *3%*	8 *3%*	1 *2%*	* *1%*	9 *4%*	1 *6%*	* *1%*	29 *3%*
Ease of use / accessibility / convenience	19 **3%a**	3 *2%*	1 *3%*	- -	15 *3%*	4 *2%*	2 *5%*	3 *2%*	3 *2%*	4 *2%*	10 *3%*	7 *3%*	5 *2%*	6 *3%*	2 *1%*	1 *1%*	12 *4%*	6 *2%*	- -	1 *2%*	5 *2%*	* *3%*	* *3%*	19 *2%*
Information from Google / search engines	18 *3%*	7 **4%z**	1 *3%*	* *1%	9 *2%*	9 **4%c**	- -	1 *1%*	3 *2%*	7 *4%*	14 *3%*	6 *3%*	6 *2%*	8 *4%*	1 *1%*	1 *2%*	6 *2%*	11 **4%z**	* *1%	- -	11 **4%z**	1 *5%*	* *1%	26 *3%*
None / myself / own knowledge	14 **2%bj**	3 *2%*	* *	* *1%	10 *2%*	3 *1%*	2 *5%*	4 *3%*	6 *4%*	1 *	4 *1%	3 *1%	6 *2%*	3 *1%	2 *2%	* *	7 *2%*	6 *2%	* *1%	* *	6 *2%	- -	- -	13 *1%*
Adverts (not specified)	12 **2%eqt**	- -	* **1%ae**	- -	12 **3%ae**	* *	4 *9%*	4 *3%*	- -	5 *3%*	8 *2%*	3 *1%*	9 *4%*	3 *1%*	* *	* *	12 **4%qt**	* *	- -	- -	* *	- -	- -	7 *1%*
Only available option / most likely to be approved	12 *2%*	3 *2%*	* *1%	- -	9 *2%*	3 *1%*	3 *7%*	4 *3%*	* *	6 *3%*	8 *2%*	2 *1%*	4 *1%*	1 *	5 **4%zm**	* *1%	6 *2%*	5 *2%*	1 *3%	- -	4 *2%*	- -	1 *6%*	11 *1%*
Comparison websites	10 **1%a**	2 *1%*	* *1%	- -	8 *2%*	2 *1%*	- -	5 *4%*	2 *1%*	3 *1%*	3 *1%*	* *	1 *	6 *3%*	3 **3%l**	- -	3 *1%*	4 *1%	2 **6%zp**	* *1%	4 *1%	- -	- -	8 *1%*
Information from the suppliers / providers website	9 **1%a**	1 *1%*	- -	* **1%b**	8 *2%*	1 *	- -	* *	- -	1 *	8 *2%*	8 **4%z**	5 *2%*	3 *1%*	- -	1 *1%*	8 *2%*	1 *	* *	* *	1 *	- -	- -	7 *1%*
Knowing the price / cost	8 *1%*	2 *1%*	1 *2%*	* *1%	5 *1%*	3 *1%*	- -	- -	3 *2%*	3 *2%*	5 *1%*	2 *1%*	- -	6 *3%*	* *	1 **2%l**	5 *2%*	3 *1%	* *1%	- -	3 *1%*	* *1%	- -	12 *1%*
Social media	7 *1%*	- -	* *	* **1%ae**	7 *2%*	* *	- -	2 *1%*	3 *2%*	* *	3 *1%*	3 *1%*	2 *1%*	5 *2%*	- -	* *	3 *1%*	5 *2%	- -	- -	4 *2%*	* *1%	- -	5 *1%*
Various sources	6 *1%*	- -	* **1%a**	* **1%ae**	6 *1%*	* *	- -	- -	3 *2%*	* *	3 *1%*	2 *1%*	3 *1%*	- -	* *	2 **5%zmn**	3 *1%*	2 *1%	* *1%	- -	- -	2 *20%*	* **1%l**	4 *
Information from local council / council website	4 *1%*	1 *	* *1%	- -	2 *1%*	1 *1%*	- -	1 *1%*	- -	3 *1%*	3 *1%*	* *	2 *1%*	* *	* *	- -	- -	3 **1%z**	- -	* *1%	3 *1%*	- -	- -	5 *1%*
Other businesses / companies in same sector	4 *1%*	1 *	- -	- -	3 *1%*	1 *	- -	- -	* *	3 *2%*	3 *1%*	- -	3 *1%*	* *	* *	- -	3 *1%*	1 *	- -	- -	1 *	- -	- -	3 *
Previous experience / relationship with provider	3 *1%*	3 **2%zd**	* **1%d**	* **1%d**	- -	3 **2%d**	- -	1 *	* *	1 *1%*	2 *1%*	1 *	- -	2 *1%*	1 *1%*	* *	* *	2 *1%	* *1%	* *	2 *1%	- -	* *2%	10 *1%*
Information received in emails	3 *	1 *	* *1%	- -	2 *1%	1 *	2 *5%	2 *2%	- -	1 *	1 *	* *	2 *1%	- -	1 *	* *1%	2 *1%	1 *	- -	- -	1 *	- -	- -	4 *
Local government / authority	3 *	1 *	* *1%	- -	2 *1%	1 *	- -	3 *2%	- -	- -	* *	* *	- -	1 *	* *	- -	- -	3 *1%	- -	1 *3%	3 *1%	- -	- -	4 *
Energy trust	2 *	- -	- -	- -	2 *	- -	- -	- -	- -	- -	2 *	2 *1%	2 *1%	- -	- -	- -	2 *1%	- -	- -	- -	- -	- -	- -	1 *
Government - Ministerial speeches/ reports	1 *	1 **1%z**	* *d	* **1%d**	- -	1 *1%*	- -	- -	- -	- -	1 *	1 *1%*	- -	1 *1%	- -	* *	- -	1 *	- -	1 *2%	1 *	- -	- -	4 *
Information from friends / family	1 *	1 **1%z**	* *d	- -	- -	1 *1%*	1 *1%*	* *	* *	* *	* *	- -	- -	1 *	* *	- -	- -	1 *1%	- -	- -	1 *1%	- -	- -	3 *
Information from .gov website	1 *	1 **1%z**	- -	- -	- -	1 *1%*	- -	1 *	- -	* *	* *	- -	- -	1 *	* *	- -	- -	1 *	- -	- -	1 *	- -	- -	2 *
Times / Sunday times	1 *	1 **1%z**	- -	- -	- -	1 *1%*	- -	- -	1 *	* *	* *	- -	- -	- -	- -	1 **1%zl**	- -	1 *	- -	- -	1 *	- -	- -	2 *
Guardian newspaper	1 *	1 *z	- -	- -	- -	1 *	- -	- -	* *	* *	* *	- -	- -	- -	* *	- -	- -	1 *	- -	- -	* *	- -	- -	2 *
Trust / foundation (not specified)	1 *	1 *z	* *zd	* **1%d**	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	- -	* *	- -	- -	- -	* 1%	1 *	- -	* *	3 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	1 *z	- -	* **1%zd**	- -	1 *	- -	- -	- -	1 *	1 *	* *	- -	1 *	- -	* *	- -	- -	- -	1 *2%	- -	- -	- -	2 *
We have to apply / it`s compulsory	1 *	1 *z	- -	- -	- -	1 *	- -	- -	- -	1 *	1 *	- -	- -	1 *	- -	- -	- -	- -	- -	1 *2%	- -	- -	- -	1 *
Business gateway	* *	* *z	- -	- -	- -	* *	- -	* *	- -	- -	- -	- -	- -	* *	- -	- -	- -	- -	* 1%	- -	- -	- -	- -	1 *
Current affairs programme	* *	* *z	- -	- -	- -	* *	- -	- -	* *	- -	- -	- -	- -	* *	- -	- -	- -	- -	* 1%	- -	- -	- -	- -	1 *
Information received in the post	* *	* *z	- -	- -	- -	* *	- -	- -	- -	* *	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	* *	- -	- -	1 *
Mentor	* *	- -	* *zd	- **2%zade**	- -	* *	- -	- -	- -	* *	* *	- -	- -	- -	- -	* **1%z**	- -	* *	- -	- -	* *	- -	* **1%p**	3 *
Other	33 **5%al**	4 *2%*	2 *4%*	* *3%	27 *6%*	6 *3%*	7 *15%*	15 **11%zij**	5 *4%*	1 *1%*	14 **3%l**	12 **6%lj**	20 *8%*	6 *3%*	2 *2%*	1 *2%*	17 *5%*	9 *3%*	1 *2%	7 *26%	8 *3%*	1 *5%*	* *1%	32 *4%*
No sources/nothing	132 **19%bko**	35 *20%*	6 *14%*	1 *20%*	90 *20%*	42 **19%b**	10 *21%*	26 *19%*	38 **27%k**	42 *22%*	68 **17%k**	27 *13%*	54 *21%*	46 **21%e**	19 *18%*	6 *11%*	58 *17%*	52 *20%*	7 *17%*	5 *18%*	53 *21%*	1 *12%*	2 *16%*	158 *18%*
Don't know	37 *5%*	13 **7%z**	2 *5%*	1 *8%*	21 *5%*	16 *7%*	1 *3%*	4 *3%*	5 *4%*	12 *6%*	28 *7%*	16 *8%*	21 *8%*	6 *3%*	7 *6%*	3 *6%*	20 *6%*	13 *5%*	1 *3%	3 *11%	11 *5%*	* *	2 **15%zpqrt**	59 *7%*
No Answer	1 *	1 *z	* *d	- -	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	- -	* *	1 *	* *	- -	- -	* *	- -	- -	2 *
Refused	3 *	- -	- -	- -	3 *1%*	- -	- -	- -	3 **2%j**	- -	- -	- -	- -	- -	3 **3%zlm**	- -	- -	- -	- -	- -	3 *1%*	- -	- -	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 155

A16. What sources of information influenced your decision on which type of finance to apply for?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	302	31	-	517	163	206	-	886	886
Weighted Total	682	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
Previous experience from within the business (or its staff) of obtaining finance	143 *21%*	19 *25%*	19 *16%*	29 *20%*	52 *26%*	25 *17%*	92 *23%*	17 *18%*	65 *21%*	48 *18%*	25 *31%*	17 *22%*	50 *22%*	45 *18%*	47 *26%*	19 *14%*	37 *18%*	87 **26%zo**	92 *24%*	51 *17%*	13 *34%*	-	79 *23%*	30 *21%*	34 *17%*	-	143 *21%*	219 *25%*
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	52 *8%*	2 *3%*	11 *9%*	10 *7%*	21 *10%*	8 *6%*	23 *6%*	10 *10%*	23 *7%*	18 *7%*	8 *10%*	2 *2%*	18 *8%*	16 *6%*	17 *10%*	14 *10%*	13 *6%*	25 *8%*	27 *7%*	25 *8%*	2 *6%*	-	25 *7%*	17 *12%*	11 *6%*	-	52 *8%*	73 *8%*
Information / advice from banks	50 **7%m**	6 *8%*	6 *5%*	13 *9%*	10 *5%*	14 *10%*	33 *8%*	4 *4%*	20 *6%*	21 *8%*	8 *10%*	4 *6%*	19 *8%*	7 *3%*	22 **12%zm**	8 *6%*	16 *8%*	25 *8%*	33 *9%*	17 *6%*	5 *14%*	-	27 *8%*	13 *9%*	9 *5%*	-	50 *7%*	55 *6%*
Accountant	32 *5%*	6 *8%*	6 *5%*	7 *5%*	9 *4%*	4 *3%*	16 *4%*	7 *7%*	17 *6%*	8 *3%*	6 *7%*	3 *3%*	10 *4%*	13 *5%*	8 *4%*	6 *4%*	14 *7%*	12 *4%*	19 *5%*	14 *5%*	2 *5%*	-	17 *5%*	9 *6%*	7 *3%*	-	32 *5%*	48 *5%*
Other advisor	31 **5%kl**	* *	8 *6%*	11 **8%a**	6 *3%*	6 *4%*	24 *6%*	1 *1%*	12 *4%*	14 *5%*	6 *7%*	1 *2%*	4 *2%*	19 **8%zl**	9 *5%*	8 *6%*	7 *3%*	16 *5%*	19 *5%*	13 *4%*	- -	-	19 *5%*	2 *1%*	11 *5%*	-	31 *5%*	35 *4%*
Interest rates / deals / payment terms offered	28 **4%r**	1 *1%*	6 *5%*	6 *4%*	14 *7%*	1 *1%*	13 *3%*	9 **10%zf**	8 *3%*	17 *7%*	3 *3%*	4 *5%*	9 *4%*	14 *6%*	4 *2%*	5 *3%*	11 *5%*	13 *4%*	9 *2%*	19 *6%*	- -	-	9 *3%*	4 *2%*	16 **8%zvA**	-	28 *4%*	34 *4%*
Existing bank / provider	23 **3%q**	3 *5%*	3 *3%*	8 *6%*	3 *1%*	5 *4%*	20 *5%*	1 *1%*	11 *4%*	7 *3%*	5 *6%*	2 *3%*	9 *4%*	6 *3%*	6 *3%*	10 **7%q**	9 *5%*	4 *1%*	9 *2%*	14 *5%*	- -	-	9 *3%*	3 *2%*	10 *5%*	-	23 *3%*	18 *2%*
External advisor	22 *3%*	3 *4%*	6 *5%*	3 *2%*	10 *5%*	1 *1%*	15 *4%*	3 *3%*	10 *3%*	11 *4%*	1 *1%*	1 *2%*	10 *4%*	9 *4%*	4 *2%*	6 *4%*	7 *3%*	10 *3%*	9 *2%*	13 *4%*	1 *1%*	-	9 *2%*	6 *4%*	8 *4%*	-	22 *3%*	44 *5%*
Information from provider / supplier / dealer / manufacturer	20 *3%*	3 **4%c**	7 **6%c**	- -	4 *2%*	5 *4%*	9 *2%*	3 *4%*	12 *4%*	7 *3%*	* *1%*	1 *1%*	8 *4%*	8 *3%*	4 *2%*	5 *3%*	4 *2%*	12 *3%*	12 *3%*	8 *3%*	* *1%*	-	12 *3%*	6 *4%*	2 *1%*	-	20 *3%*	29 *3%*
Ease of use / accessibility / convenience	19 **3%l**	1 *2%*	4 *3%*	* *	8 *4%*	5 *3%*	10 *2%*	3 *3%*	12 *4%*	6 *2%*	- -	5 *6%*	1 *1%*	12 **5%l**	6 *3%*	6 *4%*	1 *1%*	12 *4%*	12 *3%*	7 *2%*	* *	-	12 *4%*	- -	7 *3%*	-	19 *3%*	19 *2%*
Information from Google / search engines	18 *3%*	2 *3%*	2 *2%*	2 *1%*	6 *3%*	6 *4%*	14 *3%*	* *1%	9 *3%*	6 *2%*	2 *3%*	2 *2%*	6 *2%*	6 *2%*	4 *2%*	1 *1%*	4 *2%*	13 *4%*	13 *3%*	5 *2%*	- -	-	13 *4%*	* *	4 *2%*	-	18 *3%*	26 *3%*
None / myself / own knowledge	14 *2%*	1 *1%*	- -	4 *3%*	8 *4%*	1 *1%*	5 *1%*	1 *1%*	6 *2%*	3 *1%*	4 *5%*	- -	4 *2%*	6 *2%*	4 *2%*	5 *3%*	1 *1%*	7 *2%*	11 *3%*	3 *1%*	3 *9%*	-	7 *2%*	4 *3%*	2 *1%*	-	14 *2%*	13 *1%*
Adverts (not specified)	12 **2%q**	2 *2%*	6 *5%*	- -	2 *1%*	3 *2%*	9 *2%*	3 *3%*	4 *1%*	8 *3%*	- -	- -	4 *2%*	5 *2%*	2 *1%*	4 **3%q**	8 **4%q**	* *	10 *3%*	3 *1%*	2 *6%*	-	7 *2%*	- -	5 *3%*	-	12 *2%*	7 *1%*
Only available option / most likely to be approved	12 *2%*	1 *1%*	6 **5%d**	4 *3%*	* *	1 *1%*	8 *2%*	1 *1%*	4 *1%*	4 *2%*	3 *4%*	1 *1%*	2 *1%*	7 *3%*	4 *2%*	3 *2%*	5 *2%*	5 *1%*	10 *3%*	1 *	3 *7%	-	8 *2%*	1 *	4 *2%*	-	12 *2%*	11 *1%*
Comparison websites	10 *1%*	- -	3 *2%*	1 *	3 *2%*	3 *2%*	4 *1%*	2 *3%*	6 *2%*	2 *1%*	1 *1%*	* *1%	5 *2%*	3 *1%*	1 *1%*	5 *4%*	1 *	4 *1%	4 *1%	5 *2%	- -	-	4 *1%	- -	5 *3%	-	10 *1%	8 *1%
Information from the suppliers / providers website	9 **1%l**	* *1%	3 *3%	- -	2 *1%	2 *2%	* *	5 **5%zf**	3 *1%	5 *2%	- -	* *	1 *	8 **3%z**	* *	- -	5 *3%	3 *1%	6 *2%	3 *1%	- -	-	6 *2%	- -	3 *1%	-	9 *1%	7 *1%
Knowing the price / cost	8 *1%*	* *	3 *2%*	2 *1%*	4 *2%*	* *	4 *1%*	1 *1%*	7 *2%*	1 *	* *1%	2 *3%	1 *	4 *1%	4 *2%*	1 *	- -	8 *2%	6 *2%	2 *1%	* *	-	6 *2%	2 *1%	* *	-	8 *1%	12 *1%*
Social media	7 *1%*	2 **3%d**	5 **4%zd**	- -	- -	- -	3 *1%*	2 *2%*	3 *1%*	- -	2 *2%*	* *	2 *1%*	3 *1%*	3 *2%*	- -	4 *2%*	3 *1%*	7 *2%*	- -	3 *7%	-	5 *1%*	3 *2%	- -	-	7 *1%*	5 *1%*
Various sources	6 **1%dlrv**	- -	- -	3 *2%*	2 *1%*	- -	* *	3 **3%l**	* *	3 *1%*	2 *3%*	- -	* *	- -	6 **3%zm**	- -	3 *2%*	3 *1%*	* *	6 *2%	- -	-	* *	- -	6 **3%zvA**	-	6 **1%w**	4 *
Information from local council / council website	4 *1%*	* *	- -	- -	* *	3 *2%*	1 *	- -	1 *	3 *1%	- -	1 *1%	3 *1%	1 *	* *	- -	- -	4 *1%	3 *1%	1 *	- -	-	3 *1%	1 *	- -	-	4 *1%	5 *1%*
Other businesses / companies in same sector	4 *1%*	* *	3 *2%	- -	* *	- -	1 *	3 **3%zf**	* *	3 *1%	- -	- -	3 *1%	- -	* *	3 *2%	* *	* *	3 *1%	* *	- -	-	3 *1%	* *	- -	-	4 *1%	3 *
Previous experience / relationship with provider	3 *1%*	1 *1%*	- -	1 *	2 *1%	- -	2 *1%	* *	3 *1%	1 *	- -	* *1%	1 *	2 *1%	1 *1%	- -	1 *1%	2 *1%	2 *1%	1 *	- -	-	2 *1%	1 *	1 *	-	3 *1%	10 *1%*
Information received in emails	3 *	- -	* *	- -	2 *1%	1 *	3 *1%	- -	3 *1%	- -	1 *1%	- -	* *	3 *1%	1 *	- -	3 *1%	1 *	3 *1%	- -	- -	-	3 *1%	- -	- -	-	3 *	4 *
Local government / authority	3 *	* *	- -	- -	- -	3 *2%	3 *1%	- -	1 *	* *	2 *3%	- -	- -	* *	1 *	* *	1 *1%	2 *1%	3 *1%	* *	- -	-	3 *1%	- -	* *	-	3 *	4 *
Energy trust	2 *	2 **2%z**	- -	- -	- -	- -	- -	- -	- -	2 *1%	- -	- -	- -	- -	- -	- -	2 *1%	- -	2 *	- -	2 *4%	-	- -	2 *1%	- -	-	2 *	1 *
Government - Ministerial speeches/ reports	1 *	* *	- -	1 *	* *	1 *	1 *	- -	1 *	1 *	- -	- -	* *	- -	1 *1%	- -	- -	1 *	1 *	1 *	- -	-	1 *	1 *	* *	-	1 *	4 *
Information from friends / family	1 *	- -	- -	1 *	1 *	- -	1 *	- -	1 *	* *	- -	- -	1 *	1 *	- -	* *	1 *1%	- -	1 *	1 *	- -	-	1 *	- -	1 *	-	1 *	3 *
Information from .gov website	1 *	- -	- -	1 *	* *	- -	- -	- -	1 *	- -	- -	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *2%	-	* *	- -	1 *	-	1 *	2 *
Times / Sunday times	1 *	- -	- -	1 *	* *	- -	1 *	- -	1 *	- -	- -	1 *1%	* *	1 *	- -	- -	1 *	* *	1 *	* *	- -	-	1 *	* *	- -	-	1 *	2 *
Guardian newspaper	1 *	* *	- -	- -	* *	- -	1 *	- -	1 *	- -	- -	* *1%	* *	- -	* *	- -	- -	1 *	* *	* *	- -	-	* *	* *	- -	-	1 *	2 *
Trust / foundation (not specified)	1 *	* *	- -	- -	- -	1 *	1 *	* *	* *	1 *	- -	- -	- -	* *	1 *	- -	1 *	* *	1 *	* *	- -	-	1 *	* *	- -	-	1 *	3 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	* *	- -	1 *1%	- -	1 *	* *	- -	- -	1 *	- -	1 *	- -	-	- -	1 *	* *	-	1 *	2 *
We have to apply / it`s compulsory	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	- -	- -	- -	1 *	- -	- -	- -	1 *	- -	1 *	- -	- -	-	1 *	- -	- -	-	1 *	1 *
Business gateway	* *	* *	- -	- -	- -	- -	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	-	* *	- -	- -	-	* *	1 *
Current affairs programme	* *	* *	- -	- -	- -	- -	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	* *	- -	* *	- -	-	- -	* *	- -	-	* *	1 *
Information received in the post	* *	* *	- -	- -	- -	- -	* *	- -	* *	- -	- -	- -	- -	* *	- -	- -	- -	* *	* *	- -	- -	-	* *	- -	- -	-	* *	1 *
Mentor	* *	- -	- -	* *	* *	- -	* *	- -	* *	* *	- -	* *	- -	* *	* *	- -	- -	* *	* *	* *	- -	-	* *	* *	* *	-	* *	3 *
Other	33 **5%blm**	2 *3%*	* *	8 *6%*	6 *3%*	16 **11%zbd**	12 *3%*	* *	18 *6%*	10 *4%*	3 *3%*	7 *9%*	13 *6%*	5 *2%*	9 *5%*	5 *3%*	8 *4%*	20 *6%*	15 *4%*	18 *6%*	- -	-	15 *5%*	7 *5%*	11 *6%*	-	33 *5%*	32 *4%*
No sources/nothing	132 *19%*	11 *15%*	29 *24%*	31 *21%*	41 *21%*	21 *15%*	84 *21%*	14 *15%*	63 *20%*	52 *19%*	10 *12%*	25 **32%zhj**	44 *19%*	48 *20%*	32 *18%*	22 *15%*	48 *23%*	63 *19%*	70 *18%*	62 *21%*	1 *3%	-	69 *20%*	32 *22%*	31 *16%*	-	132 *19%*	158 *18%*
Don't know	37 **5%w**	9 **13%zbc**	2 *2%*	5 *3%*	10 *5%*	11 *8%*	22 *5%*	6 *6%*	17 *5%*	17 *6%*	3 *4%*	2 *2%*	7 *3%*	22 **9%z**	5 *3%*	9 *6%*	7 *4%*	21 *6%*	16 *4%*	22 *7%*	5 *12%	-	11 *3%*	13 *9%*	14 *7%*	-	37 **5%w**	59 *7%*
No Answer	1 *	- -	- -	1 *	* *	- -	1 *	- -	1 *	- -	- -	- -	- -	1 *	- -	1 *	- -	* *	1 *	- -	- -	-	1 *	- -	- -	-	1 *	2 *
Refused	3 *	- -	- -	3 *2%	- -	- -	3 *1%	- -	- -	- -	3 **4%zhi**	- -	- -	- -	3 *2%	3 *2%	- -	- -	- -	3 *1%	- -	-	- -	- -	3 *2%	-	3 *	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 156

A16. What sources of information influenced your decision on which type of finance to apply for?

Base : All who sought finance in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
Previous experience from within the business (or its staff) of obtaining finance	143 **21%esuy**	125 **26%bef**	67 *19%*	11 *25%*	82 **29%befg**	10 *11%*	40 *19%*	4 *12%*	118 **26%ilmn**	85 *19%*	7 *20%*	76 **29%ilmn**	1 *18%*	9 *14%*	38 *19%*	4 *13%*	100 *22%*	20 *17%*	97 *23%*	37 *15%*	84 **29%zu**	56 *15%*	42 **32%xy**	44 **33%xy**	47 **30%xy**	96 *18%*	219 *25%*
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	52 **8%ahtw**	26 *5%*	46 **10%zad**	6 *15%*	14 *5%*	10 *10%*	20 **10%ad**	5 **15%ad**	25 *5%*	46 **10%ihk**	6 *18%*	14 *5%*	* *2%*	7 *9%*	20 **10%hk**	5 **16%hk**	38 *8%*	4 *3%*	32 *8%*	20 *8%*	8 *3%*	41 **11%zt**	9 **7%w**	3 *2%*	9 **6%w**	43 *8%*	73 *8%*
Information / advice from banks	50 **7%biu**	48 **10%abe**	26 *6%*	1 *3%*	33 **12%zbef**	2 *2%*	14 *7%*	2 *6%*	48 **10%ilmn**	23 *5%*	1 *2%*	33 **13%ilmn**	- -	2 *3%*	12 *6%*	1 *4%*	31 *7%*	13 *11%*	28 *7%*	19 *8%*	31 **11%zu**	18 *5%*	11 *9%*	14 *10%*	14 *9%*	36 *7%*	55 *6%*
Accountant	32 *5%*	25 *5%*	27 *6%*	2 *5%*	14 *5%*	2 *3%*	15 *7%*	1 *4%*	22 *5%*	26 *6%*	2 *6%*	11 *4%*	- -	2 *3%*	15 *7%*	1 *4%*	23 *5%*	6 *5%*	19 *5%*	13 *5%*	12 *4%*	21 *6%*	4 *3%*	4 *3%*	4 *3%*	28 *5%*	48 *5%*
Other advisor	31 *5%*	29 **6%b**	16 *4%*	11 *25%*	16 *6%*	2 *3%*	11 *5%*	1 *5%*	29 **6%zi**	16 *4%*	11 *31%*	16 *6%*	- -	2 *2%*	11 *5%*	1 *3%*	22 *5%*	5 *4%*	15 *4%*	15 *6%*	17 *6%*	14 *4%*	7 *5%*	5 *4%*	8 *5%*	23 *5%*	35 *4%*
Interest rates / deals / payment terms offered	28 **4%r**	19 *4%*	24 *5%*	1 *2%*	12 *4%*	2 *2%*	13 *6%*	1 *2%*	15 *3%*	24 **6%h**	* *1%*	12 *4%*	- -	2 *3%*	13 **7%h**	1 *3%*	24 *5%*	4 *4%*	6 *2%*	19 **8%r**	8 *3%*	17 *5%*	2 *2%*	2 *2%*	3 *2%*	25 *5%*	34 *4%*
Existing bank / provider	23 **3%ilns**	19 **4%l**	12 **3%l**	4 *9%*	12 **4%l**	5 **6%l**	1 *1%*	* *1%*	19 **4%ln**	9 *2%*	4 *11%*	12 **5%ln**	- -	* *	1 *1%*	* *1%*	16 *3%*	7 *6%*	21 **5%zs**	2 *1%*	15 *5%*	8 *2%*	5 *4%*	8 *6%*	8 *5%*	15 *3%*	18 *2%*
External advisor	22 *3%*	18 *4%*	17 *4%*	1 *3%*	13 *5%*	4 *5%*	10 *5%*	* *1%*	18 *4%*	15 *3%*	1 *3%*	13 *5%*	* *1%*	2 *2%*	10 *5%*	* *1%*	20 *4%*	3 *2%*	11 *3%*	11 *5%*	9 *3%*	13 *3%*	6 *5%*	4 *3%*	6 *4%*	16 *3%*	44 *5%*
Information from provider / supplier / dealer / manufacturer	20 **3%r**	16 *3%*	20 **4%z**	3 *7%*	11 *4%*	5 *5%*	20 **9%zabd**	1 *2%*	16 *3%*	20 **5%z**	* *1%*	11 *4%*	* *1%*	5 *7%*	17 **9%zhik**	1 *2%*	16 *4%*	1 *	6 *2%*	14 **6%zr**	6 *2%*	13 *4%*	4 *3%*	3 *2%*	4 *2%*	16 *3%*	29 *3%*
Ease of use / accessibility / convenience	19 **3%p**	19 *4%*	11 *2%*	3 *6%*	9 *3%*	3 *3%*	6 *3%*	2 **8%b**	16 *4%*	11 *2%*	3 *8%*	7 *3%*	3 *56%*	3 *4%*	6 *3%*	2 **8%l**	7 *2%*	9 **8%zp**	9 *2%*	10 *4%*	7 *2%*	12 *3%*	4 **3%w**	1 *1%*	4 **3%w**	12 *2%*	19 *2%*
Information from Google / search engines	18 **3%r**	15 *3%*	15 *3%*	3 *6%*	9 *3%*	1 *2%*	10 **5%z**	3 **8%ze**	15 *3%*	15 *3%*	3 *8%*	9 *3%*	- -	1 *2%*	10 **5%z**	3 **9%z**	12 *3%*	6 *5%*	* *	15 **6%zr**	6 *2%*	11 *3%*	2 *2%*	2 *2%*	2 *1%*	15 *3%*	26 *3%*
None / myself / own knowledge	14 **2%ino**	8 *2%*	11 **2%l**	1 *1%*	4 *2%*	- -	1 *	1 *2%*	8 *2%*	11 **2%n**	1 *1%*	4 *2%*	- -	- -	1 *	1 *2%*	5 *1%*	3 *2%*	7 *2%*	6 *3%*	3 *1%*	10 *3%*	1 *1%*	1 *1%*	1 *1%*	13 *2%*	13 *1%*
Adverts (not specified)	12 **2%bin**	12 **3%bf**	* *	- -	7 **3%bf**	* *	* *	* *1%*	11 **2%in**	* *	- -	5 **2%l**	- -	* *	* *	* *1%*	8 *2%*	4 *4%*	7 *2%*	6 *2%*	9 *3%*	3 *1%*	- -	- -	- -	12 *2%*	7 *1%*
Only available option / most likely to be approved	12 **2%h**	8 *2%*	11 *2%*	1 *1%*	5 *2%*	3 *3%*	2 *1%*	1 *3%*	2 *	11 **2%h**	1 *1%*	2 *1%*	* *3%	3 **4%hk**	2 *1%*	1 *3%*	5 *2%*	4 *3%*	9 *2%*	3 *1%*	8 *3%*	4 *1%*	1 *	5 *	1 *1%*	11 *2%*	11 *1%*
Comparison websites	10 **1%d**	9 **2%d**	4 *1%*	- -	1 *	1 *1%*	3 *1%*	- -	9 **2%d**	3 *1%*	- -	- -	- -	* *1%*	3 *1%*	- -	6 *1%*	3 *2%*	5 *1%*	4 *2%*	3 *1%*	6 *2%*	- -	- -	- -	10 *2%*	8 *1%*
Information from the suppliers / providers website	9 *1%*	8 *2%*	4 *1%*	- -	2 *1%*	* *	3 *2%*	* *	8 *2%*	4 *1%*	- -	2 *1%*	* *1%	* *1%	3 *2%*	* *	3 *1%*	- -	3 *1%*	6 *2%*	- -	9 *2%*	* *	* *	* *	8 *2%*	7 *1%*
Knowing the price / cost	8 **1%p**	8 *2%*	8 *2%*	1 *2%*	4 *1%*	1 *1%*	5 *2%*	* *1%	8 *2%*	8 *2%*	1 *2%*	4 *1%*	- -	1 *2%*	5 *2%*	* *1%	2 *1%*	6 **5%zp**	5 *1%*	4 *1%*	2 *1%*	7 *2%*	3 **2%w**	1 *	3 **2%w**	5 *1%*	12 *1%*
Social media	7 *1%*	5 *1%*	7 *2%*	- -	2 *1%*	- -	5 *2%*	* *1%	5 *1%*	7 *2%*	- -	2 *1%*	- -	- -	5 *2%*	* *1%	3 *1%*	- -	5 *1%*	2 *1%*	2 *1%*	6 *2%*	* *	* *	* *	7 *1%*	5 *1%*
Various sources	6 *1%*	3 *1%*	6 *1%*	* *	3 *1%*	- -	3 *2%*	* *1%	3 *1%*	6 *1%*	* *	3 *1%*	- -	- -	3 *2%*	* *1%	6 *1%*	- -	3 *1%*	3 *1%*	2 *1%*	3 *1%*	2 *2%*	2 *2%*	2 *2%*	3 *1%*	4 *
Information from local council / council website	4 *1%*	- -	3 *1%*	- -	- -	3 **4%zabdf**	* *	- -	- -	3 *1%*	- -	- -	- -	3 **5%hikn**	* *	- -	3 *1%*	* *	1 *	3 *1%*	- -	4 *1%*	1 *1%*	1 *1%*	1 *	3 *1%*	5 *1%*
Other businesses / companies in same sector	4 *1%*	1 *	4 *1%*	- -	1 *	- -	1 *	- -	1 *	4 *1%*	- -	1 *	- -	- -	1 *	- -	1 *	- -	* *	* *	3 *1%	* *	- -	- -	- -	4 *1%	3 *
Previous experience / relationship with provider	3 *1%*	3 *1%*	3 *1%*	* *	2 *1%*	2 *2%*	2 *1%*	- -	3 *1%*	3 *1%*	* *	2 *1%*	- -	1 *1%*	2 *1%*	- -	3 *1%*	* *	1 *	2 *1%*	2 *1%*	2 *1%*	1 *1%*	1 *1%*	1 *1%*	2 *	10 *1%*
Information received in emails	3 *	3 *1%*	1 *	- -	3 *1%*	1 *1%*	* *	* *1%	3 *1%*	1 *	- -	3 *1%*	- -	* *	* *	* *1%	3 *1%*	1 *	3 *1%*	* *	3 *1%	1 *	1 *	- -	1 *	3 *1%	4 *
Local government / authority	3 *	- -	3 *1%*	- -	- -	3 **3%zabdf**	* *	1 **2%ad**	- -	3 *1%*	- -	- -	- -	3 **4%hikn**	* *	1 **2%hk**	1 *	* *	3 *1%*	1 *	- -	3 *1%*	* *	* *	* *	2 *	4 *
Energy trust	2 *	2 *	2 *	- -	2 *1%*	- -	2 *1%*	- -	2 *	2 *	- -	2 *1%*	- -	- -	2 *1%*	- -	2 *	- -	- -	2 *1%*	2 *	- -	- -	- -	- -	2 *	1 *
Government - Ministerial speeches/ reports	1 *	* *	1 *	- -	* *	1 **1%a**	1 *	- -	* *	1 *	- -	- -	- -	1 **2%hik**	1 *	- -	1 *	- -	1 *	* *	* *	1 *	* *	* *	* *	1 *	4 *
Information from friends / family	1 *	1 *	1 *	1 *2%*	1 *	- -	1 *1%*	1 **2%za**	1 *	1 *	1 *2%*	1 *	- -	- -	1 *1%*	1 **2%h**	1 *	1 *1%*	1 *	* *	1 *	1 *	- -	- -	- -	1 *	3 *
Information from .gov website	1 *	1 *	1 *	1 *2%*	1 *	1 *1%*	1 *	* **2%z**	1 *	1 *	- -	- -	- -	1 **2%z**	- -	- -	1 *	- -	* *	1 *	1 *	* *	1 *1%	1 *1%	1 *1%	- -	2 *
Times / Sunday times	1 *	1 *	1 *	- -	1 *	- -	- -	- -	1 *	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	1 *	- -	1 *	* *	1 *1%	1 *1%	1 *1%	- -	2 *
Guardian newspaper	1 *	* *	1 *	- -	* *	* *	* *	* *1%	* *	1 *	- -	* *	- -	* *	* *	* *1%	* *	- -	1 *	- -	- -	* *	1 *1%	1 *1%	1 *1%	- -	2 *
Trust / foundation (not specified)	1 *	* *	1 *	- -	* *	1 *1%	* *	- -	* *	1 *	- -	* *	- -	1 **1%h**	* *	- -	* *	- -	- -	1 *	- -	1 *	* *	* *	* *	1 *	3 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	- -	1 *	- -	- -	1 *1%*	1 *	- -	- -	1 *	- -	- -	- -	1 *1%*	1 *	- -	1 *	- -	- -	1 *	- -	1 *	- -	- -	- -	1 *	2 *
We have to apply / it`s compulsory	1 *	- -	1 *	- -	- -	1 *1%*	- -	1 **2%zabd**	- -	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	1 *	- -	- -	1 *	- -	- -	- -	1 *	1 *
Business gateway	* *	- -	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	* *1%	- -	- -	* *	- -	* *	- -	- -	* *	- -	* *	* *	- -	1 *
Current affairs programme	* *	* *	* *	- -	* *	- -	* *	- -	* *	* *	- -	* *	- -	- -	* *	- -	* *	- -	- -	* *	* *	- -	* *	* *	* *	- -	1 *
Information received in the post	* *	* *	* *	- -	* *	* *	* *	- -	* *	* *	- -	* *	- -	* *1%	* *	- -	* *	- -	* *	- -	- -	* *	* *	* *	* *	- -	1 *
Mentor	* *	* *	* *	* *	* *	- -	* *	- -	* *	* *	* *	* *	- -	- -	* *	- -	* *	- -	* *	- -	* *	* *	* *	* *	* *	3 *	
Other	33 **5%ahkpt**	13 *3%*	28 **6%adf**	* *	5 *2%*	10 **11%zadf**	6 *3%*	1 *3%*	13 *3%*	25 **6%hkn**	* *	5 *2%*	1 *15%*	5 **7%k**	6 *3%*	1 *3%*	16 *3%*	10 *9%*	23 *6%*	10 *4%*	3 *1%	27 **7%zt**	8 *6%*	10 *7%*	10 *7%*	23 *4%*	32 *4%*
No sources/nothing	132 **19%aflnns**	79 **16%f**	85 **18%f**	2 *4%*	43 *15%*	14 *15%*	23 *11%*	3 *11%*	75 *16%*	80 **18%n**	2 *5%*	39 *15%*	* *5%	11 *16%*	22 *11%*	3 *12%*	90 *20%*	16 *14%*	100 **24%zs**	29 *12%*	54 *18%*	73 *20%*	26 *20%*	33 *25%*	36 *23%*	94 *18%*	158 *18%*
Don't know	37 *5%*	24 *5%*	26 *6%*	2 *4%*	16 *6%*	5 *5%*	16 *8%*	4 **14%zab**	24 *5%*	25 *6%*	2 *5%*	16 *6%*	- -	5 *7%*	16 *8%*	4 **15%hi**	28 *6%*	7 *6%*	20 *5%*	12 *5%*	17 *6%*	18 *5%*	4 *3%*	4 *3%*	4 *3%*	32 *6%*	59 *7%*
No Answer	1 *	1 *	1 *	- -	- -	- -	1 *	- -	- -	1 *	- -	- -	- -	- -	1 *	- -	1 *	- -	- -	1 *	1 *	* *	* *	* *	* *	1 *	2 *
Refused	3 *	3 *1%*	3 *1%*	- -	- -	- -	3 *2%*	- -	3 *1%*	3 *1%*	- -	- -	- -	- -	3 *2%*	- -	3 *1%*	- -	3 *1%*	- -	3 *1%	- -	- -	- -	- -	3 *1%	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A16. What sources of information influenced your decision on which type of finance to apply for?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
Previous experience from within the business (or its staff) of obtaining finance	143 *21%*	51 *21%*	44 *21%*	68 *21%*	75 *21%*	29 *27%*	10 *27%*	3 *8%*	12 *12%*	57 *24%*	75 *22%*	219 *25%*
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	52 *8%*	23 *10%*	17 *8%*	24 *8%*	28 *8%*	15 **14%z**	4 *9%*	2 *6%*	12 *12%*	13 *6%*	27 *8%*	73 *8%*
Information / advice from banks	50 *7%*	22 *9%*	21 *10%*	30 *9%*	20 *6%*	4 *4%*	1 *1%*	1 *1%*	3 *3%*	17 *7%*	30 *9%*	55 *6%*
Accountant	32 *5%*	8 *3%*	7 *3%*	10 *3%*	22 *6%*	9 *8%*	* *1%*	- -	3 *3%*	15 *6%*	14 *4%*	48 *5%*
Other advisor	31 *5%*	13 *5%*	9 *4%*	14 *4%*	17 *5%*	7 *7%*	- -	- -	5 *5%*	7 *3%*	19 *6%*	35 *4%*
Interest rates / deals / payment terms offered	28 *4%*	6 *3%*	4 *2%*	8 *2%*	20 *6%*	3 *3%*	2 *5%*	1 *2%*	2 *2%*	7 *3%*	19 *6%*	34 *4%*
Existing bank / provider	23 *3%*	7 *3%*	3 *2%*	10 **3%b**	13 *4%*	7 *7%*	- -	3 *9%*	4 *4%*	7 *3%*	12 *3%*	18 *2%*
External advisor	22 *3%*	9 *4%*	13 **6%z**	13 *4%*	9 *3%*	4 *3%*	* *	6 *17%*	* *	9 *4%*	13 *4%*	44 *5%*
Information from provider / supplier / dealer / manufacturer	20 *3%*	4 *2%*	12 **5%ad**	15 **5%a**	5 *2%*	1 *1%*	2 *5%*	* *1%*	5 *5%*	8 *3%*	8 *2%*	29 *3%*
Ease of use / accessibility / convenience	19 *3%*	7 *3%*	9 *4%*	10 *3%*	9 *3%*	- -	6 *15%*	* *1%*	3 *3%*	7 *3%*	6 *2%*	19 *2%*
Information from Google / search engines	18 *3%*	7 *3%*	4 *2%*	7 *2%*	11 *3%*	2 *1%*	2 *5%*	* *1%*	1 *1%*	8 *4%*	8 *2%*	26 *3%*
None / myself / own knowledge	14 *2%*	4 *2%*	3 *2%*	6 *2%*	7 *2%*	* *	- -	- -	3 *3%*	3 *1%*	8 *2%*	13 *1%*
Adverts (not specified)	12 **2%bi**	3 *1%*	* *	3 **1%b**	9 *3%*	2 *2%*	- -	- -	4 **4%i**	* *	8 *2%*	7 *1%*
Only available option / most likely to be approved	12 *2%*	3 *1%*	4 *2%*	5 *2%*	7 *2%*	4 *3%*	- -	- -	3 *3%*	4 *2%*	5 *1%*	11 *1%*
Comparison websites	10 *1%*	3 *1%*	3 *1%*	3 *1%*	6 *2%*	2 *2%*	- -	* *1%*	2 *2%*	4 *2%*	3 *1%*	8 *1%*
Information from the suppliers / providers website	9 **1%c**	* *	* *	* *	8 *2%*	- -	- -	* *	- -	3 *1%*	5 *2%*	7 *1%*
Knowing the price / cost	8 *1%*	2 *1%*	2 *1%*	3 *1%*	6 *2%*	- -	3 *8%*	* *1%	- -	7 **3%z**	1 *	12 *1%*
Social media	7 *1%*	2 *1%*	* *	2 *1%*	5 *2%*	- -	- -	- -	2 *2%*	3 *1%*	3 *1%*	5 *1%*
Various sources	6 *1%*	6 **2%ad**	2 *1%*	6 *2%*	- -	* *	- -	- -	- -	* *	6 *2%*	4 *
Information from local council / council website	4 *1%*	1 *	1 *	1 *	3 *1%*	* *	1 *1%*	3 *8%*	- -	1 *	3 *1%*	5 *1%*
Other businesses / companies in same sector	4 *1%*	1 *	* *	1 *	3 *1%*	- -	- -	- -	- -	* *	3 *1%*	3 *
Previous experience / relationship with provider	3 *1%*	2 *1%*	2 *1%*	2 *1%*	1 *	* *	* *1%	- -	1 *1%*	2 *1%*	1 *	10 *1%*
Information received in emails	3 *	* *	1 *	1 *	2 *1%*	1 *	- -	- -	2 *2%*	* *	1 *	4 *
Local government / authority	3 *	* *	2 *1%*	3 **1%a**	* *	1 *	- -	3 *7%*	1 *1%*	- -	3 *1%*	4 *
Energy trust	2 *	- -	- -	- -	2 *	- -	- -	- -	- -	- -	2 *1%*	1 *
Government - Ministerial speeches/ reports	1 *	1 *1%*	1 *1%*	1 *	- -	* *	- -	1 *2%*	- -	1 *	1 *	4 *
Information from friends / family	1 *	1 *	1 *	1 *	1 *	1 *1%*	1 *2%*	1 *2%*	1 *1%*	* *	* *	3 *
Information from .gov website	1 *	1 *	1 *1%*	1 *	- -	- -	- -	- -	- -	1 *	- -	2 *
Times / Sunday times	1 *	* *	* *	* *	1 *	1 *1%*	- -	- -	- -	1 *	- -	2 *
Guardian newspaper	1 *	1 *	1 *	1 *	- -	* *	- -	- -	- -	1 *	- -	2 *
Trust / foundation (not specified)	1 *	- -	- -	- -	1 *	- -	- -	- -	- -	* *	1 *	3 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	1 *	1 *	1 *	* *	- -	- -	1 *2%*	- -	1 *	* *	2 *
We have to apply / it`s compulsory	1 *	- -	- -	- -	1 *	- -	- -	1 *1%*	- -	1 *	- -	1 *
Business gateway	* *	* *	- -	* *	- -	- -	- -	- -	* *	- -	- -	1 *
Current affairs programme	* *	* *	* *	* *	- -	* *	- -	- -	- -	- -	* *	1 *
Information received in the post	* *	* *	* *	* *	- -	- -	- -	- -	- -	* *	- -	1 *
Mentor	* *	* *	* *	* *	* *	* *	- -	- -	- -	* *	* *	3 *
Other	33 *5%*	16 *7%*	16 *8%*	19 *6%*	13 *4%*	5 *5%*	1 *2%*	4 *10%*	14 **14%zij**	8 *3%*	11 *3%*	32 *4%*
No sources/nothing	132 *19%*	49 *20%*	40 *19%*	66 *21%*	62 *18%*	18 *17%*	9 *23%*	9 *25%*	20 *20%*	50 *21%*	62 *18%*	158 *18%*
Don't know	37 *5%*	16 *6%*	10 *5%*	19 *6%*	18 *5%*	2 *2%*	3 *9%*	1 *2%*	3 *3%*	15 *6%*	20 *6%*	59 *7%*
No Answer	1 *	* *	* *	* *	1 *	- -	- -	- -	- -	1 *	- -	2 *
Refused	3 *	- -	- -	- -	3 *1%*	- -	- -	- -	- -	- -	3 *1%*	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 158

A17. What was the main influence?

Base : All who sought finance in the last three years

	Wtd Total (z)	Size: Micro (1-9 employees) (a)	Size: Small (10-49 employees) (b)	Size: Medium (50-249 employees) (c)	Size: No employees (no employees) (d)	Size: Employees (e)	Age of business: Up to two years (f)	Age of business: Up to five years (g)	Age of business: Six years up to 10 years (h)	Age of business: 11 years up to 20 years (i)	Age of business: More than 10 years (j)	Age of business: More than 20 years (k)	Turnover: Below £50K (l)	Turnover: £50K up to £249,999 (m)	Turnover: £250,000 up to £999,999 (n)	Turnover: £1m+ (o)	Type of company: Sole trader (p)	Type of company: Private company (q)	Type of company: Partnership/ LLP (r)	Type of company: Other (s)	Type of company: Independent (t)	Type of company: Parent (u)	Type of company: Subsidiary (v)	Unwtd Total
Unweighted Total	798	310	200	130	158	640	31	118	124	195	552	357	112	180	184	270	150	502	68	54	414	42	59	798
Weighted Total	595	161	36	7	391	204	41**	122*	123*	159*	346	187	224*	183	95*	47	286	229	36*	23**	223	7**	10*	798
Effective Base	326	299	193	126	154	444	19	65	60	84	201	118	93	102	84	114	120	188	30	14	167	21	31	798
Previous experience from within the business (or its staff) of obtaining finance	128 **22%l**	39 **24%z**	10 **29%zd**	2 **33%zde**	77 *20%*	51 *25%*	4 *9%*	23 *19%*	24 *19%*	33 *21%*	81 *23%*	48 *26%*	28 *13%*	53 **29%zl**	25 **27%l**	15 **33%zl**	58 *20%*	56 *24%*	10 *29%*	3 *12%*	52 *23%*	2 *30%*	3 *31%*	207 *26%*
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	43 *7%*	10 *6%*	3 *9%*	1 *7%*	29 *7%*	14 *7%*	8 *19%*	13 *11%*	9 *7%*	10 *6%*	21 *6%*	11 *6%*	19 *9%*	11 *6%*	4 *5%*	4 *9%*	26 *9%*	15 *6%*	1 *3%*	* *2%*	14 *6%*	* *6%*	1 *7%*	58 *7%*
Other advisor	30 **5%a**	6 *4%*	1 *3%*	* *4%*	22 *6%*	8 *4%*	1 *3%*	6 *5%*	3 *3%*	10 *6%*	21 *6%*	11 *6%*	8 *4%*	9 *5%*	7 *7%*	2 *5%*	16 *6%*	10 *4%*	4 *11%*	- -	10 *4%*	* *2%*	* *1%*	31 *4%*
Information / advice from banks	28 *5%*	9 **6%z**	2 *5%*	* *3%*	17 *4%*	11 *6%*	* *	1 *1%*	5 *4%*	16 **10%zg**	22 **6%k**	6 *3%*	14 *6%*	5 *3%*	6 *6%*	2 *5%*	15 *5%*	10 *4%*	2 *6%*	* *1%*	9 *4%*	- -	1 *9%*	40 *5%*
Accountant	26 **4%o**	7 *4%*	2 *5%*	* *3%*	17 *4%*	9 *4%*	* *1%*	2 *2%*	10 *8%*	2 *1%*	14 *4%*	12 *6%*	10 *4%*	11 *6%*	4 *4%*	1 *1%*	17 *6%*	8 *3%*	1 *2%*	- -	7 *3%*	1 *9%*	- -	36 *5%*
Interest rates / deals / payment terms offered	25 **4%b**	8 **5%z**	1 *2%*	* *3%*	15 *4%*	9 **5%b**	- -	6 *5%*	4 *3%*	7 *5%*	16 *4%*	8 *4%*	8 *4%*	9 *5%*	4 *5%*	2 *5%*	9 *3%*	10 *4%*	5 **13%zp**	1 *2%*	11 *5%*	* *1%*	* *2%*	30 *4%*
Existing bank / provider	21 **3%eqt**	2 *2%*	1 *2%*	* *2%*	17 *4%*	3 *2%*	- -	4 *3%*	6 *5%*	3 *2%*	10 *3%*	7 *4%*	12 *5%*	6 *3%*	- -	3 **6%n**	13 *5%*	4 *2%*	1 *2%*	3 *14%*	3 *2%*	- -	* *5%*	17 *2%*
External advisor	19 *3%*	6 *4%*	2 **6%zde**	1 **7%zd**	10 *3%*	9 *4%*	- -	* *	2 *2%*	7 *4%*	16 *5%*	9 *5%*	7 *3%*	4 *2%*	4 *5%*	2 *5%*	10 *4%*	7 *3%*	1 *3%*	* *1%*	7 *3%*	* *3%*	* *3%*	38 *5%*
Information from provider / supplier / dealer / manufacturer	16 **3%a**	3 *2%*	1 *4%*	* *1%*	12 *3%*	4 *2%*	2 *6%*	8 **6%l**	2 *2%*	* *	6 *2%*	6 *3%*	7 *3%*	6 *3%*	2 *2%*	1 *1%*	6 *2%*	7 *3%*	1 *2%*	- -	9 *4%*	1 *10%*	* *	21 *3%*
None / myself / own knowledge	13 **2%abj**	3 *2%*	* *	* *1%*	10 *3%*	3 *1%*	2 *6%*	4 *3%*	6 **5%j**	1 *	3 *1%*	3 *2%*	6 *3%*	3 *2%*	2 *2%*	* *	7 *3%*	6 *2%*	* *1%*	* *	6 *2%*	- -	- -	12 *2%*
Ease of use / accessibility / convenience	13 **2%a**	2 *1%*	1 *2%*	- -	10 *2%*	3 *2%*	2 *6%*	3 *2%*	* *	1 *1%*	7 *2%*	6 *3%*	5 *2%*	1 *	1 *1%*	1 *1%*	7 *3%*	5 *2%*	- -	1 *2%*	4 *2%*	* *5%*	* *3%*	14 *2%*
Only available option / most likely to be approved	12 *2%*	3 *2%*	* *1%*	- -	9 *2%*	3 *2%*	3 *8%*	4 *3%*	* *	6 *4%*	8 *2%*	2 *1%*	4 *2%*	1 *	5 **5%zm**	* *1%*	6 *2%*	5 *2%*	1 *3%*	- -	4 *2%*	- -	1 *6%*	11 *1%*
Adverts (not specified)	7 **1%qt**	- -	* *	- -	7 *2%*	* *	2 *4%*	2 *1%*	- -	3 *2%*	5 *2%*	3 *1%*	7 *3%*	- -	* *	- -	7 *2%*	* *	- -	- -	* *	- -	- -	4 *1%*
Social media	4 **1%j**	- -	- -	* **1%ae**	4 *1%*	* *	- -	2 *1%*	3 *2%*	* *	* *	- -	2 *1%*	3 *1%*	- -	* *	- -	4 **2%z**	- -	- -	4 **2%z**	- -	- -	3 *
Other businesses / companies in same sector	4 *1%*	1 *1%*	- -	- -	3 *1%*	1 *	- -	- -	* *	3 *2%*	3 *1%*	- -	3 *1%*	* *	* *	- -	3 *1%*	1 *	- -	- -	1 *	- -	- -	3 *
Previous experience / relationship with provider	3 *1%*	3 **2%zd**	* **1%d**	* **1%d**	- -	3 **2%d**	- -	1 *1%*	* *	1 *1%*	2 *1%*	1 *1%*	- -	2 *1%*	1 *1%*	* *	* *	2 *1%*	* *1%	- -	2 *1%*	- -	* *2%	9 *1%*
Local government / authority	3 *	1 *	- -	- -	2 *1%*	1 *	- -	3 **2%j**	- -	- -	- -	- -	- -	1 *	- -	- -	- -	2 *1%	- -	1 *2%	2 *1%	- -	- -	2 *
Information from the suppliers / providers website	3 *a	* *	- -	- -	2 *1%*	* *	- -	- -	- -	- -	3 *1%*	3 *1%*	2 *1%*	* *	- -	- -	2 *1%*	* *	- -	- -	* *	- -	- -	2 *
Information from local council / council website	2 *	- -	- -	- -	2 *1%*	- -	- -	- -	- -	2 *2%*	2 *1%*	- -	2 *1%*	- -	- -	- -	- -	2 *1%	- -	- -	2 *1%	- -	- -	1 *
Knowing the price / cost	2 *	2 **1%zd**	* **1%zd**	* **1%d**	- -	2 *1%*	- -	- -	- -	1 *	2 *1%*	2 *1%*	- -	1 *	- -	1 **3%zl**	- -	2 *1%	* *1%	- -	2 *1%	* *3%	- -	7 *1%*
Government - Ministerial speeches/ reports	1 *	1 **1%z**	* *	* **1%d**	- -	1 *1%*	- -	- -	- -	- -	1 *	1 *1%*	- -	1 *1%	- -	* *	- -	1 *	- -	1 *2%	1 *	- -	- -	4 *1%*
Information from friends / family	1 *	1 **1%z**	* *d	- -	- -	1 *1%*	1 *2%	1 *1%	* *	* *	* *	- -	- -	1 *	* *1%	- -	- -	1 *1%	- -	- -	1 *1%	- -	- -	3 *
Information received in emails	1 *	1 *z	* **1%zd**	- -	- -	1 *	- -	- -	- -	1 *	1 *	* *	- -	- -	1 *1%	* **1%z**	- -	1 *	- -	- -	1 *	- -	- -	3 *
Information from Google / search engines	1 *	1 *z	* **1%zd**	- -	- -	1 *	- -	- -	* *	- -	1 *	1 *	- -	- -	* *	1 **1%z**	- -	1 *	- -	- -	1 *	- -	- -	2 *
Times / Sunday times	1 *	1 *z	- -	- -	- -	1 *	- -	- -	1 *1%	- -	- -	- -	- -	- -	- -	1 **1%zl**	- -	1 *	- -	- -	1 *	- -	- -	1 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	1 *z	- -	- -	- -	1 *	- -	- -	- -	1 *	1 *	- -	- -	1 *	- -	- -	- -	- -	- -	1 2%	- -	- -	- -	1 *
We have to apply / it`s compulsory	1 *	1 *z	- -	- -	- -	1 *	- -	- -	- -	1 *	1 *	- -	- -	1 *	- -	- -	- -	- -	- -	1 2%	- -	- -	- -	1 *
Current affairs programme	* *	* *z	- -	- -	- -	* *	- -	- -	* *	- -	- -	- -	- -	* *	- -	- -	- -	- -	* 1%	- -	- -	- -	- -	1 *
Guardian newspaper	* *	* *z	- -	- -	- -	* *	- -	- -	* *	- -	- -	- -	- -	- -	* *	- -	- -	* *	- -	- -	- -	- -	- -	1 *
Mentor	* *	- -	* *zd	* **2%zade**	- -	* *	- -	- -	* *	* *	* *	- -	- -	- -	- -	* **1%z**	- -	* *	- -	- -	- -	- -	* **1%p**	3 *
Trust / foundation (not specified)	* *	- -	* *zd	- -	- -	* *	- -	- -	- -	- -	* *	* *	- -	* *	- -	- -	- -	- -	- -	* 1%	- -	- -	- -	1 *
Various sources	* *	- -	- -	* **1%zabde**	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	- -	* *	- -	* *	- -	- -	- -	- -	* **1%zpt**	1 *
Other	20 **3%eljqt**	2 *1%*	1 **3%e**	* *2%*	18 *5%*	3 *1%*	4 *9%*	11 **9%zij**	3 *2%*	1 *	7 *2%*	6 *3%*	10 *5%*	5 *3%*	1 *1%*	1 *2%*	10 *3%*	4 *2%*	* *1%	7 *30%*	3 *1%*	1 *9%*	* *1%	17 *2%*
No sources/nothing	132 **22%bko**	35 *22%*	6 *15%*	1 *21%*	90 *23%*	42 **21%b**	10 *23%*	26 *21%*	38 **31%k**	42 **26%k**	68 **20%k**	27 *14%*	54 **24%o**	46 **25%o**	19 *20%*	6 *12%*	58 *20%*	52 *23%*	7 *19%*	5 *21%*	53 *24%*	1 *22%*	2 *17%*	158 *20%*
Don't know	25 *4%*	11 **7%z**	2 *6%*	1 **8%zd**	12 *3%*	14 *7%*	1 *3%*	4 *3%*	3 *2%*	6 *4%*	19 *5%*	13 *7%*	14 *6%*	2 *1%*	6 *6%*	3 **6%m**	12 *4%*	11 *5%*	1 *3%*	1 *2%*	10 *4%*	* *1%	1 **11%z**	50 *6%*
No Answer	4 *1%*	2 **1%z**	- -	- -	2 *1%*	2 *1%*	- -	1 *	- -	2 *2%*	4 *1%*	1 *1%*	2 *1%*	1 *1%	- -	1 *1%	3 *1%*	1 *	- -	1 *2%	1 *	- -	- -	4 *1%*
Refused	3 *1%*	- -	- -	- -	3 *1%*	- -	- -	- -	3 **3%j**	- -	- -	- -	- -	- -	3 **3%zlm**	- -	- -	- -	- -	- -	3 *1%*	- -	- -	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 159

A17. What was the main influence?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	798	158	129	163	207	141	448	128	425	288	67	96	267	286	213	114	221	463	496	301	27	-	469	151	178	-	798	798
Weighted Total	595	70*	108*	134*	171*	113*	354	79*	272	222	78*	69*	200	209	160*	123*	183*	288	334	261	33**	-**	300	133*	162*	-**	595	798
Effective Base	326	62	54	67	92	61	189	49	159	122	37	40	113	114	84	61	100	167	196	132	15	-	182	66	81	-	326	798
Previous experience from within the business (or its staff) of obtaining finance	128 *22%*	18 *26%*	16 *15%*	28 *21%*	41 *24%*	24 *21%*	85 *24%*	17 *21%*	61 *23%*	42 *19%*	20 *26%*	17 *25%*	49 *25%*	39 *19%*	39 *24%*	16 *13%*	34 *19%*	78 **27%zo**	83 *25%*	45 *17%*	11 *33%*	-	72 *24%*	25 *19%*	31 *19%*	-	128 *22%*	207 *26%*
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	43 **7%f**	2 *3%*	10 *9%*	10 *7%*	16 *9%*	5 *5%*	17 *5%*	10 *12%*	21 *8%*	15 *7%*	4 *5%*	2 *2%*	18 *9%*	13 *6%*	11 *7%*	11 *9%*	13 *7%*	19 *7%*	21 *6%*	22 *8%*	2 *7%*	-	18 *6%*	16 *12%*	8 *5%*	-	43 *7%*	58 *7%*
Other advisor	30 **5%all**	* *	7 *7%*	11 **8%a**	5 *3%*	6 *5%*	23 *7%*	1 *2%*	11 *4%*	14 *6%*	6 *7%*	1 *2%*	3 *2%*	19 **9%zl**	8 *5%*	8 *7%*	6 *3%*	15 *5%*	18 *5%*	12 *5%*	- -	-	18 *6%*	1 *1%*	11 *7%*	-	30 *5%*	31 *4%*
Information / advice from banks	28 *5%*	5 *7%*	3 *3%*	8 *6%*	7 *4%*	4 *4%*	17 *5%*	4 *4%*	10 *4%*	13 *6%*	5 *7%*	1 *2%*	7 *4%*	6 *3%*	14 *8%*	2 *2%*	16 **9%z**	9 *3%*	15 *4%*	13 *5%*	3 *9%*	-	12 *4%*	11 *8%*	6 *4%*	-	28 *5%*	40 *5%*
Accountant	26 *4%*	6 *8%*	6 *5%*	4 *3%*	6 *4%*	4 *4%*	10 *3%*	6 *8%*	15 *6%*	7 *3%*	3 *3%*	2 *3%*	9 *4%*	12 *6%*	3 *2%*	6 *5%*	11 *6%*	9 *3%*	15 *4%*	11 *4%*	2 *6%*	-	13 *4%*	7 *5%*	6 *4%*	-	26 *4%*	36 *5%*
Interest rates / deals / payment terms offered	25 **4%r**	1 *1%*	6 *6%*	6 *5%*	10 *6%*	1 *1%*	12 *3%*	6 *8%*	8 *3%*	14 *6%*	3 *3%*	4 *5%*	9 *5%*	11 *5%*	4 *2%*	5 *4%*	10 *6%*	9 *3%*	8 *2%*	17 *6%*	- -	-	8 *3%*	4 *3%*	13 **8%w**	-	25 *4%*	30 *4%*
Existing bank / provider	21 **3%q**	3 *5%*	3 *3%*	8 *6%*	3 *2%*	3 *3%*	17 *5%*	1 *1%*	11 *4%*	5 *2%*	5 *6%*	2 *3%*	9 *4%*	4 *2%*	6 *4%*	8 *6%*	9 *5%*	4 *1%*	9 *3%*	11 *4%*	- -	-	9 *3%*	3 *3%*	8 *5%*	-	21 *3%*	17 *2%*
External advisor	19 *3%*	2 *3%*	6 *6%*	3 *2%*	7 *4%*	1 *1%*	11 *3%*	3 *4%*	9 *3%*	8 *4%*	1 *2%*	1 *2%*	9 *5%*	5 *3%*	4 *2%*	6 *5%*	6 *3%*	7 *2%*	6 *2%*	13 *5%*	1 *2%*	-	6 *2%*	5 *4%*	8 *5%*	-	19 *3%*	38 *5%*
Information from provider / supplier / dealer / manufacturer	16 *3%*	3 **5%c**	4 *3%*	- -	4 *2%*	5 *5%*	8 *2%*	3 *4%*	9 *3%*	7 *3%*	* *1%*	* *	5 *3%*	7 *3%*	4 *2%*	2 *2%*	3 *2%*	11 *4%*	9 *3%*	7 *3%*	* *1%*	-	8 *3%*	6 *5%*	1 *1%*	-	16 *3%*	21 *3%*
None / myself / own knowledge	13 *2%*	* *1%*	- -	4 *3%*	8 *5%*	1 *1%*	4 *1%*	1 *1%*	6 *2%*	3 *1%*	4 *6%*	- -	4 *2%*	5 *3%*	4 *3%*	5 *4%*	1 *1%*	7 *2%*	10 *3%*	3 *1%*	3 *10%*	-	7 *2%*	4 *3%*	2 *1%*	-	13 *2%*	12 *2%*
Ease of use / accessibility / convenience	13 *2%*	1 *2%*	1 *1%*	* *	5 *3%*	5 *4%*	7 *2%*	3 *4%*	6 *2%*	6 *3%*	- -	3 *4%*	1 *1%*	8 *4%*	3 *2%*	6 *4%*	1 *1%*	6 *2%*	6 *2%*	7 *3%*	- -	-	6 *2%*	- -	7 *4%*	-	13 *2%*	14 *2%*
Only available option / most likely to be approved	12 *2%*	1 *1%*	6 **5%d**	4 *3%*	* *	1 *1%*	8 *2%*	1 *1%*	4 *2%*	4 *2%*	3 *4%*	1 *1%*	2 *1%*	7 *3%*	4 *2%*	3 *2%*	5 *3%*	5 *2%*	10 *3%*	1 *1%*	3 *8%*	-	8 *3%*	1 *	4 *2%*	-	12 *2%*	11 *1%*
Adverts (not specified)	7 **1%iq**	2 *2%*	3 *2%*	- -	- -	3 *2%*	4 *1%*	3 *3%*	2 *1%*	5 *2%*	- -	- -	2 *1%*	3 *1%*	2 *2%*	4 **3%q**	3 *1%*	* *	7 *2%*	- -	2 *7%*	-	5 *2%*	- -	2 *1%*	-	7 *1%*	4 *1%*
Social media	4 *1%*	2 *3%*	3 *2%*	- -	- -	- -	3 *1%*	2 *2%*	* *	- -	2 *2%*	* *	2 *1%*	- -	3 *2%*	- -	2 *1%*	3 *1%*	4 *1%*	- -	3 *8%*	-	2 *1%*	3 *2%*	- -	-	4 *1%*	3 *
Other businesses / companies in same sector	4 *1%*	* *1%*	3 *2%*	- -	* *	- -	1 *	3 **3%zf**	* *	3 *1%*	- -	- -	3 *2%*	- -	* *	3 *2%*	* *	* *	3 *1%*	* *	- -	-	3 *1%*	* *	- -	-	4 *1%*	3 *
Previous experience / relationship with provider	3 *1%*	1 *1%*	- -	1 *	2 *1%*	- -	2 *1%*	* *	3 *1%*	1 *	- -	* *1%*	1 *	1 *1%*	1 *1%*	- -	1 *	2 *1%*	2 *1%*	1 *	- -	-	2 *1%*	1 *	1 *	-	3 *1%*	9 *1%*
Local government / authority	3 *	- -	- -	- -	- -	3 **3%z**	2 *1%*	- -	1 *	- -	2 *3%*	- -	- -	- -	1 *	- -	1 *	2 *1%*	3 *1%*	- -	- -	-	3 *1%*	- -	- -	-	3 *	2 *
Information from the suppliers / providers website	3 *	* *1%*	- -	- -	- -	2 *2%*	* *	2 **3%zf**	* *	2 *1%*	- -	* *1%*	* *	2 *1%*	- -	- -	2 *1%*	* *	2 *1%*	* *	- -	-	2 *1%*	- -	* *	-	3 *	2 *
Information from local council / council website	2 *	- -	- -	- -	- -	2 *2%*	- -	- -	- -	2 *1%*	- -	- -	2 *1%*	- -	- -	- -	- -	2 *1%*	2 *1%*	- -	- -	-	2 *1%*	- -	- -	-	2 *	1 *
Knowing the price / cost	2 *	* *	- -	2 *1%*	* *	- -	1 *	1 *1%*	1 *	1 *	* *1%*	- -	1 *	* *	1 *1%*	1 *1%*	- -	2 *1%*	* *	2 *1%*	- -	-	* *	2 *1%*	* *	-	2 *	7 *1%*
Government - Ministerial speeches/ reports	1 *	* *	- -	1 *	* *	1 *	1 *	- -	1 *	1 *	- -	- -	* *	- -	1 *1%*	- -	- -	1 *	1 *	1 *	- -	-	1 *	1 *	* *	-	1 *	4 *1%*
Information from friends / family	1 *	- -	- -	1 *	1 *	- -	1 *	- -	1 *	* *	- -	- -	1 *	1 *	- -	* *	1 *1%*	- -	1 *	1 *	- -	-	1 *	- -	1 *	-	1 *	3 *
Information received in emails	1 *	- -	* -	- -	- -	1 *	1 *	- -	* -	- -	1 *1%*	- -	* *	* *	1 *	- -	* *	1 *	1 *	- -	- -	-	1 *	- -	- -	-	1 *	3 *
Information from Google / search engines	1 *	- -	1 *1%*	* *	- -	- -	1 *	- -	1 *	- -	- -	* *	1 *	- -	- -	- -	* *	1 *	1 *	- -	- -	-	1 *	- -	- -	-	1 *	2 *
Times / Sunday times	1 *	- -	- -	1 *	- -	- -	1 *	- -	1 *	- -	- -	1 *1%*	- -	1 *	- -	- -	1 *	- -	1 *	- -	- -	-	1 *	- -	- -	-	1 *	1 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	- -	- -	1 *1%*	- -	1 *	- -	- -	- -	1 *	- -	1 *	- -	-	- -	1 *	- -	-	1 *	1 *
We have to apply / it`s compulsory	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	- -	- -	- -	1 *	- -	- -	- -	1 *	- -	1 *	- -	- -	-	1 *	- -	- -	-	1 *	1 *
Current affairs programme	* *	* 1%	- -	- -	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	* *	- -	- -	* *	- -	* *	- -	-	- -	* *	- -	-	* *	1 *
Guardian newspaper	* *	* 1%	- -	- -	- -	- -	* *	- -	* *	- -	- -	- -	- -	- -	* *	- -	- -	* *	* *	- -	- -	-	* *	- -	- -	-	* *	1 *
Mentor	* *	- -	- -	- -	* *	- -	* *	- -	* *	* *	- -	* *	- -	* *	* *	- -	* *	* *	* *	* *	- -	-	* *	* *	* *	-	* *	3 *
Trust / foundation (not specified)	* *	- -	- -	- -	- -	* *	- -	- -	* *	- -	- -	- -	- -	* *	- -	- -	* *	- -	* *	- -	- -	-	* *	- -	- -	-	* *	1 *
Various sources	* *	- -	- -	* *	- -	- -	- -	* *	* *	- -	- -	- -	- -	- -	* *	- -	- -	* *	* *	- -	- -	-	* *	- -	- -	-	* *	1 *
Other	20 **3%m**	- -	- -	4 *3%*	5 *3%*	11 **10%zab**	8 *2%*	- -	12 *4%*	3 *1%*	3 *3%*	6 **9%l**	9 **5%m**	1 *	6 *4%*	3 *2%*	3 *2%*	15 *5%*	10 *3%*	10 *4%*	- -	-	10 *3%*	3 *2%*	7 *4%*	-	20 *3%*	17 *2%*
No sources/nothing	132 *22%*	11 *16%*	29 *27%*	31 *23%*	41 *24%*	21 *19%*	84 *24%*	14 *18%*	63 *23%*	52 *23%*	10 *13%*	25 **36%zhij**	44 *22%*	48 *23%*	32 *20%*	22 *18%*	48 *26%*	63 *22%*	70 *21%*	62 *24%*	1 *3%*	-	69 *23%*	32 *24%*	31 *19%*	-	132 *22%*	158 *20%*
Don't know	25 *4%*	9 **13%zbcd**	1 *1%*	4 *3%*	5 *3%*	6 *5%*	16 *4%*	* *1%*	13 *5%*	9 *4%*	3 *4%*	2 *3%*	8 *4%*	11 *5%*	4 *3%*	9 *7%*	5 *2%*	12 *4%*	10 *3%*	16 *6%*	2 *6%*	-	8 *3%*	7 *5%*	11 *7%*	-	25 *4%*	50 *6%*
No Answer	4 *1%*	- -	1 *1%*	1 *	2 *1%*	1 *	4 *1%*	- -	1 *	3 *1%*	- -	- -	- -	4 *2%*	1 *	1 *1%*	- -	3 *1%*	4 *1%*	- -	- -	-	4 *1%*	- -	- -	-	4 *1%*	4 *1%*
Refused	3 *1%*	- -	- -	3 *2%*	- -	- -	3 *1%*	- -	- -	- -	3 **4%hi**	- -	- -	- -	3 *2%*	3 *3%*	- -	- -	- -	3 *1%*	- -	-	- -	- -	3 *2%*	-	3 *1%*	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 160

A17. What was the main influence?

Base : All who sought finance in the last three years

	Wtd Total (z)	Finance sought in last three years: Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Finance obtained in last three years: Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Confident in obtaining finance products: Agree (p)	Disagree (q)	Number of finance providers considered on last occasion: One (r)	More than one (s)	Only considered four largest banks on last occasion sought finance: Yes (t)	No (u)	Exports: Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	798	602	620	79	365	176	381	90	578	605	71	340	11	153	373	87	600	99	428	327	336	439	214	220	237	550	798
Weighted Total	595	426	402	41**	253	78*	177	26*	400	384	34**	233	4**	59*	169	24*	406	97*	374	196	263	310	113*	117*	134*	453	798
Effective Base	326	236	233	25	145	58	126	33	225	225	21	135	2	51	122	30	229	51	196	117	142	174	69	72	81	241	798
Previous experience from within the business (or its staff) of obtaining finance	128 22%u	110 26%cbe	79 20%	10 25%	72 29%cbef	10 12%	36 21%	4 14%	104 26%ci	76 20%	7 20%	66 28%cim	1 21%	9 15%	35 21%	4 15%	93 23%	15 15%	86 23%	33 17%	74 28%zu	51 17%	34 30%	39 33%xyy	39 29%	89 20%	207 26%
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	43 7%adht	19 5%	40 10%zad	1 4%	11 4%	9 12%ad	17 9%ad	4 17%zad	19 5%	39 10%zhk	1 4%	10 4%	* 2%	6 10%	17 10%hk	4 18%hk	29 7%	4 4%	26 7%	17 9%	8 3%	32 10%zt	9 8%w	3 2%	9 7%w	34 7%	58 7%
Other advisor	30 5%	28 7%b	15 4%	10 25%	15 6%	2 2%	10 5%	1 4%	28 7%zi	15 4%	10 30%	15 6%	- -	1 2%	10 6%	* 2%	21 5%	5 5%	15 4%	15 7%	16 6%	14 4%	7 6%	5 4%	8 6%	22 5%	31 4%
Information / advice from banks	28 5%biu	26 6%zb	13 3%	* 1%	21 8%zb	2 2%	10 5%	1 5%	26 7%zi	10 3%	* 1%	21 9%zin	- -	2 3%	7 4%	1 3%	20 5%	7 8%	21 6%	7 3%	19 7%u	8 3%	5 4%	5 5%	5 4%	23 5%	40 5%
Accountant	26 4%	19 5%	20 5%	1 3%	9 3%	2 2%	14 8%zbd	* 1%	19 5%	20 5%	1 4%	9 4%	- -	2 3%	14 8%zik	* 1%	17 4%	6 6%	14 4%	11 6%	7 3%	19 6%	2 2%	3 2%	3 2%	23 5%	36 5%
Interest rates / deals / payment terms offered	25 4%r	16 4%	21 5%	1 2%	9 4%	1 2%	9 5%	1 3%	12 3%	21 5%h	* 1%	9 4%	- -	1 2%	9 6%	1 3%	20 5%	4 4%	6 2%	16 8%r	6 2%	16 5%	1 1%	2 2%	2 1%	22 5%	30 4%
Existing bank / provider	21 3%ilns	17 4%l	12 3%l	4 9%	12 5%l	5 7%l	1 1%	* 2%	17 4%n	9 2%	4 11%	12 5%hn	- -	* *	1 1%	* 2%	16 4%	5 5%	19 5%	2 1%	13 5%	8 3%	3 3%	5 4%	5 4%	15 3%	17 2%
External advisor	19 3%	15 4%	16 4%	1 3%	10 4%	4 5%	9 5%	* 2%	15 4%	13 3%	1 3%	10 4%	* 1%	2 3%	9 5%	* 2%	16 4%	3 3%	9 2%	10 5%	7 3%	12 4%	3 3%	3 3%	3 3%	15 3%	38 5%
Information from provider / supplier / dealer / manufacturer	16 3%	13 3%	16 4%z	3 7%	8 3%	5 6%	16 9%zabd	* 2%	12 3%	16 4%z	* 1%	8 3%	- -	5 8%z	13 8%zhik	* 2%	15 4%	1 1%	6 2%	10 5%	6 2%	10 3%	3 3%	3 3%	3 3%	13 3%	21 3%
None / myself / own knowledge	13 2%ilno	8 2%	10 3%l	1 1%	4 2%	- -	1 *	1 2%	8 2%	10 3%n	1 1%	4 2%	- -	- -	1 *	1 2%	5 1%	3 3%	7 2%	6 3%	3 1%	10 3%	1 *	1 *	1 *	13 3%	12 2%
Ease of use / accessibility / convenience	13 2%b	13 3%b	5 1%	3 6%	7 3%	3 4%	3 2%	2 9%zabdf	10 3%	5 1%	3 8%	4 2%	3 66%	3 5%i	3 2%	2 10%zhikn	7 2%	3 3%	5 1%	7 4%	7 3%	6 2%	1 1%	1 1%	1 1%	9 2%	14 2%
Only available option / most likely to be approved	12 2%h	8 2%	11 3%	1 1%	5 2%	3 4%	2 1%	1 3%	2 1%	11 3%h	1 1%	2 1%	* 3%	3 5%hk	2 1%	1 3%	5 1%	4 4%	9 2%	3 2%	8 3%	4 1%	1 1%	* *	1 1%	11 2%	11 1%
Adverts (not specified)	7 1%bl	7 2%b	* *	- -	2 1%	* *	* *	* 1%	5 1%k	* *	- -	* *	- -	* *	* *	* 1%	3 1%	4 4%p	4 1%	3 1%	4 2%	3 1%	- -	- -	- -	7 2%	4 1%
Social media	4 1%	2 *	4 1%	- -	2 1%	- -	2 1%	* *	2 *	4 1%	- -	2 1%	- -	- -	2 1%	* *	3 1%	- -	3 1%	2 1%	2 1%	3 1%	* *	* *	* *	4 1%	3 *
Other businesses / companies in same sector	4 1%	1 *	4 1%	- -	1 *	- -	1 *	- -	1 *	4 1%	- -	1 *	- -	- -	1 1%	- -	1 *	- -	* *	* *	3 1%	* *	- -	- -	- -	4 1%	3 *
Previous experience / relationship with provider	3 1%	3 1%	3 1%	* *	2 1%	1 2%	2 1%	- -	3 1%	3 1%	* *	2 1%	- -	1 1%	2 1%	- -	3 1%	* 1%	1 *	1 1%	2 1%	2 1%	1 1%	1 1%	1 1%	1 *	9 1%
Local government / authority	3 *	- -	3 1%	- -	- -	3 4%zabdf	- -	1 2%adf	- -	3 1%	- -	- -	- -	3 5%hikn	- -	1 2%hkn	1 *	- -	2 1%	1 *	- -	3 1%	- -	- -	- -	2 1%	2 *
Information from the suppliers / providers website	3 *	2 1%	* *	- -	2 1%	* *	- -	- -	2 1%	* *	- -	2 1%	- -	* 1%	- -	- -	2 1%	- -	- -	3 1%	- -	3 1%	* *	* *	* *	2 1%	2 *
Information from local council / council website	2 *	- -	2 1%	- -	- -	2 3%zabdf	- -	- -	- -	2 1%	- -	- -	- -	2 4%hikn	- -	- -	2 1%	- -	- -	2 1%	- -	2 1%	- -	- -	- -	2 1%	1 *
Knowing the price / cost	2 *	2 1%	2 1%	1 2%	1 *	1 1%	1 1%	* 1%	2 1%	2 1%	1 2%	1 *	- -	1 2%	1 1%	* 1%	2 1%	- -	1 *	1 *	1 1%	1 *	* *	* *	* *	2 *	7 1%
Government - Ministerial speeches/ reports	1 *	* *	1 *	- -	* *	1 2%za	1 *	- -	* *	1 *	- -	- -	- -	- -	1 *	- -	1 *	- -	1 *	* *	* *	1 *	* *	* *	* *	1 *	4 1%
Information from friends / family	1 *	1 *	1 *	1 2%	1 *	- -	1 1%	1 3%zab	1 *	1 *	1 2%	1 *	- -	- -	1 1%	1 3%zhi	1 *	1 1%	1 *	* *	1 *	1 *	- -	- -	- -	1 *	3 *
Information received in emails	1 *	1 *	1 *	- -	1 *	1 1%	* *	* 2%	1 *	1 *	- -	1 *	- -	* *	* *	* 2%	* *	1 1%	1 *	* *	* *	1 *	1 *	- -	1 *	* *	3 *
Information from Google / search engines	1 *	* *	1 *	- -	- -	- -	1 *	1 2%zabd	* *	1 *	- -	- -	- -	- -	1 *	1 2%hik	1 *	- -	- -	1 *	1 *	* *	1 *	1 *	1 *	* *	2 *
Times / Sunday times	1 *	1 *	1 *	- -	1 *	- -	- -	- -	1 *	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	1 *	- -	1 *	- -	1 1%	1 1%	1 *	- -	1 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	- -	1 *	- -	- -	1 1%	1 *	- -	- -	1 *	- -	- -	- -	1 1%	1 *	- -	1 *	- -	- -	1 *	- -	1 *	- -	- -	- -	1 *	1 *
We have to apply / it`s compulsory	1 *	- -	1 *	- -	- -	1 1%	- -	1 2%abdf	- -	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	1 *	- -	- -	1 *	- -	- -	- -	1 *	1 *
Current affairs programme	* *	* *	* *	- -	* *	- -	* *	- -	* *	* *	- -	* *	- -	- -	* *	- -	* *	- -	- -	* *	* *	- -	* *	* *	* *	- -	1 *
Guardian newspaper	* *	* *	* *	- -	* *	* *	* *	* 1%z	* *	* *	- -	* *	- -	* 1%	* *	* 1%z	- -	- -	* *	- -	- -	- -	* *	* *	* *	- -	1 *
Mentor	* *	* *	* *	* *	* *	- -	* *	- -	* *	* *	* *	* *	- -	- -	- -	* *	* *	- -	* *	- -	* *	* *	* *	* *	* *	* *	3 *
Trust / foundation (not specified)	* *	- -	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	* *	- -	- -	* *	- -	- -	* *	- -	* *	- -	- -	- -	* *	1 *
Various sources	* *	* *	* *	* *	* *	- -	* *	* *	* *	* *	* *	* *	- -	- -	* *	* *	* *	- -	- -	* *	* *	- -	* *	* *	* *	- -	1 *
Other	20 3%pt	12 3%	15 4%	- -	4 2%	4 5%	3 2%	1 3%	12 3%	15 4%n	- -	4 2%	- -	2 3%	3 2%	1 3%	7 2%	10 11%zp	13 4%	7 4%	3 1%	14 5%	6 6%	6 5%	6 5%	14 3%	17 2%
No sources/nothing	132 22%adlhkns	79 19%	85 21%l	2 4%	43 17%	14 18%	23 13%	3 13%	75 19%	80 21%n	2 5%	39 17%	* 6%	11 18%	22 13%	3 14%	90 22%	16 17%	100 27%zs	29 15%	54 21%	73 23%	26 23%	33 29%	36 27%	94 21%	158 20%
Don't know	25 4%	15 3%	14 3%	2 4%	7 3%	3 3%	10 5%	2 7%	15 4%	13 3%	2 4%	7 3%	- -	2 4%	9 5%	2 7%	17 4%	7 7%	14 4%	6 3%	12 4%	11 4%	3 3%	3 3%	4 3%	21 5%	50 6%
No Answer	4 1%	4 1%	1 *	- -	2 1%	- -	1 1%	- -	3 1%	1 *	- -	2 1%	- -	- -	1 1%	- -	4 1%	- -	3 1%	1 1%	3 1%	1 *	2 2%	- -	2 2%	2 *	4 1%
Refused	3 1%	3 1%	3 1%	- -	- -	- -	3 2%z	- -	3 1%	3 1%	- -	- -	- -	- -	3 2%z	- -	3 1%	- -	3 1%	- -	3 1%	- -	- -	- -	- -	3 1%	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 161

A17. What was the main influence?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	798	310	298	411	377	137	45	54	84	362	349	798
Weighted Total	595	206	185	281	308	101*	33**	33**	89*	206	297	798
Effective Base	326	120	113	162	162	58	20	18	48	124	154	798
Previous experience from within the business (or its staff) of obtaining finance	128 *22%*	45 *22%*	38 *21%*	62 *22%*	66 *21%*	24 *23%*	10 *30%*	2 *6%*	11 *13%*	53 *26%*	64 *21%*	207 *26%*
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	43 *7%*	17 *8%*	13 *7%*	18 *6%*	25 *8%*	15 **15%z**	3 *10%*	1 *4%*	11 *12%*	13 *6%*	19 *7%*	58 *7%*
Other advisor	30 *5%*	13 *6%*	9 *5%*	14 *5%*	16 *5%*	7 *7%*	- -	- -	5 *5%*	7 *3%*	19 *6%*	31 *4%*
Information / advice from banks	28 *5%*	12 *6%*	9 *5%*	17 *6%*	11 *4%*	4 *4%*	* *	- -	* *	10 *5%*	18 *6%*	40 *5%*
Accountant	26 *4%*	6 *3%*	4 *2%*	8 *3%*	18 *6%*	5 *5%*	* *1%	- -	2 *3%*	14 *7%*	10 *3%*	36 *5%*
Interest rates / deals / payment terms offered	25 **4%c**	4 *2%*	4 *2%*	5 *2%*	19 *6%*	3 *3%*	1 *4%*	1 *2%*	2 *3%*	6 *3%*	16 *6%*	30 *4%*
Existing bank / provider	21 *3%*	7 *4%*	3 *2%*	10 **4%b**	11 *3%*	7 *7%*	- -	3 *10%*	4 *5%*	7 *3%*	10 *3%*	17 *2%*
External advisor	19 *3%*	8 *4%*	12 **7%z**	12 *4%*	6 *2%*	1 *1%*	- -	6 *18%*	* *	9 *4%*	10 *3%*	38 *5%*
Information from provider / supplier / dealer / manufacturer	16 *3%*	4 *2%*	8 *4%*	11 **4%a**	5 *2%*	1 *1%*	2 *5%*	* *1%	5 *5%*	4 *2%*	7 *3%*	21 *3%*
None / myself / own knowledge	13 *2%*	3 *2%*	3 *2%*	6 *2%*	7 *2%*	* *	- -	- -	3 *3%*	3 *1%*	7 *2%*	12 *2%*
Ease of use / accessibility / convenience	13 *2%*	6 *3%*	9 **5%z**	9 *3%*	4 *1%*	- -	3 *8%*	- -	3 *3%*	1 *1%*	6 *2%*	14 *2%*
Only available option / most likely to be approved	12 *2%*	3 *1%*	4 *2%*	5 *2%*	7 *2%*	4 *4%*	- -	- -	3 *4%*	4 *2%*	5 *2%*	11 *1%*
Adverts (not specified)	7 **1%c**	- -	* *	* *	7 *2%*	2 *2%*	- -	- -	2 *2%*	* *	5 *2%*	4 *1%*
Social media	4 *1%*	2 *1%*	* *	2 *1%*	3 *1%*	- -	- -	- -	2 *2%*	* *	3 *1%*	3 *
Other businesses / companies in same sector	4 *1%*	1 *	* *	1 *	3 *1%*	- -	- -	- -	- -	* *	3 *1%*	3 *
Previous experience / relationship with provider	3 *1%*	2 *1%*	2 *1%*	2 *1%*	1 *	* *	* *2%	- -	1 *1%*	2 *1%*	1 *	9 *1%*
Local government / authority	3 *	- -	2 *1%*	2 *1%*	- -	1 *	- -	2 *7%*	1 *1%*	- -	2 *1%*	2 *
Information from the suppliers / providers website	3 *	* *	* *	* *	2 *1%*	- -	- -	- -	- -	* *	2 *1%*	2 *
Information from local council / council website	2 *	- -	- -	- -	2 *1%*	- -	- -	2 *7%*	- -	- -	2 *1%*	1 *
Knowing the price / cost	2 *	1 *1%*	1 *1%*	2 *1%*	1 *	- -	- -	- -	- -	1 *	1 *	7 *1%*
Government - Ministerial speeches/ reports	1 *	1 *1%*	1 *1%*	1 *	- -	* *	- -	1 *2%*	- -	1 *	1 *	4 *1%*
Information from friends / family	1 *	1 *	1 *	1 *	1 *	1 *1%*	1 *2%*	1 *2%*	1 *1%*	* *	* *	3 *
Information received in emails	1 *	* *	1 *	1 *	- -	1 *	- -	- -	- -	* *	1 *	3 *
Information from Google / search engines	1 *	1 *	1 *	1 *	- -	- -	* *1%	- -	- -	1 *	- -	2 *
Times / Sunday times	1 *	- -	- -	- -	1 *	1 *1%*	- -	- -	- -	1 *	- -	1 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	1 *	1 *	1 *	- -	- -	- -	1 *2%*	- -	1 *	- -	1 *
We have to apply / it`s compulsory	1 *	- -	- -	- -	1 *	- -	- -	1 *2%*	- -	1 *	- -	1 *
Current affairs programme	* *	* *	* *	* *	- -	* *	- -	- -	- -	- -	* *	1 *
Guardian newspaper	* *	* *	* *	* *	- -	- -	- -	- -	- -	* *	- -	1 *
Mentor	* *	* *	* *	* *	* *	* *	- -	- -	- -	* *	* *	3 *
Trust / foundation (not specified)	* *	- -	- -	- -	* *	- -	- -	- -	- -	* *	- -	1 *
Various sources	* *	* *	* *	* *	- -	- -	- -	- -	- -	* *	- -	1 *
Other	20 **3%j**	12 *6%*	12 **7%zd**	15 *5%*	6 *2%*	3 *3%*	1 *2%*	3 *8%*	11 **12%zij**	5 *3%*	4 *1%*	17 *2%*
No sources/nothing	132 *22%*	49 *24%*	40 *22%*	66 *24%*	62 *20%*	18 *18%*	9 *26%*	9 *26%*	20 *23%*	50 *24%*	62 *21%*	158 *20%*
Don't know	25 *4%*	7 *3%*	4 *2%*	8 *3%*	18 *6%*	2 *2%*	3 *9%*	1 *2%*	2 *3%*	11 *5%*	12 *4%*	50 *6%*
No Answer	4 *1%*	1 *	1 *	1 *	4 *1%*	2 *2%*	- -	1 *2%*	1 *1%*	1 *	3 *1%*	4 *1%*
Refused	3 *1%*	- -	- -	- -	3 *1%*	- -	- -	- -	- -	- -	3 *1%*	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 162

A18. What was the first thing you did when you realised you had a financing need?

Base : All who sought finance for reasons other than being proactive

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	858	330	214	133	181	677	34	125	133	216	597	381	125	202	196	282	168	531	72	60	442	43	62	858
Weighted Total	663	171	38	7	446	217	47**	134*	133*	185*	394	209	254	211	100*	52	327	253	39*	25**	240	11**	11*	858
Effective Base	359	318	207	128	177	472	21	69	66	96	223	128	105	116	90	103	137	200	31	15	181	9	31	858
Went directly to main bank	255 **38%g**	68 *40%*	16 *43%*	2 *33%*	168 *38%*	87 **40%c**	8 *17%*	36 *27%*	54 *40%*	85 **46%g**	165 **42%g**	81 *39%*	90 *35%*	88 *42%*	42 *42%*	23 *44%*	135 *41%*	95 *38%*	14 *36%*	3 *11%*	90 *38%*	3 *25%*	5 *45%*	328 *38%*
Researched finance types and products on internet	69 **10%p**	20 *11%*	3 *8%*	1 *10%*	45 *10%*	23 *11%*	1 *1%*	10 *8%*	14 *10%*	20 *11%*	45 *11%*	25 *12%*	24 *9%*	28 *13%*	10 *10%*	6 *12%*	20 *6%*	36 **14%zp**	8 **19%p**	4 *14%*	29 *12%*	6 *53%*	2 *15%*	88 *10%*
Went to finance provider other than bank	58 *9%*	15 *9%*	6 **15%zade**	1 *11%*	37 *8%*	22 *10%*	* *1%*	9 *7%*	17 *13%*	16 *9%*	32 *8%*	16 *8%*	21 *8%*	15 *7%*	11 *11%*	6 *12%*	27 *8%*	20 *8%*	5 *12%*	6 *24%*	20 *8%*	* *4%*	* *2%*	95 *11%*
Sought advice from other businesses/ friends	47 **7%km**	15 **9%z**	2 *6%*	* *4%*	29 *6%*	18 **8%c**	9 *20%*	18 **14%zjk**	5 *4%*	18 **10%ik**	23 **6%k**	5 *3%*	28 **11%m**	7 *3%*	5 *5%*	2 *4%*	26 *8%*	15 *6%*	2 *6%*	* *1%*	17 *7%*	- -	1 *9%*	57 *7%*
Spoke to accountant	27 *4%*	8 **5%z**	1 *3%*	* *2%*	17 *4%*	10 *4%*	3 *6%*	5 *4%*	4 *3%*	7 *4%*	17 *4%*	11 *5%*	10 *4%*	9 *5%*	5 *5%*	1 *1%*	13 *4%*	11 *4%*	3 *8%*	* *1%*	11 *5%*	* *1%*	- -	33 *4%*
Spoke to finance adviser	25 **4%l**	8 *4%*	1 *3%*	1 **7%zbe**	16 *4%*	9 *4%*	3 *7%*	7 *5%*	2 *1%*	4 *2%*	16 *4%*	12 *6%*	7 *3%*	9 *4%*	3 *3%*	2 *4%*	14 *4%*	6 *2%*	2 *5%*	4 *14%*	5 *2%*	* *1%*	1 **7%q**	36 *4%*
Used a credit card / overdraft / existing facilities	19 **3%abo**	1 *1%*	* *	* *1%*	18 **4%e**	2 *1%*	- -	5 *4%*	5 *4%*	3 *2%*	9 *2%*	6 *3%*	8 *3%*	6 *3%*	3 *3%*	* *	15 *5%*	4 *2%*	- -	- -	3 *1%*	* *1%*	1 **6%qrt**	12 *1%*
Looked into finance options	15 **2%aj**	2 *1%*	1 *2%*	* *3%*	12 *3%*	3 *2%*	2 *5%*	10 **7%zijk**	2 *2%*	1 *1%*	3 *1%*	2 *1%*	10 *4%*	3 *1%*	1 *1%*	2 *3%*	2 *1%*	12 **5%zp**	* *1%*	1 *3%*	12 **5%zp**	* *	- -	18 *2%*
Spoke to board/ directors/seniors	15 **2%j**	3 *2%*	2 **5%zae**	1 **8%zade**	10 *2%*	5 *3%*	3 *6%*	6 **4%j**	6 **5%j**	1 *	3 *1%*	2 *1%*	4 *2%*	7 *3%*	3 *3%*	1 *2%*	- -	11 **5%zp**	1 *2%*	1 *3%*	13 **5%zp**	* *	1 **6%p**	30 *3%*
I was approached with an offer of finance	13 *2%*	3 *2%*	1 *2%*	* *2%*	9 *2%*	4 *2%*	- -	- -	* *	6 *3%*	13 **3%z**	7 *3%*	4 *2%*	3 *1%*	4 *4%*	* *	7 *2%*	5 *2%*	2 *4%*	* *1%*	5 *2%*	* *1%*	- -	18 *2%*
Spoke to the supplier / dealer / manufacturer about available finance options	13 **2%b**	3 *2%*	* *	* **3%b**	10 *2%*	3 *1%*	- -	- -	4 *3%*	3 *2%*	9 *2%*	6 *3%*	2 *1%*	9 **4%z**	* *	1 *2%*	8 *2%*	4 *1%*	* *1%*	* *	4 *2%*	- -	* *1%*	15 *2%*
Applied for finance	12 **2%a**	2 *1%*	* *1%*	- -	10 *2%*	2 *1%*	- -	3 *2%*	3 *2%*	3 *1%*	6 *2%*	3 *2%*	3 *1%*	6 *3%*	1 *1%*	- -	8 *2%*	4 *1%*	- -	1 *3%*	4 *2%*	- -	- -	9 *1%*
Examined expenses / cash flow / company accounts	5 *1%*	2 **1%z**	* *	* *1%*	2 *1%*	2 *1%*	- -	1 *1%*	1 *1%*	* *	3 *1%*	3 *1%*	- -	3 *2%*	* *	1 **2%l**	- -	4 *2%*	* *1%*	1 *2%*	3 *1%*	- -	* **2%p**	8 *1%*
Applied for a grant	4 *1%*	1 *	- -	- -	3 *1%*	1 *	- -	1 *	- -	- -	3 *1%*	3 *2%*	3 *1%*	- -	- -	- -	- -	1 *	- -	3 *12%*	1 *	- -	- -	2 *
Looked into financing myself internally	1 *	1 **1%z**	- -	- -	- -	1 *1%*	- -	- -	- -	1 *1%*	1 *	* *	- -	* *	* *	- -	- -	1 *	* *1%	- -	* *	- -	- -	3 *
Spoke to colleagues / director	1 *	1 **1%z**	* *d	- -	- -	1 *1%*	- -	1 *	- -	- -	1 *	1 *	- -	1 *1%	* *	- -	- -	1 *	- -	1 *2%*	1 *	- -	- -	3 *
Went directly to another bank	1 *	* *	1 **2%zade**	* **3%zade**	- -	1 *1%*	- -	- -	* *	* *	1 *	* *	- -	* *	* *	1 **1%z**	- -	1 *	* *1%	* *	1 *	- -	* **2%zpqt**	8 *1%*
Spoke to local council / authority	1 *	* *z	* *zd	- -	- -	1 *	- -	* *	- -	- -	* *	* *	- -	- -	* *	- -	- -	* *	- -	* *1%	* *	- -	- -	2 *
Tendered for work	1 *	* *z	* *zd	- -	- -	1 *	- -	- -	* *	- -	* *	* *	* *	- -	* *	- -	* *	* *	- -	- -	* *	- -	- -	2 *
Researched finance types and products in magazine/ newspaper articles	1 *	* *z	* *zd	- -	- -	1 *	- -	- -	- -	* *	1 *	* *	- -	* *	* *	- -	- -	1 *	- -	- -	* *	- -	* **2%zp**	2 *
Created a business plan / proposal	* *	- -	* **1%zade**	* **1%zad**	- -	* *	- -	- -	- -	* *	* *	* *	- -	- -	- -	* **1%z**	- -	* *	- -	* *	* *	- -	- -	3 *
Work out how much was needed	* *	- -	- -	* **2%zabde**	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	- -	* *	- -	- -	- -	* *1%	- -	- -	- -	3 *
Other	30 **5%abciqt**	2 *1%*	1 *1%*	* *1%*	27 **6%abce**	3 *1%*	13 *28%*	13 **10%zij**	3 *2%*	1 *	12 **3%j**	11 **5%ij**	18 *7%*	5 *3%*	1 *1%*	1 *2%*	25 **6%zqt**	5 *2%*	- -	- -	5 *2%*	- -	* *	19 *2%*
Nothing	5 **1%a**	* *	- -	- -	4 *1%*	* *	- -	- -	2 *2%*	2 *1%*	2 *1%*	- -	2 *1%*	2 *1%*	* *	- -	- -	* *	- -	- -	2 *1%*	* *3%	- -	3 *
No answer	10 **1%aqt**	1 *1%*	1 **3%zae**	* *2%	7 *2%*	2 *1%*	- -	* *	2 *2%*	1 *	7 *2%*	6 *3%*	5 *2%*	1 *	1 *1%	1 *1%	8 *2%*	1 *	- -	1 *2%	* *	* *2%	- -	13 *2%*
Don't know	27 *4%*	10 **6%z**	1 *3%*	1 **8%zbd**	15 *3%*	12 *5%*	4 *8%*	8 *6%*	6 *5%*	7 *4%*	12 *3%*	6 *3%*	12 *5%*	4 *2%*	7 **7%m**	2 *5%*	12 *4%*	13 *5%*	1 *3%*	1 *2%*	12 *5%*	* *2%	* *3%	44 *5%*
Refused	9 *1%*	3 *1%*	- -	- -	7 *2%*	3 *1%*	1 *1%*	1 *1%*	* *	5 *3%*	8 *2%*	3 *1%*	2 *1%*	4 *2%*	* *	2 *3%*	7 *2%*	2 *1%*	- -	1 *2%*	1 *	* *4%	- -	8 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 163

A18. What was the first thing you did when you realised you had a financing need?

Base : All who sought finance for reasons other than being proactive

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	858	167	137	163	228	163	482	136	464	309	68	105	284	313	227	118	230	510	535	323	30	-	505	157	196	-	858	858
Weighted Total	663	73*	117*	135*	198	141*	385	93*	303	259	78*	72*	222	238	173*	132*	199	332	377	286	39**	-**	339	139*	186*	-**	663	858
Effective Base	359	65	58	68	106	73	206	54	177	136	38	45	123	126	92	65	105	190	217	143	18	-	201	69	92	-	359	858
Went directly to main bank	255 **38%qx**	33 *45%*	34 *29%*	68 **51%zbd** *32%*	63 *41%*	57 *41%*	164 *43%*	41 *44%*	120 *40%*	85 *33%*	44 **56%zi** *56%zi*	25 *35%*	95 *43%*	87 *37%*	64 *37%*	63 **48%q** *48%q*	80 *40%*	111 *33%*	162 **43%zs** *43%zs*	93 *32%*	18 *47%*	-	144 **43%x** *43%x*	57 *41%*	54 *29%*	-	255 **38%x** *38%x*	328 *38%*
Researched finance types and products on internet	69 **10%lo**	5 *7%*	13 *11%*	10 *8%*	25 *13%*	16 *11%*	39 *10%*	12 *13%*	24 *8%*	34 *13%*	6 *7%*	8 *11%*	12 *5%*	34 **14%l** *14%l*	21 *12%*	5 *4%*	23 *11%*	41 **12%o** *12%o*	37 *10%*	31 *11%*	6 *15%*	-	31 *9%*	12 *8%*	26 *14%*	-	69 *10%*	88 *10%*
Went to finance provider other than bank	58 **9%lp**	11 **15%ld**	10 *9%*	12 *9%*	12 *6%*	13 *9%*	19 *5%*	8 *9%*	27 *9%*	24 *9%*	7 *9%*	6 *8%*	20 *9%*	20 *8%*	16 *9%*	18 **14%p** *14%p*	6 *3%*	34 **10%p** *10%p*	30 *8%*	28 *10%*	3 *9%*	-	27 *8%*	10 *7%*	21 *11%*	-	58 *9%*	95 *11%*
Sought advice from other businesses/ friends	47 *7%*	2 *2%*	20 **17%zade** *17%zade*	10 *7%*	9 *4%*	8 *5%*	21 *5%*	10 *11%*	26 *9%*	18 *7%*	2 *2%*	3 *4%*	18 *8%*	15 *6%*	14 *8%*	14 *11%*	15 *7%*	18 *5%*	23 *6%*	24 *8%*	3 *7%*	-	20 *6%*	15 *11%*	12 *6%*	-	47 *7%*	57 *7%*
Spoke to accountant	27 *4%*	3 *5%*	4 *4%*	5 *4%*	10 *5%*	4 *3%*	13 *3%*	6 *7%*	9 *3%*	12 *5%*	3 *4%*	1 *1%*	9 *4%*	11 *4%*	6 *3%*	1 *1%*	13 *6%*	13 *4%*	13 *3%*	14 *5%*	- -	-	13 *4%*	5 *4%*	9 *5%*	-	27 *4%*	33 *4%*
Spoke to finance adviser	25 *4%*	1 *2%*	11 **9%ze** *9%ze*	6 *4%*	6 *3%*	1 *1%*	19 *5%*	2 *2%*	18 **6%z** *6%z*	6 *2%*	1 *1%*	5 *7%*	8 *4%*	8 *3%*	10 *6%*	5 *4%*	8 *4%*	12 *4%*	18 *5%*	8 *3%*	1 *2%*	-	17 *5%*	5 *3%*	4 *2%*	-	25 *4%*	36 *4%*
Used a credit card / overdraft / existing facilities	19 *3%*	* *	* *	3 *2%*	8 *4%*	8 *6%*	14 *4%*	- -	11 *4%*	6 *2%*	* *	5 *7%*	8 *3%*	4 *2%*	5 *3%*	- -	5 *2%*	14 *4%*	8 *2%*	12 *4%*	- -	-	8 *2%*	3 *2%*	9 *5%*	-	19 *3%*	12 *1%*
Looked into finance options	15 *2%*	1 *1%*	1 *1%*	* *	8 *4%*	6 *4%*	12 *3%*	* *	7 *2%*	7 *3%*	- -	* *1%	4 *2%*	6 *3%*	3 *2%*	3 *2%*	3 *2%*	9 *3%*	12 *3%*	4 *1%*	2 *6%*	-	9 *3%*	1 *1%*	5 *3%*	-	15 *2%*	18 *2%*
Spoke to board/ directors/seniors	15 *2%*	2 *2%*	1 *1%*	3 *2%*	2 *1%*	6 *5%*	13 *3%*	1 *1%*	10 *3%*	2 *1%*	3 *4%*	4 **6%i** *6%i*	5 *2%*	2 *1%*	7 *4%*	* *	4 *2%*	11 *3%*	9 *2%*	6 *2%*	- -	-	9 *3%*	3 *2%*	3 *2%*	-	15 *2%*	30 *3%*
I was approached with an offer of finance	13 *2%*	3 *4%*	1 *1%*	1 *1%*	6 *3%*	3 *2%*	4 *1%*	1 *1%*	2 *1%*	11 **4%zh** -	- -	* *	5 *2%*	4 *2%*	3 *1%*	3 *2%*	4 *2%*	7 *2%*	9 *2%*	4 *2%*	- -	-	9 *3%*	* *	4 *2%*	-	13 *2%*	18 *2%*
Spoke to the supplier / dealer / manufacturer about available finance options	13 *2%*	3 *4%*	6 *5%*	1 *1%*	3 *1%*	1 *	9 *2%*	* *	4 *1%*	9 *3%*	- -	* *1%	7 *3%*	6 *2%*	* *	3 *3%*	5 *2%*	5 *1%*	5 *1%*	8 *3%*	* *1%	-	5 *1%*	5 *3%*	3 *2%*	-	13 *2%*	15 *2%*
Applied for finance	12 *2%*	- -	5 *5%*	1 *	2 *1%*	4 *3%*	6 *2%*	3 *3%*	3 *1%*	6 *2%*	3 *4%*	3 *4%*	3 *2%*	3 *1%*	3 *2%*	1 *	6 *3%*	6 *2%*	9 *2%*	3 *1%*	- -	-	9 *3%*	* *	3 *1%*	-	12 *2%*	9 *1%*
Examined expenses / cash flow / company accounts	5 *1%*	1 *2%*	1 *	- -	2 *1%*	1 *	4 *1%*	- -	2 *1%*	2 *1%*	* *	* *1%	1 *	3 *1%*	1 *1%	- -	- -	5 *1%*	4 *1%*	1 *	- -	-	4 *1%*	- -	1 *	-	5 *1%*	8 *1%*
Applied for a grant	4 *1%*	- -	- -	3 *2%*	- -	1 *	4 *1%*	- -	1 *	- -	3 **4%zhi** *4%zhi*	1 *1%*	1 *	- -	3 *2%*	- -	3 *2%*	1 *	3 *1%*	1 *	- -	-	3 *1%*	1 *	- -	-	4 *1%*	2 *
Looked into financing myself internally	1 *	* *	- -	- -	1 *1%	- -	1 *	* *	1 *	- -	- -	* *1%	* *	* *	* *	- -	* *	1 *	1 *	* *	* *1%	-	* *	- -	1 *	-	1 *	3 *
Spoke to colleagues / director	1 *	- -	- -	1 *	- -	1 *	- -	- -	1 *	1 *	- -	- -	1 *	- -	1 *	- -	- -	1 *	1 *	- -	1 2%	-	1 *	- -	1 *	-	1 *	3 *
Went directly to another bank	1 *	* 1%	* *	* *	* *	- -	1 *	* *	1 *	* *	- -	* *	* *	1 *	* *	- -	- -	1 *	1 *	- -	- -	-	1 *	- -	* *	-	1 *	8 *1%*
Spoke to local council / authority	1 *	- -	- -	- -	* *	* *	1 *	- -	* *	* *	- -	* *1%	* *	* *	- -	* *	- -	* *	- -	1 *	- -	-	- -	- -	1 *	-	1 *	2 *
Tendered for work	1 *	- -	- -	- -	* *	* *	* *	- -	* *	* *	- -	- -	* *	* *	- -	- -	- -	1 *	1 *	- -	- -	-	1 *	- -	- -	-	1 *	2 *
Researched finance types and products in magazine/ newspaper articles	1 *	- -	- -	- -	1 *	- -	* *	- -	* *	- -	* 1%	- -	- -	- -	1 *	* *	- -	* *	- -	1 *	- -	-	- -	* *	* *	-	1 *	2 *
Created a business plan / proposal	* *	- -	- -	- -	* *	* *	* *	* *	* *	- -	- -	- -	* *	* *	- -	- -	- -	* *	- -	* *	- -	-	- -	- -	* *	-	* *	3 *
Work out how much was needed	* *	- -	- -	- -	- -	* *	* *	- -	- -	* *	* *	- -	- -	* *	* *	- -	- -	* *	- -	* *	- -	-	- -	* *	* *	-	* *	3 *
Other	30 **5%rv**	2 *2%*	1 *	7 *5%*	18 **9%zb** *9%zb*	3 *2%*	14 *4%*	5 *5%*	19 *6%*	8 *3%*	4 *5%*	2 *3%*	14 *6%*	13 *5%*	4 *2%*	3 *2%*	9 *4%*	18 *5%*	8 *2%*	22 **8%zr** *8%zr*	- -	-	8 *2%*	8 *6%*	14 *7%*	-	30 **5%w** *5%w*	19 *2%*
Nothing	5 *1%*	2 **3%z** *3%z*	- -	- -	2 *1%*	- -	* *	- -	5 *1%*	- -	- -	2 **3%zi** *3%zi*	2 *1%*	2 *1%*	- -	- -	- -	5 *1%*	2 *	3 *1%*	- -	-	2 *1%*	- -	3 *1%*	-	5 *1%*	3 *
No answer	10 **1%h** *1%h*	* *	* *	* *	6 *3%*	3 *2%*	4 *1%*	2 *3%*	1 *	8 **3%h** *3%h*	* *	- -	1 *	6 *2%*	3 *2%*	2 *2%*	3 *1%*	4 *1%*	4 *1%*	6 *2%*	* *1%	-	3 *1%*	3 *2%*	3 *2%*	-	10 *1%*	13 *2%*
Don't know	27 *4%*	2 *2%*	7 *6%*	3 *2%*	9 *4%*	7 *5%*	19 *5%*	1 *1%*	8 *3%*	17 *7%*	2 *2%*	3 *5%*	8 *4%*	10 *4%*	9 *5%*	10 *7%*	7 *4%*	10 *3%*	15 *4%*	12 *4%*	3 *9%*	-	12 *3%*	7 *5%*	8 *4%*	-	27 *4%*	44 *5%*
Refused	9 *1%*	2 *3%*	3 *2%*	1 *	3 *2%*	1 *	4 *1%*	- -	3 *1%*	4 *1%*	- -	1 *1%	2 *1%*	4 *2%*	1 *1%	* *	6 *3%*	3 *1%*	3 *1%*	7 *2%*	- -	-	3 *1%*	5 *4%*	2 *1%*	-	9 *1%*	8 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 164

A18. What was the first thing you did when you realised you had a financing need?

Base : All who sought finance for reasons other than being proactive

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	858	640	669	80	381	198	407	97	616	653	70	356	11	176	398	93	639	109	445	371	343	491	228	233	252	594	858
Weighted Total	663	474	452	42**	279	90*	198	30*	449	430	33**	259	4**	68*	190	28*	448	108*	396	239	281	359	124*	130*	149*	505	858
Effective Base	359	258	257	26	155	66	137	34	247	249	21	145	2	59	133	31	249	57	206	138	150	199	75	78	88	266	858
Went directly to main bank	255 38	237 50	131 29	27 65%	160 57	14 15%	52 26	13 43	224 50	124 29	23 69%	145 56	* 6%	9 13%	47 25	13 45	173 39%	48 44%	171 43	77 32%	180 64	73 20%	53 43%	57 44%	62 41%	189 37%	328 38%
Researched finance types and products on internet	69 10	49 10%	51 11%	2 5%	21 7%	9 10%	31 16	3 10%	45 10%	50 12%	2 5%	21 8%	- -	9 13%	31 17	3 11%	53 12%	6 5%	24 6%	44 18	27 10%	41 11%	11 9%	11 9%	14 9%	55 11%	88 10%
Went to finance provider other than bank	58 9	26 6%	48 11	1 4%	12 4%	9 10%	27 14	3 9%	26 6%	48 11	1 4%	12 5%	1 17%	9 13	27 14	3 9%	39 9%	7 6%	44 11%	14 6%	4 1%	55 15	7 6%	12 9%	12 8%	46 9%	95 11%
Sought advice from other businesses/ friends	47 7	18 4%	45 10	4 9%	12 4%	10 11	10 5%	2 7%	18 4%	45 11	1 4%	12 5%	- -	8 11	7 4%	2 7%	32 7%	6 6%	30 8%	12 5%	13 5%	27 8%	9 7	5 4%	9 6	38 7%	57 7%
Spoke to accountant	27 4%	18 4%	19 4%	1 3%	10 4%	1 1%	12 6	- -	17 4%	19 4%	1 2%	10 4%	- -	1 1%	12 6%	- -	21 5%	4 4%	10 2%	15 6%	12 4%	15 4%	* *	3 3	3 2	24 5%	33 4%
Spoke to finance adviser	25 4%	21 4%	19 4%	1 3%	12 4%	4 5%	12 6%	1 4%	20 4%	16 4%	1 4%	12 5%	* 5%	1 2%	12 6%	1 3%	20 5%	4 3%	9 2%	15 6%	8 3%	14 4%	4 4%	5 4%	5 3%	20 4%	36 4%
Used a credit card / overdraft / existing facilities	19 3%	14 3	11 2%	- -	3 1%	* *	5 3%	- -	14 3	11 3%	- -	3 1%	- -	* *	5 3%	- -	13 3%	3 3%	14 4%	3 1%	8 3%	11 3%	9 7	8 6%	9 6%	11 2%	12 1%
Looked into finance options	15 2	9 2%	13 3%	* *	3 1%	6 7	4 2%	1 2%	9 2%	13 3%	* 1%	3 1%	- -	1 2%	4 2%	1 3%	12 3%	3 3%	3 1%	12 5	3 1%	12 3%	4 3%	4 3%	6 4%	9 2%	18 2%
Spoke to board/ directors/seniors	15 2	6 1%	15 3	* 1%	5 2%	4 4%	2 1%	1 4%	6 1%	13 3	* 1%	5 2%	* 5%	1 2%	2 1%	1 4%	8 2%	1 1%	7 2%	5 2%	1 *	11 3	7 5	8 6	8 6	7 1%	30 3%
I was approached with an offer of finance	13 2%	7 1%	11 2%	2 6%	7 2%	7 8	5 3%	4 12	7 2%	11 3%	2 7%	7 3%	2 65%	7 11	5 3%	3 11	10 2%	* *	7 2%	7 3%	3 1%	10 3%	1 1%	1 1%	1 1%	12 2%	18 2%
Spoke to the supplier / dealer / manufacturer about available finance options	13 2	7 1	13 3	- -	1 *	* 1%	12 6	* *	7 2	13 3	- -	1 *	* 1%	* 1%	12 6	* *	7 1%	3 2%	6 2%	7 3%	* *	12 3	1 1%	1 *	1 1%	12 2%	15 2%
Applied for finance	12 2	8 2	7 2	- -	5 2%	4 4	* *	- -	8 2%	7 2%	- -	5 2%	- -	4 5	- -	- -	6 1%	3 3%	7 2%	6 2%	3 1%	10 3%	2 2%	- -	2 2%	10 2%	9 1%
Examined expenses / cash flow / company accounts	5 1%	4 1%	4 1%	- -	* *	2 2%	1 *	* 1%	4 1%	4 1%	- -	* *	- -	2 2	1 *	* 1%	4 1%	- -	4 1%	* *	* *	4 1%	1 1%	1 1%	1 1%	4 1%	8 1%
Applied for a grant	4 1	- -	4 1%	- -	- -	4 4	- -	- -	- -	1 *	- -	- -	- -	1 1%	- -	- -	3 1%	- -	3 1%	- -	- -	4 1%	1 *	1 *	1 *	3 1%	2 *
Looked into financing myself internally	1 *	1 *	1 *	- -	1 *	* 1%	* *	- -	1 *	1 *	- -	1 *	- -	* 1%	* *	- -	* *	* *	1 *	* *	1 *	* *	1 1%	* *	1 1	* *	3 *
Spoke to colleagues / director	1 *	1 *	1 *	1 2%	1 *	1 1%	1 *	1 2	1 *	1 *	- -	- -	- -	1 1%	- -	- -	1 *	* *	* *	1 *	1 *	1 *	1 1%	1 1%	1 *	1 *	3 *
Went directly to another bank	1 *	1 *	1 *	* 1%	1 *	* *	1 *	* *	1 *	1 *	* 1%	1 *	- -	* *	1 *	* *	1 *	- -	1 *	1 *	- -	1 *	* *	* *	* *	1 *	8 1%
Spoke to local council / authority	1 *	- -	1 *	- -	- -	* 1%	* *	- -	- -	* *	- -	- -	- -	- -	* *	- -	* *	* *	1 *	- -	- -	1 *	* *	* *	* *	- -	2 *
Tendered for work	1 *	* *	1 *	- -	- -	* 1%	* *	- -	* *	1 *	- -	- -	- -	* 1%	* *	- -	1 *	- -	- -	* *	- -	1 *	- -	* *	* *	* *	2 *
Researched finance types and products in magazine/ newspaper articles	1 *	1 *	* *	- -	* *	- -	* *	* 1%	1 *	* *	- -	* *	- -	- -	* *	* 1%	* *	- -	* *	* *	- -	1 *	1 1%	1 1%	* *	- -	2 *
Created a business plan / proposal	* *	* *	* *	- -	* *	* *	* *	- -	* *	* *	- -	* *	- -	* *	* *	- -	* *	- -	* *	* *	* *	* *	* *	* *	* *	* *	3 *
Work out how much was needed	* *	* *	* *	- -	* *	* *	* *	- -	* *	* *	- -	* *	- -	* *	* *	- -	* *	- -	* *	* *	- -	* *	- -	- -	- -	* *	3 *
Other	30 5	11 2%	23 5	- -	6 2%	5 5%	7 4%	* 1%	9 2%	20 5	- -	4 1%	- -	4 6	7 4%	* 1%	15 3%	7 6%	22 6%	8 3%	2 1%	25 7	4 3%	3 3%	4 3%	26 5%	19 2%
Nothing	5 1%	3 1%	5 1%	- -	- -	2 2	- -	- -	3 1%	5 1%	- -	- -	- -	2 3	- -	- -	5 1%	- -	5 1%	- -	* *	4 1%	5 4	5 3	5 3	- -	3 *
No answer	10 1%	9 2%	5 1%	* *	8 3	* 1%	1 1%	* *	9 2%	4 1%	* 1%	8 3	- -	* *	1 1%	* *	6 1%	3 3%	4 1%	5 2%	3 1%	6 2%	1 1%	* *	1 *	9 2%	13 2%
Don't know	27 4%	17 4%	20 4%	* 1%	6 2%	7 7	9 4%	1 4%	14 3%	20 5%	* 1%	6 2%	* 1%	6 10	9 5%	1 4%	13 3%	8 8%	18 4%	7 3%	9 3%	16 5%	2 2%	2 2%	2 2%	23 5%	44 5%
Refused	9 1%	7 2%	6 1%	- -	3 1%	- -	4 2%	- -	7 2%	4 1%	- -	3 1%	- -	- -	4 2%	- -	5 1%	* *	8 2%	1 *	3 1%	4 1%	* *	- -	* *	6 1%	8 1%

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 165

A18. What was the first thing you did when you realised you had a financing need?

Base : All who sought finance for reasons other than being proactive

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	858	334	319	442	406	143	45	59	87	398	371	858
Weighted Total	663	238	211	318	338	105*	36**	32**	97*	230	334	858
Effective Base	359	134	125	178	177	61	21	18	50	140	169	858
Went directly to main bank	255 *38%*	84 *35%*	71 *34%*	113 *36%*	141 *42%*	42 *40%*	16 *46%*	2 *7%*	27 *28%*	97 *42%*	131 *39%*	328 *38%*
Researched finance types and products on internet	69 *10%*	29 *12%*	22 *11%*	37 *12%*	32 *9%*	12 *12%*	2 *5%*	5 *15%*	8 *8%*	20 *9%*	41 *12%*	88 *10%*
Went to finance provider other than bank	58 *9%*	14 *6%*	18 *9%*	26 *8%*	32 *10%*	9 *9%*	5 *14%*	1 *4%*	3 *3%*	25 *11%*	31 *9%*	95 *11%*
Sought advice from other businesses/ friends	47 **7%d**	27 **11%cd**	21 **10%d**	33 **10%cd**	13 *4%*	13 *13%*	1 *4%*	1 *4%*	12 *12%*	18 *8%*	17 *5%*	57 *7%*
Spoke to accountant	27 *4%*	11 *5%*	6 *3%*	13 *4%*	14 *4%*	3 *3%*	2 *5%*	- -	5 *5%*	8 *3%*	14 *4%*	33 *4%*
Spoke to finance adviser	25 *4%*	7 *3%*	10 *5%*	11 *3%*	14 *4%*	4 *4%*	* *	6 *18%*	6 *6%*	12 *5%*	7 *2%*	36 *4%*
Used a credit card / overdraft / existing facilities	19 **3%d**	11 **5%d**	8 *4%*	13 **4%d**	3 *1%*	3 *3%*	- -	- -	2 *3%*	9 *4%*	8 *2%*	12 *1%*
Looked into finance options	15 *2%*	12 **5%cd**	7 *3%*	12 *4%*	4 *1%*	* *	* *1%*	3 *9%*	10 **10%zij**	2 *1%*	4 *1%*	18 *2%*
Spoke to board/ directors/seniors	15 *2%*	6 *3%*	6 *3%*	7 *2%*	8 *2%*	* *	- -	1 *2%*	3 *3%*	7 *3%*	5 *1%*	30 *3%*
I was approached with an offer of finance	13 *2%*	1 *1%*	5 *2%*	6 **2%a**	7 *2%*	* *	* *	3 *8%*	- -	2 *1%*	11 *3%*	18 *2%*
Spoke to the supplier / dealer / manufacturer about available finance options	13 **2%c**	1 *1%*	1 *1%*	1 *	11 **3%c**	- -	3 *7%*	* *	- -	4 *2%*	9 *3%*	15 *2%*
Applied for finance	12 *2%*	3 *1%*	3 *1%*	6 *2%*	7 *2%*	* *	- -	3 *11%*	1 *1%*	3 *1%*	8 *3%*	9 *1%*
Examined expenses / cash flow / company accounts	5 *1%*	4 *2%*	4 *2%*	5 *1%*	* *	* *	- -	- -	* *	2 *1%*	3 *1%*	8 *1%*
Applied for a grant	4 *1%*	4 *2%*	1 *	4 **1%b**	- -	- -	1 *1%*	3 *10%*	- -	1 *	3 *1%*	2 *
Looked into financing myself internally	1 *	1 *	* *	1 *	* *	- -	- -	- -	- -	1 *1%*	- -	3 *
Spoke to colleagues / director	1 *	1 *	1 *	1 *	1 *	- -	- -	1 *2%*	- -	1 *	1 *	3 *
Went directly to another bank	1 *	1 *	* *	1 *	* *	* *	- -	- -	- -	1 *	1 *	8 *1%*
Spoke to local council / authority	1 *	* *	* *	* *	* *	* *	- -	* *1%*	- -	* *	* *	2 *
Tendered for work	1 *	- -	- -	* *	* *	* *	- -	- -	- -	* *	* *	2 *
Researched finance types and products in magazine/ newspaper articles	1 *	- -	1 *	1 *	- -	- -	- -	- -	- -	* *	* *	2 *
Created a business plan / proposal	* *	* *	* *	* *	* *	* *	- -	* *1%*	- -	* *	- -	3 *
Work out how much was needed	* *	- -	- -	- -	* *	- -	- -	* *1%*	- -	- -	* *	3 *
Other	30 **5%l**	6 *3%*	11 *5%*	11 *3%*	19 *6%*	5 *5%*	- -	2 *6%*	13 **13%zij**	3 *1%*	11 *3%*	19 *2%*
Nothing	5 *1%*	2 *1%*	* *	2 *1%*	2 *1%*	- -	- -	- -	- -	5 *2%*	- -	3 *
No answer	10 *1%*	3 *1%*	3 *2%*	3 *1%*	6 *2%*	* *	- -	* *1%*	- -	1 *	9 *3%*	13 *2%*
Don't know	27 *4%*	8 *3%*	9 *4%*	12 *4%*	14 *4%*	8 *7%*	4 *11%*	* *1%*	7 *8%*	6 *3%*	13 *4%*	44 *5%*
Refused	9 **1%c**	1 *	1 *	1 *	8 *2%*	* *	2 *5%*	- -	1 *1%*	2 *1%*	6 *2%*	8 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 166

A19. What information influenced your decision on which specific provider to approach?

Base : All who sought finance in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
Previous experience from within the business (or its staff) of obtaining finance	204 **30%g**	61 **34%z**	15 **36%z**	3 **43%zde**	126 27%	79 35%	2 4%	21 15%	50 **36%g**	58 **31%g**	133 **33%g**	75 **35%g**	69 27%	70 32%	33 31%	20 **39%z**	93 28%	86 34%	12 31%	6 22%	81 33%	3 27%	4 40%	305 34%
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	53 **8%a**	12 7%	3 8%	1 **15%zabde**	37 8%	16 7%	9 19%	16 12%	9 6%	9 5%	27 7%	19 9%	22 8%	16 7%	8 7%	4 8%	34 10%	15 6%	2 5%	1 3%	13 5%	* 3%	2 **19%zqt**	74 8%
Existing bank / provider	31 5%	7 4%	1 3%	* 5%	23 5%	9 4%	5 10%	6 5%	12 9%	5 3%	13 3%	8 4%	13 5%	7 3%	5 5%	4 **8%z**	16 5%	10 4%	3 6%	1 2%	10 4%	2 20%	* 4%	35 4%
Interest rates / deals / payment terms offered	31 **4%l**	12 **7%z**	3 **8%zd**	* 3%	15 3%	15 **7%c**	1 1%	8 6%	6 4%	6 3%	16 4%	10 5%	3 1%	15 **7%l**	5 5%	4 **7%l**	12 4%	14 5%	3 6%	1 3%	14 6%	* 3%	1 5%	51 6%
Information from provider / supplier / dealer / manufacturer	27 4%	6 4%	1 3%	* 3%	20 4%	8 3%	- -	5 4%	4 3%	8 4%	19 5%	11 5%	10 4%	6 3%	5 5%	1 2%	14 4%	11 4%	2 6%	- -	11 5%	* *	* *	32 4%
Only available option / most likely to be approved	26 **4%abco**	5 3%	1 2%	* 1%	21 5%	6 2%	6 12%	9 7%	4 3%	9 5%	13 3%	3 2%	14 5%	4 2%	6 5%	* *	16 5%	10 4%	1 2%	* 1%	9 4%	- -	1 7%	23 3%
Information / advice from banks	24 **4%aj**	3 2%	2 **4%ae**	* 1%	20 4%	5 2%	3 6%	12 **9%zijk**	6 5%	1 1%	6 2%	5 2%	10 4%	8 4%	5 5%	1 2%	7 2%	13 5%	1 2%	* 1%	13 5%	2 20%	* 3%	25 3%
Knowing the price / cost	18 **3%ab**	4 2%	* 1%	* 1%	14 3%	4 2%	- -	3 2%	3 2%	4 2%	13 3%	9 4%	14 **6%m**	- -	1 1%	2 **4%m**	13 4%	5 2%	- -	* *	5 2%	- -	- -	16 2%
Previous experience / relationship with provider	18 3%	7 **4%z**	1 2%	* 5%	10 2%	8 3%	- -	1 1%	2 1%	4 2%	15 4%	12 **5%z**	4 1%	1 1%	4 4%	3 **6%zlm**	6 2%	7 3%	2 4%	4 15%	6 3%	* 2%	* 2%	28 3%
Accountant	18 3%	7 **4%z**	1 3%	* 2%	10 2%	9 4%	2 4%	5 3%	2 1%	1 *	11 **3%l**	11 **5%ij**	6 2%	8 4%	4 3%	1 1%	10 3%	8 3%	- -	- -	8 3%	* 1%	- -	29 3%
Other advisor	15 **2%a**	2 1%	1 2%	* **3%e**	12 3%	3 1%	- -	1 1%	- -	7 4%	14 **4%z**	7 3%	3 1%	8 3%	1 1%	1 2%	9 3%	3 1%	3 **8%zqt**	- -	3 1%	* *	- -	19 2%
Ease of use / accessibility / convenience	15 **2%a**	2 1%	* 1%	- -	13 3%	2 1%	- -	2 2%	4 3%	3 1%	7 2%	4 2%	2 1%	6 3%	2 2%	* *	7 2%	7 3%	1 2%	- -	6 3%	- -	* 1%	11 1%
Information from Google / search engines	11 **2%b**	3 2%	* *	* 1%	8 2%	4 **2%b**	- -	1 1%	3 2%	6 3%	8 2%	1 1%	8 3%	1 1%	1 1%	1 1%	3 1%	7 3%	* 1%	- -	7 3%	* 4%	- -	12 1%
Information from the suppliers / providers website	10 **2%a**	2 1%	* 1%	* 2%	8 2%	2 1%	- -	2 1%	- -	6 3%	9 2%	2 1%	2 1%	7 3%	* *	1 1%	5 2%	2 1%	- -	* *	2 1%	- -	* 1%	11 1%
Own research [not specified]	8 1%	- -	- -	* **1%ae**	8 2%	* *	- -	- -	6 **4%zj**	- -	2 1%	2 1%	6 2%	2 1%	- -	* *	5 1%	3 1%	- -	* *	3 1%	- -	- -	4 *
Social media	8 1%	- -	* *	- -	8 2%	* *	- -	- -	3 2%	2 1%	5 1%	3 1%	2 1%	5 2%	- -	* *	5 2%	3 1%	- -	- -	3 1%	* 1%	- -	4 *
Comparison websites	7 **1%a**	1 1%	* 1%	- -	6 1%	1 1%	- -	2 2%	* *	4 2%	4 1%	* *	3 1%	1 *	3 3%	- -	1 *	1 *	6 **14%zpqt**	* 1%	1 *	- -	- -	6 1%
Trust / foundation (not specified)	7 **1%aj**	1 1%	- -	- -	6 1%	1 *	- -	3 2%	2 2%	- -	1 *	1 *	2 1%	1 *	4 **3%zm**	- -	2 1%	4 1%	- -	- -	4 2%	- -	- -	4 *
Adverts (not specified)	5 1%	- -	* *	- -	4 1%	* *	2 4%	2 1%	- -	* *	3 1%	3 1%	4 2%	- -	* *	- -	4 1%	* *	- -	- -	* *	- -	- -	3 *
None / myself / own knowledge	5 1%	2 1%	* 1%	- -	2 1%	2 1%	- -	1 1%	2 2%	* *	1 *	* *	2 1%	1 1%	1 1%	* *	- -	2 1%	* 1%	- -	1 *	- -	* 5%pqt	6 1%
Other businesses / companies in same sector	4 1%	1 1%	* *	- -	2 1%	2 1%	- -	- -	* *	1 1%	4 1%	3 1%	- -	3 1%	1 1%	- -	- -	2 1%	- -	2 9%	1 *	- -	- -	5 1%
Various sources	4 1%	1 1%	* 1%	- -	2 1%	1 1%	- -	1 *	- -	3 1%	3 1%	1 *	2 1%	1 *	* *	- -	2 1%	1 *	* 1%	1 2%	1 *	- -	- -	4 *
Information from local council / council website	3 *	1 *	* 1%	- -	2 1%	1 *	- -	1 *	- -	2 1%	3 1%	* *	2 1%	- -	* *	- -	- -	3 1%	- -	* 1%	3 1%	- -	- -	4 *
External advisor	3 *	2 **1%zd**	1 **3%zde**	* **2%zd**	- -	3 **1%d**	- -	1 *	* *	1 1%	2 1%	1 *	- -	2 1%	* *	1 **2%zl**	- -	3 1%	* *	* 1%	2 1%	* *	* **3%zp**	12 1%
Mentor	3 *	1 *	- -	- -	2 1%	1 *	2 5%	3 **2%j**	- -	- -	- -	- -	3 1%	- -	- -	- -	- -	3 1%	- -	- -	3 1%	- -	- -	2 *
Information from friends / family	3 *	- -	* **1%ae**	- -	2 1%	* *	2 5%	2 2%	- -	* *	* *	- -	2 1%	- -	* *	- -	2 1%	* *	- -	- -	* *	- -	- -	2 *
Energy trust	2 *	- -	- -	- -	2 *	- -	- -	- -	- -	- -	2 *	2 1%	2 1%	- -	- -	- -	2 1%	- -	- -	- -	- -	- -	- -	1 *
Government - Ministerial speeches/ reports	2 *	2 **1%z**	- -	* **1%d**	- -	2 1%	- -	- -	- -	* *	2 *	1 1%	- -	1 1%	* *	* *	- -	1 *	- -	1 2%	1 *	* 1%	- -	4 *
Business gateway	1 *	1 **1%z**	- -	- -	- -	1 *	- -	1 1%	- -	- -	- -	- -	- -	* *	1 1%	- -	- -	1 *	* 1%	- -	1 *	- -	- -	2 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	1 **1%z**	- -	- -	- -	1 *	- -	- -	- -	1 *	1 *	1 *	- -	1 *	- -	- -	- -	1 *	- -	1 2%	1 *	- -	- -	2 *
Funding circle	1 *	1 *z	- -	- -	- -	1 *	- -	1 *	- -	- -	- -	- -	- -	1 *	- -	- -	- -	1 *	- -	- -	1 *	- -	- -	1 *
We have to apply / it`s compulsory	1 *	1 *z	- -	- -	- -	1 *	- -	- -	- -	1 *	1 *	- -	- -	1 *	- -	- -	- -	- -	- -	1 2%	- -	- -	- -	1 *
Information from .gov website	* *	* *z	- -	- -	- -	* *	- -	- -	- -	* *	* *	- -	- -	* *	* *	- -	- -	* *	- -	- -	* *	- -	- -	1 *
Information received in the post	* *	* *z	- -	- -	- -	* *	- -	- -	- -	* *	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	* *	- -	- -	1 *
Information received in emails	* *	- -	* *zd	- -	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	- -	* *	- -	* *	- -	- -	* *	- -	- -	1 *
Local government / authority	* *	- -	* *zd	- -	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	* *	- -	- -	* *	- -	- -	* *	- -	- -	1 *
Other	24 3%	5 3%	2 4%	* 3%	17 4%	7 3%	7 14%	11 **8%ij**	3 2%	2 1%	9 2%	7 4%	11 4%	5 2%	3 3%	2 4%	11 3%	8 3%	1 2%	4 15%	8 3%	- -	* 3%	31 3%
No answer	3 *	- -	* *	- -	2 1%	* *	- -	- -	- -	2 1%	3 1%	* *	2 1%	- -	- -	* *	2 1%	* *	- -	- -	* *	- -	- -	2 *
No information/nothing	104 **15%acoq**	23 13%	5 13%	* 6%	75 **16%c**	29 **13%c**	5 11%	12 8%	30 **21%g**	39 **21%gk**	63 **16%k**	23 11%	43 17%	41 19%	13 12%	5 9%	64 **19%q**	29 11%	5 13%	1 5%	29 12%	2 14%	1 7%	113 13%
Don't know	42 6%	13 **7%z**	2 4%	1 8%	27 6%	15 7%	1 3%	10 7%	4 3%	16 **9%**	29 7%	13 6%	16 6%	16 7%	5 5%	3 6%	24 7%	14 5%	1 1%	3 13%	13 5%	* 1%	1 6%	59 7%
Refused	2 *	2 **1%zd**	- -	* **1%bd**	- -	2 1%	1 1%	1 1%	- -	- -	1 *	1 *	- -	1 *	1 1%	* *	- -	1 1%	- -	1 2%	1 1%	* *	- -	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A19. What information influenced your decision on which specific provider to approach?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	337	31	-	517	163	206	-	886	886
Weighted Total	682	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
Previous experience from within the business (or its staff) of obtaining finance	204 30%ijx	27 37%ab	24 20%	52 36%ab	61 30%	41 28%	124 31%	29 31%	84 27%	83 31%	30 36%	14 18%	63 28%	80 33%	54 30%	38 27%	62 30%	105 31%	135 35%jzs	70 23%	14 36%	-	120 35%jzxA	45 31%	39 20%	-	204 30%ix	305 34%
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	53 8%l	2 2%	11 9%	15 10%	16 8%	10 7%	22 5%	13 14%l	30 10%	17 6%	7 8%	7 9%	19 8%	18 7%	16 9%	7 5%	16 8%	30 9%	28 7%	25 8%	5 13%	-	23 7%	20 14%	11 5%	-	53 8%	74 8%
Existing bank / provider	31 5%	1 1%	5 4%	7 5%	11 6%	8 5%	20 5%	2 3%	16 5%	9 3%	6 7%	3 4%	8 3%	12 5%	11 6%	6 4%	8 4%	17 5%	18 5%	14 5%	2 6%	-	15 4%	10 7%	6 3%	-	31 5%	35 4%
Interest rates / deals / payment terms offered	31 4%	2 3%	12 10%iz	3 2%	5 3%	8 6%	19 5%	3 3%	16 5%	11 4%	4 5%	5 6%	16 7%	9 4%	6 3%	6 4%	15 7%	10 3%	16 4%	15 5%	- -	-	16 5%	5 3%	10 5%	-	31 4%	51 6%
Information from provider / supplier / dealer / manufacturer	27 4%h	2 2%	4 4%	1 1%	12 6%	8 6%	13 3%	3 3%	6 2%	17 7%h	4 5%	3 4%	9 4%	9 4%	7 4%	6 4%	3 2%	18 5%	11 3%	16 5%	- -	-	11 3%	6 4%	10 5%	-	27 4%	32 4%
Only available option / most likely to be approved	26 4%o	1 1%	5 4%	5 3%	4 2%	11 8%	19 5%	3 3%	11 3%	12 5%	4 4%	4 5%	4 2%	10 4%	13 7%l	8 6%	7 4%	11 3%	22 6%zs	4 1%	8 21%	-	14 4%	1 1%	11 6%	-	26 4%	23 3%
Information / advice from banks	24 4%	5 7%d	3 3%	8 5%	3 2%	5 4%	18 5%	2 2%	9 3%	6 2%	8 10%zl	6 7%	12 5%	3 1%	9 5%	4 3%	10 5%	11 3%	11 3%	13 4%	4 10%	-	7 2%	12 8%zvA	5 3%	-	24 4%	25 3%
Knowing the price / cost	18 3%mn	3 4%	7 6%	1 1%	2 1%	5 3%	14 4%	1 1%	6 2%	9 3%	3 4%	- -	6 3%	1 *	11 6%zm	4 3%	4 2%	10 3%	5 1%	13 4%	- -	-	5 2%	3 2%	10 5%	-	18 3%	16 2%
Previous experience / relationship with provider	18 3%	3 4%	* *	9 6%	5 2%	2 1%	11 3%	2 3%	8 3%	4 1%	6 7%l	2 2%	3 1%	8 3%	8 4%	2 2%	5 3%	11 3%	10 3%	8 3%	- -	-	10 3%	* *	8 4%	-	18 3%	28 3%
Accountant	18 3%	8 11%zcde	5 4%	1 1%	3 1%	2 1%	7 2%	3 3%	11 4%	4 2%	2 2%	* *	3 1%	8 3%	3 2%	* *	9 5%	9 3%	12 3%	6 2%	2 4%	-	10 3%	4 3%	4 2%	-	18 3%	29 3%
Other advisor	15 2%	2 3%	4 3%	3 2%	4 2%	3 2%	11 3%	3 4%	7 2%	9 3%	- -	* 1%	7 3%	8 3%	* *	8 5%p	1 *	7 2%	9 2%	6 2%	- -	-	9 3%	3 2%	4 2%	-	15 2%	19 2%
Ease of use / accessibility / convenience	15 2%r	* *	3 2%	4 3%	9 4%	- -	9 2%	3 3%	9 3%	6 2%	* *	3 3%	4 2%	7 3%	4 2%	3 2%	- -	12 4%p	4 1%	12 4%	- -	-	4 1%	2 2%	9 5%	-	15 2%	11 1%
Information from Google / search engines	11 2%	1 1%	4 3%	1 1%	* *	6 4%	5 1%	1 1%	6 2%	5 2%	- -	1 1%	4 2%	3 1%	3 2%	1 1%	4 2%	6 2%	7 2%	5 2%	- -	-	7 2%	1 1%	3 2%	-	11 2%	12 1%
Information from the suppliers / providers website	10 2%r	* *	1 1%	3 2%	3 1%	3 2%	7 2%	3 3%	4 1%	6 2%	- -	4 6%th	1 *	10 4%zl	* *	3 2%	* *	7 2%	2 *	9 3%	- -	-	2 1%	3 2%	5 3%	-	10 2%	11 1%
Own research [not specified]	8 1%w	- -	- -	3 2%	5 2%	* *	5 1%	- -	- -	5 2%	3 4%h	- -	- -	- -	8 4%zlm	- -	2 1%	6 2%	6 1%	2 1%	6 14%	-	* *	3 2%	5 2%w	-	8 1%w	4 *
Social media	8 1%	* *	5 4%z	- -	2 1%	- -	5 1%	- -	3 1%	2 1%	* *	- -	- -	5 2%	3 2%	- -	3 1%	5 2%	8 2%	- -	3 7%	-	5 2%	3 2%	- -	-	8 1%	4 *
Comparison websites	7 1%rv	- -	1 *	3 2%	3 2%	* *	4 1%	2 3%	1 *	6 2%	- -	1 1%	* *	7 3%z	- -	- -	3 2%	4 1%	* *	7 2%r	- -	-	* *	- -	7 3%zvA	-	7 1%w	6 1%
Trust / foundation (not specified)	7 1%qv	- -	- -	3 2%	3 1%	1 *	4 1%	- -	4 1%	3 1%	- -	- -	3 1%	3 1%	1 *	6 4%zq	1 *	* *	4 1%	3 1%	3 8%	-	1 *	* *	6 3%w	-	7 1%w	4 *
Adverts (not specified)	5 1%	2 2%	3 2%	- -	- -	* *	2 *	3 3%	2 1%	3 1%	- -	- -	2 1%	3 1%	- -	2 1%	3 1%	* *	5 1%	- -	- -	-	5 1%	- -	- -	-	5 1%	3 *
None / myself / own knowledge	5 1%	- -	- -	1 1%	3 2%	- -	1 *	* 1%	3 1%	* *	1 1%	2 3%l	1 *	3 1%	1 1%	* *	1 1%	3 1%	1 *	3 1%	- -	-	1 *	- -	3 2%	-	5 1%	6 1%
Other businesses / companies in same sector	4 1%	* *	- -	- -	1 1%	2 2%	1 *	* *	1 *	1 *	2 3%	- -	* *	1 *	* *	* *	1 *	3 1%	1 *	3 1%	- -	-	1 *	- -	3 1%	-	4 1%	5 1%
Various sources	4 1%	- -	- -	1 1%	2 1%	1 *	3 1%	1 1%	1 *	3 1%	- -	- -	* *	2 1%	1 1%	1 *	- -	3 1%	4 1%	- -	- -	-	4 1%	- -	- -	-	4 1%	4 *
Information from local council / council website	3 *	- -	- -	- -	- -	3 2%z	1 *	- -	1 *	3 1%	- -	1 1%	3 1%	* *	* *	* *	- -	3 1%	3 1%	1 *	- -	-	3 1%	1 *	* *	-	3 *	4 *
External advisor	3 *	* *	1 1%	1 1%	* *	* *	2 *	* *	2 1%	* *	* *	* *	1 *	1 *	2 1%	* *	1 1%	2 1%	2 *	2 1%	- -	-	2 *	2 1%	- -	-	3 *	12 1%
Mentor	3 *	- -	- -	- -	- -	3 2%	3 1%	- -	3 1%	- -	- -	2 3%zl	2 1%	- -	- -	- -	2 1%	1 *	- -	3 1%	- -	-	- -	2 2%	1 *	-	3 *	2 *
Information from friends / family	3 *	- -	- -	* *	2 1%	- -	2 1%	- -	2 1%	* *	- -	- -	2 1%	* *	- -	2 2%	- -	* *	2 1%	* *	- -	-	2 1%	- -	* *	-	3 *	2 *
Energy trust	2 *	2 2%z	- -	- -	- -	- -	- -	- -	- -	2 1%	- -	- -	- -	- -	- -	- -	2 1%	- -	2 *	- -	2 4%	-	- -	2 1%	- -	-	2 1%	1 *
Government - Ministerial speeches/ reports	2 *	* *	- -	1 *	* *	1 *	2 *	- -	1 *	1 *	- -	- -	* *	- -	1 1%	- -	- -	2 *	1 *	1 *	- -	-	1 *	1 *	* *	-	2 *	4 *
Business gateway	1 *	* *	- -	1 *	- -	- -	1 *	- -	1 *	- -	- -	1 1%	1 *	- -	- -	- -	1 *	* *	1 *	- -	- -	-	1 *	- -	- -	-	1 *	2 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	- -	- -	- -	- -	1 1%	1 *	- -	1 *	- -	- -	1 1%	- -	1 *	1 *	- -	- -	1 *	1 *	1 *	- -	-	1 *	1 *	- -	-	1 *	2 *
Funding circle	1 *	- -	- -	1 *	- -	- -	- -	- -	1 *	- -	- -	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 2%	-	- -	- -	1 *	-	1 *	1 *
We have to apply / it`s compulsory	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	- -	- -	- -	1 *	- -	- -	- -	1 *	- -	1 *	- -	- -	-	1 *	- -	- -	-	1 *	1 *
Information from .gov website	* *	- -	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	- -	- -	- -	- -	- -	* *	* *	- -	- -	-	* *	- -	- -	-	* *	1 *
Information received in the post	* *	* *	- -	- -	- -	- -	* *	- -	* *	- -	- -	- -	- -	* *	- -	- -	- -	* *	* *	- -	- -	-	* *	- -	- -	-	* *	1 *
Information received in emails	* *	- -	- -	- -	* *	- -	- -	* *	* *	- -	- -	- -	* *	- -	- -	- -	* *	- -	- -	* *	- -	-	- -	- -	* *	-	* *	1 *
Local government / authority	* *	* *	- -	- -	- -	- -	- -	- -	- -	* *	- -	- -	- -	* *	- -	* *	- -	- -	- -	* *	- -	-	- -	- -	* *	-	* *	1 *
Other	24 3%l	1 2%	7 5%	8 5%	5 2%	3 2%	10 2%	1 1%	17 5%l	3 1%	1 1%	5 7%l	10 4%	6 2%	5 3%	* *	10 5%	14 4%	13 3%	10 3%	- -	-	13 4%	6 4%	5 2%	-	24 3%	31 3%
No answer	3 *	- -	- -	- -	3 1%	- -	3 1%	- -	* *	2 1%	- -	- -	- -	3 1%	- -	- -	- -	3 1%	3 1%	- -	- -	-	3 1%	- -	- -	-	3 *	2 *
No information/nothing	104 15%q	10 13%	23 19%	21 14%	33 17%	17 12%	57 14%	13 14%	49 16%	44 17%	8 10%	14 18%	34 15%	37 15%	26 15%	34 24%zq	34 17%	36 11%	59 15%	45 15%	1 3%	-	57 17%	19 13%	28 14%	-	104 15%	113 13%
Don't know	42 6%l	4 5%	8 7%	6 4%	14 7%	10 7%	25 6%	4 4%	24 8%	8 3%	5 7%	6 8%	14 6%	16 6%	10 5%	6 5%	11 5%	25 7%	18 5%	24 8%	1 3%	-	16 5%	9 6%	17 9%	-	42 6%	59 7%
Refused	2 *	- -	* *	1 1%	- -	1 *	2 *	- -	1 *	1 *	- -	1 1%	1 *	1 *	1 *	- -	- -	2 1%	1 *	1 *	- -	-	1 *	- -	1 1%	-	2 *	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 168

A19. What information influenced your decision on which specific provider to approach?

Base : All who sought finance in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				Unwtd Total
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
Previous experience from within the business (or its staff) of obtaining finance	204 30%beimsu	180 37%zbef	113 24%	19 45%	104 37%zbef	15 17%	60 29%e	7 22%	171 37%zimn	109 25%	15 43%	96 36%zim	1 12%	13 18%	58 29%	6 22%	145 31%	30 26%	143 35%zs	58 24%	125 43%zu	79 21%	42 33%	47 35%	50 32%	152 29%	305 34%
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	53 8%l	34 7%	49 11%zad	2 4%	18 7%	10 11%	18 8%	4 12%	33 7%	49 11%zhk	2 6%	18 7%	* 1%	7 10%	18 9%	4 12%	38 8%	10 9%	33 8%	20 8%	13 4%	36 10%	15 12%w	9 7%	18 11%w	35 7%	74 8%
Existing bank / provider	31 5%nu	28 6%l	18 4%	3 7%	21 8%zbf	4 4%	5 2%	3 9%l	24 5%n	18 4%n	* 1%	18 7%n	- -	3 5%	2 1%	3 10%n	24 5%	4 3%	26 6%	5 2%	27 9%zu	4 1%	8 6%	9 6%	9 6%	22 4%	35 4%
Interest rates / deals / payment terms offered	31 4%r	25 5%	20 4%	2 4%	15 5%	3 3%	15 7%b	1 3%	24 5%	19 4%	1 3%	14 5%	1 12%	2 3%	14 7%i	1 3%	22 5%	7 7%	7 2%	23 9%zr	13 5%	17 5%	6 5%	5 3%	6 4%	24 5%	51 6%
Information from provider / supplier / dealer / manufacturer	27 4%dk	14 3%d	22 5%d	* 1%	2 1%	3 4%	14 7%zad	1 5%d	14 3%k	22 5%k	* 1%	2 1%	* 1%	3 5%	14 7%zhk	1 3%	19 4%	5 5%	13 3%	13 6%	8 3%	18 5%	4 3%	4 3%	6 4%	21 4%	32 4%
Only available option / most likely to be approved	26 4%fknp	19 4%f	19 4%f	1 3%	7 3%	7 7%f	2 1%	1 2%	13 3%	19 4%kn	1 4%	4 2%	* 3%	4 6%kn	2 1%	1 2%	9 2%	9 8%p	19 5%	7 3%	11 4%	15 4%	2 2%	4 3%	5 3%w	18 4%	23 3%
Information / advice from banks	24 4%	24 5%z	17 4%	1 2%	13 4%	2 3%	9 4%	* 1%	24 5%z	15 3%	1 2%	12 5%	- -	1 1%	7 3%	* 1%	13 3%	6 5%	14 3%	10 4%	16 5%	9 2%	1 1%	6 4%w	6 4%w	19 4%	25 3%
Knowing the price / cost	18 3%	15 3%	13 3%	1 1%	9 3%	1 1%	12 6%zb	1 4%	15 3%	12 3%	1 2%	9 3%	- -	1 1%	12 6%zi	1 4%	12 3%	3 2%	10 2%	8 3%	5 2%	11 3%	1 *	1 *	1 *	17 3%	16 2%
Previous experience / relationship with provider	18 3%	13 3%	12 3%	3 6%	9 3%	8 9%zabdf	5 2%	3 9%zabf	13 3%	9 2%	3 8%	9 3%	3 56%	5 7%zi	5 2%	3 9%zhin	10 2%	3 3%	13 3%	5 2%	8 3%	10 3%	4 3%	3 2%	4 2%	15 3%	28 3%
Accountant	18 3%	13 3%	14 3%	1 2%	9 3%	2 3%	8 4%	* 1%	12 3%	14 3%	* 1%	8 3%	- -	2 4%	8 4%	* 1%	13 3%	2 2%	11 3%	6 2%	4 1%	14 4%	1 1%	2 1%	2 1%	16 3%	29 3%
Other advisor	15 2%u	9 2%	10 2%	3 8%	9 3%	1 1%	4 2%	* 1%	9 2%	10 2%	3 10%	9 3%	* 1%	* *	4 2%	* 1%	6 1%	3 2%	7 2%	6 2%	12 4%	3 1%	4 3%	5 4%	5 4%	10 2%	19 2%
Ease of use / accessibility / convenience	15 2%fnr	13 3%f	10 2%f	- -	12 4%zaf	* 1%	* *	- -	10 2%n	10 2%n	- -	10 4%n	* 3%	* 1%	* *	- -	12 3%	2 2%	1 *	8 3%r	7 2%	5 1%	4 3%	4 3%	4 3%	11 2%	11 1%
Information from Google / search engines	11 2%	5 1%	10 2%	- -	2 1%	* *	7 3%ad	1 2%	5 1%	9 2%	- -	2 1%	- -	* *	7 3%hk	- -	8 2%	* *	6 1%	5 2%	2 1%	9 2%	1 1%	2 1%	2 1%	10 2%	12 1%
Information from the suppliers / providers website	10 2%bi	9 2%b	2 1%	- -	4 1%	1 1%	2 1%	* 1%	9 2%l	2 1%	- -	4 2%	- -	1 1%	2 1%	* 1%	5 1%	3 3%	7 2%	4 2%	6 2%	4 1%	6 4%zy	6 4%y	6 4%	5 1%	11 1%
Own research [not specified]	8 1%	6 1%	3 1%	- -	2 1%	* *	* *	- -	6 1%	3 1%	- -	2 1%	- -	* *	* *	- -	2 1%	- -	2 1%	6 2%	5 2%	3 1%	- -	- -	- -	8 2%	4 *
Social media	8 1%	5 1%	6 1%	- -	3 1%	- -	3 1%	* *	5 1%	6 1%	- -	3 1%	- -	- -	3 1%	* *	5 1%	- -	8 2%	* *	2 1%	6 2%	2 2%	- -	2 2%	6 1%	4 *
Comparison websites	7 1%	6 1%	4 1%	- -	- -	* *	1 *	- -	3 1%	4 1%	- -	- -	- -	* 1%	1 *	- -	7 2%	- -	2 1%	5 2%	2 1%	5 1%	- -	- -	- -	7 1%	6 1%
Trust / foundation (not specified)	7 1%ah	* *	7 1%af	- -	* *	1 1%	* *	- -	* *	7 1%hn	- -	* *	- -	1 1%	* *	- -	6 1%	- -	6 1%	1 *	* *	6 2%	3 2%	3 2%	3 2%	3 1%	4 *
Adverts (not specified)	5 1%bi	5 1%b	* *	- -	2 1%	* *	* *	* 1%	3 1%	* *	- -	* *	- -	* *	* *	* 1%	3 1%	2 2%	2 *	3 1%	2 1%	3 1%	- -	- -	- -	5 1%	3 *
None / myself / own knowledge	5 1%	4 1%	5 1%	- -	1 *	- -	1 1%	- -	4 1%	5 1%	- -	1 *	- -	- -	1 1%	- -	4 1%	* *	4 1%	* *	1 *	4 1%	2 2%	2 2%	2 2%	2 *	6 1%
Other businesses / companies in same sector	4 1%	1 *	4 1%	- -	1 *	1 1%	2 1%	* 1%	1 *	4 1%	- -	1 *	- -	1 1%	2 1%	* 1%	1 *	2 2%	3 1%	1 *	* *	3 1%	1 *	1 *	1 *	3 1%	5 1%
Various sources	4 1%y	3 1%	1 *	- -	3 1%	1 1%	* *	* 1%	3 1%	1 *	- -	3 1%	- -	1 1%	* *	* 1%	4 1%	- -	2 1%	1 1%	2 1%	1 *	3 2%zwy	1 *	3 2%wy	1 *	4 *
Information from local council / council website	3 *	- -	3 1%	- -	- -	3 3%zabdf	* *	- -	- -	3 1%	- -	- -	- -	3 5%hikn	* *	- -	2 1%	* *	* *	3 1%	- -	3 1%	1 *	1 *	1 *	3 1%	4 *
External advisor	3 *	3 1%	3 1%	2 4%	1 *	1 1%	1 1%	* *	3 1%	3 1%	2 5%	1 *	- -	1 2%	1 1%	* *	3 1%	- -	1 *	2 1%	1 *	2 *	* *	* *	* *	3 1%	12 1%
Mentor	3 *	1 *	2 1%	- -	1 *	- -	- -	- -	1 *	2 1%	- -	1 *	- -	- -	- -	- -	1 *	- -	3 1%	- -	- -	2 1%	3 2%zy	3 2%zy	3 2%y	- -	2 *
Information from friends / family	3 *	* *	2 1%	- -	- -	- -	- -	- -	* *	2 1%	- -	- -	- -	- -	- -	- -	* *	2 2%p	3 1%	- -	- -	3 1%	- -	- -	- -	3 1%	2 *
Energy trust	2 *	2 *	2 *	- -	2 1%	- -	2 1%	- -	2 *	2 *	- -	2 1%	- -	- -	2 1%	- -	2 *	- -	- -	2 1%	- -	2 *	- -	- -	- -	2 *	1 *
Government - Ministerial speeches/ reports	2 *	* *	2 *	- -	- -	2 2%za	1 *	- -	* *	2 *	- -	- -	- -	2 2%hik	1 *	- -	1 *	- -	2 *	- -	* *	1 *	* *	* *	* *	1 *	4 *
Business gateway	1 *	1 *	1 *	- -	1 *	* *	- -	1 2%zabf	1 *	1 *	- -	1 *	- -	* 1%	- -	1 2%hin	* *	- -	* *	1 *	- -	1 *	1 1%	1 1%	1 1%	- -	2 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	1 *	1 *	- -	- -	1 1%	1 *	- -	1 *	1 *	- -	- -	- -	1 1%h	1 *	- -	1 *	- -	- -	1 *	- -	1 *	- -	- -	- -	1 *	2 *
Funding circle	1 *	1 *	1 *	1 2%	1 *	1 1%	1 *	1 2%zab	1 *	1 *	- -	- -	- -	1 1%	- -	- -	1 *	- -	- -	1 *	1 *	- -	1 1%	1 *	1 *	- -	1 *
We have to apply / it`s compulsory	1 *	- -	1 *	- -	- -	1 1%	- -	1 2%zabd	- -	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	1 *	- -	- -	1 *	- -	- -	- -	1 *	1 *
Information from .gov website	* *	* *	* *	- -	- -	* 1%	- -	- -	* *	* *	- -	- -	- -	* 1%	- -	- -	* *	- -	* *	- -	- -	* *	* *	* *	* *	- -	1 *
Information received in the post	* *	* *	* *	- -	* *	* *	* *	- -	* *	* *	- -	* *	- -	* 1%	* *	- -	* *	- -	* *	- -	- -	* *	* *	* *	* *	- -	1 *
Information received in emails	* *	* *	* *	- -	* *	- -	* *	- -	* *	* *	- -	* *	- -	- -	* *	- -	* *	- -	* *	- -	* *	* *	* *	* *	* *	- -	1 *
Local government / authority	* *	- -	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	- -	- -	- -	* *	- -	- -	* *	* *	- -	* *	* *	* *	- -	1 *
Other	24 3%l	12 2%	17 4%	* *	9 3%	4 5%	7 4%	1 2%	12 3%	14 3%	* 1%	8 3%	- -	1 2%	7 4%	1 3%	15 3%	3 2%	13 3%	11 4%	1 *	19 5%t	5 4%	5 4%	5 3%	19 4%	31 3%
No answer	3 *b	3 1%	* *	- -	2 1%	- -	- -	- -	2 1%	- -	- -	2 1%	- -	- -	- -	- -	2 1%	- -	2 1%	* *	2 1%	* *	3 2%zwy	* *	3 2%wy	- -	2 *
No information/nothing	104 15%adht	59 12%	72 16%a	1 2%	31 11%	14 15%	27 13%	3 10%	56 12%	69 16%	1 3%	30 11%	- -	10 15%	27 14%	3 11%	62 13%	17 15%	75 18%	27 11%	31 11%	72 20%ist	17 13%	19 14%	19 12%	85 16%	113 13%
Don't know	42 6%r	31 6%	37 8%z	5 12%	19 7%	7 8%	19 9%	3 11%	31 7%	32 7%	5 15%	19 7%	- -	5 7%	18 9%	3 12%	31 7%	4 4%	17 4%	17 7%	12 4%	23 6%	3 2%	4 3%	4 3%	34 7%	59 7%
Refused	2 *a	* *	1 *	- -	* *	1 1%	- -	1 2%df	* *	1 *	- -	* *	1 15%	1 1%h	- -	1 2%hkn	2 *	- -	1 *	- -	- -	2 1%	1 1%	1 *	1 1%	1 *	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

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Business Finance Survey 2016
(FINAL)

Table 169

A19. What information influenced your decision on which specific provider to approach?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
Previous experience from within the business (or its staff) of obtaining finance	204 30%h	76 32%	61 29%	101 31%	99 28%	43 40%	16 44%	3 10%	13 13%	74 31%h	118 34%h	305 34%
Word of mouth/experience of colleagues/ peers etc. in obtaining finance	53 8%	21 9%	20 9%	24 7%	29 8%	8 8%	3 9%	1 3%	13 13%	20 8%	20 6%	74 8%
Existing bank / provider	31 5%	12 5%	9 4%	14 4%	18 5%	5 5%	- -	- -	6 6%	11 5%	15 4%	35 4%
Interest rates / deals / payment terms offered	31 4%	10 4%	8 4%	14 4%	17 5%	1 1%	1 2%	4 11%	5 4%	12 5%	15 4%	51 6%
Information from provider / supplier / dealer / manufacturer	27 4%a	2 1%	9 4%a	9 3%a	18 5%a	3 3%	* *	2 7%	2 2%	6 3%	19 5%	32 4%
Only available option / most likely to be approved	26 4%	13 6%	15 7%z	16 5%	10 3%	4 4%	2 6%	* 1%	8 8%	5 2%	13 4%	23 3%
Information / advice from banks	24 4%l	13 5%	10 5%	15 5%	9 2%	1 1%	- -	* 1%	12 12%zlj	2 1%	10 3%	25 3%
Knowing the price / cost	18 3%	3 1%	7 3%	7 2%	12 3%	3 3%	* 1%	* *	3 3%	4 2%	12 3%	16 2%
Previous experience / relationship with provider	18 3%	8 3%	5 2%	11 3%	4 1%	2 2%	1 3%	4 11%	1 1%	8 4%	9 3%	28 3%
Accountant	18 3%	3 1%	5 2%	6 2%	12 3%	2 2%	2 5%	2 5%	4 4%	8 4%	6 2%	29 3%
Other advisor	15 2%	7 3%	5 2%	7 2%	9 2%	1 1%	- -	- -	* *	7 3%	9 2%	19 2%
Ease of use / accessibility / convenience	15 2%	4 2%	4 2%	4 1%	11 3%	3 2%	- -	- -	- -	7 3%	6 2%	11 1%
Information from Google / search engines	11 2%	2 1%	4 2%	4 1%	7 2%	5 5%z	- -	2 7%	1 1%	6 2%	4 1%	12 1%
Information from the suppliers / providers website	10 2%	3 1%	1 1%	4 1%	6 2%	* *	- -	* 1%	1 1%	4 2%	5 2%	11 1%
Own research [not specified]	8 1%d	6 2%d	5 2%d	8 2%d	* *	- -	- -	* *	- -	- -	8 2%	4 *
Social media	8 1%c	* *	* *	* *	8 2%	2 2%	- -	- -	- -	3 1%	5 2%	4 *
Comparison websites	7 1%	* *	1 *	1 *	6 2%	2 2%	- -	* 1%	- -	1 1%	6 2%	6 1%
Trust / foundation (not specified)	7 1%	4 2%	* *	4 1%b	3 1%	* *	- -	* 1%	- -	4 2%	3 1%	4 *
Adverts (not specified)	5 1%	- -	* *	* *	4 1%	2 2%	- -	- -	2 2%	* *	3 1%	3 *
None / myself / own knowledge	5 1%	* *	- -	* *	4 1%	- -	- -	- -	1 1%	3 1%	1 *	6 1%
Other businesses / companies in same sector	4 1%	1 *	1 *	1 *	3 1%	- -	- -	- -	- -	1 *	3 1%	5 1%
Various sources	4 1%	1 *	1 *	1 *	3 1%	3 2%	1 2%	1 1%	1 1%	* *	3 1%	4 *
Information from local council / council website	3 *	1 *	1 *	1 *	3 1%	- -	1 1%	3 7%	- -	1 *	3 1%	4 *
External advisor	3 *	1 1%	1 *	2 1%	1 *	* *	- -	* 1%	1 1%	2 1%	1 *	12 1%
Mentor	3 *	2 1%	2 1%	2 1%	1 *	1 *	- -	- -	2 2%j	1 *	- -	2 *
Information from friends / family	3 *	- -	2 1%	2 1%	* *	* *	- -	- -	2 2%	- -	* *	2 *
Energy trust	2 *	- -	- -	- -	2 *	- -	- -	- -	- -	- -	2 1%	1 *
Government - Ministerial speeches/ reports	2 *	1 1%	2 1%	2 *	- -	- -	- -	1 2%	- -	1 *	1 *	4 *
Business gateway	1 *	1 *	- -	1 *	- -	1 1%	- -	- -	1 1%	- -	- -	2 *
Scottish Council for Voluntary Organisations (SCVO)	1 *	1 *	1 *	1 *	- -	- -	- -	1 3%	- -	1 *	- -	2 *
Funding circle	1 *	1 *	1 *	1 *	- -	- -	- -	- -	- -	1 *	- -	1 *
We have to apply / it`s compulsory	1 *	- -	- -	- -	1 *	- -	- -	1 1%	- -	1 *	- -	1 *
Information from .gov website	* *	* *	* *	* *	- -	- -	- -	- -	- -	* *	- -	1 *
Information received in the post	* *	* *	* *	* *	- -	- -	- -	- -	- -	* *	- -	1 *
Information received in emails	* *	* *	* *	* *	- -	- -	- -	- -	- -	* *	- -	1 *
Local government / authority	* *	* *	- -	* *	- -	- -	- -	- -	- -	- -	* *	1 *
Other	24 3%j	8 3%	7 3%	11 3%	13 4%	2 2%	1 2%	3 8%	10 10%zj	9 4%	4 1%	31 3%
No answer	3 *	* *	* *	* *	2 1%	2 2%z	- -	- -	- -	* *	2 1%	2 *
No information/nothing	104 15%	35 15%	27 13%	49 15%	55 16%	13 13%	6 15%	6 18%	9 9%	43 18%	51 15%	113 13%
Don't know	42 6%	21 9%	16 8%	27 8%	14 4%	5 5%	4 11%	1 4%	6 6%	18 8%	19 5%	59 7%
Refused	2 *	1 *	1 1%	1 *	* *	1 1%	- -	- -	1 1%	1 *	* *	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
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Table 170

A20. What were the reasons for choosing that specific provider?

Base : All who sought finance in the last three years

	Wtd Total (z)	Size: Micro (1-9 employees) (a)	Size: Small (10-49 employees) (b)	Size: Medium (50-249 employees) (c)	Size: No employees (no employees) (d)	Size: Employees (e)	Age of business: Up to two years (f)	Age of business: Up to five years (g)	Age of business: Six years up to 10 years (h)	Age of business: 11 years up to 20 years (i)	Age of business: More than 10 years (j)	Age of business: More than 20 years (k)	Turnover: Below £50K (l)	Turnover: £50K up to £249,999 (m)	Turnover: £250,000 up to £999,999 (n)	Turnover: £1m+ (o)	Type of company: Sole trader (p)	Type of company: Private company (q)	Type of company: Partnership/ LLP (r)	Type of company: Other (s)	Type of company: Independent (t)	Type of company: Parent (u)	Type of company: Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
Trusted brand	192 **28%ag**	44 *25%*	12 *29%*	2 *27%*	134 *29%*	57 *26%*	5 *11%*	21 *15%*	46 **33%g**	53 **28%g**	125 **31%g**	72 **34%g**	57 *22%*	73 *33%*	32 *30%*	19 **37%zl**	111 *33%*	66 *26%*	9 *23%*	1 *3%*	60 *24%*	7 *56%*	3 *26%*	232 *26%*
Most suitable/ appropriate for need	119 **18%lo**	30 *17%*	7 *19%*	1 *16%*	81 *18%*	38 *17%*	14 *30%*	32 **23%l**	28 **20%l**	17 *9%*	59 **15%l**	43 **20%lj**	46 *18%*	36 *16%*	22 *21%*	6 *11%*	65 *19%*	38 *15%*	10 *24%*	5 *20%*	36 *15%*	1 *8%*	1 *13%*	155 *17%*
Ease of application (e.g. little paper work)	102 **15%lø**	18 *10%*	5 *14%*	1 *11%*	77 *17%*	25 *11%*	11 *23%*	28 *20%*	17 *12%*	25 *13%*	57 *14%*	32 *15%*	41 *16%*	35 *16%*	16 *15%*	6 *12%*	59 *18%*	32 *13%*	4 *10%*	1 *2%*	30 *12%*	3 *28%*	* *4%*	114 *13%*
Long term costs of finance	72 *11%*	18 *10%*	5 *12%*	1 **19%zade**	48 *11%*	24 *11%*	3 *6%*	11 *8%*	13 *9%*	30 *16%*	48 **12%lk**	18 *9%*	35 *13%*	23 *10%*	8 *7%*	5 *9%*	41 *12%*	25 *10%*	3 *8%*	* *1%*	22 *9%*	1 *6%*	2 *19%*	111 *13%*
Existing provider / already have a relationship with / used them before	62 *9%*	18 **10%lz**	3 *8%*	1 **14%z**	40 *9%*	23 *10%*	3 *7%*	12 *9%*	5 *4%*	18 *10%*	42 *11%*	24 *11%*	20 *8%*	18 *8%*	10 *9%*	9 **17%zlm**	23 *7%*	31 **12%lz**	3 *7%*	2 *7%*	32 **13%lz**	1 *10%*	1 *10%*	88 *10%*
Terms and conditions (e.g. security required)	56 **8%l**	14 *8%*	4 *9%*	1 *8%*	38 *8%*	18 *8%*	3 *6%*	17 **12%l**	13 *9%*	7 *4%*	25 *6%*	19 *9%*	19 *7%*	19 *9%*	11 *10%*	3 *6%*	29 *9%*	22 *8%*	3 *7%*	2 *6%*	22 *9%*	* *2%*	* *4%*	72 *8%*
Short term servicing costs of finance	48 **7%lqj**	10 *5%*	3 *7%*	* *7%*	35 *8%*	13 *6%*	5 *12%*	16 **12%jk**	14 *10%*	9 *5%*	18 *4%*	9 *4%*	25 *10%*	10 *5%*	10 *9%*	2 *4%*	27 *8%*	16 *6%*	2 *4%*	* *1%*	15 *6%*	* *3%*	* *3%*	58 *7%*
Speed of obtaining finance	44 **6%c**	11 *6%*	3 *7%*	* *3%*	30 *7%*	13 *6%*	4 *8%*	8 *6%*	9 *7%*	15 *8%*	26 *7%*	12 *5%*	15 *6%*	19 *9%*	7 *7%*	2 *5%*	26 *8%*	13 *5%*	5 *12%*	* *1%*	12 *5%*	* *1%*	- -	50 *6%*
Costs / charges / being the cheapest / competitiveness	42 **6%lkm**	11 *6%*	2 *6%*	* *3%*	29 *6%*	13 *6%*	6 *12%*	11 *8%*	4 *3%*	20 **11%ijk**	27 **7%k**	6 *3%*	23 **9%m**	5 *2%*	4 *4%*	5 **10%m**	20 *6%*	13 *5%*	6 **15%zqt**	3 *12%*	12 *5%*	* *1%*	* *3%*	50 *6%*
Likelihood of successfully obtaining the finance	37 *5%*	10 *6%*	4 **10%zade**	* *6%*	23 *5%*	14 *6%*	1 *1%*	9 *6%*	8 *6%*	5 *2%*	20 *5%*	15 *7%*	10 *4%*	10 *4%*	9 *8%*	4 *8%*	12 *4%*	20 **8%zt**	1 *2%*	4 *14%*	15 *6%*	3 *26%*	1 *8%*	57 *6%*
Only option available/ limited choice	36 *5%*	13 **7%z**	2 *5%*	1 *7%*	21 *5%*	15 *7%*	1 *1%*	6 *4%*	4 *3%*	14 *7%*	26 *7%*	12 *6%*	13 *5%*	9 *4%*	5 *5%*	2 *4%*	16 *5%*	11 *4%*	3 *8%*	5 *18%*	11 *4%*	* *	2 **15%zpqt**	56 *6%*
Customer service	29 *4%*	10 **5%z**	2 *6%*	1 **8%z**	16 *4%*	12 *6%*	- -	7 *5%*	1 *1%*	11 *6%*	20 *5%*	9 *4%*	7 *3%*	13 *6%*	6 *6%*	2 *4%*	15 *5%*	10 *4%*	3 *8%*	1 *2%*	9 *4%*	1 *5%*	* *2%*	47 *5%*
Flexibility in drawing down and repaying money as needed	16 **2%j**	4 *2%*	1 *3%*	1 **7%zabde**	10 *2%*	6 *3%*	4 *8%*	10 **8%zijk**	3 *2%*	1 *	2 *1%*	2 *1%*	6 *2%*	8 *3%*	1 *1%*	2 *3%*	5 *2%*	10 *4%*	* *	1 *3%*	9 *4%*	* *2%*	* *1%*	28 *3%*
High street presence	14 **2%jk**	4 *2%*	1 *2%*	- -	10 *2%*	5 *2%*	3 *7%*	10 **7%ahjk**	1 *1%*	3 *2%*	4 *1%*	* *	2 *1%*	4 *2%*	4 *4%*	* *	6 *2%*	4 *2%*	* *1%	3 *12%*	4 *2%*	- -	* *1%	16 *2%*
We were advised to / they were recommended	10 **2%lø**	2 *1%*	* *1%	* *1%	8 *2%*	2 *1%*	- -	2 *2%*	* *	1 *1%	8 *2%*	7 *3%*	6 *2%*	3 *2%*	1 *1%	* *1%	3 *1%	3 *1%	1 *1%	3 *11%	3 *1%	- -	- -	10 *1%*
They offered help / were helpful	6 *1%*	2 *1%*	- -	- -	5 *1%*	2 *1%*	3 *7%*	3 *2%*	- -	3 *1%*	3 *1%*	1 *	4 *1%*	- -	* *	2 **4%zmn**	4 *1%*	3 *1%*	- -	- -	3 *1%*	- -	- -	5 *1%*
Understanding / knowledge of our business	6 *1%*	4 **2%z**	* *1%	* *1%	2 *1%*	4 *2%*	* *1%	1 *1%	4 *3%	1 *	1 *	1 *	- -	4 *2%	2 *2%	1 **2%l**	3 *1%	2 *1%	- -	1 *3%	2 *1%	- -	- -	9 *1%*
Was decided by someone else	3 *	- -	1 **1%zae**	* **1%ae**	2 *1%*	1 *	- -	- -	* *	3 *1%	3 *1%	* *	2 *1%*	- -	* *	* *1%	2 *1%*	1 *	- -	- -	* *	* *	* **2%qt**	6 *1%*
Other	19 *3%*	7 **4%z**	1 *3%*	* *3%	11 *2%*	8 *4%*	2 *4%*	4 *3%*	7 *5%*	3 *2%*	8 *2%*	5 *2%*	6 *2%*	4 *2%*	7 **7%z**	1 *2%*	4 *1%*	13 **5%zp**	1 *2%*	1 *3%*	12 **5%zp**	1 *7%*	* *3%	27 *3%*
Don't know	14 *2%*	8 **5%zd**	1 *2%*	* **4%zd**	5 *1%*	9 **4%bd**	1 *3%*	3 *2%*	4 *3%*	2 *1%*	6 *2%*	4 *2%*	6 *2%*	2 *1%*	4 *3%*	1 *1%*	6 *2%*	6 *2%*	1 *3%	1 *4%	6 *2%*	* *1%	1 *5%	27 *3%*
Refused	2 *	2 **1%zd**	- -	- -	- -	2 **1%d**	1 *1%*	2 *1%*	- -	* *	* *	- -	- -	1 *	- -	- -	- -	1 *	- -	1 *2%*	1 *	1 *8%*	- -	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A20. What were the reasons for choosing that specific provider?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	337	31	-	517	163	206	-	886	886
Weighted Total	682	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
Trusted brand	192 *28%*	18 *24%*	31 *25%*	56 **39%z** *25%*	51 *25%*	37 *25%*	131 **33%z** *33%*	21 *22%*	87 *28%*	76 *29%*	25 *30%*	21 *26%*	65 *29%*	73 *30%*	51 *28%*	48 *34%*	57 *28%*	86 *26%*	105 *27%*	87 *29%*	16 *42%*	-	88 *26%*	46 *32%*	58 *30%*	-	192 *28%*	232 *26%*
Most suitable/ appropriate for need	119 **18%jklx** *14%*	10 *9%*	11 *9%*	29 *20%*	40 *20%*	28 *20%*	53 *13%*	25 **26%l** *26%*	57 **18%k** *17%*	44 *17%*	13 *16%*	5 *7%*	41 *18%*	48 *20%*	23 *13%*	23 *16%*	49 **24%q** *14%*	48 *14%*	61 *16%*	58 *19%*	2 *5%*	-	59 *17%*	20 *14%*	40 *20%*	-	119 *18%*	155 *17%*
Ease of application (e.g. little paper work)	102 *15%*	13 *17%*	23 *19%*	17 *12%*	37 *18%*	13 *9%*	64 *16%*	14 *14%*	47 *15%*	32 *12%*	20 **25%i** *25%*	15 *20%*	30 *13%*	32 *13%*	38 *21%*	14 *10%*	28 *14%*	60 *18%*	61 *16%*	41 *14%*	3 *8%*	-	58 *17%*	22 *15%*	23 *11%*	-	102 *15%*	114 *13%*
Long term costs of finance	72 **11%l** *15%*	11 *15%*	18 *15%*	8 *6%*	23 *11%*	13 *9%*	31 *8%*	16 **17%l** *17%*	28 *9%*	37 *14%*	7 *8%*	5 *6%*	29 *13%*	24 *10%*	17 *9%*	17 *12%*	13 *6%*	42 *13%*	45 *12%*	27 *9%*	8 *21%*	-	37 *11%*	24 **17%k** *17%*	11 *6%*	-	72 *11%*	111 *13%*
Existing provider / already have a relationship with / used them before	62 *9%*	8 *11%*	10 *8%*	7 *5%*	20 *10%*	17 *12%*	33 *8%*	5 *5%*	28 *9%*	24 *9%*	8 *9%*	7 *9%*	22 *10%*	27 *11%*	13 *7%*	11 *7%*	19 *9%*	33 *10%*	40 *10%*	23 *8%*	6 *14%*	-	34 *10%*	11 *7%*	18 *9%*	-	62 *9%*	88 *10%*
Terms and conditions (e.g. security required)	56 **8%m** *8%*	3 *4%*	18 **15%c** *3%*	5 *3%*	17 *9%*	13 *9%*	35 *9%*	6 *6%*	25 *8%*	19 *7%*	6 *7%*	7 *9%*	25 **11%m** *8%*	10 *4%*	20 *11%*	10 *7%*	20 *10%*	25 *8%*	27 *7%*	28 *9%*	- -	-	27 *8%*	12 *8%*	16 *8%*	-	56 *8%*	72 *8%*
Short term servicing costs of finance	48 **7%l** *7%*	5 *6%*	6 *5%*	7 *5%*	19 *10%*	10 *7%*	15 *4%*	9 *10%*	22 *7%*	19 *7%*	7 *9%*	8 *10%*	17 *6%*	19 *8%*	9 *5%*	10 *7%*	13 *6%*	25 *7%*	28 *7%*	19 *6%*	5 *14%*	-	23 *7%*	15 *11%*	9 *5%*	-	48 *7%*	58 *7%*
Speed of obtaining finance	44 **6%l** *5%*	4 *5%*	8 *6%*	12 *8%*	14 *7%*	6 *4%*	31 *8%*	9 *9%*	24 *8%*	9 *3%*	9 *11%*	7 *9%*	9 *4%*	16 *7%*	16 *9%*	8 *5%*	7 *3%*	29 *9%*	29 *8%*	15 *5%*	2 *6%*	-	27 *8%*	7 *5%*	10 *5%*	-	44 *6%*	50 *6%*
Costs / charges / being the cheapest / competitiveness	42 *6%*	4 *6%*	7 *6%*	14 *9%*	14 *7%*	3 *2%*	26 *7%*	7 *7%*	19 *6%*	22 *8%*	1 *1%*	5 *7%*	10 *4%*	18 *7%*	10 *6%*	3 *2%*	19 **9%o** *6%*	20 *6%*	17 *4%*	25 *8%*	- -	-	17 *5%*	10 *7%*	15 *8%*	-	42 *6%*	50 *6%*
Likelihood of successfully obtaining the finance	37 **5%gm** *3%*	3 *3%*	1 *1%*	11 *8%*	15 *7%*	7 *5%*	27 *7%*	* *	10 *3%*	12 *5%*	14 **18%ahik** *3%*	2 *3%*	6 *3%*	5 *2%*	22 **12%dm** *7%*	4 *3%*	11 *5%*	23 *7%*	28 *7%*	9 *3%*	5 *12%*	-	24 *7%*	4 *3%*	9 *4%*	-	37 *5%*	57 *6%*
Only option available/ limited choice	36 *5%*	6 *9%*	8 *6%*	4 *3%*	11 *5%*	7 *5%*	20 *5%*	3 *3%*	18 *6%*	11 *4%*	4 *5%*	2 *3%*	7 *3%*	14 *6%*	14 *8%*	10 *7%*	7 *3%*	20 *6%*	26 *7%*	10 *3%*	3 *7%*	-	23 *7%*	3 *2%*	10 *5%*	-	36 *5%*	56 *6%*
Customer service	29 *4%*	4 *5%*	5 *4%*	14 **10%zde** *2%*	5 *2%*	1 *1%*	24 **6%z** *2%*	1 *2%*	8 *3%*	12 *4%*	9 **10%h** *3%*	3 *3%*	9 *4%*	9 *4%*	10 *6%*	2 *1%*	13 *6%*	15 *4%*	18 *5%*	11 *4%*	2 *6%*	-	15 *4%*	10 *7%*	4 *2%*	-	29 *4%*	47 *5%*
Flexibility in drawing down and repaying money as needed	16 **2%q** *	* *	5 *4%*	1 *1%*	6 *3%*	4 *3%*	12 *3%*	3 *3%*	13 *4%*	3 *1%*	* *	2 *3%*	10 *5%*	4 *2%*	1 *1%*	5 *4%*	9 **4%q** *1%*	2 *1%*	6 *2%*	10 *3%*	- -	-	6 *2%*	4 *3%*	6 *3%*	-	16 *2%*	28 *3%*
High street presence	14 *2%*	4 **5%d** *	1 *	8 **5%d** *1%*	1 *1%*	1 *1%*	11 *3%*	1 *1%*	7 *2%*	2 *1%*	5 *6%*	4 *5%*	3 *1%*	3 *1%*	9 *5%*	3 *2%*	2 *1%*	10 *3%*	12 *3%*	3 *1%*	2 *4%*	-	10 *3%*	4 *3%*	1 *	-	14 *2%*	16 *2%*
We were advised to / they were recommended	10 **2%dh** *1%*	* *	* *	3 *2%*	3 *2%*	3 *2%*	1 *	* *	1 *	4 *2%*	2 *3%*	1 *1%*	* *	5 *2%*	* *	* *	1 *	9 *3%*	4 *1%*	7 *2%*	- -	-	4 *1%*	1 *	6 *3%*	-	10 *2%*	10 *1%*
They offered help / were helpful	6 **1%dtv** *	2 *2%*	- -	3 *2%*	* *	1 *1%*	1 *	- -	4 *1%*	1 *	2 *2%*	1 *1%*	4 *2%*	- -	2 *1%*	2 *2%*	4 *2%*	* *	1 *	6 *2%*	- -	-	1 *	3 *2%*	3 *1%*	-	6 **1%v** *	5 *1%*
Understanding / knowledge of our business	6 *1%*	- -	1 *	2 *2%*	3 *1%*	1 *	3 *1%*	* *	5 *2%*	1 *	- -	4 **5%zl** *1%*	2 *1%*	1 *1%*	3 *1%*	1 *	1 *1%*	4 *1%*	6 *2%*	- -	1 *2%*	-	6 *2%*	1 *	- -	-	6 *1%*	9 *1%*
Was decided by someone else	3 *	* *	- -	* *	* *	3 *2%*	2 *1%*	- -	1 *	2 *1%*	- -	* *	* *	3 *1%*	* *	- -	2 *1%*	1 *	3 *1%*	* *	- -	-	3 *1%*	- -	* *	-	3 *	6 *1%*
Other	19 *3%*	5 *6%*	3 *3%*	4 *3%*	4 *2%*	3 *2%*	12 *3%*	1 *1%*	7 *2%*	5 *2%*	1 *1%*	2 *2%*	6 *3%*	4 *2%*	7 *4%*	1 *1%*	1 *1%*	17 **5%zp** *3%*	10 *3%*	9 *3%*	3 *7%*	-	7 *2%*	6 *4%*	5 *3%*	-	19 *3%*	27 *3%*
Don't know	14 *2%*	1 *1%*	3 *3%*	3 *2%*	5 *3%*	3 *2%*	12 *3%*	* *	9 *3%*	4 *1%*	1 *1%*	1 *2%*	7 *3%*	1 *1%*	6 *3%*	4 *2%*	2 *1%*	8 *2%*	6 *2%*	8 *3%*	1 *1%*	-	6 *2%*	2 *1%*	7 *3%*	-	14 *2%*	27 *3%*
Refused	2 *	- -	- -	1 *	1 *1%*	1 *	2 *1%*	- -	1 *	1 *	- -	1 *1%*	1 *	* *	1 *	- -	- -	2 *1%*	2 *	1 *	- -	-	2 *	- -	1 *	-	2 *	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A20. What were the reasons for choosing that specific provider?

Base : All who sought finance in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
Trusted brand	192 28	167 34%bcdefmsu	97* 21%a	11 27%	95 34%bcdef	11 11%	49 24%a	8 27%a	157 34%cdmn	93 21%	10 31%	85 33%dmn	3 56%	10 14%	47 23%	8 27%	131 28%	31 28%	137 33%s	49 20%	124 42%tu	67 18%	43 34%	48 35%	52 33%	139 27%	232 26%
Most suitable/ appropriate for need	119 18%	81 17%	84 18%	11 26%	41 14%	21 23%	33 16%	3 10%	79 17%	78 18%	10 31%	38 15%	-	16 23%	32 16%	3 9%	76 16%	17 15%	71 17%	48 20%	47 16%	68 19%	17 13%	21 16%	22 14%	94 18%	155 17%
Ease of application (e.g. little paper work)	102 15%	79 16%	73 16%	1 1%	45 16%	16 18%	27 13%	4 11%	76 16%	68 15%	* 1%	44 17%	* 3%	11 16%	26 13%	4 12%	58 13%	18 16%	66 16%	36 15%	43 15%	53 14%	18 14%	19 14%	22 14%	77 15%	114 13%
Long term costs of finance	72 11%pr	47 10%	55 12%a	3 7%	25 9%	4 5%	30 15%ade	4 14%a	46 10%	55 12%	2 7%	25 10%	* 1%	4 6%	30 15%hm	4 15%	39 8%	15 13%	23 6%	45 19%r	21 7%	51 14%t	10 7%	9 7%	12 8%	60 12%	111 13%
Existing provider / already have a relationship with / used them before	62 9%j	55 11%b	38 8%	6 13%	35 12%	7 7%	25 12%b	2 7%	52 11%i	35 8%	3 8%	32 12%l	-	6 9%	20 10%	2 6%	41 9%	11 10%	45 11%	15 6%	38 13%u	24 6%	14 11%	14 10%	16 11%	45 9%	88 10%
Terms and conditions (e.g. security required)	56 8%r	37 8%	42 9%	1 3%	20 7%	4 5%	24 12%ae	4 14%e	37 8%	42 10%	1 3%	19 7%	* 4%	4 6%	24 12%ch	4 15%	42 9%	8 7%	20 5%	34 14%r	18 6%	37 10%	12 9%	10 8%	13 8%	42 8%	72 8%
Short term servicing costs of finance	48 7%l	32 7%	44 9%zade	* 1%	15 5%	2 2%	17 8%e	2 5%	32 7%	43 10%zm	* 1%	15 6%	- -	2 3%	17 8%	2 5%	28 6%	6 5%	28 7%	18 7%	10 3%	37 10%zt	8 6%	11 8%	11 7%	34 7%	58 7%
Speed of obtaining finance	44 6%	33 7%	30 7%d	1 2%	20 7%	3 4%	8 4%	1 4%	33 7%	30 7%n	1 2%	20 8%	- -	3 5%	8 4%	1 5%	32 7%	5 4%	24 6%	17 7%	16 6%	24 7%	10 7%	10 7%	10 6%	32 6%	50 6%
Costs / charges / being the cheapest / competitiveness	42 6%l	29 6%	30 6%e	1 3%	21 7%	1 1%	14 7%	1 3%	26 6%	30 7%	1 3%	21 8%	1 15%	1 2%	14 7%	1 4%	37 8%z	4 4%	19 5%	20 8%	9 3%	26 7%	13 10%	12 9%	16 10%	26 5%	50 6%
Likelihood of successfully obtaining the finance	37 5%	22 4%	32 7%a	3 7%	19 7%a	12 13%zabf	10 5%	1 2%	22 5%	29 7%	3 8%	19 7%h	- -	5 8%	10 5%	1 2%	25 5%	2 2%	23 5%	14 6%	14 5%	23 6%	8 6%	10 8%	11 7%	25 5%	57 6%
Only option available/ limited choice	36 5%aht	15 3%	31 7%a	2 5%	11 4%	12 14%zabdf	12 6%	2 6%	14 3%	28 6%h	1 4%	11 4%	* 3%	8 12%ahik	12 6%	1 5%	24 5%	7 6%	26 6%	10 4%	3 1%	31 8%zt	5 4%	4 3%	5 3%	31 6%	56 6%
Customer service	29 4%u	25 5%	18 4%	4 11%	22 8%zabf	2 3%	6 3%	2 5%	21 5%	18 4%	4 11%	17 7%	- -	2 4%	6 3%	1 3%	26 6%	1 1%	20 5%	9 4%	23 8%zu	5 1%	8 6%	6 4%	8 5%	20 4%	47 5%
Flexibility in drawing down and repaying money as needed	16 2%	9 2%	15 3%	1 3%	6 2%	1 2%	8 4%	1 2%	9 2%	15 3%	1 4%	6 2%	* 1%	1 1%	8 4%	1 2%	12 3%	3 3%	7 2%	9 4%	5 2%	10 3%	* *	1 1%	1 *	15 3%	28 3%
High street presence	14 2%b	13 3%bf	6 1%	* 1%	10 4%bf	* *	1 1%	* 1%	13 3%in	6 1%	* 1%	10 4%in	* 4%	- -	1 1%	* 1%	12 3%	1 1%	9 2%	5 2%	5 2%	6 2%	7 6%zy	7 5%zy	7 5%	7 1%	16 2%
We were advised to / they were recommended	10 2%adt	4 1%	10 2%ad	- -	1 *	3 3%d	5 2%ad	* *	4 1%	10 2%hk	- -	1 *	* 1%	1 1%	5 2%k	* *	6 1%	5 4%	4 1%	7 3%	1 *	10 3%	* *	* *	* *	10 2%	10 1%
They offered help / were helpful	6 1%p	3 1%	5 1%	1 1%	2 1%	- -	1 *	- -	3 1%	5 1%	- -	2 1%	- -	- -	1 *	- -	2 *	2 2%	5 1%	2 1%	1 *	5 1%	2 1%	2 1%	2 1%	5 1%	5 1%
Understanding / knowledge of our business	6 1%	4 1%	6 1%	1 1%	4 2%	1 1%	2 1%	1 4%	4 1%	6 1%	1 2%	3 1%	1 12%	1 1%	1 1%	1 4%	3 1%	2 2%	4 1%	3 1%	3 1%	4 1%	4 3%w	1 1%	4 2%w	2 *	9 1%
Was decided by someone else	3 *	3 1%	3 1%	- -	* *	* *	3 1%	- -	3 1%	3 1%	- -	* *	- -	* *	3 1%	- -	3 1%	* *	1 *	2 1%	2 1%	1 *	* *	* *	* *	3 1%	6 1%
Other	19 3%	9 2%	16 3%	1 1%	4 1%	5 6%adf	3 2%	1 4%	9 2%	16 4%	1 2%	4 1%	- -	5 8%hkn	3 2%	1 4%	17 4%	2 2%	11 3%	5 2%	5 2%	14 4%	6 5%	6 5%	7 4%	12 2%	27 3%
Don't know	14 2%	11 2%	10 2%	4 10%	9 3%	2 2%	3 1%	2 7%d	11 2%	9 2%	2 5%	9 3%	- -	2 2%	2 1%	1 7%in	12 3%	1 1%	10 2%	2 1%	8 3%	4 1%	3 2%	3 2%	3 2%	10 2%	27 3%
Refused	2 *	* *	1 *	- -	* *	1 1%	- -	1 2%af	- -	1 *	- -	- -	- -	1 1%	- -	1 2%hikn	2 *	- -	1 *	- -	- -	2 1%	1 1%	* *	1 1%	1 *	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A20. What were the reasons for choosing that specific provider?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
Trusted brand	192 28%h	59 25%	48 23%	77 24%	110 31%	29 27%	18 47%	5 14%	13 13%	75 32%h	103 30%h	232 26%
Most suitable/ appropriate for need	119 18%	45 19%	38 18%	56 17%	63 18%	20 19%	4 10%	2 7%	22 22%	37 16%	60 18%	155 17%
Ease of application (e.g. little paper work)	102 15%	43 18%	41 19%	58 18%	44 12%	8 7%	8 21%	1 2%	23 23%	30 13%	49 14%	114 13%
Long term costs of finance	72 11%	18 8%	19 9%	30 9%	42 12%	13 12%	1 2%	3 8%	7 7%	24 10%	41 12%	111 13%
Existing provider / already have a relationship with / used them before	62 9%	22 9%	12 6%	24 8%	38 11%	9 9%	2 6%	3 10%	9 9%	22 9%	29 9%	88 10%
Terms and conditions (e.g. security required)	56 8%	16 6%	17 8%	25 8%	30 9%	11 10%	1 3%	4 13%	13 13%	17 7%	25 7%	72 8%
Short term servicing costs of finance	48 7%	18 8%	24 11%zd	30 9%	18 5%	4 4%	3 8%	* 1%	9 9%	16 7%	23 7%	58 7%
Speed of obtaining finance	44 6%	16 7%	11 5%	17 5%	27 8%	3 3%	9 23%	* *	4 4%	20 9%	19 6%	50 6%
Costs / charges / being the cheapest / competitiveness	42 6%	19 8%	20 9%	24 7%	18 5%	9 8%	1 3%	* *	7 7%	12 5%	23 7%	50 6%
Likelihood of successfully obtaining the finance	37 5%d	23 10%zd	20 9%zd	27 8%zd	10 3%	3 3%	1 2%	7 19%	3 3%	8 3%	27 8%	57 6%
Only option available/ limited choice	36 5%	15 6%	12 5%	18 6%	18 5%	9 8%	1 3%	1 4%	5 5%	14 6%	18 5%	56 6%
Customer service	29 4%	12 5%	14 6%	16 5%	13 4%	10 9%z	1 4%	1 2%	3 3%	6 3%	19 6%	47 5%
Flexibility in drawing down and repaying money as needed	16 2%	9 4%	11 5%zd	12 4%	4 1%	* *	1 1%	1 2%	7 7%zj	5 2%	3 1%	28 3%
High street presence	14 2%	11 5%zd	10 5%zd	11 3%	3 1%	2 2%	* *	- -	7 7%zl	2 1%	5 2%	16 2%
We were advised to / they were recommended	10 2%	3 1%	1 *	4 1%	7 2%	- -	- -	3 8%	2 2%	1 *	7 2%	10 1%
They offered help / were helpful	6 1%	1 *	1 *	1 *	5 2%	3 3%	1 3%	1 1%	3 3%	1 *	3 1%	5 1%
Understanding / knowledge of our business	6 1%	3 1%	3 1%	3 1%	3 1%	- -	1 2%	* 1%	1 1%	4 2%	1 *	9 1%
Was decided by someone else	3 *	1 *	1 *	1 *	2 1%	- -	* 1%	* 1%	- -	1 *	2 1%	6 1%
Other	19 3%	6 3%	6 3%	10 3%	9 3%	5 5%	2 6%	5 14%	3 3%	4 2%	11 3%	27 3%
Don't know	14 2%	5 2%	3 1%	5 2%	8 2%	6 6%	1 3%	1 3%	3 3%	7 3%	4 1%	27 3%
Refused	2 *	1 *	1 *	1 *	* *	1 1%	- -	- -	1 1%	- -	1 *	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 174

A21. And of those you mentioned, which was the main reason?

Base : All who sought finance in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	873	334	219	138	182	691	32	129	135	214	605	391	128	206	198	286	172	538	75	60	447	46	62	873
Weighted Total	671	174	39	7	451	221	41**	132*	139*	185*	397	212	256	218	104*	50	334	253	40*	23**	242	12**	11*	873
Effective Base	363	322	211	133	178	479	19	70	67	96	225	132	106	118	89	109	139	201	33	16	180	10	31	873
Trusted brand	140 **21%ag**	33 *19%*	8 *21%*	2 *23%*	96 *21%*	43 *20%*	5 *12%*	15 *11%*	42 **30%zg**	36 *19%*	83 *21%*	47 *22%*	44 *17%*	51 *23%*	24 *23%*	12 *23%*	72 *22%*	55 *22%*	7 *17%*	* *2%*	53 *22%*	4 *32%*	2 *22%*	173 *20%*
Most suitable/ appropriate for need	96 **14%aloqt**	23 *13%*	5 *14%*	1 *12%*	67 *15%*	29 *13%*	10 *23%*	21 *16%*	23 *17%*	13 *7%*	52 **13%l**	39 **18%ij**	42 *16%*	25 *12%*	15 *15%*	4 *9%*	56 *17%*	25 *10%*	9 **22%q**	4 *19%*	25 *10%*	* *3%*	1 *11%*	119 *14%*
Ease of application (e.g. little paper work)	68 **10%abco**	14 *8%*	3 *7%*	* *4%*	51 **11%c**	17 *8%*	5 *13%*	16 *12%*	13 *10%*	20 *11%*	39 *10%*	18 *9%*	32 *13%*	26 *12%*	8 *7%*	2 *4%*	38 *11%*	21 *8%*	3 *8%*	* *2%*	23 *9%*	* *3%*	* *2%*	69 *8%*
Existing provider / already have a relationship with / used them before	57 *8%*	15 *9%*	3 *7%*	1 *12%*	38 *8%*	19 *9%*	3 *8%*	11 *8%*	5 *4%*	16 *9%*	38 *10%*	23 *11%*	20 *8%*	17 *8%*	9 *9%*	6 *13%*	23 *7%*	27 *11%*	3 *6%*	2 *8%*	28 **12%z**	1 *5%*	1 *7%*	75 *9%*
Long term costs of finance	48 *7%*	12 *7%*	3 *9%*	1 **13%zade**	31 *7%*	17 *8%*	* *1%*	7 *5%*	5 *3%*	26 **14%zhk**	37 **9%k**	11 *5%*	23 *9%*	15 *7%*	6 *5%*	3 *6%*	31 *9%*	15 *6%*	3 *7%*	* *1%*	12 *5%*	1 *4%*	2 **17%zqt**	78 *9%*
Terms and conditions (e.g. security required)	34 **5%ai**	7 *4%*	2 *5%*	* *5%*	25 *6%*	9 *4%*	3 *7%*	12 **9%i**	7 *5%*	2 *1%*	16 **4%i**	14 **6%ij**	13 *5%*	12 *6%*	8 *7%*	1 *3%*	19 *6%*	14 *5%*	1 *3%*	1 *4%*	13 *5%*	- -	* *3%*	40 *5%*
Likelihood of successfully obtaining the finance	30 *5%*	7 *4%*	3 **8%ze**	* *2%*	20 *4%*	10 *5%*	1 *2%*	9 *7%*	7 *5%*	4 *2%*	15 *4%*	10 *5%*	10 *4%*	7 *3%*	7 *7%*	3 *7%*	9 *3%*	18 **7%zt**	1 *2%*	4 *16%*	13 *5%*	3 *26%*	1 *7%*	41 *5%*
Costs / charges / being the cheapest / competitiveness	30 *4%*	8 *5%*	2 *5%*	* *2%*	20 *4%*	10 *5%*	- -	6 *4%*	3 *2%*	16 **8%z**	21 **5%k**	6 *3%*	18 *7%*	4 *2%*	2 *2%*	5 **9%zmn**	14 *4%*	10 *4%*	6 **14%zpqt**	* *	10 *4%*	* *1%*	* *1%*	37 *4%*
Only option available/ limited choice	27 *4%*	11 **6%z**	2 *5%*	* *6%*	14 *3%*	13 *6%*	1 *2%*	3 *2%*	3 *2%*	12 *6%*	22 *5%*	10 *5%*	5 *2%*	8 *4%*	5 *4%*	2 *4%*	10 *3%*	10 *4%*	1 *2%*	4 *19%*	10 *4%*	* *	2 **16%zpqt**	48 *5%*
Short term servicing costs of finance	25 **4%k**	7 *4%*	1 *3%*	* *3%*	17 *4%*	8 *4%*	3 *7%*	7 *5%*	8 *6%*	7 *4%*	10 *3%*	3 *1%*	10 *4%*	8 *4%*	5 *4%*	2 *4%*	11 *3%*	10 *4%*	1 *3%*	* *	10 *4%*	* *1%*	* *2%*	31 *4%*
Speed of obtaining finance	23 **3%e**	3 *2%*	1 **4%e**	- -	18 *4%*	4 *2%*	- -	- -	7 *5%*	12 **6%ig**	16 **4%k**	4 *2%*	6 *2%*	14 *6%*	1 *1%*	2 *4%*	14 *4%*	7 *3%*	2 *4%*	- -	7 *3%*	- -	- -	21 *2%*
Customer service	16 *2%*	7 **4%z**	1 *3%*	* *3%*	8 *2%*	9 *4%*	- -	4 *3%*	1 *1%*	7 *4%*	12 *3%*	4 *2%*	5 *2%*	8 *4%*	2 *2%*	1 *2%*	6 *2%*	7 *3%*	3 *6%*	1 *2%*	7 *3%*	1 *5%*	* *	27 *3%*
We were advised to / they were recommended	10 **2%e**	2 *1%*	* *1%*	* *1%*	8 *2%*	2 *1%*	- -	2 *2%*	* *	1 *1%*	8 *2%*	7 *3%*	6 *2%*	3 *2%*	1 *1%*	* *1%*	3 *1%*	3 *1%*	1 *1%*	3 *13%*	3 *1%*	- -	- -	10 *1%*
Flexibility in drawing down and repaying money as needed	9 **1%aij**	1 *1%*	* *1%*	* **3%zae**	7 *2%*	2 *1%*	3 *7%*	5 **4%ij**	2 *2%*	- -	1 *	1 *	2 *1%*	5 *2%*	- -	1 *2%*	2 *1%*	6 *2%*	* *	* *1%*	6 *2%*	* *2%*	* *1%*	11 *1%*
Understanding / knowledge of our business	6 *1%*	4 **2%z**	- -	* **1%b**	2 *1%*	4 *2%*	* *1%*	1 *1%*	4 *3%*	1 *	1 *	1 *	- -	4 *2%*	2 *2%*	1 **1%l**	3 *1%*	2 *1%*	- -	1 *2%*	2 *1%*	- -	- -	8 *1%*
They offered help / were helpful	4 *1%*	1 *1%*	- -	- -	3 *1%*	1 *	3 *8%*	3 *2%*	- -	1 *1%*	1 *	- -	3 *1%*	- -	* *	1 *1%*	3 *1%*	1 *	- -	- -	1 *	- -	- -	3 *
High street presence	4 *1%*	1 *1%*	* **1%z**	- -	2 *	2 *1%*	- -	* *	* *	3 *2%*	3 *1%*	- -	2 *1%*	1 *	* *	* *	3 *1%*	* *	- -	- -	* *	- -	* *1%*	6 *1%*
Was decided by someone else	3 *	- -	* **1%ae**	* **1%ae**	2 *1%*	* *	- -	- -	* *	3 *1%*	3 *1%*	* *	2 *1%*	- -	* *	* *1%*	2 *1%*	* *	- -	- -	* *	* *	* *	5 *1%*
Other	16 *2%*	6 **3%z**	1 *3%*	* *3%*	9 *2%*	7 *3%*	2 *4%*	4 *3%*	4 *3%*	3 *2%*	8 *2%*	5 *2%*	6 *2%*	4 *2%*	4 *4%*	1 *3%*	4 *1%*	10 **4%z**	1 *2%*	1 *3%*	9 *4%*	1 *7%*	* *3%*	25 *3%*
No answer	2 *	1 **1%z**	* **1%zd**	* **1%d**	- -	2 *1%*	- -	- -	1 *1%*	1 *	1 *	* *	- -	- -	1 *1%*	1 **1%z**	- -	2 *1%*	- -	- -	1 *1%*	* *1%*	- -	6 *1%*
Don't know	21 *3%*	9 **5%z**	1 *3%*	* *5%*	10 *2%*	10 *5%*	1 *3%*	4 *3%*	4 *3%*	2 *1%*	12 *3%*	10 *5%*	6 *2%*	5 *2%*	4 *4%*	1 *2%*	11 *3%*	7 *3%*	1 *3%*	1 *5%*	7 *3%*	* *1%*	1 *7%*	36 *4%*
Refused	2 *	2 **1%zd**	- -	- -	- -	2 **1%d**	1 *2%*	2 *1%*	- -	* *	* *	- -	- -	1 *	- -	- -	- -	1 *	- -	1 *2%*	1 *	1 *8%*	- -	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 175

A21. And of those you mentioned, which was the main reason?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	873	167	140	171	228	167	491	139	470	317	68	105	291	318	227	126	234	513	536	336	31	-	505	163	205	-	873	873
Weighted Total	671	71*	121*	141*	195	144*	391	94*	305	264	80*	74*	227	241	173*	140*	202	329	372	300	39**	-**	333	144*	195*	-**	671	873
Effective Base	363	64	59	71	105	75	210	54	178	139	37	45	125	129	91	68	106	190	216	149	18	-	199	72	95	-	363	873
Trusted brand	140 **21%q**	14 20%	18 15%	44 **32%bd**	31 16%	32 22%	97 **25%z**	15 17%	65 21%	57 22%	14 18%	18 24%	43 19%	57 24%	37 21%	44 **31%cq**	44 22%	52 16%	73 20%	66 22%	14 36%	-	59 18%	36 25%	44 23%	-	140 21%	173 20%
Most suitable/ appropriate for need	96 **14%jk**	10 13%	9 7%	22 15%	29 15%	27 19%	37 9%	23 **25%zf**	46 **15%k**	39 15%	9 12%	3 4%	34 15%	38 16%	17 10%	22 15%	36 18%	39 12%	50 13%	47 16%	2 4%	-	48 15%	16 11%	33 17%	-	96 14%	119 14%
Ease of application (e.g. little paper work)	68 10%	7 10%	16 13%	12 9%	27 **14%e**	7 5%	46 12%	8 9%	31 10%	26 10%	9 12%	9 12%	24 11%	21 9%	23 13%	11 7%	15 8%	43 13%	34 9%	34 11%	1 2%	-	34 10%	18 12%	17 9%	-	68 10%	69 8%
Existing provider / already have a relationship with / used them before	57 8%	6 8%	10 8%	7 5%	18 9%	17 12%	30 8%	5 5%	26 9%	23 9%	5 6%	7 10%	21 9%	26 11%	10 6%	9 6%	18 9%	30 9%	37 10%	19 6%	6 14%	-	32 10%	10 7%	16 8%	-	57 8%	75 9%
Long term costs of finance	48 **7%fx**	8 **11%c**	16 **14%zc**	3 2%	12 6%	9 6%	18 5%	14 **15%zf**	17 6%	28 **11%**	2 3%	2 2%	19 8%	17 7%	11 7%	15 **11%**	10 5%	24 7%	29 8%	20 7%	3 7%	-	26 8%	18 **12%z**	5 3%	-	48 **7%x**	78 9%
Terms and conditions (e.g. security required)	34 **5%m**	1 2%	13 10%	3 2%	6 3%	11 **8%**	24 6%	5 5%	17 5%	10 4%	3 4%	5 6%	17 **7%m**	5 2%	12 7%	4 3%	12 6%	18 5%	19 5%	16 5%	- -	-	19 6%	8 6%	7 4%	-	34 5%	40 5%
Likelihood of successfully obtaining the finance	30 **5%m**	2 3%	1 1%	10 7%	10 5%	7 5%	22 6%	* *	8 3%	8 3%	14 **18%zhilk**	2 3%	4 2%	4 1%	18 **11%zlm**	4 3%	8 4%	19 6%	23 6%	7 2%	2 5%	-	21 6%	4 3%	6 3%	-	30 5%	41 5%
Costs / charges / being the cheapest / competitiveness	30 **4%rv**	3 5%	6 5%	7 5%	10 5%	3 2%	19 5%	5 6%	8 3%	22 **8%zh**	1 1%	2 2%	8 4%	14 6%	3 2%	3 2%	16 8%	11 3%	8 2%	21 **7%r**	- -	-	8 3%	9 6%	12 6%	-	30 **4%w**	37 4%
Only option available/ limited choice	27 4%	4 6%	4 4%	3 2%	9 4%	7 5%	14 4%	3 4%	15 5%	9 3%	3 4%	2 3%	6 3%	14 6%	7 4%	8 6%	6 3%	13 4%	18 5%	10 3%	3 7%	-	15 5%	2 1%	10 5%	-	27 4%	48 5%
Short term servicing costs of finance	25 **4%cf**	2 3%	5 4%	* *	12 **6%c**	6 4%	6 2%	9 **9%zf**	14 5%	10 4%	1 1%	8 **11%zh**	8 4%	15 **6%n**	1 1%	3 2%	7 3%	15 5%	14 4%	11 4%	- -	-	14 4%	5 3%	6 3%	-	25 4%	31 4%
Speed of obtaining finance	23 **3%i**	2 3%	7 6%	7 5%	6 3%	1 1%	19 5%	4 4%	16 **5%i**	2 1%	5 **6%i**	4 **5%i**	7 3%	8 4%	7 4%	5 4%	2 1%	16 5%	13 4%	10 3%	1 1%	-	13 4%	4 3%	6 3%	-	23 3%	21 2%
Customer service	16 2%	3 4%	4 4%	6 4%	2 1%	1 1%	14 4%	1 1%	6 2%	5 2%	5 7%	3 4%	7 3%	3 1%	6 3%	1 1%	9 5%	6 2%	11 3%	6 2%	2 6%	-	8 2%	5 4%	3 1%	-	16 2%	27 3%
We were advised to / they were recommended	10 **2%fh**	* 1%	* *	3 2%	3 2%	3 2%	1 *	* *	1 *	4 2%	2 3%	1 1%	* *	5 2%	* *	* *	1 *	9 3%	4 1%	7 2%	- -	-	4 1%	1 *	6 3%	-	10 2%	10 1%
Flexibility in drawing down and repaying money as needed	9 **1%q**	* *	1 1%	- -	5 3%	3 2%	8 2%	1 1%	6 2%	2 1%	* *	1 1%	6 2%	3 1%	* *	5 **3%q**	3 2%	1 *	4 1%	5 2%	- -	-	4 1%	* *	5 2%	-	9 1%	11 1%
Understanding / knowledge of our business	6 1%	- -	1 *	2 1%	3 1%	1 *	3 1%	* *	5 2%	1 *	- -	4 **6%zl**	2 1%	1 1%	2 1%	1 *	1 1%	4 1%	6 2%	- -	1 2%	-	5 2%	1 *	- -	-	6 1%	8 1%
They offered help / were helpful	4 1%	- -	- -	3 2%	* *	1 *	1 *	- -	4 1%	* *	- -	1 1%	3 1%	- -	* *	1 *	3 2%	* *	- -	4 1%	- -	-	- -	3 2%	1 1%	-	4 1%	3 *
High street presence	4 1%	2 **3%z**	- -	1 1%	* *	- -	1 *	1 1%	2 1%	2 1%	- -	* *	2 1%	2 1%	* *	2 2%	- -	1 *	2 1%	2 1%	- -	-	2 1%	1 *	1 *	-	4 1%	6 1%
Was decided by someone else	3 *	* *	- -	- -	* *	3 2%	2 1%	- -	* *	2 1%	- -	* *	* *	3 1%	* *	- -	2 1%	* *	3 1%	* *	- -	-	3 1%	- -	* *	-	3 *	5 1%
Other	16 2%	5 **7%zd**	3 3%	4 3%	1 *	3 2%	10 3%	1 1%	7 2%	5 2%	1 1%	1 2%	6 3%	4 2%	4 3%	1 1%	1 1%	14 **4%z**	9 3%	7 2%	3 7%	-	7 2%	4 3%	5 3%	-	16 2%	25 3%
No answer	2 *	* *	* *	- -	* *	1 *	1 *	- -	1 *	* *	- -	* 1%	1 1%	* *	* *	- -	- -	2 *	1 *	1 *	- -	-	1 *	* *	1 *	-	2 *	6 1%
Don't know	21 **3%m**	1 1%	6 5%	3 2%	7 4%	3 2%	15 4%	* *	9 3%	7 3%	4 5%	1 2%	8 3%	2 1%	11 **6%m**	4 3%	6 3%	11 3%	12 3%	8 3%	3 9%	-	9 3%	2 1%	10 5%	-	21 3%	36 4%
Refused	2 *	- -	- -	1 1%	1 *	1 *	2 1%	- -	1 *	1 *	- -	1 1%	1 *	* *	1 *	- -	- -	2 1%	2 *	1 *	- -	-	2 *	- -	1 *	-	2 *	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 176

A21. And of those you mentioned, which was the main reason?

Base : All who sought finance in the last three years

	Wtd Total (z)	Finance sought in last three years: Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Finance obtained in last three years: Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Confident in obtaining finance products: Agree (p)	Disagree (q)	Number of finance providers considered on last occasion: One (r)	More than one (s)	Only considered four largest banks on last occasion sought finance: Yes (t)	No (u)	Exports: Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	873	652	683	82	387	201	419	99	627	665	72	359	13	176	410	95	651	110	456	372	352	496	234	239	258	603	873
Weighted Total	671	479	462	42**	274	91*	207	31*	453	439	34**	253	5**	68*	199	28*	452	112*	408	236	289	362	123*	129*	149*	514	873
Effective Base	363	262	261	26	155	67	140	34	250	252	21	144	3	58	135	31	252	58	210	138	153	199	77	80	90	269	873
Trusted brand	140 21%besu	120 25%abef	68 15%	9 21%	66 24%bef	8 9%	33 16%	7 22%e	111 24%imn	68 15%	9 27%	56 22%i	3 56%	8 12%	33 16%	7 24%	100 22%	25 23%	109 27%s	26 11%	89 31%u	50 14%	35 28%	37 29%	41 27%	99 19%	173 20%
Most suitable/ appropriate for need	96 14%	67 14%	64 14%	10 24%	31 11%	19 21%dfg	25 12%	2 6%	65 14%	58 13%	10 29%	30 12%	-	14 21%o	25 12%	1 5%	58 13%	15 13%	56 14%	40 17%	35 12%	57 16%	12 9%	16 12%	16 11%	77 15%	119 14%
Ease of application (e.g. little paper work)	68 10%p	50 10%	51 11%	* *	26 9%	12 14%g	17 8%	* 1%	47 10%	45 10%	* 1%	26 10%	* 3%	9 13%	17 8%	* 2%	32 7%	15 13%	49 12%	19 8%	31 11%	31 9%	10 8%w	7 5%	10 7%w	58 11%	69 8%
Existing provider / already have a relationship with / used them before	57 8%u	51 11%zb	35 8%	5 11%	31 11%	6 6%	21 10%	1 5%	48 11%zl	32 7%	2 6%	29 11%	-	6 8%	16 8%	1 3%	38 8%	10 9%	41 10%	13 6%	36 12%zu	21 6%	12 10%	12 9%	15 10%	42 8%	75 9%
Long term costs of finance	48 7%ar	26 6%	34 7%	3 6%	14 5%	3 4%	22 10%abd	3 11%	26 6%	34 8%	2 6%	14 6%	* 1%	3 5%	22 11%zhk	3 12%	27 6%	10 9%	16 4%	29 12%zr	14 5%	34 9%	5 4%	5 4%	7 5%	41 8%	78 9%
Terms and conditions (e.g. security required)	34 5%r	25 5%	28 6%	1 2%	15 6%	2 2%	19 9%zabe	4 12%e	25 5%	28 6%	1 2%	15 6%	* 4%	2 2%	19 9%zhim	4 13%zm	28 6%	5 5%	13 3%	21 9%zr	13 4%	22 6%	7 6%	7 6%	7 5%	27 5%	40 5%
Likelihood of successfully obtaining the finance	30 5%	16 3%	29 6%za	3 7%	15 5%a	12 13%zabdf	9 4%	1 2%	16 3%	26 6%h	3 9%	14 6%h	-	5 8%	9 4%	1 2%	22 5%	2 1%	17 4%	13 5%	9 3%	21 6%	7 6%	10 8%	11 7%	19 4%	41 5%
Costs / charges / being the cheapest / competitiveness	30 4%l	21 4%	24 5%e	1 3%	13 5%	1 1%	12 6%	1 3%	18 4%	24 5%	1 3%	13 5%	1 15%	1 1%	12 6%	1 4%	25 5%	4 4%	12 3%	14 6%	6 2%	24 7%zt	5 4%	7 6%	8 5%	22 4%	37 4%
Only option available/ limited choice	27 4%ahl	11 2%	22 5%a	2 5%	8 3%	10 11%zabdf	9 4%	2 6%	10 2%	20 4%h	1 4%	8 3%	* 3%	6 9%zhk	9 4%	1 5%	18 4%	7 6%	21 5%	6 2%	2 1%	23 5%zt	5 4%	4 3%	5 4%	22 4%	48 5%
Short term servicing costs of finance	25 4%	20 4%	22 5%	* *	8 3%	1 1%	11 5%	1 4%	20 4%	21 5%	* *	8 3%	- -	1 2%	10 5%	1 5%	19 4%	1 1%	14 3%	11 5%	7 2%	18 5%	4 3%	7 5%	7 5%	16 3%	31 4%
Speed of obtaining finance	23 3%	17 4%	17 4%	* 1%	11 4%	2 2%	5 2%	1 3%	17 4%	17 4%	* 1%	11 4%	- -	2 3%	5 2%	1 3%	18 4%	4 4%	12 3%	7 3%	10 4%	9 2%	5 4%	5 4%	5 3%	18 3%	21 2%
Customer service	16 2%u	12 3%	11 2%	1 2%	11 4%	1 2%	4 2%	1 3%	9 2%	11 3%	* 1%	7 3%	- -	1 2%	4 2%	* 1%	14 3%	1 *	9 2%	7 3%	12 4%u	3 1%	2 2%	2 2%	2 2%	13 3%	27 3%
We were advised to / they were recommended	10 2%adt	4 1%	10 2%ad	- -	1 *	3 3%d	5 2%ad	* *	4 1%	10 2%hk	- -	1 *	* 1%	1 1%	5 2%k	* *	6 1%	5 4%	4 1%	7 3%	1 *	10 3%	* *	* *	* *	10 2%	10 1%
Flexibility in drawing down and repaying money as needed	9 1%	4 1%	9 2%	1 3%	1 *	1 1%	6 3%ad	1 2%	4 1%	9 2%	1 3%	1 1%	* 1%	* *	6 3%hk	1 2%	6 1%	2 2%	3 1%	6 2%	1 *	8 2%	* *	* *	* *	9 2%	11 1%
Understanding / knowledge of our business	6 1%	4 1%	5 1%	1 1%	4 2%	1 1%	2 1%	1 4%	4 1%	5 1%	1 2%	3 1%	1 12%	1 1%	1 1%	1 4%	3 1%	2 2%	4 1%	2 1%	2 1%	4 1%	4 3%w	1 1%	4 2%w	2 *	8 1%
They offered help / were helpful	4 1%	1 *	4 1%	1 1%	1 *	- -	1 *	- -	1 *	4 1%	- -	1 *	- -	- -	1 *	- -	1 *	- -	3 1%	1 *	1 *	3 1%	- -	- -	- -	4 1%	3 *
High street presence	4 1%bl	4 1%	* *	- -	1 *	* *	* *	* *	4 1%	* *	- -	1 *	* 4%	- -	* *	* *	3 1%	1 1%	3 1%	- -	1 *	2 1%	1 1%	1 1%	1 1%	3 *	6 1%
Was decided by someone else	3 *	3 1%	3 1%	- -	- -	* *	3 1%	- -	3 1%	3 1%	- -	- -	- -	* *	3 1%	- -	3 1%	* *	* *	2 1%	2 1%	* *	* *	* *	* *	3 1%	5 1%
Other	16 2%ahn	6 1%	13 3%af	1 1%	4 1%	5 5%adf	1 *	1 4%	6 1%	13 3%hn	1 2%	4 2%	- -	5 7%hikn	1 1%	1 4%	14 3%	2 2%	8 2%	5 2%	5 2%	11 3%	4 3%	3 3%	4 3%	12 2%	25 3%
No answer	2 *	1 *	1 *	* 1%	* *	* *	* *	* 1%	1 *	1 *	* 1%	* *	- -	* *	* *	* 1%	1 *	- -	- -	2 1%	1 *	1 *	1 1%	1 *	1 *	1 *	6 1%
Don't know	21 3%	17 4%	11 2%	4 10%	12 4%	2 2%	4 2%	2 7%	17 4%	10 2%	2 5%	12 5%	-	2 3%	3 2%	2 7%n	15 3%	2 2%	13 3%	5 2%	10 4%	8 2%	3 2%	3 3%	3 2%	17 3%	36 4%
Refused	2 *	* *	1 *	- -	* *	1 1%	- -	1 2%af	- -	1 *	- -	- -	- -	1 1%	- -	1 2%hikn	2 *	- -	1 *	- -	- -	2 1%	1 1%	* *	1 1%	1 *	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A21. And of those you mentioned, which was the main reason?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	873	342	326	450	412	142	50	62	89	402	379	873
Weighted Total	671	237	209	318	348	105*	38**	35**	95*	233	340	873
Effective Base	363	136	127	180	180	61	23	20	51	140	173	873
Trusted brand	140 21%bc	40 17%	32 15%	52 16%	83 24%	26 25%	12 33%	4 11%	11 12%	55 23%	74 22%	173 20%
Most suitable/ appropriate for need	96 14%	37 16%	28 13%	46 14%	51 15%	13 13%	* 1%	2 5%	16 17%	32 14%	49 14%	119 14%
Ease of application (e.g. little paper work)	68 10%	32 13%	26 13%	43 13%	26 7%	7 7%	3 7%	1 2%	16 17%	21 9%	32 9%	69 8%
Existing provider / already have a relationship with / used them before	57 8%	21 9%	11 5%	23 7%	34 10%	9 8%	2 6%	3 10%	8 8%	21 9%	26 8%	75 9%
Long term costs of finance	48 7%a	9 4%	14 7%	18 6%	30 9%	12 12%	1 2%	3 8%	4 4%	17 7%	28 8%	78 9%
Terms and conditions (e.g. security required)	34 5%	10 4%	11 5%	19 6%	16 5%	6 5%	1 2%	4 11%	9 10%	10 4%	15 4%	40 5%
Likelihood of successfully obtaining the finance	30 5%d	19 8%zd	15 7%d	22 7%zd	8 2%	2 2%	1 1%	7 19%	3 3%	5 2%	23 7%	41 5%
Costs / charges / being the cheapest / competitiveness	30 4%	13 5%	12 6%	17 5%	13 4%	4 4%	1 3%	* *	2 2%	6 3%	22 6%	37 4%
Only option available/ limited choice	27 4%	11 5%	11 5%	15 5%	12 4%	4 3%	1 3%	1 3%	1 1%	14 6%	12 4%	48 5%
Short term servicing costs of finance	25 4%d	10 4%	16 7%zd	19 6%zd	6 2%	1 1%	3 8%	* *	3 4%	11 5%	10 3%	31 4%
Speed of obtaining finance	23 3%bc	4 2%	1 1%	4 1%	19 5%bc	* *	6 16%	- -	- -	16 7%zj	7 2%	21 2%
Customer service	16 2%	7 3%	9 4%	10 3%	6 2%	6 6%	1 4%	1 2%	3 3%	5 2%	9 3%	27 3%
We were advised to / they were recommended	10 2%	3 1%	1 *	4 1%	7 2%	- -	- -	3 8%	2 3%	1 *	7 2%	10 1%
Flexibility in drawing down and repaying money as needed	9 1%	3 1%	6 3%	6 2%	3 1%	- -	- -	- -	5 6%zij	1 *	3 1%	11 1%
Understanding / knowledge of our business	6 1%	3 1%	2 1%	3 1%	3 1%	- -	1 2%	- -	1 1%	4 2%	1 *	8 1%
They offered help / were helpful	4 1%	1 *	1 *	1 *	4 1%	3 3%z	1 3%	1 1%	3 3%zj	1 *	* *	3 *
High street presence	4 1%	1 *	1 *	1 *	2 1%	1 1%	* *	- -	* *	2 1%	2 1%	6 1%
Was decided by someone else	3 *	* *	* *	* *	2 1%	- -	- -	* 1%	- -	* *	2 1%	5 1%
Other	16 2%	3 1%	6 3%	7 2%	9 3%	3 3%	2 6%	5 14%	3 4%	4 2%	9 3%	25 3%
No answer	2 *	1 *	1 *	1 *	* *	* *	- -	- -	- -	1 1%	* *	6 1%
Don't know	21 3%	8 3%	5 3%	8 3%	12 3%	6 6%	1 4%	1 3%	3 3%	7 3%	10 3%	36 4%
Refused	2 *	1 *	1 *	1 *	* *	1 1%	- -	- -	1 1%	- -	1 *	4 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A22. On the last occasion you sought finance, how many different providers of finance did you consider?

Base : All who sought finance in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
Just one	412 **60%abcoqtv**	97 **55%bc**	18 *46%*	3 *36%*	294 **64%abce**	119 **53%bc**	33 *70%*	77 *56%*	95 *68%*	119 *63%*	240 *60%*	121 *57%*	177 **69%zo**	125 **57%o**	62 **58%o**	22 *42%*	231 **69%zqtv**	131 *51%*	23 *57%*	14 *53%*	129 *52%*	3 *21%*	4 *39%*	460 *52%*
Three	82 **12%l**	25 **14%z**	10 **24%zade**	2 **23%zade**	46 *10%*	36 **16%d**	5 *12%*	19 *14%*	13 *9%*	21 *11%*	50 *13%*	29 *14%*	18 *7%*	30 *14%*	13 *13%*	14 **27%zlmn**	33 *10%*	34 **13%t**	9 **22%p**	6 *22%*	26 *11%*	6 *46%*	3 **25%zpqt**	152 *17%*
Two	81 *12%*	24 **13%z**	7 **16%z**	2 **23%zade**	49 *11%*	32 *14%*	4 *8%*	14 *10%*	10 *7%*	23 *12%*	55 *14%*	32 *15%*	25 *10%*	31 *14%*	14 *14%*	7 *14%*	34 *10%*	39 **15%z**	4 *9%*	1 *3%*	39 **16%z**	1 *8%*	2 *15%*	134 *15%*
Five or more	42 *6%*	12 *7%*	2 *5%*	* *6%*	28 *6%*	14 *6%*	1 *2%*	10 *7%*	12 *9%*	10 *5%*	20 *5%*	9 *4%*	21 *8%*	11 *5%*	3 *2%*	4 *8%*	15 *5%*	20 *8%*	1 *2%*	4 *16%*	20 *8%*	1 *6%*	1 *5%*	52 *6%*
Four	37 *5%*	10 *6%*	2 *4%*	* *3%*	25 *5%*	12 *5%*	3 *6%*	9 *7%*	6 *4%*	4 *2%*	22 **5%l**	18 **8%lj**	10 *4%*	11 *5%*	7 *7%*	3 *5%*	10 *3%*	22 **8%zp**	4 *9%*	1 *3%*	21 **8%zp**	1 *5%*	1 *10%*	42 *5%*
None	18 **3%abk**	1 *1%*	* *1%*	* **4%abe**	16 *3%*	2 *1%*	- -	5 *3%*	4 *3%*	8 **4%k**	9 **2%k**	1 *	5 *2%*	8 *4%*	4 *3%*	* *1%*	10 *3%*	7 *3%*	* *1%*	* *	7 *3%*	1 *5%*	- -	18 *2%*
Mean	**1.8p**	**1.9z**	**2.0zd**	**2.1zd**	**1.7**	**1.9**	**1.6**	**1.9**	**1.7**	**1.7**	**1.8**	**1.9**	**1.7**	**1.8**	**1.7**	**2.2zlmn**	**1.6**	**2.0zp**	**1.9**	**2.2**	**2.0zp**	**2.6**	**2.2**	**1.9**
Don't know	10 *1%*	6 **4%zd**	1 **3%zd**	* **4%zd**	2 *	8 **4%d**	1 *1%*	3 *2%*	1 *1%*	3 *1%*	6 *1%*	3 *1%*	2 *1%*	2 *1%*	3 *3%*	1 *2%*	3 *1%*	6 *2%*	- -	1 *2%*	4 *2%*	1 *8%*	1 **7%zpr**	26 *3%*
Refused	1 *	1 **1%z**	- -	- -	- -	1 *1%*	- -	1 *1%*	- -	- -	- -	- -	- -	1 *1%*	- -	- -	1 *	- -	- -	1 *2%*	- -	- -	- -	2 *

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 179

A22. On the last occasion you sought finance, how many different providers of finance did you consider?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	337	31	-	517	163	206	-	886	886
Weighted Total	882	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
Just one	412 **60%qrv**	47 *64%*	67 *56%*	90 *62%*	124 *62%*	84 *58%*	243 *61%*	52 *55%*	187 *60%*	157 *59%*	49 *60%*	44 *57%*	134 *59%*	149 *61%*	110 *61%*	108 **76%pq**	124 *61%*	180 *54%*	211 *55%*	201 **67%zr**	26 *67%*	-	185 *54%*	101 **70%w**	126 *64%*	-	412 **60%w**	460 *52%*
Three	82 *12%*	8 *11%*	11 *9%*	20 *14%*	28 *14%*	15 *10%*	43 *11%*	10 *11%*	38 *12%*	32 *12%*	12 *15%*	11 *14%*	28 *12%*	28 *12%*	24 *13%*	9 *6%*	28 *14%*	45 *13%*	46 *12%*	36 *12%*	3 *8%*	-	43 *12%*	14 *9%*	26 *13%*	-	82 *12%*	152 *17%*
Two	81 *12%*	12 *16%*	21 *18%*	15 *10%*	19 *9%*	14 *10%*	49 *12%*	16 *17%*	38 *12%*	35 *13%*	7 *9%*	7 *9%*	32 *14%*	31 *13%*	15 *8%*	13 *9%*	28 *14%*	40 *12%*	54 *14%*	27 *9%*	5 *13%*	-	49 *14%*	11 *7%*	21 *11%*	-	81 *12%*	134 *15%*
Five or more	42 **6%ax**	1 *1%*	8 *7%*	8 *6%*	12 *6%*	12 *9%*	25 *6%*	4 *4%*	15 *5%*	16 *6%*	9 *11%*	5 *6%*	8 *4%*	14 *6%*	17 *9%*	4 *3%*	6 *3%*	33 **10%zp**	33 **9%zs**	9 *3%*	4 *10%*	-	29 **9%zxA**	9 *6%*	3 *2%*	-	42 **6%x**	52 *6%*
Four	37 *5%*	3 *4%*	8 *7%*	6 *4%*	9 *4%*	11 *8%*	24 *6%*	8 *8%*	18 *6%*	15 *6%*	4 *5%*	3 *4%*	12 *5%*	16 *7%*	7 *4%*	4 *3%*	13 *6%*	20 *6%*	22 *6%*	15 *5%*	1 *1%*	-	21 *6%*	2 *2%*	13 *7%*	-	37 *5%*	42 *5%*
None	18 *3%*	1 *1%*	3 *3%*	3 *2%*	6 *3%*	5 *3%*	8 *2%*	3 *3%*	9 *3%*	9 *3%*	- -	5 *7%*	8 *4%*	3 *1%*	6 *4%*	6 *4%*	3 *1%*	9 *3%*	9 *2%*	9 *3%*	- -	-	9 *3%*	5 *4%*	4 *2%*	-	18 *3%*	18 *2%*
Mean	**1.8os**	**1.6**	**1.9**	**1.8**	**1.8**	**1.9**	**1.8**	**1.8**	**1.8**	**1.8**	**2.0**	**1.8**	**1.7**	**1.8**	**1.9**	**1.4**	**1.7o**	**2.0zo**	**1.9zs**	**1.6**	**1.7**	**-**	**2.0zwA**	**1.6**	**1.7**	**-**	**1.8**	**1.9**
Don't know	10 *1%*	3 *3%*	1 *1%*	2 *1%*	2 *1%*	2 *1%*	4 *1%*	1 *1%*	7 *2%*	2 *1%*	- -	1 *2%*	5 *2%*	2 *1%*	* *	* *	2 *1%*	7 *2%*	6 *2%*	4 *1%*	1 *1%*	-	5 *2%*	2 *1%*	2 *1%*	- -	10 *1%*	26 *3%*
Refused	1 *	- -	- -	1 *	- -	1 *	1 *	- -	1 *	1 *	- -	1 *1%*	1 *	- -	1 *	- -	1 *	1 *	- -	1 *	- -	-	- -	- -	1 *1%*	- -	1 *	2 *

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 180

A22. On the last occasion you sought finance, how many different providers of finance did you consider?

Base : All who sought finance in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
Just one	412 **60%efgimnosu**	280 **57%fg**	266 **57%fg**	16 *37%*	168 **59%fg**	43 *47%*	94 *45%*	11 *36%*	268 **58%no**	249 **56%no**	13 *39%*	155 **59%no**	1 *23%*	33 *49%*	91 *45%*	10 *35%*	266 *58%*	80 *70%*	412 **100%zs**	-	200 **69%zu**	199 *54%*	79 *61%*	77 *57%*	91 *59%*	317 *61%*	460 *52%*
Three	82 **12%r**	72 **15%zb**	50 *11%*	8 *18%*	38 *13%*	9 *10%*	34 **17%zb**	7 **23%zb**	67 **15%z**	49 *11%*	7 *20%*	38 *14%*	* *4%*	8 *12%*	34 **17%zi**	7 **25%zi**	64 *14%*	6 *5%*	-	82 **34%zr**	26 *9%*	51 *14%*	16 *12%*	18 *14%*	22 *14%*	59 *11%*	152 *17%*
Two	81 **12%r**	62 *13%*	65 *14%*	5 *12%*	35 *12%*	15 *16%*	43 **21%zabd**	5 *17%*	58 *12%*	64 **15%z**	3 *8%*	32 *12%*	* *2%*	12 *17%*	40 **20%zhik**	5 *16%*	68 **15%z**	10 *9%*	-	81 **33%zr**	27 *9%*	53 *15%*	13 *10%*	15 *11%*	17 *11%*	62 *12%*	134 *15%*
Five or more	42 **6%rt**	25 *5%*	34 *7%*	8 *18%*	16 *6%*	17 **19%zabdf**	14 *7%*	5 **16%zabdf**	24 *5%*	31 *7%*	7 *20%*	14 *5%*	3 *66%*	9 **13%zhik**	13 *6%*	4 **15%zhk**	26 *6%*	6 *5%*	-	42 **17%zr**	10 *3%*	32 **9%zt**	4 *3%*	7 *5%*	7 *5%*	34 *7%*	52 *6%*
Four	37 **5%r**	31 *6%*	28 *6%*	6 *14%*	15 *5%*	6 *6%*	15 *7%*	2 *6%*	27 *6%*	27 *6%*	4 *12%*	14 *5%*	- -	4 *6%*	14 *7%*	2 *6%*	21 *5%*	4 *3%*	-	37 **16%zr**	17 *6%*	19 *5%*	8 *6%*	8 *6%*	8 *5%*	28 *5%*	42 *5%*
None	18 **3%r**	11 *2%*	15 *3%*	* *	6 *2%*	* *	4 *2%*	* *1%*	11 *2%*	15 *3%*	* *	6 *2%*	- -	* *	4 *2%*	* *1%*	9 *2%*	5 *4%*	-	- -	8 *3%*	6 *2%*	6 *5%*	6 *5%*	6 *4%*	11 *2%*	18 *2%*
Mean	**1.8rt**	**1.8**	**1.9**	**2.6**	**1.8**	**2.3zabd**	**2.1zabd**	**2.5zabd**	**1.8**	**1.9**	**2.7**	**1.8**	**3.9**	**2.2zhk**	**2.1zhik**	**2.5**	**1.8**	**1.5**	**1.0**	**3.2zr**	**1.6**	**2.0zt**	**1.7**	**1.8**	**1.8**	**1.8**	**1.9**
Don't know	10 *1%*	7 *1%*	6 *1%*	* *1%*	5 *2%*	2 *2%*	4 *2%*	1 *2%*	7 *1%*	5 *1%*	* *1%*	4 *2%*	* *5%*	1 *2%*	4 *2%*	1 *2%*	5 *1%*	3 *3%*	- -	- -	4 *1%*	4 *1%*	2 *2%*	3 *2%*	3 *2%*	7 *1%*	26 *3%*
Refused	1 *	- -	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	- -	- -	- -	1 *	1 1%	1 *	1 *	1 *	2 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 181

A22. On the last occasion you sought finance, how many different providers of finance did you consider?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
Just one	412 *60%*	139 *58%*	124 *58%*	186 *58%*	221 *63%*	74 *69%*	20 *53%*	18 *52%*	56 *56%*	142 *60%*	214 *62%*	460 *52%*
Three	82 *12%*	34 *14%*	36 **17%zc**	43 *13%*	39 *11%*	13 *13%*	2 *5%*	2 *7%*	17 *17%*	23 *10%*	42 *12%*	152 *17%*
Two	81 *12%*	27 *11%*	18 *9%*	35 *11%*	46 *13%*	10 *9%*	8 *21%*	7 *19%*	12 *12%*	28 *12%*	38 *11%*	134 *15%*
Five or more	42 *6%*	19 *8%*	15 *7%*	28 *9%*	14 *4%*	4 *4%*	2 *5%*	6 *18%*	7 *7%*	11 *4%*	25 *7%*	52 *6%*
Four	37 *5%*	15 *6%*	15 *7%*	22 *7%*	15 *4%*	1 *1%*	1 *2%*	1 *3%*	6 *6%*	16 *7%*	15 *4%*	42 *5%*
None	18 *3%*	4 *2%*	2 *1%*	4 *1%*	13 *4%*	2 *2%*	3 *8%*	* *	- -	9 *4%*	9 *3%*	18 *2%*
Mean	**1.8d**	**1.9**	**1.9**	**1.9zd**	**1.7**	**1.6**	**1.7**	**2.2**	**1.9**	**1.8**	**1.8**	**1.9**
Don't know	10 *1%*	3 *1%*	2 *1%*	3 *1%*	5 *2%*	1 *1%*	3 *7%*	1 *1%*	1 *1%*	6 *3%*	2 *1%*	26 *3%*
Refused	1 *	- -	1 *	1 *	- -	1 *1%*	- -	- -	1 *1%*	- -	- -	2 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A23. And how many did you actually contact?

Base : All who sought finance in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
Just one	472 **69%abcoqtv**	111 **63%bc**	20 **51%c**	3 *38%*	338 **74%abce**	135 **60%bc**	37 *79%*	86 *62%*	104 *74%*	135 *72%*	279 *70%*	144 *68%*	202 **78%lzmo**	142 **65%o**	70 **66%o**	27 *50%*	261 **78%zqtv**	150 *58%*	27 *68%*	17 *65%*	148 *60%*	5 *41%*	5 *45%*	518 *58%*
Two	77 *11%*	22 **12%z**	7 **18%zade**	2 **25%zade**	45 *10%*	31 *14%*	3 *7%*	15 *11%*	10 *7%*	21 *11%*	51 *13%*	30 *14%*	27 *10%*	25 *12%*	15 *14%*	10 **18%z**	31 *9%*	40 **15%z**	4 *10%*	1 *3%*	37 **15%z**	1 *9%*	2 **21%p**	136 *15%*
Three	46 **7%dl**	20 **11%zd**	8 **19%zade**	1 **19%zade**	17 *4%*	29 **13%d**	6 *12%*	11 *8%*	8 *6%*	11 *6%*	27 *7%*	17 *8%*	2 *1%*	20 **9%l**	9 **9%l**	9 **18%lzlm**	15 *4%*	22 *8%*	5 *12%*	5 *18%*	19 *8%*	1 *6%*	2 **18%zpq**	113 *13%*
Four	26 *4%*	6 *3%*	1 *3%*	* *2%*	18 *4%*	8 *3%*	- -	6 *4%*	6 *5%*	2 *1%*	14 **3%l**	12 **6%lj**	8 *3%*	7 *3%*	2 *2%*	2 *5%*	5 *2%*	16 **6%zp**	4 **9%p**	1 *3%*	16 **6%zp**	* *1%*	1 *5%*	28 *3%*
Five or more	23 *3%*	6 *3%*	1 *4%*	* *6%*	15 *3%*	8 *3%*	- -	5 *4%*	6 *4%*	9 *5%*	12 *3%*	3 *1%*	11 *4%*	7 *3%*	2 *2%*	3 *5%*	8 *2%*	11 *4%*	- -	1 *4%*	12 *5%*	1 *6%*	1 *5%*	33 *4%*
None	21 **3%ab**	3 *2%*	* *1%*	* **4%abe**	18 *4%*	4 *2%*	* *1%*	5 *4%*	4 *3%*	9 *5%*	12 *3%*	3 *1%*	5 *2%*	10 *5%*	5 *4%*	* *1%*	10 *3%*	11 *4%*	* *1%*	* *	10 *4%*	1 *9%*	- -	22 *2%*
Mean	**1.5p**	**1.6z**	**1.8zade**	**2.0zade**	**1.4**	**1.7d**	**1.3**	**1.6**	**1.5**	**1.5**	**1.5**	**1.5**	**1.4**	**1.6**	**1.5**	**1.9zlmn**	**1.3**	**1.7zp**	**1.6**	**1.7**	**1.7zp**	**1.8**	**2.0**	**1.7**
Don't know	14 *2%*	8 **4%zd**	1 **4%zd**	* **6%zd**	4 *1%*	10 **4%d**	1 *1%*	6 *4%*	1 *1%*	3 *1%*	7 *2%*	4 *2%*	5 *2%*	3 *1%*	3 *3%*	2 *3%*	6 *2%*	6 *2%*	* *1%*	1 *4%*	5 *2%*	1 *8%*	1 **7%zp**	33 *4%*
Refused	4 *1%*	1 *1%*	- -	- -	2 *1%*	1 *1%*	- -	4 **3%zj**	- -	- -	- -	- -	- -	4 *2%*	- -	- -	1 *	2 *1%*	- -	1 *2%*	- -	2 *20%*	- -	3 *

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 183

A23. And how many did you actually contact?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	337	31	-	517	163	206	-	886	886
Weighted Total	882	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
Just one	472 **69%qrv**	49 *68%*	77 *63%*	102 *71%*	146 *73%*	98 *68%*	282 *71%*	61 *65%*	216 *69%*	181 *68%*	56 *68%*	48 *61%*	150 *66%*	181 *74%*	122 *68%*	112 **79%q**	149 *73%*	212 *63%*	234 *62%*	238 **79%zr**	27 *68%*	-	207 *61%*	112 **78%w**	153 **78%zvA**	-	472 **69%w**	518 *58%*
Two	77 **11%s**	12 *16%*	19 *16%*	13 *9%*	21 *11%*	12 *8%*	40 *10%*	18 *19%*	30 *10%*	34 *13%*	9 *11%*	6 *8%*	30 *13%*	26 *11%*	15 *8%*	14 *10%*	22 *11%*	41 *12%*	56 **15%zs**	21 *7%*	5 *13%*	-	51 **15%zwA**	8 *6%*	18 *9%*	-	77 *11%*	136 *15%*
Three	46 *7%*	5 *7%*	9 *8%*	12 *8%*	13 *7%*	7 *5%*	21 *5%*	5 *5%*	25 *8%*	19 *7%*	3 *4%*	9 *12%*	16 *7%*	17 *7%*	13 *7%*	6 *4%*	12 *6%*	29 *9%*	31 *8%*	15 *5%*	4 *9%*	-	27 *8%*	7 *5%*	12 *6%*	-	46 *7%*	113 *13%*
Four	26 *4%*	2 *3%*	4 *3%*	9 *6%*	3 *2%*	7 *5%*	16 *4%*	2 *3%*	13 *4%*	5 *2%*	8 **9%l**	2 *2%*	10 *4%*	8 *3%*	7 *4%*	1 *1%*	12 *6%*	13 *4%*	19 *5%*	6 *2%*	3 *8%*	-	16 *5%*	5 *3%*	5 *2%*	-	26 *4%*	28 *3%*
Five or more	23 **3%h**	1 *1%*	5 *4%*	3 *2%*	6 *3%*	8 *6%*	17 *4%*	4 *4%*	5 *1%*	12 *5%*	6 *7%*	3 *4%*	3 *1%*	7 *3%*	12 **7%zl**	4 *3%*	4 *2%*	15 *4%*	18 *5%*	4 *1%*	- -	-	18 **5%zxA**	3 *2%*	2 *1%*	-	23 *3%*	33 *4%*
None	21 *3%*	1 *1%*	3 *3%*	3 *2%*	7 *3%*	7 *5%*	11 *3%*	3 *3%*	9 *3%*	12 *4%*	* *	6 *7%*	11 *5%*	3 *1%*	8 *4%*	6 *4%*	3 *1%*	13 *4%*	12 *3%*	9 *3%*	- -	-	12 *4%*	5 *4%*	4 *2%*	-	21 *3%*	22 *2%*
Mean	**1.5sx**	**1.5**	**1.6**	**1.5**	**1.4**	**1.6**	**1.5**	**1.5**	**1.5**	**1.5**	**1.7**	**1.6**	**1.5**	**1.5**	**1.6**	**1.3**	**1.5**	**1.6zo**	**1.7zs**	**1.3**	**1.6**	-	**1.7zwxA**	**1.4**	**1.3**	-	**1.5x**	**1.7**
Don't know	14 *2%*	3 *4%*	4 *3%*	2 *1%*	3 *2%*	2 *1%*	8 *2%*	2 *2%*	11 *3%*	2 *1%*	* *1%*	1 *2%*	6 *2%*	2 *1%*	4 *2%*	* *	3 *2%*	10 *3%*	10 *3%*	4 *1%*	1 *1%*	-	9 *3%*	2 *1%*	3 *1%*	-	14 *2%*	33 *4%*
Refused	4 *1%*	- -	- -	1 *	- -	3 *2%*	4 *1%*	- -	3 *1%*	1 *	- -	3 **4%zl**	3 *1%*	- -	1 *	- -	1 *	3 *1%*	- -	4 *1%*	- -	-	- -	2 *2%*	1 *1%*	-	4 *1%*	3 *

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A23. And how many did you actually contact?

Base : All who sought finance in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
Just one	472 **69%bfginosu**	331 **68%fg**	302 **65%f**	26 *60%*	200 **71%fg**	55 *60%*	113 *54%*	15 *50%*	313 **68%no**	285 **65%n**	21 *60%*	184 **70%no**	3 *77%*	45 *65%*	107 *54%*	14 *50%*	317 *69%*	85 *74%*	412 **100%as**	60 *25%*	221 **76%zu**	237 *65%*	88 *68%*	86 *64%*	100 *64%*	367 *71%*	518 *58%*
Two	77 **11%r**	57 **12%d**	59 **13%d**	3 *6%*	23 *8%*	18 **20%zabd**	37 **18%zabd**	6 **19%d**	53 *11%*	57 *13%*	2 *6%*	22 *8%*	* *2%*	13 **18%k**	37 **18%zhik**	5 *19%*	59 *13%*	8 *7%*	- -	77 **32%zr**	28 *10%*	48 *13%*	11 *9%*	13 *10%*	18 **12%w**	57 *11%*	136 *15%*
Three	46 **7%rt**	38 *8%*	33 *7%*	4 *9%*	23 *8%*	7 *7%*	26 **13%zab**	6 **20%zabde**	37 *8%*	32 *7%*	3 *8%*	21 *8%*	* *4%*	6 *8%*	25 **13%zhi**	5 **19%zhik**	32 *7%*	6 *5%*	- -	46 **19%zr**	11 *4%*	31 *8%*	10 *7%*	10 *7%*	11 *7%*	35 *7%*	113 *13%*
Four	26 **4%r**	21 *4%*	22 *5%*	5 *12%*	10 *4%*	2 *2%*	11 *5%*	1 *4%*	20 *4%*	21 *5%*	4 *12%*	10 *4%*	- -	* *1%*	10 *5%*	1 *4%*	15 *3%*	1 *1%*	- -	26 **11%zr**	9 *3%*	16 *4%*	6 *5%*	6 *5%*	6 *4%*	18 *4%*	28 *3%*
Five or more	23 **3%r**	13 *3%*	19 *4%*	5 *11%*	9 *3%*	7 **8%za**	9 *4%*	1 *3%*	13 *3%*	17 *4%*	5 *13%*	8 *3%*	1 *12%*	3 *4%*	9 *4%*	1 *3%*	13 *3%*	4 *3%*	- -	23 **9%zr**	7 *2%*	15 *4%*	3 *2%*	6 **4%w**	6 **4%w**	16 *3%*	33 *4%*
None	21 **3%r**	15 *3%*	19 **4%f**	* *	9 *3%*	1 *1%*	4 *2%*	* *1%*	15 *3%*	19 **4%n**	* *	9 *3%*	- -	1 *1%*	4 *2%*	* *1%*	10 *2%*	7 *6%*	- -	4 *2%*	10 *3%*	9 *2%*	7 *6%*	7 *5%*	7 *5%*	14 *3%*	22 *2%*
Mean	**1.5rt**	**1.5**	**1.6z**	**2.1**	**1.5**	**1.7**	**1.8zabd**	**1.9**	**1.5**	**1.6z**	**2.1**	**1.5**	**1.6**	**1.5**	**1.8zhik**	**1.9**	**1.5**	**1.4**	**1.0**	**2.5zr**	**1.4**	**1.6zt**	**1.5**	**1.6**	**1.6**	**1.5**	**1.7**
Don't know	14 **2%r**	11 *2%*	10 *2%*	* *1%*	9 *3%*	2 *3%*	8 *4%*	1 *4%*	10 *2%*	9 *2%*	* *1%*	8 *3%*	* *5%*	2 *3%*	8 *4%*	1 *4%*	9 *2%*	3 *3%*	- -	4 **2%r**	4 *1%*	8 *2%*	2 *2%*	3 *2%*	3 *2%*	10 *2%*	33 *4%*
Refused	4 **1%y**	2 *	1 *	- -	- -	- -	- -	- -	2 *1%*	1 *	- -	- -	- -	- -	- -	- -	4 *1%*	- -	- -	2 *1%*	2 *1%*	1 *	1 *1%*	3 **2%zvy**	3 **2%wy**	1 *	3 *

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Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 185

A23. And how many did you actually contact?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
Just one	472 *69%*	167 *69%*	147 *69%*	224 *70%*	243 *69%*	77 *73%*	23 *62%*	19 *54%*	64 *64%*	161 *68%*	244 *71%*	518 *58%*
Two	77 *11%*	22 *9%*	16 *8%*	30 *9%*	47 *13%*	8 *8%*	5 *14%*	9 *27%*	14 *14%*	26 *11%*	37 *11%*	136 *15%*
Three	46 *7%*	21 *9%*	26 **12%cd**	30 *9%*	16 *5%*	9 *8%*	1 *1%*	2 *5%*	9 *9%*	18 *8%*	19 *6%*	113 *13%*
Four	26 *4%*	12 *5%*	9 *4%*	15 *5%*	10 *3%*	1 *1%*	1 *1%*	1 *3%*	3 *3%*	13 *5%*	10 *3%*	28 *3%*
Five or more	23 **3%l**	8 *3%*	8 *4%*	11 *3%*	12 *3%*	3 *3%*	1 *3%*	3 *10%*	2 *2%*	2 *1%*	18 **5%ij**	33 *4%*
None	21 *3%*	5 *2%*	3 *1%*	5 *2%*	16 *5%*	3 *3%*	4 *10%*	* *	* *	9 *4%*	12 *3%*	22 *2%*
Mean	**1.5**	**1.6**	**1.6**	**1.6**	**1.5**	**1.4**	**1.4**	**1.9**	**1.5**	**1.5**	**1.5**	**1.7**
Don't know	14 *2%*	3 *1%*	2 *1%*	4 *1%*	9 *3%*	4 *4%*	3 *7%*	1 *2%*	4 *4%*	7 *3%*	3 *1%*	33 *4%*
Refused	4 *1%*	2 *1%*	3 *1%*	3 *1%*	- -	1 *1%*	- -	- -	4 **4%ij**	- -	- -	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A23. And how many did you actually contact?

Base : All who sought finance in the last three years

		A13. On the last occasion when you sought (finance type), what was the main reason for seeking finance?																	
	Wtd Total (z)	Working capital/cash flow/day to day cost/expenses (a)	Purchase of fixed assets such as machinery, vehicles or buildings (b)	To fund expansion e.g. Marketing campaign (c)	Starting up your business (d)	Refinancing (e)	To fund export activity (f)	Acquisition of another firm (g)	Being proactive in raising finance/ prompted by an attractive offer of finance (h)	Buying out a partner (i)	To assist tax payments (j)	To fund specific projects (k)	To fund training / apprenticeship (l)	To lease company vehicles / equipment (m)	To make improvements to the premises (n)	Upgrades / repairs (o)	Other (p)	Don't know (q)	Refused (r)	Unwtd Total
Unweighted Total	886	344	318	88	15	38	7	9	24	3	3	4	3	5	3	3	9	5	5	886
Weighted Total	682	289	245	50*	22**	24**	4**	2**	14**	1**	3**	4**	***	2**	1**	3**	9**	1**	8**	886
Effective Base	368	159	129	32	9	14	2	5	8	3	1	2	3	4	2	1	4	3	3	886
Just one	472 *69%*	210 *73%*	156 *64%*	31 *61%*	17 *77%*	15 *63%*	4 *92%*	* *12%*	11 *80%*	* *17%*	2 *90%*	4 *100%*	* *100%*	- -	1 *71%*	3 *100%*	9 *99%*	1 *48%*	7 *94%*	518 *58%*
Two	77 *11%*	28 *10%*	33 *13%*	12 **25%za**	- -	1 *4%*	* *1%*	* *8%*	1 *5%*	* *35%*	* *3%*	- -	- -	- -	* *29%*	- -	* *1%*	1 *37%*	- -	136 *15%*
Three	46 *7%*	18 *6%*	18 *8%*	2 *5%*	4 *17%*	1 *2%*	- -	1 *58%*	1 *10%*	- -	* *7%*	- -	- -	* *31%*	- -	- -	- -	* *3%*	- -	113 *13%*
Four	26 *4%*	9 *3%*	16 *7%*	* *	- -	- -	- -	1 *22%*	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	28 *3%*
Five or more	23 *3%*	8 *3%*	6 *3%*	4 *8%*	* *2%*	3 *11%*	* *8%*	- -	1 *4%*	- -	- -	- -	- -	* *31%*	- -	- -	- -	- -	- -	33 *4%*
None	21 *3%*	11 *4%*	6 *3%*	1 *2%*	- -	3 *11%*	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	* *1%*	- -	- -	22 *2%*
Mean	**1.5**	**1.4**	**1.6**	**1.7**	**1.5**	**1.7**	**1.3**	**2.9**	**1.4**	**1.7**	**1.2**	**1.0**	**1.0**	**4.0**	**1.3**	**1.0**	**1.0**	**1.5**	**1.0**	**1.7**
Don't know	14 *2%*	4 *1%*	6 *2%*	* *	- -	2 *8%*	- -	- -	* *1%*	* *48%*	- -	- -	- -	1 *38%*	- -	- -	- -	* *13%*	* *6%*	33 *4%*
Refused	4 *1%*	1 *	2 *1%*	- -	1 *3%*	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g/h/i/j/k/l/m/n/o/p/q/r
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A24. And of one you contacted, was this a broker?

Base : All who sought finance in the last three years and contacted one or more providers

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	864	334	220	132	178	686	33	128	134	213	598	385	127	203	196	284	169	535	73	60	445	43	64	864
Weighted Total	661	174	40	7	440	221	46**	133*	136*	180*	389	209	254	208	101*	52	327	247	40*	26**	237	11**	11*	864
Effective Base	359	322	212	127	174	479	21	69	67	94	223	130	105	116	89	104	136	204	32	16	183	9	33	864
Yes	79	22	5	1	50	29	*	18	11	14	50	36	25	31	8	7	40	28	9	1	26	*	2	110
	12%	*13%*	*13%*	*14%*	*11%*	*13%*	*1%*	*14%*	*8%*	*8%*	**13%l**	**17%zlj**	*10%*	*15%*	*8%*	*14%*	*12%*	*11%*	*23%*	*4%*	*11%*	*4%*	*18%*	*13%*
No	565	145	33	6	382	183	45	111	124	164	328	163	229	169	90	43	277	211	31	25	205	10	9	724
	86%ak	*83%*	*83%*	*81%*	*87%*	*83%*	*98%*	*83%*	**91%k**	**91%zjk**	**84%k**	*78%*	*90%*	*81%*	*89%*	*82%*	*85%*	*86%*	*77%*	*96%*	*86%*	*90%*	*78%*	*84%*
Don't know	16	6	2	*	8	7	1	3	1	2	12	10	-	6	3	2	8	7	*	*	6	*	*	28
	2%	**3%z**	**4%z**	*4%*	*2%*	*3%*	*1%*	*2%*	*1%*	*1%*	*3%*	**5%z**	-	*3%*	**3%l**	**4%l**	*3%*	*3%*	*1%*	*	*3%*	*2%*	*4%*	*3%*
Refused	1	1	-	-	-	1	-	1	-	-	-	-	-	1	-	-	1	*	-	-	-	*	-	2
	*	**1%z**	-	-	-	*1%*	-	*1%*	-	-	-	-	-	*1%*	-	-	*	*	-	-	-	*5%*	-	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A24. And of one you contacted, was this a broker?

Base : All who sought finance in the last three years and contacted one or more providers

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	864	166	138	170	227	163	486	136	468	309	69	102	284	318	225	122	234	508	533	330	31	-	502	159	203	-	864	864
Weighted Total	861	72*	118*	141*	193	137*	387	91*	303	253	81*	73*	217	242	172*	136*	202	322	369	292	39**	-**	330	139*	192*	-**	661	864
Effective Base	359	64	58	71	104	72	208	53	178	135	39	43	121	130	90	66	107	188	215	146	18	-	199	70	94	-	359	864
Yes	79	10	20	22	14	13	43	10	36	30	10	6	27	27	23	10	27	42	55	24	4	-	51	15	13	-	79	110
	12%	*13%*	*17%*	*16%*	*7%*	*10%*	*11%*	*11%*	*12%*	*12%*	*12%*	*8%*	*12%*	*11%*	*13%*	*7%*	*13%*	*13%*	**15%zs**	*8%*	*11%*	-	**15%zxA**	*11%*	*7%*	-	*12%*	*13%*
No	565	62	94	112	177	120	336	80	255	218	72	63	181	209	148	122	171	271	305	260	34	-	271	120	174	-	565	724
	86%	*85%*	*80%*	*79%*	**92%zbc**	*88%*	*87%*	*88%*	*84%*	*86%*	*88%*	*87%*	*84%*	*86%*	*86%*	*90%*	*85%*	*84%*	*83%*	*89%*	*87%*	-	*82%*	*86%*	*90%*	-	*86%*	*84%*
Don't know	16	1	4	6	1	3	7	1	12	4	-	3	8	6	1	4	3	9	8	8	*	-	7	4	5	-	16	28
	2%	*1%*	*4%*	*4%*	*1%*	*2%*	*2%*	*1%*	*4%*	*2%*	-	*5%*	*4%*	*2%*	*1%*	*3%*	*2%*	*3%*	*2%*	*3%*	*1%*	-	*2%*	*3%*	*2%*	-	*2%*	*3%*
Refused	1	-	-	1	*	-	1	-	1	*	-	1	1	*	-	-	1	*	*	1	-	-	*	-	1	-	1	2
	*	-	-	*	*	-	*	-	*	*	-	*1%*	*	*	-	-	*	*	*	*	-	-	*	-	*	-	*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 189

A24. And of one you contacted, was this a broker?

Base : All who sought finance in the last three years and contacted one or more providers

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	864	647	672	82	385	199	416	98	622	654	72	357	13	174	406	94	648	109	460	376	346	494	228	235	254	599	864
Weighted Total	661	473	446	42**	274	91*	204	31*	448	423	34**	253	5**	68*	196	28*	450	107*	412	238	283	357	121*	128*	148*	504	864
Effective Base	359	260	256	26	156	67	139	34	248	247	21	145	3	59	134	31	252	56	213	138	151	198	76	80	90	266	864
Yes	79 **12%rt**	67 **14%z**	68 **15%z**	15 *35%*	44 **16%z**	14 *15%*	51 **25%zabd**	9 **30%zabd**	61 *14%*	67 **16%z**	14 *41%*	38 *15%*	3 *70%*	11 *16%*	50 **25%zhik**	8 **30%zhik**	55 *12%*	10 *9%*	24 *6%*	54 **23%zr**	22 *8%*	55 **15%at**	12 *10%*	11 *9%*	13 *9%*	65 *13%*	110 *13%*
No	565 **86%abfginos**	392 **83%fg**	367 **82%fg**	28 *65%*	227 **83%fg**	76 **83%fg**	144 *71%*	20 *65%*	373 **83%no**	346 **82%no**	20 *59%*	212 **84%no**	1 *30%*	57 **83%no**	138 *70%*	18 *65%*	389 *86%*	94 *88%*	377 **92%zs**	181 *76%*	252 *89%*	295 *83%*	105 *86%*	112 *87%*	130 *88%*	428 *85%*	724 *84%*
Don't know	16 **2%p**	14 **3%d**	10 *2%*	* *	3 *1%*	1 *1%*	8 **4%bd**	2 **5%d**	14 **3%k**	10 *2%*	- -	3 *1%*	- -	* *	8 **4%k**	2 **6%k**	5 *1%*	3 *2%*	11 *3%*	3 *1%*	9 *3%*	6 *2%*	4 *3%*	4 *3%*	4 *2%*	11 *2%*	28 *3%*
Refused	1 *	* *	1 *	- -	* *	* *1%*	- -	- -	- -	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	- -	- -	- -	1 *	1 *1%*	1 *1%*	1 *1%*	- -	2 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 190

A24. And of one you contacted, was this a broker?

Base : All who sought finance in the last three years and contacted one or more providers

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	864	334	320	442	411	143	46	61	90	398	373	864
Weighted Total	661	236	211	317	337	104*	34**	35**	100*	226	332	864
Effective Base	359	134	126	178	178	61	20	20	52	139	169	864
Yes	79 *12%*	28 *12%*	31 *15%*	41 *13%*	38 *11%*	13 *13%*	3 *9%*	6 *18%*	10 *10%*	30 *13%*	38 *12%*	110 *13%*
No	565 *86%*	202 *85%*	175 *83%*	269 *85%*	294 *87%*	89 *86%*	30 *89%*	29 *82%*	87 *87%*	187 *82%*	289 *87%*	724 *84%*
Don't know	16 *2%*	6 *3%*	4 *2%*	6 *2%*	6 *2%*	1 *1%*	1 *2%*	* *	3 *3%*	9 *4%*	4 *1%*	28 *3%*
Refused	1 *	* *	1 *	1 *	- -	1 *1%*	- -	- -	1 *1%*	- -	* *	2 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A25. Did you only seek finance from any of the four largest UK banks, i.e. Barclays, HSBC, Lloyds Banking Group or RBS, or did you contact other finance providers?

Base : All who sought finance in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
Yes - only sought finance from main UK banks	293 **43%bcd**	75 *42%*	14 *35%*	3 *41%*	200 *44%*	92 **41%b**	17 *35%*	55 *40%*	59 *42%*	97 **52%ijk**	176 **44%k**	79 *37%*	99 *38%*	106 *48%*	48 *46%*	25 *47%*	164 **49%qtv**	97 *38%*	17 *43%*	3 *11%*	91 *37%*	8 *67%*	3 *28%*	356 *40%*
No - contacted other finance providers	366 **54%l**	96 *54%*	25 **61%ze**	4 *58%*	240 *53%*	125 *56%*	26 *56%*	78 *57%*	77 *55%*	83 *44%*	210 **52%l**	127 **60%ij**	147 *57%*	108 *50%*	55 *52%*	27 *50%*	161 *48%*	154 **60%zp**	22 *53%*	19 *73%*	149 **60%zp**	4 *33%*	8 **69%p**	504 *57%*
Don't know	24 **4%c**	6 *3%*	1 *3%*	* *1%*	17 *4%*	7 *3%*	4 *8%*	5 *4%*	5 *3%*	8 *4%*	15 *4%*	6 *3%*	12 *5%*	4 *2%*	3 *3%*	1 *2%*	11 *3%*	6 *3%*	2 *4%*	4 *15%*	7 *3%*	- -	* *3%*	26 *3%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A25. Did you only seek finance from any of the four largest UK banks, i.e. Barclays, HSBC, Lloyds Banking Group or RBS, or did you contact other finance providers?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	337	31	-	517	163	206	-	886	886
Weighted Total	682	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
Yes - only sought finance from main UK banks	293 *43%*	28 *38%*	51 *42%*	67 *46%*	90 *45%*	58 *40%*	204 **51%z** *48%*	45 *48%*	135 *43%*	117 *44%*	32 *39%*	31 *40%*	106 *47%*	111 *45%*	67 *37%*	77 **54%zq** *42%*	86 *39%*	129 *39%*	156 *41%*	137 *45%*	18 *46%*	- -	138 *40%*	64 *44%*	91 *46%*	- -	293 *43%*	356 *40%*
No - contacted other finance providers	366 **54%f** *60%*	44 *60%*	67 *56%*	67 *46%*	104 *52%*	84 *58%*	180 *45%*	49 *52%*	163 *52%*	143 *54%*	47 *57%*	43 *55%*	117 *52%*	133 *54%*	97 *54%*	62 *44%*	113 *55%*	191 *57%*	214 *56%*	152 *50%*	21 *53%*	- -	193 *57%*	78 *54%*	95 *48%*	- -	366 *54%*	504 *57%*
Don't know	24 **4%m** *2%*	2 *2%*	3 *3%*	11 *8%*	5 *3%*	3 *2%*	14 *4%*	* *	14 *5%*	5 *2%*	3 *3%*	4 *5%*	4 *2%*	1 *1%*	16 **9%zlm** *2%*	3 *2%*	6 *3%*	15 *5%*	11 *3%*	13 *4%*	* *1%*	- -	10 *3%*	3 *2%*	11 *5%*	- -	24 *4%*	26 *3%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 193

A25. Did you only seek finance from any of the four largest UK banks, i.e. Barclays, HSBC, Lloyds Banking Group or RBS, or did you contact other finance providers?

Base : All who sought finance in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
Yes - only sought finance from main UK banks	293	265 **54%abefg**	142 **31%e**	20 *48%*	170 **60%abefg**	18 *20%*	61 *29%*	11 **37%e**	247 **53%almno**	138 *31%*	14 *41%*	152 **58%almno**	1 *25%*	16 *23%*	57 *28%*	10 *36%*	194 *42%*	59 *52%*	200 **49%s**	80 *33%*	293 **100%tu**	-	59 *46%*	63 *46%*	71 *46%*	219 *42%*	356 *40%*
No - contacted other finance providers	366	208 **42%d**	305 **66%cad**	22 *51%*	102 *36%*	72 **78%abdg**	144 **69%cad**	19 **61%ad**	200 **43%k**	288 **65%chk**	20 *58%*	98 *38%*	3 *75%*	52 **75%chk**	139 **70%chk**	18 **62%hk**	250 *54%*	54 *48%*	199 *48%*	155 **64%r**	-	366 **100%rt**	59 *46%*	65 *48%*	73 *47%*	289 *56%*	504 *57%*
Don't know	24 **4%uy**	16 *3%*	18 *4%*	* *1%*	12 *4%*	1 *2%*	4 *2%*	1 *2%*	16 *3%*	15 *3%*	* *1%*	12 *4%*	- -	1 *2%*	4 *2%*	1 *2%*	17 *4%*	1 *1%*	13 *3%*	6 *2%*	-	-	10 **8%zy**	7 *5%*	11 **7%y**	11 *2%*	26 *3%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A25. Did you only seek finance from any of the four largest UK banks, i.e. Barclays, HSBC, Lloyds Banking Group or RBS, or did you contact other finance providers?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
Yes - only sought finance from main UK banks	293	107	91	140	148	49	19	9	40	103	147	356
	43%	*44%*	*43%*	*44%*	*42%*	*46%*	*51%*	*25%*	*40%*	*44%*	*43%*	*40%*
No - contacted other finance providers	366	126	112	172	192	53	18	25	56	122	187	504
	54%	*52%*	*52%*	*53%*	*54%*	*50%*	*49%*	*73%*	*56%*	*52%*	*54%*	*57%*
Don't know	24	8	10	11	14	4	-	1	4	10	10	26
	4%	*3%*	*5%*	*3%*	*4%*	*4%*	-	*2%*	*4%*	*4%*	*3%*	*3%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
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Business Finance Survey 2016
(FINAL)

A26. Why did you only contact one provider of finance? Please give the main reason only.

Base : All who contacted just one provider

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	461	189	103	50	119	342	18	61	83	118	315	197	85	119	106	115	109	271	43	25	231	17	26	461
Weighted Total	413	98	18*	3*	294	119	33**	77*	95*	119*	240	121*	177*	125*	62*	22*	231*	132	23**	14**	130	3**	4**	461
Effective Base	213	182	99	49	116	252	14	37	45	59	133	74	73	67	47	42	94	112	22	8	102	10	15	461
Longstanding relationship/trust	186 **45%g**	49 **50%z**	8 *46%*	2 **60%z**	128 *43%*	59 *49%*	9 *28%*	17 *23%*	48 **51%g**	52 **44%g**	121 **50%g**	69 **56%zg**	69 *39%*	64 *51%*	29 *46%*	15 **69%zln**	106 *46%*	61 *46%*	10 *43%*	5 *38%*	58 *45%*	1 *54%*	2 *42%*	221 *48%*
First one gave/had what I wanted	66 **16%ako**	11 *11%*	4 **19%e**	* *7%*	52 *16%*	15 *12%*	5 *16%*	15 *20%*	18 *19%*	23 *20%*	33 **14%k**	10 *8%*	28 *16%*	19 *15%*	17 **27%zo**	1 *4%*	31 *13%*	26 *20%*	6 *25%*	* *4%*	28 **22%z**	* *8%*	* *6%*	66 *14%*
Too much hassle contacting more than one provider	42 **10%abcqt**	8 *8%*	1 *4%*	* *3%*	33 *11%*	9 *8%*	5 *15%*	12 *15%*	4 *4%*	13 *11%*	27 *11%*	13 *11%*	27 *15%*	10 *8%*	3 *5%*	1 *6%*	28 *12%*	7 *5%*	4 *16%*	* *1%*	6 *5%*	* *9%*	* *2%*	33 *7%*
Only one available	18 **4%m**	4 *4%*	1 *7%*	* *4%*	12 *4%*	6 *5%*	- -	1 *1%*	1 *1%*	10 *8%*	16 **7%z**	6 *5%*	7 *4%*	1 *1%*	3 *4%*	2 **7%m**	10 *5%*	5 *3%*	- -	3 *22%*	4 *3%*	- -	* *7%*	25 *5%*
Cost / rates offered / was the best deal	15 *4%*	3 *3%*	1 *3%*	* *4%*	11 *4%*	4 *3%*	2 *7%*	5 *6%*	4 *4%*	1 *1%*	6 *3%*	5 *4%*	7 *4%*	6 *5%*	1 *2%*	* *1%*	7 *3%*	6 *5%*	1 *3%*	* *	6 *5%*	* *2%*	- -	16 *3%*
They had the type of finance i wanted	13 **3%a**	1 *1%*	* *1%*	* *2%*	12 *4%*	1 *1%*	5 *15%*	8 **10%zhj**	- -	2 *1%*	5 *2%*	4 *3%*	8 *5%*	2 *1%*	* *1%*	* *1%*	5 *2%*	3 *2%*	* *2%	3 *23%*	5 **4%q**	* *5%	- -	9 *2%*
Too little time/ needed finance quickly	8 *2%*	2 *2%*	1 **4%z**	* *2%	6 *2%*	3 *2%*	- -	- -	4 *4%*	3 *3%*	5 *2%*	1 *1%*	6 *3%*	1 *1%*	1 *1%*	* *2%	6 *2%*	2 *1%	- -	- -	3 *2%*	- -	- -	11 *2%*
High likelihood of successful application	6 *2%*	4 **4%zd**	- -	- -	2 *1%*	4 *3%*	3 *9%*	4 *5%*	- -	* *	2 *1%*	2 *1%*	- -	1 *1%*	2 *3%*	- -	2 *1%*	4 *3%*	- -	- -	3 *2%*	- -	* *12%	8 *2%*
Because they contacted me / I wasn`t actively looking	6 *1%*	1 *1%*	- -	- -	5 *2%*	1 *1%*	- -	3 *4%*	1 *1%*	2 *2%*	2 *1%*	- -	5 *3%*	1 *1%*	* *1%	- -	5 *2%*	* *	- -	- -	* *	- -	- -	4 *1%*
They were my only / most obvious option	5 *1%*	3 **3%z**	1 **3%zd**	- -	2 *1%*	3 *3%*	- -	1 *1%*	* *	1 *	4 *2%*	3 *3%*	2 *1%*	2 *1%*	1 *1%*	* *1%	2 *1%*	2 **1%t**	1 *4%*	1 *4%*	1 *1%*	- -	1 *15%*	9 *2%*
I had already decided who to contact / knew what I was going to do	4 *1%*	1 *1%*	- -	* **2%b**	3 *1%*	1 *1%*	- -	- -	4 *4%*	* *	1 *	* *	- -	4 *3%*	* *1%	* *	4 *2%*	- -	1 *2%*	- -	- -	- -	- -	4 *1%*
Didn`t want to occur any debt / wanted to use internal financing	4 *1%*	1 *1%*	* *1%	- -	2 *1%*	1 *1%*	- -	2 *3%*	1 *1%*	* *	* *	* *	2 *1%*	* *	1 *2%	- -	2 *1%*	1 *1%	- -	- -	1 *1%	- -	* *4%	4 *1%*
They would have all given the same decision	4 *1%*	1 *1%*	- -	- -	3 *1%*	1 *1%*	- -	- -	3 *3%*	* *	1 *	1 *1%*	- -	3 *3%*	* *1%	- -	1 *	3 **2%z**	- -	- -	3 *2%*	* *14%	- -	3 *1%*
They were helpful / supportive	3 *1%*	- -	* **1%ae**	- -	3 *1%*	* *	3 *10%*	3 **4%j**	- -	* *	* *	- -	3 *2%*	- -	* *	- -	3 *1%*	* *	- -	- -	* *	- -	- -	2 *
They were recommended to me	1 *	1 **1%z**	- -	* **5%zbde**	- -	1 *1%*	- -	- -	1 *1%*	1 *1%*	1 *	* *	- -	1 *1%*	- -	* *1%	1 *	1 *	- -	* *1%	1 *	- -	* *1%	4 *1%*
Did not realise there were more providers	* *	* *z	- -	* **2%zbde**	- -	* *	- -	* *	* *	- -	- -	- -	- -	* *	- -	* *	- -	- -	* *2%	- -	- -	- -	- -	2 *
Other	10 *2%*	4 **4%z**	1 **5%z**	* *5%	5 *2%*	5 *4%*	- -	4 *5%*	3 *3%*	2 *2%*	3 *1%*	1 *1%*	5 *3%*	2 *1%*	1 *1%*	1 *5%	5 *2%*	4 *3%*	- -	1 *4%*	4 *3%*	- -	* *5%	16 *3%*
Don't know	10 *2%*	2 *2%*	* *1%	- -	8 *3%*	2 *2%*	- -	3 *4%*	- -	3 *2%*	6 *3%*	3 *3%*	6 *3%*	3 *3%*	- -	* *1%	8 *3%*	1 *1%	1 *2%	1 *4%	1 *1%	- -	- -	7 *2%*
Refused	* *	- -	* **1%zd**	- -	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	* *	- -	* *	- -	- -	- -	- -	- -	- -	1 *
No answer	11 *3%*	2 *2%*	1 *4%*	* *6%	7 *2%*	3 *3%*	* *1%	* *	5 *5%*	3 *3%*	6 *2%*	2 *2%*	2 *1%*	5 *4%*	2 *3%*	1 *3%	5 *2%*	5 *4%	* *2%	- -	5 *4%	* *7%	* *5%	16 *3%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 196

A26. Why did you only contact one provider of finance? Please give the main reason only.

Base : All who contacted just one provider

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	461	88	65	91	131	86	250	70	235	175	39	46	142	179	123	83	126	252	272	189	17	-	255	86	119	1	460	461
Weighted Total	413	47*	67*	90*	125*	84*	244	52*	188*	157*	49**	44**	134*	149*	110*	108*	124*	181	211	202*	26**	-**	185	101*	126*	***	412	461
Effective Base	213	39	31	42	65	42	121	30	100	83	23	22	68	79	55	50	61	103	120	95	11	-	110	46	59	1	213	461
Longstanding relationship/trust	186 *45%*	21 *45%*	31 *46%*	41 *46%*	48 *38%*	46 *54%*	119 *49%*	26 *50%*	74 *39%*	81 *52%*	23 *47%*	18 *40%*	54 *40%*	74 *50%*	49 *44%*	51 *48%*	49 *40%*	86 *47%*	98 *46%*	88 *44%*	12 *44%*	-	86 *47%*	35 *34%*	65 *52%*	-	186 *45%*	221 *48%*
First one gave/had what I wanted	66 *16%*	6 *13%*	10 *14%*	10 *11%*	26 *21%*	15 *18%*	36 *15%*	10 *19%*	30 *16%*	27 *17%*	6 *13%*	6 *13%*	31 *23%*	22 *14%*	14 *12%*	20 *19%*	20 *16%*	26 *14%*	34 *16%*	32 *16%*	6 *24%*	-	28 *15%*	14 *14%*	24 *19%*	-	66 *16%*	66 *14%*
Too much hassle contacting more than one provider	42 *10%*	3 *6%*	10 *14%*	11 *12%*	13 *11%*	6 *7%*	28 *12%*	7 *13%*	17 *9%*	16 *10%*	6 *13%*	7 *15%*	10 *7%*	19 *13%*	12 *11%*	7 *6%*	16 *13%*	19 *11%*	16 *8%*	26 *13%*	2 *9%*	-	14 *7%*	23 **23%zvxA**	5 *4%*	-	42 *10%*	33 *7%*
Only one available	18 **4%l**	4 *9%*	3 *5%*	3 *4%*	3 *3%*	4 *5%*	9 *4%*	- -	7 *4%*	8 *5%*	4 *8%*	- -	* *	9 *6%*	8 **7%l**	7 *7%*	5 *4%*	6 *3%*	13 *6%*	5 *2%*	3 *10%*	-	11 *6%*	1 *1%*	6 *5%*	-	18 *4%*	25 *5%*
Cost / rates offered / was the best deal	15 *4%*	4 *8%*	3 *4%*	1 *1%*	7 *5%*	1 *1%*	8 *3%*	2 *5%*	12 *6%*	1 *1%*	2 *4%*	5 *12%*	4 *3%*	6 *4%*	3 *3%*	3 *3%*	4 *4%*	7 *4%*	12 *6%*	3 *1%*	- -	-	12 **7%zA**	1 *1%*	1 *1%*	-	15 *4%*	16 *3%*
They had the type of finance i wanted	13 *3%*	4 **9%zbd**	- -	6 **7%d**	- -	2 *3%*	8 *3%*	- -	7 *4%*	- -	6 *12%*	- -	5 *4%*	2 *1%*	4 *3%*	* *	7 *5%*	6 *4%*	10 *5%*	3 *2%*	- -	-	10 *5%*	3 *3%*	- -	-	13 *3%*	9 *2%*
Too little time/ needed finance quickly	8 *2%*	* *1%*	1 *1%*	3 *4%*	4 *3%*	* *	3 *1%*	* *1%*	4 *2%*	4 *2%*	- -	- -	* *	2 *1%*	6 **6%z**	3 *3%*	* *	5 *3%*	2 *1%*	6 *3%*	- -	-	2 *1%*	2 *2%*	4 *3%*	-	8 *2%*	11 *2%*
High likelihood of successful application	6 *2%*	- -	- -	2 *2%*	4 *4%*	- -	3 *1%*	2 *5%*	6 *3%*	1 *1%*	- -	2 *4%*	5 *4%*	1 *1%*	1 *1%*	- -	* *	6 *3%*	2 *1%*	4 *2%*	* *2%*	-	2 *1%*	3 *3%*	2 *1%*	-	6 *2%*	8 *2%*
Because they contacted me / I wasn`t actively looking	6 *1%*	- -	- -	1 *1%*	3 *2%*	2 *3%*	6 *2%*	- -	3 *2%*	3 *2%*	- -	3 *7%*	3 *2%*	2 *2%*	1 *1%*	- -	3 *2%*	3 *2%*	5 *3%*	* *	- -	-	5 *3%*	- -	* *	-	6 *1%*	4 *1%*
They were my only / most obvious option	5 *1%*	2 **5%z**	* *	1 *1%*	* *	1 *1%*	4 *2%*	* *	2 *1%*	3 *2%*	- -	* *	2 *2%*	2 *1%*	1 *1%*	- -	3 *3%*	2 *1%*	2 *1%*	3 *1%*	- -	-	2 *1%*	2 *2%*	1 *1%*	-	5 *1%*	9 *2%*
I had already decided who to contact / knew what I was going to do	4 *1%*	- -	- -	3 *4%*	1 *1%*	- -	1 *	- -	4 *2%*	* *	- -	3 *7%*	* *	1 *1%*	3 *3%*	- -	3 *3%*	1 *1%*	1 *	4 *2%*	- -	-	1 *	* *	3 *3%*	-	4 *1%*	4 *1%*
Didn`t want to occur any debt / wanted to use internal financing	4 **1%A**	- -	- -	1 *1%*	* *	3 *3%*	4 *2%*	- -	3 *2%*	- -	1 *2%*	- -	2 *2%*	* *	1 *1%*	- -	2 *2%*	1 *1%*	1 *	3 *2%*	- -	-	1 *	- -	3 *2%*	* *100%*	3 *1%*	4 *1%*
They would have all given the same decision	4 *1%*	* *1%*	3 *4%*	1 *1%*	- -	- -	4 *2%*	- -	* *	1 *	- -	- -	1 *1%*	- -	3 *2%*	1 *1%*	- -	3 *2%*	3 *2%*	* *	3 *10%*	-	1 *	3 *3%*	* *	-	4 *1%*	3 *1%*
They were helpful / supportive	3 *1%*	- -	- -	3 *4%*	- -	- -	- -	- -	3 *2%*	* *	- -	- -	3 *2%*	* *	- -	- -	3 *3%*	* *	- -	3 *2%*	- -	-	- -	- -	3 *3%*	-	3 *1%*	2 *
They were recommended to me	1 *	- -	* *	1 *1%*	- -	1 *1%*	1 *	* *	- -	1 *1%*	- -	- -	* *	1 *1%*	- -	1 *	- -	1 *	1 *	1 *	* *	-	1 *	- -	1 *1%*	-	1 *	4 *1%*
Did not realise there were more providers	* *	* *1%*	- -	- -	* *	- -	* *	- -	* *	* *	- -	- -	* *	- -	* *	- -	- -	* *	* *	* *	- -	-	* *	- -	* *	-	* *	2 *
Other	10 *2%*	* *	2 *3%*	1 *1%*	6 *5%*	1 *1%*	4 *2%*	* *	3 *2%*	6 *4%*	* *1%*	1 *1%*	5 *4%*	3 *2%*	2 *2%*	6 *5%*	1 *1%*	3 *2%*	2 *1%*	7 *4%*	- -	-	2 *1%*	5 *5%*	2 *2%*	-	10 *2%*	16 *3%*
Don't know	10 **2%lqrv**	* *	5 *8%*	1 *1%*	2 *2%*	1 *1%*	1 *1%*	3 *5%*	3 *2%*	3 *2%*	1 *2%*	1 *1%*	6 *4%*	- -	1 *1%*	4 *3%*	6 **5%q**	* *	1 *	9 **4%r**	- -	-	1 *	8 **8%zvA**	1 *1%*	-	10 **2%w**	7 *2%*
Refused	* *	* *	- -	- -	- -	- -	* *	- -	* *	- -	- -	- -	- -	* *	- -	* *	- -	- -	- -	* *	- -	-	- -	- -	* *	-	* *	1 *
No answer	11 *3%*	1 *2%*	* *	1 *1%*	6 *5%*	2 *3%*	6 *2%*	1 *2%*	8 *4%*	2 *1%*	- -	* *	3 *2%*	6 *4%*	2 *2%*	5 *5%*	1 *	5 *3%*	7 *3%*	3 *2%*	- -	-	7 *4%*	1 *1%*	2 *2%*	-	11 *3%*	16 *3%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A26. Why did you only contact one provider of finance? Please give the main reason only.

Base : All who contacted just one provider

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	461	333	338	29	211	88	177	31	324	329	28	199	6	79	174	29	330	72	460	-	209	240	131	128	142	315	461
Weighted Total	413	280	266	16**	168*	43*	94*	11**	268	249	13**	155*	1**	33**	91*	10**	266	80*	412	-**	200	199	79*	78*	91*	317	461
Effective Base	213	150	142	10	94	31	60	13	146	136	9	89	2	30	59	11	142	39	213	-	101	106	48	47	54	158	461
Longstanding relationship/trust	186 *45%abeiu*	156 **56%zbef**	86 *32%*	14 *89%*	94 **56%zbef**	8 *18%*	34 **36%e**	5 *45%*	149 **56%ain**	86 *34%*	11 *87%*	87 **56%ain**	* *26%*	5 *16%*	33 *37%*	4 *45%*	126 *47%*	38 *48%*	186 *45%*	-	123 **62%zu**	57 *28%*	37 *47%*	40 *52%*	45 *49%*	139 *44%*	221 *48%*
First one gave/had what I wanted	66 *16%*	44 *16%*	43 *16%*	* *3%*	25 *15%*	5 *11%*	20 *21%*	3 *24%*	44 *16%*	43 *17%*	* *3%*	25 *16%*	- -	5 *14%*	20 *21%*	3 *26%*	45 *17%*	10 *12%*	66 *16%*	-	29 *14%*	38 *19%*	19 *23%*	17 *21%*	19 *21%*	47 *15%*	66 *14%*
Too much hassle contacting more than one provider	42 *10%*	29 *10%*	28 *10%*	1 *6%*	25 **15%a**	1 *3%*	19 **20%zabe**	* *3%*	27 *10%*	23 *9%*	1 *8%*	23 **15%h**	- -	1 *4%*	16 **18%zi**	* *4%*	26 *10%*	11 *14%*	42 *10%*	-	22 *11%*	20 *10%*	8 *10%*	8 *10%*	8 *9%*	34 *11%*	33 *7%*
Only one available	18 **4%h**	8 *3%*	16 **6%a**	- -	8 *5%*	8 **18%zabdf**	3 *4%*	* *1%*	5 *2%*	13 **5%h**	- -	4 *3%*	- -	5 *15%*	3 *4%*	* *1%*	11 *4%*	4 *4%*	18 *4%*	-	4 *2%*	14 *7%*	2 *2%*	1 *1%*	2 *2%*	17 *5%*	25 *5%*
Cost / rates offered / was the best deal	15 **4%t**	6 *2%*	13 *5%*	- -	2 *1%*	3 *7%*	4 *4%*	* *2%*	6 *2%*	13 *5%*	- -	2 *2%*	- -	3 *10%*	4 *4%*	* *2%*	6 *2%*	3 *4%*	15 *4%*	-	1 *	14 **7%zt**	1 *1%*	3 **4%w**	3 **4%w**	11 *4%*	16 *3%*
They had the type of finance i wanted	13 **3%acdhkt**	1 *	13 **5%adf**	* *	1 *	9 **21%zabdf**	* *1%*	- -	1 *	10 **4%hkn**	* *	1 *	- -	6 *18%*	* *1%*	- -	7 *3%*	* *1%*	13 *3%*	-	* *	13 **6%zt**	2 *2%*	2 *2%*	2 *2%*	11 *4%*	9 *2%*
Too little time/ needed finance quickly	8 *2%*	4 *2%*	8 *3%*	* *1%*	2 *1%*	* *1%*	1 *1%*	1 *5%*	4 *2%*	8 *3%*	* *1%*	2 *2%*	- -	* *1%*	1 *1%*	1 *6%*	5 *2%*	3 *4%*	8 *2%*	-	3 *2%*	2 *1%*	4 **5%w**	1 *1%*	4 **5%w**	4 *1%*	11 *2%*
High likelihood of successful application	6 **2%ah**	1 *	6 **2%a**	- -	1 *1%*	4 **10%zabdf**	- -	1 *6%*	1 *	6 **2%h**	- -	1 *1%*	1 *62%*	4 *13%*	- -	1 *7%*	5 *2%*	1 *1%*	6 *2%*	-	- -	6 *3%*	2 *2%*	1 *1%*	2 *2%*	5 *1%*	8 *2%*
Because they contacted me / I wasn't actively looking	6 *1%*	5 *2%*	6 *2%*	- -	- -	* *1%*	- -	- -	5 *2%*	5 *2%*	- -	- -	- -	- -	- -	- -	4 *1%*	- -	6 *1%*	-	2 *1%*	4 *2%*	* *1%*	* *1%*	* *1%*	5 *2%*	4 *1%*
They were my only / most obvious option	5 **1%a**	1 *	5 *2%*	- -	1 *1%*	2 **5%a**	3 **3%a**	1 *9%*	1 *	5 *2%*	- -	1 *1%*	* *12%*	2 *5%*	3 **3%h**	* *5%*	4 *1%*	1 *1%*	5 *1%*	-	* *	4 *2%*	1 *1%*	* *1%*	1 *1%*	4 *1%*	9 *2%*
I had already decided who to contact / knew what I was going to do	4 **1%ah**	* *	4 **2%a**	- -	* *	- -	4 **4%zad**	- -	* *	4 **2%h**	- -	* *	- -	- -	4 **4%zhk**	- -	4 *2%*	- -	4 *1%*	-	* *	3 *2%*	* *	* *	* *	4 *1%*	4 *1%*
Didn`t want to occur any debt / wanted to use internal financing	4 **1%r**	3 *1%*	3 *1%*	- -	- -	- -	- -	- -	3 *1%*	3 *1%*	- -	- -	- -	- -	- -	- -	1 *1%*	2 *3%*	3 *1%*	-	- -	3 *2%*	* *1%*	* *1%*	* *1%*	3 *1%*	4 *1%*
They would have all given the same decision	4 *1%*	1 *	4 *1%*	- -	- -	* *1%*	- -	- -	1 *	4 *1%*	- -	- -	- -	* *1%*	- -	- -	3 *1%*	- -	4 *1%*	-	1 *1%*	3 *1%*	* *	* *	* *	3 *1%*	3 *1%*
They were helpful / supportive	3 **1%ah**	* *	3 *1%*	- -	- -	- -	- -	- -	* *	- -	- -	- -	- -	- -	- -	- -	3 *1%*	- -	3 *1%*	-	- -	3 *2%*	- -	- -	- -	3 *1%*	2 *
They were recommended to me	1 *	1 *	1 *	- -	1 *	- -	1 *1%*	* *1%*	1 *	1 *1%*	- -	1 *	- -	- -	1 *1%*	* *1%*	1 *	- -	1 *	-	- -	1 *1%*	- -	- -	- -	1 *	4 *1%*
Did not realise there were more providers	* *	* *	* *	- -	- -	* *1%*	* *	- -	* *	* *	- -	- -	- -	* *1%*	* *	- -	* *	* *	* *	-	- -	* *	* *	* *1%*	* *	- -	2 *
Other	10 *2%*	4 *1%*	8 *3%*	* *	2 *1%*	1 *2%*	1 *1%*	* *2%*	4 *2%*	8 *3%*	* *1%*	2 *1%*	- -	1 *2%*	1 *1%*	* *2%*	5 *2%*	3 *4%*	10 *2%*	-	1 *1%*	8 *4%*	2 *2%*	2 *2%*	2 *2%*	8 *3%*	16 *3%*
Don't know	10 *2%*	10 *3%*	9 *3%*	- -	3 *2%*	- -	3 *3%*	- -	10 *4%*	6 *2%*	- -	3 *2%*	- -	- -	3 *3%*	- -	3 *1%*	1 *1%*	10 *2%*	-	3 *2%*	4 *2%*	* *	* *	* *	7 *2%*	7 *2%*
Refused	* *	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	* *	- -	- -	- -	- -	- -	- -	* *	-	* *	- -	* *	* *	* *	- -	1 *
No answer	11 *3%*	7 *2%*	10 *4%*	- -	1 *1%*	* *1%*	2 *2%*	* *3%*	6 *2%*	10 *4%*	- -	1 *1%*	- -	* *1%*	2 *2%*	* *3%*	5 *2%*	3 *4%*	11 *3%*	-	9 *4%*	2 *1%*	1 *1%*	* *	1 *1%*	10 *3%*	16 *3%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A26. Why did you only contact one provider of finance? Please give the main reason only.

Base : All who contacted just one provider

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	461	165	155	222	234	83	19	27	41	201	218	461
Weighted Total	413	139*	124*	187*	221	74*	20**	19**	56**	143*	214	461
Effective Base	213	72	68	98	114	40	10	10	26	79	108	461
Longstanding relationship/trust	186 *45%*	59 *42%*	53 *43%*	77 *41%*	106 *48%*	27 *36%*	15 *76%*	2 *12%*	12 *21%*	65 *46%*	110 *51%*	221 *48%*
First one gave/had what I wanted	66 *16%*	29 *21%*	23 *19%*	36 *19%*	31 *14%*	14 *19%*	- -	3 *16%*	9 *16%*	25 *18%*	32 *15%*	66 *14%*
Too much hassle contacting more than one provider	42 **10%b**	12 **9%b**	4 *4%*	15 **8%b**	27 *12%*	8 *10%*	3 *16%*	3 *15%*	11 *19%*	8 *5%*	24 *11%*	33 *7%*
Only one available	18 *4%*	5 *3%*	7 *6%*	8 *4%*	10 *5%*	5 *6%*	- -	1 *3%*	1 *1%*	7 *5%*	11 *5%*	25 *5%*
Cost / rates offered / was the best deal	15 *4%*	6 *5%*	6 *4%*	9 *5%*	5 *2%*	2 *2%*	1 *3%*	* *	3 *5%*	9 *6%*	3 *1%*	16 *3%*
They had the type of finance i wanted	13 *3%*	5 *4%*	4 *3%*	9 *5%*	4 *2%*	5 *7%*	- -	7 *39%*	5 *9%*	2 *2%*	6 *3%*	9 *2%*
Too little time/ needed finance quickly	8 *2%*	7 *5%*	7 **5%cd**	7 *4%*	1 *1%*	4 *5%*	* *1%*	* *1%*	- -	4 *3%*	4 *2%*	11 *2%*
High likelihood of successful application	6 *2%*	1 *1%*	2 *2%*	2 *1%*	4 *2%*	1 *2%*	- -	1 *4%*	4 *6%*	2 *1%*	1 *	8 *2%*
Because they contacted me / I wasn`t actively looking	6 *1%*	1 *1%*	5 **4%ad**	6 **3%a**	- -	* *1%*	- -	- -	2 *4%*	* *	3 *1%*	4 *1%*
They were my only / most obvious option	5 *1%*	2 *1%*	1 *1%*	2 *1%*	3 *1%*	1 *1%*	- -	1 *3%*	- -	2 *1%*	3 *1%*	9 *2%*
I had already decided who to contact / knew what I was going to do	4 *1%*	* *	* *	* *	4 *2%*	* *1%*	- -	- -	- -	4 *3%*	* *	4 *1%*
Didn`t want to occur any debt / wanted to use internal financing	4 *1%*	3 *2%*	2 *2%*	3 *2%*	1 *	- -	- -	* *3%*	2 *4%*	* *	1 *	4 *1%*
They would have all given the same decision	4 *1%*	- -	* *	* *	3 *2%*	- -	- -	- -	- -	* *	3 *2%*	3 *1%*
They were helpful / supportive	3 *1%*	- -	- -	- -	3 *2%*	* *	- -	- -	3 *6%*	- -	* *	2 *
They were recommended to me	1 *	1 *	- -	1 *	1 *	- -	- -	- -	- -	- -	1 *1%*	4 *1%*
Did not realise there were more providers	* *	* *	- -	* *	- -	- -	- -	- -	* *1%	- -	* *	2 *
Other	10 *2%*	3 *2%*	3 *2%*	4 *2%*	6 *3%*	4 *5%*	* *1%	1 *3%*	4 *6%*	2 *2%*	4 *2%*	16 *3%*
Don't know	10 *2%*	3 *2%*	3 *2%*	3 *2%*	7 *3%*	1 *1%*	1 *3%*	- -	1 *1%*	3 *2%*	6 *3%*	7 *2%*
Refused	* *	- -	* *	* *	- -	- -	- -	- -	- -	* *	- -	1 *
No answer	11 *3%*	3 *2%*	3 *2%*	6 *3%*	5 *2%*	3 *4%*	* *	* *	* *	8 **6%z**	2 *1%*	16 *3%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A27. Did you already have a relationship with the provider you contacted (e.g. you had previously sought finance from them, or had an existing account with them)?

Base : All who approached just one provider

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	518	216	114	52	136	382	22	72	91	130	352	222	96	138	119	125	125	301	46	29	260	18	29	518
Weighted Total	472	111	20	3*	338	135	37**	86*	104*	135*	279	144*	202*	142*	70*	27*	261	150	27**	17**	148	5**	5**	518
Effective Base	242	208	110	51	133	285	16	42	49	65	150	86	82	78	52	39	107	125	21	9	114	4	17	518
Yes	392 *83%*	93 *84%*	17 *84%*	2 *83%*	279 *83%*	113 *84%*	29 *78%*	70 *81%*	84 *80%*	115 *85%*	236 *84%*	121 *84%*	165 *82%*	109 *76%*	62 *89%*	25 **95%zm**	214 *82%*	131 *87%*	21 *78%*	14 *84%*	127 *85%*	5 *99%*	5 *95%*	432 *83%*
No	75 **16%ao**	15 *14%*	3 *15%*	* *17%*	56 *17%*	19 *14%*	8 *22%*	16 *19%*	17 *17%*	20 *15%*	42 *15%*	22 *15%*	34 *17%*	32 **22%o**	7 *10%*	1 *5%*	44 *17%*	18 *12%*	6 *22%*	3 *16%*	20 *13%*	* *1%*	* *5%*	79 *15%*
No answer	2 *	2 **2%zd**	- -	- -	- -	2 **2%d**	- -	1 *1%*	- -	- -	2 *1%*	2 *1%*	1 *	2 *1%*	- -	- -	1 *	1 *1%*	- -	- -	2 *1%*	- -	- -	4 *1%*
Don't know	3 *1%*	* *	* *1%*	- -	2 *1%*	1 *1%*	- -	- -	3 *3%*	* *	* *	- -	2 *1%*	- -	1 *1%*	- -	3 *1%*	* *	- -	- -	* *	- -	- -	3 *1%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 200

A27. Did you already have a relationship with the provider you contacted (e.g. you had previously sought finance from them, or had an existing account with them)?

Base : All who approached just one provider

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	518	97	71	100	150	100	290	78	268	194	44	54	161	204	135	89	144	285	302	216	19	-	283	99	136	-	518	518
Weighted Total	472	49*	77*	102*	146*	98*	282	61*	216	181*	56**	48**	150*	181*	122*	112*	149*	212	234	238	27**	-**	207	112*	153*	-**	472	518
Effective Base	242	43	35	47	76	50	141	34	115	94	26	26	76	93	62	53	72	119	133	111	12	-	123	52	71	-	242	518
Yes	392	40	62	81	126	83	253	53	172	152	54	37	119	150	106	96	116	180	205	188	23	-	182	88	123	-	392	432
	83%	*81%*	*81%*	*80%*	*86%*	*85%*	**90%z**	*88%*	*80%*	*84%*	*97%*	*76%*	*80%*	*83%*	*87%*	*86%*	*78%*	*85%*	**87%z**	*79%*	*87%*	-	*87%*	*79%*	*80%*	-	*83%*	*83%*
No	75	9	14	21	17	14	27	7	41	27	2	11	28	30	15	12	32	31	27	48	4	-	23	24	28	-	75	79
	16%frv	*19%*	*18%*	*20%*	*12%*	*14%*	*10%*	*12%*	*19%*	*15%*	*3%*	*24%*	*19%*	*16%*	*12%*	*11%*	*22%*	*15%*	*11%*	*20%*	*13%*	-	*11%*	*21%*	*18%*	-	**16%v**	*15%*
No answer	2	-	1	-	-	2	1	1	-	2	-	-	1	1	1	1	1	-	2	-	-	-	2	-	-	-	2	4
	*	-	*1%*	-	-	*2%*	*	*1%*	-	*1%*	-	-	*	*	*1%*	*1%*	*1%*	-	*1%*	-	-	-	*1%*	-	-	-	*	*1%*
Don't know	3	-	*	-	3	-	*	-	3	*	-	-	2	*	*	3	-	*	1	2	-	-	1	-	2	-	3	3
	1%	-	*	-	*2%*	-	*	-	*1%*	*	-	-	*2%*	*	*	*2%*	-	*	*	*1%*	-	-	*	-	*2%*	-	*1%*	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 201

A27. Did you already have a relationship with the provider you contacted (e.g. you had previously sought finance from them, or had an existing account with them)?

Base : All who approached just one provider

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	518	379	379	36	237	104	199	36	367	370	33	223	7	94	194	34	379	77	460	58	230	275	140	137	151	361	518
Weighted Total	472	331	302	26**	200	55*	113*	15**	313	285	21**	184	3**	45*	107*	14**	317	85*	412	60**	221	237	88*	86*	100*	367	518
Effective Base	242	173	161	14	107	38	71	15	167	155	12	101	2	35	68	13	166	42	213	29	112	123	52	51	58	182	518
Yes	392 **83%bfnnu**	291 **88%zbf**	235 *78%*	23 *90%*	188 **94%zabef**	43 *78%*	84 *74%*	15 *85%*	277 **89%zimn**	224 *79%*	18 *88%*	173 **94%zhimn**	3 *100%*	33 *74%*	78 *73%*	14 *94%*	271 *85%*	73 *86%*	352 **85%z**	40 *67%*	216 **98%azu**	167 *70%*	78 *88%*	78 *91%*	89 *89%*	300 *82%*	432 *83%*
No	75 **16%adhkrt**	38 **11%d**	63 **21%zad**	2 *10%*	11 *6%*	12 **21%d**	29 **25%zad**	1 *5%*	34 **11%k**	57 **20%zhk**	2 *12%*	11 *6%*	- -	11 **25%hk**	29 **27%zhk**	1 *6%*	45 *14%*	10 *12%*	58 *14%*	18 *29%*	5 *2%*	67 **28%zt**	10 *12%*	8 *9%*	11 *11%*	62 *17%*	79 *15%*
No answer	2 *	2 *	2 *1%*	- -	1 *1%*	1 *1%*	1 *	- -	1 *	2 *1%*	- -	1 *	- -	1 *1%*	1 *	- -	1 *	1 *1%*	- -	2 *3%*	1 *	1 *	- -	- -	- -	2 *1%*	4 *1%*
Don't know	3 **1%ah**	* *	3 *1%*	- -	* *	- -	* *	- -	* *	3 *1%*	- -	* *	- -	- -	* *	- -	1 *	- -	3 *1%*	- -	- -	3 *1%*	- -	- -	- -	3 *1%*	3 *1%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 202

A27. Did you already have a relationship with the provider you contacted (e.g. you had previously sought finance from them, or had an existing account with them)?

Base : All who approached just one provider

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	518	190	179	256	257	92	22	28	52	225	239	518
Weighted Total	472	167*	147*	224	243	77*	23**	19**	64*	161*	244	518
Effective Base	242	86	81	116	124	43	12	10	32	89	121	518
Yes	392	146	136	201	188	66	23	16	50	129	211	432
	83%d	*88%*	**93%cd**	**89%cd**	*77%*	*85%*	*99%*	*87%*	*77%*	*80%*	*86%*	*83%*
No	75	20	10	23	52	10	*	2	14	29	32	79
	16%bc	*12%*	*7%*	*10%*	**21%cbc**	*13%*	*1%*	*13%*	*22%*	*18%*	*13%*	*15%*
No answer	2	1	1	1	1	1	-	-	1	-	2	4
	*	*	*	*	*	*1%*	-	-	*1%*	-	*1%*	*1%*
Don't know	3	-	-	-	3	*	-	-	-	3	*	3
	1%	-	-	-	*1%*	*1%*	-	-	-	*2%*	*	*1%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 203

A28/A29. On the last occasion when you sought (finance type), how much money did you apply for?

Base : All who sought finance in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
Less than £5,000	195 **29%abcjkmnoqr tv**	24 **14%c**	4 *11%*	* *5%*	166 **36%zabce**	29 **13%c**	27 *58%*	57 **41%ijk**	48 **35%jk**	51 *27%*	90 *22%*	39 *18%*	124 **48%zmno**	43 **20%n**	10 *9%*	6 *11%*	139 **41%zqrtv**	37 *15%*	5 *12%*	8 *31%*	40 *16%*	1 *8%*	1 *9%*	144 *16%*
£5,000 to £9,999	112 **16%bcnoqv**	27 **15%bc**	3 *7%*	* *4%*	83 **18%bc**	30 **13%bc**	7 *15%*	21 *15%*	24 *17%*	35 *18%*	68 *17%*	33 *15%*	51 **20%no**	43 **20%no**	8 *7%*	2 *4%*	71 **21%qv**	32 **12%w**	3 *7%*	3 *12%*	32 **13%w**	* *2%*	- -	106 *12%*
£10,000 to £24,999	157 **23%bcl**	48 **27%zbc**	7 *16%*	1 *10%*	101 **22%c**	56 **25%bc**	5 *10%*	24 *17%*	31 *22%*	52 *27%*	102 *25%*	50 *24%*	37 *14%*	69 **32%zlo**	34 **33%zlo**	10 *20%*	66 *20%*	66 *26%*	13 *33%*	4 *15%*	64 *26%*	4 *30%*	2 *16%*	183 *21%*
£25,000 to £49,999	70 **10%p**	28 **16%zd**	6 **16%zd**	1 *11%*	35 *8%*	35 **16%d**	1 *1%*	16 *12%*	11 *8%*	16 *8%*	43 *11%*	28 *13%*	16 *6%*	25 *12%*	19 **18%zl**	5 *10%*	16 *5%*	45 **18%zp**	5 *13%*	2 *9%*	43 **17%zp**	1 *6%*	2 **17%p**	122 *14%*
£50,000 to £99,999	40 **6%p**	14 **8%z**	4 **10%zd**	* *6%*	21 *5%*	18 *8%*	1 *3%*	4 *3%*	7 *5%*	14 *8%*	29 *7%*	15 *7%*	8 *3%*	14 *7%*	12 **11%zl**	5 **10%zl**	10 *3%*	23 **9%zp**	4 *9%*	3 *12%*	23 **9%zp**	1 *6%*	* *2%*	65 *7%*
£100,000 to £499,999	56 **8%lp**	19 **10%zd**	10 **25%zade**	1 **18%zad**	26 *6%*	30 **13%ad**	3 *7%*	8 *6%*	8 *6%*	10 *5%*	40 **10%l**	30 **14%zlj**	5 *2%*	19 **8%l**	15 **14%zl**	14 **26%zlmn**	12 *4%*	31 **12%zp**	8 **20%zp**	2 *8%*	29 **12%zp**	2 *14%*	2 **17%zp**	126 *14%*
£500,000 to £999,999	6 *1%*	2 **1%z**	* *1%*	1 **7%zabde**	2 *1%*	3 *1%*	- -	* *	* *	* *	5 *1%*	5 *2%*	2 *1%*	1 *	1 *1%*	1 **3%zm**	2 *1%*	2 *1%*	1 *1%*	* *1%*	1 *	* *1%*	1 **13%zpqrt**	17 *2%*
£1 million to £4.9 million	5 *1%*	2 **1%zd**	2 **4%zade**	1 **15%zabde**	- -	5 **2%ad**	* *1%*	* *	* *	1 *1%*	4 *1%*	3 *1%*	- -	* *	1 *1%*	3 **6%zlm**	- -	4 *2%*	1 *2%*	* *	3 *1%*	1 *5%*	1 **7%zpqt**	35 *4%*
£5 million or more	3 *	1 **1%z**	* **1%d**	1 **14%zabde**	- -	3 **1%d**	- -	* *	1 *1%*	* *	2 *	1 *1%*	- -	- -	1 *1%*	2 **3%zlm**	- -	3 **1%t**	* *	* *1%*	1 *	* *2%*	1 **11%zpqrt**	25 *3%*
Mean	213962	**265350d**	**240726d**	**10638740zabde**	21095	607532	35500	61350	274698	65590	246756	407350	18086	30462	365456	**1813360z**	17472	374154	462177	152972	222721	1283619	**4404215zpqt**	1908629
Don't know	7 *1%*	3 **2%z**	1 **3%zd**	* **3%zd**	2 *1%*	4 *2%*	1 *1%*	2 *1%*	3 *2%*	* *	1 *	1 *	3 *1%*	* *	2 *2%*	1 *1%*	2 *1%*	4 *2%*	* *1%*	- -	4 *1%*	* *	* *4%*	18 *2%*
Refused	26 **4%m**	8 *4%*	2 **5%z**	* *5%*	15 *3%*	10 *5%*	* *	1 *	7 *5%*	7 *4%*	15 *4%*	8 *4%*	8 *3%*	1 *	3 *3%*	3 **6%m**	13 *4%*	8 *3%*	1 *2%*	3 *10%*	8 *3%*	1 *6%*	* *3%*	40 *5%*
Nothing	7 **1%t**	- -	* **1%ae**	- -	7 *1%*	* *	2 *4%*	4 *3%*	- -	2 *1%*	3 *1%*	* *	4 *2%*	3 *1%*	- -	* *	4 *1%*	3 **1%t**	- -	* *1%*	* *	2 *20%*	- -	5 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 204

A28/A29. On the last occasion when you sought (finance type), how much money did you apply for?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	337	31	-	517	163	206	-	886	886
Weighted Total	682	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
Less than £5,000	195 *29%*	15 *20%*	30 *25%*	45 *31%*	63 *32%*	42 *29%*	117 *29%*	24 *26%*	111 **35%zi**	66 *25%*	16 *20%*	27 *34%*	80 **35%m**	56 *23%*	56 *31%*	52 *37%*	58 *28%*	85 *25%*	100 *26%*	96 *32%*	14 *35%*	-	86 *25%*	45 *32%*	64 *33%*	-	195 *29%*	144 *16%*
£5,000 to £9,999	112 *16%*	17 **24%c**	25 *20%*	16 *11%*	29 *15%*	25 *18%*	61 *15%*	16 *17%*	42 *14%*	53 *20%*	12 *14%*	7 *9%*	39 *17%*	42 *17%*	25 *14%*	26 *18%*	35 *17%*	51 *15%*	67 *17%*	46 *15%*	3 *7%*	-	64 *19%*	23 *16%*	25 *13%*	-	112 *16%*	106 *12%*
£10,000 to £24,999	157 *23%*	14 *19%*	35 *29%*	32 *22%*	50 *25%*	26 *18%*	90 *23%*	28 *30%*	60 *19%*	73 *27%*	21 *25%*	21 *27%*	43 *19%*	66 *27%*	42 *23%*	30 *21%*	50 *25%*	76 *23%*	79 *21%*	77 *26%*	10 *24%*	-	70 *20%*	35 *24%*	52 *27%*	-	157 *23%*	183 *21%*
£25,000 to £49,999	70 *10%*	8 *10%*	12 *10%*	10 *7%*	22 *11%*	18 *12%*	45 *11%*	7 *7%*	32 *10%*	22 *8%*	10 *12%*	3 *4%*	19 *8%*	25 *10%*	21 *11%*	9 *7%*	18 *9%*	42 *13%*	46 *12%*	24 *8%*	2 *4%*	-	44 *13%*	9 *6%*	17 *8%*	-	70 *10%*	122 *14%*
£50,000 to £99,999	40 **6%i**	6 *8%*	4 *3%*	12 *9%*	9 *4%*	9 *6%*	18 *4%*	5 *6%*	17 *5%*	7 *3%*	13 **16%zhi**	7 *9%*	12 *5%*	9 *4%*	14 *8%*	3 *2%*	11 *5%*	26 *8%*	25 *7%*	15 *5%*	3 *9%*	-	22 *6%*	5 *4%*	13 *6%*	-	40 *6%*	65 *7%*
£100,000 to £499,999	56 **8%a**	8 *10%*	12 *10%*	18 *13%*	10 *5%*	8 *6%*	39 *10%*	7 *7%*	27 *9%*	21 *8%*	8 *9%*	5 *6%*	18 *8%*	23 *9%*	14 *8%*	8 *5%*	17 *8%*	31 *9%*	41 **11%zs**	15 *5%*	6 *14%*	-	35 *10%*	10 *7%*	10 *5%*	-	56 *8%*	126 *14%*
£500,000 to £999,999	6 *1%*	* *	* *	1 *1%*	1 *	4 *3%*	2 *1%*	* *	2 *	4 *1%*	* *	1 *1%*	1 *	5 *2%*	* *	* *	3 *1%*	2 *1%*	3 *1%*	3 *1%*	- -	-	3 *1%*	3 *2%*	* *	-	6 *1%*	17 *2%*
£1 million to £4.9 million	5 *1%*	1 *2%*	1 *1%*	* *	2 *1%*	1 *	4 *1%*	1 *1%*	4 *1%*	1 *	1 *1%*	2 *2%*	1 *1%*	1 *1%*	2 *1%*	* *	1 *1%*	4 *1%*	4 *1%*	1 *	- -	-	4 *1%*	* *	1 *	-	5 *1%*	35 *4%*
£5 million or more	3 *	1 *1%*	1 *1%*	* *	1 *	1 *	2 *	* *	3 *1%*	* *	* *	2 *2%*	1 *1%*	1 *	1 *	- -	* *	3 *1%*	2 *1%*	1 *	1 *1%*	-	2 *1%*	1 *1%*	* *	-	3 *	25 *3%*
Mean	213962	460721	197738	215102	114566	238594	199211	287302	377793	81850	71168	539418	226179	136357	326910	18648	112769	358638	198870	233035	305902	-	186631	328880	177011	-	213962	1908629
Don't know	7 *1%*	1 *1%*	* *	1 *1%*	1 *	3 *2%*	5 *1%*	1 *1%*	3 *1%*	4 *1%*	- -	* *	2 *1%*	3 *1%*	1 *1%*	3 *2%*	2 *1%*	2 *1%*	3 *1%*	4 *1%*	1 *3%*	-	2 *1%*	3 *2%*	1 *1%*	-	7 *1%*	18 *2%*
Refused	26 *4%*	2 *2%*	2 *1%*	8 *5%*	11 *5%*	4 *3%*	11 *3%*	5 *6%*	9 *3%*	15 *5%*	2 *2%*	1 *1%*	6 *3%*	14 *6%*	5 *3%*	9 *6%*	6 *3%*	11 *3%*	9 *2%*	17 *5%*	1 *2%*	-	8 *2%*	5 *3%*	13 *6%*	-	26 *4%*	40 *5%*
Nothing	7 *1%*	2 *2%*	* *	- -	2 *1%*	3 *2%*	4 *1%*	- -	4 *1%*	* *	* *	2 **3%i**	5 *2%*	- -	- -	2 *1%*	3 *1%*	3 *1%*	2 *1%*	5 *2%*	- -	-	2 *1%*	5 *3%*	- -	-	7 *1%*	5 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A28/A29. On the last occasion when you sought (finance type), how much money did you apply for?

Base : All who sought finance in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
Less than £5,000	195 **29%fg|knos**	131 **27%fg**	120 **26%fg**	3 *8%*	69 **24%fg**	22 *24%*	34 *17%*	3 *10%*	122 **26%no**	110 **25%no**	1 *3%*	60 **23%n**	* *3%*	16 *23%*	29 *15%*	3 *9%*	121 *26%*	35 *30%*	151 **37%zs**	42 *17%*	92 *32%*	94 *26%*	34 *27%*	30 *22%*	37 *24%*	155 *30%*	144 *16%*
£5,000 to £9,999	112 **16%bl**	85 *17%*	64 *14%*	* *	46 *16%*	9 *10%*	27 *13%*	4 *14%*	84 **18%l**	61 *14%*	* *1%*	45 *17%*	- -	7 *10%*	27 *14%*	4 *15%*	74 *16%*	23 *20%*	72 *17%*	37 *15%*	57 *20%*	54 *15%*	20 *16%*	26 *19%*	31 **20%w**	81 *16%*	106 *12%*
£10,000 to £24,999	157 *23%*	116 *24%*	119 *26%*	8 *18%*	76 *27%*	17 *19%*	67 **32%zabe**	7 *23%*	111 *24%*	118 **27%z**	4 *12%*	75 **29%zh**	2 *53%*	14 *21%*	67 **33%zhim**	7 *23%*	112 *24%*	28 *25%*	84 *20%*	58 *24%*	68 *23%*	80 *22%*	31 *24%*	33 *24%*	35 *23%*	120 *23%*	183 *21%*
£25,000 to £49,999	70 *10%*	48 *10%*	58 **13%z**	4 *9%*	25 *9%*	17 **18%zad**	33 **16%zad**	3 *10%*	47 *10%*	56 **13%z**	4 *10%*	24 *9%*	- -	10 *15%*	33 **17%zhik**	3 *9%*	48 *10%*	10 *9%*	40 *10%*	29 *12%*	20 *7%*	50 **14%zt**	10 *8%*	9 *7%*	10 *6%*	59 *11%*	122 *14%*
£50,000 to £99,999	40 **6%rt**	25 *5%*	28 *6%*	9 *22%*	20 *7%*	8 *9%*	11 *5%*	6 **19%zabdf**	25 *5%*	28 *6%*	9 *25%*	19 *7%*	* *1%*	8 **12%zhn**	10 *5%*	5 **19%zhikn**	30 *6%*	8 *7%*	15 *4%*	23 **9%zr**	8 *3%*	31 **9%zt**	7 *6%*	11 *8%*	11 *7%*	27 *5%*	65 *7%*
£100,000 to £499,999	56 **8%r**	50 **10%z**	42 *9%*	14 *32%*	28 *10%*	12 *13%*	16 *8%*	4 *14%*	46 *10%*	39 *9%*	13 *39%*	25 *10%*	1 *15%*	9 *12%*	15 *8%*	4 *15%*	40 *9%*	4 *3%*	22 *5%*	32 **13%zr**	28 *10%*	26 *7%*	17 *13%*	15 *11%*	17 *11%*	38 *7%*	126 *14%*
£500,000 to £999,999	6 *1%*	3 *1%*	5 *1%*	2 *5%*	1 *	1 *1%*	5 **2%zad**	* *	1 *	5 *1%*	1 *2%*	* *	- -	* *	4 **2%hk**	* *	2 *	1 *1%*	4 *1%*	2 *1%*	* *	5 *1%*	* *	* *	* *	5 *1%*	17 *2%*
£1 million to £4.9 million	5 *1%*	4 *1%*	4 *1%*	2 *4%*	3 *1%*	2 *3%*	3 *2%*	1 *3%*	4 *1%*	4 *1%*	2 *5%*	3 *1%*	* *7%*	1 *2%*	3 *1%*	1 *4%*	4 *1%*	1 *1%*	2 *	3 *1%*	2 *1%*	3 *1%*	3 *2%*	3 *2%*	3 *2%*	2 *	35 *4%*
£5 million or more	3 *	3 *1%*	3 *1%*	* *	1 *	1 *1%*	1 *	* *1%*	2 *	3 *1%*	* *	1 *	* *6%	1 *2%*	1 *	* *1%*	3 *1%*	- -	* *	2 *1%*	1 *	2 *1%*	2 *1%*	2 *1%*	2 *1%*	1 *	25 *3%*
Mean	213962	284046	267786	235461	198166	370394	337081	305320	258435	276961	261283	206217	1192789	444077	342704	326141	294543	33363	57253	437747	192671	243878	579932	544777	488133	135442	1908629
Don't know	7 *1%*	6 *1%*	3 *1%*	* *	2 *1%*	* *	3 *1%*	1 *2%*	6 *1%*	3 *1%*	* *	2 *1%*	- -	* *	3 *1%*	1 *2%*	5 *1%*	1 *1%*	5 *1%*	* *	2 *1%*	3 *1%*	1 *1%*	1 *1%*	1 *1%*	6 *1%*	18 *2%*
Refused	26 **4%ah**	12 *2%*	16 *3%*	* *1%*	10 *4%*	2 *2%*	7 *4%*	1 *3%*	9 *2%*	16 *4%*	* *1%*	8 *3%*	1 *15%*	1 *2%*	7 *4%*	1 *3%*	20 *4%*	2 *2%*	15 *4%*	10 *4%*	9 *3%*	16 *4%*	3 *3%*	3 *2%*	4 *3%*	21 *4%*	40 *5%*
Nothing	7 **1%uy**	7 *1%*	3 *1%*	- -	2 *1%*	* *	- -	- -	5 **1%k**	* *	- -	* *	- -	* *	- -	- -	3 *1%*	2 *2%*	4 *1%*	3 *1%*	4 *1%*	* *	- -	2 *2%*	2 *2%*	2 *	5 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A28/A29. On the last occasion when you sought (finance type), how much money did you apply for?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
Less than £5,000	195 **29%j**	77 *32%*	61 *29%*	99 *31%*	95 *27%*	39 *37%*	11 *30%*	10 *28%*	48 **47%zij**	67 *28%*	81 *23%*	144 *16%*
£5,000 to £9,999	112 **16%b**	35 *15%*	23 *11%*	45 *14%*	64 *18%*	16 *15%*	4 *10%*	* *	12 *12%*	36 *15%*	65 *19%*	106 *12%*
£10,000 to £24,999	157 **23%h**	43 *18%*	51 **24%ac**	63 *20%*	93 *26%*	16 *15%*	14 *36%*	5 *13%*	12 *12%*	53 *23%*	91 **26%h**	183 *21%*
£25,000 to £49,999	70 **10%d**	34 **14%d**	33 **16%zd**	46 **14%zd**	23 *7%*	17 *16%*	1 *4%*	10 *28%*	12 *12%*	25 *11%*	33 *10%*	122 *14%*
£50,000 to £99,999	40 *6%*	11 *4%*	8 *4%*	14 *4%*	26 *7%*	5 *5%*	3 *7%*	4 *11%*	2 *2%*	16 *7%*	22 *6%*	65 *7%*
£100,000 to £499,999	56 *8%*	22 *9%*	16 *8%*	29 *9%*	26 *7%*	3 *3%*	1 *1%*	4 *12%*	7 *7%*	25 *11%*	23 *7%*	126 *14%*
£500,000 to £999,999	6 *1%*	1 *1%*	1 *1%*	1 *	4 *1%*	1 *	1 *1%*	* *	* *	1 *	4 *1%*	17 *2%*
£1 million to £4.9 million	5 *1%*	2 *1%*	3 *1%*	3 *1%*	2 *	1 *1%*	* *	* *	* *	3 *1%*	1 *	35 *4%*
£5 million or more	3 *	2 *1%*	2 *1%*	2 *1%*	1 *	* *	* *1%*	* *	* *	2 *1%*	* *	25 *3%*
Mean	213962	318893	277791	258085	177235	56912	146040	74491	77999	472435	78937	1908629
Don't know	7 *1%*	1 *1%*	1 *	1 *	5 *1%*	3 *3%*	3 *8%*	* *	1 *1%*	2 *1%*	4 *1%*	18 *2%*
Refused	26 *4%*	10 *4%*	10 *5%*	16 *5%*	10 *3%*	3 *3%*	1 *2%*	2 *7%*	1 *1%*	6 *2%*	17 *5%*	40 *5%*
Nothing	7 *1%*	2 *1%*	3 *1%*	3 *1%*	4 *1%*	2 *2%*	- -	- -	4 **4%zi**	- -	3 *1%*	5 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A30. On the last occasion you applied for (finance type), which of these best summarises the finance institution's initial response to the finance application that you made?

Base : All who sought finance in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
You were offered all the finance that you wanted	570 *84%*	151 **86%z**	36 **89%z**	7 **89%z**	376 *82%*	194 *86%*	35 *76%*	107 *77%*	114 *81%*	163 *86%*	347 *86%*	184 *87%*	207 *80%*	186 *85%*	91 *86%*	46 *88%*	281 *83%*	217 *84%*	34 *85%*	20 *76%*	208 *84%*	10 *85%*	9 *78%*	764 *86%*
You were offered a smaller amount than you wanted	40 **6%b**	12 **7%z**	2 *4%*	* *4%*	26 *6%*	14 **6%b**	5 *12%*	10 *7%*	7 *5%*	13 *7%*	23 *6%*	10 *5%*	13 *5%*	14 *7%*	7 *7%*	3 *6%*	18 *5%*	19 *8%*	2 *4%*	1 *3%*	18 *7%*	1 *4%*	* *4%*	49 *6%*
You were turned down for the finance	47 **7%abc**	6 *3%*	1 *3%*	- -	40 **9%abce**	7 *3%*	* *	13 *10%*	13 *10%*	7 *4%*	20 *5%*	13 *6%*	24 *9%*	14 *6%*	4 *4%*	2 *3%*	24 *7%*	13 *5%*	4 *11%*	3 *13%*	14 *6%*	1 *6%*	1 *7%*	34 *4%*
Decision pending	5 *1%*	4 **2%zd**	1 **2%zd**	* **2%d**	- -	5 **2%d**	* *1%*	2 *2%*	- -	1 *	2 *1%*	2 *1%*	- -	1 *1%*	2 *2%*	1 **1%l**	- -	3 *1%*	- -	2 *7%*	2 *1%*	- -	1 **7%zpqrt**	13 *1%*
Decided not to continue with application	6 **1%aj**	1 *	- -	* **1%be**	5 *1%*	1 *	2 *4%*	2 *2%*	3 *2%*	* *	1 *	1 *	5 *2%*	- -	1 *	* *	5 *1%*	1 *	- -	- -	1 *	- -	* *1%*	6 *1%*
You were offered a greater amount than asked for	3 *	- -	* *	* **1%a**	2 *1%*	* *	- -	* *	- -	2 *1%*	2 *1%*	* *	- -	2 *1%*	* *	* *	2 *1%*	* *	- -	- -	* *	- -	- -	3 *
Other	7 *1%*	- -	* *	- -	7 *2%*	* *	3 *7%*	3 *2%*	2 *2%*	- -	* *	2 *1%*	7 *3%*	- -	- -	* *	5 *1%*	3 *1%*	- -	- -	3 *1%*	- -	- -	4 *
Don't know	4 *1%*	2 **1%z**	1 *1%*	* **3%zd**	2 *	3 *1%*	- -	- -	1 *1%*	2 *1%*	4 *1%*	1 *1%*	2 *1%*	* *	1 *1%*	1 *2%*	2 *1%*	3 *1%*	- -	* *1%*	2 *1%*	* *	* *3%*	12 *1%*
Refused	* *	* **z**	- -	- -	- -	* *	- -	- -	- -	* *	* *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	* 4%	- -	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 208

A30. On the last occasion you applied for (finance type), which of these best summarises the finance institution's initial response to the finance application that you made?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	337	31	-	517	163	206	-	886	886
Weighted Total	682	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
You were offered all the finance that you wanted	570 **84%fjrv**	59 *81%*	110 *91%*	114 *79%*	171 *86%*	116 *80%*	311 *78%*	91 **96%cf**	262 **84%j**	237 **89%cj**	54 *67%*	70 **89%j**	186 *82%*	221 **90%ln**	139 *77%*	116 *81%*	176 *86%*	278 *83%*	301 *79%*	269 **89%cr**	30 *78%*	-	271 *79%*	120 *83%*	180 **91%cvA**	-	570 **84%v**	764 *86%*
You were offered a smaller amount than you wanted	40 **6%mx**	5 *7%*	7 *6%*	4 *2%*	9 *5%*	14 *10%*	26 *7%*	3 *3%*	23 *7%*	10 *4%*	6 *8%*	3 *4%*	25 **11%zm**	5 *2%*	9 *5%*	10 *7%*	10 *5%*	20 *6%*	30 *8%*	10 *3%*	1 *2%*	-	29 **9%zxA**	8 *6%*	2 *1%*	-	40 **6%x**	49 *6%*
You were turned down for the finance	47 **7%ghil**	3 *4%*	3 *3%*	18 **13%zb**	16 *8%*	7 *5%*	44 **11%zg**	-	12 *4%*	9 *4%*	20 **25%zhik**	1 *2%*	5 *2%*	13 *5%*	26 **14%zlm**	7 *5%*	10 *5%*	29 *9%*	33 *9%*	13 *4%*	8 *19%*	-	26 *8%*	13 *9%*	8 *4%*	-	47 *7%*	34 *4%*
Decision pending	5 *1%*	- -	1 *1%*	1 *1%*	1 *1%*	2 *1%*	4 *1%*	* *	4 *1%*	- -	* *	3 **3%zi**	2 *1%*	1 *	1 *1%*	1 *	1 *1%*	3 *1%*	5 *1%*	- -	- -	-	5 *1%*	- -	- -	- -	5 *1%*	13 *1%*
Decided not to continue with application	6 *1%*	2 **3%d**	- -	3 *2%*	- -	1 *	5 *1%*	* *	5 *2%*	1 *	* *	- -	5 *2%*	* *	1 *1%*	2 *1%*	3 *2%*	1 *	3 *1%*	3 *1%*	- -	-	3 *1%*	3 *2%*	* *	- -	6 *1%*	6 *1%*
You were offered a greater amount than asked for	3 *	* *	- -	- -	* *	2 *2%*	2 *1%*	- -	* *	2 *1%*	- -	* *	* *	2 *1%*	* *	2 *2%*	- -	* *	* *	2 *1%*	- -	-	* *	- -	2 *1%*	- -	3 *	3 *
Other	7 *1%*	2 *3%*	- -	3 *2%*	- -	2 *2%*	2 *1%*	* *	3 *1%*	4 *2%*	- -	- -	3 *1%*	* *	2 *1%*	2 *1%*	3 *2%*	2 *1%*	4 *1%*	3 *1%*	- -	-	4 *1%*	- -	3 *2%*	- -	7 *1%*	4 *
Don't know	4 *1%*	2 **3%z**	- -	1 *	2 *1%*	* *	2 *	* *	3 *1%*	2 *1%*	* *	1 *1%*	1 *	2 *1%*	1 *1%*	2 *1%*	1 *	2 *1%*	4 *1%*	* *	* *1%	-	4 *1%*	* *	1 *	- -	4 *1%*	12 *1%*
Refused	* *	- -	- -	- -	* *	- -	* *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	* *	* *	- -	- -	-	* *	- -	- -	- -	* *	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 209

A30. On the last occasion you applied for (finance type), which of these best summarises the finance institution's initial response to the finance application that you made?

Base : All who sought finance in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
You were offered all the finance that you wanted	570 **84%bc**	416 **85%bde**	376 **81%e**	33 *77%*	230 **81%e**	64 *70%*	190 **91%zabde**	25 *82%*	405 **87%zi**	369 *84%*	26 *76%*	224 *85%*	4 *95%*	57 *82%*	183 **91%zikmo**	23 *80%*	393 *85%*	88 *77%*	353 *86%*	194 *80%*	243 *83%*	304 *83%*	103 *80%*	105 *77%*	123 *80%*	439 *85%*	764 *86%*
You were offered a smaller amount than you wanted	40 **6%f**	29 *6%*	32 *7%*	4 *11%*	18 *6%*	9 *10%*	13 *6%*	1 *4%*	29 *6%*	31 *7%*	4 *11%*	16 *6%*	* *1%*	8 **12%z**	13 *7%*	1 *4%*	28 *6%*	8 *7%*	14 *3%*	24 **10%zr**	16 *5%*	24 *7%*	8 *7%*	9 *7%*	10 *6%*	30 *6%*	49 *6%*
You were turned down for the finance	47 **7%fhmn**	28 **6%f**	39 **8%af**	4 *9%*	25 **9%af**	12 **13%zaf**	2 *1%*	1 *5%*	21 **5%n**	27 **6%mn**	3 *9%*	19 **7%hn**	- -	1 *1%*	2 *1%*	1 *5%*	26 *6%*	9 *8%*	29 *7%*	17 *7%*	24 *8%*	22 *6%*	12 *9%*	14 *10%*	14 *9%*	33 *6%*	34 *4%*
Decision pending	5 *1%*	3 *1%*	4 *1%*	* *1%*	2 *1%*	2 *2%*	1 *	2 **6%zabdf**	2 *1%*	3 *1%*	* *1%*	2 *1%*	- -	1 *1%*	1 *	2 **7%zhikn**	3 *1%*	1 *	1 *	3 *1%*	1 *	3 *1%*	1 *1%*	1 *1%*	1 *1%*	3 *1%*	13 *1%*
Decided not to continue with application	6 **1%hpu**	6 *1%*	4 *1%*	* *	6 **2%f**	* *	* *	* *	* *	4 **1%h**	* *	* *	- -	* *	* *	* *	1 *	5 **4%zp**	5 *1%*	* *	6 **2%u**	* *	* *	* *	* *	5 *1%*	6 *1%*
You were offered a greater amount than asked for	3 *bp	3 *1%*	* *	- -	* *	- -	* *	* *	3 *1%*	* *	- -	* *	* *4%*	- -	* *	* *	* *	2 **2%p**	2 *1%*	* *	2 *1%*	* *	3 **2%zy**	3 **2%zy**	3 **2%y**	- -	3 *
Other	7 **1%adh**	* *	7 **2%adf**	- -	* *	4 **5%zadf**	* *	* *	* *	4 **1%h**	- -	* *	- -	2 **3%hk**	* *	* *	6 *1%*	- -	5 *1%*	2 *1%*	- -	7 *2%*	* *	3 **2%w**	3 **2%w**	5 *1%*	4 *
Don't know	4 *1%*	3 *1%*	2 *1%*	1 *2%*	1 *	1 *1%*	1 *1%*	1 *3%*	3 *1%*	2 *1%*	1 *2%*	1 *1%*	- -	1 *1%*	1 *1%*	1 *3%*	3 *1%*	1 *1%*	3 *1%*	1 *	1 *	3 *1%*	* *	1 *	1 *	4 *1%*	12 *1%*
Refused	* *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	* *	- -	- -	- -	- -	* *	- -	- -	- -	* *	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 210

A30. On the last occasion you applied for (finance type), which of these best summarises the finance institution's initial response to the finance application that you made?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
You were offered all the finance that you wanted	570 *84%*	195 *81%*	175 *82%*	264 *82%*	301 *85%*	92 *86%*	28 *75%*	19 *53%*	78 *78%*	202 *86%*	287 *84%*	764 *86%*
You were offered a smaller amount than you wanted	40 *6%*	13 *5%*	15 *7%*	22 *7%*	18 *5%*	4 *3%*	2 *6%*	7 *21%*	7 *7%*	17 *7%*	16 *5%*	49 *6%*
You were turned down for the finance	47 **7%i**	28 **12%cd**	18 *8%*	30 *9%*	17 *5%*	6 *6%*	6 *17%*	8 *24%*	8 *8%*	9 *4%*	30 *9%*	34 *4%*
Decision pending	5 *1%*	1 *1%*	1 *	1 *	2 *1%*	2 *2%*	1 *1%*	1 *2%*	2 *2%*	2 *1%*	* *	13 *1%*
Decided not to continue with application	6 *1%*	* *	1 *	1 *	5 *1%*	2 *2%*	* *1%*	- -	2 *2%*	3 *1%*	1 *	6 *1%*
You were offered a greater amount than asked for	3 *	* *	* *	* *	2 *1%*	* *	* *	- -	* *	* *	2 *1%*	3 *
Other	7 *1%*	2 *1%*	2 *1%*	2 *1%*	5 *1%*	- -	- -	- -	3 **3%i**	- -	4 *1%*	4 *
Don't know	4 *1%*	1 *1%*	2 *1%*	2 *1%*	3 *1%*	1 *1%*	* *	- -	- -	2 *1%*	2 *1%*	12 *1%*
Refused	* *	- -	- -	- -	* *	- -	- -	- -	- -	- -	* *	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 211

A30. On the last occasion you applied for (finance type), which of these best summarises the finance institution's initial response to the finance application that you made?

Base : All who sought a bank loan/mortgage on last occasion

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	168	63	45	28	32	136	6	21	22	42	125	83	20	37	37	67	29	107	22	6	84	10	15	168
Weighted Total	125*	34*	8*	1**	81*	43*	6**	21**	18**	36**	86*	50**	37**	45**	23**	12*	56**	51*	15**	1**	46*	2**	3**	168
Effective Base	67	61	43	27	31	93	4	12	9	19	46	27	16	23	16	37	23	37	10	3	31	5	8	168
You were offered all the finance that you wanted	100 *80%*	27 *81%*	8 **93%ze**	1 *86%*	64 *79%*	36 *83%*	4 *62%*	18 *85%*	18 *100%*	28 *78%*	65 *75%*	36 *73%*	32 *87%*	33 *72%*	22 *94%*	10 *83%*	47 *84%*	41 *80%*	10 *70%*	* *46%*	38 *82%*	1 *68%*	3 *79%*	143 *85%*
You were offered a smaller amount than you wanted	10 **8%ab**	2 *7%*	* *3%*	* *7%*	8 *9%*	3 *6%*	1 *10%*	1 *3%*	- -	3 *9%*	10 *11%*	6 *12%*	3 *8%*	6 *13%*	1 *5%*	* *3%*	3 *5%*	7 *14%*	* *2%*	- -	7 *15%*	1 *29%*	- -	10 *6%*
You were turned down for the finance	8 *7%*	2 *7%*	* *2%*	- -	6 *7%*	3 *6%*	- -	1 *3%*	- -	1 *3%*	8 *9%*	6 *13%*	- -	4 *9%*	* *1%*	1 *6%*	2 *4%*	2 *3%*	4 *29%*	- -	1 *2%*	- -	1 *21%*	7 *4%*
Decision pending	1 *1%*	1 **2%z**	* **2%zd**	- -	- -	1 *2%*	- -	- -	- -	1 *2%*	1 *1%*	- -	- -	- -	- -	* *2%*	- -	* *	- -	1 *54%*	* *	- -	- -	2 *1%*
Decided not to continue with application	2 *1%*	- -	- -	- -	2 *2%*	- -	2 *27%*	2 *8%*	- -	- -	- -	- -	2 *5%*	- -	- -	- -	2 *3%*	- -	- -	- -	- -	- -	- -	1 *1%*
You were offered a greater amount than asked for	2 *2%*	- -	- -	* *3%*	2 *3%*	* *	- -	- -	- -	2 *7%*	2 *3%*	* *	- -	2 *5%*	- -	* *	2 *4%*	* *	- -	- -	* *	- -	- -	2 *1%*
Other	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *1%*	1 **3%z**	- -	* *4%*	- -	1 *3%*	- -	- -	- -	* *1%*	1 *1%*	1 *1%*	- -	- -	- -	1 **6%z**	- -	1 *2%*	- -	- -	1 *1%*	* *3%*	- -	3 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 212

A30. On the last occasion you applied for (finance type), which of these best summarises the finance institution's initial response to the finance application that you made?

Base : All who sought a bank loan/mortgage on last occasion

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	168	32	22	44	41	29	99	36	97	54	16	22	64	54	42	28	47	93	99	69	7	-	92	37	39	-	168	168
Weighted Total	125*	11**	22**	36**	34**	22**	81*	20**	57*	44**	23**	12**	41**	50**	29**	31**	39**	55*	74*	51**	7**	-**	67*	25**	33**	-**	125*	168
Effective Base	67	11	10	19	18	11	42	14	36	22	10	9	25	24	16	15	22	31	41	27	3	-	38	12	17	-	67	168
You were offered all the finance that you wanted	100 *80%#*	9 *84%*	19 *87%*	29 *79%*	30 *89%*	13 *60%*	59 *73%*	20 *100%*	42 *73%*	41 *92%*	18 *77%*	10 *81%*	31 *74%*	40 *81%*	24 *86%*	23 *73%*	36 *93%*	41 *76%*	53 *72%*	47 *93%*	4 *50%*	-	49 *74%*	21 *85%*	30 *90%*	-	100 *80%*	143 *85%*
You were offered a smaller amount than you wanted	10 *8%*	* *	3 *12%*	2 *4%*	3 *9%*	3 *13%*	7 *9%*	- -	7 *13%*	* *	2 *10%*	1 *5%*	7 *16%*	1 *1%*	3 *10%*	4 *12%*	1 *2%*	6 *10%*	10 *13%*	1 *1%*	- -	-	10 *14%*	1 *2%*	- -	- -	10 *8%*	10 *6%*
You were turned down for the finance	8 *7%*	- -	* *1%*	5 *14%*	- -	3 *13%*	8 *10%*	- -	4 *8%*	1 *2%*	3 *13%*	1 *5%*	1 *3%*	6 *13%*	1 *2%*	- -	2 *5%*	6 *11%*	8 *10%*	1 *1%*	3 *43%*	-	5 *7%*	3 *13%*	1 *2%*	- -	8 *7%*	7 *4%*
Decision pending	1 *1%*	- -	- -	- -	* *1%*	1 *2%*	1 *1%*	- -	1 *1%*	- -	- -	1 *4%*	1 *1%*	- -	- -	1 *2%*	- -	* *	1 *1%*	- -	- -	-	1 *1%*	- -	- -	- -	1 *1%*	2 *1%*
Decided not to continue with application	2 *1%*	2 *16%*	- -	- -	- -	- -	2 *2%*	- -	2 *3%*	- -	- -	- -	2 *4%*	- -	- -	2 *6%*	- -	- -	2 *2%*	- -	- -	-	2 *3%*	- -	- -	- -	2 *1%*	1 *1%*
You were offered a greater amount than asked for	2 *2%*	* *	- -	- -	- -	2 *11%*	2 *3%*	- -	* *	2 *6%*	- -	- -	- -	2 *5%*	* *	2 *8%*	- -	* *	* *	2 *5%*	- -	-	* *	- -	2 *7%*	- -	2 *2%*	2 *1%*
Other	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -
Don't know	1 *1%*	- -	- -	1 *2%*	1 *2%*	- -	1 *1%*	* *	1 *2%*	- -	- -	1 *4%*	1 *1%*	- -	1 *2%*	- -	- -	1 *2%*	1 *2%*	* *	* *7%*	-	1 *1%*	* *	* *	- 1%	1 *1%*	3 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 213

A30. On the last occasion you applied for (finance type), which of these best summarises the finance institution's initial response to the finance application that you made?

Base : All who sought a bank loan/mortgage on last occasion

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	168	157	107	43	74	27	65	19	152	105	38	70	4	25	61	19	129	20	68	93	96	68	40	46	47	119	168
Weighted Total	125*	116*	59*	28**	54**	6**	26**	5**	112*	59*	24**	51**	***	6**	25**	5**	84*	21**	61*	63*	77*	46**	22**	22**	25**	99*	168
Effective Base	67	61	37	15	28	17	23	11	58	37	13	26	3	16	21	11	47	10	32	35	41	25	12	13	14	52	168
You were offered all the finance that you wanted	100 *80%*	92 *80%*	42 *72%*	20 *70%*	42 *78%*	6 *89%*	18 *69%*	3 *60%*	91 **82%ii**	42 *72%*	17 *69%*	41 *81%*	* *86%*	5 *88%*	17 *68%*	3 *60%*	72 *85%*	13 *64%*	54 *88%*	46 *73%*	65 *84%*	34 *73%*	13 *58%*	12 *53%*	14 *57%*	85 **86%z**	143 *85%*
You were offered a smaller amount than you wanted	10 **8%l**	10 *9%*	10 **17%za**	4 *13%*	3 *6%*	* *1%*	6 *23%*	1 *11%*	10 *9%*	10 **17%zh**	4 *16%*	3 *6%*	* *14%*	* *1%*	6 *24%*	1 *11%*	9 *11%*	1 *6%*	- -	10 **16%zr**	* *	10 *22%*	1 *2%*	1 *5%*	1 *5%*	9 *9%*	10 *6%*
You were turned down for the finance	8 **7%y**	8 *7%*	5 *9%*	4 *14%*	6 *10%*	- -	1 *4%*	1 *14%*	6 *6%*	5 *9%*	3 *13%*	6 *11%*	- -	- -	1 *5%*	1 *14%*	3 *3%*	1 *6%*	2 *4%*	6 *9%*	8 *10%*	1 *1%*	6 *28%*	6 *28%*	6 *26%*	2 *2%*	7 *4%*
Decision pending	1 *1%*	1 *1%*	* *	- -	1 *1%*	* *3%*	* *1%*	- -	1 *1%*	* *	- -	1 *1%*	- -	* *3%*	* *1%*	- -	* *	1 *2%*	1 *1%*	* *	* *	1 *1%*	- -	- -	- -	1 *1%*	2 *1%*
Decided not to continue with application	2 *1%*	2 *2%*	- -	- -	2 *3%*	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	2 *8%*	2 *3%*	- -	2 *2%*	- -	- -	- -	- -	2 *2%*	1 *1%*
You were offered a greater amount than asked for	2 **2%p**	2 *2%*	* *	- -	* *	- -	* *	* *1%*	2 *2%*	* *	- -	* *	- -	- -	* *	* *1%*	* *	2 *12%*	2 *4%*	* *	2 *3%*	* *	2 *11%*	2 *11%*	2 *10%*	- -	2 *1%*
Other	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *1%*	1 *1%*	1 *2%*	1 *2%*	1 *1%*	* *8%*	1 *3%*	1 *15%*	1 *1%*	1 *2%*	1 *3%*	1 *1%*	- -	* *8%*	1 *3%*	1 *15%*	1 *1%*	* *2%*	* *1%*	1 *1%*	* *	1 *3%*	* *2%*	1 *3%*	1 *2%*	1 *1%*	3 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A30. On the last occasion you applied for (finance type), which of these best summarises the finance institution's initial response to the finance application that you made?

Base : All who sought a bank loan/mortgage on last occasion

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	168	69	53	82	86	33	10	7	16	84	69	168
Weighted Total	125*	43**	28**	51**	74*	22**	4**	3**	14**	48**	63*	168
Effective Base	67	24	18	30	38	14	8	2	9	29	30	168
You were offered all the finance that you wanted	100 *80%*	32 *75%*	21 *75%*	40 *79%*	60 *81%*	19 *87%*	3 *61%*	1 *19%*	11 *79%*	36 *74%*	53 *85%*	143 *85%*
You were offered a smaller amount than you wanted	10 *8%*	4 *10%*	2 *6%*	4 *8%*	6 *8%*	* *	1 *12%*	3 *81%*	1 *5%*	7 *14%*	3 *5%*	10 *6%*
You were turned down for the finance	8 *7%*	6 *13%*	4 *16%*	6 *11%*	3 *4%*	- -	1 *15%*	- -	1 *5%*	4 *8%*	4 *6%*	7 *4%*
Decision pending	1 *1%*	- -	- -	- -	1 *1%*	1 *2%*	1 *12%*	- -	- -	1 *1%*	- -	2 *1%*
Decided not to continue with application	2 *1%*	- -	- -	- -	2 *2%*	2 *8%*	- -	- -	2 *12%*	- -	- -	1 *1%*
You were offered a greater amount than asked for	2 *2%*	* *	- -	* *	2 *3%*	* *	- -	- -	- -	* *	2 *4%*	2 *1%*
Other	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *1%*	1 *2%*	1 *3%*	1 *1%*	* *1%*	1 *3%*	- -	- -	- -	1 *3%*	- -	3 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A31. Did you accept the terms and conditions offered by the finance institution?

Base : All offered finance

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	811	314	205	129	163	648	29	110	125	207	573	366	113	189	189	270	158	505	70	53	422	41	58	811
Weighted Total	609	163	37	7	402	207	41**	117*	120*	175*	369	194	220*	201	97*	49*	299	236	35*	21**	226	11**	9**	811
Effective Base	335	303	198	125	160	451	19	61	61	92	213	123	92	109	86	97	126	190	32	13	172	9	30	811
Yes	580 **95%bcg**	154 *95%*	34 *93%*	6 *91%*	385 *96%*	195 *94%*	38 *92%*	105 *90%*	113 *94%*	173 **99%zg**	359 **97%zg**	186 *96%*	210 *95%*	192 *96%*	91 *93%*	46 *93%*	284 *95%*	224 *95%*	35 *99%*	18 *87%*	216 *95%*	10 *92%*	9 *97%*	763 *94%*
No	25 **4%ij**	8 *5%*	2 *6%*	* *6%*	15 *4%*	10 *5%*	1 *2%*	10 **8%ij**	7 *6%*	1 *1%*	9 *2%*	7 *4%*	8 *4%*	8 *4%*	6 *6%*	3 *6%*	11 *4%*	11 *4%*	* *1%*	3 *13%*	10 *4%*	1 *7%*	* *3%*	38 *5%*
Don't know	4 *1%*	1 *1%*	1 *1%*	* *2%*	2 *1%*	2 *1%*	2 *6%*	2 *2%*	* *	1 *	1 *	1 *	2 *1%*	1 *	1 *1%*	* *1%*	3 *1%*	1 *	- -	- -	1 *	- -	* *1%*	8 *1%*
Refused	* *	- -	- -	* **1%zade**	- -	* *	- -	- -	* *	- -	- -	- -	- -	- -	- -	* *	- -	* *	- -	- -	- -	* *	- -	1 *
No answer	* *	- -	- -	* **1%zade**	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	- -	* *	- -	* *	- -	- -	* *	- -	- -	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 216

A31. Did you accept the terms and conditions offered by the finance institution?

Base : All offered finance

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	811	156	136	155	213	151	439	134	436	304	57	94	269	304	207	114	221	476	494	317	26	-	468	152	191	-	811	811
Weighted Total	609	64*	118*	117*	180*	130*	337	93*	284	247	61*	73*	210	226	148*	126*	186	297	330	279	31**	-**	299	128*	182*	-**	609	811
Effective Base	335	60	58	64	97	67	185	54	165	131	32	40	116	123	82	61	101	174	196	141	14	-	183	65	90	-	335	811
Yes	580	63	112	112	173	119	322	87	265	243	55	68	192	225	141	120	177	283	315	265	30	-	284	121	174	-	580	763
	95%il	98%	95%	96%	96%	91%	96%	93%	93%	99%ichj	91%	94%	91%	99%icd	96%	96%	95%	95%	95%	95%	98%	-	95%	95%	96%	-	95%	94%
No	25	1	5	4	4	11	14	5	16	3	6	4	15	1	6	2	10	13	14	11	1	-	13	5	7	-	25	38
	4%im	1%	4%	3%	2%	9%	4%	5%	6%il	1%	9%il	6%	7%im	1%	4%	2%	5%	4%	4%	4%	2%	-	5%	4%	4%	-	4%	5%
Don't know	4	*	*	1	3	-	1	2	3	1	-	*	3	1	*	3	*	1	1	3	-	-	1	2	*	-	4	8
	1%	*	*	1%	2%	-	*	3%	1%	*	-	*	1%	*	*	3%	*	*	*	1%	-	-	*	2%	*	-	1%	1%
Refused	*	-	-	-	*	-	-	-	*	-	-	-	*	-	-	-	-	*	*	-	-	-	*	-	-	-	*	1
	*	-	-	-	*	-	-	-	*	-	-	-	*	-	-	-	-	*	*	-	-	-	*	-	-	-	*	*
No answer	*	-	-	-	*	-	-	-	*	-	-	-	*	-	-	-	-	*	-	*	-	-	-	-	*	-	*	1
	*	-	-	-	*	-	-	-	*	-	-	-	*	-	-	-	-	*	-	*	-	-	-	-	*	-	*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A31. Did you accept the terms and conditions offered by the finance institution?

Base : All offered finance

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	811	613	633	75	358	183	405	85	597	625	67	338	12	169	397	81	615	97	430	345	325	464	216	220	239	562	811
Weighted Total	609	445	407	37**	247	73*	203	26**	433	400	30**	239	4**	65*	196	24**	420	96*	366	217	258	329	112*	114*	133*	468	811
Effective Base	335	245	241	24	144	62	136	27	239	236	20	137	3	56	132	24	239	50	196	126	141	184	71	73	83	249	811
Yes	580 *95%*	424 *95%*	383 *94%*	32 *87%*	237 *96%*	67 *92%*	195 *96%*	25 *93%*	414 *96%*	377 *94%*	26 *88%*	230 *96%*	4 *96%*	62 *96%*	188 *96%*	23 *95%*	399 *95%*	90 *93%*	349 *95%*	205 *95%*	247 *96%*	310 *94%*	107 *95%*	106 *93%*	125 *94%*	447 *96%*	763 *94%*
No	25 *4%*	19 *4%*	20 *5%*	5 *13%*	11 *4%*	3 *5%*	7 *3%*	2 *7%*	17 *4%*	19 *5%*	4 *12%*	8 *4%*	- -	3 *4%*	6 *3%*	1 *5%*	17 *4%*	6 *6%*	15 *4%*	10 *5%*	9 *4%*	16 *5%*	5 *4%*	7 *6%*	8 *6%*	17 *4%*	38 *5%*
Don't know	4 *1%*	2 *	4 *1%*	* *	* *	2 **3%zad**	1 *1%*	- -	1 *	4 *1%*	* *	* *	* *4%*	- -	1 *1%*	- -	4 *1%*	* *	2 *1%*	2 *1%*	2 *1%*	3 *1%*	* *	* *	* *	4 *1%*	8 *1%*
Refused	* *	- -	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	- -	* *	- -	- -	* *	- -	* *	- -	- -	* *	- -	- -	- -	* *	1 *
No answer	* *	* *	- -	* *	* *	- -	- -	- -	* *	- -	* *	* *	- -	- -	- -	- -	* *	- -	- -	* *	- -	* *	- -	- -	- -	* *	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 218

A31. Did you accept the terms and conditions offered by the finance institution?

Base : All offered finance

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	811	313	302	416	387	130	43	56	76	377	356	811
Weighted Total	609	207	189	285	318	95*	30**	26**	85*	218	304	811
Effective Base	335	122	117	165	168	55	20	17	44	132	159	811
Yes	580	193	169	264	310	93	29	26	79	204	294	763
	95%bc	*93%*	*89%*	**93%b**	**97%abc**	*97%*	*96%*	*99%*	*93%*	*94%*	*97%*	*94%*
No	25	11	17	18	7	3	1	*	3	13	9	38
	4%	*5%*	**9%acd**	*6%*	*2%*	*3%*	*2%*	*1%*	*4%*	*6%*	*3%*	*5%*
Don't know	4	3	3	3	1	-	1	-	2	1	1	8
	1%	*1%*	*2%*	*1%*	*	-	*2%*	-	*3%*	*	*	*1%*
Refused	*	*	-	*	-	-	-	*	-	*	-	1
	*	*	-	*	-	-	-	*	-	*	-	*
No answer	*	*	*	*	-	-	-	-	-	*	-	1
	*	*	*	*	-	-	-	-	-	*	-	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 219

A32. What happened afterwards? Did you...

Base : All offered a smaller amount, worse conditions, turned down for or didn't accept finance

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	82	35	16	6	25	57	4	21	13	18	48	30	18	27	14	21	18	50	7	5	44	4	4	82
Weighted Total	84*	18*	3**	***	63**	21*	6**	23**	18**	20**	43**	23**	35**	28**	11**	4**	40**	32**	6**	4**	32**	1**	1**	82*
Effective Base	41	34	16	6	24	44	3	12	8	10	21	11	14	16	6	12	16	23	3	2	21	3	2	82
Give up/cancel plans	32 **38%a**	5 *27%*	* *6%*	- -	27 *43%*	5 *24%*	2 *43%*	5 *22%*	14 *79%*	7 *34%*	13 *30%*	6 *26%*	20 *58%*	9 *32%*	2 *17%*	1 *19%*	17 *43%*	9 *28%*	- -	4 *90%*	11 *36%*	- -	- -	21 *26%*
Talk to another financial institution to try to agree finance with them	16 *19%*	4 *21%*	1 *38%*	- -	11 *18%*	5 *23%*	1 *12%*	7 *31%*	* *3%*	3 *16%*	9 *20%*	6 *24%*	10 *27%*	4 *15%*	1 *8%*	2 *34%*	5 *13%*	11 *34%*	* *4%*	- -	10 *31%*	* *10%*	1 *65%*	18 *22%*
Talk to the finance institution to try to negotiate a new or better finance facility with them	14 *17%*	3 *17%*	* *12%*	* *49%*	10 *17%*	4 *16%*	- -	4 *16%*	* *1%*	6 *30%*	10 *23%*	4 *18%*	1 *1%*	6 *20%*	4 *38%*	* *11%*	5 *12%*	5 *15%*	4 *69%*	- -	4 *13%*	1 *50%*	* *5%*	15 *18%*
Accepted the finance	10 *12%*	3 *16%*	* *6%*	* *22%*	7 *11%*	3 *15%*	2 *43%*	3 *12%*	2 *13%*	* *3%*	5 *12%*	4 *19%*	2 *6%*	4 *15%*	1 *7%*	* *6%*	7 *18%*	2 *8%*	1 *8%*	- -	2 *7%*	- -	* *30%*	11 *13%*
Use an existing form of borrowing to replace some or all of the finance	4 *5%*	2 **9%a**	1 *19%*	* *12%*	2 *3%*	2 *11%*	- -	1 *3%*	* *1%*	3 *14%*	3 *7%*	* *2%*	- -	4 *13%*	* *2%*	* *5%*	- -	3 *10%*	1 *8%*	* *4%*	3 *10%*	- -	- -	8 *10%*
Financed myself	3 *4%*	1 *4%*	- -	- -	2 *4%*	1 *3%*	- -	- -	- -	1 *3%*	3 *7%*	2 *10%*	2 *7%*	1 *2%*	- -	- -	2 *6%*	- -	1 *11%*	- -	- -	- -	- -	2 *2%*
Other	4 *4%*	- -	* *13%*	* *17%*	3 *5%*	* *2%*	- -	3 *14%*	- -	* *	* *1%*	* *2%*	* *	- -	3 *29%*	* *8%*	3 *8%*	* *1%*	- -	* *6%*	* *1%*	- -	- -	4 *5%*
Don't know	1 *1%*	1 **4%z**	* *5%*	- -	- -	1 *4%*	* *2%*	* *1%*	1 *4%*	- -	- -	- -	- -	- -	- -	1 *18%*	- -	1 *2%*	- -	- -	1 *2%*	- -	- -	2 *2%*
Refused	* *1%*	* **3%z**	- -	- -	- -	* *2%*	- -	* *2%*	- -	- -	- -	- -	- -	* *2%*	- -	- -	- -	* *2%*	- -	- -	- -	* *40%*	- -	1 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A32. What happened afterwards? Did you...

Base : All offered a smaller amount, worse conditions, turned down for or didn't accept finance

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	82	15	11	16	16	24	69	2	40	23	16	10	32	23	23	12	19	51	60	22	6	-	54	15	13	-	82	82
Weighted Total	84*	8**	10**	22**	23**	21**	68*	3**	35**	17**	27**	5**	30**	19**	32**	15**	20**	49**	63*	21**	8**	-**	55**	19**	10**	-**	84*	82*
Effective Base	41	6	5	9	11	11	33	1	19	10	11	9	16	10	13	7	11	23	30	11	4	-	26	9	6	-	41	82
Give up/cancel plans	32 *38%*	1 *9%*	6 *57%*	10 *46%*	6 *28%*	9 *43%*	29 *43%*	- -	9 *25%*	5 *31%*	16 *58%*	2 *41%*	9 *32%*	6 *32%*	16 *49%*	5 *35%*	8 *39%*	19 *39%*	24 *38%*	8 *39%*	5 *62%*	- -	19 *34%*	8 *44%*	5 *49%*	- -	32 *38%*	21 *26%*
Talk to another financial institution to try to agree finance with them	16 *19%*	2 *30%*	1 *9%*	2 *10%*	7 *31%*	4 *17%*	13 *20%*	* *7%*	7 *21%*	5 *27%*	2 *8%*	1 *25%*	6 *21%*	5 *26%*	3 *9%*	4 *25%*	2 *10%*	11 *22%*	13 *20%*	3 *16%*	2 *25%*	- -	11 *20%*	5 *24%*	1 *9%*	- -	16 *19%*	18 *22%*
Talk to the finance institution to try to negotiate a new or better finance facility with them	14 *17%*	1 *7%*	* *3%*	4 *17%*	3 *15%*	6 *28%*	11 *16%*	- -	7 *20%*	3 *19%*	3 *11%*	- -	4 *14%*	4 *20%*	6 *19%*	3 *19%*	3 *13%*	8 *17%*	13 *21%*	1 *3%*	- -	- -	13 *24%*	1 *3%*	- -	- -	14 *17%*	15 *18%*
Accepted the finance	10 **12%!**	2 *31%*	3 *26%*	1 *3%*	3 *13%*	1 *6%*	5 *7%*	2 *93%*	7 *20%*	2 *14%*	* *2%*	- -	8 *27%*	1 *4%*	1 *4%*	3 *18%*	3 *17%*	4 *8%*	4 *7%*	6 *26%*	* *4%*	- -	4 *7%*	5 *24%*	1 *13%*	- -	10 *12%*	11 *13%*
Use an existing form of borrowing to replace some or all of the finance	4 *5%*	2 *22%*	1 *5%*	1 *3%*	- -	1 *5%*	2 *3%*	- -	1 *2%*	1 *5%*	2 *8%*	1 *18%*	1 *3%*	2 *10%*	1 *2%*	1 *4%*	3 *15%*	* *1%*	3 *5%*	1 *4%*	- -	- -	3 *6%*	* *2%*	1 *5%*	- -	4 *5%*	6 *10%*
Financed myself	3 *4%*	- -	- -	1 *3%*	2 *10%*	- -	3 *5%*	- -	3 *9%*	- -	- -	- -	1 *2%*	- -	2 *8%*	- -	1 *3%*	2 *5%*	1 *1%*	2 *11%*	1 *8%*	- -	- -	1 *3%*	2 *23%*	- -	3 *4%*	2 *2%*
Other	4 *4%*	- -	- -	3 *14%*	* *1%*	* *1%*	3 *5%*	- -	* *1%*	* *1%*	3 *12%*	- -	- -	* *2%*	3 *10%*	* *	- -	4 *7%*	4 *6%*	- -	- -	- -	4 *6%*	- -	- -	- -	4 *4%*	4 *5%*
Don't know	1 *1%*	* *2%*	- -	1 *3%*	- -	- -	1 *1%*	- -	1 *2%*	- -	- -	1 *17%*	* *	1 *4%*	- -	- -	1 *3%*	* *	1 *1%*	- -	- -	- -	1 *1%*	- -	- -	- -	1 *1%*	2 *2%*
Refused	* *1%*	- -	- -	- -	* *2%*	- -	* *1%*	- -	- -	* *3%*	- -	- -	- -	* *3%*	- -	- -	- -	* *1%*	* *1%*	- -	- -	- -	* *1%*	- -	- -	- -	* *1%*	1 *1%*

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A32. What happened afterwards? Did you...

Base : All offered a smaller amount, worse conditions, turned down for or didn't accept finance

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	82	58	69	9	38	24	24	11	51	59	5	29	1	15	23	11	50	14	30	49	35	46	22	24	26	56	82
Weighted Total	84*	55**	69*	8**	41**	21**	16**	3**	47**	56**	7**	33**	***	9**	16**	3**	54**	14**	40**	41**	37**	47**	20**	23**	24**	60**	82*
Effective Base	41	28	33	4	19	11	10	6	25	27	3	16	1	6	10	6	25	8	18	23	18	23	10	11	12	29	82
Give up/cancel plans	32 *38%*	14 *25%*	24 *34%*	1 *6%*	13 *33%*	11 *50%*	1 *8%*	1 *26%*	9 *18%*	17 *30%*	-	7 *22%*	-	4 *44%*	1 *8%*	1 *26%*	25 *46%*	3 *24%*	21 *53%*	11 *26%*	11 *30%*	21 *44%*	4 *19%*	7 *29%*	7 *28%*	25 *42%*	21 *26%*
Talk to another financial institution to try to agree finance with them	16 *19%*	11 *19%*	13 *20%*	2 *18%*	6 *14%*	3 *15%*	2 *14%*	* *5%*	9 *20%*	11 *19%*	1 *9%*	5 *15%*	-	1 *8%*	2 *14%*	* *5%*	4 *7%*	7 *50%*	3 *8%*	13 *32%*	6 *15%*	11 *23%*	1 *4%*	1 *6%*	1 *6%*	15 *25%*	18 *22%*
Talk to the finance institution to try to negotiate a new or better finance facility with them	14 *17%*	13 *24%*	11 *16%*	6 *66%*	10 *24%*	1 *4%*	5 *32%*	1 *35%*	13 *28%*	11 *19%*	6 *80%*	9 *29%*	* *100%*	1 *10%*	5 *32%*	1 *35%*	6 *12%*	3 *21%*	2 *4%*	10 *24%*	9 *24%*	5 *11%*	9 *45%*	9 *41%*	9 *39%*	5 *7%*	15 *18%*
Accepted the finance	10 *12%*	7 *12%*	10 *15%*	1 *11%*	3 *7%*	3 *14%*	5 *29%*	- -	7 *14%*	10 *18%*	1 *10%*	3 *9%*	- -	3 *33%*	5 *29%*	- -	9 *17%*	- -	5 *13%*	5 *12%*	3 *9%*	7 *15%*	* *2%*	- -	* *2%*	9 *16%*	11 *13%*
Use an existing form of borrowing to replace some or all of the finance	4 *5%*	3 *6%*	3 *5%*	- -	3 *7%*	* *1%*	3 *18%*	1 *34%*	3 *7%*	3 *6%*	- -	3 *8%*	- -	* *2%*	3 *17%*	1 *34%*	3 *5%*	1 *5%*	2 *6%*	2 *4%*	3 *9%*	1 *1%*	1 *7%*	1 *4%*	1 *6%*	3 *4%*	8 *10%*
Financed myself	3 *4%*	3 *6%*	2 *4%*	- -	2 *6%*	2 *11%*	- -	- -	2 *5%*	- -	- -	2 *7%*	- -	- -	- -	- -	2 *4%*	- -	2 *6%*	1 *2%*	1 *2%*	2 *5%*	- -	- -	- -	3 *5%*	2 *2%*
Other	4 *4%*	4 *6%*	4 *5%*	- -	3 *8%*	* *1%*	- -	- -	3 *7%*	3 *6%*	- -	3 *10%*	- -	* *3%*	- -	- -	3 *6%*	- -	3 *8%*	* *1%*	3 *9%*	* *1%*	3 *17%*	3 *15%*	3 *14%*	* *	4 *5%*
Don't know	1 *1%*	1 *1%*	1 *1%*	- -	1 *2%*	* *1%*	- -	- -	1 *1%*	1 *1%*	- -	- -	- -	- -	- -	- -	1 *1%*	- -	1 *2%*	* *	1 *2%*	- -	1 *3%*	1 *3%*	1 *3%*	* *	2 *2%*
Refused	* *1%*	* *1%*	* *1%*	- -	* *1%*	* *2%*	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	* *1%*	- -	- -	- -	- -	* *1%*	* *2%*	* *2%*	* *2%*	- -	1 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 222

A32. What happened afterwards? Did you...

Base : All offered a smaller amount, worse conditions, turned down for or didn't accept finance

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	82	43	33	51	31	15	8	11	12	32	38	82
Weighted Total	84*	38**	30**	49**	35**	10**	8**	16**	15**	26**	44**	82*
Effective Base	41	21	16	25	16	6	4	7	8	14	20	82
Give up/cancel plans	32 *38%*	8 *22%*	8 *25%*	14 *28%*	18 *53%*	5 *51%*	7 *78%*	7 *45%*	3 *20%*	6 *22%*	23 *53%*	21 *26%*
Talk to another financial institution to try to agree finance with them	16 *19%*	10 *27%*	8 *25%*	13 *26%*	4 *11%*	3 *32%*	1 *6%*	5 *32%*	7 *49%*	4 *17%*	5 *11%*	18 *22%*
Talk to the finance institution to try to negotiate a new or better finance facility with them	14 *17%*	8 *21%*	7 *23%*	10 *21%*	3 *10%*	* *	1 *6%*	1 *3%*	1 *9%*	7 *27%*	6 *13%*	15 *18%*
Accepted the finance	10 *12%*	2 *4%*	1 *3%*	2 *4%*	8 *23%*	1 *9%*	* *2%*	3 *20%*	2 *16%*	5 *18%*	3 *6%*	11 *13%*
Use an existing form of borrowing to replace some or all of the finance	4 *5%*	3 *8%*	1 *2%*	3 *7%*	1 *2%*	* *2%*	1 *8%*	- -	1 *4%*	* *1%*	3 *7%*	8 *10%*
Financed myself	3 *4%*	3 *8%*	3 *10%*	3 *6%*	- -	- -	- -	- -	- -	3 *12%*	- -	2 *2%*
Other	4 *4%*	3 *9%*	3 *11%*	3 *7%*	* *1%*	- -	- -	- -	- -	* *1%*	3 *8%*	4 *5%*
Don't know	1 *1%*	* *	- -	* *	1 *2%*	1 *7%*	- -	- -	* *1%*	1 *3%*	- -	2 *2%*
Refused	* *1%*	* *1%*	- -	* *1%*	- -	- -	- -	- -	- -	- -	* *1%*	1 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 223

A33. Was the (bank loan/commercial mortgage) you obtained for the same tenure period, (i.e. the length of time over which it needs to be repaid) that you wanted when you applied?

Base : All with a bank loan or commercial mortgage as their most recent finance type and received money

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	152	55	43	26	28	124	5	19	22	36	111	75	19	32	35	62	26	99	18	5	79	9	14	152
Weighted Total	110*	29*	8*	1**	72**	38*	5**	18**	18**	32**	74*	42**	35**	38**	22**	10*	50**	48*	10**	***	44**	2**	3**	152
Effective Base	59	53	41	25	27	84	3	10	9	16	40	24	15	19	15	37	20	33	9	3	29	5	8	152
Yes - for the period requested	91 **83%e**	21 *73%*	7 **90%ze**	1 *88%*	62 *86%*	29 *77%*	4 *86%*	14 *80%*	17 *91%*	25 *78%*	60 *82%*	35 *85%*	32 *92%*	28 *73%*	18 *81%*	9 **92%z**	41 *83%*	38 *80%*	10 *98%*	* *34%*	36 *81%*	1 *70%*	2 *78%*	126 *83%*
No - longer period	8 *7%*	3 **10%z**	- -	- -	5 *7%*	3 *7%*	1 *14%*	4 *20%*	- -	* *2%*	4 *6%*	4 *9%*	2 *7%*	4 *10%*	1 *5%*	- -	5 *11%*	2 *5%*	- -	- -	2 *6%*	- -	- -	7 *5%*
No - shorter period	7 *6%*	4 **13%z**	1 *10%*	* *4%*	2 *3%*	5 *12%*	- -	- -	2 *9%*	4 *11%*	5 *7%*	2 *4%*	- -	4 *10%*	3 *12%*	1 *7%*	1 *1%*	6 *12%*	* *2%*	* *66%*	5 *12%*	- -	1 *22%*	13 *9%*
Don't know	1 *1%*	1 **3%z**	- -	* *4%*	- -	1 *2%*	- -	- -	- -	- -	1 *1%*	1 *2%*	- -	* *1%*	* *2%*	* *1%*	- -	1 *2%*	- -	- -	1 *2%*	- -	- -	3 *2%*
Refused	1 *	1 **2%z**	- -	- -	- -	1 *1%*	- -	- -	- -	1 *2%*	1 *1%*	- -	1 *1%*	- -	- -	- -	- -	1 *1%*	- -	- -	- -	1 *30%*	- -	1 *1%*
No answer	2 *2%*	- -	- -	* *4%*	2 *3%*	* *	- -	- -	- -	2 *8%*	2 *3%*	* *	- -	2 *6%*	- -	* *1%*	2 *5%*	* *	- -	- -	* *	- -	- -	2 *1%*
No	**15** ***14%e***	**6** ***23%z***	**1** ***10%***	* ***4%***	**7** ***10%***	**7** ***19%b***	**1** ***14%***	**4** ***20%***	**2** ***9%***	**4** ***13%***	**10** ***13%***	**5** ***13%***	**2** ***7%***	**8** ***20%***	**4** ***17%***	**1** ***7%***	**6** ***12%***	**8** ***17%***	* ***2%***	* ***66%***	**8** ***17%***	- ***	**1** ***22%***	**20** ***13%***

Participant Type : Micro, small and medium sized businesses
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Business Finance Survey 2016
(FINAL)

Table 224

A33. Was the (bank loan/commercial mortgage) you obtained for the same tenure period, (i.e. the length of time over which it needs to be repaid) that you wanted when you applied?

Base : All with a bank loan or commercial mortgage as their most recent finance type and received money

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	152	30	21	38	38	25	84	35	86	51	14	17	57	49	39	25	43	84	86	66	4	-	82	34	36	-	152	152
Weighted Total	110*	9**	22**	30**	33**	16**	66*	20**	48*	41**	20**	10**	37**	41**	27**	26**	37**	46**	62*	48**	4**	-**	58*	21**	30**	-**	110*	152
Effective Base	59	11	10	15	18	8	34	14	31	20	9	7	21	21	15	12	20	27	34	25	1	-	33	11	15	-	59	152
Yes - for the period requested	91 83%h	8 83%	18 82%	26 87%	24 73%	16 97%	53 80%	19 94%	34 70%	39 97%	18 88%	6 59%	25 69%	40 98%	22 82%	19 74%	34 93%	37 80%	49 79%	42 88%	4 96%	-	46 78%	19 88%	27 89%	-	91 83%	126 83%
No - longer period	8 7%	* 4%	3 12%	2 7%	3 9%	- -	5 7%	* 2%	8 16%iz	- -	- -	3 30%	6 16%	1 2%	* 2%	4 14%	1 4%	3 6%	7 12%	1 1%	- -	-	7 12%	1 3%	- -	- -	8 7%	7 5%
No - shorter period	7 6%	1 9%	1 5%	2 7%	3 9%	* *	5 8%	1 3%	4 8%	1 2%	2 12%	1 11%	2 6%	* 1%	4 15%	* 1%	1 2%	6 12%	5 8%	2 5%	* 4%	-	5 8%	1 7%	1 3%	- -	7 6%	13 9%
Don't know	1 1%	* 4%	- -	- -	1 2%	- -	* *	* 2%	* 1%	* 1%	- -	- -	1 2%	- -	* 1%	- -	* 1%	1 1%	1 1%	- -	- -	-	1 2%	- -	- -	- -	1 1%	3 2%
Refused	1 *	- -	- -	- -	- -	1 3%	1 1%	- -	- -	- -	- -	- -	1 1%	- -	- -	1 2%	- -	- -	- -	1 1%	- -	-	- -	1 2%	- -	- -	1 *	1 1%
No answer	2 2%	- -	- -	- -	2 7%	- -	2 4%	- -	2 5%	- -	- -	- -	2 7%	- -	- -	2 9%	- -	* *	- -	2 5%	- -	-	- -	- -	2 8%	- -	2 2%	2 1%
No	**15** *14%*	**1** *13%*	**4** *18%*	**4** *13%*	**6** *18%*	* *	**10** *15%*	**1** *5%*	**12** **24%iz**	**1** *2%*	**2** *12%*	**4** *41%*	**8** *22%*	**1** *2%*	**5** *17%*	**4** *15%*	**2** *6%*	**9** *18%*	**12** *19%*	**3** *6%*	* *4%*	**-** -	**12** *20%*	**2** *10%*	**1** *3%*	**-** -	**15** *14%*	**20** *13%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 225

A33. Was the (bank loan/commercial mortgage) you obtained for the same tenure period, (i.e. the length of time over which it needs to be repaid) that you wanted when you applied?

Base : All with a bank loan or commercial mortgage as their most recent finance type and received money

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	152	143	97	39	66	25	59	15	141	96	36	63	4	23	55	15	122	14	63	82	85	63	34	39	40	111	152
Weighted Total	110*	102*	53*	24**	44**	6**	24**	3**	101*	52*	21**	43**	***	5**	23**	3**	80*	14**	54**	55*	65*	44**	13**	13**	15**	94*	152
Effective Base	59	54	34	13	23	16	20	9	53	33	12	22	3	15	18	9	45	7	28	30	35	23	9	12	12	48	152
Yes - for the period requested	91 83%bi	84 83%b	39 73%	18 76%	38 85%	4 69%	17 68%	2 71%	84 83%i	38 73%	15 73%	37 85%	* 100%	3 66%	15 66%	2 71%	67 83%	10 73%	46 86%	44 80%	57 88%	33 75%	12 91%	10 80%	13 83%	78 83%	126 83%
No - longer period	8 7%	7 7%	7 13%	1 6%	- -	- -	3 14%	* 15%	7 7%	7 13%	1 6%	- -	- -	- -	3 15%	* 15%	7 8%	1 5%	3 6%	5 9%	3 5%	5 10%	1 9%	2 14%	2 12%	6 6%	7 5%
No - shorter period	7 6%	6 6%	6 11%	4 18%	3 7%	2 31%	4 16%	* 14%	6 6%	6 11%	4 20%	3 7%	- -	2 34%	4 17%	* 14%	6 7%	* 3%	2 3%	5 10%	2 3%	5 11%	- -	1 6%	1 5%	6 7%	13 9%
Don't know	1 1%	1 1%	1 2%	* *	1 2%	- -	1 2%	- -	1 1%	1 2%	* *	* 1%	- -	- -	1 2%	- -	1 1%	- -	* 1%	* 1%	- -	1 2%	- -	- -	- -	1 1%	3 2%
Refused	1 *	1 *	1 1%	- -	1 1%	- -	- -	- -	1 1%	1 1%	- -	1 1%	- -	- -	- -	- -	- -	1 4%	- -	1 1%	- -	1 1%	- -	- -	- -	1 1%	1 1%
No answer	2 2%p	2 2%	- -	* *	2 6%	- -	- -	- -	2 2%	- -	* *	2 6%	- -	- -	- -	- -	* *	2 17%	2 4%	* *	2 4%	* *	- -	- -	- -	2 3%	2 1%
No	**15** ***14%***	**14** ***13%***	**13** ***24%za***	**5** ***23%***	**3** ***7%***	**2** ***31%***	**7** ***30%***	**1** ***29%***	**14** ***14%***	**13** ***24%zh***	**5** ***27%***	**3** ***7%***	**-** **-**	**2** ***34%***	**7** ***32%***	**1** ***29%***	**12** ***15%***	**1** ***7%***	**5** ***9%***	**10** ***19%***	**5** ***8%***	**9** ***22%***	**1** ***9%***	**3** ***20%***	**3** ***17%***	**12** ***13%***	**20** ***13%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A33. Was the (bank loan/commercial mortgage) you obtained for the same tenure period, (i.e. the length of time over which it needs to be repaid) that you wanted when you applied?

Base : All with a bank loan or commercial mortgage as their most recent finance type and received money

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	152	62	48	74	78	29	8	7	14	75	64	152
Weighted Total	110*	36**	22**	45**	65*	20**	3**	3**	12**	42**	56**	152
Effective Base	59	21	17	26	33	12	6	2	8	26	27	152
Yes - for the period requested	91 *83%*	29 *80%*	17 *77%*	34 *76%*	57 *87%*	18 *93%*	3 *84%*	* *10%*	9 *74%*	30 *72%*	52 *93%*	126 *83%*
No - longer period	8 *7%*	2 *5%*	4 *16%*	4 *9%*	4 *6%*	- -	- -	3 *81%*	3 *26%*	5 *12%*	- -	7 *5%*
No - shorter period	7 *6%*	5 *14%*	1 *3%*	5 *12%*	2 *2%*	1 *5%*	- -	* *9%*	- -	4 *9%*	3 *6%*	13 *9%*
Don't know	1 *1%*	- -	* *2%*	* *1%*	1 *1%*	* *2%*	- -	- -	- -	* *1%*	* *1%*	3 *2%*
Refused	1 *	1 *1%*	1 *2%*	1 *1%*	- -	- -	1 *16%*	- -	- -	- -	1 *1%*	1 *1%*
No answer	2 *2%*	* *	* *	* *	2 *4%*	- -	- -	- -	- -	2 *6%*	- -	2 *1%*
No	**15** ***14%***	**7** ***19%***	**4** ***19%***	**10** ***21%***	**5** ***8%***	**1** ***5%***	**-** **-**	**3** ***90%***	**3** ***26%***	**9** ***21%***	**3** ***6%***	**20** ***13%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A34. What was the tenure period you got?

Base : All who got mortgage/loan for different tenure period

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	20	12	4	1	3	17	1	3	5	4	12	8	1	6	8	4	4	13	1	2	12	-	1	20
Weighted Total	15**	6**	1**	***	7**	7**	1**	4**	2**	4**	10**	5**	2**	8**	4**	1**	6**	8**	***	***	8**	-**	1**	20*
Effective Base	10	11	4	1	3	14	1	2	4	3	6	3	1	4	7	3	3	8	1	1	7	-	1	20
One year or less	3	*	-	-	2	*	-	-	*	2	2	-	-	2	*	-	-	3	-	-	3	-	-	2
	20%	*8%*	-	-	*32%*	*7%*	-	-	*32%*	*58%*	*25%*	-	-	*31%*	*13%*	-	-	*35%*	-	-	*38%*	-	-	*10%*
1-2 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3-4 years	2	2	*	-	-	2	-	1	1	*	*	-	-	1	1	*	-	2	-	*	1	-	1	4
	13%	*26%*	*28%*	-	-	*26%*	-	*18%*	*50%*	*12%*	*5%*	-	-	*9%*	*28%*	*36%*	-	*21%*	-	*81%*	*15%*	-	*100%*	*20%*
5-7 years	4	1	*	-	2	1	-	2	*	-	1	1	2	1	*	-	3	*	-	-	*	-	-	4
	25%	*16%*	*28%*	-	*32%*	*17%*	-	*65%*	*15%*	-	*11%*	*19%*	*100%*	*9%*	*6%*	-	*56%*	*3%*	-	-	*3%*	-	-	*20%*
8-10 years	*	-	-	*	-	*	-	-	*	-	-	-	-	-	-	*	-	-	-	*	-	-	-	1
	*	-	-	*100%*	-	*1%*	-	-	*3%*	-	-	-	-	-	-	*8%*	-	-	-	*19%*	-	-	-	*5%*
11-15 years	2	1	*	-	-	2	-	-	-	1	2	1	-	1	1	*	-	2	-	-	2	-	-	4
	10%	*21%*	*15%*	-	-	*20%*	-	-	-	*16%*	*16%*	*16%*	-	*9%*	*19%*	*20%*	-	*18%*	-	-	*20%*	-	-	*20%*
16-20 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
21-25 years	1	1	-	-	-	1	1	1	-	-	1	1	-	1	1	-	-	1	-	-	1	-	-	2
	9%	*20%*	-	-	-	*18%*	*100%*	*18%*	-	-	*7%*	*12%*	-	*9%*	*18%*	-	-	*16%*	-	-	*17%*	-	-	*10%*
26-30 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Over 30 years	3	-	-	-	3	-	-	-	-	-	3	3	-	3	-	-	3	-	-	-	-	-	-	1
	18%	-	-	-	*36%*	-	-	-	-	-	*28%*	*49%*	-	*35%*	-	-	*44%*	-	-	-	-	-	-	*5%*
Don't know	1	1	*	-	-	1	-	-	-	1	1	*	-	-	1	*	-	1	*	-	1	-	-	2
	5%	*9%*	*28%*	-	-	*11%*	-	-	-	*14%*	*8%*	*4%*	-	-	*15%*	*36%*	-	*7%*	*100%*	-	*7%*	-	-	*10%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 228

A34. What was the tenure period you got?

Base : All who got mortgage/loan for different tenure period

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	20	4	3	8	4	1	14	2	16	3	1	4	8	3	6	4	4	12	13	7	1	-	12	5	3	-	20	20
Weighted Total	15**	1**	4**	4**	6**	***	10**	1**	12**	1**	2**	4**	8**	1**	5**	4**	2**	9**	12**	3**	***	-**	12**	2**	1**	-**	15**	20*
Effective Base	10	4	2	7	3	1	7	2	8	3	1	3	4	2	3	2	4	5	7	6	1	-	7	4	3	-	10	20
One year or less	3	-	-	-	3	-	2	-	*	-	2	*	-	-	3	-	-	3	3	-	-	-	3	-	-	-	3	2
	20%	-	-	-	*50%*	-	*24%*	-	*4%*	-	*100%*	*12%*	-	-	*62%*	-	-	*34%*	*24%*	-	-	-	*24%*	-	-	-	*20%*	*10%*
1-2 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3-4 years	2	-	1	1	*	-	1	1	2	*	-	-	1	-	1	-	1	1	1	1	-	-	1	1	-	-	2	4
	13%	-	*15%*	*22%*	*9%*	-	*14%*	*61%*	*15%*	*32%*	-	-	*7%*	-	*16%*	-	*54%*	*9%*	*11%*	*23%*	-	-	*11%*	*32%*	-	-	*13%*	*20%*
5-7 years	4	*	-	1	2	-	3	*	4	-	-	2	3	*	-	*	-	3	3	*	-	-	3	-	*	-	4	4
	25%	*30%*	-	*22%*	*41%*	-	*33%*	*39%*	*31%*	-	-	*58%*	*39%*	*25%*	-	*9%*	-	*38%*	*29%*	*8%*	-	-	*29%*	-	*24%*	-	*25%*	*20%*
8-10 years	*	-	-	-	-	*	-	-	*	-	-	-	-	*	-	-	-	*	-	*	-	-	-	*	-	-	*	1
	*	-	-	-	-	*100%*	-	-	*	-	-	-	-	*6%*	-	-	-	*1%*	-	*2%*	-	-	-	*3%*	-	-	*	*5%*
11-15 years	2	1	-	1	-	-	1	-	1	*	-	-	*	-	1	*	*	1	*	1	*	-	-	1	1	-	2	4
	10%	*70%*	-	*16%*	-	-	*8%*	-	*9%*	*68%*	-	-	*2%*	-	*22%*	*9%*	*16%*	*9%*	*1%*	*48%*	*100%*	-	-	*38%*	*76%*	-	*10%*	*20%*
16-20 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
21-25 years	1	-	-	1	-	-	1	-	1	-	-	1	1	1	-	1	1	-	1	-	-	-	1	-	-	-	1	2
	9%	-	-	*33%*	-	-	*13%*	-	*11%*	-	-	*16%*	*8%*	*70%*	-	*16%*	*29%*	-	*11%*	-	-	-	*11%*	-	-	-	*9%*	*10%*
26-30 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Over 30 years	3	-	3	-	-	-	-	-	3	-	-	-	3	-	-	3	-	-	3	-	-	-	3	-	-	-	3	1
	18%	-	*71%*	-	-	-	-	-	*23%*	-	-	-	*34%*	-	-	*66%*	-	-	*22%*	-	-	-	*23%*	-	-	-	*18%*	*5%*
Don't know	1	-	1	*	-	-	1	-	1	-	-	1	1	-	-	-	-	1	*	1	-	-	*	1	-	-	1	2
	5%	-	*15%*	*6%*	-	-	*8%*	-	*7%*	-	-	*14%*	*10%*	-	-	-	-	*9%*	*2%*	*19%*	-	-	*2%*	*27%*	-	-	*5%*	*10%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A34. What was the tenure period you got?

Base : All who got mortgage/loan for different tenure period

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	20	18	16	8	3	5	8	3	18	16	8	3	-	5	8	3	15	2	6	14	9	11	2	5	5	14	20
Weighted Total	15**	14**	13**	5**	3**	2**	7**	1**	14**	13**	5**	3**	-**	2**	7**	1**	12**	1**	5**	10**	5**	9**	1**	3**	3**	12**	20*
Effective Base	10	9	7	4	2	4	4	2	9	7	4	2	-	4	4	2	7	2	3	7	4	6	2	5	5	7	20
One year or less	3	3	3	2	2	*	2	-	3	3	2	2	-	*	2	-	3	-	*	2	-	3	-	-	-	2	2
	20%	*21%*	*23%*	*44%*	*80%*	*28%*	*33%*	-	*21%*	*23%*	*44%*	*80%*	-	*28%*	*33%*	-	*23%*	-	*11%*	*24%*	-	*31%*	-	*20%*	*20%*	*20%*	*10%*
1-2 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3-4 years	2	1	1	-	*	*	1	*	1	1	-	*	-	*	1	*	1	-	1	1	1	1	1	1	1	1	4
	13%	*9%*	*10%*	-	*8%*	*13%*	*11%*	*51%*	*9%*	*10%*	-	*8%*	-	*13%*	*11%*	*51%*	*9%*	-	*14%*	*13%*	*16%*	*11%*	*100%*	*55%*	*55%*	*5%*	*20%*
5-7 years	4	4	3	*	-	-	-	-	4	3	*	-	-	-	-	-	4	-	2	1	3	1	-	-	-	3	4
	25%	*27%*	*21%*	*4%*	-	-	-	-	*27%*	*21%*	*4%*	-	-	-	-	-	*29%*	-	*52%*	*12%*	*51%*	*9%*	-	-	-	*28%*	*20%*
8-10 years	*	*	*	-	-	*	-	-	*	*	-	-	-	*	-	-	*	-	*	-	*	-	-	-	-	*	1
	*	*	*	-	-	*3%*	-	-	*	*	-	-	-	*3%*	-	-	*	-	*1%*	-	*1%*	-	-	-	-	*	*5%*
11-15 years	2	2	2	2	*	1	*	*	2	2	2	*	-	1	*	*	1	*	1	*	1	*	-	-	-	2	4
	10%	*11%*	*12%*	*28%*	*12%*	*56%*	*7%*	*49%*	*11%*	*12%*	*28%*	*12%*	-	*56%*	*7%*	*49%*	*9%*	*35%*	*22%*	*5%*	*21%*	*4%*	-	-	-	*13%*	*20%*
16-20 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
21-25 years	1	1	1	1	-	-	1	-	1	1	1	-	-	-	1	-	1	1	-	1	-	1	-	1	1	1	2
	9%	*10%*	*10%*	*24%*	-	-	*9%*	-	*10%*	*10%*	*24%*	-	-	-	*9%*	-	*5%*	*65%*	-	*13%*	-	*14%*	-	*26%*	*26%*	*6%*	*10%*
26-30 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Over 30 years	3	3	3	-	-	-	3	-	3	3	-	-	-	-	3	-	3	-	-	3	-	3	-	-	-	3	1
	18%	*20%*	*21%*	-	-	-	*37%*	-	*20%*	*21%*	-	-	-	-	*37%*	-	*22%*	-	-	*26%*	-	*28%*	-	-	-	*22%*	*5%*
Don't know	1	*	*	-	-	-	*	-	*	*	-	-	-	-	*	-	*	-	-	1	1	*	-	-	-	1	2
	5%	*2%*	*2%*	-	-	-	*3%*	-	*2%*	*2%*	-	-	-	-	*3%*	-	*2%*	-	-	*8%*	*10%*	*2%*	-	-	-	*7%*	*10%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A34. What was the tenure period you got?

Base : All who got mortgage/loan for different tenure period

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	20	12	6	14	6	2	-	3	2	14	4	20
Weighted Total	15**	7**	4**	10**	5**	1**	-**	3**	3**	9**	3**	20*
Effective Base	10	6	3	7	3	2	-	1	2	7	2	20
One year or less	3	3	-	3	-	-	-	-	-	*	2	2
	20%	*43%*	-	*30%*	-	-	-	-	-	*6%*	*77%*	*10%*
1-2 years	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-
3-4 years	2	2	1	2	-	-	-	*	-	2	*	4
	13%	*29%*	*17%*	*20%*	-	-	-	*8%*	-	*20%*	*7%*	*20%*
5-7 years	4	*	2	3	1	-	-	-	2	1	-	4
	25%	*3%*	*56%*	*28%*	*19%*	-	-	-	*79%*	*14%*	-	*20%*
8-10 years	*	*	-	*	-	-	-	*	-	*	-	1
	*	*1%*	-	*1%*	-	-	-	*2%*	-	*1%*	-	*5%*
11-15 years	2	1	*	1	*	*	-	-	-	1	*	4
	10%	*12%*	*11%*	*12%*	*7%*	*39%*	-	-	-	*12%*	*16%*	*20%*
16-20 years	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-
21-25 years	1	1	1	1	1	-	-	-	1	1	-	2
	9%	*10%*	*15%*	*7%*	*12%*	-	-	-	*21%*	*8%*	-	*10%*
26-30 years	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-
Over 30 years	3	-	-	-	3	-	-	3	-	3	-	1
	18%	-	-	-	*51%*	-	-	*90%*	-	*31%*	-	*5%*
Don't know	1	*	-	*	1	1	-	-	-	1	-	2
	5%	*3%*	-	*2%*	*11%*	*61%*	-	-	-	*9%*	-	*10%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A34. What was the tenure period you got?

Base : All who got mortgage/loan for different tenure period

		A11b. Which type of external finance did you seek most recently?																			
	Wtd Total (z)	Bank Overdraft (a)	Bank Loan (b)	Commercial mortgage (c)	Government or local government grants (d)	Loans from friends or family (e)	Loans from directors (f)	Loans from other third parties/ other organisations (SPECIFY) (g)	Leasing or hire purchase (h)	Invoice finance or factoring (asset based) (i)	Credit cards (j)	Finance from Government scheme (SPECIFY) (k)	International trade finance (l)	Equity finance (m)	Mezzanine finance (n)	Loan through peer to peer lending platform (o)	Corporate bonds (p)	Other (SPECIFY) (q)	Don't know (r)	Refused (s)	Bank finance (t)	Non-bank finance (u)
Unweighted Total	20	-	13	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	20	-
Weighted Total	15**	-**	12**	3**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	-**	15**	-**
Effective Base	10	-	7	6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	10	-
One year or less	3	-	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3	-
	20%	-	*25%*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*20%*	-
1-2 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3-4 years	2	-	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	-
	13%	-	*17%*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*13%*	-
5-7 years	4	-	3	*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4	-
	25%	-	*29%*	*8%*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*25%*	-
8-10 years	*	-	*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*	-
	*	-	*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*	-
11-15 years	2	-	-	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	-
	10%	-	-	*49%*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*10%*	-
16-20 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
21-25 years	1	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-
	9%	-	-	*43%*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*9%*	-
26-30 years	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Over 30 years	3	-	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3	-
	18%	-	*23%*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*18%*	-
Don't know	1	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-
	5%	-	*7%*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*5%*	-
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g/h/i/j/k/l/m/n/o/p/q/r/s/t/u
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A35. Why were you not able to obtain the (loan/mortgage) for the tenure period you wanted?

Base : All who got mortgage/loan for different tenure period

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	20	12	4	1	3	17	1	3	5	4	12	8	1	6	8	4	4	13	1	2	12	-	1	20
Weighted Total	15**	6**	1**	***	7**	7**	1**	4**	2**	4**	10**	5**	2**	8**	4**	1**	6**	8**	***	***	8**	-**	1**	20*
Effective Base	10	11	4	1	3	14	1	2	4	3	6	3	1	4	7	3	3	8	1	1	7	-	1	20
Response Given	13	5	*	*	7	6	1	4	2	3	8	4	2	6	4	*	6	7	-	*	6	-	1	16
	89%	*80%*	*56%*	*100%*	*100%*	*77%*	*100%*	*100%*	*100%*	*84%*	*82%*	*81%*	*100%*	*83%*	*100%*	*44%*	*100%*	*82%*	-	*100%*	*81%*	-	*100%*	*80%*
Don't know	2	1	*	-	-	2	-	-	-	1	2	1	-	1	-	*	-	1	*	-	1	-	-	4
	11%	*20%*	*44%*	-	-	*23%*	-	-	-	*16%*	*18%*	*19%*	-	*17%*	-	*56%*	-	*18%*	*100%*	-	*19%*	-	-	*20%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 233

A35. Why were you not able to obtain the (loan/mortgage) for the tenure period you wanted?

Base : All who got mortgage/loan for different tenure period

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	20	4	3	8	4	1	14	2	16	3	1	4	8	3	6	4	4	12	13	7	1	-	12	5	3	-	20	20
Weighted Total	15**	1**	4**	4**	6**	***	10**	1**	12**	1**	2**	4**	8**	1**	5**	4**	2**	9**	12**	3**	***	-**	12**	2**	1**	-**	15**	20*
Effective Base	10	4	2	7	3	1	7	2	8	3	1	3	4	2	3	2	4	5	7	6	1	-	7	4	3	-	10	20
Response Given	13	1	4	2	6	*	9	1	10	1	2	4	8	*	4	4	2	8	11	2	-	-	11	1	1	-	13	16
	89%	*89%*	*100%*	*61%*	*100%*	*100%*	*90%*	*100%*	*87%*	*82%*	*100%*	*100%*	*95%*	*30%*	*86%*	*100%*	*71%*	*88%*	*91%*	*77%*	-	-	*92%*	*62%*	*100%*	-	*89%*	*80%*
Don't know	2	*	-	2	-	-	1	-	2	*	-	-	*	1	1	-	1	1	1	1	*	-	1	1	-	-	2	4
	11%	*11%*	-	*39%*	-	-	*10%*	-	*13%*	*18%*	-	-	*5%*	*70%*	*14%*	-	*29%*	*12%*	*9%*	*23%*	*100%*	-	*8%*	*38%*	-	-	*11%*	*20%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A35. Why were you not able to obtain the (loan/mortgage) for the tenure period you wanted?

Base : All who got mortgage/loan for different tenure period

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	20	18	16	8	3	5	8	3	18	16	8	3	-	5	8	3	15	2	6	14	9	11	2	5	5	14	20
Weighted Total	15**	14**	13**	5**	3**	2**	7**	1**	14**	13**	5**	3**	-**	2**	7**	1**	12**	1**	5**	10**	5**	9**	1**	3**	3**	12**	20*
Effective Base	10	9	7	4	2	4	4	2	9	7	4	2	-	4	4	2	7	2	3	7	4	6	2	5	5	7	20
Response Given	13	12	11	4	3	1	6	1	12	11	4	3	-	1	6	1	11	1	4	9	5	9	1	3	3	10	16
	89%	*88%*	*87%*	*74%*	*100%*	*64%*	*86%*	*87%*	*88%*	*87%*	*74%*	*100%*	-	*64%*	*86%*	*87%*	*86%*	*100%*	*86%*	*90%*	*85%*	*91%*	*100%*	*100%*	*100%*	*86%*	*80%*
Don't know	2	2	2	1	-	1	1	*	2	2	1	-	-	1	1	*	2	-	1	1	1	1	-	-	-	2	4
	11%	*12%*	*13%*	*26%*	-	*36%*	*14%*	*13%*	*12%*	*13%*	*26%*	-	-	*36%*	*14%*	*13%*	*14%*	-	*14%*	*10%*	*15%*	*9%*	-	-	-	*14%*	*20%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A35. Why were you not able to obtain the (loan/mortgage) for the tenure period you wanted?

Base : All who got mortgage/loan for different tenure period

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	20	12	6	14	6	2	-	3	2	14	4	20
Weighted Total	15**	7**	4**	10**	5**	1**	-**	3**	3**	9**	3**	20*
Effective Base	10	6	3	7	3	2	-	1	2	7	2	20
Response Given	13	6	4	9	5	1	-	3	3	7	3	16
	89%	*85%*	*97%*	*89%*	*88%*	*100%*	-	*100%*	*100%*	*82%*	*96%*	*80%*
Don't know	2	1	*	1	1	-	-	-	-	2	*	4
	11%	*15%*	*3%*	*11%*	*12%*	-	-	-	-	*18%*	*4%*	*20%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

A36. On the last occasion you applied for finance, did you seek any external advice when applying for your finance facility?

Base : All who sought finance in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
No advice	581 **85%abk**	143 *81%*	32 *80%*	6 *82%*	399 **87%be**	181 *81%*	37 *79%*	110 *80%*	130 **92%gk**	170 **90%jk**	338 **84%k**	167 *79%*	219 *85%*	193 *88%*	86 *82%*	44 *84%*	299 **89%r**	213 *83%*	30 *74%*	17 *66%*	205 *83%*	11 *91%*	9 *85%*	727 *82%*
Accountant	50 **7%cp**	15 **9%cc**	5 **13%czcde**	* *2%*	30 *7%*	21 **9%c**	5 *11%*	14 *10%*	7 *5%*	7 *4%*	29 *7%*	22 *10%*	19 *7%*	8 *4%*	11 **11%m**	5 **10%m**	13 *4%*	27 **11%zp**	7 **18%zp**	4 *14%*	27 **11%zp**	* *	* *3%*	74 *8%*
Financial advisor	13 *2%*	6 **3%z**	1 **4%zd**	* **5%zd**	5 *1%*	7 *3%*	* *	3 *2%*	1 *1%*	2 *1%*	9 *2%*	6 *3%*	3 *1%*	5 *2%*	3 *2%*	2 *4%*	6 *2%*	5 *2%*	2 *4%*	- -	5 *2%*	* *3%*	- -	28 *3%*
Friends and family	4 *1%*	1 *1%*	* *1%*	- -	2 *1%*	2 *1%*	- -	2 *2%*	1 *	* *	1 *	1 *1%*	4 *1%*	- -	* *	* *1%*	1 *	3 *1%*	1 *2%*	- -	3 *1%*	* *1%*	- -	7 *1%*
Government organisation/ agency	4 *1%*	- -	* **1%ae**	* **1%ae**	3 *1%*	* *	3 *7%*	3 **2%j**	- -	* *	* *	* *	3 *1%*	- -	* *	* *	3 *1%*	* *	- -	- -	* *	- -	- -	4 *
Business representation organisation (e.g. CBI, FSB, FPB)/Trade Body or Association	3 *	- -	- -	* **1%ae**	3 *1%*	* *	- -	- -	- -	- -	3 *1%*	3 *2%*	3 *1%*	- -	- -	- -	3 *1%*	- -	- -	- -	* *	- -	- -	2 *
Website	3 *	- -	- -	- -	3 *1%*	- -	3 *7%*	3 **2%zj**	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	3 *12%*	- -	- -	- -	1 *
Business mentor	2 *	1 *	- -	- -	2 *	1 *	- -	1 *	2 *1%*	- -	- -	- -	2 *1%*	- -	- -	- -	2 *1%*	1 *	- -	- -	1 *	- -	- -	2 *
Solicitor	2 *	1 **1%z**	* *d	* **2%zd**	- -	2 *1%*	- -	1 *	* *	1 *	1 *	- -	- -	- -	1 *1%*	* *	- -	1 *1%*	- -	* *	1 *1%*	- -	* **1%p**	5 *1%*
Management consultant	* *	- -	- -	* **1%zade**	- -	* *	- -	- -	- -	* *	* *	- -	- -	- -	* *	- -	- -	* *	- -	- -	- -	- -	* *zp*	1 *
Business Debt Helpline	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	21 **3%l**	7 **4%z**	1 *3%*	* **6%z**	12 *3%*	9 *4%*	1 *1%*	5 *4%*	2 *2%*	6 *3%*	14 *3%*	8 *4%*	11 *4%*	6 *3%*	2 *2%*	1 *3%*	10 *3%*	4 *2%*	1 *3%*	5 *20%*	3 *1%*	1 *8%*	1 **6%qt**	34 *4%*
Don't know	7 *1%*	4 **2%z**	1 *2%*	* **3%zd**	2 *1%*	5 *2%*	1 *1%*	1 *1%*	1 *	2 *1%*	6 *1%*	4 *2%*	- -	4 *2%*	3 **3%l**	1 *1%*	2 *1%*	5 *2%*	- -	- -	4 *2%*	- -	1 **5%zp**	17 *2%*
Refused	5 *1%*	- -	- -	- -	5 *1%*	- -	- -	- -	- -	- -	5 *1%*	5 **2%z**	2 *1%*	3 *1%*	- -	- -	3 *1%*	2 *1%*	- -	- -	2 *1%*	- -	- -	2 *
Yes - sought external advice	**89** ***13%***	**30** **17%z**	**7** **19%zd**	**1** ***15%***	**51** ***11%***	**38** **17%d**	**9** ***19%***	**26** **19%hi**	**10** ***7%***	**16** ***9%***	**53** ***13%***	**36** ***17%***	**37** ***14%***	**19** ***9%***	**17** ***16%***	**8** ***15%***	**32** ***10%***	**37** ***14%***	**10** **26%zp**	**9** ***34%***	**36** ***14%***	**1** ***9%***	**1** ***10%***	**140** ***16%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 237

A36. On the last occasion you applied for finance, did you seek any external advice when applying for your finance facility?

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	337	31	-	517	163	206	-	886	886
Weighted Total	682	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
No advice	581 *85%*	59 *81%*	106 *87%*	113 *78%*	175 *88%*	127 *88%*	328 *82%*	87 *93%*	256 *82%*	234 *88%*	71 *87%*	67 *86%*	185 *81%*	218 *89%*	151 *84%*	130 *92%*	167 *81%*	284 *85%*	315 *83%*	266 *88%*	32 *83%*	- -	283 *83%*	126 *87%*	172 *88%*	- -	581 *85%*	727 *82%*
Accountant	50 *7%*	9 **12%be**	3 *2%*	17 **12%b**	17 *9%*	5 *3%*	36 *9%*	5 *6%*	27 *8%*	16 *6%*	5 *6%*	7 *9%*	18 *8%*	17 *7%*	13 *7%*	3 *2%*	14 *7%*	33 **10%o**	37 **10%z**	13 *4%*	5 *12%*	- -	32 *10%*	9 *6%*	9 *4%*	- -	50 *7%*	74 *8%*
Financial advisor	13 *2%*	1 *2%*	6 *5%*	3 *2%*	1 *1%*	1 *1%*	8 *2%*	1 *1%*	9 *3%*	3 *1%*	1 *1%*	* *	5 *2%*	4 *2%*	4 *2%*	4 *3%*	3 *1%*	6 *2%*	9 *2%*	4 *1%*	1 *2%*	- -	8 *2%*	2 *1%*	3 *1%*	- -	13 *2%*	28 *3%*
Friends and family	4 *1%*	* *1%*	- -	- -	3 *1%*	1 *1%*	4 *1%*	- -	* *	4 *1%*	* *	- -	1 *	3 *1%*	* *	1 *	1 *	3 *1%*	4 *1%*	1 *	3 *7%*	- -	1 *	1 *	3 *1%*	- -	4 *1%*	7 *1%*
Government organisation/ agency	4 **1%z**	* *	- -	3 *2%*	* *	- -	* *	* *	4 *1%*	- -	- -	- -	3 *1%*	* *	- -	- -	3 *2%*	* *	* *	3 *1%*	- -	- -	* *	- -	3 *2%*	- -	4 *1%*	4 *
Business representation organisation (e.g. CBI, FSB, FPB)/Trade Body or Association	3 *	- -	- -	3 *2%*	- -	* *	- -	- -	- -	3 *1%*	- -	- -	- -	3 *1%*	- -	* *	- -	3 *1%*	* *	3 *1%*	- -	- -	* *	- -	3 *2%*	- -	3 *	2 *
Website	3 *	- -	- -	3 *2%*	- -	- -	3 *1%*	- -	3 *1%*	- -	- -	3 **4%zl**	- -	- -	3 *2%*	- -	- -	3 *1%*	3 *1%*	- -	- -	- -	3 *1%*	- -	- -	- -	3 *	1 *
Business mentor	2 *	2 **2%z**	- -	- -	- -	1 *	2 *1%*	- -	1 *	2 *1%*	- -	- -	2 *1%*	- -	- -	- -	2 *1%*	1 *	- -	2 *1%*	- -	- -	- -	2 *1%*	1 *	- -	2 *	2 *
Solicitor	2 *	- -	1 *	1 *1%*	* *	* *	2 *	- -	1 *	- -	- -	* *	1 *	1 *	* *	1 *	1 *	* *	1 *	* *	1 *2%*	- -	1 *	1 *	- -	- -	2 *	5 *1%*
Management consultant	* *	- -	- -	- -	* *	- -	- -	- -	- -	- -	* *	- -	- -	- -	* *	- -	- -	* *	* *	- -	- -	- -	* *	- -	- -	- -	* *	1 *
Business Debt Helpline	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	21 **3%m**	3 *4%*	4 *3%*	5 *4%*	4 *2%*	5 *4%*	18 *5%*	* *	10 *3%*	7 *3%*	4 *5%*	1 *2%*	10 *5%*	2 *1%*	8 *5%*	1 *1%*	13 **7%zq**	7 *2%*	12 *3%*	9 *3%*	* *	- -	12 *3%*	3 *2%*	6 *3%*	- -	21 *3%*	34 *4%*
Don't know	7 *1%*	1 *1%*	- -	1 *1%*	2 *1%*	3 *2%*	1 *	1 *1%*	6 *2%*	1 *	1 *1%*	3 **4%l**	5 *2%*	1 *1%*	1 *1%*	* *	2 *1%*	6 *2%*	6 *2%*	1 *	- -	- -	6 *2%*	* *	1 *	- -	7 *1%*	17 *2%*
Refused	5 *1%*	- -	3 *2%*	- -	- -	2 *2%*	5 *1%*	- -	- -	5 *2%*	- -	- -	- -	3 *1%*	2 *1%*	2 *2%*	3 *1%*	- -	- -	5 *2%*	- -	- -	- -	3 *2%*	2 *1%*	- -	5 *1%*	2 *
Yes - sought external advice	**89** ***13%***	**13** ***18%***	**13** ***11%***	**30** **21%ze**	**22** ***11%***	**12** ***8%***	**64** ***16%***	**6** ***7%***	**50** ***16%***	**25** ***10%***	**10** ***12%***	**8** ***11%***	**37** ***16%***	**23** ***9%***	**25** ***14%***	**9** ***7%***	**34** ***17%***	**46** ***14%***	**59** ***16%***	**30** ***10%***	**7** ***17%***	**-** **-**	**53** ***15%***	**15** ***11%***	**21** ***11%***	**-** **-**	**89** ***13%***	**140** ***16%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 238

A36. On the last occasion you applied for finance, did you seek any external advice when applying for your finance facility?

Base : All who sought finance in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
No advice	581 **85%bcps**	411 *84%*	383 *83%*	33 *78%*	232 *82%*	70 *76%*	169 *81%*	26 *86%*	387 *84%*	371 *84%*	26 *75%*	214 *82%*	4 *81%*	56 *81%*	162 *81%*	25 *87%*	380 *83%*	104 *91%*	373 **91%zs**	185 *77%*	261 **89%z**	301 *82%*	101 *78%*	107 *79%*	123 *80%*	450 *87%*	727 *82%*
Accountant	50 **7%r**	38 *8%*	39 *8%*	6 *14%*	24 *8%*	9 *9%*	16 *8%*	2 *7%*	37 *8%*	39 *9%*	5 *16%*	23 *9%*	- -	7 *10%*	16 *8%*	2 *7%*	39 *8%*	4 *3%*	12 *3%*	36 **15%zr**	15 *5%*	32 *9%*	17 **13%zy**	17 *12%*	19 **12%y**	31 *6%*	74 *8%*
Financial advisor	13 **2%r**	11 *2%*	11 *2%*	2 *5%*	6 *2%*	2 *2%*	9 **4%z**	1 *3%*	10 *2%*	11 *2%*	2 *6%*	6 *2%*	1 *15%*	1 *2%*	9 **4%zi**	1 *3%*	10 *2%*	1 *1%*	2 *1%*	10 **4%zr**	2 *1%*	10 *3%*	3 *2%*	3 *2%*	3 *2%*	10 *2%*	28 *3%*
Friends and family	4 **1%ry**	4 **1%d**	4 *1%*	1 *1%*	* *	- -	1 *	* *	4 *1%*	3 *1%*	1 *1%*	* *	- -	- -	* *	* *	4 *1%*	- -	* *	4 *2%*	* *	4 *1%*	3 **2%wy**	1 *1%*	3 **2%wy**	1 *	7 *1%*
Government organisation/ agency	4 **1%ahi**	* *	4 **1%a**	- -	* *	* *	* *	- -	* *	* *	- -	* *	- -	* *1%*	* *	- -	4 *1%*	- -	3 *1%*	- -	- -	4 *1%*	* *	* *	* *	3 *1%*	4 *
Business representation organisation (e.g. CBI, FSB, FPB)/Trade Body or Association	3 *	3 *1%*	3 *1%*	- -	- -	* *	3 *2%*	- -	3 *1%*	3 *1%*	- -	- -	- -	* *	3 **2%z**	- -	3 *1%*	- -	* *	3 *1%*	- -	3 *1%*	- -	- -	- -	3 *1%*	2 *
Website	3 *	3 *1%*	- -	- -	3 *1%*	- -	- -	- -	3 *1%*	- -	- -	3 *1%*	- -	- -	- -	- -	3 *1%*	- -	- -	3 *1%*	- -	- -	3 **2%zy**	3 **2%zy**	3 **2%zy**	- -	1 *
Business mentor	2 *	2 *	2 *	- -	2 *1%*	- -	- -	- -	2 *	2 *	- -	2 *1%*	- -	- -	- -	- -	2 *	- -	2 *1%*	- -	2 *1%*	- -	1 *	1 *	1 *	2 *	2 *
Solicitor	2 *	1 *	* *	- -	1 *	* *	* *	* *	1 *	* *	- -	1 *	- -	* *	* *	* *	1 *	- -	1 *	* *	1 *	* *	* *	* *	* *	1 *	5 *1%*
Management consultant	* *	* *	* *	- -	- -	- -	* *	- -	* *	* *	- -	- -	- -	- -	* *	- -	* *	- -	- -	* *	* *	- -	- -	- -	- -	* *	1 *
Business Debt Helpline	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	21 *3%*	15 *3%*	20 **4%z**	1 *2%*	13 *5%*	11 **12%zabdf**	8 *4%*	1 *5%*	14 *3%*	14 *3%*	1 *2%*	12 *5%*	- -	4 *6%*	8 *4%*	1 *3%*	19 *4%*	2 *2%*	13 *3%*	7 *3%*	6 *2%*	14 *4%*	5 *4%*	5 *4%*	5 *3%*	15 *3%*	34 *4%*
Don't know	7 *1%*	7 *1%*	5 *1%*	* *	3 *1%*	1 *1%*	4 *2%*	* *1%*	7 *1%*	5 *1%*	* *	3 *1%*	* *5%*	1 *1%*	3 *2%*	* *1%*	6 *1%*	1 *1%*	5 *1%*	1 *1%*	4 *1%*	2 *1%*	4 *3%*	3 *3%*	4 *3%*	3 *1%*	17 *2%*
Refused	5 *1%*	5 *1%*	3 *1%*	- -	3 *1%*	- -	3 *1%*	- -	5 *1%*	3 *1%*	- -	3 *1%*	- -	- -	3 *1%*	- -	3 *1%*	2 *2%*	3 *1%*	2 *1%*	2 *1%*	3 *1%*	- -	- -	- -	5 *1%*	2 *
Yes - sought external advice	**89** **13%rt**	**66** ***13%***	**74** **16%z**	**9** ***22%***	**44** ***16%***	**22** **23%za**	**33** ***16%***	**4** ***13%***	**64** ***14%***	**63** ***14%***	**8** ***25%***	**42** ***16%***	**1** ***15%***	**13** ***19%***	**32** ***16%***	**4** ***13%***	**72** **16%zq**	**6** ***6%***	**32** ***8%***	**53** **22%zr**	**25** ***8%***	**60** **16%t**	**24** ***19%***	**25** ***18%***	**28** ***18%***	**60** ***12%***	**140** ***16%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 239

A36. On the last occasion you applied for finance, did you seek any external advice when applying for your finance facility?

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
No advice	581 *85%*	197 *82%*	178 *84%*	266 *83%*	309 *87%*	90 *84%*	34 *90%*	25 *71%*	79 *79%*	197 *84%*	301 *88%*	727 *82%*
Accountant	50 *7%*	25 *10%*	18 *8%*	32 *10%*	19 *5%*	9 *9%*	2 *6%*	2 *6%*	11 *11%*	18 *8%*	21 *6%*	74 *8%*
Financial advisor	13 *2%*	3 *1%*	4 *2%*	4 *1%*	8 *2%*	5 *4%*	- -	3 *8%*	3 *3%*	6 *3%*	4 *1%*	28 *3%*
Friends and family	4 *1%*	3 *1%*	* *	3 **1%b**	1 *	- -	1 *1%*	- -	2 *2%*	* *	2 *	7 *1%*
Government organisation/ agency	4 *1%*	* *	* *	* *	3 *1%*	* *	- -	- -	3 **3%zj**	* *	- -	4 *
Business representation organisation (e.g. CBI, FSB, FPB)/Trade Body or Association	3 *	- -	- -	- -	3 *1%*	- -	- -	- -	- -	- -	3 *1%*	2 *
Website	3 *	3 *1%*	3 *1%*	3 *1%*	- -	- -	- -	- -	3 **3%zij**	- -	- -	1 *
Business mentor	2 *	- -	- -	- -	2 *1%*	1 *	- -	- -	- -	1 *	2 *1%*	2 *
Solicitor	2 *	1 *	1 *	1 *	1 *	1 *1%*	* *	- -	1 *1%*	1 *	- -	5 *1%*
Management consultant	* *	- -	* *	* *	- -	- -	* *	- -	- -	- -	* *	1 *
Business Debt Helpline	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	21 **3%d**	12 *5%*	10 *5%*	16 *5%*	5 *1%*	1 *1%*	1 *1%*	5 *15%*	2 *2%*	8 *4%*	11 *3%*	34 *4%*
Don't know	7 *1%*	4 *2%*	3 *1%*	4 *1%*	3 *1%*	1 *1%*	* *	* *1%*	1 *1%*	5 *2%*	1 *	17 *2%*
Refused	5 *1%*	- -	- -	- -	5 *1%*	- -	- -	- -	- -	- -	5 *1%*	2 *
Yes - sought external advice	**89** ***13%***	**40** ***17%***	**32** ***15%***	**52** ***16%***	**37** ***10%***	**16** ***15%***	**3** ***9%***	**10** ***29%***	**20** ***20%***	**33** ***14%***	**36** ***10%***	**140** ***16%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 240

A37. Overall how did your experience of raising finance compare with your expectations of raising it at the start? Was it...

Base : All who sought finance in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	886	340	223	138	185	701	34	131	138	221	613	392	129	207	203	291	173	549	75	61	456	46	64	886
Weighted Total	682	177	40	7	458	224	47**	138*	140*	188*	401	213	259	218	106*	53	337	258	40*	26**	247	12**	11*	886
Effective Base	368	328	215	133	181	488	21	72	68	98	228	132	107	119	91	106	140	207	33	16	185	10	33	886
Significantly better	64 **9%c**	15 *9%* **c**	3 *8%* **c**	* *2%*	46 *10%* **c**	19 *8%* **c**	6 *12%*	12 *9%*	13 *9%*	13 *7%*	39 *10%*	26 *12%*	25 *10%*	22 *10%*	11 *11%*	3 *6%*	26 *8%*	29 *11%*	4 *9%*	3 *13%*	27 *11%*	3 *25%*	1 *5%*	68 *8%*
Slightly better	65 *9%*	22 *12%* **z**	3 *8%*	1 *10%*	39 *8%*	26 *12%* **b**	1 *2%*	16 *12%*	7 *5%*	21 *11%*	42 *10%*	21 *10%*	27 *10%*	19 *9%*	8 *8%*	5 *10%*	34 *10%*	26 *10%*	4 *10%*	* *1%*	24 *10%*	* *3%*	2 *17%*	89 *10%*
Matched expectations	435 **64%aeq**	102 *57%*	28 **69%zae**	6 **76%zae**	300 *65%*	135 *60%*	25 *53%*	74 *54%*	100 **71%g**	125 *66%*	257 *64%*	132 *62%*	164 *64%*	142 *65%*	63 *60%*	36 *68%*	225 *67%*	151 *59%*	28 *70%*	13 *50%*	150 *61%*	7 *56%*	6 *52%*	582 *66%*
Slightly worse	30 **4%l**	14 **8%zd**	3 **9%zd**	* *5%*	12 *3%*	18 **8%d**	3 *7%*	9 *7%*	2 *1%*	11 *6%*	19 *5%*	9 *4%*	4 *1%*	12 *5%*	6 **6%l**	5 **9%zl**	10 *3%*	14 *6%*	1 *3%*	5 *18%*	14 *6%*	* *3%*	* *2%*	57 *6%*
Significantly worse	70 **10%bc**	18 **10%bc**	2 *5%*	* *3%*	51 **11%bc**	20 **9%bc**	11 *23%*	18 *13%*	15 *11%*	15 *8%*	37 *9%*	22 *10%*	32 *12%*	17 *8%*	14 *13%*	3 *6%*	33 *10%*	29 *11%*	3 *8%*	4 *17%*	26 *10%*	1 *10%*	2 *19%*	65 *7%*
Don't know	16 **2%b**	5 *3%*	* *1%*	* **4%b**	11 *2%*	6 **3%b**	1 *2%*	6 *5%*	3 *2%*	4 *2%*	7 *2%*	3 *2%*	7 *3%*	5 *2%*	3 *3%*	1 *1%*	8 *2%*	8 *3%*	* *1%*	- -	6 *3%*	* *3%*	* *4%*	23 *3%*
Refused	1 *	1 **1%z**	- -	- -	- -	1 *1%*	- -	1 *1%*	- -	- -	- -	- -	- -	1 *1%*	- -	- -	1 *	- -	- -	1 *2%*	- -	- -	- -	2 *
Better	**129** **19%c**	**37** **21%zc** ***17%***	**7** ***12%***	**1** ***8%***	**84** ***18%***	**45** **20%c** ***15%***	**7** ***21%***	**29** ***21%***	**20** ***14%***	**34** ***18%***	**81** ***20%***	**47** ***22%***	**52** ***20%***	**41** ***19%***	**19** ***18%***	**8** ***16%***	**60** ***18%***	**55** ***21%***	**7** ***18%***	**4** ***14%***	**51** ***21%***	**3** ***27%***	**2** ***22%***	**157** ***18%***
Worse	**101** **15%c**	**32** **18%zc** ***13%***	**5** ***8%***	**1** ***14%***	**63** ***14%***	**38** **17%c** ***30%***	**14** ***20%***	**27** ***12%***	**17** ***14%***	**26** ***14%***	**56** ***14%***	**30** ***14%***	**35** ***14%***	**29** ***13%***	**20** ***19%***	**8** ***15%***	**43** ***13%***	**44** ***17%***	**4** ***11%***	**9** ***35%***	**40** ***16%***	**2** ***13%***	**2** ***22%***	**122** ***14%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 241

A37. Overall how did your experience of raising finance compare with your expectations of raising it at the start? Was it...

Base : All who sought finance in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	886	171	142	172	234	167	496	141	478	320	70	108	292	324	233	127	237	522	548	337	31	-	517	163	206	-	886	886
Weighted Total	682	73*	121*	144*	199	144*	398	94*	313	265	82*	78*	227	245	180*	142*	205	335	381	302	39**	-**	342	144*	196*	-**	682	886
Effective Base	368	66	60	72	107	75	212	55	181	140	39	46	125	132	94	69	108	193	221	150	18	-	204	72	96	-	368	886
Significantly better	64	9	13	16	13	13	36	18	24	28	10	11	25	24	12	12	25	28	36	28	-	-	36	10	18	-	64	68
	9%	*12%*	*11%*	*11%*	*7%*	*9%*	*9%*	**19%zf**	*8%*	*11%*	*12%*	*14%*	*11%*	*10%*	*7%*	*9%*	*12%*	*8%*	*10%*	*9%*	-	-	*11%*	*7%*	*9%*	-	*9%*	*8%*
Slightly better	65	7	17	8	20	14	32	14	29	29	7	8	23	23	14	13	12	40	40	24	3	-	37	16	12	-	65	89
	9%	*9%*	*14%*	*5%*	*10%*	*9%*	*8%*	*15%*	*9%*	*11%*	*9%*	*10%*	*10%*	*9%*	*8%*	*9%*	*6%*	*12%*	*11%*	*8%*	*8%*	-	*11%*	*11%*	*6%*	-	*9%*	*10%*
Matched expectations	435	46	76	81	141	91	238	60	201	180	40	47	139	168	113	97	131	206	225	210	21	-	204	101	130	-	435	582
	64%jr	*63%*	*63%*	*56%*	**71%c**	*63%*	*60%*	*64%*	*64%*	**68%j**	*49%*	*60%*	*61%*	*68%*	*63%*	*68%*	*64%*	*62%*	*59%*	**70%r**	*54%*	-	*60%*	*70%*	*66%*	-	*64%*	*66%*
Slightly worse	30	4	1	11	7	7	23	*	19	5	6	6	11	7	11	2	11	17	25	6	3	-	21	3	6	-	30	57
	4%is	*5%*	*1%*	*8%*	*4%*	*5%*	*6%*	*	*6%*	*2%*	*7%*	*7%*	*5%*	*3%*	*6%*	*2%*	*5%*	*5%*	**6%zs**	*2%*	*3%*	-	*6%*	*2%*	*3%*	-	*4%*	*6%*
Significantly worse	70	3	14	26	12	15	60	1	31	18	19	6	25	19	25	11	23	37	42	29	9	-	33	14	23	-	70	65
	10%ig	*4%*	*12%*	**18%zad**	*6%*	*11%*	**15%zg**	*1%*	*10%*	*7%*	**23%zhi**	*8%*	*11%*	*8%*	*14%*	*7%*	*11%*	*11%*	*11%*	*10%*	*22%*	-	*10%*	*10%*	*12%*	-	*10%*	*7%*
Don't know	16	5	-	2	7	3	8	1	8	5	1	*	5	4	3	7	3	6	13	3	3	-	10	*	6	-	16	23
	2%	**6%zb**	-	*1%*	*3%*	*2%*	*2%*	*1%*	*2%*	*2%*	*1%*	*	*2%*	*2%*	*2%*	*5%*	*2%*	*2%*	*3%*	*1%*	*8%*	-	*3%*	*	*3%*	-	*2%*	*3%*
Refused	1	-	-	1	-	1	1	-	1	1	-	1	1	-	1	-	1	1	-	1	-	-	-	-	1	-	1	2
	*	-	-	*	-	*	*	-	*	*	-	*1%*	*	-	*	-	*	*	-	*	-	-	-	-	*1%*	-	*	*
Better	**129**	**16**	**30**	**24**	**33**	**27**	**68**	**32**	**53**	**57**	**16**	**18**	**47**	**47**	**26**	**25**	**36**	**68**	**76**	**53**	**3**	**-**	**73**	**26**	**30**	**-**	**129**	**157**
	19%	***21%***	***25%***	***17%***	***16%***	***19%***	***17%***	**34%zf**	***17%***	***21%***	***20%***	***23%***	***21%***	***19%***	***15%***	***18%***	***18%***	***20%***	***20%***	***17%***	***8%***	**-**	***21%***	***18%***	***15%***	**-**	***19%***	***18%***
Worse	**101**	**7**	**15**	**37**	**19**	**22**	**83**	**1**	**50**	**22**	**25**	**12**	**36**	**27**	**37**	**13**	**33**	**55**	**66**	**35**	**12**	**-**	**54**	**17**	**29**	**-**	**101**	**122**
	15%gi	***9%***	***13%***	**26%zad**	***10%***	***16%***	**21%zg**	***1%***	**16%i**	***8%***	**30%zhi**	***15%***	***16%***	***11%***	**20%im**	***9%***	***16%***	***16%***	***17%***	***12%***	***30%***	**-**	***16%***	***12%***	***15%***	**-**	***15%***	***14%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 242

A37. Overall how did your experience of raising finance compare with your expectations of raising it at the start? Was it...

Base : All who sought finance in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	886	662	692	83	394	204	425	100	637	674	73	366	13	179	415	96	662	112	460	380	356	504	238	245	264	610	886
Weighted Total	682	489	464	42**	283	92*	208	31*	463	442	34**	262	5**	69*	200	29*	461	114*	412	241	293	366	129*	136*	155*	519	886
Effective Base	368	266	264	26	159	68	142	34	255	255	21	148	3	60	137	31	256	59	213	140	155	203	78	83	92	272	886
Significantly better	64 *9%*	39 *8%*	51 **11%a**	1 *3%*	20 *7%*	8 *9%*	25 **12%ad**	2 *8%*	38 *8%*	51 **11%h**	1 *3%*	20 *8%*	* *6%*	8 *12%*	25 **13%h**	2 *8%*	43 *9%*	14 *12%*	31 *8%*	29 *12%*	33 *11%*	31 *8%*	6 *5%*	13 **10%w**	14 **9%w**	50 *10%*	68 *8%*
Slightly better	65 **9%l**	49 *10%*	46 *10%*	3 *7%*	31 *11%*	10 *11%*	30 **14%zb**	2 *8%*	49 *11%*	45 *10%*	3 *9%*	31 *12%*	1 *12%*	9 *13%*	30 **15%zl**	2 *8%*	39 *9%*	12 *10%*	30 *7%*	31 *13%*	16 *6%*	45 **12%ct**	7 *5%*	6 *5%*	8 *5%*	57 *11%*	89 *10%*
Matched expectations	435 **64%es**	315 **64%e**	282 **61%e**	25 *59%*	171 *61%*	46 *50%*	126 *60%*	21 *67%*	302 *65%*	270 *61%*	19 *56%*	160 *61%*	3 *77%*	37 *54%*	119 *59%*	19 *67%*	304 *66%*	62 *55%*	289 **70%zs**	130 *54%*	186 *63%*	235 *64%*	88 **68%wx**	84 *62%*	99 *64%*	329 *63%*	582 *66%*
Slightly worse	30 **4%u**	26 *5%*	19 *4%*	4 *10%*	21 **8%zb**	6 *6%*	12 *6%*	3 *11%*	25 *5%*	19 *4%*	3 *8%*	20 **8%z**	- -	5 *8%*	12 *6%*	3 *9%*	23 *5%*	5 *4%*	12 *3%*	18 **8%zr**	17 *6%*	10 *3%*	13 **10%zy**	12 **9%zy**	13 **8%y**	17 *3%*	57 *6%*
Significantly worse	70 **10%ln**	52 **11%l**	52 **11%l**	9 *20%*	35 **12%l**	14 **16%l**	11 *5%*	2 *6%*	41 *9%*	43 **10%n**	8 *22%*	27 *10%*	* *5%*	5 *8%*	11 *6%*	2 *7%*	44 *10%*	15 *13%*	43 *10%*	27 *11%*	33 *11%*	37 *10%*	13 *10%*	16 *12%*	16 *10%*	54 *10%*	65 *7%*
Don't know	16 **2%p**	8 *2%*	14 *3%*	* *1%*	4 *2%*	8 **9%zabdf**	4 *2%*	* *1%*	8 *2%*	14 *3%*	* *1%*	4 *2%*	- -	3 *4%*	4 *2%*	* *1%*	6 *1%*	6 **6%p**	7 *2%*	7 *3%*	8 *3%*	7 *2%*	2 *1%*	4 *3%*	4 **2%w**	11 *2%*	23 *3%*
Refused	1 *	- -	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	- -	- -	- -	1 *	1 *1%*	1 *	1 *	1 *	2 *
Better	129 **19%v**	88 ***18%***	96 ***21%***	4 ***10%***	51 ***18%***	19 ***20%***	55 **26%zabd**	5 ***15%***	87 ***19%***	96 **22%z**	4 ***12%***	50 ***19%***	1 ***18%***	18 ***26%***	55 **27%zhik**	5 ***17%***	82 ***18%***	26 ***23%***	61 ***15%***	59 **25%zr**	50 ***17%***	76 ***21%***	13 ***10%***	20 **14%w**	22 **14%w**	107 **21%w**	157 ***18%***
Worse	101 ***15%***	78 ***16%***	71 **15%l**	13 ***30%***	56 **20%zaf**	20 **22%l**	23 ***11%***	5 ***17%***	66 ***14%***	62 ***14%***	11 ***31%***	47 **18%n**	* ***5%***	11 ***16%***	23 ***11%***	4 ***16%***	68 ***15%***	20 ***17%***	55 ***13%***	45 ***19%***	50 ***17%***	47 ***13%***	26 ***20%***	28 ***21%***	29 ***19%***	71 ***14%***	122 ***14%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 243

A37. Overall how did your experience of raising finance compare with your expectations of raising it at the start? Was it...

Base : All who sought finance in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	886	346	330	455	420	145	50	62	91	408	384	886
Weighted Total	682	241	213	322	354	106*	38**	35**	100*	236	343	886
Effective Base	368	137	128	182	184	62	23	20	52	143	175	886
Significantly better	64	24	19	34	31	3	3	6	12	13	39	68
	9%i	*10%*	*9%*	*10%*	*9%*	*3%*	*7%*	*18%*	*12%*	*6%*	*11%*	*8%*
Slightly better	65	18	22	30	35	9	6	3	7	22	35	89
	9%	*7%*	*10%*	*9%*	*10%*	*9%*	*15%*	*8%*	*7%*	*10%*	*10%*	*10%*
Matched expectations	435	148	134	198	232	72	22	18	55	156	221	582
	64%	*61%*	*63%*	*62%*	*66%*	*67%*	*59%*	*50%*	*55%*	*66%*	*64%*	*66%*
Slightly worse	30	14	12	17	13	7	1	2	6	14	10	57
	4%	*6%*	*6%*	*5%*	*4%*	*6%*	*2%*	*5%*	*6%*	*6%*	*3%*	*6%*
Significantly worse	70	33	23	37	33	13	6	4	13	24	33	65
	10%	*14%*	*11%*	*12%*	*9%*	*12%*	*16%*	*12%*	*13%*	*10%*	*10%*	*7%*
Don't know	16	5	2	6	10	2	*	2	6	5	6	23
	2%	*2%*	*1%*	*2%*	*3%*	*1%*	*1%*	*7%*	*6%*	*2%*	*2%*	*3%*
Refused	1	-	1	1	-	1	-	-	1	-	-	2
	*	-	*	*	-	*1%*	-	-	*1%*	-	-	*
Better	**129**	**42**	**41**	**63**	**66**	**13**	**8**	**9**	**19**	**36**	**74**	**157**
	19%	***18%***	***19%***	***20%***	***19%***	***12%***	***22%***	***26%***	***19%***	***15%***	***21%***	***18%***
Worse	**101**	**46**	**36**	**54**	**46**	**20**	**7**	**6**	**19**	**39**	**43**	**122**
	15%	***19%***	***17%***	***17%***	***13%***	***19%***	***18%***	***17%***	***19%***	***16%***	***13%***	***14%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 244

A38. Why was your experience worse than expected?

Base : All for whom their experience of raising finance was worse than expected`

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	122	59	28	11	24	98	6	22	18	32	82	50	19	30	32	35	21	77	10	11	65	6	7	122
Weighted Total	101*	32*	5**	1**	63**	38*	14**	27**	17**	26**	56*	30**	35**	29**	20**	8**	43**	44*	4**	9**	40*	2**	2**	122
Effective Base	54	57	27	11	23	76	5	13	7	14	35	22	14	18	14	21	17	35	8	4	30	4	5	122
Application took too long	21 20%	8 25%	1 21%	* 49%	11 18%	9 25%	3 22%	8 28%	1 7%	6 23%	12 21%	6 19%	6 17%	6 20%	5 26%	3 35%	12 28%	7 15%	2 37%	* 1%	7 16%	* 8%	* 3%	30 25%
Too much paper work	18 18%	5 17%	1 15%	- -	12 19%	6 17%	6 45%	10 36%	* 1%	1 4%	8 14%	7 23%	6 18%	3 11%	4 20%	1 16%	8 18%	5 12%	2 35%	3 35%	5 12%	- -	1 44%	19 16%
Rejected / not accepted for finance	17 16%	2 7%	* 7%	* 9%	14 22%	3 7%	3 19%	3 10%	2 14%	4 17%	11 20%	7 23%	9 25%	1 2%	5 26%	1 18%	6 13%	7 16%	- -	4 41%	6 16%	* 8%	1 30%	12 10%
Poor customer service	15 15%	7 22%	1 14%	- -	7 12%	8 21%	5 35%	6 22%	2 9%	2 8%	8 14%	6 19%	3 8%	5 16%	3 13%	2 24%	5 11%	7 15%	- -	4 43%	7 17%	- -	- -	20 16%
Strict terms and conditions	15 15%	6 20%	1 23%	* 71%	7 12%	8 21%	1 5%	5 18%	2 12%	6 24%	8 15%	2 7%	3 10%	7 23%	4 18%	1 13%	5 11%	8 18%	1 29%	1 12%	7 18%	* 14%	* 5%	28 23%
High cost	11 11%	5 16%	1 13%	* 6%	6 9%	6 15%	- -	2 7%	4 23%	4 15%	5 10%	1 5%	6 16%	2 7%	1 6%	2 25%	6 15%	5 12%	- -	- -	5 13%	- -	- -	15 12%
Provider didn't understand my business	11 11%	3 10%	1 10%	- -	7 11%	4 10%	- -	1 2%	3 17%	3 12%	7 13%	4 13%	3 9%	6 22%	- -	1 6%	6 13%	4 9%	- -	1 8%	4 9%	* 8%	- -	12 10%
General difficulties obtaining finance	6 6%	1 2%	1 12%	- -	5 8%	1 3%	- -	1 2%	3 15%	3 11%	3 5%	* 1%	2 7%	* 1%	1 4%	* 3%	3 6%	3 8%	- -	* 2%	3 8%	- -	- -	6 5%
Finance offered wasn`t what was wanted	4 4%	2 5%	* 6%	- -	2 4%	2 5%	- -	* 2%	- -	1 2%	4 7%	3 11%	1 1%	3 10%	1 3%	* 2%	2 6%	1 3%	- -	1 8%	* 1%	1 39%	- -	6 5%
Poor communication / information	4 4%	2 8%	- -	- -	2 3%	2 7%	- -	1 4%	- -	2 9%	3 5%	1 2%	1 2%	2 8%	1 6%	- -	- -	3 7%	1 30%	- -	3 7%	- -	- -	5 4%
Lack of help / support	3 3%	- -	* 3%	- -	3 5%	* *	3 22%	3 12%	- -	- -	* *	* 1%	- -	- -	- -	* 2%	- -	- -	- -	3 37%	- -	- -	- -	2 2%
Issues with security needed to obtain finance	* *	- -	* 8%	- -	- -	* 1%	- -	- -	- -	* 1%	* 1%	* 1%	- -	- -	- -	* 5%	- -	* 1%	- -	- -	* *	* 14%	- -	2 2%
Other	8 8%	1 4%	* 9%	* 9%	6 9%	2 5%	3 19%	3 11%	3 18%	* 1%	1 3%	1 4%	3 9%	3 11%	1 7%	* 1%	3 8%	4 10%	- -	- -	4 9%	- -	1 23%	8 7%
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Refused	1 1%	* 2%	* 3%	- -	- -	1 2%	- -	* 2%	- -	- -	* *	* 1%	- -	* 2%	- -	* 2%	* *	* 1%	- -	- -	- -	* 31%	- -	2 2%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A38. Why was your experience worse than expected?

Base : All for whom their experience of raising finance was worse than expected`

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	122	15	17	36	24	30	104	3	68	36	15	21	42	36	40	16	33	73	77	45	7	-	70	18	34	-	122	122
Weighted Total	101*	7**	15**	37**	19**	22**	83*	1**	50*	22**	25**	12**	36**	27**	37**	13**	33**	55*	66*	35**	12**	-**	54*	17**	29**	-**	101*	122
Effective Base	54	7	8	17	10	15	46	3	31	14	10	10	21	16	17	8	16	30	37	17	5	-	33	8	14	-	54	122
Application took too long	21 *20%*	1 *18%*	1 *9%*	10 *27%*	6 *34%*	2 *7%*	14 *17%*	- -	14 *27%*	1 *6%*	6 *23%*	1 *8%*	10 *26%*	2 *7%*	9 *24%*	1 *4%*	5 *16%*	15 *27%*	16 *24%*	5 *14%*	2 *20%*	-	13 *24%*	3 *17%*	4 *15%*	-	21 *20%*	30 *25%*
Too much paper work	18 *18%*	1 *21%*	1 *5%*	12 *32%*	* *2%*	4 *18%*	14 *17%*	* *34%*	12 *23%*	2 *9%*	4 *17%*	4 *30%*	8 *21%*	3 *10%*	8 *22%*	* *1%*	7 *20%*	11 *21%*	13 *20%*	5 *15%*	- -	-	13 *24%*	- -	5 *18%*	-	18 *18%*	19 *16%*
Rejected / not accepted for finance	17 **16%b**	* *2%*	4 *25%*	7 *19%*	5 *26%*	1 *2%*	13 *16%*	- -	4 *8%*	4 *17%*	6 *26%*	1 *5%*	1 *3%*	7 *25%*	9 *23%*	1 *9%*	7 *21%*	8 *15%*	8 *12%*	9 *25%*	- -	-	8 *15%*	3 *17%*	6 *19%*	-	17 *16%*	12 *10%*
Poor customer service	15 *15%*	2 *30%*	* *3%*	6 *17%*	1 *4%*	5 *24%*	15 *18%*	1 *47%*	11 *21%*	2 *8%*	3 *12%*	5 *45%*	4 *10%*	6 *21%*	5 *14%*	2 *17%*	2 *6%*	11 *20%*	12 *18%*	4 *10%*	2 *21%*	-	9 *17%*	3 *19%*	3 *9%*	-	15 *15%*	20 *16%*
Strict terms and conditions	15 *15%*	* *1%*	1 *4%*	4 *10%*	3 *17%*	8 *34%*	14 *17%*	1 *47%*	9 *18%*	3 *16%*	3 *10%*	2 *20%*	8 *21%*	4 *13%*	4 *10%*	1 *6%*	7 *21%*	7 *14%*	11 *17%*	4 *11%*	1 *10%*	-	10 *19%*	1 *5%*	4 *14%*	-	15 *15%*	28 *23%*
High cost	11 **11%q**	* *2%*	2 *10%*	7 *19%*	* *1%*	2 *11%*	10 *12%*	* *19%*	8 *15%*	3 *13%*	1 *3%*	2 *16%*	6 *16%*	5 *20%*	* *1%*	1 *5%*	9 *27%*	2 *3%*	6 *9%*	5 *16%*	1 *6%*	-	5 *10%*	4 *26%*	2 *6%*	-	11 *11%*	15 *12%*
Provider didn't understand my business	11 *11%*	2 *27%*	3 *19%*	1 *4%*	1 *4%*	4 *18%*	9 *11%*	- -	5 *10%*	2 *8%*	4 *17%*	2 *17%*	5 *14%*	6 *21%*	- -	4 *31%*	3 *8%*	4 *8%*	7 *11%*	3 *10%*	3 *25%*	-	4 *8%*	3 *18%*	3 *11%*	-	11 *11%*	12 *10%*
General difficulties obtaining finance	6 **6%f**	- -	3 *19%*	* *1%*	- -	3 *14%*	3 *4%*	- -	3 *6%*	3 *14%*	- -	- -	- -	4 *14%*	3 *7%*	3 *21%*	* *1%*	3 *6%*	6 *9%*	* *1%*	3 *23%*	-	3 *6%*	- -	3 *10%*	-	6 *6%*	6 *5%*
Finance offered wasn`t what was wanted	4 *4%*	* *2%*	- -	- -	3 *15%*	1 *5%*	4 *5%*	- -	- -	3 *14%*	1 *3%*	- -	1 *1%*	- -	4 *10%*	1 *4%*	1 *2%*	3 *6%*	4 *6%*	1 *1%*	2 *20%*	-	1 *2%*	1 *3%*	2 *8%*	-	4 *4%*	6 *5%*
Poor communication / information	4 *4%*	2 *25%*	- -	2 *5%*	* *3%*	- -	2 *3%*	- -	2 *4%*	1 *3%*	2 *7%*	1 *10%*	2 *5%*	2 *9%*	- -	- -	3 *9%*	1 *2%*	4 *6%*	- -	1 *6%*	-	4 *7%*	1 *4%*	- -	-	4 *4%*	5 *4%*
Lack of help / support	3 *3%*	- -	- -	3 *9%*	* *1%*	- -	3 *4%*	- -	3 *6%*	* *1%*	- -	3 *26%*	- -	* *1%*	3 *9%*	- -	- -	3 *6%*	3 *5%*	* *1%*	- -	-	3 *6%*	* *1%*	- -	-	3 *3%*	2 *2%*
Issues with security needed to obtain finance	* *	- -	- -	* *1%*	* *1%*	- -	* *	- -	* *	* *1%*	- -	- -	- -	* *1%*	* *1%*	- -	- -	* *1%*	* *	* *1%*	- -	-	* *	- -	* *1%*	-	* *	2 *2%*
Other	8 **8%rv**	1 *10%*	3 *21%*	4 *10%*	* *	- -	7 *9%*	- -	1 *2%*	3 *15%*	3 *13%*	1 *5%*	3 *7%*	1 *3%*	4 *10%*	* *2%*	3 *9%*	4 *8%*	1 *2%*	6 *19%*	- -	-	1 *2%*	3 *15%*	4 *13%*	-	8 **8%w**	8 *7%*
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	-	- -	- -
Refused	1 *1%*	- -	- -	- -	* *3%*	* *1%*	1 *1%*	- -	- -	1 *3%*	- -	- -	- -	* *2%*	* *	- -	- -	1 *1%*	1 *1%*	- -	- -	-	1 *1%*	- -	- -	-	1 *1%*	2 *2%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 246

A38. Why was your experience worse than expected?

Base : All for whom their experience of raising finance was worse than expected`

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	122	96	92	21	60	31	38	13	85	86	16	47	2	25	37	12	82	21	50	70	57	60	31	32	34	87	122
Weighted Total	101*	78*	71*	13**	56**	20**	23**	5**	66*	62*	11**	47**	***	11**	23**	4**	68*	20**	55**	45**	50**	47**	26**	28**	29**	71*	122
Effective Base	54	43	39	8	28	12	17	10	37	37	6	23	2	11	16	9	34	10	25	30	27	25	14	14	16	38	122
Application took too long	21 *20%*	15 *19%*	14 *19%*	1 *11%*	12 *21%*	3 *17%*	3 *12%*	2 *47%*	15 *23%*	10 *17%*	1 *14%*	11 *24%*	* *77%*	3 *31%*	3 *13%*	2 *54%*	15 *23%*	3 *16%*	13 *24%*	7 *16%*	12 *25%*	8 *17%*	7 *29%*	8 *28%*	8 *27%*	12 *17%*	30 *25%*
Too much paper work	18 *18%*	13 *17%*	13 *18%*	1 *11%*	8 *15%*	2 *10%*	2 *10%*	1 *18%*	13 *20%*	10 *16%*	1 *13%*	8 *17%*	- -	2 *18%*	2 *10%*	1 *21%*	16 *23%*	1 *4%*	8 *14%*	10 *23%*	5 *11%*	9 *19%*	7 *29%*	7 *27%*	7 *25%*	11 *15%*	19 *16%*
Rejected / not accepted for finance	17 *16%*	13 *17%*	12 *17%*	4 *30%*	7 *13%*	8 *42%*	4 *15%*	- -	9 *14%*	7 *11%*	3 *30%*	7 *14%*	* *23%*	3 *25%*	4 *16%*	- -	12 *18%*	2 *9%*	9 *17%*	7 *16%*	4 *7%*	13 *28%*	3 *12%*	3 *11%*	3 *11%*	13 *19%*	12 *10%*
Poor customer service	15 **15%b**	15 **19%b**	6 *9%*	1 *9%*	11 *20%*	2 *8%*	3 *12%*	1 *17%*	13 *19%*	6 *10%*	1 *7%*	8 *17%*	- -	1 *10%*	3 *12%*	1 *20%*	11 *16%*	3 *15%*	7 *12%*	9 *19%*	9 *19%*	3 *6%*	7 *28%*	7 *24%*	7 *25%*	8 *11%*	20 *16%*
Strict terms and conditions	15 *15%*	13 *16%*	14 *19%*	5 *38%*	7 *13%*	3 *14%*	10 *44%*	2 *31%*	13 *19%*	13 *22%*	4 *38%*	6 *13%*	* *23%*	3 *25%*	10 *43%*	1 *20%*	12 *18%*	1 *6%*	3 *6%*	12 *27%*	9 *19%*	5 *11%*	5 *20%*	6 *21%*	6 *20%*	9 *13%*	28 *23%*
High cost	11 *11%*	11 *14%*	10 *14%*	1 *12%*	7 *13%*	1 *4%*	5 *22%*	2 *29%*	8 *12%*	10 *16%*	1 *8%*	3 *5%*	- -	1 *7%*	5 *20%*	1 *19%*	7 *10%*	3 *17%*	6 *11%*	5 *12%*	10 *20%*	2 *3%*	3 *13%*	3 *10%*	3 *11%*	8 *11%*	15 *12%*
Provider didn't understand my business	11 *11%*	9 *12%*	8 *11%*	- -	8 *15%*	1 *5%*	2 *10%*	* *7%*	9 *14%*	8 *12%*	- -	8 *17%*	- -	1 *9%*	2 *10%*	* *8%*	8 *11%*	2 *9%*	9 *16%*	2 *4%*	9 *18%*	2 *4%*	3 *12%*	3 *11%*	3 *10%*	8 *11%*	12 *10%*
General difficulties obtaining finance	6 **6%ah**	* *1%*	6 **9%a**	* *2%*	* *	3 *16%*	* *1%*	* *4%*	* *1%*	6 **10%h**	* *2%*	* *	- -	1 *6%*	* *1%*	* *4%*	3 *4%*	3 *14%*	3 *6%*	3 *7%*	* *	6 *13%*	- -	2 *9%*	2 *8%*	4 *5%*	6 *5%*
Finance offered wasn`t what was wanted	4 *4%*	4 *5%*	2 *3%*	- -	3 *5%*	1 *3%*	* *1%*	* *2%*	4 *5%*	2 *3%*	- -	3 *6%*	- -	1 *6%*	* *1%*	* *3%*	1 *1%*	1 *3%*	3 *5%*	1 *3%*	2 *5%*	2 *4%*	* *2%	* *2%	* *2%	4 *5%*	6 *5%*
Poor communication / information	4 *4%*	4 *5%*	3 *4%*	- -	3 *5%*	- -	2 *7%*	- -	3 *5%*	3 *5%*	- -	3 *7%*	- -	- -	2 *8%*	- -	3 *4%*	1 *3%*	2 *4%*	2 *4%*	4 *7%*	* *1%	- -	- -	- -	4 *5%*	5 *4%*
Lack of help / support	3 **3%bhy**	3 **4%b**	* *	- -	3 *6%*	- -	- -	* *3%*	3 **5%i**	* *	- -	3 *7%*	- -	- -	- -	* *4%*	3 *5%*	- -	- -	3 *7%*	* *	- -	3 *12%*	3 *11%*	3 *11%*	* *	2 *2%*
Issues with security needed to obtain finance	* *	* *1%*	* *1%*	- -	* *	* *1%*	* *1%*	- -	* *1%*	* *	- -	- -	- -	* *2%*	* *1%*	- -	* *1%*	- -	* *1%	- -	* *	* *	* *2%	* *1%	* *1%	- -	2 *2%*
Other	8 *8%*	4 *5%*	4 *6%*	* *3%	3 *6%*	* *2%	* *2%	- -	3 *5%*	4 *7%*	* *3%	3 *6%*	- -	* *3%	* *2%	- -	5 *7%*	3 *14%*	7 *12%*	1 *2%	3 *5%*	5 *11%*	- -	- -	- -	8 *11%*	8 *7%*
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Refused	1 *1%*	1 *1%*	1 *1%*	* *1%	1 *1%	* *3%	- -	- -	* *	* *	- -	* *	- -	- -	- -	- -	1 *1%*	- -	- -	* *	- -	1 *1%	* *2%	* *2%	* *2%	* *	2 *2%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A38. Why was your experience worse than expected?

Base : All for whom their experience of raising finance was worse than expected`

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	122	56	46	66	55	29	11	8	14	59	50	122
Weighted Total	101*	46**	36**	54**	46**	20**	7**	6**	19**	39**	43**	122
Effective Base	54	25	20	29	24	15	4	3	9	26	21	122
Application took too long	21 *20%*	8 *17%*	6 *17%*	8 *15%*	13 *27%*	4 *22%*	- -	1 *10%*	4 *20%*	10 *25%*	7 *16%*	30 *25%*
Too much paper work	18 *18%*	9 *20%*	8 *23%*	9 *17%*	9 *19%*	2 *10%*	1 *11%*	- -	6 *34%*	5 *13%*	7 *15%*	19 *16%*
Rejected / not accepted for finance	17 *16%*	9 *19%*	6 *16%*	12 *22%*	5 *10%*	3 *17%*	1 *7%*	3 *55%*	3 *14%*	4 *10%*	10 *23%*	12 *10%*
Poor customer service	15 *15%*	8 *17%*	7 *20%*	9 *16%*	7 *14%*	5 *25%*	1 *15%*	1 *17%*	6 *30%*	6 *15%*	4 *9%*	20 *16%*
Strict terms and conditions	15 *15%*	8 *17%*	6 *16%*	11 *19%*	5 *10%*	2 *8%*	1 *10%*	1 *10%*	1 *7%*	8 *20%*	6 *14%*	28 *23%*
High cost	11 *11%*	2 *4%*	2 *5%*	2 *4%*	8 *18%*	2 *11%*	* *1%*	- -	1 *7%*	6 *17%*	4 *8%*	15 *12%*
Provider didn't understand my business	11 *11%*	6 *14%*	2 *5%*	7 *13%*	4 *8%*	4 *19%*	1 *7%*	1 *9%*	1 *4%*	5 *12%*	5 *12%*	12 *10%*
General difficulties obtaining finance	6 *6%*	3 *6%*	3 *8%*	3 *6%*	3 *7%*	- -	- -	1 *12%*	1 *3%*	3 *8%*	3 *6%*	6 *5%*
Finance offered wasn`t what was wanted	4 *4%*	4 *8%*	4 *10%*	4 *7%*	1 *1%*	- -	1 *7%*	- -	* *3%*	- -	4 *9%*	6 *5%*
Poor communication / information	4 *4%*	3 *7%*	1 *2%*	3 *6%*	1 *3%*	1 *3%*	- -	- -	1 *6%*	1 *3%*	2 *4%*	5 *4%*
Lack of help / support	3 *3%*	3 *7%*	3 *9%*	3 *6%*	* *	- -	- -	- -	3 *17%*	- -	* *	2 *2%*
Issues with security needed to obtain finance	* *	* *	* *	* *	* *1%*	- -	- -	- -	- -	* *	* *1%*	2 *2%*
Other	8 *8%*	3 *6%*	3 *8%*	3 *5%*	5 *11%*	1 *4%*	3 *47%*	* *6%*	3 *14%*	1 *3%*	4 *9%*	8 *7%*
Don't know	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Refused	1 *1%*	1 *1%*	- -	1 *1%*	- -	- -	* *3%*	- -	- -	- -	1 *2%*	2 *2%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 248

A39. How easy or difficult do you think it is for small businesses in general to currently obtain finance from a bank?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Very difficult	346 **23%c**	75 ***25%zc***	11 *20%*	1 *13%*	258 **22%c**	88 **24%bc**	28 *31%*	82 **32%ghijk**	53 *18%*	82 *19%*	209 *21%*	127 *23%*	139 *21%*	116 *24%*	49 **33%zlo**	15 *18%*	175 *20%*	131 **27%zp**	14 *23%*	16 *26%*	127 **27%zp**	6 *41%*	7 *33%*	331 *22%*
Fairly difficult	509 **33%a**	92 *30%*	17 *31%*	4 **39%ae**	395 *34%*	113 *31%*	22 *24%*	65 *26%*	118 **41%fgk**	158 **37%g**	325 *33%*	167 *29%*	237 *36%*	151 *32%*	44 *29%*	27 *34%*	310 *35%*	151 *31%*	23 *38%*	15 *25%*	145 *31%*	4 *25%*	5 *24%*	494 *32%*
Neither difficult nor easy	172 *11%*	38 **13%z**	9 **17%zde**	2 **20%zade**	123 *11%*	49 *13%*	9 *10%*	19 *8%*	35 *12%*	48 *11%*	117 *12%*	69 *12%*	67 *10%*	61 *13%*	14 *9%*	13 **16%z**	97 *11%*	60 *12%*	7 *12%*	5 *8%*	59 *12%*	1 *10%*	3 *12%*	209 *14%*
Fairly easy	165 *11%*	34 *11%*	8 **14%z**	2 **17%zde**	121 *10%*	44 *12%*	12 *13%*	44 **17%zij**	27 *9%*	34 *8%*	94 *9%*	60 *11%*	65 *10%*	54 *11%*	14 *9%*	9 *11%*	104 *12%*	50 *10%*	6 *10%*	2 *4%*	48 *10%*	1 *5%*	3 **17%a**	188 *12%*
Very easy	33 *2%*	9 **3%z**	1 *2%*	* *1%*	23 *2%*	10 *3%*	1 *1%*	1 **	3 *1%*	10 *2%*	29 *3%*	19 *3%*	14 *2%*	4 *1%*	7 **4%m**	2 *3%*	17 *2%*	13 **3%t**	2 *4%*	1 *1%*	9 *2%*	* **	1 *3%*	32 *2%*
Don't know	310 **20%abcq**	54 **18%c**	9 *17%*	1 *10%*	245 **21%c**	64 **17%c**	20 *21%*	42 *17%*	49 *17%*	95 *22%*	218 *22%*	123 *22%*	141 *21%*	89 *19%*	22 *15%*	14 *17%*	189 *21%*	82 *17%*	9 *14%*	22 **36%zpqrtv**	82 *17%*	3 *19%*	2 *11%*	278 *18%*
Refused	* *	- -	* **1%zade**	* **1%zade**	- -	* *	- -	- -	* *	- -	* *	* *	- -	* *	* *	* *	- -	* *	- -	* *	* *	* *	- -	3 *
Difficult	855 **56%b**	167 ***55%***	29 ***50%***	5 ***52%***	654 **56%**	201 ***55%***	50 ***54%***	147 **58%**	170 **60%**	240 **56%**	534 **54%**	294 ***52%***	376 **57%**	266 **56%**	92 **62%**	41 ***52%***	484 **54%**	281 **58%**	37 **61%**	31 **51%**	272 **58%**	9 **67%**	11 **57%**	825 ***54%***
Easy	198 ***13%***	43 ***14%***	9 **16%z**	2 ***17%***	144 ***12%***	53 ***14%***	13 ***14%***	45 **18%**	30 **10%**	44 **10%**	122 **12%**	79 ***14%***	78 **12%**	57 **12%**	20 ***14%***	11 ***14%***	121 **14%**	63 **13%**	8 **13%**	3 **4%**	57 **12%**	1 **5%**	4 **20%a**	220 ***14%***
Net difficult	657 **43%bck**	125 ***41%***	20 ***34%***	3 ***35%***	509 **44%bc**	148 **40%b**	37 ***40%***	102 ***40%***	141 **49%k**	196 **46%**	411 **41%**	215 ***38%***	297 ***45%***	209 ***44%***	72 **49%**	30 ***38%***	363 **41%**	218 **45%**	29 **47%**	29 **47%**	215 **46%**	9 **62%**	7 **37%**	605 ***39%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 249

A39. How easy or difficult do you think it is for small businesses in general to currently obtain finance from a bank?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	567	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Very difficult	346	26	53	72	124	71	346	-	133	141	48	51	96	141	94	84	89	173	135	209	37	52	97	50	47	74	194	331
	23%gsu	21%	20%	25%	24%	21%	40%zg	-	24%	19%	27%	33%zhi	23%	20%	25%	25%	19%	23%	31%zs	19%	41%zs	11%	29%zu	35%zu	24%u	26%u	28%zu	22%
Fairly difficult	509	39	80	119	158	112	509	-	190	255	49	43	132	223	142	83	160	265	126	382	27	168	99	39	66	104	204	494
	33%go	31%	30%	41%z	31%	33%	60%zg	-	34%	35%	27%	28%	32%	32%	38%	24%	35%o	36%o	29%	35%	30%	36%	29%	27%	33%	37%	30%	32%
Neither difficult nor easy	172	18	33	30	51	40	-	-	61	85	15	12	49	88	30	37	45	91	53	119	11	64	42	14	20	27	76	209
	11%fg	14%	12%	10%	10%	12%	-	-	11%	12%	8%	8%	12%	13%	8%	11%	10%	12%	12%	11%	13%	14%	12%	10%	10%	9%	11%	14%
Fairly easy	165	16	46	26	51	25	-	165	66	71	27	17	58	73	33	41	57	67	46	118	3	50	44	18	21	23	83	188
	11%f	13%	17%ze	9%	10%	7%	-	83%zf	12%	10%	15%	11%	14%	11%	9%	12%	12%	9%	11%	11%	3%	11%	13%	13%	11%	8%	12%	12%
Very easy	33	2	8	8	6	9	-	33	13	12	5	4	11	14	4	8	13	13	7	25	2	15	5	2	3	6	11	32
	2%f	1%	3%	3%	1%	3%	-	17%zf	2%	2%	3%	2%	3%	2%	1%	2%	3%	2%	2%	2%	3%	3%	1%	2%	2%	2%	2%	2%
Don't know	310	24	51	36	117	82	-	-	101	159	36	28	64	152	67	87	94	129	63	246	22	118	55	20	39	49	114	278
	20%cfgrA	19%	19%	12%	23%c	24%c	-	-	18%	22%	20%	18%	16%	22%	18%	26%q	21%	18%	15%	22%zr	10%	25%zvA	16%	14%	20%	17%	17%	18%
Refused	*	*	*	-	-	*	-	-	-	*	-	-	-	*	-	-	-	*	*	*	-	-	*	-	*	-	*	3
	*	*	*	-	-	*	-	-	-	*	-	-	-	*	-	-	-	*	*	*	-	-	*	-	*	-	*	*
Difficult	855	65	134	191	282	183	855	-	323	395	97	94	228	365	235	167	249	439	261	591	65	220	196	89	113	178	398	825
	56%gu	52%	49%	66%zabe	56%	54%	100%zg	-	57%	55%	54%	61%	56%	53%	64%zm	49%	55%	59%zo	61%	54%	72%zs	47%	57%u	62%u	57%	63%u	58%u	54%
Easy	198	18	54	34	57	34	-	198	79	83	32	21	69	87	37	49	69	79	54	144	5	65	49	21	25	28	94	220
	13%f	15%	20%zde	12%	11%	10%	-	100%zf	14%	11%	18%	13%	17%n	13%	10%	14%	15%	11%	12%	13%	6%	14%	14%	14%	13%	10%	14%	14%
Net difficult	657	46	79	157	225	149	855	-198	244	312	65	73	159	278	198	118	180	359	207	447	60	155	148	68	88	150	304	605
	43%bgou	37%	29%	54%zab	44%b	44%b	100%zg	-100%	43%	43%	36%	47%	39%	40%	54%zlm	35%	39%	49%zop	48%z	41%	66%zrs	33%	43%u	47%u	45%u	53%zu	45%u	39%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 250

A39. How easy or difficult do you think it is for small businesses in general to currently obtain finance from a bank?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Very difficult	346	155	150	14	104	38	50	7	143	134	10	92	1	22	47	7	206	82	116	73	97	89	69	74	89	255	331
	23%	**29%z**	**29%zf**	*29%*	**34%zaf**	**34%zf**	*23%*	*23%*	**28%z**	**28%zn**	*28%*	**32%zn**	*20%*	*25%*	*22%*	*23%*	*21%*	*28%*	**28%z**	**30%z**	**33%z**	*24%*	*26%*	*27%*	**28%z**	*21%*	*22%*
Fairly difficult	509	180	144	18	102	24	62	9	168	141	14	94	1	23	59	8	350	97	127	67	107	91	101	99	113	382	494
	33%beu	**33%be**	*28%*	*38%*	**33%e**	*21%*	*28%*	*29%*	*33%*	*29%*	*38%*	*33%*	*19%*	*26%*	*28%*	*29%*	*35%*	*33%*	*31%*	*28%*	**37%u**	*25%*	*38%*	*37%*	*36%*	*32%*	*32%*
Neither difficult nor easy	172	57	62	7	27	14	45	6	55	61	5	26	2	13	43	5	113	17	33	37	15	57	15	18	21	149	209
	11%qtvwx	*10%*	*12%*	*16%*	*9%*	*12%*	**20%zabd**	**19%d**	*11%*	*13%*	*13%*	*9%*	*53%*	*15%*	**20%zhik**	*17%*	*11%*	*6%*	*8%*	**15%r**	*5%*	**16%zt**	*6%*	*7%*	*7%*	**12%wx**	*14%*
Fairly easy	165	70	53	2	43	10	29	6	70	53	2	43	*	7	29	6	125	19	43	36	37	46	15	19	19	142	188
	11%rx	*13%*	*10%*	*5%*	*14%*	*9%*	*13%*	*19%*	*14%*	*11%*	*6%*	*15%*	*4%*	*9%*	*14%*	*21%*	**13%zq**	*6%*	*11%*	*15%*	*13%*	*13%*	*6%*	*7%*	*6%*	**12%wx**	*12%*
Very easy	33	11	4	1	7	*	3	1	11	4	1	7	-	*	3	1	20	6	9	2	8	3	4	4	4	29	32
	2%bi	**2%b**	*1%*	*2%*	*2%*	*	*1%*	**4%b**	**2%i**	*1%*	*2%*	*3%*	-	*	*1%*	*4%*	*2%*	*2%*	*2%*	*1%*	*3%*	*1%*	*1%*	*1%*	*1%*	*2%*	*2%*
Don't know	310	69	99	5	26	26	31	2	69	91	5	26	*	21	31	2	178	72	84	25	28	80	60	57	69	232	278
	20%adfghkops t	**13%d**	**19%adfg**	*10%*	*8%*	**24%adfg**	**14%d**	*5%*	**13%k**	**19%hko**	*13%*	*9%*	*5%*	**24%hkno**	**15%k**	*6%*	*18%*	*25%*	**20%a**	*10%*	*10%*	**22%d**	*23%*	*21%*	*22%*	*20%*	*18%*
Refused	*	*	*	-	*	-	*	*	*	*	-	*	-	-	*	*	*	-	*	*	*	*	-	-	-	*	3
	*	*	*	-	*	-	*	*	*	*	-	*	-	-	*	*	*	-	*	*	*	*	-	-	-	*	*
Difficult	855	335	294	31	205	62	112	16	311	275	25	186	2	45	105	15	556	178	243	141	204	180	171	173	202	636	825
	56%uy	**62%zf**	**57%f**	***67%***	**66%zbf**	***55%***	***51%***	***52%***	**60%n**	**57%n**	***66%***	**65%zimn**	***38%***	***51%***	***50%***	***52%***	***56%***	***61%***	***59%***	***58%***	**70%zu**	***49%***	**64%zy**	**64%zy**	**64%zy**	***54%***	***54%***
Easy	198	81	57	3	50	10	33	7	81	57	3	50	*	8	32	7	146	24	52	38	45	49	19	22	23	171	220
	13%rx	**15%b**	***11%***	***7%***	**16%b**	***9%***	***15%***	**23%be**	**16%i**	***12%***	***8%***	**17%i**	***4%***	***9%***	***15%***	**25%izim**	**15%z**	***8%***	***13%***	***16%***	***15%***	***13%***	***7%***	***8%***	***7%***	**14%zvwx**	***14%***
Net difficult	657	254	237	28	155	52	79	9	230	218	22	136	2	37	73	8	411	154	191	103	159	131	151	151	179	465	605
	43%uy	**47%g**	**46%fg**	***60%***	**50%zfg**	***46%***	***36%***	***28%***	**45%no**	**45%no**	***57%***	**47%no**	***35%***	***42%***	***34%***	***27%***	***41%***	**53%zp**	***46%***	***43%***	**54%zu**	***36%***	**57%zy**	**56%zy**	**57%zy**	***39%***	***39%***

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

A39. How easy or difficult do you think it is for small businesses in general to currently obtain finance from a bank?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Very difficult	346 **23%d**	118 **26%d**	118 **34%acd**	167 **28%cd**	174 *19%*	65 *20%*	18 *26%*	27 *33%*	61 **33%ij**	85 *20%*	197 *21%*	331 *22%*
Fairly difficult	509 *33%*	165 **36%b**	100 *29%*	203 **34%b**	298 *33%*	131 **40%cg**	31 **46%g**	18 *22%*	50 *27%*	154 *36%*	304 *33%*	494 *32%*
Neither difficult nor easy	172 *11%*	38 *8%*	37 *11%*	59 *10%*	110 *12%*	36 *11%*	7 *10%*	10 *12%*	13 *7%*	52 *12%*	108 *12%*	209 *14%*
Fairly easy	165 *11%*	45 *10%*	35 *10%*	56 *9%*	108 *12%*	25 *8%*	6 *9%*	4 *4%*	25 *14%*	47 *11%*	92 *10%*	188 *12%*
Very easy	33 *2%*	8 *2%*	4 *1%*	11 *2%*	22 *2%*	3 *1%*	1 *1%*	3 *3%*	1 *1%*	12 *3%*	20 *2%*	32 *2%*
Don't know	310 **20%d**	87 *19%*	55 *16%*	102 *17%*	204 *22%*	69 **21%d**	5 *7%*	22 **26%d**	35 *19%*	74 *17%*	200 *22%*	278 *18%*
Refused	* *	- -	- -	- -	* *	- -	- -	- -	- -	- -	* *	3 *
Difficult	**855** **56%d**	**283** **61%cd**	**219** **62%cd**	**370** **62%cd**	**472** ***52%***	**196** ***59%***	**49** ***72%z***	**46** ***55%***	**111** ***60%***	**239** ***57%***	**501** ***54%***	**825** ***54%***
Easy	**198** ***13%***	**53** ***11%***	**40** ***11%***	**68** ***11%***	**130** ***14%***	**29** ***9%***	**7** ***10%***	**7** ***8%***	**26** ***14%***	**58** ***14%***	**112** ***12%***	**220** ***14%***
Net difficult	**657** **43%d**	**230** **50%cd**	**179** **51%cd**	**302** **50%cd**	**342** ***37%***	**168** **51%z**	**42** **62%z**	**39** ***47%***	**84** ***46%***	**181** ***43%***	**389** ***42%***	**605** ***39%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

Table 252

A40. Of those applying for bank finance, what percentage of small businesses overall do you think are successful in obtaining it?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
0% -9%	69 *5%*	14 *5%*	2 *3%*	* *3%*	53 *5%*	16 *4%*	7 *8%*	20 **8%bi**	6 *2%*	12 *3%*	43 *4%*	31 *6%*	40 *6%*	17 *4%*	4 *3%*	2 *3%*	48 *5%*	18 *4%*	2 *3%*	1 *2%*	14 *3%*	3 *21%*	* *1%*	64 *4%*
10%-19%	112 *7%*	21 *7%*	4 *7%*	* *4%*	87 *7%*	25 *7%*	9 *10%*	30 **12%ch**	14 *5%*	27 *6%*	69 *7%*	42 *7%*	52 *8%*	35 *7%*	11 *7%*	4 *6%*	64 *7%*	33 *7%*	6 *11%*	7 *12%*	33 *7%*	* *2%*	1 *4%*	103 *7%*
20% -29%	161 **10%jk**	39 **13%z**	6 *11%*	1 *7%*	115 *10%*	46 **12%c**	16 **18%jk**	42 **16%zijk**	42 **15%ijk**	34 *8%*	74 *7%*	40 *7%*	66 *10%*	47 *10%*	23 **16%z**	7 *9%*	84 *9%*	56 *12%*	6 *9%*	4 *7%*	60 *13%*	1 *6%*	2 *8%*	163 *11%*
30%-39%	175 **11%ab**	28 *9%*	4 *7%*	1 **15%abe**	142 **12%b**	33 *9%*	3 *3%*	18 *7%*	36 *12%*	54 *13%*	121 *12%*	68 *12%*	82 *12%*	56 *12%*	16 *11%*	11 *14%*	94 *11%*	63 *13%*	4 *6%*	10 *17%*	60 *13%*	2 *13%*	5 **23%zpr**	156 *10%*
40%-49%	143 *9%*	28 *9%*	4 *8%*	1 *8%*	110 *9%*	33 *9%*	7 *8%*	19 *7%*	31 *11%*	38 *9%*	94 *9%*	56 *10%*	67 *10%*	43 *9%*	15 *10%*	5 *6%*	94 *11%*	41 *8%*	7 *11%*	2 *3%*	39 *8%*	* *3%*	2 *8%*	138 *9%*
50%-59%	198 **13%l**	52 **17%zd**	11 **19%zd**	1 *16%*	134 *12%*	64 **17%d**	15 *17%*	27 *11%*	36 *13%*	57 *13%*	135 *14%*	78 *14%*	63 *10%*	75 **16%l**	23 *15%*	14 **17%l**	101 *11%*	73 *15%*	10 *17%*	5 *9%*	78 **17%zp**	1 *5%*	2 *10%*	238 *16%*
60%-69%	101 **7%a**	15 *5%*	4 *7%*	1 **13%zabde**	81 *7%*	20 *5%*	5 *5%*	15 *6%*	27 *10%*	21 *5%*	59 *6%*	38 *7%*	41 *6%*	36 *8%*	7 *4%*	4 *5%*	55 *6%*	37 *8%*	8 **13%zs**	* *	33 *7%*	1 *7%*	2 **8%s**	107 *7%*
70%-79%	72 *5%*	13 *4%*	3 *6%*	1 **8%zae**	55 *5%*	17 *5%*	6 *7%*	11 *4%*	22 **8%tj**	11 *3%*	38 *4%*	27 *5%*	34 *5%*	19 *4%*	7 *5%*	6 *7%*	43 *5%*	23 *5%*	4 *6%*	2 *4%*	26 *4%*	1 *8%*	2 *10%*	81 *5%*
80%-89%	15 **1%l**	7 **2%zd**	1 *1%*	* *2%*	7 *1%*	8 **2%d**	1 *1%*	3 *1%*	2 *1%*	3 *1%*	10 *1%*	7 *1%*	* *	7 *1%*	4 **3%zl**	* *	5 *1%*	7 *1%*	1 *2%*	1 *2%*	6 *1%*	* *	1 **5%zp**	24 *2%*
90%-99%	3 *	1 *	1 **1%zde**	- -	2 *	2 *	- -	* *	1 *	1 *	3 *	2 *	2 *	1 *	* *	* *	2 *	1 *	- -	* 1%	1 *	- -	- -	7 *
100%	1 *	1 *z	- -	- -	- -	1 *	- -	- -	- -	- -	1 *	1 *	- -	1 *	- -	- -	- -	- -	- -	- -	1 *	- -	- -	1 *
Mean	**40.5g**	**41.3**	**44.1zde**	**47.0zade**	**40.1**	**41.8**	**37.8**	**35.3**	**43.7g**	**40.5**	**41.0g**	**41.3g**	**38.4**	**41.9**	**41.1**	**43.2l**	**39.8**	**41.7**	**44.2**	**37.3**	**41.5**	**33.7**	**47.5**	**42.5**
Don't know	484 **32%achqt**	84 *28%*	18 *31%*	2 *23%*	380 **33%c**	104 *28%*	22 *24%*	70 *27%*	67 *24%*	169 **40%zgh**	345 **35%zhk**	176 *31%*	215 *32%*	139 *29%*	38 *26%*	25 *32%*	302 **34%l**	133 *27%*	14 *22%*	27 **44%qrt**	124 *26%*	5 *34%*	5 *23%*	452 *29%*
Refused	* *	- -	- -	* **1%zabde**	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	- -	* *	- -	* *	- -	- -	* *	- -	- -	1 *

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 253

A40. Of those applying for bank finance, what percentage of small businesses overall do you think are successful in obtaining it?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
0% -9%	69	6	13	9	20	21	65	1	32	20	8	12	28	26	12	30	12	28	16	51	3	17	13	12	13	10	38	64
	5%ghl	5%	5%	3%	4%	6%	8%zg	1%	6%	3%	4%	8%il	7%	4%	3%	9%pq	3%	4%	4%	5%	3%	4%	4%	8%	7%	4%	6%	4%
10%-19%	112	4	22	21	31	33	96	4	43	51	10	16	40	37	34	29	35	49	51	61	22	34	30	14	15	16	59	103
	7%gs	4%	8%	7%	6%	10%	11%zg	2%	8%	7%	5%	10%	10%m	5%	9%	8%	8%	7%	12%zs	6%	24%zrs	7%	9%	10%	7%	6%	9%	7%
20% -29%	161	9	34	39	62	18	129	8	80	57	21	23	51	75	35	36	48	77	43	118	13	46	29	15	32	31	77	163
	10%egi	7%	12%e	13%e	12%e	5%	15%zg	4%	14%zi	8%	12%	15%il	13%	11%	9%	11%	10%	10%	10%	11%	15%	10%	9%	11%	16%zv	11%	11%	11%
30%-39%	175	18	34	40	56	27	121	16	44	96	26	11	38	68	65	25	62	88	56	119	18	49	38	17	13	44	68	156
	11%h	15%	12%	14%	11%	8%	14%z	8%	8%	13%h	14%	7%	9%	10%	18%zlm	7%	14%	12%	13%	11%	21%	10%	11%	12%	6%	16%x	10%	10%
40%-49%	143	11	20	36	43	33	101	13	47	79	12	16	37	66	34	20	50	73	28	115	3	57	26	15	21	21	62	138
	9%	9%	7%	12%	9%	10%	12%z	7%	8%	11%	6%	10%	9%	10%	9%	6%	11%	10%	7%	10%	3%	12%	8%	10%	11%	7%	9%	9%
50%-59%	198	20	38	34	67	39	109	22	78	105	14	19	50	104	44	33	61	105	60	139	8	52	51	22	27	36	100	238
	13%	16%	14%	12%	13%	12%	13%	11%	14%	15%	8%	12%	12%	15%	12%	10%	13%	14%	14%	13%	9%	11%	15%	15%	14%	13%	15%	16%
60%-69%	101	6	15	7	53	20	32	32	45	43	7	7	34	46	20	12	27	62	37	64	5	20	32	13	9	19	54	107
	7%cf	5%	5%	2%	10%zc	6%	4%	16%zf	8%	6%	4%	4%	8%	7%	5%	3%	6%	8%zo	9%	6%	5%	4%	9%u	9%	5%	7%	8%	7%
70%-79%	72	7	13	14	23	15	23	33	32	31	9	7	21	37	13	18	22	33	19	53	3	21	16	8	11	12	36	81
	5%f	5%	5%	5%	5%	5%	3%	17%zf	6%	4%	5%	4%	5%	5%	3%	5%	5%	4%	4%	5%	3%	4%	5%	6%	6%	4%	5%	5%
80%-89%	15	3	5	2	3	2	1	7	6	6	3	1	2	10	2	4	2	9	6	9	3	2	3	*	4	3	7	24
	1%f	2%	2%	1%	1%	*	*	4%zf	1%	1%	2%	1%	1%	1%	1%	1%	*	1%	1%	1%	4%	1%	1%	*	2%	1%	1%	2%
90%-99%	3	2	-	*	*	1	1	2	3	*	-	1	1	1	2	2	-	1	3	*	-	2	1	*	-	-	1	7
	*s	1%zd	-	*	*	*	*	1%	1%	*	-	*	*	*	*	1%	-	*	1%	*	-	2%zs	*	*	*	-	-	*	*
100%	1	-	-	-	-	1	1	-	-	1	-	-	-	-	1	-	1	-	1	-	-	-	1	-	-	-	1	1
	*	-	-	-	-	*	*	-	-	*	-	-	-	-	*	-	*	-	*	-	-	-	*	-	-	-	*	*
Mean	**40.5fo**	**44.0**	**39.8**	**38.7**	**41.8**	**39.3**	**34.6**	**57.0zf**	**40.7**	**41.8k**	**39.0**	**36.1**	**38.5**	**42.7z**	**39.0**	**36.6**	**40.7**	**42.0o**	**40.5**	**40.7**	**35.2**	**39.9**	**42.2**	**39.0**	**39.0**	**40.8**	**40.5**	**42.5**
Don't know	484	39	78	88	150	129	175	59	154	234	70	44	107	222	109	131	139	215	112	371	9	167	103	27	51	90	181	452
	32%hirtw A	31%	29%	30%	30%	38%z	20%	30%f	27%	32%	39%h	28%	26%	32%	29%	38%zq	30%	29%	26%t	34%rt	10%	36%wA	30%	19%	26%	32%w	27%	29%
Refused	*	-	-	-	-	*	-	-	*	-	-	-	-	-	-	-	*	-	-	*	-	-	-	-	-	-	-	1
	*	-	-	-	-	*	-	-	*	-	-	-	-	-	-	-	*	-	-	*	-	-	-	-	-	-	-	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos

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Business Finance Survey 2016
(FINAL)

A40. Of those applying for bank finance, what percentage of small businesses overall do you think are successful in obtaining it?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
0% -9%	69 5%	30 5%	23 4%	1 3%	17 5%	6 5%	6 3%	3 8%	27 5%	22 5%	1 4%	14 5%	* 1%	3 3%	6 3%	3 9%	42 4%	24 8%z	28 7%	9 4%	22 8%	13 4%	10 4%	13 5%	14 4%	54 5%	64 4%
10%-19%	112 7%y	46 8%	45 9%	6 13%	30 10%	7 6%	14 6%	1 3%	43 8%	44 9%	6 15%	28 10%	- -	6 7%	14 7%	1 3%	72 7%	17 6%	40 10%	19 8%	26 9%	29 8%	35 13%zy	31 12%zy	39 12%zy	74 6%	103 7%
20% -29%	161 10%	61 11%	60 12%	2 4%	31 10%	12 10%	27 12%	4 14%	56 11%	57 12%	1 3%	26 9%	- -	11 12%	25 12%	3 11%	97 10%	34 12%	41 10%	35 15%	36 12%	41 11%	30 11%	31 11%	36 11%	124 10%	163 11%
30%-39%	175 11%h	47 9%	61 12%a	5 11%	29 9%	12 10%	25 11%	3 8%	44 9%	58 12%h	5 13%	25 9%	1 20%	8 9%	25 12%	2 7%	118 12%	33 11%	35 8%	25 10%	25 9%	39 11%	30 11%	32 12%	37 12%	138 12%	156 10%
40%-49%	143 9%b	59 11%bef	34 7%	2 5%	28 9%	5 4%	12 5%	1 3%	54 11%in	34 7%	2 5%	28 10%	* 5%	4 5%	12 6%	1 4%	112 11%z	23 8%	36 9%	21 9%	33 11%	28 8%	17 7%	18 7%	19 6%	117 10%	138 9%
50%-59%	198 13%q	77 14%	73 14%	13 27%	46 15%	17 15%	37 17%	9 28%zabd	75 15%	71 15%	8 21%	44 15%	* 1%	15 17%	35 16%	9 30%zhikn	136 14%q	19 7%	57 14%	37 15%	42 14%	53 14%	29 11%	30 11%	32 10%	163 14%	238 16%
60%-69%	101 7%	46 8%	36 7%	6 12%	29 9%	12 11%	22 10%	2 6%	42 8%	33 7%	5 14%	26 9%	2 53%	12 14%zl	18 9%	2 8%	75 8%	16 6%	31 8%	23 9%	21 7%	33 9%	10 4%	20 7%z	20 7%z	77 6%	107 7%
70%-79%	72 5%	28 5%	24 5%	1 2%	16 5%	7 7%	10 5%	1 5%	25 5%	23 5%	1 3%	13 5%	* 1%	5 6%	10 5%	1 3%	47 5%	10 3%	24 6%	11 5%	20 7%	16 4%	11 4%	10 4%	11 3%	61 5%	81 5%
80%-89%	15 1%	4 1%	7 1%	1 1%	3 1%	1 *	3 2%	1 3%	4 1%	7 1%	1 1%	3 1%	* 3%	1 1%	3 2%	1 3%	11 1%	3 1%	5 1%	2 1%	2 1%	5 1%	2 1%	3 1%	3 1%	11 1%	24 2%
90%-99%	3 *	1 *	1 *	- -	1 *	* *	* *	- -	1 *	1 *	- -	1 *	- -	* *	* *	- -	1 *	2 1%	1 *	1 *	1 *	1 *	* *	* *	* *	3 *	7 *
100%	1 *	- -	1 *	- -	- -	1 *	- -	- -	- -	1 *	- -	- -	- -	1 1%	- -	- -	- -	- -	- -	1 *	- -	- -	- -	- -	- -	1 *	1 *
Mean	**40.5vx**	**40.6**	**40.2**	**43.5**	**41.1**	**43.1**	**43.2b**	**43.5**	**40.7**	**40.2**	**42.3**	**41.2**	**55.9**	**44.1**	**42.8**	**44.0**	**41.4**	**36.7**	**40.0**	**41.3**	**39.7**	**41.8**	**36.2**	**37.8**	**36.9**	**41.3vx**	**42.5**
Don't know	484 32%apst	146 27%	149 29%	9 20%	80 26%	33 30%	64 29%	6 20%	144 28%	135 28%	8 21%	80 28%	1 16%	22 26%	63 30%	6 22%	282 28%	110 38%p	116 28%	58 24%	65 22%	109 30%	92 35%w	82 30%	104 33%w	364 31%	452 29%
Refused	* *	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	* *	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 255

A40. Of those applying for bank finance, what percentage of small businesses overall do you think are successful in obtaining it?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
0% -9%	69 *5%*	19 *4%*	19 *5%*	25 *4%*	44 *5%*	17 *5%*	2 *2%*	9 **11%z**	17 **9%zij**	15 *3%*	38 *4%*	64 *4%*
10%-19%	112 **7%d**	53 **11%zd**	38 **11%zd**	63 **11%zd**	49 *5%*	17 *5%*	5 *7%*	8 *10%*	19 *10%*	27 *6%*	66 *7%*	103 *7%*
20% -29%	161 **10%j**	55 *12%*	55 **16%zd**	78 *13%*	82 *9%*	37 *11%*	13 **15%g**	3 *4%*	34 **18%zj**	53 **12%j**	72 *8%*	163 *11%*
30%-39%	175 **11%bh**	60 **13%b**	25 *7%*	71 **12%b**	104 *11%*	37 *11%*	6 *9%*	10 *12%*	8 *5%*	42 *10%*	125 **14%zh**	156 *10%*
40%-49%	143 *9%*	38 *8%*	32 *9%*	53 *9%*	90 *10%*	38 *11%*	10 *15%*	5 *6%*	16 *8%*	37 *9%*	91 *10%*	138 *9%*
50%-59%	198 *13%*	48 *10%*	44 *13%*	70 *12%*	128 *14%*	34 *10%*	4 *5%*	9 *10%*	20 *11%*	62 *15%*	117 *13%*	238 *16%*
60%-69%	101 *7%*	32 *7%*	24 *7%*	47 *8%*	53 *6%*	27 *8%*	5 *8%*	2 *3%*	15 *8%*	35 *8%*	52 *6%*	107 *7%*
70%-79%	72 *5%*	17 *4%*	18 *5%*	24 *4%*	46 *5%*	10 *3%*	1 *2%*	5 *5%*	6 *3%*	27 *6%*	39 *4%*	81 *5%*
80%-89%	15 *1%*	4 *1%*	3 *1%*	5 *1%*	9 *1%*	3 *1%*	1 *1%*	1 *2%*	2 *1%*	4 *1%*	8 *1%*	24 *2%*
90%-99%	3 *	1 *	1 *	1 *	2 *	- -	- -	* *	- -	3 *1%*	* *	7 *
100%	1 *	- -	- -	- -	1 *	- -	- -	- -	- -	- -	1 *	1 *
Mean	**40.5ah**	**37.7**	**38.3**	**38.6**	**41.7a**	**39.9**	**37.3**	**36.1**	**35.3**	**43.1zh**	**40.4**	**42.5**
Don't know	484 **32%c**	134 *29%*	92 *26%*	162 *27%*	308 *34%*	111 *34%*	22 *33%*	31 *37%*	49 *26%*	120 *28%*	313 *34%*	452 *29%*
Refused	* *	* *	- -	* *	- -	- -	- -	- -	- -	* *	- -	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

Table 256

B1. Earlier you mentioned you have not applied for external finance in the last 12 months. Have you had any need for external finance in the last 12 months?

Base : All who have not applied for finance in the last 12 months

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1018	383	172	81	382	636	42	137	171	259	701	442	267	292	171	193	345	521	69	56	464	25	43	1018
Weighted Total	1193	198	32	4*	959	234	68**	184*	225	331	779	448	551	364	91*	43*	747	345	35*	42**	333	9**	12**	1018
Effective Base	555	371	165	78	375	489	29	85	101	154	366	212	228	175	75	68	301	215	35	23	202	6	15	1018
Yes	90	11	1	*	77	13	3	20	17	23	52	29	44	31	7	1	44	36	2	5	38	-	1	62
	8%es	*6%*	*5%*	*3%*	*8%*	*6%*	*4%*	*11%*	*8%*	*7%*	*7%*	*6%*	*8%*	*9%*	*8%*	*3%*	*6%*	**10%zp**	*6%*	*13%*	**11%zp**	-	*5%*	*6%*
No	1100	186	29	4	880	220	65	164	208	308	724	416	508	330	84	42	701	308	32	36	295	9	12	947
	92%l	**94%z**	*93%*	*96%*	*92%*	**94%z**	*96%*	*89%*	*92%*	*93%*	*93%*	*93%*	*92%*	*91%*	*92%*	*97%*	**94%l**	*89%*	*93%*	*87%*	*89%*	*99%*	*95%*	*93%*
Don't know	3	*	1	*	2	1	-	*	-	-	3	3	-	2	*	*	2	1	-	*	1	*	-	6
	*	*	**2%zade**	*1%*	*	*	-	*	-	-	*	*1%*	-	*1%*	*	*1%*	*	*	-	*1%*	*	*1%*	-	*1%*
Refused	*	-	*	*	-	*	-	-	-	-	*	*	-	-	-	*	-	*	*	-	*	-	-	3
	*	-	**1%zade**	**1%zad**	-	**z*	-	-	-	-	*	*	-	-	-	*	-	*	*	-	*	-	-	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

B1. Earlier you mentioned you have not applied for external finance in the last 12 months. Have you had any need for external finance in the last 12 months?

Base : All who have not applied for finance in the last 12 months

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1018	150	141	193	328	206	544	139	426	461	91	99	276	448	257	181	276	561	62	947	62	320	-	163	206	216	369	1018
Weighted Total	1193	81*	204*	233*	417	259	658	149*	399	602	135*	106*	296	572	280	275	354	564	90*	1100	90*	467	-**	144*	196*	282	341	1018
Effective Base	555	66	86	95	202	121	302	71	199	274	58	52	141	261	132	118	162	277	40	513	40	208	-	72	96	128	168	1018
Yes	90	8	16	18	26	20	65	5	34	35	17	10	32	25	30	25	24	41	90	-	90	23	-	21	18	23	39	62
	8%ms	*10%*	*8%*	*8%*	*6%*	*8%*	**10%z**	*3%*	*9%*	*6%*	*13%*	*9%*	**11%m**	*4%*	**11%m**	*9%*	*7%*	*7%*	**100%zs**	-	**100%zs**	*5%*	-	**14%zu**	*9%*	*8%*	**11%zu**	*6%*
No	1100	72	187	214	390	236	591	144	365	564	118	97	262	546	250	248	330	522	-	1100	-	444	-	123	178	257	302	947
	92%rtwA	*89%*	*92%*	*92%*	*94%*	*91%*	*90%*	*98%*	*91%*	*94%*	*87%*	*91%*	*88%*	**95%zln**	*89%*	*90%*	*93%*	*93%*	-	**100%zrt**	-	**95%zwA**	-	*86%*	*91%*	*91%*	*89%*	*93%*
Don't know	3	1	-	*	*	2	3	*	*	3	-	-	3	1	-	3	*	*	-	-	-	-	-	-	*	3	*	6
	*	*1%*	-	*	*	*1%*	*	*	*	*1%*	-	-	*1%*	*	-	*1%*	*	*	-	-	-	-	-	-	*	*1%*	*	*1%*
Refused	*	*	-	-	-	-	*	-	-	*	*	-	-	*	-	*	*	*	-	-	-	-	-	-	-	-	-	3
	*	*	-	-	-	-	*	-	-	*	*	-	-	*	-	*	*	*	-	-	-	-	-	-	-	-	-	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 258

B1. Earlier you mentioned you have not applied for external finance in the last 12 months. Have you had any need for external finance in the last 12 months?

Base : All who have not applied for finance in the last 12 months

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1018	334	323	37	175	83	180	34	325	314	32	167	2	75	175	32	705	175	205	147	159	199	238	239	264	733	1018
Weighted Total	1193	293	265	23**	158*	45**	107*	10**	282	249	16**	151*	1**	35**	101*	9**	766	243	227	99*	155*	172*	197	193	229	938	1018
Effective Base	555	148	135	12	80	29	62	11	144	129	9	77	1	26	59	10	362	109	106	56	76	86	103	104	120	426	1018
Yes	90	34	27	1	20	2	6	3	33	24	1	20	-	2	5	3	49	21	26	13	18	21	22	23	26	61	62
	8%	**12%z**	*10%*	*6%*	*13%*	*4%*	*5%*	*32%*	**12%zn**	**10%n**	*4%*	**13%n**	-	*5%*	*4%*	*29%*	*6%*	*9%*	*11%*	*13%*	*12%*	*12%*	*11%*	*12%*	*11%*	*7%*	*6%*
No	1100	258	238	21	138	43	101	7	248	224	16	131	1	33	96	6	714	222	201	87	137	152	175	170	203	874	947
	92%ah	*88%*	*90%*	*94%*	*87%*	*96%*	*95%*	*66%*	*88%*	*90%*	*96%*	*87%*	*100%*	*95%*	**95%hk**	*69%*	*93%*	*91%*	*89%*	*87%*	*88%*	*88%*	*89%*	*88%*	*89%*	*93%*	*93%*
Don't know	3	*	*	-	-	-	*	*	*	*	-	-	-	-	*	*	3	*	-	*	*	-	-	-	-	3	6
	*	*	*	-	-	-	*	*1%*	*	*	-	-	-	-	*	*1%*	*	*	-	*	*	-	-	-	-	*	*1%*
Refused	*	*	-	-	*	-	-	-	*	-	-	*	-	-	-	-	*	-	-	-	-	-	*	*	*	*	3
	*	*	-	-	*	-	-	-	*	-	-	*	-	-	-	-	*	-	-	-	-	-	*	*	*	*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 259

B1. Earlier you mentioned you have not applied for external finance in the last 12 months. Have you had any need for external finance in the last 12 months?

Base : All who have not applied for finance in the last 12 months

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1018	341	273	432	571	218	52	63	95	354	561	1018
Weighted Total	1193	338	236	426	748	274	45**	59**	136*	297	756	1018
Effective Base	555	166	125	210	337	129	25	29	62	153	339	1018
Yes	90	37	26	41	49	20	5	5	15	27	48	62
	8%	*11%*	*11%*	*10%*	*7%*	*7%*	*11%*	*9%*	*11%*	*9%*	*6%*	*6%*
No	1100	301	210	385	696	255	40	54	121	270	704	947
	92%	*89%*	*89%*	*90%*	*93%*	*93%*	*89%*	*91%*	*89%*	*91%*	*93%*	*93%*
Don't know	3	*	*	*	3	-	*	-	-	*	3	6
	*	*	*	*	*	-	*1%*	-	-	*	*	*1%*
Refused	*	-	-	-	*	-	-	-	-	-	*	3
	*	-	-	-	*	-	-	-	-	-	*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 260

B2. Which of these, if any, are reasons why you did not apply for external finance in the last 12 months?

Base : All who had a finance need but did not apply

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	62	21	8	2	31	31	3	15	14	14	32	18	22	20	11	5	20	33	4	4	31	-	2	62
Weighted Total	90*	11**	1**	***	77*	13**	3**	20**	17**	23**	52**	29**	44**	31**	7**	1**	44**	36**	2**	5**	38**	-**	1**	62*
Effective Base	40	20	8	2	30	25	2	10	8	10	22	12	18	14	4	2	18	18	4	2	18	-	1	62
You thought you would be rejected	36 *41%*	5 *44%*	* *25%*	* *50%*	31 *40%*	5 *42%*	1 *40%*	7 *32%*	9 *53%*	7 *31%*	21 *40%*	13 *47%*	8 *19%*	19 *62%*	4 *58%*	1 *66%*	20 *45%*	11 *30%*	1 *46%*	5 *92%*	10 *28%*	- -	* *10%*	24 *39%*
You didn't want to take on additional debt/risk	34 *38%*	7 *57%*	* *21%*	* *50%*	27 *35%*	7 *53%*	2 *83%*	11 *54%*	8 *46%*	7 *29%*	15 *28%*	8 *27%*	19 *42%*	9 *28%*	5 *76%*	* *17%*	14 *31%*	19 *54%*	1 *30%*	- -	19 *51%*	- -	1 *90%*	26 *42%*
You thought it would be too expensive	28 *31%*	4 *32%*	* *29%*	* *50%*	23 *30%*	4 *32%*	2 *83%*	11 *52%*	9 *54%*	2 *7%*	8 *15%*	6 *21%*	16 *36%*	6 *21%*	4 *56%*	* *5%*	11 *26%*	13 *36%*	1 *23%*	2 *46%*	12 *32%*	- -	1 *90%*	19 *31%*
Terms and conditions too strict (e.g. security)	20 *23%*	4 *38%*	* *16%*	* *50%*	16 *20%*	5 *36%*	2 *83%*	3 *14%*	10 *56%*	4 *18%*	8 *15%*	3 *12%*	6 *14%*	12 *37%*	1 *18%*	* *5%*	4 *9%*	13 *37%*	1 *23%*	2 *46%*	12 *33%*	- -	1 *90%*	16 *26%*
Didn't need to until recently / had alternative funds available	15 *17%*	* *3%*	- -	- -	15 *19%*	* *3%*	- -	3 *14%*	- -	10 *43%*	12 *24%*	2 *8%*	10 *23%*	5 *15%*	* *5%*	- -	7 *17%*	5 *14%*	- -	- -	8 *20%*	- -	- -	7 *11%*
You didn't know where to find the appropriate finance	12 *14%*	3 *24%*	* *25%*	- -	9 *12%*	3 *24%*	2 *83%*	2 *12%*	1 *5%*	1 *5%*	9 *18%*	8 *28%*	3 *7%*	6 *18%*	* *5%*	- -	3 *8%*	6 *16%*	1 *23%*	2 *46%*	6 *16%*	- -	- -	11 *18%*
Don't trust financial institutions	12 *13%*	4 *35%*	* *25%*	- -	7 *10%*	4 *34%*	2 *83%*	2 *12%*	1 *7%*	2 *8%*	8 *16%*	6 *22%*	1 *1%*	9 *29%*	2 *22%*	- -	7 *15%*	5 *13%*	1 *23%*	- -	4 *11%*	- -	1 *90%*	12 *19%*
Now is not the right time because of economic conditions	11 *13%*	3 *25%*	* *29%*	* *50%*	8 *10%*	3 *26%*	1 *23%*	3 *16%*	6 *37%*	1 *6%*	2 *3%*	* *1%*	8 *19%*	2 *5%*	1 *13%*	* *5%*	3 *8%*	8 *22%*	- -	- -	8 *21%*	- -	- -	11 *18%*
The decision would have taken too long	10 *11%*	1 *12%*	1 *45%*	* *50%*	8 *10%*	2 *16%*	1 *23%*	6 *28%*	- -	1 *3%*	4 *8%*	4 *13%*	5 *11%*	4 *12%*	1 *16%*	* *5%*	6 *13%*	4 *12%*	- -	* *4%*	4 *11%*	- -	- -	9 *15%*
The financial institution(s) you spoke to seemed reluctant to lend	9 *10%*	4 *31%*	1 *38%*	* *50%*	5 *6%*	4 *32%*	1 *23%*	1 *6%*	2 *9%*	1 *2%*	6 *12%*	6 *20%*	3 *7%*	5 *16%*	1 *15%*	* *5%*	3 *7%*	3 *8%*	1 *23%*	2 *46%*	3 *8%*	- -	- -	13 *21%*
You have a poor personal/business credit history	7 *7%*	1 *9%*	- -	- -	6 *7%*	1 *8%*	- -	- -	1 *3%*	1 *2%*	6 *12%*	6 *20%*	1 *1%*	6 *18%*	1 *7%*	- -	6 *13%*	1 *1%*	1 *23%*	- -	1 *1%*	- -	- -	4 *6%*
Other	4 *4%*	1 *9%*	* *12%*	- -	2 *3%*	1 *9%*	- -	1 *3%*	3 *15%*	- -	* *1%*	* *1%*	2 *5%*	1 *4%*	- -	- -	3 *6%*	1 *2%*	- -	- -	1 *2%*	- -	- -	4 *6%*
Your parent company provided funding	* *1%*	* *4%*	- -	- -	- -	* *4%*	- -	- -	* *3%*	- -	- -	- -	- -	* *2%*	- -	- -	- -	* *1%*	- -	- -	* *1%*	- -	- -	1 *2%*
Don't know	2 *3%*	1 *4%*	* *12%*	- -	2 *2%*	1 *5%*	- -	- -	1 *3%*	- -	2 *4%*	2 *7%*	2 *5%*	- -	- -	* *16%*	2 *4%*	- -	1 *23%*	* *3%*	- -	- -	- -	3 *5%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 261

B2. Which of these, if any, are reasons why you did not apply for external finance in the last 12 months?

Base : All who had a finance need but did not apply

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	62	9	8	14	16	15	46	5	26	23	11	10	25	16	19	15	15	32	62	-	62	14	-	18	13	12	31	62
Weighted Total	90*	8**	16**	18**	26**	20**	65**	5**	34**	35**	17**	10**	32**	25**	30**	25**	24**	41**	90*	-**	90*	23**	-**	21**	18**	23**	39**	62*
Effective Base	40	5	6	8	12	10	29	3	16	15	8	6	15	11	13	11	11	18	40	-	40	11	-	10	8	9	18	62
You thought you would be rejected	36 41%	2 27%	11 67%	9 50%	3 13%	11 53%	34 52%	- -	10 30%	14 41%	8 49%	2 17%	8 26%	11 43%	17 56%	16 66%	6 24%	14 35%	36 41%	- -	36 41%	4 18%	- -	10 47%	9 51%	11 50%	19 49%	24 39%
You didn't want to take on additional debt/risk	34 38%	6 73%	* *	13 70%	6 22%	9 44%	22 33%	2 45%	19 54%	8 24%	6 35%	6 58%	13 41%	7 27%	14 45%	10 40%	11 47%	13 31%	34 38%	- -	34 38%	10 42%	- -	11 51%	6 34%	6 27%	17 43%	26 42%
You thought it would be too expensive	28 31%	2 25%	* *	11 60%	3 13%	11 53%	24 37%	* 10%	10 28%	13 37%	4 25%	3 35%	11 33%	3 12%	14 46%	11 45%	7 28%	10 23%	28 31%	- -	28 31%	10 42%	- -	7 32%	4 20%	6 27%	10 26%	19 31%
Terms and conditions too strict (e.g. security)	20 23%	2 21%	3 17%	8 43%	4 15%	4 19%	14 21%	* 10%	7 20%	6 16%	4 26%	6 59%	2 8%	3 14%	14 45%	8 32%	2 8%	10 25%	20 23%	- -	20 23%	7 31%	- -	6 30%	1 6%	4 18%	7 19%	16 26%
Didn`t need to until recently / had alternative funds available	15 17%	* 4%	3 17%	- -	12 46%	- -	7 12%	2 48%	7 22%	3 8%	5 28%	2 24%	8 25%	5 19%	2 8%	- -	5 21%	10 24%	15 17%	- -	15 17%	7 31%	- -	3 13%	2 13%	3 12%	5 13%	7 11%
You didn't know where to find the appropriate finance	12 14%	2 27%	3 17%	2 8%	* 2%	5 26%	12 18%	* 10%	3 9%	3 8%	6 35%	2 25%	2 7%	5 20%	5 17%	7 30%	2 8%	3 7%	12 14%	- -	12 14%	2 10%	- -	3 16%	- -	3 13%	3 9%	11 18%
Don't trust financial institutions	12 13%	2 27%	- -	6 33%	- -	3 17%	12 18%	- -	4 11%	4 10%	4 22%	3 30%	3 9%	4 16%	5 16%	5 20%	4 15%	3 7%	12 13%	- -	12 13%	2 10%	- -	4 17%	- -	4 16%	4 9%	12 19%
Now is not the right time because of economic conditions	11 13%	* 4%	* *	5 29%	* 2%	5 25%	8 12%	* 10%	4 11%	3 8%	4 25%	* 2%	* 1%	3 12%	8 26%	2 7%	3 14%	6 15%	11 13%	- -	11 13%	3 13%	- -	7 35%	- -	* *	7 19%	11 18%
The decision would have taken too long	10 11%	- -	* *	5 27%	2 9%	3 13%	10 16%	- -	1 3%	8 24%	- -	* 2%	3 9%	3 12%	4 13%	4 15%	3 14%	3 7%	10 11%	- -	10 11%	3 13%	- -	1 4%	3 15%	3 14%	3 9%	9 15%
The financial institution(s) you spoke to seemed reluctant to lend	9 10%	1 10%	* *	2 8%	* 2%	6 30%	9 13%	* 10%	1 4%	1 3%	6 36%	1 7%	2 5%	3 11%	5 15%	4 17%	2 7%	3 8%	9 10%	- -	9 10%	1 4%	- -	4 18%	1 3%	3 13%	4 11%	13 21%
You have a poor personal/business credit history	7 7%	- -	- -	3 17%	- -	3 17%	7 10%	- -	1 3%	3 9%	2 14%	1 10%	1 2%	2 10%	4 12%	4 15%	- -	3 7%	7 7%	- -	7 7%	- -	- -	3 14%	- -	4 16%	3 8%	4 6%
Other	4 4%	* 4%	- -	1 4%	3 10%	- -	3 4%	* 4%	1 2%	3 8%	- -	- -	3 10%	* 1%	* 1%	- -	* 1%	3 8%	4 4%	- -	4 4%	- -	- -	* 2%	1 5%	2 11%	1 3%	4 6%
Your parent company provided funding	* 1%	- -	- -	- -	* 2%	- -	- -	* 10%	* 1%	- -	- -	- -	- -	- -	* 2%	* 2%	- -	- -	* 1%	- -	* 1%	- -	- -	* 2%	- -	- -	* 1%	1 2%
Don't know	2 3%	2 21%	- -	- -	* 1%	1 2%	1 1%	* 4%	* 1%	2 6%	- -	- -	1 2%	- -	- -	1 2%	2 7%	* *	2 3%	- -	2 3%	- -	- -	2 11%	- -	* 1%	2 6%	3 5%
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 262

B2. Which of these, if any, are reasons why you did not apply for external finance in the last 12 months?

Base : All who had a finance need but did not apply

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	62	30	25	3	17	4	12	4	29	23	2	16	-	3	10	3	32	18	17	13	15	15	15	17	19	41	62
Weighted Total	90*	34**	27**	1**	20**	2**	6**	3**	33**	24**	1**	20**	-**	2**	5**	3**	49**	21**	26**	13**	18**	21**	22**	23**	26**	61**	62*
Effective Base	40	17	13	2	11	3	7	2	16	11	1	10	-	3	5	1	21	11	11	7	9	9	10	11	12	27	62
You thought you would be rejected	36 41%	11 33%	13 49%	- -	10 51%	1 35%	2 34%	2 78%	11 34%	13 56%	- -	10 53%	- -	* 30%	2 43%	2 95%	23 48%	5 25%	16 63%	2 18%	7 41%	12 56%	8 35%	8 36%	8 32%	25 41%	24 39%
You didn't want to take on additional debt/risk	34 38%	14 41%	12 44%	* 10%	7 34%	1 28%	2 35%	3 78%	13 40%	12 50%	* 20%	7 36%	- -	1 30%	2 44%	3 98%	18 37%	9 44%	10 37%	7 52%	7 39%	10 47%	9 43%	10 42%	10 39%	24 39%	26 42%
You thought it would be too expensive	28 31%	7 21%	11 41%	- -	3 17%	* 28%	1 22%	2 74%	7 22%	11 46%	- -	3 18%	- -	* 30%	1 28%	2 93%	14 29%	6 30%	7 26%	4 28%	3 17%	7 35%	7 31%	7 30%	7 27%	21 34%	19 31%
Terms and conditions too strict (e.g. security)	20 23%	5 15%	8 30%	- -	1 7%	* 28%	1 16%	- -	5 15%	8 34%	- -	1 7%	- -	* 30%	1 20%	- -	9 18%	4 21%	4 16%	3 25%	1 6%	6 31%	4 17%	4 18%	4 16%	16 26%	16 26%
Didn't need to until recently / had alternative funds available	15 17%	5 15%	* 1%	- -	3 14%	- -	* 6%	- -	5 16%	* 1%	- -	3 14%	- -	- -	* 8%	- -	5 11%	5 23%	5 19%	* 3%	5 27%	* 2%	5 22%	7 32%	7 28%	8 13%	7 11%
You didn't know where to find the appropriate finance	12 14%	7 20%	4 15%	- -	6 29%	* 7%	1 24%	- -	7 20%	1 6%	- -	6 30%	- -	- -	1 30%	- -	6 12%	3 16%	3 11%	* 4%	3 17%	* 2%	3 12%	3 12%	3 10%	10 16%	11 18%
Don't trust financial institutions	12 13%	5 15%	2 7%	- -	4 21%	* 7%	1 24%	- -	5 15%	2 8%	- -	4 22%	- -	- -	1 30%	- -	5 11%	2 11%	3 13%	* 1%	3 18%	* 2%	4 19%	4 17%	4 16%	7 12%	12 19%
Now is not the right time because of economic conditions	11 13%	8 23%	7 26%	- -	4 20%	- -	1 22%	2 74%	8 24%	7 29%	- -	4 21%	- -	- -	1 28%	2 93%	6 12%	2 8%	4 14%	4 28%	4 21%	4 17%	3 12%	3 12%	3 10%	9 14%	11 18%
The decision would have taken too long	10 11%	4 11%	3 11%	- -	1 5%	- -	* 4%	- -	4 11%	3 13%	- -	1 5%	- -	- -	* 5%	- -	4 7%	3 16%	1 3%	3 21%	1 5%	2 12%	3 12%	* 1%	3 10%	7 12%	9 15%
The financial institution(s) you spoke to seemed reluctant to lend	9 10%	5 14%	2 6%	- -	4 17%	* 7%	2 28%	- -	5 14%	2 7%	- -	4 18%	- -	- -	2 35%	- -	6 13%	2 10%	3 13%	* 4%	3 17%	1 6%	4 17%	3 15%	4 14%	5 8%	13 21%
You have a poor personal/business credit history	7 7%	3 9%	1 2%	- -	3 14%	1 28%	- -	- -	3 9%	1 2%	- -	3 15%	- -	1 30%	- -	- -	3 7%	- -	2 9%	1 4%	2 13%	1 2%	3 14%	3 13%	3 11%	4 6%	4 6%
Other	4 4%	1 4%	1 4%	1 51%	1 5%	1 37%	1 18%	1 20%	1 4%	1 4%	- -	* 2%	- -	1 40%	* 8%	- -	3 6%	* 1%	1 2%	1 5%	1 5%	* 2%	1 5%	1 3%	1 4%	3 4%	4 6%
Your parent company provided funding	* 1%	* 1%	- -	- -	- -	- -	- -	- -	* 2%	- -	- -	- -	- -	- -	- -	- -	- -	* 2%	* 2%	- -	* 3%	- -	- -	- -	- -	* 1%	1 2%
Don't know	2 3%	2 7%	2 8%	1 39%	2 8%	- -	2 39%	- -	2 7%	2 7%	1 80%	2 9%	- -	- -	2 38%	- -	2 5%	- -	- -	2 18%	- -	2 11%	- -	1 2%	1 2%	2 3%	3 5%
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

B2. Which of these, if any, are reasons why you did not apply for external finance in the last 12 months?

Base : All who had a finance need but did not apply

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	62	28	24	32	30	14	6	3	9	21	32	62
Weighted Total	90*	37**	26**	41**	49**	20**	5**	5**	15**	27**	48**	62*
Effective Base	40	17	14	19	21	9	3	2	7	12	21	62
You thought you would be rejected	36 *41%*	14 *37%*	11 *42%*	14 *35%*	22 *45%*	9 *44%*	2 *51%*	5 *95%*	3 *19%*	10 *37%*	24 *49%*	24 *39%*
You didn't want to take on additional debt/risk	34 *38%*	20 *53%*	11 *40%*	20 *48%*	14 *28%*	6 *30%*	2 *35%*	- -	7 *48%*	14 *52%*	13 *26%*	26 *42%*
You thought it would be too expensive	28 *31%*	15 *41%*	4 *13%*	15 *37%*	12 *25%*	9 *46%*	3 *72%*	2 *48%*	7 *48%*	5 *20%*	15 *31%*	19 *31%*
Terms and conditions too strict (e.g. security)	20 *23%*	8 *21%*	4 *14%*	8 *19%*	12 *25%*	4 *18%*	3 *72%*	2 *48%*	2 *16%*	5 *19%*	13 *26%*	16 *26%*
Didn't need to until recently / had alternative funds available	15 *17%*	5 *13%*	8 *30%*	8 *19%*	7 *15%*	2 *12%*	- -	- -	2 *16%*	5 *19%*	8 *16%*	7 *11%*
You didn't know where to find the appropriate finance	12 *14%*	1 *3%*	1 *4%*	1 *3%*	11 *23%*	4 *19%*	* *10%*	2 *48%*	2 *16%*	1 *5%*	9 *18%*	11 *18%*
Don't trust financial institutions	12 *13%*	2 *6%*	2 *6%*	2 *5%*	10 *19%*	1 *6%*	1 *11%*	- -	2 *16%*	2 *8%*	7 *15%*	12 *19%*
Now is not the right time because of economic conditions	11 *13%*	10 *26%*	4 *16%*	10 *24%*	2 *3%*	4 *19%*	* *10%*	- -	3 *21%*	1 *5%*	7 *14%*	11 *18%*
The decision would have taken too long	10 *11%*	6 *16%*	1 *4%*	6 *15%*	4 *8%*	3 *18%*	- -	* *5%*	5 *37%*	1 *3%*	4 *8%*	9 *15%*
The financial institution(s) you spoke to seemed reluctant to lend	9 *10%*	2 *5%*	2 *7%*	2 *5%*	7 *14%*	1 *5%*	* *10%*	2 *48%*	1 *4%*	1 *5%*	7 *14%*	13 *21%*
You have a poor personal/business credit history	7 *7%*	1 *1%*	1 *2%*	1 *1%*	6 *12%*	- -	- -	- -	- -	1 *4%*	6 *12%*	4 *6%*
Other	4 *4%*	1 *2%*	1 *3%*	1 *2%*	3 *6%*	- -	* *4%*	- -	- -	1 *3%*	3 *6%*	4 *6%*
Your parent company provided funding	* *1%*	* *1%*	* *2%*	* *1%*	- -	- -	* *10%*	- -	- -	* *2%*	- -	1 *2%*
Don't know	2 *3%*	- -	- -	- -	2 *5%*	* *1%*	1 *11%*	- -	- -	* *1%*	2 *5%*	3 *5%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
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Ipsos MORI

Business Finance Survey 2016
(FINAL)

B3. And which is the main reason why you did not apply for external finance?

Base : All who had a finance need but did not apply

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	62	21	8	2	31	31	3	15	14	14	32	18	22	20	11	5	20	33	4	4	31	-	2	62
Weighted Total	90*	11**	1**	***	77*	13**	3**	20**	17**	23**	52**	29**	44**	31**	7**	1**	44**	36**	2**	5**	38**	-**	1**	62*
Effective Base	40	20	8	2	30	25	2	10	8	10	22	12	18	14	4	2	18	18	4	2	18	-	1	62
You don't want to take on additional debt/risk	22 *25%*	4 *35%*	* *21%*	- -	18 *23%*	4 *33%*	1 *23%*	9 *46%*	5 *27%*	3 *13%*	8 *16%*	5 *18%*	14 *31%*	4 *13%*	4 *60%*	* *12%*	7 *17%*	14 *39%*	1 *30%*	- -	14 *36%*	- -	1 *90%*	16 *26%*
You thought you would be rejected	17 *19%*	2 *13%*	- -	* *50%*	16 *20%*	2 *12%*	* *17%*	* *2%*	5 *29%*	6 *28%*	12 *22%*	5 *18%*	3 *8%*	10 *33%*	- -	* *5%*	13 *30%*	3 *9%*	1 *46%*	- -	3 *7%*	- -	* *10%*	10 *16%*
You didn't know where to find the appropriate finance	7 *8%*	* *3%*	- -	- -	7 *9%*	* *3%*	2 *60%*	2 *9%*	* *2%*	- -	5 *10%*	5 *18%*	2 *6%*	2 *7%*	- -	- -	* *1%*	4 *12%*	- -	2 *46%*	4 *12%*	- -	- -	4 *6%*
You thought it would be too expensive	3 *4%*	- -	* *16%*	- -	3 *4%*	* *2%*	- -	- -	- -	- -	3 *7%*	3 *12%*	- -	3 *10%*	* *3%*	- -	3 *7%*	* *1%*	- -	- -	* *1%*	- -	- -	2 *3%*
The financial institution(s) you spoke to seemed reluctant to lend	3 *4%*	1 *6%*	* *21%*	- -	2 *3%*	1 *7%*	- -	- -	1 *4%*	- -	3 *5%*	3 *9%*	- -	3 *10%*	* *4%*	- -	2 *6%*	1 *3%*	- -	- -	1 *3%*	- -	- -	4 *6%*
Terms and conditions too strict (e.g. security)	3 *3%*	1 *4%*	- -	- -	2 *3%*	1 *4%*	- -	1 *2%*	- -	2 *10%*	2 *5%*	- -	- -	2 *8%*	1 *7%*	- -	- -	3 *8%*	- -	- -	3 *8%*	- -	- -	2 *3%*
Now is not the right time because of economic conditions	1 *1%*	1 *6%*	- -	- -	- -	1 *5%*	- -	- -	- -	1 *3%*	1 *1%*	- -	- -	- -	- -	- -	1 *2%*	- -	- -	- -	- -	- -	- -	1 *2%*
You have a poor personal/business credit history	1 *1%*	1 *4%*	- -	- -	- -	1 *4%*	- -	- -	1 *3%*	- -	- -	- -	- -	- -	1 *7%*	- -	- -	1 *1%*	- -	- -	1 *1%*	- -	- -	1 *2%*
The decision would have taken too long	* *	- -	* *16%*	* *50%*	- -	* *2%*	- -	- -	- -	- -	* *1%*	* *1%*	- -	- -	* *3%*	* *5%*	- -	* *	- -	* *4%*	* *	- -	- -	2 *3%*
Don't trust financial institutions	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Your parent company provided funding	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	29 *32%*	2 *18%*	* *12%*	- -	27 *35%*	2 *17%*	- -	8 *41%*	6 *32%*	10 *43%*	15 *29%*	5 *18%*	22 *50%*	6 *19%*	* *5%*	1 *61%*	15 *35%*	9 *25%*	- -	2 *46%*	11 *31%*	- -	- -	16 *26%*
Don't know	3 *3%*	1 *10%*	* *12%*	- -	2 *2%*	1 *10%*	- -	- -	1 *3%*	1 *3%*	3 *5%*	2 *7%*	2 *5%*	- -	1 *9%*	* *16%*	2 *4%*	1 *2%*	1 *23%*	* *3%*	1 *2%*	- -	- -	4 *6%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 265

B3. And which is the main reason why you did not apply for external finance?

Base : All who had a finance need but did not apply

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	62	9	8	14	16	15	46	5	26	23	11	10	25	16	19	15	15	32	62	-	62	14	-	18	13	12	31	62
Weighted Total	90*	8**	16**	18**	26**	20**	65**	5**	34**	35**	17**	10**	32**	25**	30**	25**	24**	41**	90*	-**	90*	23**	-**	21**	18**	23**	39**	62*
Effective Base	40	5	6	8	12	10	29	3	16	15	8	6	15	11	13	11	11	18	40	-	40	11	-	10	8	9	18	62
You don't want to take on additional debt/risk	22 *25%*	4 *43%*	-	11 *62%*	1 *4%*	6 *30%*	12 *19%*	2 *45%*	13 *39%*	3 *9%*	5 *29%*	1 *12%*	8 *27%*	1 *4%*	13 *42%*	9 *37%*	8 *35%*	4 *11%*	22 *25%*	-	22 *25%*	5 *24%*	-	6 *30%*	6 *34%*	4 *16%*	12 *32%*	16 *26%*
You thought you would be rejected	17 *19%*	-	11 *67%*	-	3 *13%*	3 *14%*	14 *22%*	-	7 *20%*	8 *22%*	-	2 *15%*	4 *12%*	8 *31%*	6 *18%*	4 *15%*	3 *11%*	11 *26%*	17 *19%*	-	17 *19%*	* *2%*	-	5 *24%*	6 *31%*	6 *26%*	11 *28%*	10 *16%*
You didn't know where to find the appropriate finance	7 *8%*	2 *25%*	3 *17%*	-	-	2 *12%*	7 *11%*	-	2 *5%*	3 *8%*	3 *16%*	2 *17%*	2 *5%*	3 *11%*	3 *9%*	5 *21%*	2 *7%*	* *1%*	7 *8%*	-	7 *8%*	2 *8%*	-	* *2%*	- -	2 *11%*	* *1%*	4 *6%*
You thought it would be too expensive	3 *4%*	-	-	3 *18%*	-	-	3 *5%*	-	* *1%*	3 *9%*	-	* *2%*	* *1%*	- -	3 *10%*	3 *13%*	* *1%*	- -	3 *4%*	-	3 *4%*	- -	- -	- -	- -	3 *14%*	- -	2 *3%*
The financial institution(s) you spoke to seemed reluctant to lend	3 *4%*	* *2%*	-	1 *4%*	-	3 *13%*	3 *5%*	-	* *	- -	3 *19%*	- -	1 *2%*	2 *10%*	* *1%	- -	1 *3%*	3 *7%*	3 *4%*	-	3 *4%*	* *1%	-	3 *12%*	- -	- -	3 *7%*	4 *6%*
Terms and conditions too strict (e.g. security)	3 *3%*	- -	- -	- -	2 *9%*	1 *2%*	1 *1%*	-	2 *7%*	- -	1 *3%*	2 *24%*	- -	2 *9%*	- -	- -	- -	3 *7%*	3 *3%*	-	3 *3%*	2 *10%*	- -	- -	1 *3%*	- -	1 *1%*	2 *3%*
Now is not the right time because of economic conditions	1 *1%*	- -	- -	1 *4%*	- -	- -	1 *1%*	-	- -	- -	1 *4%*	- -	- -	- -	1 *2%*	1 *3%*	- -	- -	1 *1%*	-	1 *1%*	- -	- -	- -	- -	- -	- -	1 *2%*
You have a poor personal/business credit history	1 *1%*	- -	- -	- -	- -	1 *2%*	1 *1%*	-	1 *1%*	- -	- -	1 *5%*	1 *2%*	- -	- -	- -	- -	1 *1%*	1 *1%*	-	1 *1%*	- -	- -	1 *2%*	- -	- -	1 *1%*	1 *2%*
The decision would have taken too long	* *	- -	* *	* *1%*	- -	- -	* *	-	- -	* *1%	- -	- -	- -	* *	* *1%	- -	- -	* *1%	* *	-	* *	- -	- -	- -	* *1%	* *	* *1%	2 *3%*
Don't trust financial institutions	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -	- -	-
Your parent company provided funding	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -	- -	-
Other	29 *32%*	1 *9%*	3 *17%*	1 *7%*	19 *74%*	5 *24%*	21 *32%*	3 *52%*	8 *24%*	16 *45%*	5 *28%*	2 *24%*	16 *49%*	8 *32%*	5 *17%*	2 *10%*	8 *33%*	19 *46%*	29 *32%*	-	29 *32%*	13 *55%*	-	3 *15%*	6 *31%*	7 *33%*	9 *22%*	16 *26%*
Don't know	3 *3%*	2 *21%*	-	1 *4%*	* *1%	1 *2%*	1 *2%*	* *4%	1 *2%*	2 *6%*	- -	- -	1 *2%*	1 *3%*	- -	1 *2%*	2 *10%*	* *	3 *3%*	-	3 *3%*	- -	- -	3 *14%*	- -	* *1%	3 *7%*	4 *6%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-	- -	- -	- -	- -	- -	- -	- -	-

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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

B3. And which is the main reason why you did not apply for external finance?

Base : All who had a finance need but did not apply

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	62	30	25	3	17	4	12	4	29	23	2	16	-	3	10	3	32	18	17	13	15	15	15	17	19	41	62
Weighted Total	90*	34**	27**	1**	20**	2**	6**	3**	33**	24**	1**	20**	-**	2**	5**	3**	49**	21**	26**	13**	18**	21**	22**	23**	26**	61**	62*
Effective Base	40	17	13	2	11	3	7	2	16	11	1	10	-	3	5	1	21	11	11	7	9	9	10	11	12	27	62
You don't want to take on additional debt/risk	22 25%	9 27%	8 28%	* 10%	2 12%	- -	1 11%	* 4%	9 26%	8 32%	* 20%	2 12%	- -	- -	1 14%	* 5%	9 19%	7 34%	6 24%	6 45%	4 22%	9 41%	6 28%	7 29%	7 26%	16 25%	16 26%
You thought you would be rejected	17 19%	5 14%	8 31%	- -	5 24%	* 28%	* 1%	2 76%	5 15%	8 35%	- -	5 24%	- -	* 30%	* 1%	2 95%	11 23%	4 18%	11 41%	- -	5 27%	6 29%	* 2%	1 4%	1 4%	13 22%	10 16%
You didn't know where to find the appropriate finance	7 8%	3 8%	3 11%	- -	3 13%	- -	* 6%	- -	3 8%	* 1%	- -	3 14%	- -	- -	* 8%	- -	2 5%	2 10%	- -	* 3%	- -	* 2%	- -	- -	- -	7 12%	4 6%
You thought it would be too expensive	3 4%	* 1%	* 1%	- -	* 1%	- -	* 4%	- -	* 1%	* 1%	- -	* 1%	- -	- -	* 5%	- -	* *	- -	- -	- -	- -	- -	* 1%	* 1%	* 1%	3 5%	2 3%
The financial institution(s) you spoke to seemed reluctant to lend	3 4%	3 9%	* *	- -	2 12%	* 7%	* 2%	- -	3 10%	* 1%	- -	2 12%	- -	- -	* 3%	- -	3 7%	- -	2 9%	* 1%	3 14%	- -	3 14%	3 13%	3 12%	* *	4 6%
Terms and conditions too strict (e.g. security)	3 3%	1 1%	1 2%	- -	1 2%	- -	- -	- -	1 2%	1 2%	- -	1 3%	- -	- -	- -	- -	2 5%	1 2%	1 2%	- -	1 3%	- -	2 11%	2 11%	2 9%	1 1%	2 3%
Now is not the right time because of economic conditions	1 1%	1 2%	1 2%	- -	1 3%	- -	1 12%	- -	1 2%	1 3%	- -	1 3%	- -	- -	1 15%	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	1 1%	1 2%
You have a poor personal/business credit history	1 1%	1 1%	1 2%	- -	1 2%	1 28%	- -	- -	1 2%	1 2%	- -	1 3%	- -	1 30%	- -	- -	1 1%	- -	- -	1 4%	- -	1 2%	1 2%	1 2%	1 2%	- -	1 2%
The decision would have taken too long	* *	* 1%	* 1%	- -	- -	- -	- -	- -	* 1%	* 1%	- -	- -	- -	- -	- -	- -	* *	- -	- -	* 2%	- -	- -	- -	- -	- -	* *	2 3%
Don't trust financial institutions	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Your parent company provided funding	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	29 32%	9 26%	4 14%	1 51%	4 19%	1 37%	1 24%	1 20%	9 26%	4 16%	- -	3 16%	- -	1 40%	1 16%	- -	16 33%	7 36%	5 21%	3 27%	6 31%	3 15%	9 41%	9 37%	11 44%	18 29%	16 26%
Don't know	3 3%	3 9%	2 8%	1 39%	2 12%	- -	2 39%	- -	3 9%	2 7%	1 80%	2 12%	- -	- -	2 38%	- -	3 6%	- -	1 3%	2 18%	1 4%	2 11%	- -	1 2%	1 2%	3 4%	4 6%
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

B3. And which is the main reason why you did not apply for external finance?

Base : All who had a finance need but did not apply

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	62	28	24	32	30	14	6	3	9	21	32	62
Weighted Total	90*	37**	26**	41**	49**	20**	5**	5**	15**	27**	48**	62*
Effective Base	40	17	14	19	21	9	3	2	7	12	21	62
You don't want to take on additional debt/risk	22 *25%*	13 *36%*	4 *16%*	13 *33%*	9 *18%*	6 *28%*	2 *35%*	- -	5 *37%*	10 *38%*	6 *13%*	16 *26%*
You thought you would be rejected	17 *19%*	8 *20%*	8 *31%*	8 *20%*	9 *19%*	3 *14%*	- -	- -	* *3%*	6 *24%*	10 *21%*	10 *16%*
You didn't know where to find the appropriate finance	7 *8%*	* *1%*	* *1%*	* *1%*	7 *14%*	3 *16%*	- -	2 *48%*	2 *12%*	- -	5 *11%*	4 *6%*
You thought it would be too expensive	3 *4%*	* *1%*	* *1%*	* *1%*	3 *6%*	- -	- -	- -	- -	* *1%*	3 *7%*	2 *3%*
The financial institution(s) you spoke to seemed reluctant to lend	3 *4%*	1 *2%*	1 *3%*	1 *2%*	2 *5%*	- -	- -	- -	- -	* *	3 *6%*	4 *6%*
Terms and conditions too strict (e.g. security)	3 *3%*	3 *8%*	2 *9%*	3 *7%*	- -	- -	- -	- -	- -	2 *9%*	1 *1%*	2 *3%*
Now is not the right time because of economic conditions	1 *1%*	- -	- -	- -	1 *1%*	- -	- -	- -	- -	- -	1 *1%*	1 *2%*
You have a poor personal/business credit history	1 *1%*	1 *1%*	1 *2%*	1 *1%*	- -	- -	- -	- -	- -	1 *2%*	- -	1 *2%*
The decision would have taken too long	* *	* *1%*	* *1%*	* *1%*	* *	* *1%*	- -	* *5%*	- -	- -	* *1%*	2 *3%*
Don't trust financial institutions	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Your parent company provided funding	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Other	29 *32%*	10 *28%*	9 *33%*	14 *33%*	15 *32%*	8 *40%*	3 *55%*	2 *48%*	7 *48%*	6 *22%*	16 *33%*	16 *26%*
Don't know	3 *3%*	1 *2%*	1 *3%*	1 *2%*	2 *5%*	* *1%*	1 *11%*	- -	- -	1 *3%*	2 *5%*	4 *6%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 268

B4. Which of the following describes your expectations for the business' turnover over the next 12 months?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
A. Grow by 20% or more	154 **10%jkp**	40 **13%zd**	6 *10%*	1 *8%*	107 *9%*	47 **13%c**	28 **31%zhijk**	67 **26%zhijk**	36 **13%jk**	32 **7%k**	50 **5%k**	18 *3%*	52 *8%*	56 *12%*	21 **14%l**	8 *10%*	68 *8%*	67 **14%zp**	4 *7%*	5 *9%*	62 **13%zp**	4 *30%*	3 *13%*	168 *11%*
B. Grow between 10% and 20%	153 **10%ljklp**	44 **15%zd**	9 **15%zd**	1 *12%*	99 *8%*	54 **15%d**	21 **23%zijk**	61 **24%zhijk**	35 **12%ijk**	25 *6%*	58 *6%*	33 *6%*	47 *7%*	63 **13%zl**	17 *12%*	11 **13%l**	70 *8%*	65 **13%zp**	11 **18%zps**	3 *5%*	63 **14%zp**	1 *7%*	4 **19%ps**	197 *13%*
C. Grow by up to 10%	257 **17%p**	63 **21%zd**	18 **31%zade**	4 **40%zade**	173 *15%*	84 **23%ad**	22 *24%*	47 *19%*	55 *19%*	69 *16%*	153 *15%*	83 *15%*	94 *14%*	85 *18%*	29 *19%*	23 **29%zlm**	124 *14%*	105 **22%zp**	11 *18%*	11 *17%*	102 **22%zp**	2 *15%*	4 *20%*	353 *23%*
D. Stay around the same size	723 **47%abcfgoqtv**	120 *40%*	21 *37%*	3 *36%*	579 **50%abce**	144 *39%*	15 *17%*	53 *21%*	114 **40%fg**	223 **52%fgh**	554 **56%zfgh**	331 **58%zfgh**	362 **55%zmno**	199 *42%*	60 *40%*	29 *37%*	488 **55%zqtv**	174 *36%*	26 *41%*	28 *46%*	167 *36%*	3 *19%*	6 *29%*	637 *41%*
E. Become smaller	179 **12%abcf**	25 **8%c**	3 *6%*	* *3%*	151 **13%abce**	28 **8%c**	1 *1%*	17 *7%*	29 *10%*	55 **13%f**	133 **13%fg**	78 **14%fg**	79 *12%*	53 *11%*	18 *12%*	8 *10%*	101 *11%*	53 *11%*	6 *9%*	13 *22%*	53 *11%*	3 *22%*	3 *15%*	130 *8%*
F. Or do you plan to close or sell the business	44 **3%abco**	7 *2%*	* *	* *1%*	37 **3%b**	7 **2%b**	1 *1%*	1 *1%*	10 *4%*	13 *3%*	33 *3%*	19 *3%*	19 *3%*	12 *3%*	2 *2%*	* *	33 *4%*	8 *2%*	2 *4%*	1 *1%*	8 *2%*	- -	* *	29 *2%*
Other	4 *	1 *	- -	- -	3 *	1 *	- -	* *	1 *	3 *1%*	3 *	* *	3 *	1 *	- -	- -	1 *	3 *1%*	* *1%*	- -	3 *1%*	- -	- -	4 *
Don't know	22 *1%*	3 *1%*	* *1%*	* *1%*	18 *2%*	4 *1%*	3 *3%*	6 *2%*	3 *1%*	6 *1%*	12 *1%*	6 *1%*	8 *1%*	6 *1%*	* *	1 *1%*	7 *1%*	13 **3%zp**	1 *1%*	1 *1%*	12 **3%z**	1 *4%*	1 *3%*	18 *1%*
Refused	3 *	1 *	- -	* **1%b**	2 *	1 *	- -	1 *	2 *1%*	* *	* *	- -	- -	- -	- -	* *	2 *	* *	- -	* *	* *	* *4%*	- -	4 *
Grow	**564** **37%dijklp**	**147** **49%zd**	**32** **57%zade**	**6** **60%zade**	**379** **32%**	**185** **50%d**	**71** **78%zhijk**	**175** **69%zhijk**	**126** **44%ijk**	**126** ***30%***	**261** ***26%***	**135** ***24%***	**193** ***29%***	**204** **43%zl**	**67** **45%zl**	**41** **53%zl**	**262** ***29%***	**237** **49%zps**	**27** **44%p**	**19** ***31%***	**227** **48%zp**	**7** ***52%***	**11** **52%p**	**718** ***47%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 269

B4. Which of the following describes your expectations for the business' turnover over the next 12 months?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	98	128	368	1535
A. Grow by 20% or more	154 **10%jmn**	12 *10%*	22 *8%*	31 *11%*	53 *10%*	35 *10%*	94 *11%*	21 *10%*	154 **27%zij**	- -	- -	154 **100%zhij**	84 **21%zmn**	39 *6%*	23 *6%*	24 *7%*	35 *8%*	96 **13%zop**	57 **13%z**	97 *9%*	10 *11%*	49 *10%*	47 **14%zy**	18 *12%*	13 *7%*	16 *6%*	78 *11%*	168 *11%*
B. Grow between 10% and 20%	153 **10%ijkm**	13 *10%*	35 *13%*	25 *9%*	50 *10%*	30 *9%*	89 *10%*	20 *10%*	153 **27%zijk**	- -	- -	- -	88 **22%zmn**	36 *5%*	27 *7%*	42 *12%*	38 *8%*	73 *10%*	58 **13%zs**	94 *9%*	12 *13%*	31 *7%*	46 **14%u**	18 *13%*	21 *10%*	24 *8%*	85 **12%zu**	197 *13%*
C. Grow by up to 10%	257 **17%jkmy**	27 *21%*	34 *12%*	71 **25%zbe**	82 *16%*	44 *13%*	141 *16%*	38 *19%*	257 **46%zijk**	- -	- -	- -	117 **29%zmn**	96 *14%*	33 *9%*	47 *14%*	76 *17%*	134 *18%*	83 *19%*	174 *16%*	12 *14%*	68 *15%*	71 **21%y**	26 *18%*	53 **27%zuy**	27 *10%*	150 **22%zuy**	353 *23%*
D. Stay around the same size	723 **47%hjklqrvA**	55 *44%*	136 *50%*	115 *39%*	249 *49%*	168 *49%*	395 *46%*	83 *42%*	- -	723 **100%zhjk**	- -	- -	96 *23%*	440 **64%zln**	162 **44%l**	172 *51%*	231 *51%*	319 *43%*	156 *36%*	564 **51%zr**	35 *39%*	236 **51%wA**	121 *35%*	62 *43%*	82 *42%*	170 **60%zvwxA**	265 *39%*	637 *41%*
E. Become smaller	179 **12%hiklm**	15 *12%*	29 *11%*	44 *15%*	45 *9%*	45 *13%*	97 *11%*	32 *16%*	- -	- -	179 **100%zhik**	- -	13 *3%*	59 **8%l**	103 **28%zlm**	42 *12%*	55 *12%*	83 *11%*	61 *14%*	118 *11%*	17 *19%*	52 *11%*	44 *13%*	13 *9%*	25 *13%*	34 *12%*	82 *12%*	130 *8%*
F. Or do you plan to close or sell the business	44 **3%hiA**	1 *1%*	11 *4%*	3 *1%*	21 *4%*	8 *2%*	29 *3%*	3 *2%*	* *	1 *	3 **2%hl**	* *	8 *2%*	19 *3%*	17 *5%*	7 *2%*	12 *3%*	25 *3%*	7 *2%*	37 *3%*	1 *1%*	21 *4%*	6 *2%*	2 *2%*	3 *2%*	10 *3%*	11 *2%*	29 *2%*
Other	4 *s	1 *1%*	3 *1%*	- -	- -	- -	3 *	- -	- -	- -	- -	- -	3 *1%*	1 *	* *	1 *	3 *1%*	* *	3 *1%*	1 *	- -	1 *	3 **1%z**	- -	- -	- -	3 *	4 *
Don't know	22 **1%hi**	1 *1%*	3 *1%*	3 *1%*	8 *2%*	6 *2%*	5 *1%*	1 *	- -	- -	- -	- -	1 *	4 *1%*	6 *2%*	7 *2%*	6 *1%*	9 *1%*	6 *1%*	16 *1%*	3 *3%*	10 *2%*	3 *1%*	6 *4%*	* *	3 *1%*	8 *1%*	18 *1%*
Refused	3 *	- -	- -	- -	1 *	2 *1%*	3 *	- -	- -	- -	- -	- -	- -	1 *	- -	- -	3 *1%*	1 *	* *	3 *	- -	* *	* *	* *	- -	- -	1 *	4 *
Grow	**564** **37%jmnsy**	**52** ***42%***	**90** ***33%***	**128** **44%e**	**184** ***36%***	**109** ***32%***	**323** ***38%***	**79** ***40%***	**564** **100%zij**	**-** **-**	**-** **-**	**154** **100%zij**	**290** **71%zmn**	**171** ***25%***	**82** ***22%***	**113** ***33%***	**148** ***32%***	**302** **41%zp**	**199** **46%zs**	**365** ***33%***	**34** ***38%***	**148** ***32%***	**165** **48%zuy**	**62** **43%y**	**86** **44%uy**	**67** ***24%***	**313** **46%zuy**	**718** ***47%***

Participant Type : Micro, small and medium sized businesses
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*** small base**

Ipsos MORI

Business Finance Survey 2016
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Table 270

B4. Which of the following describes your expectations for the business' turnover over the next 12 months?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
A. Grow by 20% or more	154 *10%y*	55 *10%*	65 *13%*	3 *7%*	28 *9%*	13 *12%*	20 *9%*	4 *14%*	54 *11%*	62 *13%*	3 *8%*	25 *9%*	1 *18%*	9 *11%*	19 *9%*	4 *15%*	105 *11%*	25 *9%*	44 *11%*	27 *11%*	31 *11%*	43 *12%*	49 **19%zy**	64 **24%zvy**	67 **21%zvy**	80 *7%*	168 *11%*
B. Grow between 10% and 20%	153 *10%*	68 *13%*	73 **14%z**	10 *21%*	42 *13%*	20 **18%z**	36 **16%z**	6 *18%*	65 *13%*	70 **14%z**	6 *15%*	38 *13%*	* *6%*	16 **19%z**	33 **15%z**	5 *17%*	101 *10%*	18 *6%*	53 *13%*	29 *12%*	37 *13%*	47 *13%*	37 *14%*	39 **14%zy**	40 *13%*	105 *9%*	197 *13%*
C. Grow by up to 10%	257 *17%*	119 **22%z**	106 **21%z**	9 *20%*	66 *21%*	25 *22%*	41 *19%*	7 *23%*	110 **21%z**	100 **21%z**	9 *23%*	60 *21%*	1 *20%*	20 *24%*	40 *19%*	6 *21%*	173 *17%*	51 *17%*	89 **22%z**	52 *22%*	67 **23%z**	74 *20%*	51 *19%*	49 *18%*	58 *18%*	197 *17%*	353 *23%*
D. Stay around the same size	723 **47%abdehikrt uvwx**	214 *39%*	187 *36%*	14 *30%*	112 *36%*	37 *33%*	92 *42%*	11 *36%*	202 *39%*	180 *37%*	11 *28%*	107 *37%*	3 *56%*	34 *39%*	89 *42%*	11 *37%*	459 *46%*	141 *48%*	157 *38%*	97 *40%*	117 *40%*	143 *39%*	91 *34%*	86 *32%*	108 *34%*	604 **51%zvwx**	637 *41%*
E. Become smaller	179 *12%*	72 *13%*	61 *12%*	9 *20%*	52 **17%zabf**	13 *12%*	23 *11%*	3 *10%*	69 *13%*	55 *11%*	9 *25%*	48 **17%zimn**	- -	6 *7%*	23 *11%*	3 *11%*	115 *12%*	38 *13%*	49 *12%*	33 *14%*	32 *11%*	47 *13%*	32 *12%*	27 *10%*	34 *11%*	143 *12%*	130 *8%*
F. Or do you plan to close or sell the business	44 **3%s**	9 *2%*	11 *2%*	- -	6 *2%*	- -	8 **4%a**	- -	9 *2%*	11 *2%*	- -	6 *2%*	* *1%*	- -	7 *4%*	- -	30 *3%*	9 *3%*	11 *3%*	- -	6 *2%*	6 *2%*	5 *2%*	2 *1%*	5 **2%w**	39 *3%*	29 *2%*
Other	4 *p	3 *1%*	3 *1%*	* *1%*	3 **1%z**	- -	3 **1%z**	- -	3 *1%*	3 *1%*	* *1%*	3 **1%z**	- -	- -	3 **1%z**	- -	* *	3 **1%p**	3 *1%*	- -	3 *1%*	* *	- -	3 *1%*	3 *1%*	1 *	4 *
Don't know	22 *1%*	3 *1%*	9 **2%adf**	- -	1 *	3 **3%df**	* *	- -	3 *1%*	7 *1%*	- -	1 *	- -	1 *1%*	* *	- -	10 *1%*	6 *2%*	5 *1%*	3 *1%*	* *	6 *2%*	* *	* *	* *	19 *2%*	18 *1%*
Refused	3 *	* *	* *	- -	- -	* *	* *	- -	* *	* *	- -	- -	- -	* *	* *	- -	1 *	- -	- -	* *	* *	* *	- -	- -	- -	3 *	4 *
Grow	**564** **37%y**	**242** **45%z**	**244** **48%z**	**23** ***49%***	**136** **44%z**	**59** **52%z**	**97** **44%z**	**17** **54%z**	**230** **45%z**	**232** **48%z**	**17** ***46%***	**123** ***43%***	**2** ***44%***	**46** **53%z**	**92** ***44%***	**15** ***53%***	**380** ***38%***	**94** ***32%***	**187** **45%z**	**108** **45%z**	**135** **46%z**	**163** **45%z**	**137** **52%zy**	**152** **56%zxy**	**166** **53%zy**	**382** ***32%***	**718** ***47%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 271

B4. Which of the following describes your expectations for the business' turnover over the next 12 months?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (2)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
A. Grow by 20% or more	154 **10%dj**	75 **16%cd**	64 **18%cd**	90 **15%cd**	63 *7%*	25 *7%*	12 **18%e**	8 *9%*	58 **31%zj**	96 **23%zj**	* *	168 *11%*
B. Grow between 10% and 20%	153 **10%dj**	62 **13%cd**	52 **15%cd**	79 **13%cd**	71 *8%*	27 *8%*	8 *11%*	4 *5%*	42 **22%zj**	111 **26%zj**	- -	197 *13%*
C. Grow by up to 10%	257 **17%j**	84 *18%*	71 *20%*	115 *19%*	135 *15%*	63 *19%*	11 *17%*	19 *22%*	38 **21%j**	216 **51%zhj**	* *	353 *23%*
D. Stay around the same size	723 **47%abchi**	177 *38%*	120 *34%*	232 **39%b**	484 **53%zabc**	162 *49%*	22 *33%*	35 *41%*	32 **18%i**	- -	688 **75%zhi**	637 *41%*
E. Become smaller	179 **12%hi**	43 *9%*	37 *11%*	60 *10%*	119 *13%*	32 *10%*	7 *10%*	14 *17%*	8 **4%i**	- -	171 **19%zhi**	130 *8%*
F. Or do you plan to close or sell the business	44 **3%bi**	11 *2%*	3 *1%*	14 **2%b**	30 *3%*	18 **5%z**	7 **11%z**	3 *4%*	1 *	* *	43 **5%zi**	29 *2%*
Other	4 *	* *	* *	* *	4 *	- -	- -	- -	* *	- -	4 *	4 *
Don't know	22 *1%*	9 **2%b**	1 *	9 **2%b**	12 *1%*	2 *1%*	1 *1%*	2 *3%*	6 **3%i**	- -	15 *2%*	18 *1%*
Refused	3 *	* *	* *	1 *	* *	3 *1%*	- -	- -	* *	- -	3 *	4 *
Grow	**564** **37%dj**	**221** **48%cd**	**187** **53%cd**	**284** **47%cd**	**269** *29%*	**114** *35%*	**31** *46%*	**31** *36%*	**138** **74%zj**	**423** **100%zhj**	* *	**718** *47%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

B5. And which of the following describes your expectations for the business' trading conditions in the next 12 months compared to the last 12 months.

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Significantly better	120	23	2	1	94	26	22	49	21	25	49	24	49	48	10	4	78	36	1	1	33	4	2	107
	8%bjk	8%	4%	7%	8%	7%b	24%zhijk	19%zhijk	8%	6%	5%	4%	7%	10%	7%	6%	9%	7%	2%	2%	7%	29%	10%	7%
Slightly better	290	71	15	2	202	88	23	74	60	74	155	81	115	88	38	19	155	100	15	11	98	2	3	341
	19%jk	23%zd	26%zd	22%	17%	24%d	26%	29%zijk	21%	17%	16%	14%	17%	19%	25%z	24%	17%	21%	25%	18%	21%	13%	17%	22%
About the same	692	116	22	4	549	143	26	67	107	208	514	306	304	210	56	26	440	198	29	17	191	2	6	635
	45%abfgoqst	39%	39%	40%	47%abe	39%	29%	26%	37%	49%lgh	52%zfgh	54%zfgh	46%o	44%o	38%	33%	49%zqstv	41%	47%	27%	41%	15%	31%	41%
Slightly worse	269	58	12	2	198	72	11	38	62	84	169	85	116	88	31	18	143	93	12	17	89	2	4	294
	18%	19%z	20%	22%	17%	19%	12%	15%	22%	20%	17%	15%	18%	18%	21%	23%	16%	19%	20%	28%	19%	16%	21%	19%
Significantly worse	100	23	4	*	72	28	6	11	28	25	61	36	39	30	12	8	44	40	3	7	39	3	4	97
	7%	8%z	7%	4%	6%	7%	7%	4%	10%	6%	6%	6%	6%	6%	8%	10%	5%	8%	5%	11%	8%	22%	18%zpqr	6%
Don't know	63	9	2	*	52	11	3	14	6	10	43	33	39	11	1	3	32	20	1	8	18	*	1	58
	4%ian	3%	3%	4%	4%	3%	3%	5%	2%	2%	4%l	6%	6%mn	2%	1%	4%	4%	4%	2%	13%zpqt	4%	2%	3%	4%
Refused	1	1	-	*	-	1	-	-	-	*	1	1	-	-	1	*	-	*	-	1	*	*	-	3
	*	*zd	-	1%zbd	-	*	-	-	-	*	*	*	-	-	*	*	-	*	-	1%p	*	4%	-	*
Better	410	94	17	3	296	114	45	123	81	99	204	105	164	136	47	24	233	136	17	12	132	6	6	448
	27%jk	31%zd	31%z	29%	25%	31%d	50%zhijk	49%zhijk	29%jk	23%	21%	19%	25%	29%	32%	30%	26%	28%	27%	20%	28%	41%	27%	29%
Worse	369	82	15	2	270	99	17	50	90	109	229	121	155	118	43	26	187	133	15	24	128	5	8	391
	24%	27%z	27%	26%	23%	27%	19%	20%	32%zgjk	26%	23%	21%	23%	25%	29%	33%zl	21%	27%p	24%	39%zp	27%	38%	39%zp	25%
Net better	41	12	2	*	26	15	28	74	-9	-10	-26	-16	9	18	5	-3	46	3	2	-12	3	1	-2	57
	3%hijkoqstv	4%z	4%	3%	2%	4%	31%zhijk	29%zhijk	-3%	-2%	-3%	-3%	1%o	4%o	3%o	-3%	5%zqstv	1%w	3%	-19%	1%w	4%	-12%	4%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

B5. And which of the following describes your expectations for the business' trading conditions in the next 12 months compared to the last 12 months.

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Significantly better	120	12	41	26	15	27	53	23	101	10	6	46	120	-	-	35	48	37	40	81	9	34	30	18	13	18	61	107
	8%dmnq	9%d	15%zd	9%d	3%	8%d	6%	12%	18%zij	1%	3%	30%zhij	29%zmn	-	-	10%q	11%q	5%	9%	7%	10%	7%	9%	12%	6%	6%	9%	7%
Slightly better	290	32	51	54	101	51	175	46	189	86	6	38	290	-	-	67	86	137	106	181	23	68	83	45	37	43	166	341
	19%ajmns	26%e	19%	19%	20%	15%	20%	23%	33%zij	12%j	3%	25%aj	71%zmn	-	-	20%	19%	19%	25%zs	16%	25%	14%	24%zuy	31%zuy	19%	15%	24%zuy	22%
About the same	692	47	133	108	250	154	365	87	171	440	59	39	-	692	-	148	209	334	145	546	25	240	120	48	77	156	245	635
	45%chjklnrt vwA	37%	49%	37%	49%ac	45%	43%	44%	30%	61%zhjk	33%	25%	-	100%zln	-	44%	46%	45%	34%	50%zrt	28%	51%zvwA	35%	34%	39%	55%zvwxA	36%	41%
Slightly worse	269	22	27	69	86	64	171	22	58	132	66	12	-	-	269	55	62	152	91	179	22	73	68	23	41	44	132	294
	18%bhklm	18%	10%	24%zb	17%	19%b	20%g	11%	10%	18%hk	37%zhilk	8%	-	-	73%zlm	16%	14%	21%zp	21%	16%	25%	16%	20%	16%	21%	16%	19%	19%
Significantly worse	100	3	14	29	39	16	64	15	24	30	37	11	-	-	100	19	31	50	29	71	8	36	21	5	21	13	47	97
	7%hilm	2%	5%	10%a	8%	5%	8%	7%	4%	4%	20%zhilk	7%	-	-	27%zlm	6%	7%	7%	7%	6%	9%	8%	6%	3%	11%	5%	7%	6%
Don't know	63	9	7	5	14	27	26	5	21	24	5	8	-	-	-	16	20	27	21	42	2	16	18	5	6	8	30	58
	4%klmn	8%cd	3%	2%	3%	8%zbcd	3%	2%	4%	3%	3%	5%	-	-	-	5%	4%	4%	5%	4%	2%	4%	5%	3%	3%	3%	4%	4%
Refused	1	-	-	-	*	1	*	1	*	1	-	-	-	-	-	-	1	*	*	1	-	1	*	-	-	-	*	3
	*	-	-	-	*	*	*	*	*	*	-	-	-	-	-	-	*	*	*	*	-	*	*	-	-	-	*	*
Better	410	44	91	80	117	78	228	69	290	96	13	84	410	-	-	101	134	174	146	262	32	102	114	63	50	61	227	448
	27%ajmnqs	35%zde	34%de	28%	23%	23%	27%	35%z	51%zij	13%	7%	55%zij	100%zmn	-	-	30%	29%	24%	34%zs	24%	35%	22%	33%zuy	44%zuxyA	25%	22%	33%zuy	29%
Worse	369	25	41	99	125	80	235	37	82	162	103	23	-	-	369	73	93	203	120	250	30	109	89	28	63	57	180	391
	24%bhklm	20%	15%	34%zab	25%b	24%	28%z	19%	15%	22%h	57%zhilk	15%	-	-	100%zlm	22%	20%	27%z	28%	23%	34%	23%	26%	19%	32%y	20%	26%	25%
Net better	41	19	50	-18	-8	-2	-8	32	207	-66	-90	62	410	0	-369	28	41	-29	26	12	2	-7	24	36	-13	4	48	57
	3%cdefqsux	15%zcde	18%zcde	-6%	-2%	-1%	-1%	16%zf	37%zij	-9%	-50%	40%z	100%zn	0%	-100%	8%z	9%zq	-4%	6%zs	1%	2%	-2%	7%zuxy	25%zuvxyA	-6%	1%	7%zuxy	4%

Participant Type : Micro, small and medium sized businesses
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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 274

B5. And which of the following describes your expectations for the business' trading conditions in the next 12 months compared to the last 12 months.

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Significantly better	120	50	54	3	27	6	27	4	49	51	2	26	*	4	27	4	88	17	29	26	30	30	16	30	31	90	107
	8%	*9%*	**11%z**	*7%*	*9%*	*5%*	**12%ze**	*12%*	*10%*	**10%zm**	*6%*	*9%*	*6%*	*4%*	**13%zm**	*13%*	*9%*	*6%*	*7%*	*11%*	*10%*	*8%*	*6%*	**11%w**	**10%w**	*8%*	*7%*
Slightly better	290	126	122	7	76	22	44	9	120	118	6	69	1	17	43	6	179	62	105	54	76	88	47	50	56	226	341
	19%	**23%z**	**24%z**	*14%*	**24%z**	*19%*	*20%*	*28%*	**23%z**	**24%z**	*15%*	*24%*	*20%*	*20%*	*20%*	*22%*	*18%*	*21%*	**26%z**	*22%*	**26%z**	**24%z**	*18%*	*18%*	*18%*	*19%*	*22%*
About the same	692	205	169	20	102	31	90	11	190	165	18	93	3	29	89	11	462	123	149	91	111	133	106	98	120	563	635
	45%abdehikmstuwx	**38%bd**	*33%*	*42%*	*33%*	*27%*	**41%bde**	*36%*	*37%*	*34%*	*48%*	*32%*	*74%*	*34%*	**42%ik**	*38%*	*47%*	*42%*	*36%*	*38%*	*38%*	*36%*	*40%*	*36%*	*38%*	**47%zwx**	*41%*
Slightly worse	269	115	100	13	81	26	36	6	110	97	8	76	-	24	31	6	166	54	79	46	53	63	62	61	71	193	294
	18%	**21%z**	*20%*	*27%*	**26%zabf**	*23%*	*16%*	*19%*	**21%zn**	**20%n**	*20%*	**27%zhin**	-	**28%zn**	*14%*	*20%*	*17%*	*18%*	*19%*	*19%*	*16%*	*17%*	**23%zy**	*23%*	*22%*	*16%*	*19%*
Significantly worse	100	31	42	3	15	17	18	1	30	34	3	15	-	6	18	1	72	17	31	16	14	34	25	22	28	69	97
	7%	*6%*	*8%*	*6%*	*5%*	**15%zabd**	*8%*	*5%*	*6%*	*7%*	*7%*	*5%*	-	*6%*	*8%*	*5%*	*7%*	*6%*	*7%*	*7%*	*5%*	*9%*	*9%*	*8%*	*9%*	*6%*	*6%*
Don't know	63	16	26	2	8	12	5	*	16	21	1	8	-	6	5	*	24	20	20	8	9	18	9	10	10	47	58
	4%p	*3%*	**5%af**	*4%*	*3%*	**10%zabdf**	*2%*	*1%*	*3%*	*4%*	*3%*	*3%*	-	**7%n**	*2%*	*1%*	*2%*	**7%p**	*5%*	*3%*	*3%*	*5%*	*3%*	*4%*	*3%*	*4%*	*4%*
Refused	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	*	-	-	-	1	3
	*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	*	-	-	-	-	*	-	-	-	*	*
Better	**410**	**176**	**176**	**10**	**102**	**27**	**71**	**12**	**169**	**169**	**8**	**95**	**1**	**21**	**70**	**10**	**267**	**78**	**134**	**80**	**106**	**117**	**64**	**80**	**86**	**315**	**448**
	27%	**33%z**	**34%ze**	***21%***	**33%z**	***24%***	***32%***	***40%***	**33%z**	**35%zm**	***21%***	**33%z**	***26%***	***24%***	***33%***	***35%***	***27%***	***27%***	**32%z**	***33%***	**36%z**	**32%z**	***24%***	**30%w**	**27%w**	***27%***	***29%***
Worse	**369**	**145**	**142**	**15**	**96**	**42**	**54**	**7**	**140**	**131**	**10**	**91**	**-**	**30**	**48**	**7**	**239**	**71**	**110**	**63**	**67**	**97**	**87**	**83**	**99**	**262**	**391**
	24%y	***27%***	***28%***	***33%***	**31%za**	**38%zabf**	***24%***	***24%***	***27%***	***27%***	***28%***	**32%zn**	**-**	**35%zn**	***23%***	***25%***	***24%***	***24%***	***27%***	***26%***	***23%***	***26%***	**33%zy**	**31%zy**	**31%zy**	***22%***	***25%***
Net better	**41**	**31**	**34**	**-6**	**6**	**-15**	**17**	**5**	**29**	**38**	**-2**	**4**	**1**	**-9**	**21**	**3**	**29**	**7**	**24**	**17**	**39**	**21**	**-23**	**-3**	**-12**	**54**	**57**
	3%mvwx	**6%zde**	**7%zde**	***-12%***	***2%***	***-13%***	**8%zde**	**16%zabd**	**6%zkm**	**8%zkm**	***-8%***	***1%***	***26%***	***-10%***	**10%zhkm**	**10%zk**	***3%***	***2%***	**6%z**	**7%z**	**13%zu**	**6%z**	***-9%***	***-1%***	***-4%***	**5%zvwx**	***4%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 275

B5. And which of the following describes your expectations for the business' trading conditions in the next 12 months compared to the last 12 months.

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Significantly better	120	43	39	58	63	16	10	8	37	67	17	107
	8%j	9%	11%	10%	7%	5%	15%e	10%	20%zj	16%zj	2%	7%
Slightly better	290	88	68	120	163	59	8	22	58	142	88	341
	19%j	19%	19%	20%	18%	18%	12%	26%	31%zj	34%zj	10%	22%
About the same	692	167	137	226	457	151	23	21	46	140	502	635
	45%acghi	36%	39%	38%	50%zabc	46%g	35%	24%	25%	33%	54%zhi	41%
Slightly worse	269	103	68	122	147	70	19	17	25	39	204	294
	18%ij	22%zd	19%	20%	16%	21%	28%	21%	14%	9%	22%zi	19%
Significantly worse	100	40	29	51	49	23	5	8	11	19	70	97
	7%	9%	8%	8%	5%	7%	7%	9%	6%	5%	8%	6%
Don't know	63	19	9	22	36	11	2	8	8	15	40	58
	4%	4%	3%	4%	4%	3%	4%	9%	4%	4%	4%	4%
Refused	1	*	-	*	1	-	-	1	-	*	1	3
	*	*	-	*	*	-	-	1%	-	*	*	*
Better	**410**	**131**	**107**	**178**	**225**	**75**	**18**	**30**	**95**	**209**	**105**	**448**
	27%j	**28%**	**31%**	**30%**	**25%**	**23%**	**27%**	**36%**	**51%zj**	**49%zj**	**11%**	**29%**
Worse	**369**	**144**	**97**	**172**	**196**	**93**	**23**	**25**	**36**	**59**	**274**	**391**
	24%di	**31%zd**	**28%**	**29%zd**	**21%**	**28%**	**35%**	**30%**	**20%**	**14%**	**30%zi**	**25%**
Net better	**41**	**-12**	**10**	**6**	**29**	**-19**	**-6**	**5**	**59**	**150**	**-169**	**57**
	3%acef	**-3%**	**3%c**	**1%**	**3%ac**	**-6%**	**-8%**	**6%**	**32%z**	**35%z**	**-18%**	**4%**

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

C1. In the past 3 years did your business exported any goods or services outside of the UK?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Yes	265	78	16	3	168	97	14	59	41	82	166	84	61	90	47	30	95	138	11	9	125	7	11	379
	17%dlp	26%zd	28%zd	34%zade	14%	26%d	16%	23%k	14%	19%	17%	15%	9%	19%l	32%zlm	38%zlm	11%	28%zp	17%	15%	27%zp	53%	55%zpqrst	25%
No	1256	222	40	6	988	268	75	191	243	338	817	481	598	381	101	49	789	345	51	50	340	7	9	1142
	82%abcgnoqtv	73%c	71%	65%	85%zabce	73%c	82%	75%	86%g	79%	82%	85%g	90%zmno	80%no	68%	62%	88%zqtv	71%w	82%w	83%w	73%w	47%	45%	74%
Don't know	10	2	1	*	8	2	2	4	1	6	6	1	*	3	-	*	6	3	*	2	3	*	-	11
	1%	1%	1%	1%	1%	1%	3%k	1%	*	1%	1%k	*	*	1%	-	*	1%	1%	1%	3%	1%	*	-	1%
Refused	4	1	-	-	2	1	-	1	-	2	3	1	2	1	1	-	2	1	-	-	1	-	-	3
	*	*	-	-	*	*	-	*	-	1%	*	*	*	*	*	-	*	*	-	-	*	-	-	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

C1. In the past 3 years did your business exported any goods or services outside of the UK?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179"	154"	410	692	369	340	457	738	431	1100	90"	467	342	144"	196"	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Yes	265 **17%bglop**	24 **19%b**	4 *1%*	76 **26%zbe**	109 **22%zb**	52 **15%b**	171 **20%zg**	19 *10%*	137 **24%zi**	91 *13%*	32 *18%*	49 **32%zlj**	64 *16%*	106 *15%*	87 **24%zlm**	34 *10%*	50 *11%*	181 **24%zop**	89 *21%*	175 *16%*	22 *24%*	73 *16%*	68 *20%*	23 *16%*	38 *20%*	43 *15%*	129 *19%*	379 *25%*
No	1256 **82%cdhknq**	100 *81%*	268 **98%zacde**	211 *72%*	390 *77%*	286 **84%c**	679 *79%*	178 **90%zf**	421 *75%*	628 **87%zhk**	145 *81%*	104 *68%*	342 **84%n**	585 **85%n**	276 *75%*	301 **89%zq**	403 **88%zq**	552 *75%*	341 *79%*	912 *83%*	68 *76%*	386 *83%*	273 *80%*	119 *82%*	158 *80%*	238 *84%*	550 *81%*	1142 *74%*
Don't know	10 **1%A**	* *	* *	3 *1%*	5 *1%*	1 *	4 *	* *	4 *1%*	4 *1%*	2 *1%*	* *	3 *1%*	1 *	6 *2%*	5 *2%*	1 *	4 *1%*	1 *	10 *1%*	- -	8 **2%zA**	1 *	* *	* *	* *	1 *	11 *1%*
Refused	4 *	- -	1 *	1 *	2 *	- -	1 *	- -	1 *	- -	- -	- -	1 *	- -	- -	- -	2 *1%*	1 *	1 *	3 *	- -	- -	1 *	2 **2%z**	- -	1 *	3 *	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 278

C1. In the past 3 years did your business exported any goods or services outside of the UK?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Yes	265 **17%y**	108 ***20%ul***	99 ***19%ul***	7 *16%*	71 ***23%cf***	21 *19%*	28 *13%*	10 ***32%cbf***	107 ***21%n***	94 ***19%n***	7 *17%*	68 ***24%zn***	1 *31%*	17 *19%*	27 *13%*	8 ***28%n***	189 *19%*	42 *14%*	79 *19%*	40 *17%*	59 *20%*	59 *16%*	265 ***100%zwxy***	220 ***81%zy***	265 ***84%zwy***	- -	379 *25%*
No	1256 ***82%gkvwx***	431 *79%*	410 ***80%g***	39 *84%*	238 *77%*	89 *79%*	191 ***87%abdg***	21 *67%*	405 *79%*	389 *80%*	31 *83%*	219 *76%*	3 *69%*	69 *79%*	184 ***87%hiko***	21 *70%*	794 *80%*	250 *85%*	331 *80%*	200 *83%*	233 *80%*	306 *84%*	- -	50 ***19%wx***	50 ***16%w***	1189 ***100%zvwx***	1142 *74%*
Don't know	10 ***1%ahy***	* *	1 *	- -	* *	1 ***1%a***	* *	1 ***2%ad***	* *	1 *	- -	* *	- -	1 ***1%h***	* *	1 ***2%hk***	9 *1%*	1 *	* *	1 *	- -	1 *	- -	- -	- -	- -	11 *1%*
Refused	4 *	3 *1%*	3 *1%*	- -	1 *	1 *1%*	1 *	- -	3 *1%*	1 *	- -	1 *	- -	- -	1 *	- -	1 *	- -	2 *1%*	1 *	1 *	- -	- -	- -	- -	- -	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 279

C1. In the past 3 years did your business exported any goods or services outside of the UK?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Yes	265	133	109	164	101	56	13	4	36	109	119	379
	17%dg	29%zd	31%zd	27%zd	*11%*	17%g	19%g	*4%*	*20%*	26%zj	*13%*	*25%*
No	1256	326	241	433	805	270	55	79	145	312	794	1142
	82%abcd	*71%*	*69%*	*72%*	88%zabc	*82%*	*81%*	95%zef	*78%*	*74%*	86%zl	*74%*
Don't know	10	*	*	1	6	4	-	1	3	1	6	11
	1%	*	*	*	*1%*	*1%*	-	*1%*	*2%*	*	*1%*	*1%*
Refused	4	1	1	1	3	-	-	-	1	1	2	3
	*	*	*	*	*	-	-	-	*	*	*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

C2. Do you plan to export any goods or services outside of the UK in the next 3 years?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Yes	271	81	16	3	170	100	21	72	52	70	147	77	61	91	52	34	90	149	11	8	135	9	11	389
	18%	*27%*	*29%*	*35%*	*15%*	*27%*	*23%*	*28%*	*18%*	*16%*	*15%*	*14%*	*9%*	*19%*	*35%*	*43%*	*10%*	*31%*	*18%*	*13%*	*29%*	*66%*	*54%*	*25%*
		ijkljp	**zd**	**zade**		**zd**		**ijk**						**ijl**	**zlm**	**zlm**		**prs**			**zp**		**prst**	
No	1238	215	40	6	977	261	63	173	232	351	828	477	592	376	90	45	785	332	49	51	329	4	9	1122
	81%	*71%*	*70%*	*65%*	*84%*	*71%*	*69%*	*68%*	*82%*	*82%*	*84%*	*84%*	*89%*	*79%*	*61%*	*57%*	*88%*	*68%*	*79%*	*85%*	*70%*	*29%*	*46%*	*73%*
	abcgnoqtv				**zabce**				**g**	**g**	**zfg**	**zfg**	**zmno**	**no**			**qtv**	**w**	**w**	**qv**	**qv**			
Don't know	26	7	1	-	19	7	8	9	*	6	17	11	10	8	6	1	17	6	2	1	6	1	-	24
	2%	*2%*	*1%*	-	*2%*	*2%*	**hijk**	**hijk**	*	*1%*	*2%*	*2%*	*1%*	*2%*	**z**	*1%*	*2%*	*1%*	*3%*	*2%*	*1%*	*5%*	-	*2%*
							zhijk	**jh**																
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

C2. Do you plan to export any goods or services outside of the UK in the next 3 years?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Yes	271	29	9	73	108	51	173	22	152	86	27	64	80	98	83	35	52	184	101	170	23	70	78	27	31	36	136	389
	18%bimops	**23%b**	*3%*	**25%zbe**	**21%b**	**15%b**	**20%zg**	*11%*	**27%zilj**	*12%*	*15%*	**42%zhilj**	*20%*	*14%*	**23%m**	*10%*	*11%*	**25%zop**	**23%zs**	*15%*	*25%*	*15%*	**23%zuy**	*18%*	*16%*	*13%*	*20%*	*25%*
No	1238	95	257	209	393	284	665	172	400	625	151	83	325	582	282	302	397	540	323	912	64	388	259	115	164	239	538	1122
	81%cfhkqrv	*76%*	**94%zacde**	*72%*	*78%*	**84%c**	*78%*	**87%f**	**71%k**	**86%zhk**	**84%hk**	*54%*	*79%*	**84%zn**	*76%*	**89%zq**	**87%zq**	*73%*	*75%*	**83%zr**	*71%*	*83%*	*76%*	*80%*	*84%*	*85%*	*79%*	*73%*
Don't know	26	1	6	10	5	4	16	4	12	11	1	7	4	12	4	3	8	15	8	18	3	9	5	3	1	8	8	24
	2%	*1%*	*2%*	*3%*	*1%*	*1%*	*2%*	*2%*	*2%*	*2%*	*	*5%*	*1%*	*2%*	*1%*	*1%*	*2%*	*2%*	*2%*	*2%*	*3%*	*2%*	*1%*	*2%*	*	*3%*	*1%*	*2%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

C2. Do you plan to export any goods or services outside of the UK in the next 3 years?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Yes	271 **18%y**	115 **21%z**	112 **22%zf**	11 *24%*	75 **24%zf**	27 *24%*	36 *16%*	10 **30%zf**	111 **22%z**	107 **22%zn**	10 *27%*	69 **24%zn**	1 *31%*	19 *22%*	34 *16%*	8 *27%*	187 *19%*	48 *17%*	77 *19%*	48 *20%*	63 *22%*	65 *18%*	220 **83%zy**	271 **100%zvxy**	271 **86%zvy**	- -	389 *25%*
No	1238 **81%dgrwx**	421 *78%*	395 *77%*	35 *76%*	233 *75%*	83 *74%*	183 **83%bdg**	21 *66%*	398 *77%*	375 *77%*	28 *73%*	217 *76%*	3 *69%*	67 *77%*	177 **83%hiko**	20 *69%*	787 *79%*	243 *83%*	330 *80%*	190 *79%*	228 *78%*	296 *81%*	39 **15%wx**	- -	39 **13%w**	1189 **100%zvwx**	1122 *73%*
Don't know	26 **2%y**	7 *1%*	5 *1%*	- -	1 *	2 *1%*	2 *1%*	1 **4%d**	7 *1%*	3 *1%*	- -	1 *	- -	1 *1%*	2 *1%*	1 **4%k**	18 *2%*	2 *1%*	5 *1%*	3 *1%*	2 *1%*	4 *1%*	5 **2%y**	- -	5 **2%y**	- -	24 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 283

C2. Do you plan to export any goods or services outside of the UK in the next 3 years?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Yes	271	137	109	166	104	44	14	5	49	109	113	389
	18%dgj	**30%zd**	**31%zd**	**28%zd**	*11%*	*13%*	**21%g**	*6%*	**26%zj**	**26%zj**	*12%*	*25%*
No	1238	314	232	418	800	282	50	78	128	310	795	1122
	81%abchi	*68%*	*66%*	*70%*	**87%zabc**	*86%*	*74%*	**93%zf**	*69%*	*73%*	**86%zhi**	*73%*
Don't know	26	10	10	14	11	3	3	1	9	4	14	24
	2%	*2%*	*3%*	*2%*	*1%*	*1%*	*4%*	*1%*	**5%zi**	*1%*	*1%*	*2%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 284

C3. And which one of these is the main barrier to exporting?

Base : All who have exported or plan to export in the next three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	424	173	102	67	82	342	18	67	65	106	292	186	44	92	89	167	56	309	28	17	238	29	49	424
Weighted Total	315	89	17*	3*	206*	109	22**	77*	55*	91*	184	92*	81*	107*	55*	35*	113*	166	13**	11**	150*	10**	11**	424
Effective Base	172	167	97	63	80	236	10	37	31	52	106	53	35	54	40	51	46	114	11	6	98	7	14	424
Ensuring you get paid and enforcing contracts	40 *13%*	12 *13%*	2 *9%*	* *14%*	26 *13%*	14 *13%*	6 *29%*	16 *21%*	4 *7%*	7 *7%*	20 *11%*	13 *14%*	7 *9%*	10 *9%*	12 *21%*	4 *12%*	11 *9%*	21 *13%*	4 *34%*	4 *34%*	18 *12%*	1 *12%*	1 *8%*	51 *12%*
Language barriers/ cultural differences	22 *7%*	6 *7%*	1 *6%*	* *2%*	14 *7%*	7 *7%*	5 *23%*	6 *8%*	3 *5%*	8 *8%*	13 *7%*	5 *6%*	7 *9%*	9 *9%*	2 *4%*	2 *5%*	8 *7%*	13 *8%*	1 *6%*	- -	11 *7%*	- -	3 *23%*	26 *6%*
Lack of knowledge of how to export (e.g. how to deal with overseas regulations/customs procedures)	20 **6%ij**	5 *5%*	1 *6%*	* **13%zae**	14 *7%*	6 *5%*	- -	9 **12%j**	6 *11%*	3 *4%*	5 *3%*	2 *2%*	4 *5%*	10 *9%*	5 *9%*	1 *4%*	6 *6%*	13 *8%*	1 *10%*	- -	10 *7%*	3 *26%*	* *1%*	29 *7%*
Lack of economic/ political stability overseas	20 *6%*	7 **8%z**	2 *9%*	* *8%*	11 *5%*	9 *8%*	- -	4 *5%*	1 *3%*	4 *5%*	15 *8%*	10 *11%*	- -	10 *9%*	3 *6%*	3 **9%l**	4 *3%*	14 *8%*	1 *7%*	1 *7%*	14 *9%*	* *2%*	* *4%*	33 *8%*
Lack of internal funds	11 *3%*	4 **4%z**	* *2%*	- -	7 *3%*	4 *4%*	1 *3%*	6 *8%*	1 *2%*	3 *3%*	4 *2%*	1 *1%*	6 *8%*	4 *4%*	- -	* *1%*	2 *2%*	8 *5%*	1 *5%*	* *2%*	8 *5%*	- -	- -	11 *3%*
Time taken to receive payment	9 *3%*	5 **6%zd**	1 **7%zd**	* **10%zd**	2 *1%*	7 **6%d**	1 *3%*	2 *2%*	* *1%*	5 *5%*	7 *4%*	2 *2%*	2 *3%*	4 *3%*	1 *1%*	2 *6%*	2 *2%*	4 *2%*	1 *10%*	1 *11%*	4 *3%*	* *1%*	1 *6%*	24 *6%*
Protecting intellectual property	8 **3%a**	* *1%*	* *1%*	* **4%ae**	7 *4%*	1 *1%*	- -	- -	5 **9%z**	* *1%*	3 *2%*	3 *3%*	2 *3%*	- -	3 *6%*	3 **8%zm**	- -	8 **5%z**	- -	- -	6 *4%*	2 *25%*	* *1%*	9 *2%*
Lack of external finance	7 *2%*	2 *2%*	* *2%*	- -	5 *2%*	2 *2%*	* *1%*	* *	4 *8%*	3 *3%*	3 *1%*	* *	2 *3%*	1 *1%*	1 *1%*	3 **9%zm**	2 *2%*	5 *3%*	- -	- -	5 *3%*	- -	- -	8 *2%*
No barriers to exporting	147 *47%*	43 **48%z**	9 *51%*	1 *43%*	94 *46%*	53 *49%*	9 *42%*	32 *41%*	24 *44%*	46 *50%*	92 *50%*	46 *50%*	39 *48%*	49 *46%*	24 *45%*	15 *44%*	57 *50%*	72 *43%*	3 *28%*	4 *40%*	66 *44%*	3 *33%*	6 *57%*	202 *48%*
Don't know	22 **7%aq**	4 *5%*	1 *4%*	* *4%*	17 *8%*	5 *5%*	- -	2 *3%*	3 *6%*	9 *10%*	16 *9%*	7 *7%*	8 *10%*	5 *4%*	4 *7%*	1 *3%*	14 *12%*	7 *4%*	- -	1 *6%*	7 *5%*	* *1%*	- -	23 *5%*
Refused	9 **3%aq**	1 *2%*	* *1%*	* *2%*	7 *4%*	2 *2%*	- -	- -	3 *5%*	3 *3%*	6 *3%*	3 *3%*	2 *3%*	6 *5%*	- -	* *1%*	7 *6%*	2 *1%*	- -	- -	2 *1%*	- -	* *	8 *2%*
Getting paid	**49** ***16%***	**17** **19%z**	**3** ***17%***	**1** **24%z**	**28** ***14%***	**21** ***19%***	**7** ***32%***	**18** ***23%***	**4** ***8%***	**11** ***13%***	**27** ***15%***	**16** ***17%***	**10** ***12%***	**13** ***13%***	**12** ***22%***	**6** ***18%***	**13** ***12%***	**25** ***15%***	**6** ***44%***	**5** ***44%***	**22** ***14%***	**1** ***13%***	**2** ***14%***	**75** ***18%***

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 285

C3. And which one of these is the main barrier to exporting?

Base : All who have exported or plan to export in the next three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	424	113	18	84	160	49	238	54	257	136	27	82	131	146	133	42	73	309	179	244	19	72	160	42	62	53	264	424
Weighted Total	315	30*	11**	82*	132*	60**	202	23**	166*	108*	34**	67*	86*	120*	99*	39**	61*	216	112*	203	26**	81*	86*	28**	41**	50**	155*	424
Effective Base	172	35	7	38	75	29	104	16	93	61	16	36	49	62	55	21	34	117	64	108	12	41	53	16	23	25	92	424
Ensuring you get paid and enforcing contracts	40 *13%*	4 *12%*	2 *18%*	13 *16%*	14 *10%*	7 *13%*	33 *16%*	3 *13%*	22 *13%*	10 *9%*	5 *15%*	12 *18%*	10 *11%*	15 *12%*	11 *11%*	* *	8 *13%*	32 *15%*	19 *17%*	20 *10%*	4 *14%*	6 *7%*	16 *18%*	6 *20%*	4 *10%*	2 *3%*	25 *16%*	51 *12%*
Language barriers/ cultural differences	22 *7%*	2 *5%*	1 *5%*	2 *3%*	9 *7%*	8 *13%*	16 *8%*	* *1%*	15 *9%*	4 *4%*	2 *7%*	9 *13%*	8 *9%*	10 *8%*	4 *4%*	* *1%*	7 *11%*	15 *7%*	8 *7%*	14 *7%*	* *1%*	7 *9%*	7 *8%*	3 *12%*	* *1%*	* *1%*	11 *7%*	26 *6%*
Lack of knowledge of how to export (e.g. how to deal with overseas regulations/customs procedures)	20 **6%i**	2 *6%*	- -	10 *13%*	4 *3%*	4 *7%*	14 *7%*	1 *5%*	16 **10%i**	1 *1%*	3 *9%*	3 *5%*	5 *6%*	4 *3%*	12 *12%*	1 *3%*	* *1%*	19 *9%*	5 *5%*	15 *7%*	1 *4%*	3 *4%*	4 *5%*	4 *13%*	8 *18%*	1 *3%*	15 *10%*	29 *7%*
Lack of economic/ political stability overseas	20 **6%iA**	1 *5%*	* *2%*	7 *9%*	7 *6%*	4 *6%*	14 *7%*	3 *15%*	18 **11%zi**	2 *2%*	* *1%*	6 *8%*	7 *8%*	9 *8%*	4 *4%*	* *1%*	3 *5%*	16 *7%*	3 *3%*	17 *8%*	* *1%*	6 *7%*	3 *3%*	1 *2%*	1 *3%*	8 *17%*	5 *3%*	33 *8%*
Lack of internal funds	11 *3%*	2 *6%*	3 *29%*	2 *3%*	3 *2%*	1 *1%*	10 *5%*	1 *2%*	3 *2%*	4 *4%*	1 *2%*	1 *1%*	6 *7%*	3 *3%*	1 *1%*	- -	6 **10%z**	5 *2%*	7 *6%*	4 *2%*	3 *12%*	1 *2%*	4 *4%*	1 *2%*	5 *11%*	- -	9 *6%*	11 *3%*
Time taken to receive payment	9 *3%*	1 *2%*	1 *5%*	3 *3%*	5 *3%*	1 *2%*	3 *2%*	1 *3%*	5 *3%*	1 *1%*	3 *9%*	2 *2%*	3 *4%*	2 *1%*	5 *5%*	1 *3%*	1 *2%*	7 *3%*	3 *3%*	6 *3%*	- -	4 *4%*	3 *4%*	1 *5%*	1 *1%*	1 *1%*	5 *3%*	24 *6%*
Protecting intellectual property	8 *3%*	* *1%*	- -	- -	5 *4%*	2 *4%*	3 *1%*	* *1%*	3 *2%*	2 *2%*	2 *7%*	2 *4%*	2 *3%*	- -	5 *5%*	- -	- -	8 *4%*	6 *5%*	3 *1%*	- -	* *	6 *6%*	* *	2 *6%*	- -	8 **5%z**	9 *2%*
Lack of external finance	7 **2%q**	* *1%*	- -	1 *2%*	5 *4%*	1 *1%*	4 *2%*	- -	2 *1%*	5 *5%*	- -	2 *3%*	1 *1%*	1 *1%*	5 *6%*	3 *7%*	3 *5%*	1 *1%*	1 *1%*	6 *3%*	1 *2%*	2 *3%*	1 *1%*	1 *2%*	2 *2%*	2 *5%*	2 *1%*	8 *2%*
No barriers to exporting	147 **47%iA**	12 *39%*	4 *39%*	41 *50%*	63 *48%*	27 *45%*	89 *44%*	11 *46%*	72 *43%*	57 *53%*	16 *47%*	25 *37%*	40 *47%*	70 **58%zn**	36 *37%*	24 *63%*	26 *43%*	97 *45%*	49 *44%*	98 *48%*	17 *66%*	50 **61%zvA**	32 *37%*	10 *37%*	17 *40%*	30 *59%*	59 *38%*	202 *48%*
Don't know	22 **7%hq**	7 **22%zcd**	* *2%*	2 *2%*	8 *6%*	5 *9%*	11 *5%*	3 *14%*	4 *3%*	17 **16%zh**	1 *2%*	3 *5%*	3 *3%*	6 *5%*	11 *11%*	9 *22%*	5 *8%*	9 *4%*	7 *7%*	15 *7%*	- -	2 *2%*	7 *9%*	2 *6%*	1 *2%*	5 *10%*	10 *6%*	23 *5%*
Refused	9 *3%*	* *	- -	- -	9 **7%z**	- -	5 *3%*	- -	5 *3%*	3 *3%*	- -	2 *4%*	3 *3%*	* *	6 *6%*	- -	2 *3%*	7 *3%*	3 *3%*	6 *3%*	- -	- -	3 *3%*	- -	2 *6%*	1 *1%*	5 *3%*	8 *2%*
Getting paid	**49** ***16%***	**4** ***15%***	**2** ***23%***	**15** ***19%***	**18** ***14%***	**9** ***14%***	**37** ***18%***	**4** ***16%***	**27** ***16%***	**11** ***10%***	**8** ***24%***	**13** ***20%***	**13** ***15%***	**16** ***14%***	**19** ***16%***	**1** ***3%***	**9** ***15%***	**38** ***18%***	**23** ***20%***	**26** ***13%***	**4** ***14%***	**9** ***12%***	**19** ***22%***	**7** ***25%***	**4** ***11%***	**2** ***5%***	**30** ***20%***	**75** ***18%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 286

C3. And which one of these is the main barrier to exporting?

Base : All who have exported or plan to export in the next three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	424	224	236	26	141	76	131	49	218	229	24	129	10	67	127	46	323	50	141	104	112	145	379	389	424	-	424
Weighted Total	315	130*	125*	11**	85*	28*	38*	10**	126*	120*	10**	79*	1**	19*	36*	9**	224	52**	91*	54*	71*	73*	265	271	315	-**	424
Effective Base	172	76	77	7	47	30	36	24	74	74	6	43	4	36	33	21	124	27	53	34	40	51	146	151	172	-	424
Ensuring you get paid and enforcing contracts	40 *13%*	19 *15%*	22 *18%*	5 *41%*	13 *16%*	3 *12%*	11 **28%abe**	4 *35%*	19 *15%*	22 *18%*	4 *38%*	12 *15%*	- -	3 *14%*	10 **27%ih**	3 *34%*	28 *12%*	7 *13%*	14 *16%*	11 *20%*	11 *15%*	11 *15%*	34 *13%*	38 *14%*	40 *13%*	- -	51 *12%*
Language barriers/ cultural differences	22 *7%*	8 *6%*	9 *7%*	* *2%*	4 *5%*	* *1%*	2 *4%*	2 *16%*	8 *6%*	9 *8%*	* *3%*	4 *5%*	* *12%*	* *2%*	2 *5%*	2 *19%*	12 *5%*	3 *6%*	8 *9%*	2 *5%*	4 *6%*	6 *9%*	21 *8%*	18 *7%*	22 *7%*	- -	26 *6%*
Lack of knowledge of how to export (e.g. how to deal with overseas regulations/customs procedures)	20 *6%*	11 *9%*	12 *10%*	1 *5%*	8 *10%*	1 *4%*	1 *4%*	* *1%*	11 *9%*	12 *10%*	1 *6%*	8 *10%*	- -	1 *6%*	1 *3%*	* *2%*	19 *8%*	1 *1%*	8 *9%*	3 *6%*	6 *9%*	3 *4%*	16 *6%*	16 *6%*	20 *6%*	- -	29 *7%*
Lack of economic/ political stability overseas	20 *6%*	4 *3%*	4 *3%*	* *2%*	2 *3%*	1 *5%*	2 *5%*	1 *8%*	4 *3%*	4 *3%*	* *2%*	2 *3%*	* *12%*	1 *8%*	2 *6%*	* *4%*	15 *7%*	1 *1%*	3 *4%*	2 *3%*	1 *2%*	4 *5%*	19 *7%*	17 *6%*	20 *6%*	- -	33 *8%*
Lack of internal funds	11 **3%w**	9 *7%*	7 *6%*	- -	6 *7%*	2 *7%*	3 *8%*	- -	9 **7%z**	7 *6%*	- -	6 *7%*	- -	* *1%*	3 *8%*	- -	6 *3%*	3 *6%*	5 *5%*	4 *8%*	4 *6%*	4 *6%*	6 *2%*	8 *3%*	11 **3%w**	- -	11 *3%*
Time taken to receive payment	9 *3%*	5 *4%*	5 *4%*	1 *10%*	3 *4%*	1 *4%*	3 *7%*	1 *7%*	5 *4%*	4 *3%*	1 *11%*	3 *4%*	- -	1 *5%*	3 *7%*	* *2%*	8 *3%*	1 *2%*	2 *3%*	3 *5%*	2 *2%*	3 *5%*	8 *3%*	7 *3%*	9 *3%*	- -	24 *6%*
Protecting intellectual property	8 **3%w**	3 *3%*	8 **6%zaf**	- -	3 *3%*	3 **10%za**	* *1%*	* *	3 *3%*	8 **7%ih**	- -	3 *3%*	- -	* *3%*	* *1%*	* *	8 *4%*	- -	3 *3%*	5 **9%z**	3 *4%*	5 **7%z**	3 *1%*	8 **3%w**	8 **3%w**	- -	9 *2%*
Lack of external finance	7 **2%p**	2 *2%*	2 *2%*	- -	2 *2%*	1 *3%*	* *	- -	2 *2%*	2 *2%*	- -	1 *2%*	- -	1 *4%*	* *	- -	2 *1%*	5 *9%*	1 *2%*	1 *1%*	1 *2%*	1 *1%*	5 *2%*	7 *3%*	7 *2%*	- -	8 *2%*
No barriers to exporting	147 **47%bl**	50 *39%*	42 *33%*	2 *18%*	31 *37%*	12 *43%*	13 *35%*	3 *32%*	50 *40%*	41 *34%*	2 *18%*	30 *38%*	1 *72%*	11 **54%hin**	13 *35%*	3 *38%*	107 *48%*	21 *41%*	37 *41%*	19 *35%*	28 *40%*	30 *41%*	131 *49%*	127 *47%*	147 *47%*	- -	202 *48%*
Don't know	22 *7%*	10 *7%*	8 *6%*	- -	7 *8%*	3 *9%*	3 *7%*	- -	7 *6%*	6 *5%*	- -	4 *6%*	- -	* *1%*	3 *8%*	- -	14 *6%*	8 *15%*	6 *6%*	2 *4%*	8 *11%*	2 *3%*	17 *6%*	18 *7%*	22 *7%*	- -	23 *5%*
Refused	9 **3%w**	8 **6%z**	6 *5%*	2 *22%*	5 *6%*	* *2%*	* *1%*	- -	8 **7%z**	6 *5%*	2 *23%*	5 *7%*	* *4%*	* *3%*	* *1%*	- -	6 *3%*	2 *5%*	3 *3%*	2 *4%*	2 *3%*	3 *4%*	6 *2%*	4 *2%*	9 **3%w**	- -	8 *2%*
Getting paid	**49** ***16%***	**24** ***19%***	**27** ***21%***	**6** ***51%***	**16** ***19%***	**4** ***16%***	**13** **34%abde**	**4** ***42%***	**24** ***19%***	**26** ***21%***	**5** ***49%***	**15** ***19%***	**-** **-**	**4** ***19%***	**12** **33%ihlk**	**3** ***36%***	**35** ***16%***	**8** ***15%***	**16** ***18%***	**14** ***25%***	**13** ***18%***	**15** ***20%***	**42** ***16%***	**45** ***17%***	**49** ***16%***	**-** **-**	**75** ***18%***

Participant Type : Micro, small and medium sized businesses
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

C3. And which one of these is the main barrier to exporting?

Base : All who have exported or plan to export in the next three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	424	240	214	290	131	67	26	14	48	219	158	424
Weighted Total	315	159*	124*	192	122*	58*	17**	5**	53**	122*	141*	424
Effective Base	172	95	78	113	59	32	13	10	27	72	74	424
Ensuring you get paid and enforcing contracts	40 *13%*	18 *11%*	18 *15%*	22 *12%*	17 *14%*	7 *12%*	1 *7%*	1 *11%*	10 *20%*	14 *11%*	15 *11%*	51 *12%*
Language barriers/ cultural differences	22 *7%*	14 *9%*	13 *11%*	17 *9%*	4 *4%*	1 *2%*	1 *7%*	- -	6 *11%*	9 *7%*	7 *5%*	26 *6%*
Lack of knowledge of how to export (e.g. how to deal with overseas regulations/customs procedures)	20 *6%*	13 *8%*	12 *9%*	14 *7%*	7 *6%*	4 *7%*	2 *9%*	* *1%*	6 *11%*	10 *9%*	4 *3%*	29 *7%*
Lack of economic/ political stability overseas	20 **6%j**	9 *6%*	8 *7%*	12 *6%*	8 *7%*	6 *10%*	- -	1 *15%*	- -	18 **15%zj**	2 *1%*	33 *8%*
Lack of internal funds	11 *3%*	5 *3%*	3 *2%*	6 *3%*	5 *4%*	1 *1%*	- -	* *5%*	5 *9%*	1 *1%*	5 *3%*	11 *3%*
Time taken to receive payment	9 *3%*	6 *4%*	6 *5%*	8 *4%*	2 *2%*	1 *1%*	- -	1 *23%*	2 *3%*	4 *3%*	4 *3%*	24 *6%*
Protecting intellectual property	8 *3%*	6 *4%*	8 **6%zd**	8 *4%*	- -	* *	- -	* *1%*	- -	3 *3%*	5 *3%*	9 *2%*
Lack of external finance	7 *2%*	6 **4%b**	1 *1%*	6 **3%b**	1 *1%*	1 *2%*	- -	- -	* *	2 *2%*	5 *4%*	8 *2%*
No barriers to exporting	147 *47%*	69 *43%*	50 *40%*	87 *45%*	60 *49%*	37 **63%z**	11 *63%*	2 *45%*	21 *41%*	53 *44%*	73 *52%*	202 *48%*
Don't know	22 **7%i**	11 *7%*	4 *3%*	11 *6%*	11 *9%*	1 *2%*	2 *14%*	- -	2 *5%*	2 *2%*	18 **13%zi**	23 *5%*
Refused	9 **3%c**	2 *1%*	1 *1%*	2 *1%*	7 *6%*	- -	- -	- -	- -	5 *4%*	4 *3%*	8 *2%*
Getting paid	**49** ***16%***	**24** ***15%***	**24** ***20%***	**30** ***15%***	**19** ***16%***	**8** ***13%***	**1** ***7%***	**2** ***33%***	**12** ***23%***	**18** ***15%***	**19** ***13%***	**75** ***18%***

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 288

C4. During the last 3 years, has your business introduced new or significantly improved goods or services?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Yes - goods	137	35	6	1	95	41	14	44	16	42	77	35	45	43	28	8	47	69	4	7	70	1	5	160
	9%kp	**11%z**	*10%*	*11%*	*8%*	*11%*	**16%hik**	**17%zhijk**	*6%*	*10%*	*8%*	*6%*	*7%*	*9%*	**19%zlmo**	*10%*	*5%*	**14%zp**	*6%*	*11%*	**15%zp**	*4%*	**24%zpr**	*10%*
Yes - services	223	47	11	1	163	60	13	47	49	57	124	67	95	75	21	16	102	90	16	11	80	7	2	241
	15%jp	*16%*	**20%zde**	*14%*	*14%*	*16%*	*14%*	*18%*	*17%*	*13%*	*13%*	*12%*	*14%*	*16%*	*14%*	**20%z**	*11%*	**19%zp**	**27%zp**	*17%*	**17%p**	*53%*	*12%*	*16%*
Yes - both goods and services	101	32	6	1	63	39	13	28	29	16	45	29	36	29	16	9	50	43	5	3	39	1	2	135
	7%ij	**11%zd**	**10%zd**	*9%*	*5%*	**11%d**	**14%ijk**	**11%zijk**	**10%ij**	*4%*	*4%*	*5%*	*5%*	*6%*	**11%zl**	**11%zl**	*6%*	**9%z**	*8%*	*5%*	*8%*	*7%*	*8%*	*9%*
No - neither	1055	185	33	6	830	224	46	128	190	309	734	425	479	324	84	46	679	284	36	37	278	5	11	978
	69%abfgnoqt	*61%*	*58%*	*63%*	**71%abe**	*61%*	*51%*	*51%*	**67%g**	**73%fg**	**74%zfg**	**75%zfg**	**72%no**	**68%n**	*57%*	*59%*	**76%zqrtv**	*58%*	*58%*	*61%*	*59%*	*35%*	*54%*	*64%*
Don't know	19	3	1	*	15	4	5	7	*	3	12	9	7	2	*	1	13	2	*	4	1	*	*	20
	1%qt	*1%*	*2%*	*2%*	*1%*	*1%*	**5%zhij**	*3%*	*	*1%*	*1%*	*2%*	*1%*	*	*	*1%*	*1%*	*	*1%*	**6%zqt**	*	*1%*	*2%*	*1%*
Refused	1	1	-	-	-	1	-	-	-	-	-	-	-	1	-	-	1	-	-	-	-	-	-	1
	*	*z	-	-	-	*	-	-	-	-	-	-	-	*	-	-	*	-	-	-	-	-	-	*
Yes	**461**	**114**	**23**	**3**	**321**	**140**	**40**	**118**	**94**	**114**	**246**	**131**	**176**	**148**	**64**	**32**	**199**	**202**	**25**	**20**	**189**	**9**	**9**	**536**
	30%jkp	**38%zd**	**40%zd**	*34%*	*27%*	**38%d**	**44%zijk**	**47%zhijk**	**33%k**	*27%*	*25%*	*23%*	*27%*	*31%*	**43%zlm**	**40%zl**	*22%*	**41%zp**	**41%p**	*33%*	**40%zp**	*64%*	**44%p**	*35%*

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 289

C4. During the last 3 years, has your business introduced new or significantly improved goods or services?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Yes - goods	137 **9%dmo**	22 **17%zbde**	22 **8%d**	52 **18%zbde**	16 *3%*	25 *7%*	93 **11%z**	14 *7%*	71 **13%zl**	53 *7%*	12 *7%*	25 **16%zl**	38 *9%*	46 *7%*	46 **12%m**	15 *4%*	51 **11%o**	71 *10%*	51 *12%*	85 *8%*	14 *15%*	40 *9%*	38 *11%*	16 *11%*	17 *8%*	14 *5%*	70 *10%*	160 *10%*
Yes - services	223 **15%ly**	14 *11%*	24 *9%*	30 *10%*	93 **18%zbc**	62 **18%b**	133 *16%*	28 *14%*	97 **17%l**	83 *11%*	27 *15%*	33 **21%l**	57 *14%*	82 *12%*	74 **20%zm**	33 *10%*	62 *13%*	128 **17%zo**	79 **18%z**	144 *13%*	16 *18%*	76 **16%y**	63 **18%y**	26 **18%y**	30 *15%*	20 *7%*	119 **17%zy**	241 *16%*
Yes - both goods and services	101 *7%*	7 *6%*	20 *7%*	27 *9%*	32 *6%*	15 *5%*	57 *7%*	11 *6%*	53 **9%z**	40 *6%*	5 *3%*	18 **11%j**	36 *9%*	39 *6%*	24 *6%*	20 *6%*	26 *6%*	55 *7%*	29 *7%*	72 *7%*	7 *8%*	28 *6%*	22 *6%*	11 *8%*	18 *9%*	14 *5%*	52 *8%*	135 *9%*
No - neither	1055 **69%hknqrvA**	82 *66%*	206 **75%c**	177 *61%*	360 **71%c**	229 *68%*	564 *66%*	145 *73%*	332 *59%*	538 **74%ihk**	136 **76%hk**	78 *51%*	273 *67%*	515 **74%zln**	225 *61%*	264 **78%zpq**	310 *68%*	480 *65%*	268 *62%*	783 **71%zr**	53 *59%*	316 *68%*	216 *63%*	90 *62%*	127 *65%*	231 **82%zuvwxA**	433 *64%*	978 *64%*
Don't know	19 *1%*	* *	* *	4 *1%*	6 *1%*	9 *3%*	7 *1%*	* *	11 *2%*	8 *1%*	* *	1 *	6 *1%*	9 *1%*	1 *	7 *2%*	7 *2%*	5 *1%*	4 *1%*	15 *1%*	- -	7 *2%*	4 *1%*	* *	4 *2%*	3 *1%*	8 *1%*	20 *1%*
Refused	1 *	- -	- -	1 *	- -	- -	1 *	- -	- -	1 *	- -	- -	- -	1 *	- -	- -	1 *	- -	- -	1 *	- -	- -	- -	- -	- -	- -	- -	1 *
Yes	**461** **30%imosy**	**43** ***34%***	**67** ***24%***	**109** **38%zb**	**141** ***28%***	**101** ***30%***	**283** **33%z**	**53** ***27%***	**221** **39%zij**	**177** ***24%***	**43** ***24%***	**75** **49%zhij**	**131** **32%m**	**167** ***24%***	**144** **39%zm**	**68** ***20%***	**139** **30%o**	**254** **34%zo**	**159** **37%zs**	**301** ***27%***	**37** ***41%***	**144** **31%y**	**122** **36%zy**	**54** **37%y**	**65** **33%y**	**49** ***17%***	**241** **35%zy**	**536** ***35%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

C4. During the last 3 years, has your business introduced new or significantly improved goods or services?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Yes - goods	137 **9%y**	50 *9%*	64 **12%zaf**	6 *14%*	36 *12%*	18 **16%zaf**	16 *7%*	5 *16%*	49 *9%*	60 **12%zn**	6 *15%*	34 *12%*	* *10%*	13 **15%n**	16 *7%*	5 *17%*	100 *10%*	21 *7%*	45 *11%*	24 *10%*	26 *9%*	38 *10%*	60 **23%zy**	62 **23%zy**	69 **22%zy**	67 *6%*	160 *10%*
Yes - services	223 *15%*	94 *17%*	93 **18%z**	10 *22%*	62 **20%z**	31 **28%zabf**	32 *15%*	6 *19%*	87 *17%*	85 *17%*	7 *19%*	56 **19%z**	* *5%*	22 **26%zin**	30 *14%*	6 *20%*	145 *15%*	41 *14%*	63 *15%*	54 **23%z**	62 **21%z**	57 *15%*	47 *18%*	53 *19%*	61 **19%z**	158 *13%*	241 *16%*
Yes - both goods and services	101 **7%y**	40 *7%*	49 **10%z**	2 *5%*	21 *7%*	11 *9%*	23 *10%*	4 *12%*	40 *8%*	48 **10%z**	1 *3%*	19 *7%*	* *1%*	7 *8%*	21 *10%*	3 *10%*	70 *7%*	21 *7%*	31 *8%*	17 *7%*	19 *7%*	32 *9%*	27 *10%*	23 *8%*	29 *9%*	66 *6%*	135 *9%*
No - neither	1055 **69%bdegikmos tvwx**	352 **65%be**	304 **59%e**	27 *59%*	188 **61%e**	50 *45%*	147 **67%beg**	16 *50%*	333 **65%lm**	288 *59%*	23 *62%*	176 *61%*	4 *84%*	44 *50%*	144 **68%lmo**	14 *49%*	667 *67%*	207 *71%*	267 *65%*	146 *60%*	182 *62%*	235 *64%*	131 *49%*	134 *49%*	156 *50%*	861 **74%zvwx**	978 *64%*
Don't know	19 *1%*	6 *1%*	3 *1%*	* *1%*	1 *	1 *1%*	2 *1%*	1 **3%bd**	6 *1%*	3 *1%*	* *1%*	1 *	- -	1 *1%*	2 *1%*	1 **4%ik**	10 *1%*	1 *	7 *2%*	1 *	4 *1%*	4 *1%*	* *	* *	* *	15 *1%*	20 *1%*
Refused	1 *	1 *	1 *	- -	1 *	- -	- -	- -	1 *	1 *	- -	1 *	- -	- -	- -	- -	- -	1 *	- -	- -	- -	- -	- -	- -	- -	1 *	1 *
Yes	**461** **30%y**	**184** ***34%***	**206** **40%zaf**	**19** ***41%***	**119** **38%z**	**60** **54%zabdf**	**71** ***32%***	**15** **46%z**	**176** ***34%***	**193** **40%zhn**	**14** ***37%***	**109** **38%z**	**1** ***16%***	**42** **48%zhn**	**67** ***31%***	**14** **48%zn**	**315** ***32%***	**84** ***29%***	**139** ***34%***	**95** **39%z**	**107** ***36%***	**126** ***35%***	**133** **50%zy**	**137** **51%zy**	**159** **50%zy**	**292** ***25%***	**536** ***35%***

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 291

C4. During the last 3 years, has your business introduced new or significantly improved goods or services?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Yes - goods	137	137	47	137	-	32	4	7	29	46	61	160
	9%dj	**30%zbcd**	**13%zd**	**23%zbd**	-	*10%*	*6%*	*9%*	**16%zj**	**11%j**	*7%*	*10%*
Yes - services	223	223	119	223	-	51	14	10	40	70	110	241
	15%dj	**48%zbcd**	**34%zd**	**37%zd**	-	*15%*	*21%*	*12%*	**22%zj**	*17%*	*12%*	*16%*
Yes - both goods and services	101	101	47	101	-	13	8	8	21	33	48	135
	7%d	**22%zbcd**	**13%zd**	**17%zbd**	-	*4%*	**12%e**	*9%*	**11%j**	*8%*	*5%*	*9%*
No - neither	1055	-	132	132	915	225	41	58	88	269	695	978
	69%abchi	-	**38%ac**	**22%a**	**100%zabc**	*68%*	*61%*	*69%*	*48%*	**64%h**	**75%zhi**	*64%*
Don't know	19	-	6	6	-	8	-	1	7	5	8	20
	1%d	-	**2%ad**	**1%d**	-	*2%*	-	*1%*	**4%j**	*1%*	*1%*	*1%*
Refused	1	-	-	-	-	1	-	-	-	-	-	1
	*	-	-	-	-	*	-	-	-	-	-	*
Yes	**461**	**461**	**212**	**461**	**-**	**96**	**26**	**25**	**91**	**149**	**218**	**536**
	30%dj	**100%zbcd**	**61%zd**	**77%zbd**	**-**	***29%***	***39%***	***30%***	**49%zij**	**35%zj**	***24%***	***35%***

Participant Type : Micro, small and medium sized businesses
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 292

C5. And during the last 3 years has your business introduced any new or significantly improved processes for producing or supplying goods or services?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Yes - goods	47 **3%lklp**	17 **6%zd**	4 **7%zd**	1 **10%zade**	25 *2%*	22 **6%d**	17 **19%zhijk**	27 **11%zhijk**	5 *2%*	4 *1%*	15 *1%*	11 *2%*	10 *1%*	14 *3%*	13 **9%zlm**	5 **7%zlm**	6 *1%*	32 **7%zp**	4 **6%p**	4 **7%p**	32 **7%zp**	1 *4%*	1 **6%p**	93 *6%*
Yes - services	224 **15%jk**	50 **17%z**	10 **18%z**	1 *16%*	162 *14%*	62 *17%*	15 *17%*	50 **20%jk**	45 *16%*	63 *15%*	126 *13%*	63 *11%*	82 *12%*	83 *17%*	24 *16%*	11 *14%*	118 *13%*	88 **18%z**	10 *16%*	5 *9%*	78 *17%*	7 *54%*	5 *24%*	248 *16%*
Yes - both goods and services	79 **5%dl**	32 **10%zd**	6 **10%zd**	1 **9%zd**	41 *4%*	38 **10%d**	5 *6%*	16 *6%*	7 *3%*	29 *7%*	56 *6%*	26 *5%*	20 *3%*	24 *5%*	15 **10%zl**	10 **13%zlm**	35 *4%*	37 **8%zp**	2 *3%*	4 *6%*	33 *7%*	1 *6%*	3 **15%zpr**	127 *8%*
No - neither	1167 **76%abcfgnoqtv**	199 *66%*	36 *64%*	6 *63%*	925 **79%zabce**	241 *65%*	51 *55%*	156 *62%*	223 **78%fg**	329 **77%fg**	785 **79%zfg**	455 **81%zfg**	544 **82%zmno**	347 *73%*	95 *64%*	52 *66%*	723 **81%zqtv**	329 *67%*	45 *73%*	43 *71%*	325 *69%*	5 *35%*	11 *53%*	1047 *68%*
Don't know	18 **1%qt**	4 *1%*	1 *1%*	* *1%*	13 *1%*	4 *1%*	3 **3%l**	4 *1%*	4 *1%*	* *	10 **1%l**	10 *2%*	6 *1%*	7 *1%*	1 *	* *	11 *1%*	1 *	1 *2%*	4 **6%zpqt**	1 *	* *1%*	* *2%*	18 *1%*
Refused	1 *	1 *z	* *d	- -	- -	1 *	- -	1 *	- -	- -	* *	* *	- -	1 *	- -	* *	- -	* *	- -	1 **1%p**	- -	- -	* **1%pt**	2 *
Yes	**350** **23%dljklp**	**99** **33%zd**	**20** **35%zd**	**3** **36%zd**	**228** ***20%***	**122** **33%d**	**38** **42%zhijk**	**93** **37%zhijk**	**58** ***20%***	**96** ***23%***	**197** ***20%***	**100** ***18%***	**112** ***17%***	**121** **25%l**	**52** **35%zlm**	**27** **34%zl**	**158** ***18%***	**157** **32%zp**	**15** ***25%***	**13** ***22%***	**142** **30%zp**	**9** ***64%***	**9** **45%zps**	**468** ***30%***

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 293

C5. And during the last 3 years has your business introduced any new or significantly improved processes for producing or supplying goods or services?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Yes - goods	47 **3%dmsu**	12 **9%zbde**	7 *3%*	14 **5%d**	5 *1%*	10 *3%*	30 *3%*	6 *3%*	27 **5%zl**	14 *2%*	5 *3%*	13 **8%zl**	12 *3%*	10 *1%*	19 **5%m**	7 *2%*	9 *2%*	31 *4%*	28 **6%zs**	19 *2%*	1 *1%*	5 *1%*	27 **8%zuxyA**	6 *4%*	2 *1%*	3 *1%*	36 **5%zuxy**	93 *6%*
Yes - services	224 **15%acio**	10 *8%*	27 *10%*	21 *7%*	113 **22%zabc**	53 **16%c**	138 *16%*	27 *14%*	117 **21%zl**	73 *10%*	31 *17%*	37 **24%zl**	63 *15%*	97 *14%*	62 *17%*	25 *7%*	61 *13%*	138 **19%zo**	82 **19%zs**	142 *13%*	22 **25%s**	61 *13%*	60 *17%*	31 *22%*	31 *16%*	35 *13%*	122 **18%z**	248 *16%*
Yes - both goods and services	79 **5%j**	9 *7%*	25 **9%zde**	17 *6%*	20 *4%*	8 *2%*	51 *6%*	7 *4%*	43 **8%zj**	33 *5%*	1 *	15 **10%j**	32 *8%*	30 *4%*	16 *4%*	24 *7%*	21 *5%*	34 *5%*	31 *7%*	49 *4%*	3 *4%*	15 *3%*	27 **8%zuy**	9 *7%*	18 **9%uy**	7 *2%*	55 **8%zuy**	127 *8%*
No - neither	1167 **76%hkqrvA**	94 *75%*	210 *77%*	236 *81%*	369 *73%*	258 *76%*	628 *74%*	157 *79%*	366 *65%*	597 **83%zhk**	142 **79%hk**	87 *56%*	297 *72%*	550 **79%z**	271 *73%*	279 **82%zq**	356 *78%*	531 *72%*	289 *67%*	874 **79%zr**	64 *71%*	378 **81%zvwA**	226 *66%*	97 *67%*	144 *73%*	234 **83%zvwA**	467 *68%*	1047 *68%*
Don't know	18 **1%dA**	* *	3 *1%*	4 *1%*	1 *	10 **3%zd**	7 *1%*	1 *1%*	11 *2%*	4 *1%*	- -	3 *2%*	6 *2%*	5 *1%*	1 *	4 *1%*	9 *2%*	5 *1%*	1 *	16 *1%*	- -	8 *2%*	1 *	- -	* *	4 *1%*	2 *	18 *1%*
Refused	1 *	* *	- -	- -	- -	1 *	1 *	- -	- -	1 *	- -	- -	- -	* *	1 *	- -	- -	1 *	* *	1 *	- -	- -	* *	- -	1 *	- -	1 *	2 *
Yes	**350** **23%iosuy**	**30** ***24%***	**59** ***22%***	**52** ***18%***	**138** **27%zc**	**71** ***21%***	**219** ***26%***	**40** ***20%***	**187** **33%zij**	**120** ***17%***	**37** ***21%***	**64** **42%zij**	**107** ***26%***	**137** ***20%***	**97** ***26%***	**57** ***17%***	**91** ***20%***	**203** **27%zop**	**140** **33%zs**	**210** ***19%***	**26** ***29%***	**81** ***17%***	**114** **33%zuy**	**47** **33%zuy**	**52** **27%y**	**44** ***16%***	**213** **31%zuy**	**468** ***30%***

Participant Type : Micro, small and medium sized businesses
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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

C5. And during the last 3 years has your business introduced any new or significantly improved processes for producing or supplying goods or services?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Yes - goods	47 3%y	24 4%	34 7%z	4 8%	16 5%	14 13%zabdf	10 5%	2 6%	20 4%	31 6%zh	3 8%	15 5%	* 9%	9 10%zh	9 4%	2 7%	33 3%	7 2%	19 5%	16 7%z	12 4%	21 6%z	25 10%zy	30 11%zy	31 10%zy	16 1%	93 6%
Yes - services	224 15%y	99 18%z	88 17%	11 24%	61 20%z	23 20%	35 16%	10 31%zbf	93 18%z	85 18%	10 26%	57 20%z	3 73%	16 19%	35 17%	9 31%zin	139 14%	39 13%	73 18%	49 20%z	59 20%z	62 17%	55 21%zy	60 22%zy	63 20%zy	154 13%	248 16%
Yes - both goods and services	79 5%y	38 7%	50 10%z	3 6%	22 7%	11 9%	26 12%zad	5 17%zad	38 7%z	49 10%z	2 4%	20 7%	- -	10 11%z	25 12%zh	5 16%z	59 6%	10 3%	33 8%z	20 8%	20 7%	29 8%z	28 11%zwy	19 7%	29 9%zwy	50 4%	127 8%
No - neither	1167 76%abdefghik mnorstuvwx	381 70%eg	338 66%eg	29 62%	209 68%eg	61 55%	149 68%eg	14 44%	363 70%imo	317 65%o	23 61%	196 68%o	1 18%	49 56%	142 67%o	13 44%	749 76%	237 81%	286 70%	156 65%	201 69%	252 69%	154 58%	161 59%	188 60%	958 81%zwx	1047 68%
Don't know	18 1%ah	1 *	3 1%	- -	1 *	3 2%ab	1 *	1 2%a	1 *	3 1%	- -	* *	- -	3 3%hikn	1 *	1 2%hk	12 1%	- -	* *	1 *	* *	1 *	3 1%w	1 *	3 1%w	10 1%	18 1%
Refused	1 *	* *	* *	- -	- -	- -	* *	- -	* *	* *	- -	- -	- -	- -	* *	- -	1 *	- -	- -	* *	- -	1 *	* *	* *	* *	1 *	2 *
Yes	**350** **23%y**	**160** **30%z**	**171** **33%z**	**18** ***38%***	**99** **32%z**	**48** **43%zab**	**71** **32%z**	**17** **54%zabdf**	**151** **29%z**	**165** **34%z**	**15** ***39%***	**92** **32%z**	**4** ***82%***	**35** **40%zh**	**69** **33%z**	**16** **54%zhikn**	**231** ***23%***	**56** ***19%***	**124** **30%z**	**85** **35%z**	**91** **31%z**	**112** **31%z**	**109** **41%zy**	**109** **40%zy**	**124** **39%zy**	**220** ***18%***	**468** ***30%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 295

C5. And during the last 3 years has your business introduced any new or significantly improved processes for producing or supplying goods or services?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Yes - goods	47 **3%dj**	37 **8%zd**	47 **13%zacd**	47 **8%zd**	- -	6 *2%*	2 *3%*	2 *2%*	22 **12%zij**	10 *2%*	16 *2%*	93 *6%*
Yes - services	224 **15%dj**	128 **28%zd**	224 **64%zacd**	224 **37%zad**	- -	45 *14%*	11 *17%*	15 *18%*	36 **19%j**	87 **21%zj**	98 *11%*	248 *16%*
Yes - both goods and services	79 **5%d**	48 **10%zd**	79 **23%zacd**	79 **13%zad**	- -	9 *3%*	7 **10%e**	2 *2%*	14 *7%*	30 *7%*	36 *4%*	127 *8%*
No - neither	1167 **76%abchi**	241 **52%bc**	- -	241 **40%b**	915 **100%zabc**	260 *79%*	47 *70%*	65 *78%*	110 *59%*	288 *68%*	766 **83%zhi**	1047 *68%*
Don't know	18 **1%d**	7 **2%d**	- -	7 **1%d**	- -	10 **3%z**	- -	1 *1%*	4 *2%*	8 *2%*	6 *1%*	18 *1%*
Refused	1 *	* *	- -	* *	- -	- -	- -	- -	1 *	- -	* *	2 *
Yes	**350** **23%dj**	**212** **46%zd**	**350** **100%zacd**	**350** **59%zad**	**-** **-**	**60** ***18%***	**20** ***30%***	**18** ***22%***	**71** **39%zj**	**127** **30%zj**	**149** ***16%***	**468** ***30%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

D1. Earlier you mentioned your business has obtained grant funding in the past three years. Can I ask how long ago the most recent occasion was that you obtained this?

Base : All who have obtained grant funding in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	202	68	66	51	17	185	8	28	27	43	145	102	12	34	48	90	8	127	15	43	104	14	13	202
Weighted Total	87*	34*	12*	3*	39**	48	11**	22**	15**	18**	49*	31*	16**	26**	19**	11*	12**	49*	7**	14**	49*	2**	2**	202
Effective Base	68	65	64	49	17	118	5	14	11	14	44	31	8	18	26	58	6	42	9	12	38	6	9	202
Up to a year ago	48 **55%o**	19 *55%*	6 *53%*	2 *60%*	22 *56%*	26 *55%*	8 *69%*	16 *73%*	8 *49%*	9 *51%*	24 *49%*	15 *48%*	16 *96%*	10 *38%*	12 *61%*	5 *48%*	4 *32%*	28 *58%*	2 *33%*	9 *65%*	32 *64%*	1 *52%*	* *24%*	111 *55%*
More than a year up to two years ago	19 **22%ab**	6 *19%*	2 *19%*	1 *20%*	10 *25%*	9 *19%*	3 *28%*	4 *19%*	2 *11%*	6 *35%*	13 *26%*	6 *21%*	1 *4%*	8 *32%*	4 *21%*	2 *20%*	2 *20%*	13 *26%*	2 *35%*	1 *6%*	12 *24%*	* *9%*	1 *54%*	41 *20%*
More than two years up to three years ago	16 *19%*	8 **25%z**	3 **23%z**	* *18%*	5 *12%*	11 *24%*	* *1%*	2 *7%*	6 *40%*	3 *14%*	8 *17%*	6 *20%*	- -	8 *30%*	3 *18%*	3 **28%z**	3 *24%*	8 *16%*	2 *28%*	4 *27%*	6 *12%*	1 *39%*	* *23%*	44 *22%*
Don't know	3 **4%acd**	1 *2%*	* *4%*	* *2%*	2 *6%*	1 *2%*	* *2%*	* *1%*	- -	- -	3 *7%*	3 **10%z**	- -	- -	- -	* *4%*	3 *24%*	* *3%*	* -	* *1%*	* -	- -	- -	5 *2%*
Refused	* *	- -	* **2%z**	- -	- -	* *	- -	- -	- -	- -	* *	* *1%*	- -	* *1%*	- -	- -	- -	- -	- -	* *1%*	- -	- -	- -	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D1. Earlier you mentioned your business has obtained grant funding in the past three years. Can I ask how long ago the most recent occasion was that you obtained this?

Base : All who have obtained grant funding in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	202	52	23	28	36	63	106	26	114	77	8	21	53	79	60	17	40	145	130	72	3	-	127	25	27	-	179	202
Weighted Total	87*	18**	7**	13**	20**	29**	45*	8**	46*	34**	6**	9**	21**	29**	30**	8**	12**	66*	53*	33**	2**	-**	52*	10**	7**	-**	69*	202
Effective Base	68	18	6	11	14	20	35	8	42	24	3	10	20	25	21	8	29	45	45	24	3	-	43	7	18	-	60	202
Up to a year ago	48 *55%*	11 *62%*	5 *73%*	5 *38%*	7 *36%*	20 *68%*	30 *67%*	2 *27%*	28 *60%*	16 *48%*	4 *56%*	6 *65%*	12 *57%*	17 *60%*	13 *44%*	6 *73%*	6 *52%*	36 *54%*	36 **68%z**	12 *35%*	1 *40%*	-	36 **69%z**	4 *42%*	3 *45%*	-	43 **63%z**	111 *55%*
More than a year up to two years ago	19 **22%rvA**	4 *20%*	1 *17%*	4 *32%*	5 *26%*	4 *16%*	9 *19%*	3 *44%*	8 *17%*	11 *32%*	- -	2 *25%*	6 *27%*	3 *9%*	10 *35%*	1 *14%*	3 *22%*	15 *23%*	7 *14%*	11 *34%*	* *30%*	-	7 *13%*	3 *33%*	1 *21%*	-	12 *17%*	41 *20%*
More than two years up to three years ago	16 *19%*	3 *16%*	1 *10%*	4 *27%*	5 *24%*	4 *14%*	6 *13%*	2 *26%*	10 *22%*	4 *11%*	3 *41%*	1 *10%*	3 *16%*	6 *22%*	6 *21%*	1 *12%*	3 *21%*	13 *19%*	7 *13%*	9 *28%*	1 *30%*	-	6 *12%*	2 *23%*	2 *34%*	-	11 *16%*	44 *22%*
Don't know	3 **4%h**	- -	- -	* *2%*	3 *13%*	1 *2%*	* *1%*	* *3%*	* *1%*	3 *9%*	* *3%*	- -	* *1%*	2 *8%*	* *1%*	- -	1 *4%*	3 *4%*	3 *5%*	1 *2%*	- -	-	3 *5%*	* *2%*	- -	-	3 *4%*	5 *2%*
Refused	* *	- -	- -	- -	- -	* *1%*	- -	- -	- -	* *1%*	- -	- -	- -	* *1%*	- -	- -	* *1%*	- -	* *	- -	- -	-	* *	- -	- -	-	* *	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 298

D1. Earlier you mentioned your business has obtained grant funding in the past three years. Can I ask how long ago the most recent occasion was that you obtained this?

Base : All who have obtained grant funding in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	202	120	202	19	63	202	97	29	115	202	17	56	4	202	94	28	156	15	79	93	46	128	59	66	67	131	202
Weighted Total	87*	37*	87*	9**	21**	87*	26**	8**	33*	87*	6**	19**	3**	87*	23*	7**	62*	5**	33**	34**	16**	52*	17*	19*	19*	66*	202
Effective Base	68	39	68	6	22	68	29	8	41	68	5	19	1	68	30	7	51	11	30	28	14	43	30	35	36	44	202
Up to a year ago	48 *55%*	18 *50%*	48 *55%*	4 *41%*	8 *40%*	48 *55%*	14 *53%*	3 *42%*	15 *46%*	48 *55%*	1 *9%*	7 *38%*	* *6%*	48 *55%*	11 *47%*	3 *36%*	32 *51%*	2 *42%*	20 *60%*	22 *66%*	9 *60%*	33 *64%*	9 *52%*	10 *52%*	10 *53%*	37 *56%*	111 *55%*
More than a year up to two years ago	19 *22%*	8 *20%*	19 *22%*	1 *13%*	5 *23%*	19 *22%*	6 *23%*	2 *23%*	8 *23%*	19 *22%*	1 *20%*	4 *22%*	- -	19 *22%*	6 *26%*	2 *25%*	16 *26%*	1 *29%*	6 *19%*	5 *14%*	2 *10%*	10 *19%*	4 *26%*	5 *26%*	5 *25%*	14 *21%*	41 *20%*
More than two years up to three years ago	16 **19%u**	8 *22%*	16 *19%*	1 *16%*	5 *24%*	16 *19%*	3 *13%*	* *6%*	8 *23%*	16 *19%*	1 *25%*	5 *25%*	* *1%*	16 *19%*	3 *14%*	* *7%*	11 *17%*	1 *29%*	7 *21%*	4 *12%*	5 *29%*	6 *12%*	4 *22%*	4 *23%*	4 *22%*	12 *18%*	44 *22%*
Don't know	3 *4%*	3 *8%*	3 *4%*	3 *30%*	3 *13%*	3 *4%*	3 *11%*	2 *30%*	3 **9%zim**	3 *4%*	3 *46%*	3 *15%*	2 *92%*	3 *4%*	3 **13%zim**	2 *32%*	3 *5%*	- -	- -	3 *8%*	- -	3 *6%*	- -	- -	- -	3 *5%*	5 *2%*
Refused	* *	- -	* *	- -	- -	* *	* *1%*	- -	- -	* *	- -	- -	- -	* *	* *1%*	- -	* *	- -	* *1%*	- -	* *1%*	- -	- -	- -	- -	* *	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D1. Earlier you mentioned your business has obtained grant funding in the past three years. Can I ask how long ago the most recent occasion was that you obtained this?

Base : All who have obtained grant funding in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	202	97	88	124	73	33	7	40	17	100	83	202
Weighted Total	87*	42*	35*	58*	27**	15**	4**	19**	16**	33*	37**	202
Effective Base	68	35	33	44	22	15	4	12	10	37	26	202
Up to a year ago	48 *55%*	25 *59%*	21 *59%*	35 *60%*	11 *42%*	7 *44%*	2 *56%*	12 *62%*	12 *72%*	20 *59%*	17 *45%*	111 *55%*
More than a year up to two years ago	19 **22%d**	10 **24%b**	7 *19%*	11 *19%*	8 *29%*	4 *24%*	1 *27%*	3 *17%*	4 *23%*	4 *13%*	11 *30%*	41 *20%*
More than two years up to three years ago	16 *19%*	7 *16%*	5 *15%*	9 *15%*	7 *27%*	5 *32%*	1 *17%*	4 *21%*	1 *5%*	9 **28%z**	6 *17%*	44 *22%*
Don't know	3 *4%*	1 *1%*	3 **8%a**	3 **5%a**	* *1%*	- -	- -	* *	* *1%*	* *1%*	3 *8%*	5 *2%*
Refused	* *	- -	- -	- -	* *1%*	- -	- -	- -	- -	- -	* *	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 300

D2. Can I check if you have obtained grant funding in the past ten years?

Base : All who have not obtained grant funding in the last three years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1333	515	246	121	451	882	54	183	213	342	928	586	313	370	240	300	417	721	106	54	625	43	72	1333
Weighted Total	1448	269	45	7	1128	321	80*	231	269	408	943	535	646	448	129	68	880	438	55*	47**	420	12**	19**	1333
Effective Base	693	499	237	117	442	668	35	110	124	192	455	263	268	221	106	117	358	292	51	24	270	10	28	1333
Up to three years ago	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
More than three years up to five years ago	17	8	2	*	7	11	-	4	2	1	11	10	6	6	4	2	-	9	4	5	8	1	*	38
	1%dp	3%zd	5%zd	6%zd	1%	3%zd	-	2%	1%	*	1%	2%	1%	1%	3%	2%	-	2%p	7%zpqt	11%	2%p	5%	*	3%
More than five years up to ten years ago	44	11	2	*	31	13	2	3	18	16	23	8	23	10	6	3	23	13	3	3	15	*	*	51
	3%k	4%z	4%	4%	3%	4%z	3%	1%	7%zgjk	4%	2%	1%	4%	2%	5%	4%	3%	3%	5%	6%	4%	2%	1%	4%
No - have not obtained grant funding in the last ten years	1373	246	39	6	1083	291	78	223	248	385	896	511	614	431	119	60	849	413	48	38	394	11	17	1212
	95%abceor	91%abc	86%	84%	96%abce	91%bc	97%	97%	92%	94%	95%	96%	95%o	96%o	92%	89%	96%zr	94%	87%	81%	94%	91%	92%	91%
Don't know	13	3	2	*	8	6	-	1	*	6	13	6	3	1	*	3	8	4	*	1	3	*	1	30
	1%	1%	5%zade	5%zade	1%	2%zad	-	*	*	2%	1%	1%	*	*	*	5%lmn	1%	1%	1%	3%	1%	3%	6%	2%
Refused	*	-	-	*	-	*	-	-	*	-	*	*	-	-	-	*	-	*	-	-	-	-	*	2
	*	-	-	2%zabde	-	*z	-	-	*	-	*	*	-	-	-	*	-	*	-	-	-	-	*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 301

D2. Can I check if you have obtained grant funding in the past ten years?

Base : All who have not obtained grant funding in the last three years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1333	198	216	256	423	240	719	194	604	560	122	147	395	556	331	234	376	723	449	875	59	320	390	138	179	216	707	1333
Weighted Total	1448	107*	265	278	487	311	810	190*	518	689	173*	145*	389	663	339	331	445	672	378	1067	88*	467	290	134*	189*	282	613	1333
Effective Base	693	86	117	120	241	146	382	94	267	321	77	73	193	309	163	146	209	340	201	492	39	208	165	65	90	128	318	1333
Up to three years ago	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
More than three years up to five years ago	17	4	1	7	2	3	12	3	8	4	5	3	3	5	6	*	6	11	9	8	*	1	9	1	3	3	13	38
	1%	**4%zbd**	*	*3%*	*	*1%*	*1%*	*1%*	*2%*	*1%*	*3%*	*2%*	*1%*	*1%*	*2%*	*	*1%*	*2%*	*2%*	*1%*	*	*	**3%zu**	*1%*	*1%*	*1%*	*2%*	*3%*
More than five years up to ten years ago	44	6	3	5	19	11	29	4	18	19	7	1	9	16	19	6	13	25	25	20	10	5	15	3	11	9	29	51
	3%zu	**6%b**	*1%*	*2%*	*4%*	*4%*	*4%*	*2%*	*3%*	*3%*	*4%*	*1%*	*2%*	*2%*	*6%*	*2%*	*3%*	*4%*	**7%zs**	*2%*	**11%zs**	*1%*	**5%u**	*2%*	**6%u**	*3%*	**5%zu**	*4%*
No - have not obtained grant funding in the last ten years	1373	95	258	265	465	291	765	180	490	655	160	140	375	634	311	321	424	628	341	1028	78	453	264	130	174	269	568	1212
	95%anrvA	*89%*	**97%a**	*95%*	**95%a**	*94%*	*94%*	*95%*	*94%*	*95%*	*93%*	*97%*	*96%*	*96%*	*92%*	*97%*	*95%*	*93%*	*90%*	**96%zrt**	*88%*	**97%wA**	*91%*	*97%*	*92%*	*95%*	*93%*	*91%*
Don't know	13	1	3	2	1	6	4	4	2	11	*	*	2	8	4	4	1	8	3	11	-	8	3	*	1	1	3	30
	1%	*1%*	*1%*	*1%*	*	*2%*	*	*2%*	*	*2%*	*	*	*	*1%*	*1%*	*1%*	*	*1%*	*1%*	*1%*	-	*2%*	*1%*	*	*	*	*1%*	*2%*
Refused	*	*	-	*	-	-	-	-	*	*	-	-	-	*	-	-	*	*	-	*	-	-	-	*	-	-	*	2
	*	*	-	*	-	-	-	-	*	*	-	-	-	*	-	-	*	*	-	*	-	-	-	*	-	-	*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 302

D2. Can I check if you have obtained grant funding in the past ten years?

Base : All who have not obtained grant funding in the last three years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1333	605	547	71	357	26	348	74	582	527	62	335	9	-	341	71	931	218	381	287	310	376	320	323	357	952	1333
Weighted Total	1448	506	426	38**	288	25**	195	23**	483	399	32**	269	2**	-**	190	22**	930	288	379	207	277	314	248	252	296	1123	1333
Effective Base	693	266	227	23	154	13	123	28	255	216	19	145	4	-	120	25	454	132	188	115	143	165	131	134	154	527	1333
Up to three years ago	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
More than three years up to five years ago	17	6	12	1	2	4	2	*	5	8	1	1	1	-	2	*	15	1	10	3	4	8	3	6	6	11	38
	1%	*1%*	**3%bza**	*2%*	*1%*	*16%*	*1%*	*	*1%*	*2%*	*2%*	*1%*	*64%*	-	*1%*	*	*2%*	*	*3%*	*1%*	*1%*	*3%*	*1%*	*2%*	*2%*	*1%*	*3%*
More than five years up to ten years ago	44	20	14	4	12	3	5	2	20	12	4	12	-	-	5	1	29	9	23	6	13	12	7	6	10	34	51
	3%	*4%*	*3%*	*11%*	*4%*	*10%*	*3%*	*8%*	*4%*	*3%*	*11%*	*5%*	-	-	*3%*	*6%*	*3%*	*3%*	**6%z**	*3%*	*5%*	*4%*	*3%*	*3%*	*3%*	*3%*	*4%*
No - have not obtained grant funding in the last ten years	1373	476	397	32	271	19	185	20	454	376	27	253	1	-	180	19	879	273	345	197	257	293	235	237	277	1068	1212
	95%z	*94%*	*93%*	*85%*	*94%*	*74%*	*95%*	*86%*	*94%*	*94%*	*85%*	*94%*	*34%*	-	*95%*	*87%*	*95%*	*95%*	*91%*	*95%*	*93%*	*93%*	*95%*	*94%*	*94%*	*95%*	*91%*
Don't know	13	4	3	1	2	-	2	1	4	3	*	2	*	-	2	1	7	4	1	2	2	1	2	3	3	10	30
	1%	*1%*	*1%*	*2%*	*1%*	-	*1%*	*6%*	*1%*	*1%*	*2%*	*1%*	*2%*	-	*1%*	*6%*	*1%*	*1%*	*	*1%*	*1%*	*	*1%*	*1%*	*1%*	*1%*	*2%*
Refused	*	*	*	-	*	-	-	-	*	*	-	*	-	-	-	-	*	-	*	-	-	*	-	-	-	-	2
	*	*	*	-	*	-	-	-	*	*	-	*	-	-	-	-	*	-	*	-	-	*	*	*	*	-	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D2. Can I check if you have obtained grant funding in the past ten years?

Base : All who have not obtained grant funding in the last three years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1333	439	380	575	742	261	75	64	131	504	691	1333
Weighted Total	1448	419	315	540	889	314	63*	65*	169*	390	884	1333
Effective Base	693	210	168	272	414	150	36	31	81	207	405	1333
Up to three years ago	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-
More than three years up to five years ago	17	12	5	13	4	2	*	6	1	7	9	38
	1%d	**3%zd**	*1%*	**2%zd**	*	*1%*	*1%*	**8%ze**	*1%*	*2%*	*1%*	*3%*
More than five years up to ten years ago	44	17	17	21	23	7	1	5	2	16	26	51
	3%	*4%*	*5%*	*4%*	*3%*	*2%*	*2%*	*7%*	*1%*	*4%*	*3%*	*4%*
No - have not obtained grant funding in the last ten years	1373	387	292	502	852	303	61	54	165	365	838	1212
	95%g	*92%*	*93%*	*93%*	*96%*	**96%g**	*97%*	*83%*	*98%*	*94%*	*95%*	*91%*
Don't know	13	3	1	4	9	3	1	1	*	2	11	30
	1%	*1%*	*	*1%*	*1%*	*1%*	*1%*	*1%*	*	*1%*	*1%*	*2%*
Refused	*	-	-	-	*	-	-	-	-	*	*	2
	*	-	-	-	*	-	-	-	-	*	*	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Business Finance Survey 2016
(FINAL)

Table 304

D3. And did you receive the grant from...?

Base : All who have obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	291	107	87	64	33	258	9	37	46	65	206	141	29	53	72	115	22	177	28	52	146	19	19	291
Weighted Total	148	53	16*	3*	76*	72	13**	29**	36**	35**	83*	48*	45**	42**	29*	15*	36**	70*	13**	21**	72*	3**	2**	291
Effective Base	104	103	84	62	32	171	6	19	22	23	64	43	21	28	44	67	17	63	17	14	57	9	12	291
Local government/Local authority	67 **45%a**	22 *41%*	8 **54%ze**	2 *53%*	35 *46%*	32 *44%*	11 *82%*	18 *60%*	17 *47%*	13 *36%*	33 *40%*	20 *42%*	22 *49%*	17 *40%*	13 *45%*	7 *46%*	18 *50%*	31 *45%*	2 *13%*	10 *48%*	36 *50%*	* *15%*	1 *37%*	137 *47%*
Central government	39 **27%b**	14 *27%*	3 *22%*	1 *20%*	21 *28%*	18 *25%*	1 *5%*	1 *4%*	10 *28%*	13 *36%*	28 **34%z**	16 *32%*	10 *23%*	14 *33%*	7 *25%*	5 *30%*	13 *37%*	17 *25%*	7 *50%*	1 *3%*	17 *23%*	1 *32%*	1 *50%*	73 *25%*
Charity	10 **7%abo**	2 *4%*	1 *3%*	* *6%*	7 *10%*	3 *4%*	- -	4 *12%*	* *	3 *9%*	7 *8%*	3 *7%*	2 *5%*	2 *4%*	1 *3%*	* *3%*	- -	4 *5%*	* *1%*	6 *30%*	4 *5%*	* *4%*	- -	14 *5%*
University	4 *3%*	2 *3%*	- -	* **3%b**	2 *3%*	2 *2%*	- -	1 *2%*	2 *7%*	1 *1%*	1 *1%*	* *1%*	3 *6%*	1 *2%*	- -	* *1%*	3 *8%*	1 *2%*	- -	- -	1 *1%*	* *2%*	- -	6 *2%*
Or another organisation	26 *17%*	12 **23%z**	3 *19%*	* *15%*	10 *13%*	16 *22%*	2 *13%*	6 *21%*	6 *16%*	6 *18%*	14 *17%*	8 *16%*	7 *16%*	8 *19%*	7 *24%*	3 *19%*	2 *6%*	16 *23%*	4 *29%*	4 *17%*	14 *20%*	1 *47%*	* *9%*	55 *19%*
Don't know	2 *1%*	1 **3%z**	* *2%*	* **3%zd**	- -	2 *2%*	- -	- -	1 *2%*	- -	1 *1%*	1 *2%*	- -	* *1%*	1 *3%*	* *2%*	- -	* *1%*	1 *5%*	1 *2%*	* *1%*	- -	* *4%*	6 *2%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 305

D3. And did you receive the grant from...?

Base : All who have obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	291	73	32	42	60	84	162	38	163	110	14	30	77	112	86	25	62	204	167	124	11	9	156	34	46	18	236	291
Weighted Total	148	29**	11**	25**	41**	43**	85*	14**	72*	56*	19**	14**	33*	50*	55*	14**	31**	102*	87*	61*	12**	6**	75*	14**	21**	12**	110*	291
Effective Base	104	26	11	16	26	28	57	15	62	38	8	14	31	37	31	10	25	69	59	45	6	4	54	11	17	8	81	291
Local government/Local authority	67 *45%*	10 *35%*	6 *52%*	11 *45%*	15 *38%*	25 *58%*	39 *46%*	9 *66%*	31 *44%*	26 *46%*	9 *49%*	5 *37%*	17 *51%*	19 *38%*	28 *51%*	6 *43%*	17 *53%*	44 *43%*	39 *45%*	28 *46%*	3 *24%*	3 *42%*	36 *48%*	12 *85%*	7 *32%*	3 *27%*	55 *50%*	137 *47%*
Central government	39 *27%*	11 *39%*	2 *17%*	10 *41%*	14 *35%*	2 *5%*	24 *28%*	3 *21%*	22 *30%*	15 *27%*	2 *12%*	6 *43%*	8 *23%*	13 *25%*	16 *29%*	3 *20%*	5 *17%*	31 *30%*	20 *23%*	19 *32%*	3 *25%*	- -	17 *23%*	1 *5%*	11 *50%*	4 *32%*	28 *26%*	73 *25%*
Charity	10 *7%*	- -	- -	1 *3%*	* *1%*	9 *22%*	6 *7%*	- -	4 *6%*	3 *6%*	2 *13%*	- -	* *	6 *12%*	2 *3%*	3 *18%*	* *1%*	7 *7%*	9 *10%*	2 *3%*	- -	- -	9 *11%*	* *	* *1%*	1 *7%*	9 *8%*	14 *5%*
University	4 **3%wA**	* *1%*	- -	1 *3%*	2 *6%*	1 *1%*	3 *4%*	* *	1 *1%*	3 *5%*	- -	* *3%*	3 **10%zm**	- -	1 *1%*	- -	1 *2%*	4 *3%*	3 *4%*	1 *2%*	3 *25%*	- -	* *	* *	1 *5%*	3 *23%*	1 *1%*	6 *2%*
Or another organisation	26 *17%*	7 *24%*	3 *30%*	2 *8%*	8 *20%*	5 *12%*	13 *15%*	1 *5%*	13 *18%*	8 *14%*	5 *26%*	2 *15%*	4 *12%*	12 *24%*	9 *16%*	3 *18%*	8 *26%*	15 *15%*	17 *19%*	9 *15%*	3 *26%*	3 *50%*	13 *18%*	1 *9%*	2 *10%*	1 *7%*	17 *15%*	55 *19%*
Don't know	2 *1%*	* *1%*	- -	* *1%*	* *1%*	1 *1%*	1 *1%*	1 *8%*	1 *2%*	1 *1%*	- -	* *3%*	1 *3%*	* *	* *	- -	1 *2%*	1 *1%*	* *	1 *2%*	- -	1 *8%*	* *	* *	* *2%	1 *4%*	1 *1%*	6 *2%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D3. And did you receive the grant from...?

Base : All who have obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	291	167	249	26	91	209	125	39	160	245	23	81	6	202	122	37	223	29	113	115	70	157	86	94	97	187	291
Weighted Total	148	63*	113*	14**	36*	93*	33*	10**	58*	107*	10**	32**	4**	87*	30*	9**	107*	16**	66*	43*	33**	71*	28*	31*	35*	110*	291
Effective Base	104	56	85	9	33	69	42	12	55	85	7	28	2	68	45	10	77	12	43	37	25	54	34	43	37	69	291
Local government/Local authority	67 **45%w**	33 *53%*	52 *46%*	10 *71%*	17 *46%*	44 *47%*	17 *51%*	6 *59%*	29 *50%*	47 *44%*	7 *67%*	15 *47%*	3 *68%*	38 *44%*	14 *48%*	6 *67%*	49 *46%*	9 *58%*	29 *43%*	26 **60%z**	18 *53%*	36 *50%*	9 *31%*	14 *44%*	14 **39%w**	53 *48%*	137 *47%*
Central government	39 **27%s**	15 *25%*	32 **28%f**	1 *10%*	10 *27%*	23 *25%*	6 *18%*	2 *21%*	15 *26%*	32 **29%n**	1 *14%*	9 *28%*	1 *34%*	23 *26%*	6 *19%*	2 *24%*	30 *28%*	2 *11%*	22 *33%*	6 *14%*	11 *33%*	14 *19%*	12 **44%zxy**	8 *27%*	12 *35%*	26 *23%*	73 *25%*
Charity	10 **7%ah**	* *	7 **6%a**	- -	- -	7 **7%a**	1 *3%*	- -	* *	7 **6%h**	- -	- -	- -	7 **8%h**	1 *3%*	- -	7 *6%*	* *1%*	6 *9%*	3 *7%*	* *	9 **12%z**	- -	1 *2%*	1 *2%*	10 *9%*	14 *5%*
University	4 **3%bl**	1 *1%*	1 *1%*	1 *5%*	1 *2%*	1 *1%*	1 *2%*	1 *7%*	1 *1%*	1 *1%*	- -	* *	- -	1 *1%*	* *	* *	3 *3%*	1 *3%*	- -	1 *3%*	1 *2%*	* *1%*	1 *4%*	1 *3%*	1 *3%*	3 *3%*	6 *2%*
Or another organisation	26 *17%*	13 *20%*	21 *18%*	2 *12%*	8 *23%*	18 *19%*	9 *26%*	1 *12%*	12 *21%*	20 *19%*	2 *17%*	7 *23%*	- -	18 *20%*	9 **29%zi**	1 *8%*	17 *16%*	4 *26%*	9 *14%*	7 *16%*	3 *10%*	12 *17%*	5 *19%*	7 *22%*	7 *20%*	18 *16%*	55 *19%*
Don't know	2 *1%*	1 *1%*	1 *1%*	* *2%*	1 *2%*	* *	* *1%*	- -	1 *1%*	1 *1%*	* *2%*	1 *2%*	- -	* *	* *1%*	- -	1 *1%*	- -	* *1%*	* *1%*	* *1%*	* *	* *1%*	* *1%*	* *1%*	1 *1%*	6 *2%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

D3. And did you receive the grant from...?

Base : All who have obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	291	130	118	169	117	45	12	52	21	145	123	291
Weighted Total	148	70*	57*	93*	54*	24**	5**	29**	20**	56*	72*	291
Effective Base	104	48	42	62	40	18	6	17	12	54	44	291
Local government/Local authority	67 *45%*	27 *38%*	24 *42%*	36 *39%*	30 *56%*	5 *20%*	3 *49%*	15 *53%*	13 *67%*	21 *37%*	33 *46%*	137 *47%*
Central government	39 *27%*	26 **38%cb**	13 *22%*	29 **31%b**	10 *19%*	11 *44%*	1 *12%*	3 *10%*	1 *4%*	21 **37%z**	18 *25%*	73 *25%*
Charity	10 *7%*	5 *6%*	7 *12%*	9 *10%*	1 *1%*	- -	* *3%*	4 *14%*	1 *6%*	4 *6%*	5 *8%*	14 *5%*
University	4 *3%*	2 *2%*	1 *2%*	2 *2%*	2 *5%*	1 *2%*	- -	- -	- -	1 *2%*	3 *4%*	6 *2%*
Or another organisation	26 *17%*	11 *15%*	12 *22%*	16 *17%*	9 *16%*	8 *33%*	2 *35%*	6 *21%*	5 *23%*	9 *16%*	12 *17%*	55 *19%*
Don't know	2 *1%*	* *1%*	- -	* *	1 *3%*	* *2%*	- -	1 *2%*	- -	1 *2%*	1 *1%*	6 *2%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 308

D4. And what was the main purpose for seeking this grant funding? Was it for...?

Base : All who have obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	291	107	87	64	33	258	9	37	46	65	206	141	29	53	72	115	22	177	28	52	146	19	19	291
Weighted Total	148	53	16*	3*	76*	72	13**	29**	36**	35**	83*	48*	45**	42**	29*	15*	36**	70*	13**	21**	72*	3**	2**	291
Effective Base	104	103	84	62	32	171	6	19	22	23	64	43	21	28	44	67	17	63	17	14	57	9	12	291
Investment in new capital or equipment	24 *16%*	11 **21%z**	3 **20%z**	1 **25%z**	9 *12%*	15 *21%*	- -	4 *13%*	8 *22%*	3 *8%*	13 *15%*	10 *20%*	8 *18%*	6 *15%*	5 *17%*	4 **24%z**	3 *8%*	12 *17%*	4 *28%*	6 *28%*	10 *14%*	1 *30%*	1 *46%*	60 *21%*
Training or staff development	20 **14%a**	6 *12%*	4 **28%zade**	1 *17%*	9 *12%*	11 *15%*	6 *45%*	7 *24%*	1 *4%*	4 *11%*	12 *15%*	8 *17%*	3 *7%*	7 *16%*	7 **23%z**	4 **23%z**	3 *8%*	11 *15%*	3 *24%*	1 *3%*	13 *18%*	* *6%*	* *15%*	51 *18%*
Expansion or growth	18 *12%*	7 *12%*	2 *13%*	1 **19%z**	9 *12%*	9 *13%*	2 *13%*	6 *19%*	2 *6%*	7 *20%*	10 **12%k**	3 *7%*	5 *11%*	1 *2%*	4 *14%*	2 *15%*	5 *13%*	9 *13%*	1 *8%*	3 *15%*	9 *12%*	* *6%*	* *13%*	42 *14%*
Innovation	14 **10%bj**	6 **12%z**	1 *6%*	1 **16%zb**	7 *9%*	8 **11%b**	- -	3 *9%*	7 *20%*	3 *7%*	4 *5%*	2 *4%*	7 *16%*	2 *5%*	4 *13%*	1 *9%*	3 *8%*	10 *14%*	1 *5%*	1 *4%*	9 *12%*	1 *40%*	* *26%*	33 *11%*
Business start up	14 **10%abcjknoq**	3 *5%*	- -	* **2%b**	11 **15%b**	3 *4%*	5 *36%*	6 *21%*	8 *21%*	- -	* *1%*	* *1%*	7 *16%*	4 *9%*	* *1%*	* *	10 *27%*	1 *2%*	* *3%*	1 *3%*	4 **5%q**	- -	- -	11 *4%*
Marketing	12 **8%abco**	2 *4%*	* *2%*	* *2%*	10 *13%*	2 *3%*	- -	- -	5 *14%*	6 *16%*	7 **8%k**	1 *3%*	3 *7%*	7 *17%*	2 *6%*	* *2%*	6 *16%*	5 *7%*	* *	- -	6 *9%*	- -	- -	11 *4%*
Relocation	1 *1%*	* *1%*	1 **5%zde**	* **1%d**	- -	1 *2%*	- -	- -	- -	1 *2%*	1 *2%*	1 *1%*	- -	* *1%*	* *1%*	1 **4%z**	* *1%*	1 *1%*	- -	* *1%*	1 *1%*	* *2%*	- -	6 *2%*
Another reason	39 **26%c**	16 **30%z**	4 *24%*	1 *19%*	19 *25%*	20 **28%c**	1 *6%*	4 *13%*	4 *12%*	12 *33%*	31 **37%z**	19 **40%z**	12 *27%*	15 *35%*	6 *21%*	3 *21%*	4 *11%*	21 *30%*	3 *26%*	10 *46%*	21 *29%*	* *17%*	- -	72 *25%*
Don't know	4 *3%*	1 *3%*	* *2%*	- -	2 *3%*	2 *2%*	- -	- -	- -	* *1%*	4 *5%*	4 **7%z**	- -	* *1%*	1 *3%*	* *2%*	3 *8%*	* *1%*	1 *6%*	- -	- -	- -	- -	5 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 309

D4. And what was the main purpose for seeking this grant funding? Was it for...?

Base : All who have obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	291	73	32	42	60	84	162	38	163	110	14	30	77	112	86	25	62	204	167	124	11	9	156	34	46	18	236	291
Weighted Total	148	29**	11**	25**	41**	43**	85*	14**	72*	56*	19**	14**	33*	50*	55*	14**	31**	102*	87*	61*	12**	6**	75*	14**	21**	12**	110*	291
Effective Base	104	26	11	16	26	28	57	15	62	38	8	14	31	37	31	10	25	69	59	45	6	4	54	11	17	8	81	291
Investment in new capital or equipment	24 *16%*	5 *18%*	1 *14%*	6 *26%*	5 *11%*	7 *16%*	15 *18%*	3 *21%*	14 *20%*	7 *12%*	3 *17%*	2 *15%*	7 *21%*	10 *19%*	6 *12%*	3 *18%*	5 *17%*	16 *16%*	12 *14%*	12 *20%*	* *2%*	- -	12 *15%*	3 *22%*	3 *13%*	4 *31%*	17 *16%*	60 *21%*
Training or staff development	20 *14%*	3 *11%*	7 *65%*	1 *5%*	5 *13%*	3 *8%*	14 *17%*	2 *15%*	9 *13%*	9 *15%*	3 *13%*	1 *6%*	4 *12%*	9 *19%*	7 *12%*	2 *13%*	4 *13%*	14 *14%*	14 *16%*	6 *11%*	2 *20%*	1 *8%*	11 *15%*	3 *22%*	4 *19%*	1 *4%*	19 *17%*	51 *18%*
Expansion or growth	18 *12%*	5 *16%*	1 *7%*	2 *8%*	2 *5%*	9 *20%*	13 *15%*	2 *13%*	7 *9%*	9 *16%*	2 *13%*	2 *14%*	2 *7%*	7 *14%*	6 *10%*	6 *39%*	3 *8%*	10 *10%*	14 *16%*	4 *7%*	3 *24%*	- -	11 *15%*	* *2%*	5 *23%*	* *3%*	16 *15%*	42 *14%*
Innovation	14 **10%m**	3 *9%*	- -	* *1%*	10 *23%*	2 *5%*	11 *13%*	* *	10 *14%*	4 *7%*	- -	7 *47%*	4 *12%*	1 *2%*	7 *13%*	* *1%*	2 *7%*	12 *12%*	11 *13%*	4 *6%*	3 *24%*	* *8%*	8 *11%*	1 *5%*	1 *7%*	3 *25%*	10 *9%*	33 *11%*
Business start up	14 *10%*	2 *7%*	1 *5%*	1 *6%*	5 *12%*	5 *12%*	10 *11%*	4 *28%*	8 *10%*	2 *3%*	5 *26%*	- -	5 *14%*	3 *6%*	7 *12%*	1 *5%*	5 *17%*	8 *8%*	8 *10%*	6 *9%*	- -	- -	8 *11%*	4 *30%*	1 *4%*	1 *5%*	14 *12%*	11 *4%*
Marketing	12 **8%ilr**	2 *7%*	* *2%*	4 *15%*	6 *14%*	1 *1%*	2 *2%*	* *	11 **16%zi**	1 *1%*	- -	- -	2 *5%*	4 *9%*	6 *11%*	- -	1 *2%*	12 *11%*	3 *3%*	9 **15%zr**	- -	- -	3 *4%*	- -	4 *18%*	3 *23%*	7 *6%*	11 *4%*
Relocation	1 *1%*	* *1%*	* *2%*	* *1%*	1 *2%*	- -	* *	- -	1 *1%*	* *1%*	- -	* *	* *1%*	1 *1%*	* *	- -	* *2%*	1 *1%*	* *	1 *2%*	- -	- -	* *	* *3%*	* *1%*	* *	1 *1%*	6 *2%*
Another reason	39 **26%hA**	8 *29%*	1 *6%*	9 *38%*	5 *13%*	16 *36%*	20 *23%*	3 *21%*	11 *15%*	22 **39%zh**	6 *31%*	2 *17%*	8 *24%*	12 *24%*	16 *29%*	4 *25%*	11 *33%*	25 *24%*	22 *25%*	17 *28%*	4 *30%*	5 *76%*	19 *25%*	2 *12%*	3 *15%*	1 *7%*	24 *21%*	72 *25%*
Don't know	4 *3%*	* *1%*	- -	* *1%*	3 *7%*	1 *1%*	* *1%*	* *2%*	1 *2%*	3 *5%*	- -	- -	1 *3%*	3 *6%*	- -	- -	1 *2%*	3 *3%*	3 *3%*	1 *2%*	- -	* *8%*	3 *4%*	1 *4%*	- -	- -	4 *3%*	5 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 310

D4. And what was the main purpose for seeking this grant funding? Was it for...?

Base : All who have obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	291	167	249	26	91	209	125	39	160	245	23	81	6	202	122	37	223	29	113	115	70	157	86	94	97	187	291
Weighted Total	148	63*	113*	14**	36*	93*	33*	10**	58*	107*	10**	32**	4**	87*	30*	9**	107*	16**	66*	43*	33**	71*	28*	31*	35*	110*	291
Effective Base	104	56	85	9	33	69	42	12	55	85	7	28	2	68	45	10	77	12	43	37	25	54	34	43	37	69	291
Investment in new capital or equipment	24 *16%*	11 *18%*	19 *17%*	2 *15%*	4 *11%*	16 *17%*	7 *22%*	1 *11%*	10 *18%*	18 *17%*	2 *15%*	3 *8%*	1 *18%*	15 *17%*	7 *25%*	1 *12%*	20 *19%*	1 *6%*	6 *10%*	11 *25%*	4 *13%*	12 *17%*	4 *16%*	4 *15%*	4 *13%*	18 *17%*	60 *21%*
Training or staff development	20 **14%uvwx**	17 **26%zbe**	16 *14%*	3 *25%*	10 **29%zbe**	13 *14%*	8 **23%zb**	1 *14%*	14 **24%zim**	16 *15%*	1 *10%*	10 *30%*	* *1%*	13 *15%*	5 *17%*	1 *16%*	12 *11%*	2 *12%*	9 *13%*	10 *22%*	13 *40%*	5 *7%*	1 *2%*	1 *4%*	1 *3%*	19 **17%wx**	51 *18%*
Expansion or growth	18 *12%*	8 *12%*	13 *12%*	* *1%*	4 *12%*	11 *12%*	4 *11%*	1 *7%*	8 *13%*	13 *12%*	* *1%*	4 *13%*	* *1%*	11 *13%*	4 *12%*	1 *8%*	11 *11%*	4 *22%*	13 *19%*	3 *8%*	6 *17%*	11 *15%*	5 *16%*	5 *15%*	5 *13%*	14 *12%*	42 *14%*
Innovation	14 **10%y**	5 *9%*	10 *9%*	* *4%*	2 *7%*	7 *8%*	2 *7%*	1 *13%*	5 *9%*	10 *10%*	* *5%*	2 *8%*	- -	7 *8%*	2 *8%*	1 *9%*	11 *10%*	1 *8%*	6 *10%*	4 *9%*	2 *5%*	9 *12%*	6 **20%zy**	8 **26%zy**	8 **23%zy**	6 *5%*	33 *11%*
Business start up	14 **10%ilmn**	8 **13%bef**	8 **7%f**	2 *18%*	5 **14%f**	6 *6%*	* *1%*	- -	8 **14%imn**	6 *5%*	2 *24%*	5 *16%*	- -	3 *4%*	* *1%*	- -	12 *11%*	- -	10 *16%*	3 *7%*	5 *15%*	8 *12%*	1 *4%*	1 *4%*	2 *5%*	13 *11%*	11 *4%*
Marketing	12 **8%ahy**	1 *2%*	9 **8%a**	- -	1 *3%*	5 *6%*	1 *4%*	1 *9%*	1 *2%*	9 **9%h**	- -	1 *3%*	1 *17%*	5 *6%*	1 *4%*	1 *10%*	9 *8%*	3 *19%*	6 *9%*	1 *2%*	* *	3 *5%*	7 **25%zy**	6 **20%zy**	9 **27%zy**	3 *3%*	11 *4%*
Relocation	1 *1%*	1 *2%*	1 *1%*	- *3%*	1 *2%*	1 *1%*	1 *3%*	* *4%*	1 *2%*	1 *1%*	* *4%*	1 *2%*	- -	1 *1%*	1 *3%*	* *5%*	1 *1%*	- -	* *	1 *1%*	- -	1 *1%*	* *	* *	* *	1 *1%*	6 *2%*
Another reason	39 **26%adh**	8 *12%*	33 **29%adf**	2 *15%*	5 *13%*	32 **34%zadf**	6 *18%*	2 *19%*	7 *12%*	30 **28%hn**	1 *13%*	3 *10%*	- -	28 **33%zhn**	5 *18%*	1 *14%*	27 *26%*	5 *30%*	14 *22%*	8 *19%*	3 *8%*	20 *28%*	5 *17%*	5 *17%*	6 *17%*	33 *30%*	72 *25%*
Don't know	4 *3%*	4 *6%*	4 *3%*	3 *19%*	4 **10%zb**	3 *3%*	4 **11%zbe**	2 *24%*	4 *6%*	4 *3%*	3 *26%*	4 *11%*	2 *63%*	3 *3%*	4 **12%zim**	2 *27%*	4 *3%*	* *3%*	1 *1%*	3 *6%*	* *1%*	3 *4%*	- -	- -	- -	4 *4%*	5 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 311

D4. And what was the main purpose for seeking this grant funding? Was it for...?

Base : All who have obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	291	130	118	169	117	45	12	52	21	145	123	291
Weighted Total	148	70*	57*	93*	54*	24**	5**	29**	20**	56*	72*	291
Effective Base	104	48	42	62	40	18	6	17	12	54	44	291
Investment in new capital or equipment	24 *16%*	12 *17%*	7 *12%*	16 *17%*	9 *16%*	4 *18%*	2 *36%*	6 *22%*	2 *10%*	12 *22%*	10 *14%*	60 *21%*
Training or staff development	20 *14%*	9 *13%*	8 *13%*	13 *14%*	7 *14%*	2 *9%*	1 *20%*	1 *3%*	7 *32%*	6 *10%*	8 *12%*	51 *18%*
Expansion or growth	18 *12%*	5 *7%*	11 **19%a**	12 **13%a**	6 *11%*	5 *19%*	- -	5 *17%*	2 *9%*	5 *9%*	12 *16%*	42 *14%*
Innovation	14 *10%*	9 *13%*	6 *10%*	10 *11%*	3 *6%*	2 *6%*	1 *12%*	* *1%*	1 *5%*	9 **17%z**	4 *6%*	33 *11%*
Business start up	14 **10%cl**	4 *6%*	4 *7%*	5 *5%*	10 **18%zc**	* *	1 *12%*	1 *2%*	6 *31%*	1 *3%*	7 *9%*	11 *4%*
Marketing	12 **8%j**	9 *13%*	5 *9%*	10 *11%*	2 *4%*	6 *26%*	- -	1 *2%*	- -	11 **20%zj**	1 *1%*	11 *4%*
Relocation	1 *1%*	* *	* *	* *	1 *2%*	1 *3%*	- -	* *2%*	- -	1 *1%*	* *1%*	6 *2%*
Another reason	39 **26%l**	21 *30%*	14 *24%*	24 *26%*	14 *26%*	4 *18%*	1 *10%*	15 *52%*	3 *14%*	9 *16%*	27 **38%zl**	72 *25%*
Don't know	4 *3%*	- -	2 *4%*	2 *3%*	2 *3%*	- -	* *9%*	- -	- -	1 *2%*	3 *4%*	5 *2%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 312

D5. And would you say that the grant funding...?

Base : All who have obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	291	107	87	64	33	258	9	37	46	65	206	141	29	53	72	115	22	177	28	52	146	19	19	291
Weighted Total	148	53	16*	3*	76*	72	13**	29**	36**	35**	83*	48*	45**	42**	29*	15*	36**	70*	13**	21**	72*	3**	2**	291
Effective Base	104	103	84	62	32	171	6	19	22	23	64	43	21	28	44	67	17	63	17	14	57	9	12	291
Replaced your need for other external finance for that purpose	59 **40%ao**	19 *37%*	6 *37%*	1 *41%*	33 *43%*	27 *37%*	9 *71%*	15 *51%*	12 *33%*	11 *32%*	33 *39%*	22 *45%*	16 *35%*	17 *41%*	12 *40%*	5 *32%*	19 *53%*	26 *37%*	5 *34%*	7 *34%*	26 *36%*	1 *49%*	* *25%*	111 *38%*
Was used in combination with external finance for that purpose	42 *28%*	15 *28%*	5 *30%*	1 *32%*	21 *28%*	21 *29%*	3 *19%*	9 *32%*	11 *30%*	9 *25%*	22 *27%*	13 *28%*	19 *43%*	10 *24%*	7 *24%*	5 *30%*	10 *29%*	18 *26%*	5 *35%*	7 *35%*	18 *25%*	1 *26%*	1 *51%*	89 *31%*
Temporarily delayed your need for other external finance for that purpose	18 **12%ab**	4 *8%*	1 *6%*	* *11%*	12 *16%*	6 *8%*	- -	1 *2%*	6 *16%*	8 *23%*	11 **14%k**	3 *7%*	6 *13%*	6 *15%*	2 *6%*	2 *11%*	2 *7%*	8 *11%*	1 *11%*	3 *15%*	10 *14%*	* *17%*	* *11%*	27 *9%*
Or something else	22 *15%*	11 **21%z**	3 **20%z**	* *11%*	7 *10%*	15 **21%c**	1 *10%*	4 *12%*	6 *18%*	7 *20%*	12 *15%*	5 *11%*	4 *9%*	5 *13%*	7 **24%z**	3 **20%z**	4 *12%*	14 *20%*	2 *15%*	2 *8%*	14 *19%*	* *2%*	* *7%*	48 *16%*
Don't know	4 *2%*	3 **5%z**	1 **6%zd**	* **3%d**	- -	4 *5%*	- -	1 *4%*	1 *1%*	* *1%*	2 *2%*	2 *4%*	- -	- -	2 *6%*	1 **6%z**	- -	2 *3%*	1 *6%*	1 *5%*	2 *2%*	* *5%*	* *6%*	12 *4%*
Refused	3 **2%a**	1 *1%*	* *1%*	* *2%*	2 *3%*	1 *1%*	- -	- -	1 *1%*	- -	3 *3%*	3 *6%*	- -	3 *7%*	- -	* *2%*	- -	2 *3%*	- -	1 *3%*	2 *3%*	- -	- -	4 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 313

D5. And would you say that the grant funding...?

Base : All who have obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	291	73	32	42	60	84	162	38	163	110	14	30	77	112	86	25	62	204	167	124	11	9	156	34	46	18	236	291
Weighted Total	148	29**	11**	25**	41**	43**	85*	14**	72*	56*	19**	14**	33*	50*	55*	14**	31**	102*	87*	61*	12**	6**	75*	14**	21**	12**	110*	291
Effective Base	104	26	11	16	26	28	57	15	62	38	8	14	31	37	31	10	25	69	59	45	6	4	54	11	17	8	81	291
Replaced your need for other external finance for that purpose	59 *40%*	11 *37%*	5 *46%*	9 *35%*	20 *50%*	15 *34%*	32 *37%*	5 *33%*	30 *41%*	24 *42%*	5 *29%*	3 *24%*	12 *35%*	18 *36%*	24 *44%*	4 *25%*	5 *17%*	50 **49%z**	32 *37%*	27 *44%*	6 *52%*	1 *21%*	26 *35%*	9 *61%*	13 *60%*	7 *56%*	48 **43%w**	111 *38%*
Was used in combination with external finance for that purpose	42 **28%qs**	14 *49%*	2 *14%*	7 *29%*	10 *25%*	9 *22%*	31 *36%*	4 *32%*	24 *33%*	12 *22%*	6 *32%*	8 *57%*	12 *37%*	12 *23%*	15 *28%*	6 *45%*	15 *49%*	20 *20%*	32 **37%zs**	10 *16%*	3 *28%*	- -	29 **38%z**	4 *27%*	4 *20%*	4 *29%*	37 **33%z**	89 *31%*
Temporarily delayed your need for other external finance for that purpose	18 *12%*	1 *4%*	1 *10%*	1 *4%*	7 *16%*	8 *19%*	9 *11%*	* *1%*	6 *9%*	7 *12%*	5 *26%*	1 *8%*	5 *14%*	8 *17%*	4 *8%*	2 *17%*	4 *13%*	11 *11%*	13 *15%*	5 *8%*	2 *20%*	2 *40%*	11 *14%*	* *	1 *7%*	- -	12 *11%*	27 *9%*
Or something else	22 **15%A**	3 *10%*	3 *25%*	7 *30%*	4 *9%*	5 *12%*	12 *14%*	4 *26%*	10 *14%*	10 *17%*	2 *13%*	1 *7%*	3 *8%*	11 *22%*	9 *16%*	1 *10%*	4 *14%*	16 *16%*	8 *10%*	14 *23%*	- -	2 *31%*	8 *11%*	1 *4%*	3 *12%*	2 *15%*	11 *10%*	48 *16%*
Don't know	4 *2%*	* *1%*	1 *5%*	1 *2%*	* *	2 *5%*	1 *1%*	1 *9%*	2 *2%*	1 *3%*	- -	1 *4%*	2 *5%*	1 *2%*	* *	1 *3%*	2 *6%*	1 *1%*	1 *1%*	3 *4%*	- -	1 *8%*	1 *2%*	1 *8%*	* *1%*	- -	2 *2%*	12 *4%*
Refused	3 **2%A**	- -	- -	- -	- -	3 *7%*	1 *1%*	- -	1 *1%*	3 *5%*	- -	- -	- -	* *	2 *5%*	- -	1 *2%*	3 *3%*	* *	3 *5%*	- -	- -	* *	- -	* *	- -	* *	4 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 314

D5. And would you say that the grant funding...?

Base : All who have obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	291	167	249	26	91	209	125	39	160	245	23	81	6	202	122	37	223	29	113	115	70	157	86	94	97	187	291
Weighted Total	148	63*	113*	14**	36*	93*	33*	10**	58*	107*	10**	32**	4**	87*	30*	9**	107*	16**	66*	43*	33**	71*	28*	31*	35*	110*	291
Effective Base	104	56	85	9	33	69	42	12	55	85	7	28	2	68	45	10	77	12	43	37	25	54	34	43	37	69	291
Replaced your need for other external finance for that purpose	59 *40%*	27 *42%*	47 *42%*	9 *65%*	16 *46%*	39 *42%*	17 *50%*	5 *46%*	23 *40%*	47 *44%*	6 *58%*	15 *45%*	3 *81%*	39 *45%*	14 *45%*	4 *45%*	40 *38%*	6 *39%*	28 *43%*	19 *44%*	14 *43%*	29 *41%*	11 *39%*	11 *36%*	14 *40%*	45 *41%*	111 *38%*
Was used in combination with external finance for that purpose	42 *28%*	22 *35%*	32 *28%*	1 *6%*	13 *35%*	25 *27%*	10 *30%*	2 *23%*	21 **37%im**	29 *27%*	1 *8%*	12 *37%*	- -	21 *24%*	10 *33%*	2 *26%*	31 *29%*	5 *31%*	24 *37%*	12 *28%*	13 *39%*	23 *33%*	9 *33%*	11 *37%*	12 *33%*	29 *26%*	89 *31%*
Temporarily delayed your need for other external finance for that purpose	18 **12%ah**	3 *5%*	13 **11%a**	- -	1 *4%*	12 **12%a**	2 *7%*	1 *14%*	3 *5%*	10 *9%*	- -	1 *3%*	* *2%*	9 *10%*	2 *8%*	1 *10%*	12 *11%*	3 *19%*	4 *6%*	8 *18%*	2 *5%*	10 *14%*	2 *8%*	3 *10%*	3 *9%*	15 *13%*	27 *9%*
Or something else	22 *15%*	8 *13%*	15 *13%*	3 *23%*	4 *12%*	13 *14%*	3 *8%*	2 *15%*	8 *14%*	15 *14%*	3 *32%*	4 *13%*	1 *17%*	13 *15%*	2 *8%*	2 *17%*	18 *17%*	2 *11%*	8 *13%*	3 *7%*	4 *13%*	7 *10%*	5 *18%*	5 *15%*	5 *16%*	15 *14%*	48 *16%*
Don't know	4 *2%*	2 *4%*	3 *3%*	1 *6%*	1 *3%*	2 *2%*	2 *5%*	* *2%*	2 *3%*	3 *3%*	* *2%*	1 *3%*	- -	2 *2%*	2 *6%*	* *2%*	3 *3%*	- -	1 *1%*	1 *2%*	* *1%*	2 *2%*	1 *2%*	1 *2%*	1 *2%*	3 *3%*	12 *4%*
Refused	3 *2%*	* *	3 **3%a**	- -	- -	3 **3%a**	- -	- -	* *	3 **3%h**	- -	- -	- -	3 **4%h**	- -	- -	3 *2%*	- -	- -	* *1%*	- -	* *	- -	- -	- -	3 *3%*	4 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 315

D5. And would you say that the grant funding...?

Base : All who have obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	291	130	118	169	117	45	12	52	21	145	123	291
Weighted Total	148	70*	57*	93*	54*	24**	5**	29**	20**	56*	72*	291
Effective Base	104	48	42	62	40	18	6	17	12	54	44	291
Replaced your need for other external finance for that purpose	59 *40%*	23 *33%*	25 *44%*	35 *38%*	24 *44%*	12 *47%*	2 *29%*	10 *35%*	10 *52%*	22 *40%*	27 *37%*	111 *38%*
Was used in combination with external finance for that purpose	42 *28%*	25 *35%*	15 *26%*	30 *32%*	12 *22%*	5 *20%*	3 *47%*	8 *28%*	6 *31%*	18 *31%*	18 *25%*	89 *31%*
Temporarily delayed your need for other external finance for that purpose	18 *12%*	9 *12%*	8 *14%*	12 *13%*	6 *11%*	3 *13%*	1 *10%*	3 *11%*	1 *3%*	6 *10%*	12 *16%*	27 *9%*
Or something else	22 *15%*	12 *18%*	8 *14%*	14 *15%*	7 *14%*	5 *19%*	* *4%*	5 *16%*	3 *14%*	8 *15%*	11 *15%*	48 *16%*
Don't know	4 *2%*	1 *1%*	1 *3%*	1 *2%*	2 *4%*	* *1%*	1 *9%*	1 *2%*	- -	2 *3%*	2 *3%*	12 *4%*
Refused	3 *2%*	1 *1%*	- -	1 *1%*	3 *5%*	- -	- -	2 *9%*	- -	1 *1%*	3 *4%*	4 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 316

D6. Before you obtained the grant, had you sought any other forms of external finance for this particular project?

Base : All who have obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	291	107	87	64	33	258	9	37	46	65	206	141	29	53	72	115	22	177	28	52	146	19	19	291
Weighted Total	148	53	16*	3*	76*	72	13**	29**	36**	35**	83*	48*	45**	42**	29*	15*	36**	70*	13**	21**	72*	3**	2**	291
Effective Base	104	103	84	62	32	171	6	19	22	23	64	43	21	28	44	67	17	63	17	14	57	9	12	291
No - grant funding was the first external finance sought	134 **90%aco**	43 *81%*	14 **92%ce**	3 *78%*	74 **97%ace**	60 *83%*	13 *100%*	26 *90%*	34 *96%*	32 *91%*	73 *88%*	41 *85%*	44 *98%*	38 *90%*	25 *87%*	13 *85%*	33 *93%*	63 *90%*	12 *93%*	18 *84%*	66 *92%*	2 *72%*	2 *95%*	249 *86%*
Yes - other external finance	5 *3%*	4 **8%zd**	* **3%d**	* **8%zd**	- -	5 **7%bd**	- -	1 *4%*	* *1%*	1 *3%*	3 *4%*	2 *4%*	* *1%*	2 *5%*	1 *4%*	1 *5%*	- -	3 *5%*	- -	1 *5%*	3 *5%*	* *4%*	* *3%*	16 *5%*
Yes - bank overdraft/ loan	3 *2%*	3 **6%z**	* *2%*	* **5%zd**	- -	3 **5%b**	- -	1 *2%*	1 *3%*	1 *2%*	2 *2%*	1 *3%*	1 *1%*	* *1%*	2 *5%*	1 **6%z**	* *1%*	2 *3%*	1 *5%*	1 *3%*	1 *2%*	- -	* *2%*	11 *4%*
Yes - equity finance	1 *1%*	1 **2%z**	- -	- -	- -	1 *2%*	- -	1 *2%*	- -	1 *1%*	1 *1%*	- -	- -	1 *2%*	1 *2%*	- -	- -	1 *1%*	- -	1 *3%*	1 *1%*	- -	- -	2 *1%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	5 **3%a**	2 *3%*	1 *4%*	* **9%zae**	2 *3%*	2 *3%*	- -	1 *2%*	- -	1 *2%*	4 *5%*	3 *7%*	- -	1 *3%*	1 *2%*	1 *4%*	2 *7%*	1 *2%*	* *2%*	1 *4%*	1 *1%*	1 *24%*	- -	13 *4%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 317

D6. Before you obtained the grant, had you sought any other forms of external finance for this particular project?

Base : All who have obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	291	73	32	42	60	84	162	38	163	110	14	30	77	112	86	25	62	204	167	124	11	9	156	34	46	18	236	291
Weighted Total	148	29**	11**	25**	41**	43**	85*	14**	72*	56*	19**	14**	33*	50*	55*	14**	31**	102*	87*	61*	12**	6**	75*	14**	21**	12**	110*	291
Effective Base	104	26	11	16	26	28	57	15	62	38	8	14	31	37	31	10	25	69	59	45	6	4	54	11	17	8	81	291
No - grant funding was the first external finance sought	134 *90%*	26 *93%*	10 *90%*	22 *89%*	36 *89%*	39 *90%*	78 *91%*	12 *86%*	65 *91%*	50 *88%*	18 *96%*	12 *88%*	30 *91%*	45 *91%*	49 *90%*	13 *89%*	28 *89%*	93 *91%*	77 *88%*	57 *93%*	12 *100%*	6 *92%*	65 *86%*	14 *98%*	20 *95%*	11 *92%*	99 *90%*	249 *86%*
Yes - other external finance	5 *3%*	* *2%*	- -	1 *5%*	* *1%*	3 *6%*	3 *4%*	1 *6%*	3 *4%*	1 *2%*	1 *4%*	* *4%*	1 *2%*	1 *1%*	3 *6%*	1 *5%*	1 *3%*	3 *3%*	4 *5%*	1 *1%*	- -	- -	4 *6%*	* *	* *1%*	* *3%*	5 *4%*	16 *5%*
Yes - bank overdraft/ loan	3 *2%*	1 *5%*	1 *10%*	* *2%*	* *1%*	- -	3 *4%*	* *3%*	3 *4%*	1 *1%*	- -	1 *8%*	2 *6%*	* *1%*	1 *2%*	1 *5%*	1 *2%*	2 *2%*	2 *2%*	2 *3%*	- -	- -	2 *2%*	* *2%*	1 *4%*	- -	3 *2%*	11 *4%*
Yes - equity finance	1 *1%*	- -	- -	1 *3%*	- -	1 *1%*	1 *1%*	- -	1 *1%*	1 *1%*	- -	- -	- -	- -	1 *2%*	- -	1 *2%*	1 *1%*	1 *1%*	1 *1%*	- -	- -	1 *1%*	- -	- -	1 *5%*	1 *	2 *1%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	5 *3%h*	* *	- -	* *1%*	3 *8%*	1 *2%*	1 *1%*	1 *6%*	* *	4 *8%*	* *1%*	* *	* *1%*	4 *7%*	* *	* *	1 *4%*	3 *3%*	4 *4%*	1 *2%*	- -	1 *8%*	4 *5%*	- -	- -	* *	4 *3%*	13 *4%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 318

D6. Before you obtained the grant, had you sought any other forms of external finance for this particular project?

Base : All who have obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	291	167	249	26	91	209	125	39	160	245	23	81	6	202	122	37	223	29	113	115	70	157	86	94	97	187	291
Weighted Total	148	63*	113*	14**	36*	93*	33*	10**	58*	107*	10**	32**	4**	87*	30*	9**	107*	16**	66*	43*	33**	71*	28*	31*	35*	110*	291
Effective Base	104	56	85	9	33	69	42	12	55	85	7	28	2	68	45	10	77	12	43	37	25	54	34	43	37	69	291
No - grant funding was the first external finance sought	134 **90%dfnsw**	54 *86%*	100 **89%l**	9 *68%*	29 *81%*	83 **89%l**	26 *77%*	5 *55%*	50 **86%n**	95 **89%n**	6 *57%*	27 *84%*	1 *23%*	77 **89%n**	22 *75%*	5 *54%*	96 *90%*	15 *94%*	65 **98%zs**	33 *77%*	31 *93%*	63 *88%*	24 *85%*	25 *82%*	30 *84%*	102 *92%*	249 *86%*
Yes - other external finance	5 *3%*	1 *2%*	5 *4%*	* *1%*	* *1%*	4 *5%*	1 *3%*	1 *6%*	1 *2%*	5 *4%*	* *2%*	* *1%*	- -	4 *5%*	1 *3%*	1 *6%*	3 *3%*	- -	* *1%*	4 **10%zr**	* *1%*	4 *5%*	3 **9%zy**	3 **9%zy**	3 *8%*	2 *2%*	16 *5%*
Yes - bank overdraft/ loan	3 *2%*	3 *5%*	3 *3%*	1 *9%*	3 **8%z**	2 *2%*	3 **8%zbe**	1 *15%*	3 *5%*	3 *3%*	1 *13%*	2 *5%*	1 *15%*	2 *2%*	3 **8%zim**	1 *11%*	2 *1%*	1 *6%*	1 *1%*	2 *5%*	2 *5%*	1 *1%*	1 *3%*	2 *5%*	2 *4%*	2 *2%*	11 *4%*
Yes - equity finance	1 *1%*	1 *1%*	1 *	- -	1 *1%*	1 *1%*	1 *2%*	- -	1 *1%*	1 *	- -	1 *2%*	- -	1 *1%*	1 *2%*	- -	1 *1%*	- -	- -	1 *1%*	- -	1 *1%*	- -	1 *2%*	1 *2%*	1 *	2 *1%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	5 *3%*	4 *6%*	4 *4%*	3 *21%*	3 **9%z**	4 *4%*	4 **11%zbe**	2 *25%*	3 *6%*	4 *3%*	3 *29%*	3 *9%*	2 *63%*	3 *4%*	4 **12%zim**	2 *28%*	5 *4%*	* *	* *	3 *7%*	* *1%*	3 *5%*	1 *2%*	1 *2%*	1 *2%*	4 *4%*	13 *4%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 319

D6. Before you obtained the grant, had you sought any other forms of external finance for this particular project?

Base : All who have obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	291	130	118	169	117	45	12	52	21	145	123	291
Weighted Total	148	70*	57*	93*	54*	24**	5**	29**	20**	56*	72*	291
Effective Base	104	48	42	62	40	18	6	17	12	54	44	291
No - grant funding was the first external finance sought	134 *90%*	64 *91%*	48 *85%*	82 *89%*	50 *93%*	22 *91%*	4 *78%*	26 *89%*	18 *88%*	51 *92%*	65 *90%*	249 *86%*
Yes - other external finance	5 *3%*	4 *5%*	3 *6%*	4 *4%*	1 *1%*	1 *5%*	1 *12%*	1 *2%*	1 *6%*	2 *4%*	2 *2%*	16 *5%*
Yes - bank overdraft/ loan	3 *2%*	2 *2%*	2 *3%*	2 *3%*	1 *2%*	* *2%*	1 *10%*	1 *2%*	1 *3%*	2 *4%*	1 *1%*	11 *4%*
Yes - equity finance	1 *1%*	1 *1%*	1 *1%*	1 *1%*	1 *1%*	- -	- -	1 *2%*	1 *3%*	- -	1 *1%*	2 *1%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	5 *3%*	1 *1%*	3 *5%*	3 *4%a*	2 *3%*	1 *2%*	- -	1 *4%*	- -	* *1%*	4 *6%*	13 *4%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 320

D7. And did you obtain any of these other forms of external finance?

Base : All who have obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	29	17	4	8	-	29	-	4	4	6	21	15	2	6	7	13	1	18	2	7	13	2	2	29
Weighted Total	10**	8**	1**	***	-**	10**	-**	2**	1**	2**	6**	4**	1**	3**	3**	2**	***	6**	1**	2**	5**	***	***	29*
Effective Base	20	16	4	8	-	20	-	4	3	4	14	10	2	6	7	6	1	12	2	5	11	2	2	29
Yes - other external finance	5 *49%*	4 *50%*	* *43%*	* *48%*	- -	5 *49%*	- -	1 *49%*	* *31%*	1 *53%*	3 *54%*	2 *54%*	* *39%*	2 *66%*	1 *36%*	1 *30%*	- -	3 *55%*	- -	1 *44%*	3 *64%*	* *100%*	* *58%*	14 *48%*
Yes - bank overdraft/ loan	2 *20%*	1 *18%*	* *33%*	* *40%*	- -	2 *20%*	- -	1 *23%*	1 *42%*	* *3%*	1 *13%*	1 *20%*	1 *61%*	- -	* *11%*	1 *56%*	* *100%*	1 *18%*	- -	1 *26%*	1 *18%*	- -	* *42%*	7 *24%*
Yes - equity finance	1 *12%*	1 *14%*	- -	- -	- -	1 *12%*	- -	1 *28%*	- -	1 *22%*	1 *9%*	- -	- -	1 *22%*	1 *16%*	- -	- -	1 *9%*	- -	1 *27%*	1 *9%*	- -	- -	2 *7%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *10%*	1 *9%*	* *25%*	* *12%*	- -	1 *10%*	- -	- -	* *27%*	- -	1 *10%*	1 *17%*	- -	- -	1 *22%*	* *13%*	- -	1 *9%*	* *50%*	* *2%*	- -	- -	- -	4 *14%*
Refused	1 *9%*	1 *10%*	- -	- -	- -	1 *9%*	- -	- -	- -	* *22%*	1 *15%*	* *10%*	- -	* *12%*	* *15%*	- -	- -	* *9%*	* *50%*	- -	* *9%*	- -	- -	2 *7%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 321

D7. And did you obtain any of these other forms of external finance?

Base : All who have obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	29	7	2	6	5	9	20	3	20	8	1	4	8	6	14	5	4	20	18	11	-	-	18	3	3	2	24	29
Weighted Total	10**	2**	1**	2**	1**	3**	7**	1**	7**	2**	1**	2**	3**	1**	5**	1**	2**	6**	6**	3**	-**	-**	6**	***	1**	1**	8**	29*
Effective Base	20	6	2	4	3	7	15	2	14	6	1	3	6	3	11	3	4	13	13	8	-	-	13	2	3	2	16	29
Yes - other external finance	5 *49%*	* *25%*	-	1 *56%*	* *30%*	3 *82%*	3 *43%*	1 *69%*	3 *47%*	1 *42%*	1 *100%*	* *30%*	1 *26%*	1 *62%*	3 *55%*	1 *51%*	1 *49%*	3 *49%*	4 *64%*	1 *19%*	-	-	4 *64%*	-	* *17%*	* *35%*	4 *55%*	14 *48%*
Yes - bank overdraft/ loan	2 *20%*	* *20%*	1 *100%*	* *16%*	-	-	2 *28%*	-	1 *22%*	* *20%*	-	1 *70%*	1 *43%*	* *4%*	1 *12%*	* *24%*	1 *27%*	1 *16%*	1 *20%*	1 *20%*	-	-	1 *20%*	* *84%*	* *35%*	- -	2 *24%*	7 *24%*
Yes - equity finance	1 *12%*	- -	- -	1 *28%*	- -	1 *16%*	1 *8%*	- -	1 *10%*	1 *21%*	- -	- -	- -	- -	1 *22%*	- -	1 *24%*	1 *11%*	1 *8%*	1 *21%*	- -	- -	1 *8%*	- -	- -	1 *65%*	1 *6%*	2 *7%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *10%*	1 *37%*	-	-	* *18%*	* *2%*	1 *9%*	* *31%*	1 *8%*	* *17%*	-	-	- -	* *34%*	1 *11%*	* *24%*	- -	1 *10%*	1 *8%*	* *13%*	- -	- -	1 *8%*	* *16%*	- -	- -	1 *8%*	4 *14%*
Refused	1 *9%*	* *18%*	-	-	- *52%*	- -	1 *13%*	- -	1 *13%*	- -	- -	- -	1 *31%*	- -	- -	- -	- -	1 *14%*	- -	1 *27%*	- -	- -	- -	- -	* *48%*	- -	* *6%*	2 *7%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D7. And did you obtain any of these other forms of external finance?

Base : All who have obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	29	18	27	6	11	21	15	7	17	27	6	9	1	20	15	6	19	2	5	19	7	15	11	14	14	14	29
Weighted Total	10**	5**	9**	1**	3**	7**	4**	2**	5**	9**	1**	2**	1**	7**	4**	2**	6**	1**	1**	7**	2**	5**	4**	5**	5**	4**	29*
Effective Base	20	12	19	4	8	14	9	5	11	19	4	6	1	14	9	4	12	2	4	13	4	10	7	10	10	10	29
Yes - other external finance	5 *49%*	1 *20%*	4 *51%*	- -	* *5%*	4 *62%*	1 *24%*	1 *27%*	1 *17%*	4 *51%*	- -	* *8%*	- -	4 *63%*	1 *24%*	1 *36%*	3 *52%*	- -	* *17%*	4 *61%*	- -	4 *75%*	3 *72%*	3 *52%*	3 *52%*	2 *40%*	14 *48%*
Yes - bank overdraft/ loan	2 *20%*	2 *40%*	2 *22%*	1 *88%*	1 *43%*	1 *16%*	1 *32%*	1 *31%*	2 *41%*	2 *22%*	1 *88%*	* *15%*	1 *100%*	1 *16%*	1 *32%*	1 *41%*	1 *11%*	1 *100%*	* *33%*	2 *23%*	2 *90%*	* *5%*	* *3%*	1 *14%*	1 *14%*	1 *29%*	7 *24%*
Yes - equity finance	1 *12%*	1 *11%*	1 *6%*	- -	1 *15%*	1 *7%*	1 *13%*	- -	1 *11%*	1 *6%*	- -	1 *22%*	- -	1 *7%*	1 *13%*	- -	1 *19%*	- -	- -	1 *8%*	- -	1 *10%*	- -	1 *13%*	1 *13%*	1 *12%*	2 *7%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *10%*	1 *19%*	1 *11%*	* *12%*	1 *21%*	1 *9%*	1 *19%*	* *18%*	1 *20%*	1 *11%*	* *12%*	* *32%*	- -	1 *9%*	1 *19%*	* *23%*	* *4%*	- -	1 *50%*	* *1%*	* *10%*	* *1%*	* *10%*	1 *11%*	1 *11%*	* *10%*	4 *14%*
Refused	1 *9%*	* *10%*	1 *10%*	- -	* *15%*	* *5%*	* *12%*	* *24%*	* *11%*	1 *10%*	- -	* *22%*	- -	* *5%*	* *12%*	- -	1 *14%*	- -	- -	* *7%*	- -	* *10%*	* *14%*	* *10%*	* *10%*	* *9%*	2 *7%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D7. And did you obtain any of these other forms of external finance?

Base : All who have obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	29	18	17	21	7	5	2	7	4	16	9	29
Weighted Total	10**	6**	6**	7**	2**	2**	1**	2**	2**	4**	3**	29*
Effective Base	20	13	12	15	5	3	2	4	4	11	6	29
Yes - other external finance	5 *49%*	4 *59%*	3 *53%*	4 *52%*	1 *27%*	1 *74%*	1 *54%*	1 *31%*	1 *49%*	2 *46%*	2 *55%*	14 *48%*
Yes - bank overdraft/ loan	2 *20%*	1 *14%*	1 *17%*	1 *17%*	1 *32%*	* *26%*	1 *46%*	1 *32%*	1 *23%*	1 *21%*	* *15%*	7 *24%*
Yes - equity finance	1 *12%*	1 *11%*	1 *11%*	1 *9%*	1 *24%*	- -	- -	1 *34%*	1 *28%*	- -	1 *17%*	2 *7%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *10%*	1 *10%*	1 *10%*	1 *8%*	* *17%*	- -	- -	* *3%*	- -	1 *13%*	* *14%*	4 *14%*
Refused	1 *9%*	* *6%*	1 *9%*	1 *12%*	- -	- -	- -	- -	- -	1 *21%*	- -	2 *7%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 324

D8. And after you obtained the grant, had you sought any other forms of external finance for this particular project?

Base : All who have obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	291	107	87	64	33	258	9	37	46	65	206	141	29	53	72	115	22	177	28	52	146	19	19	291
Weighted Total	148	53	16*	3*	76*	72	13**	29**	36**	35**	83*	48*	45**	42**	29*	15*	36**	70*	13**	21**	72*	3**	2**	291
Effective Base	104	103	84	62	32	171	6	19	22	23	64	43	21	28	44	67	17	63	17	14	57	9	12	291
No - grant funding was the first external finance sought	138 **93%abco**	47 **89%c**	14 **90%c**	3 *76%*	74 **97%c**	64 **89%c**	13 *100%*	27 *93%*	34 *96%*	33 *96%*	76 *92%*	43 *89%*	44 *99%*	39 *93%*	27 *93%*	13 *85%*	33 *93%*	65 *93%*	12 *90%*	19 *91%*	68 *94%*	2 *72%*	2 *88%*	255 *88%*
Yes - bank overdraft/ loan	3 *2%*	3 **5%z**	* *2%*	* **8%zbd**	- -	3 *5%*	- -	1 *3%*	1 *2%*	1 *2%*	2 *2%*	1 *3%*	1 *1%*	* *1%*	2 *5%*	1 **6%z**	- -	2 *3%*	1 *8%*	1 *3%*	2 *2%*	* *2%*	* *7%*	13 *4%*
Yes - other external finance	3 *2%*	2 **4%z**	1 **4%zd**	* **9%zde**	- -	3 *4%*	- -	* *1%*	1 *2%*	1 *2%*	2 *2%*	1 *3%*	- -	2 *4%*	1 *2%*	1 **4%z**	- -	2 *3%*	* *	1 *2%*	2 *3%*	* *2%*	* *5%*	13 *4%*
Yes - equity finance	1 *	* **1%z**	* **1%z**	- -	- -	1 *1%*	- -	* *2%*	- -	- -	* *	* *	- -	* *1%*	- -	* *1%*	- -	1 *1%*	- -	- -	* *	* *20%*	- -	2 *1%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	4 **2%act**	1 *1%*	* *3%*	* **6%zae**	2 *3%*	1 *2%*	- -	1 *2%*	- -	* *1%*	3 *4%*	3 *6%*	- -	1 *1%*	* *	1 *3%*	2 *7%*	* *	* *2%*	1 *3%*	* *	* *4%*	- -	8 *3%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 325

D8. And after you obtained the grant, had you sought any other forms of external finance for this particular project?

Base : All who have obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	291	73	32	42	60	84	162	38	163	110	14	30	77	112	86	25	62	204	167	124	11	9	156	34	46	18	236	291
Weighted Total	148	29**	11**	25**	41**	43**	85*	14**	72*	56*	19**	14**	33*	50*	55*	14**	31**	102*	87*	61*	12**	6**	75*	14**	21**	12**	110*	291
Effective Base	104	26	11	16	26	28	57	15	62	38	8	14	31	37	31	10	25	69	59	45	6	4	54	11	17	8	81	291
No - grant funding was the first external finance sought	138 *93%*	28 *97%*	10 *87%*	23 *92%*	37 *91%*	41 *94%*	81 *95%*	13 *93%*	67 *93%*	51 *91%*	19 *99%*	11 *83%*	29 *88%*	45 *90%*	53 *97%*	14 *100%*	29 *94%*	94 *92%*	79 *90%*	59 *97%*	12 *98%*	6 *100%*	67 *89%*	13 *93%*	21 *100%*	12 *96%*	101 *92%*	255 *88%*
Yes - bank overdraft/ loan	3 *2%*	1 *2%*	1 *11%*	2 *6%*	- -	* *	2 *3%*	1 *5%*	3 *5%*	* *	- -	2 *15%*	3 **9%z**	* *	* *	- -	1 *3%*	3 *3%*	3 *3%*	1 *1%*	* *2%*	- -	2 *3%*	1 *6%*	- -	- -	3 *3%*	13 *4%*
Yes - other external finance	3 *2%*	* *	* *1%*	* *1%*	1 *2%*	2 *4%*	1 *1%*	- -	1 *1%*	2 *3%*	- -	* *2%*	* *1%*	2 *3%*	1 *2%*	- -	1 *2%*	2 *2%*	2 *2%*	1 *2%*	* *	- -	2 *2%*	* *1%*	* *	1 *4%*	2 *2%*	13 *4%*
Yes - equity finance	1 *	- -	* *2%*	- -	* *1%*	- -	1 *1%*	- -	* *	* *1%*	- -	- -	* *1%*	* *1%*	- -	- -	- -	1 *1%*	1 *1%*	- -	- -	- -	1 *1%*	- -	- -	- -	1 *1%*	2 *1%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	4 *2%*	* *	- -	* *1%*	2 *6%*	1 *2%*	* *	* *2%*	1 *1%*	3 *5%*	* *1%*	* *	* *1%*	2 *5%*	1 *1%*	* *	1 *2%*	3 *3%*	3 *4%*	* *	- -	- -	3 *5%*	- -	- -	* *	3 *3%*	8 *3%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 326

D8. And after you obtained the grant, had you sought any other forms of external finance for this particular project?

Base : All who have obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	291	167	249	26	91	209	125	39	160	245	23	81	6	202	122	37	223	29	113	115	70	157	86	94	97	187	291
Weighted Total	148	63*	113*	14**	36*	93*	33*	10**	58*	107*	10**	32**	4**	87*	30*	9**	107*	16**	66*	43*	33**	71*	28*	31*	35*	110*	291
Effective Base	104	56	85	9	33	69	42	12	55	85	7	28	2	68	45	10	77	12	43	37	25	54	34	43	37	69	291
No - grant funding was the first external finance sought	138 **93%adfhns**	55 *88%*	104 **92%df**	10 *75%*	30 *83%*	85 *91%*	28 *84%*	7 *66%*	51 *87%*	98 **92%n**	7 *66%*	28 *86%*	1 *23%*	79 **91%n**	25 *82%*	5 *62%*	99 *93%*	14 *88%*	64 **98%s**	35 *83%*	30 *91%*	65 *91%*	25 *91%*	27 *88%*	31 *89%*	105 *95%*	255 *88%*
Yes - bank overdraft/ loan	3 *2%*	3 *5%*	3 *2%*	1 *5%*	2 *6%*	2 *2%*	2 *5%*	* *2%*	3 *5%*	3 *3%*	1 *6%*	1 *4%*	1 *15%*	2 *2%*	2 *5%*	* *2%*	2 *2%*	1 *8%*	1 *2%*	2 *5%*	3 *8%*	1 *1%*	* *2%*	1 *5%*	1 **4%w**	1 *1%*	13 *4%*
Yes - other external finance	3 *2%*	1 *2%*	2 *2%*	- -	* *1%*	2 *2%*	1 *2%*	* *1%*	1 *2%*	2 *2%*	- -	* *1%*	- -	2 *2%*	1 *3%*	* *1%*	1 *1%*	1 *4%*	* *	2 *4%*	* *1%*	2 *2%*	2 *6%*	2 **6%z**	2 *5%*	1 *1%*	13 *4%*
Yes - equity finance	1 *	1 *1%*	1 *1%*	- -	* *1%*	1 *1%*	* *1%*	* *2%*	* *	* *	- -	- -	- -	* *	* *1%*	* *2%*	1 *1%*	- -	- -	* *	- -	1 *1%*	* *2%*	* *2%*	* *1%*	* *	2 *1%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	4 *2%*	3 *5%*	3 *3%*	3 *21%*	3 **8%z**	3 *4%*	3 **8%zb**	3 *29%*	3 *5%*	3 *3%*	3 *28%*	3 *9%*	2 *63%*	3 *4%*	3 **9%zi**	3 *33%*	3 *3%*	* *	* *	3 **8%z**	* *1%*	3 *4%*	* *	* *	* *	3 *3%*	8 *3%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D8. And after you obtained the grant, had you sought any other forms of external finance for this particular project?

Base : All who have obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	291	130	118	169	117	45	12	52	21	145	123	291
Weighted Total	148	70*	57*	93*	54*	24**	5**	29**	20**	56*	72*	291
Effective Base	104	48	42	62	40	18	6	17	12	54	44	291
No - grant funding was the first external finance sought	138 *93%*	66 *94%*	51 *89%*	85 *91%*	52 *96%*	24 *97%*	5 *90%*	27 *92%*	18 *92%*	52 *93%*	67 *93%*	255 *88%*
Yes - bank overdraft/ loan	3 *2%*	1 *2%*	2 *3%*	2 *2%*	1 *3%*	- -	1 *10%*	1 *2%*	1 *5%*	2 *4%*	* *	13 *4%*
Yes - other external finance	3 *2%*	2 *3%*	2 *3%*	3 *3%*	* *	* *1%*	- -	1 *5%*	* *1%*	1 *1%*	2 *3%*	13 *4%*
Yes - equity finance	1 *	1 *1%*	* *	1 *1%*	- -	- -	- -	- -	- -	* *	* *1%*	2 *1%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	4 *2%*	* *	3 **5%a**	3 **3%a**	* *1%*	1 *2%*	- -	* *1%*	1 *3%*	* *	3 *4%*	8 *3%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 328

D9. And did you obtain any of these other forms of external finance after you obtained the grant?

Base : All who have obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	28	10	6	12	-	28	-	5	5	3	17	14	1	6	5	16	-	19	3	6	11	3	5	28
Weighted Total	7**	5**	1**	1**	-**	7**	-**	2**	1**	1**	4**	3**	1**	3**	2**	2**	-**	5**	1**	1**	4**	1**	***	28*
Effective Base	16	10	6	12	-	16	-	4	3	2	9	7	1	6	4	7	-	11	2	3	8	1	5	28
Yes - bank overdraft/ loan	3 *43%*	2 *46%*	* *31%*	* *41%*	- -	3 *43%*	- -	1 *34%*	1 *44%*	1 *54%*	2 *47%*	1 *44%*	1 *100%*	- -	2 *74%*	1 *51%*	- -	2 *36%*	1 *61%*	1 *54%*	2 *40%*	* *9%*	* *42%*	11 *39%*
Yes - other external finance	2 *29%*	2 *28%*	* *31%*	* *35%*	- -	2 *29%*	- -	* *14%*	* *36%*	1 *46%*	1 *33%*	1 *26%*	- -	1 *47%*	1 *26%*	* *18%*	- -	2 *37%*	* *5%*	* *20%*	2 *42%*	- -	* *42%*	9 *32%*
Yes - equity finance	1 *10%*	* *9%*	* *17%*	- -	- -	1 *10%*	- -	* *30%*	- -	- -	* *5%*	* *7%*	- -	* *20%*	- -	* *11%*	- -	1 *14%*	- -	- -	* *5%*	* *82%*	- -	2 *7%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *18%*	1 *16%*	* *20%*	* *24%*	- -	1 *18%*	- -	* *22%*	* *21%*	- -	1 *15%*	1 *22%*	- -	1 *34%*	- -	* *21%*	- -	1 *12%*	* *34%*	* *25%*	1 *13%*	* *9%*	* *16%*	6 *21%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 329

D9. And did you obtain any of these other forms of external finance after you obtained the grant?

Base : All who have obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	28	6	5	4	5	8	18	3	18	10	-	6	12	11	5	-	4	24	20	8	2	-	18	5	1	1	24	28
Weighted Total	7**	1**	1**	2**	1**	2**	4**	1**	5**	3**	-**	2**	4**	2**	1**	-**	1**	6**	5**	2**	***	-**	5**	1**	***	1**	6**	28*
Effective Base	16	3	3	3	4	4	10	1	10	6	-	4	8	5	3	-	3	13	12	4	1	-	11	2	1	1	13	28
Yes - bank overdraft/ loan	3 *43%*	* *32%*	1 *82%*	2 *87%*	- -	* *6%*	2 *55%*	1 *95%*	3 *65%*	* *4%*	- -	2 *90%*	3 *73%*	* *9%*	* *13%*	- -	1 *59%*	2 *39%*	2 *45%*	1 *40%*	* *80%*	- -	2 *42%*	1 *82%*	- -	- -	3 *49%*	11 *39%*
Yes - other external finance	2 *29%*	* *6%*	* *4%*	- -	1 *61%*	1 *63%*	1 *21%*	- -	1 *21%*	1 *45%*	- -	* *10%*	* *11%*	1 *47%*	1 *57%*	- -	* *4%*	2 *35%*	1 *27%*	1 *36%*	* *20%*	- -	1 *27%*	* *18%*	* *100%*	- -	2 *26%*	9 *32%*
Yes - equity finance	1 *10%*	- -	* *14%*	- -	* *35%*	- -	1 *17%*	- -	* *4%*	* *20%*	- -	- -	* *5%*	* *21%*	- -	- -	- -	1 *12%*	1 *14%*	- -	- -	- -	1 *15%*	- -	- -	- -	1 *12%*	2 *7%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *18%*	* *62%*	- -	* *13%*	* *4%*	1 *31%*	* *7%*	* *5%*	* *10%*	1 *32%*	- -	- -	* *11%*	1 *23%*	* *30%*	- -	1 *37%*	1 *13%*	1 *15%*	1 *25%*	- -	- -	1 *16%*	- -	- -	1 *100%*	1 *13%*	6 *21%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D9. And did you obtain any of these other forms of external finance after you obtained the grant?

Base : All who have obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	28	21	26	2	11	22	16	6	20	25	2	8	1	19	16	6	21	4	6	17	9	15	10	13	13	14	28
Weighted Total	7**	5**	6**	1**	3**	5**	3**	***	4**	5**	1**	2**	1**	4**	3**	***	4**	2**	1**	4**	3**	3**	3**	4**	4**	3**	28*
Effective Base	16	11	14	1	7	12	8	4	10	13	1	4	1	10	8	4	10	3	3	9	5	8	6	9	9	7	28
Yes - bank overdraft/ loan	3 *43%*	3 *62%*	2 *40%*	1 *100%*	2 *70%*	2 *32%*	2 *60%*	* *31%*	3 *69%*	2 *44%*	1 *100%*	1 *71%*	1 *100%*	2 *36%*	2 *60%*	* *31%*	2 *45%*	1 *69%*	1 *64%*	2 *50%*	3 *90%*	* *8%*	* *17%*	1 *27%*	1 *27%*	1 *51%*	11 *39%*
Yes - other external finance	2 *29%*	1 *17%*	2 *35%*	- -	* *6%*	2 *39%*	1 *20%*	* *14%*	1 *19%*	2 *38%*	- -	* *11%*	- -	2 *42%*	1 *20%*	* *14%*	1 *25%*	* *3%*	* *5%*	1 *37%*	* *1%*	1 *51%*	1 *41%*	1 *28%*	1 *28%*	1 *38%*	9 *32%*
Yes - equity finance	1 *10%*	1 *14%*	1 *12%*	- -	* *16%*	1 *14%*	* *8%*	* *46%*	* *5%*	* *4%*	- -	- -	- -	* *5%*	* *8%*	* *46%*	1 *17%*	- -	- -	* *5%*	- -	1 *24%*	* *20%*	* *14%*	* *14%*	* *7%*	2 *7%*
Yes - loan from family and friends	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	1 *18%*	* *7%*	1 *13%*	- -	* *9%*	1 *15%*	* *13%*	* *9%*	* *7%*	1 *14%*	- -	* *18%*	- -	1 *17%*	* *13%*	* *9%*	1 *13%*	1 *28%*	* *32%*	* *8%*	* *8%*	1 *17%*	1 *22%*	1 *31%*	1 *31%*	* *4%*	6 *21%*
Refused	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D9. And did you obtain any of these other forms of external finance after you obtained the grant?

Base : All who have obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	28	14	12	19	9	1	1	9	3	14	10	28
Weighted Total	7**	4**	3**	5**	2**	***	1**	2**	1**	3**	3**	28*
Effective Base	16	10	8	13	3	1	1	5	3	7	6	28
Yes - bank overdraft/ loan	3 *43%*	1 *23%*	1 *44%*	2 *30%*	1 *87%*	- -	1 *100%*	1 *32%*	1 *51%*	2 *70%*	* *4%*	11 *39%*
Yes - other external finance	2 *29%*	2 *35%*	1 *27%*	2 *35%*	* *10%*	* *100%*	- -	1 *27%*	* *16%*	1 *21%*	1 *45%*	9 *32%*
Yes - equity finance	1 *10%*	1 *16%*	* *6%*	1 *13%*	- -	- -	- -	- -	- -	* *6%*	* *20%*	2 *7%*
Yes - loan from family and friends	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Don't know	1 *18%*	1 *26%*	1 *23%*	1 *22%*	* *3%*	- -	- -	1 *41%*	* *33%*	* *3%*	1 *32%*	6 *21%*
Refused	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 332

D10. And has the process of obtaining grant funding increased or decreased your likelihood of ttlapplying for other forms of external finance in the future, or has it made no difference?

Base : All who have obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	291	107	87	64	33	258	9	37	46	65	206	141	29	53	72	115	22	177	28	52	146	19	19	291
Weighted Total	148	53	16*	3*	76*	72	13**	29**	36**	35**	83*	48*	45**	42**	29*	15*	36**	70*	13**	21**	72*	3**	2**	291
Effective Base	104	103	84	62	32	171	6	19	22	23	64	43	21	28	44	67	17	63	17	14	57	9	12	291
Increased likelihood of applying for other forms of finance	25 **17%bo**	9 *17%*	2 *12%*	1 *19%*	13 *17%*	11 *16%*	2 *13%*	6 *22%*	9 *25%*	3 *8%*	9 *11%*	6 *13%*	7 *17%*	8 *19%*	4 *15%*	1 *8%*	9 *27%*	9 *13%*	3 *23%*	2 *9%*	9 *12%*	1 *33%*	* *13%*	47 *16%*
Decreased likelihood of applying for other forms of finance	12 **8%a**	3 *5%*	1 *7%*	* *9%*	8 *11%*	4 *6%*	- -	1 *2%*	3 *8%*	3 *10%*	9 *10%*	5 *11%*	6 *14%*	3 *8%*	2 *6%*	1 *6%*	- -	4 *6%*	* *3%*	5 *24%*	6 *9%*	* *8%*	* *7%*	21 *7%*
Made no difference	110 *74%*	40 **75%z**	12 **79%z**	2 *70%*	55 *72%*	55 *76%*	11 *82%*	22 *74%*	24 *67%*	28 *81%*	64 *77%*	35 *73%*	31 *70%*	30 *72%*	23 *79%*	13 **85%z**	26 *72%*	56 *80%*	10 *72%*	14 *65%*	56 *78%*	1 *57%*	2 *81%*	218 *75%*
Don't know	1 *1%*	1 **2%z**	* *2%*	* **2%d**	- -	1 *2%*	- -	- -	- -	* *	1 *2%*	1 *3%*	- -	1 *1%*	- -	* *2%*	1 *1%*	* *	* *2%*	1 *2%*	- -	* *3%*	- -	4 *1%*
Refused	1 *	1 **1%z**	- -	- -	- -	1 *1%*	1 *5%*	1 *2%*	- -	- -	- -	- -	- -	- -	- -	- -	- -	1 *1%*	- -	- -	1 *1%*	- -	- -	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 333

D10. And has the process of obtaining grant funding increased or decreased your likelihood of ttlapplying for other forms of external finance in the future, or has it made no difference?

Base : All who have obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	291	73	32	42	60	84	162	38	163	110	14	30	77	112	86	25	62	204	167	124	11	9	156	34	46	18	236	291
Weighted Total	148	29**	11**	25**	41**	43**	85*	14**	72*	56*	19**	14**	33*	50*	55*	14**	31**	102*	87*	61*	12**	6**	75*	14**	21**	12**	110*	291
Effective Base	104	26	11	16	26	28	57	15	62	38	8	14	31	37	31	10	25	69	59	45	6	4	54	11	17	8	81	291
Increased likelihood of applying for other forms of finance	25 *17%*	6 *21%*	* *2%*	3 *12%*	7 *16%*	9 *20%*	15 *18%*	2 *14%*	11 *15%*	9 *16%*	5 *27%*	1 *10%*	5 *14%*	8 *16%*	9 *16%*	1 *5%*	2 *7%*	21 *21%*	17 *19%*	8 *13%*	4 *30%*	- -	13 *17%*	2 *13%*	2 *10%*	5 *37%*	17 *15%*	47 *16%*
Decreased likelihood of applying for other forms of finance	12 *8%*	1 *4%*	1 *7%*	3 *14%*	4 *9%*	3 *8%*	10 *12%*	1 *7%*	2 *3%*	2 *4%*	8 *43%*	1 *7%*	2 *6%*	3 *7%*	6 *12%*	* *1%*	7 *24%*	5 *4%*	9 *11%*	3 *4%*	3 *22%*	3 *47%*	7 *9%*	* *1%*	1 *6%*	* *	8 *8%*	21 *7%*
Made no difference	110 *74%*	22 *75%*	10 *91%*	17 *70%*	31 *75%*	30 *70%*	59 *69%*	11 *78%*	58 *81%*	45 *80%*	6 *30%*	11 *78%*	25 *76%*	38 *77%*	40 *72%*	13 *89%*	21 *67%*	75 *74%*	60 *68%*	50 *82%*	6 *48%*	3 *53%*	54 *71%*	12 *86%*	18 *84%*	8 *63%*	84 *76%*	218 *75%*
Don't know	1 *1%*	- -	- -	* *1%*	- -	1 *2%*	1 *1%*	* *2%*	1 *1%*	1 *1%*	- -	- -	1 *2%*	- -	- -	1 *4%*	1 *2%*	* *	1 *1%*	1 *1%*	- -	- -	1 *1%*	- -	- -	- -	1 *1%*	4 *1%*
Refused	1 *	- -	- -	1 *3%*	- -	- -	1 *1%*	- -	1 *1%*	- -	- -	1 *5%*	1 *2%*	- -	- -	- -	- -	1 *1%*	1 *1%*	- -	- -	- -	1 *1%*	- -	- -	- -	1 *1%*	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 334

D10. And has the process of obtaining grant funding increased or decreased your likelihood of ttlapplying for other forms of external finance in the future, or has it made no difference?

Base : All who have obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	291	167	249	26	91	209	125	39	160	245	23	81	6	202	122	37	223	29	113	115	70	157	86	94	97	187	291
Weighted Total	148	63*	113*	14**	36*	93*	33*	10**	58*	107*	10**	32**	4**	87*	30*	9**	107*	16**	66*	43*	33**	71*	28*	31*	35*	110*	291
Effective Base	104	56	85	9	33	69	42	12	55	85	7	28	2	68	45	10	77	12	43	37	25	54	34	43	37	69	291
Increased likelihood of applying for other forms of finance	25 *17%*	10 *16%*	16 *14%*	4 *26%*	6 *16%*	15 *16%*	5 *16%*	2 *19%*	10 *17%*	16 *15%*	3 *28%*	5 *14%*	* *5%*	15 *17%*	5 *16%*	1 *14%*	20 *18%*	1 *9%*	12 *18%*	4 *10%*	3 *9%*	14 *19%*	4 *16%*	6 *18%*	6 *16%*	18 *17%*	47 *16%*
Decreased likelihood of applying for other forms of finance	12 **8%/m**	3 *5%*	9 *8%*	- -	2 *5%*	7 *8%*	2 *7%*	1 *12%*	3 *5%*	4 *3%*	- -	1 *3%*	- -	2 *2%*	2 **8%/m**	1 *8%*	7 *6%*	3 *19%*	4 *6%*	4 *10%*	1 *4%*	7 *10%*	1 *4%*	2 *6%*	2 *5%*	10 *9%*	21 *7%*
Made no difference	110 *74%*	49 *78%*	86 *76%*	10 *73%*	28 *78%*	69 *74%*	25 *76%*	6 *63%*	45 *77%*	85 **80%/z**	7 *69%*	27 *82%*	4 *95%*	68 *79%*	23 *75%*	6 *71%*	79 *74%*	11 *69%*	49 *74%*	34 *79%*	29 *88%*	49 *69%*	21 *78%*	24 *76%*	27 *77%*	80 *73%*	218 *75%*
Don't know	1 *1%*	1 *1%*	1 *1%*	* *2%*	* *1%*	1 *1%*	* *1%*	- -	1 *1%*	1 *1%*	* *2%*	* *1%*	- -	1 *2%*	* *1%*	- -	1 *1%*	1 *4%*	1 *1%*	* *1%*	- -	1 *1%*	- -	- -	- -	1 *1%*	4 *1%*
Refused	1 *	- -	1 *1%*	- -	- -	1 *1%*	- -	1 *7%*	- -	1 *1%*	- -	- -	- -	1 *1%*	- -	1 *7%*	1 *1%*	- -	1 *1%*	- -	- -	1 *1%*	1 *2%*	- -	1 *2%*	- -	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 335

D10. And has the process of obtaining grant funding increased or decreased your likelihood of ttlapplying for other forms of external finance in the future, or has it made no difference?

Base : All who have obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	291	130	118	169	117	45	12	52	21	145	123	291
Weighted Total	148	70*	57*	93*	54*	24**	5**	29**	20**	56*	72*	291
Effective Base	104	48	42	62	40	18	6	17	12	54	44	291
Increased likelihood of applying for other forms of finance	25 *17%*	14 *20%*	14 *24%*	19 *21%*	5 *10%*	7 *29%*	* *9%*	6 *21%*	3 *14%*	8 *14%*	14 *19%*	47 *16%*
Decreased likelihood of applying for other forms of finance	12 **8%i**	7 *10%*	4 *7%*	8 *8%*	4 *8%*	1 *3%*	1 *15%*	5 *18%*	1 *3%*	1 *2%*	10 *14%*	21 *7%*
Made no difference	110 *74%*	48 *68%*	38 *67%*	64 *69%*	44 *81%*	16 *65%*	4 *78%*	17 *60%*	16 *80%*	46 **82%z**	47 *66%*	218 *75%*
Don't know	1 *1%*	1 *1%*	1 *1%*	1 *1%*	* *1%*	- -	- -	1 *2%*	- -	1 *1%*	1 *1%*	4 *1%*
Refused	1 *	1 *1%*	1 *1%*	1 *1%*	- -	1 *3%*	- -	- -	1 *3%*	- -	- -	1 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 336

D11a. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

Grant funding is more time consuming to obtain than traditional bank finance (e.g. bank loan, overdraft)

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1225	460	258	153	354	871	42	166	193	297	859	562	250	322	230	328	311	701	93	85	595	49	76	1225
Weighted Total	1171	237	46	8	880	292	68**	208*	218	309	744	435	505	370	111	59	659	388	51*	49**	369	10**	18**	1225
Effective Base	580	445	249	148	347	629	29	99	105	151	375	224	210	188	111	147	268	271	43	28	249	12	27	1225
Strongly agree	341 **29%l**	71 *30%*	15 *31%*	3 **35%z**	252 *29%*	88 *30%*	11 *16%*	51 *24%*	62 *29%*	88 *29%*	228 *31%*	139 *32%*	118 *23%*	128 **35%zl**	39 **35%l**	18 *30%*	176 *27%*	116 *30%*	21 *41%*	22 *45%*	110 *30%*	2 *19%*	7 *38%*	376 *31%*
Slightly agree	237 *20%*	48 *20%*	9 *19%*	2 *20%*	178 *20%*	59 *20%*	17 *25%*	42 *20%*	48 *22%*	58 *19%*	147 *20%*	89 *21%*	101 *20%*	77 *21%*	23 *21%*	11 *18%*	119 *18%*	83 *21%*	10 *19%*	15 *31%*	79 *21%*	1 *13%*	4 *21%*	249 *20%*
Neither agree nor disagree	172 **15%qt**	31 *13%*	7 *14%*	1 *14%*	133 *15%*	39 *13%*	14 *20%*	36 *17%*	34 *16%*	50 *16%*	101 *14%*	51 *12%*	91 *18%*	43 *12%*	17 *15%*	9 *15%*	116 **18%qt**	44 *11%*	6 *13%*	6 *11%*	39 *11%*	1 *15%*	3 *16%*	173 *14%*
Slightly disagree	59 *5%*	15 **7%z**	4 **10%zde**	1 *8%*	38 *4%*	21 *7%*	5 *7%*	14 *7%*	6 *3%*	20 *7%*	38 *5%*	18 *4%*	23 *5%*	17 *5%*	8 *8%*	3 *6%*	30 *5%*	23 *6%*	2 *4%*	1 *3%*	23 *6%*	1 *7%*	1 *4%*	79 *6%*
Strongly disagree	20 *2%*	7 **3%z**	2 **4%zd**	* *3%*	11 *1%*	9 **3%d**	2 *4%*	4 *2%*	5 *2%*	4 *1%*	12 *2%*	8 *2%*	10 *2%*	4 *1%*	2 *2%*	2 **4%zm**	12 *2%*	5 *1%*	2 *3%*	* *1%*	5 *1%*	1 *10%*	- -	35 *3%*
Don't know	343 **29%bcn**	65 *27%*	10 *21%*	2 *19%*	267 **30%bc**	76 **26%bc**	19 *28%*	61 *29%*	63 *29%*	89 *29%*	218 *29%*	129 *30%*	162 **32%n**	102 *27%*	22 *20%*	16 *28%*	206 *31%*	116 *30%*	10 *20%*	5 *9%*	113 *31%*	4 *36%*	4 *21%*	313 *26%*
Agree	**577** **49%lp**	**119** ***50%***	**23** ***50%***	**5** ***55%***	**431** ***49%***	**147** ***50%***	**28** ***41%***	**93** ***45%***	**110** ***50%***	**146** ***47%***	**375** ***50%***	**229** ***53%***	**219** ***43%***	**205** **55%zl**	**62** **56%l**	**29** ***48%***	**295** ***45%***	**200** ***51%***	**30** ***60%***	**37** ***76%***	**189** ***51%***	**3** ***32%***	**10** ***58%***	**625** ***51%***
Disagree	**79** ***7%***	**22** **9%zd**	**7** **14%zade**	**1** **11%zd**	**50** ***6%***	**30** **10%d**	**7** ***11%***	**18** ***9%***	**11** ***5%***	**24** ***8%***	**50** ***7%***	**26** ***6%***	**33** ***7%***	**21** ***6%***	**10** ***9%***	**6** ***10%***	**43** ***6%***	**28** ***7%***	**4** ***8%***	**2** ***4%***	**28** ***8%***	**2** ***17%***	**1** ***4%***	**114** ***9%***
Net agree	**498** **43%bl**	**97** ***41%***	**17** ***36%***	**4** ***45%***	**381** ***43%***	**117** ***40%***	**20** ***30%***	**74** ***36%***	**99** ***45%***	**122** ***40%***	**325** ***44%***	**203** ***47%***	**186** ***37%***	**184** **50%lo**	**52** ***47%***	**23** ***39%***	**253** ***38%***	**171** ***44%***	**27** ***53%***	**35** ***72%***	**161** ***44%***	**2** ***15%***	**10** ***54%***	**511** ***42%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D11a. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

Grant funding is more time consuming to obtain than traditional bank finance (e.g. bank loan, overdraft)

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1225	211	174	212	383	245	657	177	594	501	95	134	362	494	321	84	329	812	470	751	49	246	421	133	167	167	721	1225
Weighted Total	1171	101*	183*	223*	406	258	660	154*	443	548	131*	127*	322	516	286	116*	358	698	334	837	69*	353	264	114*	155*	204*	532	1225
Effective Base	580	85	83	97	206	126	320	78	241	262	58	65	165	247	145	51	172	359	188	395	31	159	160	57	76	94	289	1225
Strongly agree	341 29%il	31 31%	49 27%	65 29%	121 30%	75 29%	219 33%z	38 25%	132 30%	137 25%	48 37%	41 32%	101 31%	137 26%	88 31%	36 31%	102 29%	202 29%	117 35%zs	223 27%	18 26%	93 26%	99 38%zuA	30 27%	41 27%	54 27%	171 32%	376 31%
Slightly agree	237 20%	18 18%	31 17%	46 20%	95 23%	46 18%	153 23%	27 18%	97 22%	112 20%	27 21%	24 19%	51 16%	108 21%	69 24%	19 17%	59 16%	159 23%	63 19%	174 21%	10 15%	60 17%	53 20%	20 18%	35 23%	57 28%zu	108 20%	249 20%
Neither agree nor disagree	172 15%y	15 15%	45 24%zcde	27 12%	50 12%	35 14%	104 16%	19 12%	67 15%	82 15%	14 11%	19 15%	56 17%	62 12%	48 17%	16 14%	56 16%	100 14%	54 16%	118 14%	7 10%	53 15%y	47 18%y	20 17%y	22 14%	12 6%	89 17%y	173 14%
Slightly disagree	59 5%	6 6%	11 6%	11 5%	18 4%	13 5%	30 4%	12 8%	21 5%	31 6%	4 3%	2 2%	20 6%	24 5%	14 5%	6 5%	24 7%	29 4%	20 6%	39 5%	7 10%	12 3%	12 5%	10 9%	6 4%	12 6%	29 5%	79 6%
Strongly disagree	20 2%	4 4%	1 1%	2 1%	7 2%	6 2%	10 2%	5 3%	9 2%	8 1%	1 1%	1 1%	4 1%	7 1%	6 2%	2 2%	10 3%	8 1%	5 2%	15 2%	2 3%	6 2%	3 1%	3 2%	4 3%	1 *	10 2%	35 3%
Don't know	343 29%lmvA	26 26%	46 25%	74 33%	116 29%	82 32%	145 22%	52 34%l	117 26%	179 33%	38 29%	39 31%	90 28%	178 35%zn	62 21%	37 32%	107 30%	200 29%	75 22%	269 32%zr	25 36%	130 37%zvA	49 19%	30 27%	45 29%	68 33%w	125 23%w	313 26%
Agree	577 49%	50 49%	80 44%	110 49%	216 53%	121 47%	372 56%zg	65 43%	229 52%	249 45%	75 58%	66 51%	152 47%	245 47%	157 55%	55 48%	161 45%	361 52%	181 54%	397 47%	28 41%	153 43%	152 58%zu	50 44%	77 50%	112 55%	279 52%	625 51%
Disagree	79 7%	10 10%	12 7%	13 6%	24 6%	19 8%	40 6%	17 11%	30 7%	38 7%	4 3%	4 3%	24 8%	32 6%	20 7%	8 7%	34 9%	37 5%	25 7%	54 7%	9 13%	18 5%	16 6%	13 12%	11 7%	12 6%	39 7%	114 9%
Net agree	498 43%gp	39 39%	68 37%	98 44%	192 47%	102 40%	332 50%zg	49 32%	199 45%	211 38%	71 54%l	62 48%	127 39%	213 41%	137 48%	47 40%	128 36%	324 46%zp	156 47%l	342 41%	19 28%	135 38%	137 52%zuwA	37 33%	66 43%	100 49%	240 45%w	511 42%

Participant Type : Micro, small and medium sized businesses
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*** small base**

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Business Finance Survey 2016
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Table 338

D11a. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

Grant funding is more time consuming to obtain than traditional bank finance (e.g. bank loan, overdraft)

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1225	584	637	73	330	225	380	87	562	624	63	308	13	202	372	84	905	164	363	324	273	428	317	323	354	851	1225
Weighted Total	1171	418	418	38**	237	107*	181	27**	400	397	30**	224	5**	87*	174	25**	803	197*	308	203	206	307	214	213	254	898	1225
Effective Base	580	229	237	24	131	76	120	28	221	230	18	123	3	68	116	26	406	93	160	118	112	169	118	121	139	433	1225
Strongly agree	341 *29%*	129 *31%*	144 **35%z**	12 *32%*	70 *29%*	48 **45%abdf**	60 *33%*	12 *45%*	122 *31%*	135 **34%z**	10 *35%*	64 *28%*	3 *69%*	33 *38%*	59 *34%*	10 *41%*	257 **32%z**	56 *28%*	102 *33%*	65 *32%*	54 *26%*	115 **38%z**	67 *31%*	66 *31%*	84 *33%*	252 *28%*	376 *31%*
Slightly agree	237 **20%ru**	90 *22%*	82 *20%*	12 *32%*	59 *25%*	17 *16%*	41 *23%*	5 *17%*	89 *22%*	82 *21%*	10 *33%*	58 *26%*	* *7%*	16 *19%*	38 *22%*	5 *19%*	169 *21%*	41 *21%*	41 *13%*	61 **30%zr**	51 **25%u**	46 *15%*	52 *24%*	51 *24%*	58 *23%*	169 *19%*	249 *20%*
Neither agree nor disagree	172 **15%p**	85 **20%z**	70 *17%*	5 *12%*	48 **20%z**	16 *15%*	29 *16%*	3 *11%*	78 **19%z**	65 *16%*	5 *15%*	44 *20%*	* *1%*	16 *19%*	29 *17%*	3 *11%*	99 *12%*	18 *9%*	54 *18%*	31 *15%*	34 *17%*	51 *17%*	21 *10%*	24 *11%*	26 *10%*	143 *16%*	173 *14%*
Slightly disagree	59 *5%*	18 **4%d**	26 **6%d**	2 *4%*	5 *2%*	9 **8%d**	7 *4%*	1 *4%*	18 **4%k**	26 **7%k**	1 *4%*	5 *2%*	1 *15%*	8 **10%hk**	7 *4%*	1 *4%*	41 *5%*	11 *6%*	19 *6%*	9 *5%*	11 *5%*	18 *6%*	15 *7%*	12 *5%*	16 *6%*	42 *5%*	79 *6%*
Strongly disagree	20 *2%*	9 *2%*	8 *2%*	3 *9%*	8 *3%*	4 *4%*	5 *3%*	* *1%*	9 *2%*	8 *2%*	1 *3%*	8 *3%*	* *1%*	4 *4%*	5 *3%*	* *1%*	14 *2%*	3 *1%*	7 *2%*	3 *1%*	4 *2%*	6 *2%*	3 *1%*	3 *1%*	3 *1%*	17 *2%*	35 *3%*
Don't know	343 **29%abdefhikm nsu**	86 **21%e**	87 **21%e**	4 *11%*	47 *20%*	12 *11%*	39 **21%e**	6 *22%*	84 **21%m**	82 **21%m**	3 *10%*	46 *20%*	* *7%*	10 *11%*	36 **21%m**	6 *24%*	222 *28%*	69 *35%*	85 **27%s**	34 *17%*	51 *25%*	70 *23%*	56 *26%*	58 *27%*	68 *27%*	274 *31%*	313 *26%*
Agree	577 ***49%***	219 ***52%***	227 **54%z**	25 ***64%***	129 ***54%***	65 **61%z**	101 ***56%***	17 ***62%***	212 ***53%***	217 **55%z**	20 ***68%***	122 ***54%***	3 ***70%***	49 ***56%***	97 ***56%***	15 ***60%***	426 **53%z**	96 ***49%***	143 ***46%***	125 **62%zr**	106 ***51%***	161 ***53%***	119 ***55%***	117 ***55%***	141 ***56%***	421 ***47%***	625 ***51%***
Disagree	79 ***7%***	28 ***7%***	34 ***8%***	5 ***13%***	13 ***6%***	13 ***12%***	12 ***7%***	1 ***5%***	26 ***7%***	33 ***8%***	2 ***7%***	12 ***5%***	1 ***16%***	12 **14%hk**	12 ***7%***	1 ***5%***	56 ***7%***	14 ***7%***	26 ***8%***	12 ***6%***	15 ***7%***	24 ***8%***	18 ***8%***	15 ***7%***	19 ***7%***	60 ***7%***	114 ***9%***
Net agree	498 ***43%***	192 ***46%***	193 ***46%***	20 ***51%***	115 ***49%***	53 ***49%***	89 ***49%***	15 ***57%***	185 ***46%***	184 ***46%***	18 ***61%***	110 ***49%***	3 ***60%***	37 ***43%***	85 ***49%***	14 ***54%***	370 **46%z**	83 ***42%***	117 ***38%***	114 **56%zr**	91 ***44%***	137 ***45%***	101 ***47%***	102 ***48%***	122 ***48%***	362 ***40%***	511 ***42%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 339

D11a. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

Grant funding is more time consuming to obtain than traditional bank finance (e.g. bank loan, overdraft)

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1225	442	389	580	627	232	58	96	112	508	600	1225
Weighted Total	1171	362	285	482	673	250	43**	74*	145*	336	688	1225
Effective Base	580	191	159	252	321	124	26	38	70	191	322	1225
Strongly agree	341	116	93	157	183	68	19	35	34	105	201	376
	29%	*32%*	*33%*	*32%*	*27%*	*27%*	*44%*	**47%ize**	*24%*	*31%*	*29%*	*31%*
Slightly agree	237	70	63	94	141	37	11	13	30	70	137	249
	20%	*19%*	*22%*	*20%*	*21%*	*15%*	*26%*	*17%*	*21%*	*21%*	*20%*	*20%*
Neither agree nor disagree	172	58	34	71	98	46	4	4	22	54	96	173
	15%	*16%*	*12%*	*15%*	*15%*	**19%g**	*9%*	*5%*	*15%*	*16%*	*14%*	*14%*
Slightly disagree	59	19	16	29	30	20	1	4	10	16	33	79
	5%	*5%*	*5%*	*6%*	*4%*	*8%*	*3%*	*5%*	*7%*	*5%*	*5%*	*6%*
Strongly disagree	20	4	7	9	9	5	*	*	3	6	11	35
	2%	*1%*	*2%*	*2%*	*1%*	*2%*	*	*1%*	*2%*	*2%*	*2%*	*3%*
Don't know	343	95	72	122	213	74	8	19	45	86	210	313
	29%	*26%*	*25%*	*25%*	*32%*	*30%*	*18%*	*25%*	*31%*	*26%*	*31%*	*26%*
Agree	**577**	**185**	**157**	**251**	**324**	**104**	**30**	**48**	**65**	**175**	**338**	**625**
	49%	***51%***	***55%***	***52%***	***48%***	***42%***	***69%***	***64%e***	***44%***	***52%***	***49%***	***51%***
Disagree	**79**	**23**	**22**	**38**	**38**	**25**	**1**	**4**	**13**	**22**	**44**	**114**
	7%	***6%***	***8%***	***8%***	***6%***	***10%***	***3%***	***5%***	***9%***	***6%***	***6%***	***9%***
Net agree	**498**	**162**	**134**	**212**	**286**	**79**	**29**	**44**	**51**	**153**	**294**	**511**
	43%e	***45%***	***47%***	***44%***	***42%***	***32%***	***66%***	***59%ze***	***35%***	***45%***	***43%***	***42%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D11b. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

Grant funding is easier to obtain than traditional bank finance (e.g. bank loan, overdraft)

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1225	460	258	153	354	871	42	166	193	297	859	562	250	322	230	328	311	701	93	85	595	49	76	1225
Weighted Total	1171	237	46	8	880	292	68**	208*	218	309	744	435	505	370	111	59	659	388	51*	49**	369	10**	18**	1225
Effective Base	580	445	249	148	347	629	29	99	105	151	375	224	210	188	111	147	268	271	43	28	249	12	27	1225
Strongly agree	64 **6%at**	8 4%	3 **7%ae**	* 4%	53 6%	12 4%	5 8%	12 6%	13 6%	16 5%	40 5%	25 6%	38 7%	13 4%	4 3%	3 5%	37 6%	15 4%	5 **9%t**	7 15%	11 3%	1 11%	* *	63 5%
Slightly agree	72 6%	22 **9%zd**	4 8%	1 8%	46 5%	26 **9%d**	3 4%	13 6%	14 7%	24 8%	45 6%	21 5%	34 7%	19 5%	7 6%	6 9%	34 5%	28 7%	4 8%	5 10%	22 6%	1 10%	2 9%	93 8%
Neither agree nor disagree	225 19%	45 19%	9 20%	2 19%	169 19%	56 19%	13 20%	39 19%	40 18%	68 22%	146 20%	77 18%	90 18%	78 21%	27 25%	10 17%	139 21%	72 18%	6 13%	4 7%	69 19%	2 15%	2 14%	237 19%
Slightly disagree	203 **17%jko**	43 18%	9 20%	2 20%	148 17%	54 19%	22 32%	46 **22%k**	48 **22%k**	51 17%	108 15%	57 13%	81 16%	69 19%	20 18%	12 21%	89 14%	85 **22%zp**	7 14%	13 27%	86 **23%zp**	1 13%	5 29%	231 19%
Strongly disagree	221 **19%l**	53 **22%z**	9 20%	3 **32%zabde**	157 18%	65 22%	11 16%	36 18%	40 18%	52 17%	145 19%	92 21%	70 14%	69 **24%zl**	29 **26%zl**	12 21%	120 18%	74 19%	14 27%	9 18%	73 20%	1 12%	4 23%	264 22%
Don't know	386 **33%abcn**	65 **28%c**	12 25%	1 17%	307 **35%abce**	78 **27%c**	14 21%	62 30%	62 29%	97 32%	260 35%	163 37%	193 **38%zmno**	102 28%	24 22%	16 28%	240 36%	114 30%	15 29%	11 22%	108 29%	4 39%	5 26%	337 28%
Agree	**137** ***12%***	**30** ***13%***	**7** ***15%z***	**1** ***12%***	**99** ***11%***	**38** ***13%***	**8** ***12%***	**25** ***12%***	**27** ***12%***	**39** ***13%***	**85** ***11%***	**46** ***11%***	**72** ***14%***	**32** ***9%***	**11** ***10%***	**8** ***14%***	**72** ***11%***	**43** ***11%t***	**9** ***17%***	**12** ***25%***	**33** ***9%***	**2** ***22%***	**2** ***9%***	**156** ***13%***
Disagree	**424** **36%lp**	**96** **41%z**	**18** ***40%***	**4** **52%zabde**	**305** ***35%***	**119** ***41%***	**32** ***46%***	**82** ***40%***	**89** ***41%***	**103** ***34%***	**253** ***34%***	**149** ***34%***	**150** ***30%***	**158** **43%zl**	**49** **44%l**	**25** **42%il**	**209** ***32%***	**159** **41%zp**	**21** ***41%***	**22** ***45%***	**159** **43%zp**	**2** ***25%***	**9** ***52%***	**495** ***40%***
Net agree	**-287** ***-25%***	**-66** ***-28%***	**-12** ***-25%***	**-3** ***-40%***	**-206** ***-23%***	**-81** ***-28%***	**-24** ***-36%***	**-58** ***-28%***	**-62** ***-28%***	**-64** ***-21%***	**-167** ***-22%***	**-103** ***-24%***	**-79** ***-16%***	**-126** ***-34%***	**-38** ***-34%***	**-16** ***-27%***	**-137** ***-21%***	**-116** ***-30%***	**-12** ***-24%***	**-19** ***-20%***	**-125** ***-34%***	**-** ***-3%***	**-8** ***-43%***	**-339** ***-28%***

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 341

D11b. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

Grant funding is easier to obtain than traditional bank finance (e.g. bank loan, overdraft)

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1225	211	174	212	383	245	657	177	594	501	95	134	362	494	321	84	329	812	470	751	49	246	421	133	167	167	721	1225
Weighted Total	1171	101*	183*	223*	406	258	660	154*	443	548	131*	127*	322	516	286	116*	358	698	334	837	69*	353	264	114*	155*	204*	532	1225
Effective Base	580	85	83	97	206	126	320	78	241	262	58	65	165	247	145	51	172	359	188	395	31	159	160	57	76	94	289	1225
Strongly agree	64 6%q	5 5%	12 6%	7 3%	25 6%	15 6%	49 7%z	3 2%	21 5%	32 6%	6 5%	6 5%	22 7%	23 5%	16 5%	13 12%q	27 7%q	24 3%	18 5%	47 6%	3 5%	16 5%	15 6%	6 6%	14 9%	10 5%	35 7%	63 5%
Slightly agree	72 6%s	7 7%	6 3%	16 7%	22 5%	21 8%	51 8%	9 6%	30 7%	31 6%	10 8%	13 10%	23 7%	24 5%	21 7%	6 5%	15 4%	52 7%	35 10%zs	38 5%	10 15%zs	21 6%	24 9%	7 6%	11 7%	7 4%	43 8%	93 8%
Neither agree nor disagree	225 19%ey	25 25%e	41 22%e	49 22%e	80 20%	30 12%	132 20%	22 14%	86 19%	110 20%	23 18%	26 21%	57 18%	98 19%	64 22%	18 15%	62 17%	146 21%	60 18%	165 20%	9 14%	58 16%	51 19%	28 24%y	42 27%y	24 12%	120 22%y	237 19%
Slightly disagree	203 17%c	16 16%	29 16%	22 10%	94 23%zc	41 16%	123 19%	27 18%	93 21%	86 16%	15 12%	23 18%	57 18%	78 15%	60 21%	21 18%	50 14%	131 19%	59 18%	144 17%	14 20%	56 16%	45 17%	21 18%	20 13%	43 21%	86 16%	231 19%
Strongly disagree	221 19%o	20 20%	35 19%	54 24%	68 17%	43 17%	141 21%	30 20%	84 19%	89 16%	28 21%	20 16%	62 19%	82 16%	71 25%zm	8 7%	81 23%o	132 19%o	77 23%	145 17%	13 18%	52 15%	64 24%u	25 22%	28 18%	38 19%	117 22%	264 22%
Don't know	386 33%mrvA	26 26%	60 33%	75 34%	117 29%	107 42%zac	164 25%	62 41%f	130 29%	200 36%	49 37%	39 31%	101 31%n	210 41%zn	55 19%	49 43%	123 34%	213 31%	86 26%	300 36%zr	20 29%	149 42%zvwrxA	66 25%	27 23%	39 25%	82 40%wrxA	132 25%	337 28%
Agree	137 *12%*	12 *12%*	18 *10%*	23 *10%*	47 *12%*	37 *14%*	100 *15%z*	12 *8%*	51 *11%*	63 *11%*	16 *12%*	19 *15%*	45 *14%*	47 *9%*	37 *13%*	19 *16%*	42 *12%*	76 *11%*	52 *16%z*	85 *10%*	13 *19%*	37 *10%*	39 *15%*	14 *12%*	26 *17%*	17 *9%*	78 *15%z*	156 *13%*
Disagree	424 *36%m*	37 *36%*	64 *35%*	76 *34%*	163 *40%*	84 *33%*	265 *40%z*	57 *37%*	177 *40%*	176 *32%*	43 *33%*	43 *34%*	119 *37%*	160 *31%*	131 *46%zm*	30 *26%*	131 *37%*	263 *38%*	135 *41%*	289 *34%*	26 *38%*	108 *31%*	109 *41%*	46 *40%*	48 *31%*	81 *39%*	203 *38%*	495 *40%*
Net agree	-287 *-25%*	-24 *-24%*	-46 *-25%*	-53 *-24%*	-116 *-28%*	-47 *-18%*	-165 *-25%*	-45 *-29%*	-126 *-28%*	-112 *-21%*	-27 *-21%*	-24 *-19%*	-73 *-23%*	-113 *-22%*	-94 *-33%*	-11 *-9%*	-89 *-25%*	-187 *-27%*	-83 *-25%*	-204 *-24%*	-13 *-19%*	-72 *-20%*	-70 *-27%*	-32 *-28%*	-23 *-15%*	-63 *-31%*	-125 *-23%*	-339 *-28%*

Participant Type : Micro, small and medium sized businesses
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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D11b. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

Grant funding is easier to obtain than traditional bank finance (e.g. bank loan, overdraft)

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1225	584	637	73	330	225	380	87	562	624	63	308	13	202	372	84	905	164	363	324	273	428	317	323	354	851	1225
Weighted Total	1171	418	418	38**	237	107*	181	27**	400	397	30**	224	5**	87*	174	25**	803	197*	308	203	206	307	214	213	254	898	1225
Effective Base	580	229	237	24	131	76	120	28	221	230	18	123	3	68	116	26	406	93	160	118	112	169	118	121	139	433	1225
Strongly agree	64 *6%*	22 *5%*	33 **8%z**	1 *3%*	12 *5%*	17 **16%zabdf**	12 *6%*	1 *4%*	19 *5%*	28 *7%*	1 *2%*	12 *5%*	- -	11 **13%zhik**	12 *7%*	1 *5%*	52 *6%*	7 *3%*	18 *6%*	17 *8%*	12 *6%*	23 *7%*	10 *4%*	10 *5%*	10 *4%*	54 *6%*	63 *5%*
Slightly agree	72 *6%*	31 *7%*	34 *8%*	6 *15%*	14 *6%*	13 **13%z**	12 *7%*	2 *7%*	30 *7%*	33 *8%*	5 *17%*	13 *6%*	1 *30%*	12 **14%zk**	12 *7%*	1 *5%*	57 *7%*	9 *5%*	24 *8%*	15 *7%*	15 *7%*	28 *9%*	13 *6%*	11 *5%*	14 *5%*	56 *6%*	93 *8%*
Neither agree nor disagree	225 **19%q**	113 **27%zb**	90 *22%*	5 *13%*	58 *24%*	22 *20%*	44 *24%*	4 *16%*	106 **27%zl**	85 *21%*	5 *17%*	54 *24%*	* *2%*	21 *24%*	41 *24%*	4 *17%*	153 *19%*	21 *11%*	62 *20%*	54 **26%z**	42 *20%*	68 *22%*	35 *16%*	30 *14%*	41 *16%*	177 *20%*	237 *19%*
Slightly disagree	203 **17%a**	57 *14%*	70 *17%*	5 *14%*	36 *15%*	24 **23%af**	24 *13%*	5 *17%*	56 *14%*	67 **17%n**	2 *7%*	33 *15%*	* *4%*	24 **27%zhikn**	20 *12%*	4 *16%*	139 *17%*	30 *15%*	48 *16%*	33 *16%*	40 *19%*	40 *13%*	43 *20%*	43 *20%*	49 *19%*	149 *17%*	231 *19%*
Strongly disagree	221 *19%*	92 *22%*	98 **24%z**	12 *31%*	56 *24%*	21 *20%*	51 **28%z**	7 *27%*	87 *22%*	95 **24%zm**	9 *29%*	52 *23%*	2 *53%*	12 *14%*	50 **29%zhm**	7 *27%*	161 *20%*	39 *20%*	73 *24%*	42 *21%*	36 *18%*	79 **26%z**	51 *34%*	46 *22%*	63 **25%zwy**	154 *17%*	264 *22%*
Don't know	386 **33%abdefhimn psu**	104 **25%e**	91 **22%e**	9 *24%*	61 **26%e**	9 *9%*	38 **21%e**	8 *29%*	101 **25%m**	88 **22%m**	8 *28%*	60 **27%m**	* *11%*	7 *8%*	38 **22%m**	8 *31%*	241 *30%*	92 **47%zp**	83 *27%*	43 *21%*	61 *30%*	70 *23%*	63 *29%*	73 **34%rx**	77 *30%*	308 *34%*	337 *28%*
Agree	137 ***12%***	53 ***13%***	67 **16%z**	7 ***18%***	26 ***11%***	30 **28%zabdf**	24 ***13%***	3 ***11%***	48 ***12%***	61 **15%z**	6 ***19%***	24 ***11%***	1 ***30%***	23 **27%zhikn**	24 ***14%***	2 ***10%***	109 **14%z**	16 ***8%***	43 ***14%***	32 ***16%***	27 ***13%***	51 **17%z**	23 ***11%***	21 ***10%***	24 ***9%***	110 ***12%***	156 ***13%***
Disagree	424 **36%y**	148 ***35%***	168 ***40%***	17 ***44%***	92 ***39%***	45 ***43%***	75 ***41%***	12 ***44%***	144 ***36%***	163 **41%z**	11 ***36%***	86 ***38%***	3 ***57%***	36 ***42%***	70 ***41%***	11 ***43%***	300 ***37%***	69 ***35%***	121 ***39%***	75 ***37%***	76 ***37%***	118 ***39%***	94 **44%y**	89 ***42%***	112 **44%zy**	303 ***34%***	495 ***40%***
Net agree	-287 ***-25%***	-95 ***-23%***	-101 ***-24%***	-10 ***-26%***	-66 ***-28%***	-15 ***-14%***	-51 ***-28%***	-9 ***-34%***	-95 ***-24%***	-102 ***-26%***	-5 ***-17%***	-61 ***-27%***	-1 ***-27%***	-13 ***-15%***	-46 ***-27%***	-8 ***-33%***	-191 ***-24%***	-53 ***-27%***	-78 ***-25%***	-44 ***-21%***	-49 ***-24%***	-67 ***-22%***	-71 ***-33%***	-68 ***-32%***	-88 ***-35%***	-193 ***-22%***	-339 ***-28%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 343

D11b. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

Grant funding is easier to obtain than traditional bank finance (e.g. bank loan, overdraft)

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1225	442	389	580	627	232	58	96	112	508	600	1225
Weighted Total	1171	362	285	482	673	250	43**	74*	145*	336	688	1225
Effective Base	580	191	159	252	321	124	26	38	70	191	322	1225
Strongly agree	64 *6%*	24 *7%*	22 *8%*	33 *7%*	31 *5%*	11 *5%*	* *1%*	12 **16%ze**	10 *7%*	13 *4%*	41 *6%*	63 *5%*
Slightly agree	72 *6%*	33 **9%d**	21 *7%*	41 **9%z**	31 *5%*	12 *5%*	7 *16%*	4 *6%*	11 *7%*	24 *7%*	38 *6%*	93 *8%*
Neither agree nor disagree	225 *19%*	65 *18%*	56 *19%*	92 *19%*	131 *20%*	51 *21%*	6 *15%*	10 *13%*	23 *16%*	72 *21%*	130 *19%*	237 *19%*
Slightly disagree	203 *17%*	69 *19%*	69 **24%zd**	98 *20%*	102 *15%*	40 *16%*	11 *26%*	20 *26%*	36 **25%j**	65 *19%*	101 *15%*	231 *19%*
Strongly disagree	221 *19%*	82 *23%*	54 *19%*	101 *21%*	118 *18%*	51 *21%*	10 *24%*	9 *13%*	26 *18%*	61 *18%*	135 *20%*	264 *22%*
Don't know	386 **33%abc**	90 *25%*	65 *23%*	116 *24%*	259 **38%zabc**	84 *34%*	8 *19%*	20 *27%*	40 *27%*	102 *30%*	242 *35%*	337 *28%*
Agree	**137** ***12%d***	**57** ***16%zd***	**42** ***15%***	**74** ***15%zd***	**62** ***9%***	**23** ***9%***	**7** ***17%***	**16** ***21%e***	**21** ***14%***	**37** ***11%***	**79** ***12%***	**156** ***13%***
Disagree	**424** ***36%***	**151** ***42%d***	**123** ***43%zd***	**199** ***41%zd***	**221** ***33%***	**92** ***37%***	**21** ***49%***	**29** ***39%***	**62** ***43%***	**125** ***37%***	**236** ***34%***	**495** ***40%***
Net agree	**-287** ***-25%***	**-94** ***-26%***	**-80** ***-28%***	**-124** ***-26%***	**-158** ***-24%***	**-69** ***-28%***	**-14** ***-32%***	**-13** ***-18%***	**-41** ***-28%***	**-88** ***-26%***	**-157** ***-23%***	**-339** ***-28%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Ipsos MORI

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(FINAL)

Table 344

D11c. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

I do not consider grant funding for the business because I am unlikely to obtain it

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1225	460	258	153	354	871	42	166	193	297	859	562	250	322	230	328	311	701	93	85	595	49	76	1225
Weighted Total	1171	237	46	8	880	292	68**	208*	218	309	744	435	505	370	111	59	659	388	51*	49**	369	10**	18**	1225
Effective Base	580	445	249	148	347	629	29	99	105	151	375	224	210	188	111	147	268	271	43	28	249	12	27	1225
Strongly agree	351 **30%bco**	68 *29%*	10 *22%*	2 *23%*	270 **31%b**	81 **28%b**	21 *31%*	58 *28%*	70 *32%*	107 *35%*	221 *30%*	114 *26%*	148 *29%*	116 *31%*	38 *34%*	14 *23%*	218 *33%*	107 *28%*	16 *31%*	4 *8%*	100 *27%*	1 *15%*	7 *36%*	323 *26%*
Slightly agree	133 *11%*	30 *13%*	5 *12%*	1 *12%*	97 *11%*	36 *12%*	4 *6%*	19 *9%*	34 *16%*	27 *9%*	80 *11%*	53 *12%*	61 *12%*	36 *10%*	16 *14%*	7 *12%*	77 *12%*	38 *10%*	7 *13%*	7 *14%*	39 *11%*	* *1%*	2 *12%*	149 *12%*
Neither agree nor disagree	167 **14%an**	25 *10%*	6 *14%*	1 *13%*	135 *15%*	32 *11%*	3 *4%*	26 *12%*	24 *11%*	52 *17%*	117 *16%*	65 *15%*	89 **18%n**	43 *12%*	8 *7%*	9 **15%n**	93 *14%*	58 *15%*	9 *18%*	1 *2%*	53 *14%*	2 *18%*	2 *14%*	157 *13%*
Slightly disagree	130 *11%*	37 **16%zd**	7 **15%zd**	1 *14%*	85 *10%*	45 **16%d**	13 *19%*	35 **17%j**	24 *11%*	30 *10%*	71 *10%*	41 *9%*	54 *11%*	44 *12%*	16 *14%*	8 *13%*	66 *10%*	49 *13%*	5 *10%*	6 *12%*	50 *14%*	2 *19%*	1 *6%*	170 *14%*
Strongly disagree	237 **20%p**	57 **24%z**	14 **30%zde**	2 **29%zd**	164 *19%*	73 **25%d**	13 *19%*	40 *19%*	44 *20%*	54 *17%*	154 *21%*	100 *23%*	83 *16%*	84 *23%*	24 *21%*	16 **26%zl**	108 *16%*	95 **24%zp**	9 *18%*	23 *46%*	91 **25%zp**	2 *21%*	4 *22%*	303 *25%*
Don't know	153 **13%ab**	20 *9%*	4 *8%*	1 *8%*	129 **15%abe**	25 *8%*	15 *21%*	31 *15%*	22 *10%*	39 *12%*	100 *13%*	62 *14%*	71 *14%*	48 *13%*	10 *9%*	6 *10%*	97 *15%*	40 *10%*	5 *10%*	9 *19%*	37 *10%*	3 *27%*	2 *10%*	123 *10%*
Agree	**484** **41%b**	**98** ***41%***	**16** ***34%***	**3** ***35%***	**367** ***42%***	**117** **40%b**	**25** ***37%***	**76** ***37%***	**105** ***48%***	**134** ***43%***	**302** ***41%***	**168** ***39%***	**209** ***41%***	**152** ***41%***	**53** **48%o**	**21** ***35%***	**296** ***45%***	**146** ***38%***	**22** ***44%***	**10** ***21%***	**138** ***38%***	**2** ***16%***	**9** ***48%***	**472** ***39%***
Disagree	**367** **31%p**	**94** **40%zd**	**21** **45%zd**	**4** **43%zd**	**249** ***28%***	**118** **41%d**	**26** ***39%***	**75** ***36%***	**68** ***31%***	**84** ***27%***	**225** ***30%***	**141** ***32%***	**136** ***27%***	**128** ***34%***	**39** ***35%***	**23** **39%zl**	**174** ***26%***	**144** **37%zp**	**14** ***28%***	**28** ***58%***	**140** **38%zp**	**4** ***40%***	**5** ***28%***	**473** ***39%***
Net agree	**117** **10%abcegkmoqt**	**4** **2%ce**	**-5** *-11%*	**-1** *-8%*	**118** **13%abce**	**-2** *-1%*	**-1** *-1%*	**2** *1%*	**37** **17%zgk**	**50** **16%zgjk**	**77** **10%gk**	**27** **6%g**	**72** **14%zmo**	**24** **7%o**	**14** **13%o**	**-2** *-4%*	**121** **18%zqt**	**2** *	**8** **16%qt**	**-18** *-36%*	**-2** *-1%*	**-2** *-25%*	**4** *20%*	**-1** *

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 345

D11c. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

I do not consider grant funding for the business because I am unlikely to obtain it

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1225	211	174	212	383	245	657	177	594	501	95	134	362	494	321	84	329	812	470	751	49	246	421	133	167	167	721	1225
Weighted Total	1171	101*	183*	223*	406	258	660	154*	443	548	131*	127*	322	516	286	116*	358	698	334	837	69*	353	264	114*	155*	204*	532	1225
Effective Base	580	85	83	97	206	126	320	78	241	262	58	65	165	247	145	51	172	359	188	395	31	159	160	57	76	94	289	1225
Strongly agree	351 **30%aq**	20 *20%*	56 *31%*	80 **36%a**	125 *31%*	69 *27%*	233 **35%z**	39 *26%*	126 *28%*	164 *30%*	35 *26%*	49 **38%h**	102 *32%*	150 *29%*	90 *31%*	48 **41%q**	119 *33%*	184 *26%*	92 *28%*	258 *31%*	21 *30%*	112 *32%*	71 *27%*	38 *34%*	51 *33%*	51 *25%*	161 *30%*	323 *26%*
Slightly agree	133 *11%*	17 *16%*	15 *8%*	31 *14%*	38 *9%*	33 *13%*	77 *12%*	25 *16%*	53 *12%*	67 *12%*	13 *10%*	8 *6%*	32 *10%*	56 *11%*	39 *14%*	16 *14%*	43 *12%*	74 *11%*	31 *9%*	102 *12%*	12 *17%*	45 *13%*	20 *7%*	19 **17%w**	24 *16%*	18 *9%*	63 **12%w**	149 *12%*
Neither agree nor disagree	167 **14%g**	16 *16%*	28 *15%*	26 *12%*	65 *16%*	31 *12%*	99 **15%g**	9 *6%*	65 *15%*	71 *13%*	25 *19%*	16 *12%*	52 *16%*	76 *15%*	35 *12%*	12 *10%*	49 *14%*	106 *15%*	49 *15%*	118 *14%*	10 *14%*	44 *13%*	39 *15%*	18 *16%*	20 *13%*	31 *15%*	77 *14%*	157 *13%*
Slightly disagree	130 **11%a**	18 **18%ze**	26 *14%*	24 *11%*	41 *10%*	21 *8%*	88 *13%*	11 *7%*	61 *14%*	57 *10%*	11 *8%*	14 *11%*	34 *11%*	59 *11%*	33 *11%*	10 *9%*	34 *10%*	86 *12%*	51 **15%zs**	78 *9%*	9 *12%*	36 *10%*	43 **16%z**	13 *11%*	13 *9%*	22 *11%*	69 *13%*	170 *14%*
Strongly disagree	237 **20%fw**	24 *23%*	34 *19%*	35 *16%*	78 *19%*	67 *26%*	97 *15%*	51 **34%zf**	88 *20%*	106 *19%*	32 *24%*	24 *19%*	58 *18%*	102 *20%*	61 *21%*	17 *15%*	56 *16%*	164 **24%zp**	78 *23%*	159 *19%*	12 *18%*	71 **20%w**	66 **25%wA**	10 *8%*	30 *20%*	38 *19%*	106 **20%w**	303 *25%*
Don't know	153 **13%af**	6 *6%*	24 *13%*	27 *12%*	59 **15%a**	37 *14%*	66 *10%*	17 *11%*	50 *11%*	85 *16%*	16 *12%*	17 *13%*	44 *14%*	73 *14%*	29 *10%*	12 *11%*	58 *16%*	83 *12%*	31 *9%*	122 *15%*	6 *9%*	45 *13%*	25 *10%*	16 *14%*	16 *10%*	43 **21%zvA**	57 *11%*	123 *10%*
Agree	**484** **41%qv**	**37** ***37%***	**71** ***39%***	**112** ***50%***	**162** ***40%***	**102** ***40%***	**309** **47%z**	**64** ***42%***	**179** ***40%***	**230** ***42%***	**47** ***36%***	**57** ***45%***	**134** ***42%***	**206** ***40%***	**129** ***45%***	**64** **55%zq**	**162** ***45%***	**258** ***37%***	**124** ***37%***	**360** ***43%***	**33** ***47%***	**156** ***44%***	**91** ***35%***	**57** **51%ry**	**76** **49%w**	**69** ***34%***	**224** **42%w**	**472** ***39%***
Disagree	**367** **31%psw**	**42** **42%zcd**	**60** ***33%***	**59** ***26%***	**120** ***29%***	**87** ***34%***	**185** ***28%***	**63** **41%f**	**149** ***34%***	**162** ***30%***	**43** ***33%***	**38** ***30%***	**92** ***29%***	**161** ***31%***	**94** ***33%***	**27** ***24%***	**90** ***25%***	**250** **36%zp**	**129** **39%zs**	**237** ***28%***	**21** ***30%***	**107** ***30%***	**108** **41%zuwA**	**23** ***20%***	**43** ***28%***	**60** ***29%***	**174** **33%w**	**473** ***39%***
Net agree	**117** **10%aghqrvy**	**-5** *-5%*	**12** **6%a**	**53** **24%zabde**	**43** **10%a**	**14** **6%a**	**124** **19%zg**	**1** *1%*	**30** *7%*	**68** **12%h**	**5** *4%*	**19** **15%hj**	**42** *13%*	**45** *9%*	**34** *12%*	**37** **32%zq**	**72** **20%zq**	**8** *1%*	**-6** *-2%*	**123** **15%zr**	**11** **17%r**	**50** **14%ry**	**-17** *-7%*	**35** **31%zuvyA**	**32** **21%zvyA**	**9** *4%*	**50** **9%w**	**-1** *

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*** small base**

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Table 346

D11c. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

I do not consider grant funding for the business because I am unlikely to obtain it

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1225	584	637	73	330	225	380	87	562	624	63	308	13	202	372	84	905	164	363	324	273	428	317	323	354	851	1225
Weighted Total	1171	418	418	38**	237	107*	181	27**	400	397	30**	224	5**	87*	174	25**	803	197*	308	203	206	307	214	213	254	898	1225
Effective Base	580	229	237	24	131	76	120	28	221	230	18	123	3	68	116	26	406	93	160	118	112	169	118	121	139	433	1225
Strongly agree	351	135	120	10	81	9	57	8	130	120	10	77	1	4	57	7	250	71	101	57	72	85	60	68	78	265	323
	30%em	**32%e**	**29%e**	*27%*	**34%e**	*9%*	**32%e**	*29%*	**33%m**	**30%m**	*32%*	**34%m**	*14%*	*5%*	**33%m**	*29%*	*31%*	*36%*	*33%*	*28%*	*35%*	*28%*	*28%*	*32%*	*31%*	*30%*	*26%*
Slightly agree	133	50	45	5	31	8	23	2	43	41	2	27	*	6	17	2	83	30	37	25	28	35	20	21	23	104	149
	11%	*12%*	*11%*	*13%*	*13%*	*7%*	*13%*	*9%*	*11%*	*10%*	*5%*	*12%*	*5%*	*7%*	*10%*	*7%*	*10%*	*15%*	*12%*	*12%*	*14%*	*11%*	*9%*	*10%*	*9%*	*12%*	*12%*
Neither agree nor disagree	167	71	60	8	37	6	26	2	70	55	7	37	-	4	26	2	109	19	41	32	32	45	40	29	44	122	157
	14%em	**17%e**	**14%e**	*21%*	**16%e**	*6%*	**14%e**	*7%*	**18%m**	**14%m**	*24%*	**17%m**	-	*4%*	**15%m**	*8%*	*14%*	*10%*	*13%*	*16%*	*15%*	*15%*	**19%w**	*14%*	**17%w**	*14%*	*13%*
Slightly disagree	130	47	62	3	26	22	25	4	43	62	2	24	*	20	25	4	88	17	37	25	21	43	35	34	38	91	170
	11%	*11%*	**15%za**	*8%*	*11%*	**20%zad**	*14%*	*16%*	*11%*	**16%zh**	*8%*	*11%*	*4%*	**23%zhk**	*14%*	*15%*	*11%*	*8%*	*12%*	*12%*	*10%*	*14%*	*16%*	*16%*	*15%*	*10%*	*14%*
Strongly disagree	237	71	94	10	42	59	32	10	71	88	8	40	3	50	32	10	181	28	58	45	30	71	37	35	43	192	303
	20%	*17%*	**23%a**	*27%*	*18%*	**56%zabdf**	*17%*	*37%*	*18%*	*22%*	*26%*	*18%*	*78%*	**58%zhikn**	*18%*	*40%*	**23%z**	*14%*	*19%*	*22%*	*14%*	*23%*	*17%*	*16%*	*17%*	*25%*
Don't know	153	44	36	2	19	2	17	1	43	31	1	19	*	2	17	1	91	33	35	19	23	29	23	25	27	124	123
	13%beimp	**11%e**	**9%e**	*5%*	*8%*	*2%*	**10%e**	*2%*	**11%m**	*8%*	*4%*	*8%*	*2%*	*3%*	**10%m**	*2%*	*11%*	*17%*	*11%*	*9%*	*11%*	*9%*	*11%*	*12%*	*11%*	*14%*	*10%*
Agree	**484**	**185**	**165**	**16**	**112**	**17**	**81**	**10**	**174**	**161**	**11**	**104**	**1**	**10**	**74**	**9**	**333**	**100**	**138**	**81**	**101**	**119**	**79**	**89**	**101**	**370**	**472**
	41%em	**44%e**	**39%e**	***40%***	**47%be**	***16%***	**45%e**	***38%***	**43%m**	**41%m**	***38%***	**46%m**	***18%***	***12%***	**43%m**	***35%***	***42%***	**51%z**	***45%***	***40%***	**49%**	**39%**	***37%***	***42%***	***40%***	***41%***	***39%***
Disagree	**367**	**118**	**156**	**13**	**67**	**81**	**57**	**14**	**113**	**150**	**10**	**64**	**4**	**70**	**56**	**14**	**269**	**45**	**95**	**71**	**51**	**113**	**72**	**69**	**82**	**282**	**473**
	31%q	***28%***	**37%zad**	***34%***	***28%***	**76%zabdf**	***31%***	***53%***	***28%***	**38%zhk**	***34%***	***29%***	***80%***	**81%zhikn**	***32%***	***54%***	**34%q**	***23%***	***31%***	**35%**	***25%***	**37%q**	***34%***	***33%***	***32%***	***31%***	***39%***
Net agree	**117**	**67**	**8**	**2**	**45**	**-64**	**24**	**-4**	**60**	**12**	**1**	**39**	**-3**	**-60**	**18**	**-5**	**64**	**56**	**43**	**11**	**50**	**6**	**8**	**20**	**19**	**87**	**-1**
	10%beimpuv	**16%zbe**	*2%*	*6%*	**19%zb**	*-60%*	**13%b**	*-15%*	**15%zim**	*3%*	*4%*	**18%zin**	*-61%*	*-69%*	**10%i**	*-19%*	*8%*	**28%zp**	**14%e**	*5%*	**24%zu**	*2%*	*4%*	**9%wx**	**8%w**	**10%w**	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 347

D11c. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

I do not consider grant funding for the business because I am unlikely to obtain it

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1225	442	389	580	627	232	58	96	112	508	600	1225
Weighted Total	1171	362	285	482	673	250	43**	74*	145*	336	688	1225
Effective Base	580	191	159	252	321	124	26	38	70	191	322	1225
Strongly agree	351	114	83	147	202	64	11	16	43	93	214	323
	30%	*32%*	*29%*	*31%*	*30%*	*25%*	*26%*	*21%*	*29%*	*28%*	*31%*	*26%*
Slightly agree	133	33	24	40	89	32	1	5	13	45	75	149
	11%c	*9%*	*8%*	*8%*	*13%*	*13%*	*3%*	*6%*	*9%*	*13%*	*11%*	*12%*
Neither agree nor disagree	167	48	43	72	95	41	8	11	18	51	97	157
	14%	*13%*	*15%*	*15%*	*14%*	*16%*	*18%*	*15%*	*13%*	*15%*	*14%*	*13%*
Slightly disagree	130	34	33	50	78	33	12	16	28	41	60	170
	11%j	*9%*	*12%*	*10%*	*12%*	*13%*	*29%*	**22%z**	**20%zj**	*12%*	*9%*	*14%*
Strongly disagree	237	94	72	118	115	48	5	24	25	70	143	303
	20%d	**26%zd**	**25%d**	**24%zd**	*17%*	*19%*	*12%*	*32%*	*17%*	*21%*	*21%*	*25%*
Don't know	153	40	30	54	93	33	5	3	18	37	98	123
	13%	*11%*	*11%*	*11%*	*14%*	*13%*	*12%*	*4%*	*12%*	*11%*	*14%*	*10%*
Agree	**484**	**147**	**107**	**187**	**291**	**96**	**13**	**20**	**56**	**137**	**289**	**472**
	41%	***41%***	***38%***	***39%***	***43%***	***38%***	***29%***	***28%***	***38%***	***41%***	***42%***	***39%***
Disagree	**367**	**128**	**105**	**169**	**193**	**81**	**18**	**40**	**53**	**111**	**203**	**473**
	31%	***35%***	***37%***	***35%***	***29%***	***32%***	***41%***	**54%ze**	***36%***	***33%***	***30%***	***39%***
Net agree	**117**	**19**	**2**	**19**	**98**	**15**	**-5**	**-20**	**3**	**27**	**86**	**-1**
	10%abcgh	**5%b**	*1%*	**4%b**	**15%zabc**	*6%*	*-12%*	*-27%*	*2%*	*8%*	**12%zh**	*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 348

D11d. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

I am confident I know where to obtain information on grants and specific providers available

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1225	460	258	153	354	871	42	166	193	297	859	562	250	322	230	328	311	701	93	85	595	49	76	1225
Weighted Total	1171	237	46	8	880	292	68**	208*	218	309	744	435	505	370	111	59	659	388	51*	49**	369	10**	18**	1225
Effective Base	580	445	249	148	347	629	29	99	105	151	375	224	210	188	111	147	268	271	43	28	249	12	27	1225
Strongly agree	281 *24%*	68 **29%zd**	15 **31%zd**	2 *23%*	196 *22%*	84 **29%d**	19 *28%*	53 *26%*	57 *26%*	70 *23%*	170 *23%*	100 *23%*	120 *24%*	74 *20%*	30 *27%*	13 *22%*	147 *22%*	92 *24%*	13 *26%*	24 *50%*	86 *23%*	4 *45%*	3 *15%*	330 *27%*
Slightly agree	304 *26%*	57 *24%*	12 *26%*	3 **34%zae**	231 *26%*	72 *25%*	13 *19%*	54 *26%*	43 *20%*	86 *28%*	207 *28%*	121 *28%*	132 *26%*	96 *26%*	28 *25%*	15 *26%*	164 *25%*	104 *27%*	17 *33%*	10 *21%*	102 *28%*	3 *27%*	5 *26%*	330 *27%*
Neither agree nor disagree	94 **8%qt**	22 **9%z**	4 *9%*	1 *8%*	67 *8%*	27 *9%*	3 *5%*	8 *4%*	19 *9%*	28 *9%*	66 *9%*	39 *9%*	50 *10%*	24 *6%*	7 *6%*	6 *10%*	66 **10%qt**	21 *5%*	4 *8%*	1 *2%*	19 *5%*	2 *16%*	1 *8%*	106 *9%*
Slightly disagree	172 *15%*	35 *15%*	7 *15%*	1 *18%*	128 *15%*	44 *15%*	8 *11%*	38 *18%*	33 *15%*	43 *14%*	101 *14%*	58 *13%*	57 *11%*	68 **18%d**	22 **20%d**	11 *18%*	95 *14%*	57 *15%*	12 *23%*	4 *9%*	55 *15%*	* *5%*	4 *25%*	184 *15%*
Strongly disagree	238 **20%abc**	43 *18%*	6 *13%*	1 *12%*	187 **21%bc**	51 **17%b**	22 *32%*	44 *21%*	59 **27%jk**	63 *21%*	135 *18%*	71 *16%*	110 *22%*	78 *21%*	21 *19%*	12 *20%*	135 *21%*	88 **23%r**	5 *9%*	4 *8%*	86 **23%r**	* *3%*	3 *19%*	209 *17%*
Don't know	84 **7%ano**	10 *4%*	2 *5%*	* *4%*	70 **8%e**	13 *5%*	3 *5%*	11 *5%*	6 *3%*	19 *6%*	65 **9%zh**	47 **11%zh**	36 *7%*	30 **8%in**	2 *2%*	2 *4%*	52 *8%*	27 *7%*	* *	5 *10%*	21 *6%*	* *5%*	1 *7%*	66 *5%*
Agree	**584** ***50%***	**125** **53%z**	**27** **58%zd**	**5** **57%z**	**427** ***49%***	**157** ***54%***	**32** ***47%***	**107** ***51%***	**101** ***46%***	**156** ***50%***	**377** ***51%***	**221** ***51%***	**252** ***50%***	**171** ***46%***	**58** ***53%***	**28** ***48%***	**311** ***47%***	**196** ***50%***	**30** ***59%***	**35** ***71%***	**187** ***51%***	**7** ***72%***	**7** ***41%***	**660** ***54%***
Disagree	**410** **35%bjk**	**79** ***33%***	**13** ***28%***	**2** ***30%***	**315** ***36%***	**94** ***32%***	**30** ***44%***	**82** ***39%***	**92** **42%jk**	**106** ***34%***	**235** ***32%***	**129** ***30%***	**167** ***33%***	**146** ***39%***	**43** ***39%***	**23** ***38%***	**231** ***35%***	**145** ***37%***	**16** ***32%***	**8** ***17%***	**142** ***38%***	**1** ***7%***	**8** ***44%***	**393** ***32%***
Net agree	**174** **15%hmo**	**47** **20%zd**	**14** **30%zade**	**2** **27%zd**	**112** ***13%***	**62** **21%d**	**2** ***3%***	**25** **12%h**	**9** ***4%***	**49** **16%h**	**142** **19%zh**	**93** **21%zgh**	**86** **17%m**	**25** ***7%***	**15** **14%m**	**6** ***9%***	**80** ***12%***	**51** ***13%***	**14** **27%zpqt**	**26** ***54%***	**46** ***12%***	**6** ***65%***	* ***-3%***	**267** ***22%***

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D11d. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

I am confident I know where to obtain information on grants and specific providers available

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1225	211	174	212	383	245	657	177	594	501	95	134	362	494	321	84	329	812	470	751	49	246	421	133	167	167	721	1225
Weighted Total	1171	101*	183*	223*	406	258	660	154*	443	548	131*	127*	322	516	286	116*	358	698	334	837	69*	353	264	114*	155*	204*	532	1225
Effective Base	580	85	83	97	206	126	320	78	241	262	58	65	165	247	145	51	172	359	188	395	31	159	160	57	76	94	289	1225
Strongly agree	281 *24%*	25 *25%*	31 *17%*	55 *25%*	95 *23%*	75 **29%b**	172 *26%*	36 *23%*	108 *24%*	133 *24%*	28 *21%*	24 *19%*	73 *22%*	133 *26%*	63 *22%*	16 *13%*	91 *25%*	175 *25%*	78 *23%*	203 *24%*	7 *10%*	91 *26%*	71 *27%*	25 *22%*	37 *24%*	34 *16%*	132 *25%*	330 *27%*
Slightly agree	304 **26%p**	37 **36%zd**	48 *26%*	58 *26%*	97 *24%*	65 *25%*	165 *25%*	46 *30%*	97 *22%*	162 *30%*	33 *25%*	24 *19%*	72 *22%*	133 *26%*	86 *30%*	29 *25%*	67 *19%*	207 **30%zp**	88 *26%*	216 *26%*	19 *27%*	92 *26%*	69 *26%*	26 *23%*	39 *25%*	56 *27%*	135 *25%*	330 *27%*
Neither agree nor disagree	94 *8%*	9 *9%*	11 *6%*	18 *8%*	38 *9%*	18 *7%*	61 *9%*	5 *3%*	33 *8%*	49 *9%*	9 *7%*	11 *8%*	20 *6%*	40 *8%*	30 *10%*	10 *9%*	35 *10%*	48 *7%*	28 *8%*	66 *8%*	11 *16%*	29 *8%*	17 *6%*	7 *6%*	21 *14%*	18 *9%*	45 *8%*	106 *9%*
Slightly disagree	172 **15%cu**	15 *15%*	45 **25%zce**	17 *8%*	67 **16%c**	28 *11%*	93 *14%*	24 *15%*	81 **18%z**	70 *13%*	16 *12%*	27 *21%*	65 **20%zmn**	67 *13%*	33 *12%*	19 *16%*	53 *15%*	100 *14%*	61 *18%*	110 *13%*	10 *15%*	35 *10%*	51 **19%u**	21 *19%*	21 *14%*	28 *14%*	93 **18%u**	184 *15%*
Strongly disagree	238 **20%q**	13 *13%*	35 *19%*	55 *25%*	87 *21%*	47 *18%*	138 *21%*	26 *17%*	90 *20%*	98 *18%*	35 *27%*	36 *28%*	67 *21%*	97 *19%*	66 *23%*	26 *23%*	90 **25%q**	122 *17%*	71 *21%*	167 *20%*	20 *28%*	72 *20%*	51 *19%*	31 *28%*	31 *20%*	35 *17%*	114 *21%*	209 *17%*
Don't know	84 **7%ahnrvA**	1 *1%*	15 *8%*	20 **9%a**	23 *6%*	25 **10%a**	30 *5%*	16 **11%f**	34 *8%*	37 *7%*	10 *8%*	6 *4%*	25 *8%*	46 **9%n**	8 *3%*	16 *13%*	23 *6%*	45 *7%*	8 *2%*	76 **9%zr**	3 *5%*	34 **10%wA**	5 *2%*	2 *2%*	5 *3%*	33 **16%zvwxA**	13 *2%*	66 *5%*
Agree	**584** **50%k**	**62** **61%zbd**	**78** ***43%***	**112** ***50%***	**192** ***47%***	**140** ***54%***	**338** ***51%***	**83** ***54%***	**205** ***46%***	**295** **54%k**	**61** ***47%***	**48** ***38%***	**145** ***45%***	**266** ***52%***	**149** ***52%***	**45** ***39%***	**158** ***44%***	**382** **55%zop**	**166** ***50%***	**418** ***50%***	**26** ***37%***	**183** ***52%***	**140** ***53%***	**51** ***45%***	**76** ***49%***	**90** ***44%***	**267** ***50%***	**660** ***54%***
Disagree	**410** **35%iq**	**28** ***28%***	**80** **44%ae**	**72** ***32%***	**154** ***38%***	**76** ***29%***	**231** ***35%***	**50** ***32%***	**171** ***39%***	**168** ***31%***	**51** ***39%***	**63** **50%zhi**	**132** ***41%***	**163** ***32%***	**99** ***35%***	**45** ***39%***	**143** ***40%***	**222** ***32%***	**132** ***40%***	**278** ***33%***	**30** ***43%***	**107** ***30%***	**103** ***39%***	**52** **46%u**	**52** ***34%***	**63** ***31%***	**207** **39%z**	**393** ***32%***
Net agree	**174** **15%bchklopr twA**	**34** **34%zbcd**	**-2** ***-1%***	**40** **18%bd**	**38** **9%b**	**64** **25%zbd**	**106** ***16%***	**33** ***21%***	**34** **8%k**	**127** **23%hjk**	**10** ***8%***	**-15** ***-12%***	**13** ***4%***	**103** **20%zl**	**49** **17%l**	**-1** ***-1%***	**15** ***4%***	**160** **23%zop**	**33** **10%t**	**141** **17%rt**	**-4** ***-6%***	**76** **22%zwA**	**37** **14%w**	**-1** ***-1%***	**23** **15%w**	**27** **13%w**	**60** **11%w**	**267** ***22%***

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*** small base**

Ipsos

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Business Finance Survey 2016
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Table 350

D11d. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

I am confident I know where to obtain information on grants and specific providers available

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1225	584	637	73	330	225	380	87	562	624	63	308	13	202	372	84	905	164	363	324	273	428	317	323	354	851	1225
Weighted Total	1171	418	418	38**	237	107*	181	27**	400	397	30**	224	5**	87*	174	25**	803	197*	308	203	206	307	214	213	254	898	1225
Effective Base	580	229	237	24	131	76	120	28	221	230	18	123	3	68	116	26	406	93	160	118	112	169	118	121	139	433	1225
Strongly agree	281 24%q	91 22%	106 25%	9 24%	55 23%	48 45%abdf	50 28%	10 39%	91 23%	102 26%	6 22%	53 24%	3 64%	39 45%hikn	47 27%	10 39%	245 30%zq	24 12%	71 23%	58 28%	50 24%	76 25%	47 22%	49 23%	58 23%	213 24%	330 27%
Slightly agree	304 26%qt	106 25%	111 27%	12 31%	55 23%	27 25%	39 21%	4 15%	100 25%	107 27%	11 36%	53 24%	1 30%	22 26%	38 22%	3 14%	234 29%zq	31 16%	70 23%	58 29%	33 16%	95 31%t	69 32%x	61 28%	74 29%	229 26%	330 27%
Neither agree nor disagree	94 8%m	32 8%e	23 6%e	5 14%	19 8%e	2 2%	17 9%be	1 5%	32 8%m	23 6%	5 16%	19 8%m	* 1%	1 2%	16 9%m	1 5%	60 7%	12 6%	27 9%	17 8%	17 9%	25 8%	16 8%	18 9%	19 7%	74 8%	106 9%
Slightly disagree	172 15%p	86 21%z	74 18%	5 14%	54 23%z	15 14%	37 21%z	4 14%	82 21%z	69 17%	5 16%	53 24%z	* 4%	12 13%	36 21%z	3 13%	102 13%	28 14%	56 18%	33 16%	50 24%zu	43 14%	31 15%	37 17%	41 16%	129 14%	184 15%
Strongly disagree	238 20%p	92 22%	97 23%e	6 14%	51 21%	14 13%	35 20%	7 27%	85 21%	89 22%m	2 8%	44 20%	* 1%	12 13%	33 19%	7 28%	112 14%	90 46%zp	72 23%	36 18%	46 23%	63 21%	36 17%	37 17%	48 19%	183 20%	209 17%
Don't know	84 7%abdefhikmn rsu	11 3%	6 1%	1 3%	2 1%	1 1%	3 2%	* 1%	10 3%	6 1%	1 2%	2 1%	- -	1 1%	3 2%	* 1%	50 6%	11 5%	12 4%	1 *	9 5%	3 1%	15 7%	12 6%	15 6%	69 8%	66 5%
Agree	**584** **50%qt**	**197** ***47%***	**217** ***52%***	**21** ***55%***	**110** ***47%***	**75** **71%abdf**	**89** ***49%***	**14** ***53%***	**191** ***48%***	**210** ***53%***	**17** ***58%***	**107** ***48%***	**4** ***94%***	**61** **71%hikn**	**85** ***49%***	**13** ***53%***	**479** **60%zq**	**55** ***28%***	**141** ***46%***	**116** ***57%***	**83** ***40%***	**171** **56%t**	**116** ***54%***	**109** ***51%***	**132** ***52%***	**442** ***49%***	**660** ***54%***
Disagree	**410** **35%p**	**178** **43%ze**	**172** **41%ze**	**11** ***28%***	**105** **45%ze**	**29** ***27%***	**73** **40%e**	**11** ***41%***	**167** **42%zm**	**158** **40%zm**	**7** ***24%***	**96** **43%zm**	* ***5%***	**23** ***27%***	**69** **40%m**	**10** ***41%***	**215** ***27%***	**119** **60%zp**	**128** **42%z**	**69** ***34%***	**96** **47%zu**	**107** ***35%***	**67** ***32%***	**73** ***34%***	**89** **35%w**	**312** ***35%***	**393** ***32%***
Net agree	**174** **15%abdfhknqrt**	**18** **4%d**	**46** **11%ad**	**10** ***26%***	**5** ***2%***	**46** **44%abdf**	**16** **9%ad**	**3** ***12%***	**24** ***6%***	**52** **13%hk**	**10** ***34%***	**10** ***5%***	**4** ***89%***	**38** **44%hikn**	**16** ***9%***	**3** ***12%***	**264** **33%zq**	**-63** ***-32%***	**13** ***4%***	**47** **23%zr**	**-13** ***-6%***	**64** **21%zt**	**48** **23%wxy**	**36** ***17%***	**43** ***17%***	**131** ***15%***	**267** ***22%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D11d. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

I am confident I know where to obtain information on grants and specific providers available

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1225	442	389	580	627	232	58	96	112	508	600	1225
Weighted Total	1171	362	285	482	673	250	43**	74*	145*	336	688	1225
Effective Base	580	191	159	252	321	124	26	38	70	191	322	1225
Strongly agree	281 *24%*	98 *27%*	78 *27%*	132 *27%*	147 *22%*	68 *27%*	6 *15%*	24 *33%*	44 *30%*	69 *21%*	167 *24%*	330 *27%*
Slightly agree	304 *26%*	106 **29%bc**	65 *23%*	123 *25%*	181 *27%*	55 *22%*	11 *26%*	27 *36%*	28 *20%*	79 *23%*	197 *29%*	330 *27%*
Neither agree nor disagree	94 **8%a**	15 *4%*	24 **8%ac**	28 **6%a**	66 **10%a**	23 *9%*	3 *7%*	* *1%*	5 *4%*	32 *10%*	57 *8%*	106 *9%*
Slightly disagree	172 **15%dj**	57 *16%*	63 **22%zad**	90 **19%zad**	80 *12%*	38 *15%*	9 *20%*	12 *16%*	24 *16%*	65 **19%zj**	83 *12%*	184 *15%*
Strongly disagree	238 **20%b**	65 *18%*	41 *14%*	82 *17%*	152 **23%b**	51 *20%*	13 *29%*	8 *11%*	39 *27%*	59 *17%*	139 *20%*	209 *17%*
Don't know	84 *7%*	22 *6%*	14 *5%*	28 *6%*	46 *7%*	16 *6%*	1 *3%*	3 *3%*	4 *3%*	32 *10%*	46 *7%*	66 *5%*
Agree	**584** **50%j**	**204** **56%zc**	**144** ***50%***	**254** ***53%***	**328** ***49%***	**123** ***49%***	**18** ***41%***	**51** **69%ze**	**73** ***50%***	**148** ***44%***	**364** ***53%***	**660** ***54%***
Disagree	**410** ***35%***	**122** ***34%***	**104** ***37%***	**172** ***36%***	**232** ***35%***	**89** ***35%***	**21** ***49%***	**20** ***27%***	**63** ***43%***	**124** ***37%***	**222** ***32%***	**393** ***32%***
Net agree	**174** **15%hi**	**83** **23%zbcd**	**40** ***14%***	**82** ***17%***	**96** ***14%***	**34** ***14%***	**-4** ***-8%***	**32** **43%ze**	**9** ***6%***	**24** ***7%***	**142** **21%zhi**	**267** ***22%***

Participant Type : Micro, small and medium sized businesses
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Ipsos MORI

Business Finance Survey 2016
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Table 352

D11e. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

I consider grant funding when thinking about my future financing needs

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1225	460	258	153	354	871	42	166	193	297	859	562	250	322	230	328	311	701	93	85	595	49	76	1225
Weighted Total	1171	237	46	8	880	292	68**	208*	218	309	744	435	505	370	111	59	659	388	51*	49**	369	10**	18**	1225
Effective Base	580	445	249	148	347	629	29	99	105	151	375	224	210	188	111	147	268	271	43	28	249	12	27	1225
Strongly agree	135 **12%p**	37 **16%zd**	9 **20%zd**	2 **19%zd**	87 *10%*	48 **16%d**	13 *19%*	32 *15%*	24 *11%*	33 *11%*	79 *11%*	46 *10%*	56 *11%*	40 *11%*	15 *13%*	7 *12%*	52 *8%*	48 *12%*	5 *11%*	23 *48%*	51 **14%p**	2 *19%*	1 *6%*	192 *16%*
Slightly agree	152 **13%ijp**	37 **16%z**	10 **22%zade**	2 **21%zd**	103 *12%*	49 **17%d**	18 *27%*	41 **20%zij**	33 *15%*	25 *8%*	78 *10%*	53 *12%*	61 *12%*	43 *12%*	21 **19%z**	10 *16%*	66 *10%*	65 **17%zp**	11 **22%ip**	6 *12%*	65 **18%zp**	1 *14%*	2 *11%*	204 *17%*
Neither agree nor disagree	126 **11%l**	23 *10%*	6 *12%*	1 *10%*	97 *11%*	30 *10%*	3 *4%*	12 *6%*	13 *6%*	38 *12%*	101 **14%zgh**	64 **15%zgh**	64 *13%*	35 *9%*	11 *10%*	6 *11%*	84 **13%l**	33 **9%t**	8 **16%l**	1 *1%*	26 *7%*	1 *7%*	3 *15%*	130 *11%*
Slightly disagree	185 *16%*	46 **19%z**	7 *15%*	1 *12%*	131 *15%*	54 **19%c**	11 *17%*	46 *22%*	33 *15%*	43 *14%*	106 *14%*	63 *15%*	82 *16%*	61 *16%*	20 *18%*	15 **25%zlm**	108 *16%*	57 *15%*	9 *17%*	4 *7%*	55 *15%*	2 *15%*	3 *19%*	203 *17%*
Strongly disagree	484 **41%abcgo**	82 **35%b**	12 *25%*	2 *30%*	388 **44%abce**	96 **33%b**	19 *28%*	57 *27%*	100 **46%g**	147 **47%ig**	326 **44%g**	180 **41%g**	196 *39%*	162 **44%o**	41 *37%*	17 *29%*	293 *44%*	155 *40%*	16 *32%*	12 *25%*	147 *40%*	2 *19%*	8 *45%*	420 *34%*
Don't know	89 **8%ian**	11 *5%*	3 *6%*	1 *7%*	74 *8%*	15 *5%*	3 *5%*	20 *9%*	15 *7%*	24 *8%*	54 *7%*	30 *7%*	45 **9%n**	30 *8%*	3 *3%*	4 *6%*	55 *8%*	30 *8%*	1 *2%*	3 *7%*	25 *7%*	3 *26%*	1 *4%*	76 *6%*
Agree	287 **24%djp**	74 **31%zd**	19 **42%zade**	3 **40%zade**	190 ***22%***	97 **33%d**	31 ***46%***	73 **35%zijk**	57 ***26%***	58 ***19%***	156 ***21%***	99 ***23%***	117 ***23%***	83 ***22%***	36 **32%z**	17 ***28%***	118 ***18%***	114 **29%zp**	16 **32%p**	29 ***59%***	116 **31%zp**	3 ***33%***	3 ***18%***	396 ***32%***
Disagree	669 **57%abc**	128 **54%bce**	19 ***40%***	3 ***43%***	519 **59%bce**	150 **52%bc**	31 ***45%***	103 ***50%***	133 ***61%***	189 ***61%***	432 ***58%***	243 ***56%***	278 ***55%***	223 ***60%***	61 ***55%***	32 ***55%***	402 ***61%***	211 ***55%***	25 ***50%***	16 ***33%***	202 ***55%***	3 ***34%***	11 ***64%***	623 ***51%***
Net agree	-382 ***-33%***	-54 ***-23%***	1 **2%c**	* ***-2%***	-329 ***-37%***	-53 ***-18%***	* ***1%***	-30 ***-14%***	-76 ***-35%***	-131 ***-43%***	-276 ***-37%***	-144 ***-33%***	-161 ***-32%***	-140 ***-38%***	-26 ***-23%***	-16 ***-26%***	-284 ***-43%***	-98 ***-25%***	-9 ***-17%***	13 ***27%***	-86 ***-23%***	* ***-1%***	-8 ***-46%***	-227 ***-19%***

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Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 353

D11e. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

I consider grant funding when thinking about my future financing needs

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1225	211	174	212	383	245	657	177	594	501	95	134	362	494	321	84	329	812	470	751	49	246	421	133	167	167	721	1225
Weighted Total	1171	101*	183*	223*	406	258	660	154*	443	548	131*	127*	322	516	286	116*	358	698	334	837	69*	353	264	114*	155*	204*	532	1225
Effective Base	580	85	83	97	206	126	320	78	241	262	58	65	165	247	145	51	172	359	188	395	31	159	160	57	76	94	289	1225
Strongly agree	135 **12%su**	15 **15%b** *5%*	10 *9%*	20 *10%*	39 *10%*	52 **20%zbcd**	79 *12%*	17 *11%*	46 *10%*	58 *11%*	23 *18%*	20 *16%*	36 *11%*	52 *10%*	40 *14%*	9 *7%*	36 *10%*	90 *13%*	72 **22%zs** *8%*	63 *8%*	15 **22%s**	22 *6%*	57 **22%zuwyA** *8%*	9 *12%*	18 *9%*	18 **16%zu** *16%*	85 *16%*	192 *16%*
Slightly agree	152 **13%su**	16 *16%*	22 *12%*	36 *16%*	41 *10%*	37 *14%*	86 *13%*	21 *14%*	84 **19%zij**	56 *10%*	11 *8%*	15 *12%*	50 *16%*	60 *12%*	38 *13%*	17 *15%*	53 *15%*	81 *12%*	60 **18%zs**	92 *11%*	12 *17%*	29 *8%*	48 **18%zuy**	19 *17%*	29 **19%u**	18 *9%*	97 **18%zuy**	204 *17%*
Neither agree nor disagree	126 **11%rv**	12 *12%*	24 *13%*	25 *11%*	47 *12%*	17 *7%*	77 *12%*	13 *8%*	52 *12%*	54 *10%*	9 *7%*	9 *7%*	32 *10%*	56 *11%*	30 *10%*	11 *10%*	39 *11%*	76 *11%*	18 *5%*	106 **13%zr**	1 *1%*	37 *10%*	18 *7%*	16 *14%*	24 **16%w**	18 *9%*	58 **11%w**	130 *11%*
Slightly disagree	185 **16%e**	21 **21%ce**	42 **23%ce**	23 *10%*	74 **18%e**	25 *10%*	109 *17%*	21 *14%*	76 *17%*	92 *17%*	14 *11%*	23 *18%*	51 *16%*	86 *17%*	41 *14%*	14 *12%*	58 *16%*	113 *16%*	59 *18%*	126 *15%*	11 *16%*	46 *13%*	48 *18%*	20 *17%*	23 *15%*	34 *16%*	91 *17%*	203 *17%*
Strongly disagree	484 **41%rvA**	33 *33%*	70 *38%*	99 *44%*	178 *44%*	103 *40%*	277 *42%*	68 *44%*	163 *37%*	238 *43%*	60 *46%*	57 *45%*	131 *41%*	217 *42%*	117 *41%*	45 *39%*	140 *39%*	299 *43%*	116 *35%*	368 **44%r**	27 *39%*	186 **53%zvwxA**	89 *34%*	41 *36%*	49 *32%*	90 *44%*	179 *34%*	420 *34%*
Don't know	89 **8%hqrvA**	3 *3%*	14 *8%*	20 *9%*	28 *7%*	24 *9%*	32 *5%*	14 *9%*	22 *5%*	50 *9%*	14 *10%*	3 *2%*	23 *7%*	45 *9%*	20 *7%*	20 **17%zq**	31 *9%*	39 *6%*	9 *3%*	80 **10%zr**	4 *6%*	32 **9%w**	5 *2%*	8 *7%*	11 *7%*	26 **13%wA**	24 **5%w**	76 *6%*
Agree	287 **24%dsu**	31 **31%bd** ***18%***	32 ***18%***	55 ***25%***	80 ***20%***	89 **34%zbd** ***25%***	165 ***25%***	38 ***25%***	130 **29%zi** ***21%***	114 ***21%***	34 ***26%***	35 ***27%***	86 ***27%***	112 ***22%***	78 ***27%***	26 ***22%***	90 ***25%***	171 ***25%***	132 **39%zs** ***16%***	155 ***18%***	27 **38%s** ***15%***	51 ***15%***	105 **40%zuwyA** ***25%***	29 ***25%***	48 **31%uy** ***16%***	37 ***16%***	181 **34%zuy** ***32%***	396 ***32%***
Disagree	669 **57%xA** ***54%***	54 ***54%***	112 ***61%***	122 ***55%***	251 **62%e** ***50%***	129 ***50%***	386 ***58%***	89 ***58%***	239 ***54%***	330 ***60%***	74 ***56%***	80 ***63%***	182 ***56%***	303 ***59%***	158 ***55%***	59 ***51%***	198 ***55%***	411 ***59%***	175 ***52%***	494 ***59%***	38 ***55%***	232 **66%zvxA** ***52%***	137 ***52%***	61 ***54%***	72 ***46%***	123 ***60%***	269 ***51%***	623 ***51%***
Net agree	-382 ***-33%***	-23 ***-23%***	-80 ***-44%***	-67 ***-30%***	-172 ***-42%***	-40 ***-16%***	-220 ***-33%***	-50 ***-33%***	-109 ***-25%***	-216 ***-39%***	-40 ***-30%***	-45 ***-36%***	-96 ***-30%***	-191 ***-37%***	-80 ***-28%***	-34 ***-29%***	-109 ***-30%***	-240 ***-34%***	-43 ***-13%***	-339 ***-41%***	-12 ***-17%***	-181 ***-51%***	-31 ***-12%***	-32 ***-28%***	-24 ***-16%***	-87 ***-43%***	-88 ***-17%***	-227 ***-19%***

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*** small base**

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Table 354

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I consider grant funding when thinking about my future financing needs

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1225	584	637	73	330	225	380	87	562	624	63	308	13	202	372	84	905	164	363	324	273	428	317	323	354	851	1225
Weighted Total	1171	418	418	38**	237	107*	181	27**	400	397	30**	224	5**	87*	174	25**	803	197*	308	203	206	307	214	213	254	898	1225
Effective Base	580	229	237	24	131	76	120	28	221	230	18	123	3	68	116	26	406	93	160	118	112	169	118	121	139	433	1225
Strongly agree	135 *12%*	49 *12%*	79 **19%zad**	7 *18%*	29 *12%*	51 **48%zabdf**	30 *17%*	10 *39%*	48 *12%*	73 **18%zhk**	7 *23%*	27 *12%*	3 *70%*	42 **49%zhikn**	30 **17%z**	10 *41%*	96 *12%*	16 *8%*	35 *11%*	47 **23%zr**	16 *8%*	63 **21%zt**	28 *13%*	28 *13%*	34 *13%*	98 *11%*	192 *16%*
Slightly agree	152 *13%*	72 **17%z**	75 **18%z**	10 *27%*	45 **19%z**	17 *16%*	30 *17%*	4 *15%*	70 **17%z**	70 **18%z**	7 *25%*	45 **20%z**	1 *18%*	15 *17%*	28 *16%*	3 *14%*	108 *13%*	18 *9%*	49 *16%*	43 **21%z**	32 *16%*	60 **20%z**	34 *16%*	39 *18%*	42 *16%*	109 *12%*	204 *17%*
Neither agree nor disagree	126 *11%*	49 *12%*	52 *12%*	9 *23%*	37 **16%za**	9 *8%*	22 *12%*	1 *3%*	48 *12%*	45 *11%*	8 *27%*	36 **16%zh**	- -	6 *7%*	19 *11%*	1 *4%*	93 *12%*	16 *8%*	41 *13%*	14 *7%*	24 *12%*	25 *8%*	17 *8%*	15 *7%*	21 *8%*	99 *11%*	130 *11%*
Slightly disagree	185 **16%q**	84 **20%z**	67 *16%*	6 *15%*	40 *17%*	13 *12%*	31 *17%*	4 *13%*	77 *19%*	64 *16%*	5 *15%*	34 *15%*	* *4%*	12 *14%*	30 *17%*	3 *12%*	135 *17%*	18 *9%*	47 *15%*	40 *20%*	42 *20%*	49 *16%*	28 *13%*	28 *13%*	34 *13%*	146 *16%*	203 *17%*
Strongly disagree	484 **41%abdefhikmnsu**	148 **35%e**	128 **31%e**	6 *15%*	77 **33%e**	15 *14%*	56 **31%e**	7 *28%*	141 **35%m**	128 **32%m**	3 *9%*	74 **33%m**	* *8%*	10 *11%*	58 **32%m**	7 *27%*	323 *40%*	109 **55%zp**	125 **41%s**	49 *24%*	83 *40%*	95 *31%*	99 *46%*	94 *44%*	115 *45%*	365 *41%*	420 *34%*
Don't know	89 **8%abdehimprvx**	17 *4%*	17 *4%*	1 *3%*	8 *4%*	1 *1%*	11 **6%e**	1 *2%*	16 *4%*	17 *4%*	* *2%*	8 *4%*	- -	1 *2%*	11 *7%*	1 *2%*	48 *6%*	20 *10%*	11 *4%*	10 *5%*	9 *4%*	14 *5%*	7 *3%*	10 *5%*	10 *4%*	79 **9%w**	76 *6%*
Agree	**287** ***24%***	**121** ***29%***	**154** **37%za**	**17** ***45%***	**74** **31%z**	**69** **64%zabdf**	**60** **33%z**	**14** ***54%***	**118** **29%z**	**143** **36%zh**	**14** ***48%***	**71** **32%z**	**4** ***88%***	**57** **66%zhikn**	**58** **33%z**	**14** ***55%***	**204** ***25%***	**34** ***17%***	**84** ***27%***	**90** **44%zr**	**48** ***24%***	**123** **40%zt**	**63** ***29%***	**67** ***31%***	**76** ***30%***	**207** ***23%***	**396** ***32%***
Disagree	**669** **57%bdefikmsu**	**231** **55%bde**	**195** **47%e**	**12** ***30%***	**117** **49%e**	**28** ***26%***	**88** **48%e**	**11** ***41%***	**217** **54%ikm**	**192** **48%m**	**7** ***24%***	**108** **48%m**	**1** ***12%***	**22** ***25%***	**86** **49%m**	**10** ***39%***	**458** ***57%***	**127** ***64%***	**172** **56%s**	**89** ***44%***	**124** **60%u**	**144** ***47%***	**127** ***59%***	**122** ***57%***	**148** ***58%***	**511** ***57%***	**623** ***51%***
Net agree	**-382** *-33%*	**-111** *-26%*	**-41** *-10%*	**6** *15%*	**-42** *-18%*	**41** **38%bf**	**-27** *-15%*	**3** *13%*	**-100** *-25%*	**-48** *-12%*	**7** *24%*	**-37** *-16%*	**3** *77%*	**36** **41%n**	**-28** *-16%*	**4** *16%*	**-254** *-32%*	**-93** *-47%*	**-89** *-29%*	**1** *	**-76** *-37%*	**-21** *-7%*	**-64** *-30%*	**-55** *-26%*	**-73** *-29%*	**-304** *-34%*	**-227** *-19%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 355

D11e. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

I consider grant funding when thinking about my future financing needs

Base : All aware of grant funding or obtained grant funding in the last 10 years

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1225	442	389	580	627	232	58	96	112	508	600	1225
Weighted Total	1171	362	285	482	673	250	43**	74*	145*	336	688	1225
Effective Base	580	191	159	252	321	124	26	38	70	191	322	1225
Strongly agree	135	69	44	83	51	26	4	32	27	29	79	192
	12%d	**19%zd**	**15%d**	**17%zd**	*8%*	*11%*	*9%*	**43%ze**	**18%i**	*9%*	*11%*	*16%*
Slightly agree	152	45	33	58	92	28	10	9	35	56	61	204
	13%j	*13%*	*12%*	*12%*	*14%*	*11%*	*23%*	*12%*	**24%zj**	**17%j**	*9%*	*17%*
Neither agree nor disagree	126	30	34	48	73	28	3	8	7	46	73	130
	11%	*8%*	*12%*	*10%*	*11%*	*11%*	*6%*	*11%*	*5%*	**14%h**	*11%*	*11%*
Slightly disagree	185	66	57	88	97	48	8	10	34	52	98	203
	16%	*18%*	*20%*	*18%*	*14%*	*19%*	*18%*	*13%*	*24%*	*16%*	*14%*	*17%*
Strongly disagree	484	131	103	177	303	104	17	13	35	135	313	420
	41%cph	*36%*	*36%*	*37%*	**45%zc**	**42%g**	*39%*	*18%*	*24%*	**40%h**	**45%zh**	*34%*
Don't know	89	20	14	29	57	16	2	2	7	18	64	76
	8%	*6%*	*5%*	*6%*	*8%*	*6%*	*4%*	*3%*	*5%*	*5%*	*9%*	*6%*
Agree	**287**	**114**	**76**	**141**	**143**	**55**	**14**	**41**	**62**	**86**	**139**	**396**
	24%dj	**32%zd**	***27%***	**29%zd**	***21%***	***22%***	***32%***	**55%ze**	**42%zij**	***25%***	***20%***	***32%***
Disagree	**669**	**198**	**160**	**265**	**399**	**152**	**25**	**23**	**70**	**187**	**411**	**623**
	57%g	***55%***	***56%***	***55%***	***59%***	**61%g**	***57%***	***31%***	***48%***	***56%***	***60%***	***51%***
Net agree	**-382**	**-83**	**-84**	**-124**	**-256**	**-98**	**-11**	**18**	**-8**	**-101**	**-272**	**-227**
	-33%	***-23%***	***-29%***	***-26%***	***-38%***	***-39%***	***-25%***	***24%***	***-6%***	***-30%***	***-39%***	***-19%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 356

D11. Summary. I am now going to read out some statements about grant funding in general. For each one, please tell me the extent to which you agree or disagree.

Base : All aware of grant funding or obtained grant funding in the last 10 years

	Grant funding is more time consuming to obtain than traditional bank finance (e.g. bank loan, overdraft)	Grant funding is easier to obtain than traditional bank finance (e.g. bank loan, overdraft)	I do not consider grant funding for the business because I am unlikely to obtain it	I am confident I know where to obtain information on grants and specific providers available	I consider grant funding when thinking about my future financing needs
Unweighted Total	1225	1225	1225	1225	1225
Weighted Total	1171	1171	1171	1171	1171
Effective Base	580	580	580	580	580
Strongly agree	341	64	351	281	135
	29%	*6%*	*30%*	*24%*	*12%*
Slightly agree	237	72	133	304	152
	20%	*6%*	*11%*	*26%*	*13%*
Neither agree nor disagree	172	225	167	94	126
	15%	*19%*	*14%*	*8%*	*11%*
Slightly disagree	59	203	130	172	185
	5%	*17%*	*11%*	*15%*	*16%*
Strongly disagree	20	221	237	238	484
	2%	*19%*	*20%*	*20%*	*41%*
Don't know	343	386	153	84	89
	29%	*33%*	*13%*	*7%*	*8%*
Agree	**577**	**137**	**484**	**584**	**287**
	49%	***12%***	***41%***	***50%***	***24%***
Disagree	**79**	**424**	**367**	**410**	**669**
	7%	***36%***	***31%***	***35%***	***57%***
Net agree	**498**	**-287**	**117**	**174**	**-382**
	43%	***-25%***	***10%***	***15%***	***-33%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)

Business Finance Survey 2016
(FINAL)

Table 357

D11B. Now I want to ask you about external finance as a whole. How useful, if at all, would it be to your business to receive information about the various forms of finance available to businesses and where to find them? Would it be

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Very useful	290 **19%jkp**	71 **24%zd**	13 **23%zd**	2 *18%*	204 *17%*	86 **23%d**	28 **31%zijk**	85 **34%zhijk**	50 *17%*	74 *17%*	154 *16%*	81 *14%*	115 *17%*	92 *19%*	45 **30%zlm**	20 **26%zl**	138 *15%*	116 **24%zp**	14 *22%*	10 *16%*	116 **25%zp**	4 *31%*	4 *19%*	317 *21%*
Fairly useful	420 **27%j**	96 **32%zd**	20 **35%zd**	3 **34%zd**	300 *26%*	119 **32%d**	31 *34%*	75 *30%*	96 **34%jk**	112 *26%*	247 *25%*	135 *24%*	172 *26%*	135 *28%*	49 *33%*	26 *33%*	234 *26%*	147 *30%*	18 *29%*	13 *22%*	136 *29%*	5 *35%*	10 **47%zpqst**	477 *31%*
Not very useful	273 *18%*	56 *18%*	10 *17%*	2 **24%ze**	205 *18%*	68 *18%*	13 *14%*	40 *16%*	49 *17%*	83 *19%*	184 *19%*	101 *18%*	122 *18%*	96 *20%*	19 *13%*	11 *14%*	152 *17%*	92 *19%*	12 *19%*	13 *21%*	86 *18%*	2 *12%*	3 *16%*	290 *19%*
Not at all useful	510 **33%abcfgnoqt**	68 *23%*	11 *20%*	2 *20%*	429 **37%zabce**	81 *22%*	15 *17%*	46 *18%*	77 *27%*	151 **35%fg**	384 **39%zfgh**	233 **41%zfgh**	239 **36%no**	137 *29%*	33 *22%*	18 *23%*	345 **39%zqtv**	119 *24%*	16 *27%*	22 *37%*	120 *26%*	2 *17%*	4 *17%*	396 *26%*
It depends	21 *1%*	6 **2%z**	1 *2%*	* *2%*	13 *1%*	7 *2%*	1 *1%*	1 *	8 *3%*	2 *1%*	12 *1%*	9 *2%*	4 *1%*	11 *2%*	1 *1%*	1 *2%*	10 *1%*	7 *1%*	2 *3%*	2 *4%*	6 *1%*	* *2%*	* *	28 *2%*
Don't know	21 *1%*	5 *2%*	1 *2%*	* *2%*	15 *1%*	7 *2%*	3 *3%*	6 *2%*	5 *2%*	4 *1%*	11 *1%*	7 *1%*	10 *2%*	3 *1%*	1 *1%*	2 *2%*	13 *1%*	8 *2%*	* *	* *	6 *1%*	1 *4%*	- -	26 *2%*
Refused	* *	- -	- -	* **1%zabde**	- -	* *	- -	- -	- -	- -	* *	* *	- -	- -	- -	* *	- -	* *	- -	- -	- -	* *	- -	1 *
Useful	710 **46%dijkp**	167 **55%zd**	33 **59%zd**	5 ***52%***	504 ***43%***	206 **56%d**	60 **65%zijk**	160 **63%zijk**	146 **51%jk**	186 ***44%***	402 ***41%***	216 ***38%***	287 ***43%***	227 ***48%***	93 **63%zlm**	47 **59%zlm**	371 ***42%***	263 **54%zp**	32 ***51%***	23 ***38%***	251 **54%zp**	9 ***65%***	13 **66%zps**	794 ***52%***
Not useful	783 **51%abcfgnoqtv**	124 ***41%***	21 ***37%***	4 ***43%***	634 **54%zabce**	149 ***40%***	28 ***31%***	86 ***34%***	126 ***44%***	234 **55%fg**	568 **57%zfgh**	334 **59%zfgh**	360 **54%no**	233 **49%no**	52 ***35%***	29 ***37%***	497 **56%zqtv**	210 ***43%***	28 ***46%***	35 ***57%***	205 ***44%***	4 ***28%***	7 ***34%***	686 ***45%***
Net useful	-73 *-5%*	44 *14%*	12 **22%ace**	1 *9%*	-130 *-11%*	57 **15%c**	32 **35%h**	74 **29%hi**	20 *7%*	-48 *-11%*	-166 *-17%*	-117 *-21%*	-73 *-11%*	-6 *-1%*	41 **28%m**	17 **22%m**	-126 *-14%*	52 **11%s**	4 *6%*	-12 *-19%*	46 **10%s**	5 ***37%***	7 **33%qrt**	108 *7%*

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 358

D11B. Now I want to ask you about external finance as a whole. How useful, if at all, would it be to your business to receive information about the various forms of finance available to businesses and where to find them? Would it be

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Very useful	290	15	52	65	86	71	199	30	147	99	27	56	121	91	67	61	94	135	138	149	40	38	98	53	38	52	190	317
	19%mnsu	12%	19%	22%	17%	21%	23%z	15%	26%zij	14%	15%	36%zhij	30%zmn	13%	18%	18%	20%	18%	32%zs	14%	44%zs	8%	29%zuy	37%zuxy	19%u	18%u	28%zuxy	21%
Fairly useful	420	33	74	92	126	94	246	64	172	181	53	48	119	184	106	76	129	214	144	276	27	103	117	38	73	59	228	477
	27%su	27%	27%	32%	25%	28%	29%	32%	30%	25%	29%	31%	29%	27%	29%	22%	28%	29%	33%zs	25%	30%	22%	34%zuy	27%	37%zuy	21%	33%zuy	31%
Not very useful	273	32	53	34	96	57	147	40	98	138	27	20	67	137	58	41	83	149	64	208	4	85	60	26	43	33	129	290
	18%cnty	26%zc	19%	12%	19%	17%	17%	20%	17%	19%	15%	13%	16%	20%	16%	12%	18%	20%o	15%t	19%t	5%	18%	18%	18%	22%y	12%	19%	19%
Not at all useful	510	39	87	97	183	105	248	61	125	285	71	24	93	264	129	149	135	226	76	435	17	229	58	24	41	126	123	396
	33%fhklrtvw xA	31%	32%	33%	36%	31%	29%	31%	22%	40%zhk	39%hk	15%	23%	38%zl	35%l	44%zpq	29%	31%	18%	40%zrt	19%	49%zvwxA	17%	17%	21%	45%zvwxA	18%	26%
It depends	21	4	3	3	8	3	11	1	13	6	1	1	8	7	5	3	6	11	6	14	1	1	6	1	1	8	8	28
	1%	3%	1%	1%	2%	1%	1%	1%	2%	1%	1%	*	2%	1%	1%	1%	1%	2%	1%	1%	1%	*	2%	1%	*	*	3%u	1%	2%
Don't know	21	1	4	*	8	9	4	2	8	12	1	7	2	8	5	9	10	2	3	18	1	11	2	*	*	3	4	26
	1%lqA	1%	1%	*	2%	3%	*	1%	1%	2%	*	4%zh	1%	1%	1%	3%q	2%q	*	1%	2%	1%	2%	1%	*	1%	1%	1%	2%
Refused	*	-	*	-	-	-	-	-	-	*	-	-	-	*	-	-	-	*	*	-	-	-	*	-	-	-	*	1
	*	-	*	-	-	-	-	-	-	*	-	-	-	*	-	-	-	*	*	-	-	-	*	-	-	-	*	*
Useful	710	49	126	157	212	165	445	94	319	281	80	103	240	275	173	137	223	349	282	425	67	141	215	92	111	111	418	794
	46%mnsu	39%	46%	54%ad	42%	49%	52%z	48%	57%zi	39%	44%	67%zhij	59%zmn	40%	47%	40%	49%	47%	65%zs	39%	74%zs	30%	63%zuy	64%zuy	57%zuy	39%	61%zuy	52%
Not useful	783	71	139	131	279	163	395	101	223	423	98	43	160	402	186	190	217	376	140	643	21	314	119	51	84	159	253	686
	51%fhklrtvw A	57%	51%	45%	55%	48%	46%	51%	40%k	59%zhk	55%hk	28%	39%	58%zl	50%l	56%	48%	51%	32%	58%zrt	24%	67%zvwxyA	35%	35%	43%	57%wxA	37%	45%
Net useful	-73	-22	-13	26	-66	2	50	-7	96	-142	-19	60	80	-127	-14	-53	6	-26	142	-218	45	-173	97	41	27	-48	165	108
	-5%	-18%	-5%	9%abe	-13%	1%	6%g	-3%	17%zj	-20%	-10%	39%hj	20%zn	-18%	-4%	-16%	1%	-4%	33%z	-20%	50%r	-37%	28%zxyA	29%x	14%	-17%	24%xy	7%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D11B. Now I want to ask you about external finance as a whole. How useful, if at all, would it be to your business to receive information about the various forms of finance available to businesses and where to find them? Would it be

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Very useful	290 19%p	143 26%z	141 28%z	15 32%	97 31%za	31 27%z	63 29%z	14 45%zabef	134 26%z	131 27%z	8 22%	86 30%z	1 17%	20 23%	58 28%z	14 46%zhiklmn	167 17%	73 25%p	120 29%z	67 28%z	89 30%z	97 26%z	51 19%	67 25%zv	74 23%v	210 18%	317 21%
Fairly useful	420 27%	188 35%z	182 35%z	14 31%	112 36%z	39 35%	78 35%z	9 28%	178 35%z	170 35%z	13 35%	104 36%z	* 7%	35 40%z	74 35%z	8 28%	283 29%	66 23%	118 29%	97 40%zr	98 33%	121 33%z	71 27%	74 27%	81 26%	332 28%	477 31%
Not very useful	273 18%	101 19%d	88 17%	9 20%	46 15%	16 14%	33 15%	3 9%	100 19%o	87 18%	9 24%	46 16%	1 19%	11 13%	33 16%	2 6%	178 18%	47 16%	91 22%	35 15%	48 16%	75 21%	53 20%	51 19%	64 20%	208 18%	290 19%
Not at all useful	510 33%abdefghik mnrstuwx	100 19%	88 17%	7 16%	51 17%	21 19%	41 19%	6 18%	95 18%	85 18%	7 19%	49 17%	3 57%	18 21%	41 20%	6 19%	340 34%	100 34%	78 19%	39 16%	51 18%	69 19%	76 29%x	69 25%	81 26%	414 35%wx	396 26%
It depends	21 1%	6 1%	8 2%	* *	2 1%	1 1%	5 2%	* *	5 1%	8 2%	* *	1 *	- -	1 1%	5 2%	* *	14 1%	- -	5 1%	2 1%	4 1%	3 1%	7 3%w	3 1%	7 2%w	13 1%	28 2%
Don't know	21 1%y	4 1%	6 1%	1 1%	1 *	4 4%abdf	1 *	- -	4 1%	4 1%	- -	1 *	- -	2 2%	1 *	- -	9 1%	6 2%	1 *	2 1%	2 1%	2 *	7 3%	8 3%	8 2%	11 1%	26 2%
Refused	* *	* *	* *	- -	* *	- -	* *	- -	* *	* *	- -	* *	- -	- -	* *	- -	* *	- -	- -	* *	* *	- -	- -	- -	- -	* *	1 *
Useful	710 46%	331 61%z	323 63%z	29 63%	209 68%za	70 62%z	141 64%z	23 73%z	312 61%z	301 62%z	22 57%	190 66%zh	1 24%	55 64%z	132 62%z	22 74%z	450 45%	139 48%	237 58%z	164 68%z	187 64%z	217 59%z	122 46%	140 52%wx	154 49%	543 46%	794 52%
Not useful	783 51%abdefghik mnorstu	202 37%d	176 34%	17 36%	97 32%	37 33%	74 34%	8 27%	195 38%	173 36%	16 43%	95 33%	3 76%	29 33%	74 35%	7 25%	519 52%	147 50%	168 41%	74 31%	99 34%	144 39%	129 49%	120 44%	146 46%	622 52%	686 45%
Net useful	-73 -5%	129 24%z	147 29%za	12 27%	111 36%zab	32 29%	66 30%	15 46%abef	117 23%z	128 26%z	5 14%	95 33%zhi	-2 -52%	26 31%	58 27%	14 49%hin	-68 -7%	-8 -3%	69 17%	89 37%zr	87 30%zu	74 20%z	-7 -3%	20 7%wx	9 3%w	-80 -7%	108 7%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 360

D11B. Now I want to ask you about external finance as a whole. How useful, if at all, would it be to your business to receive information about the various forms of finance available to businesses and where to find them? Would it be

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Very useful	290 **19%dej**	117 **25%zd**	80 **23%d**	150 **25%zd**	139 *15%*	44 *13%*	13 *20%*	21 *25%*	65 **35%zij**	99 **23%zj**	126 *14%*	317 *21%*
Fairly useful	420 *27%*	142 *31%*	123 **35%zd**	186 *31%*	227 *25%*	79 *24%*	27 **40%e**	27 *32%*	56 *30%*	130 *31%*	231 *25%*	477 *31%*
Not very useful	273 **18%a**	64 *14%*	65 **19%a**	93 *16%*	178 *19%*	73 **22%g**	7 *10%*	6 *7%*	25 *14%*	80 *19%*	167 *18%*	290 *19%*
Not at all useful	510 **33%abchi**	120 *26%*	74 *21%*	149 **25%b**	352 **38%zabc**	126 *38%*	15 *23%*	29 *34%*	33 *18%*	98 *23%*	377 **41%zhi**	396 *26%*
It depends	21 *1%*	6 *1%*	3 *1%*	8 *1%*	13 *1%*	2 *1%*	3 **5%e**	* *1%*	1 *	13 **3%zj**	7 *1%*	28 *2%*
Don't know	21 **1%d**	12 **3%d**	5 *1%*	12 *2%*	7 *1%*	6 *2%*	2 *3%*	1 *1%*	5 *3%*	3 *1%*	13 *1%*	26 *2%*
Refused	* *	- -	- -	- -	* *	- -	- -	- -	- -	- -	* *	1 *
Useful	**710** **46%dej**	**259** **56%zd**	**203** **58%zd**	**336** **56%zd**	**366** **40%**	**123** ***37%***	**40** **60%e**	**48** **57%e**	**121** **66%zj**	**229** **54%zj**	**357** ***39%***	**794** ***52%***
Not useful	**783** **51%abcfhi**	**183** ***40%***	**140** ***40%***	**243** ***41%***	**530** **58%zabc**	**199** **60%zfg**	**22** ***32%***	**35** ***42%***	**58** ***31%***	**178** ***42%***	**544** **59%zhi**	**686** ***45%***
Net useful	**-73** ***-5%***	**76** **16%z**	**64** ***18%***	**93** **16%z**	**-164** ***-18%***	**-76** ***-23%***	**18** ***27%***	**13** ***16%***	**64** **34%ij**	**51** ***12%***	**-187** ***-20%***	**108** ***7%***

Participant Type : Micro, small and medium sized businesses
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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D12. Can you tell me if you needed external finance in the future, how likely is it that you will seek external advice?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Very likely	339 **22%c**	77 ***25%cz***	14 ***25%c***	1 *15%*	246 *21%*	92 ***25%c***	17 *19%*	58 *23%*	62 *22%*	83 *20%*	218 *22%*	135 *24%*	126 *19%*	127 **27%zl**	38 *26%*	19 *23%*	175 *20%*	133 **27%zpv**	13 *22%*	10 *17%*	130 **28%zpv**	2 *15%*	2 *9%*	347 *23%*
Fairly likely	492 **32%jk**	107 ***35%z***	18 *32%*	3 *27%*	364 *31%*	128 ***35%c***	40 **44%jk**	100 **39%jk**	105 **37%k**	139 *33%*	288 *29%*	149 *26%*	208 *31%*	166 *35%*	49 *33%*	27 *34%*	287 *32%*	156 *32%*	22 *36%*	14 *23%*	155 *33%*	2 *14%*	8 *41%*	504 *33%*
Neither likely nor unlikely	97 *6%*	19 *6%*	3 *6%*	1 **13%zabde**	73 *6%*	24 *6%*	9 *10%*	23 *9%*	18 *6%*	23 *5%*	56 *6%*	32 *6%*	45 *7%*	25 *5%*	12 *8%*	3 *4%*	53 *6%*	35 *7%*	5 *8%*	* *	37 *8%*	* *3%*	2 *8%*	106 *7%*
Fairly unlikely	283 **18%a**	49 *16%*	12 ***21%e***	3 **28%zade**	220 *19%*	63 *17%*	13 *15%*	43 *17%*	50 *18%*	77 *18%*	187 *19%*	110 *19%*	148 **22%zm**	69 *15%*	26 *18%*	18 **22%m**	163 *18%*	86 *18%*	13 *21%*	16 *26%*	77 *16%*	6 *40%*	4 *20%*	298 *19%*
Very unlikely	283 **18%abcfgnoqt**	39 *13%*	7 *12%*	1 *13%*	237 **20%abce**	47 *13%*	4 *4%*	17 *7%*	48 **17%fg**	98 **23%fg**	219 **22%zfg**	121 **21%fg**	123 *19%*	70 *15%*	17 *11%*	10 *12%*	193 **22%zqt**	62 *13%*	7 *12%*	19 **31%qrt**	56 *12%*	4 *27%*	3 *14%*	227 *15%*
It depends on the type of finance	17 *1%*	6 ***2%z***	1 ***2%z***	* **3%zd**	10 *1%*	7 *2%*	4 **4%h**	7 *3%*	- -	4 *1%*	10 *1%*	6 *1%*	5 *1%*	7 *2%*	3 *2%*	1 *2%*	10 *1%*	4 *1%*	1 *1%*	1 *2%*	3 *1%*	- -	1 **4%t**	25 *2%*
Don't know	25 *2%*	6 *2%*	1 *2%*	* *1%*	17 *1%*	8 *2%*	4 *4%*	7 *3%*	2 *1%*	2 *1%*	15 *1%*	12 *2%*	8 *1%*	9 *2%*	3 *2%*	1 *2%*	10 *1%*	11 *2%*	1 *1%*	1 *1%*	11 *2%*	- -	1 **5%p**	28 *2%*
Likely	**831** **54%cj**	**184** **61%zcd**	**32** **57%c**	**4** ***43%***	**611** **52%c**	**220** **60%cd**	**59** ***63%***	**157** **62%jk**	**166** ***59%***	**222** ***52%***	**506** ***51%***	**284** ***50%***	**334** ***50%***	**293** **62%zl**	**87** ***59%***	**45** ***58%***	**462** ***52%***	**289** **59%zps**	**35** ***57%***	**24** ***39%***	**285** **61%zps**	**4** ***29%***	**10** ***50%***	**851** ***55%***
Unlikely	**566** **37%afgmnqt**	**87** ***29%***	**19** ***33%***	**4** **41%ae**	**456** **39%ae**	**110** ***30%***	**17** ***19%***	**59** ***23%***	**98** ***34%***	**175** **41%fg**	**406** **41%zfg**	**231** **41%fg**	**270** **41%mn**	**140** ***29%***	**43** ***29%***	**27** ***35%***	**356** **40%qt**	**148** ***30%***	**20** ***32%***	**35** **57%zpqrt**	**133** ***28%***	**9** ***67%***	**7** ***33%***	**525** ***34%***

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 362

D12. Can you tell me if you needed external finance in the future, how likely is it that you will seek external advice?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Very likely	339	22	64	83	108	62	215	40	143	143	27	47	93	158	69	69	96	174	93	243	19	92	74	28	22	95	124	347
	22%xA	*18%*	*23%*	29%e	*21%*	*18%*	25%z	*20%*	*25%*	*20%*	*15%*	30%ij	*23%*	*23%*	*19%*	*20%*	*21%*	*24%*	*22%*	*22%*	*21%*	*20%*	22%x	*19%*	*11%*	34%zuvwxA	18%x	*23%*
Fairly likely	492	39	93	95	164	101	271	62	226	193	61	44	174	185	119	88	159	245	155	336	35	141	120	59	71	72	250	504
	32%m	*31%*	*34%*	*33%*	*32%*	*30%*	*32%*	*32%*	40%zik	*27%*	*34%*	*29%*	42%zmn	*27%*	*32%*	*26%*	*35%*	*33%*	*36%*	*31%*	*39%*	*30%*	*35%*	41%y	*36%*	*26%*	37%zy	*33%*
Neither likely nor unlikely	97	9	13	15	39	21	59	9	24	53	7	6	23	47	21	18	34	45	33	64	13	38	20	12	16	7	48	106
	6%y	*7%*	*5%*	*5%*	*8%*	*6%*	*7%*	*5%*	*4%*	*7%*	*4%*	*4%*	*6%*	*7%*	*6%*	*5%*	*8%*	*6%*	*8%*	*6%*	14%zs	8%y	*6%*	*9%*	*8%*	*3%*	*7%*	*7%*
Fairly unlikely	283	36	37	41	95	73	173	31	88	153	38	22	54	140	80	71	67	144	88	194	9	80	79	30	41	36	150	298
	18%l	29%abcd	*14%*	*14%*	*19%*	*22%*	*20%*	*16%*	*16%*	*21%*	*21%*	*14%*	*13%*	20%l	22%l	*21%*	*15%*	*20%*	*20%*	*18%*	*10%*	*17%*	23%zy	*20%*	*13%*	*22%*	22%zy	*19%*
Very unlikely	283	18	60	53	82	72	118	54	64	164	44	25	53	150	72	81	87	115	46	238	10	106	36	14	41	63	90	227
	18%lhiqrvwA	*14%*	*22%*	*18%*	*16%*	*21%*	*14%*	27%zf	*11%*	23%zh	24%h	*16%*	*13%*	22%zl	*20%*	24%iq	*19%*	*16%*	*11%*	22%zr	*11%*	23%wwA	*10%*	*9%*	21%wwA	22%wwA	*13%*	*15%*
It depends on the type of finance	17	*	1	3	11	2	10	*	9	6	*	5	7	5	2	4	7	6	8	9	1	1	7	2	2	5	11	25
	1%	*	*	*1%*	*2%*	*1%*	*1%*	*	*2%*	*1%*	*2%*	*4%*	*2%*	*1%*	*	*1%*	*1%*	*1%*	*2%*	*1%*	*1%*	*	*2%*	*1%*	*1%*	*1%*	*2%*	*2%*
Don't know	25	1	5	2	8	9	10	1	9	10	3	6	6	6	6	9	6	10	8	16	3	10	5	-	2	4	8	28
	2%	*1%*	*2%*	*1%*	*2%*	*3%*	*1%*	*1%*	*2%*	*1%*	*2%*	*4%*	*1%*	*1%*	*2%*	*3%*	*1%*	*1%*	*2%*	*1%*	*3%*	*2%*	*2%*	-	*1%*	*1%*	*1%*	*2%*
Likely	831	61	157	178	272	162	485	102	369	336	88	91	267	344	188	157	255	419	249	579	54	233	195	87	93	167	375	851
	54%mo	*49%*	*58%*	61%e	*54%*	*48%*	*57%*	*52%*	65%zlj	*47%*	*49%*	59%l	65%zmn	*50%*	*51%*	*46%*	*56%*	57%o	*58%*	*53%*	*60%*	*50%*	*57%*	*60%*	*48%*	*59%*	*55%*	*55%*
Unlikely	566	54	97	94	177	145	291	85	152	317	81	47	107	290	152	152	154	259	134	432	19	186	115	43	82	99	240	525
	37%hlrt	*43%*	*36%*	*32%*	*35%*	*43%*	*34%*	*43%*	*27%*	44%zhk	45%h	*30%*	*26%*	42%zl	*41%l*	45%zpq	*34%*	*35%*	*31%*	39%zrt	*21%*	*40%*	*34%*	*30%*	*42%*	*35%*	*35%*	*34%*

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*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 363

D12. Can you tell me if you needed external finance in the future, how likely is it that you will seek external advice?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Very likely	339	87	115	11	60	23	50	9	85	114	11	57	1	19	49	8	193	81	66	52	43	77	75	88	90	248	347
	22%ahprt	16%	23%a	24%	20%	21%	22%a	28%a	17%	23%h	29%	20%	15%	22%	23%h	27%	19%	28%p	16%	22%	15%	21%	28%zy	33%zxy	29%zy	21%	23%
Fairly likely	492	205	185	13	113	40	82	11	195	174	10	102	*	37	76	10	327	83	163	80	119	130	95	92	107	374	504
	32%	38%z	36%	29%	36%	36%	37%	34%	38%z	36%	25%	36%	4%	42%	36%	33%	33%	28%	39%z	33%	41%z	35%	36%	34%	34%	31%	33%
Neither likely nor unlikely	97	43	35	4	17	9	18	1	38	32	2	16	*	8	17	1	64	19	27	21	23	22	14	13	16	78	106
	6%	8%	7%	9%	6%	8%	8%	3%	7%	7%	5%	6%	4%	10%	8%	3%	6%	6%	6%	9%	8%	6%	5%	5%	5%	7%	7%
Fairly unlikely	283	117	105	12	66	25	41	5	108	101	10	60	*	13	41	5	191	48	93	52	59	84	41	47	57	212	298
	18%	21%	21%	27%	21%	22%	19%	15%	21%	21%	27%	21%	6%	15%	19%	16%	19%	17%	23%	21%	20%	23%z	15%	17%	18%w	18%	19%
Very unlikely	283	77	59	4	43	8	25	6	77	57	4	42	3	8	25	6	204	54	57	30	39	43	35	25	40	242	227
	18%abefhimnr suwx	14%	12%	9%	14%	7%	11%	18%	15%	12%	11%	15%	70%	9%	12%	19%	21%z	18%	14%	12%	13%	12%	13%w	9%	13%w	20%zvwx	15%
It depends on the type of finance	17	8	6	1	6	1	4	*	8	6	1	6	-	1	4	*	11	3	4	4	5	6	1	2	2	15	25
	1%	2%	1%	2%	2%	1%	2%	1%	1%	1%	3%	2%	-	1%	2%	1%	1%	1%	1%	2%	2%	2%	*	1%	*	1%	2%
Don't know	25	5	7	-	4	5	2	*	5	3	-	4	-	*	2	*	3	4	3	3	3	4	4	4	4	20	28
	2%p	1%	1%	-	1%	4%zabf	1%	*	1%	1%	-	1%	-	*	1%	*	*	1%	1%	1%	1%	1%	2%	2%	1%	2%	2%
Likely	**831**	**292**	**300**	**25**	**173**	**64**	**131**	**20**	**280**	**288**	**21**	**160**	**1**	**56**	**124**	**18**	**520**	**165**	**229**	**132**	**162**	**207**	**170**	**180**	**196**	**622**	**851**
	54%	**54%**	**59%**	**53%**	**56%**	**57%**	**60%**	**63%**	**54%**	**59%z**	**54%**	**55%**	**19%**	**65%**	**59%**	**60%**	**52%**	**56%**	**56%**	**54%**	**55%**	**57%**	**64%zy**	**66%zxy**	**62%zy**	**52%**	**55%**
Unlikely	**566**	**194**	**165**	**17**	**109**	**33**	**66**	**10**	**185**	**157**	**14**	**102**	**3**	**21**	**65**	**10**	**395**	**102**	**150**	**81**	**98**	**128**	**75**	**71**	**97**	**454**	**525**
	37%bmvw	**36%**	**32%**	**36%**	**35%**	**30%**	**30%**	**33%**	**36%m**	**32%**	**37%**	**35%**	**77%**	**25%**	**31%**	**36%**	**40%z**	**35%**	**36%**	**34%**	**34%**	**35%**	**28%**	**26%**	**31%w**	**38%vw**	**34%**

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 364

D12. Can you tell me if you needed external finance in the future, how likely is it that you will seek external advice?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Very likely	339 *22%*	107 *23%*	80 *23%*	141 *24%*	197 *21%*	73 *22%*	21 *31%*	22 *26%*	37 *20%*	116 **27%zj**	185 *20%*	347 *23%*
Fairly likely	492 **32%dj**	164 *36%*	132 **38%d**	222 **37%zd**	263 *29%*	100 *30%*	21 *31%*	33 *40%*	82 **44%zj**	160 **38%zj**	250 *27%*	504 *33%*
Neither likely nor unlikely	97 *6%*	24 *5%*	31 **9%a**	40 **7%a**	56 *6%*	22 *7%*	* *	5 *6%*	16 *9%*	20 *5%*	60 *7%*	106 *7%*
Fairly unlikely	283 **18%l**	78 *17%*	58 *17%*	92 *15%*	188 *21%*	61 *19%*	21 **31%zg**	10 *12%*	31 *17%*	60 *14%*	189 **20%l**	298 *19%*
Very unlikely	283 **18%bcfhi**	72 **16%b**	38 *11%*	87 **15%b**	192 **21%zbc**	66 **20%l**	3 *4%*	11 *13%*	9 *5%*	59 **14%h**	215 **23%zhl**	227 *15%*
It depends on the type of finance	17 *1%*	7 *1%*	4 *1%*	7 *1%*	9 *1%*	* *	1 *1%*	2 **3%e**	4 *2%*	6 *1%*	7 *1%*	25 *2%*
Don't know	25 *2%*	8 *2%*	7 *2%*	9 *1%*	11 *1%*	7 *2%*	1 *2%*	- -	7 **4%i**	2 *1%*	15 *2%*	28 *2%*
Likely	**831** **54%dj**	**271** **59%d**	**212** **61%zd**	**363** **61%zd**	**459** ***50%***	**174** ***53%***	**42** ***62%***	**55** ***66%***	**118** **64%zj**	**276** **65%zj**	**436** ***47%***	**851** ***55%***
Unlikely	**566** **37%bchi**	**151** ***33%***	**96** ***27%***	**179** ***30%***	**380** **41%zabc**	**127** ***38%***	**24** ***35%***	**21** ***25%***	**40** ***21%***	**119** ***28%***	**404** **44%zhl**	**525** ***34%***

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

D13. Would you be willing to pay for independent advice to help you obtain this finance?

Base : All who would seek external advice for external finance

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	851	356	181	73	241	610	40	128	140	215	579	364	165	247	175	206	216	488	76	47	433	28	40	851
Weighted Total	831	184	32	4*	611	220	58**	157*	166*	222	506	284	334	293	87*	45*	462	289	35*	24**	285	4**	10**	851
Effective Base	411	343	175	71	237	463	26	75	79	109	256	147	137	145	79	88	185	200	41	15	193	14	12	851
Yes	357	84	15	2	256	101	21	58	60	110	238	127	140	120	43	21	204	130	18	3	120	2	7	381
	43%	**46%z**	*47%*	*44%*	*42%*	*46%*	*37%*	*37%*	*36%*	*50%*	**47%z**	*45%*	*42%*	*41%*	*49%*	*46%*	*44%*	**45%t**	*52%*	*11%*	*42%*	*41%*	*68%*	*45%*
No	315	58	12	1	243	72	20	61	68	79	186	107	131	116	34	15	171	104	11	15	110	1	2	302
	38%a	*32%*	*38%*	*34%*	**40%a**	*33%*	*35%*	*39%*	*41%*	*36%*	*37%*	*38%*	*39%*	*40%*	*39%*	*33%*	*37%*	*36%*	*30%*	*63%*	**38%q**	*31%*	*18%*	*35%*
It depends	147	40	4	1	103	45	12	33	33	32	80	47	63	56	10	8	83	52	6	3	54	1	1	154
	18%b	**22%ab**	*13%*	*19%*	*17%*	**20%b**	*21%*	*21%*	*20%*	*15%*	*16%*	*17%*	*19%*	*19%*	*11%*	*18%*	*18%*	*18%*	*18%*	*13%*	*19%*	*16%*	*8%*	*18%*
Don't know	11	2	1	*	8	3	4	4	5	*	2	2	-	1	*	1	5	3	*	3	1	*	1	14
	1%j	*1%*	*2%*	*3%*	*1%*	*1%*	*7%*	*3%*	**3%j**	*	*	*1%*	-	*	*	**2%j**	*1%*	*1%*	*1%*	*13%*	*1%*	*12%*	*7%*	*2%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

D13. Would you be willing to pay for independent advice to help you obtain this finance?

Base : All who would seek external advice for external finance

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	851	146	134	161	257	153	464	129	444	313	70	101	284	333	204	127	237	487	325	522	37	170	288	93	107	132	488	851
Weighted Total	831	61*	157*	178*	272	162*	485	102*	369	336	88*	91*	267	344	188*	157*	255	419	249	579	54**	233	195	87*	93*	167*	375	851
Effective Base	411	62	71	78	139	79	234	57	190	165	40	47	132	168	96	74	123	214	137	274	24	107	116	43	48	76	205	851
Yes	357	20	78	64	135	59	224	45	149	144	44	41	100	162	84	69	84	204	84	272	14	130	71	21	37	75	128	381
	43%prwA	*33%*	*50%*	*36%*	**50%zac**	*36%*	*46%*	*44%*	*40%*	*43%*	*50%*	*45%*	*37%*	*47%*	*45%*	*44%*	*33%*	**49%zp**	*34%*	**47%zr**	*25%*	**56%zvwA**	*36%*	*24%*	*40%*	**45%w**	*34%*	*45%*
No	315	30	63	74	81	68	173	42	144	128	29	34	116	120	63	70	111	134	116	199	24	54	92	49	42	59	183	302
	38%dcsu	**49%d**	*40%*	*41%*	*30%*	*42%*	*36%*	*41%*	*39%*	*38%*	*33%*	*37%*	*44%*	*35%*	*34%*	*45%*	**44%q**	*32%*	**47%zs**	*34%*	*44%*	*23%*	**47%zu**	**56%zuy**	**45%u**	*36%*	**49%zu**	*35%*
It depends	147	11	12	37	55	33	78	15	68	64	15	13	47	61	37	18	53	76	43	102	17	48	27	16	14	32	57	154
	18%b	*17%*	*7%*	**21%b**	**20%b**	**21%b**	*16%*	*15%*	*18%*	*19%*	*17%*	*14%*	*18%*	*18%*	*20%*	*12%*	*21%*	*18%*	*17%*	*18%*	*31%*	*21%*	*14%*	*19%*	*15%*	*19%*	*15%*	*18%*
Don't know	11	1	3	4	1	3	10	-	8	1	-	3	4	1	3	-	6	5	5	6	-	-	5	1	*	-	6	14
	1%	*1%*	*2%*	*2%*	*	*2%*	*2%*	-	*2%*	*	-	*4%*	*2%*	*	*2%*	-	*2%*	*1%*	*2%*	*1%*	-	-	*3%*	*1%*	*	-	*2%*	*2%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

D13. Would you be willing to pay for independent advice to help you obtain this finance?

Base : All who would seek external advice for external finance

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	851	393	426	47	223	131	246	59	381	416	42	208	4	120	239	55	581	146	259	205	194	284	215	227	240	596	851
Weighted Total	831	292	300	25**	173*	64*	131*	20**	280	288	21**	160*	1**	56*	124*	18**	520	165*	229	132*	162*	207	170*	180*	196	622	851
Effective Base	411	159	169	16	93	47	86	28	153	164	14	86	2	43	82	25	263	80	119	77	87	115	88	94	102	302	851
Yes	357 **43%abeilmrt**	106 *36%*	103 *34%*	8 *34%*	59 *34%*	15 *24%*	56 **43%be**	7 *38%*	104 *37%*	102 *35%*	8 *41%*	57 *36%*	* *15%*	14 *26%*	55 **44%im**	7 *40%*	215 *41%*	61 *37%*	68 *30%*	50 *38%*	54 *34%*	74 *36%*	79 *47%*	78 *43%*	85 *43%*	265 *43%*	381 *45%*
No	315 *38%*	127 *43%*	143 **48%cf**	6 *25%*	75 *43%*	38 **60%zadf**	49 *38%*	6 *32%*	121 *43%*	139 **48%zn**	3 *15%*	68 *43%*	1 *81%*	32 **58%ahn**	46 *37%*	6 *32%*	198 *38%*	70 *42%*	134 **59%zs**	46 *35%*	85 **52%z**	97 **47%z**	59 *34%*	66 *37%*	72 *37%*	238 *38%*	302 *35%*
It depends	147 **18%r**	51 *18%*	49 *16%*	9 *37%*	35 *20%*	10 *16%*	21 *16%*	5 *26%*	47 *17%*	43 *15%*	8 *40%*	31 *19%*	* *4%*	9 *16%*	19 *15%*	4 *23%*	100 *19%*	33 *20%*	25 *11%*	31 **24%r**	21 *13%*	35 *17%*	28 *16%*	32 *18%*	35 *18%*	111 *18%*	154 *18%*
Don't know	11 *1%*	8 *3%*	5 *2%*	1 *3%*	5 *3%*	1 *1%*	5 *4%*	1 *4%*	7 *3%*	5 *2%*	1 *4%*	4 *3%*	- -	* *	5 *4%*	1 *5%*	7 *1%*	1 *1%*	2 *1%*	3 *3%*	2 *1%*	1 *	4 *2%*	4 *2%*	4 *2%*	7 *1%*	14 *2%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 368

D13. Would you be willing to pay for independent advice to help you obtain this finance?

Base : All who would seek external advice for external finance

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	851	313	285	421	420	164	50	65	95	369	384	851
Weighted Total	831	271	212	363	459	174*	42**	55**	118*	276	436	851
Effective Base	411	141	121	190	218	88	25	28	58	147	207	851
Yes	357	105	95	155	198	77	23	22	42	116	199	381
	43%	*39%*	*45%*	*43%*	*43%*	*44%*	*55%*	*39%*	*36%*	*42%*	*46%*	*45%*
No	315	114	73	143	172	64	10	27	45	110	160	302
	38%	*42%*	*34%*	*39%*	*37%*	*37%*	*24%*	*48%*	*38%*	*40%*	*37%*	*35%*
It depends	147	47	40	61	86	29	5	6	27	46	73	154
	18%	*17%*	*19%*	*17%*	*19%*	*17%*	*13%*	*11%*	*23%*	*17%*	*17%*	*18%*
Don't know	11	5	4	5	4	3	3	1	4	4	4	14
	1%	*2%*	*2%*	*1%*	*1%*	*2%*	*8%*	*1%*	*3%*	*1%*	*1%*	*2%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Business Finance Survey 2016
(FINAL)

Table 369

E1. Which of the following apply to your organisation?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
You have a dedicated finance person that manages your accounts or compiles tax returns	997 **65%dlp**	243 **80%zd**	51 **90%zade**	9 **91%zade**	694 *60%*	303 **82%ad**	54 *59%*	169 *67%*	183 *64%*	246 *58%*	640 **65%l**	394 **70%ilj**	358 *54%*	341 **72%zl**	115 **78%zl**	71 **90%zlmn**	517 *58%*	371 **76%zp**	43 *70%*	43 *71%*	350 **75%zp**	14 *100%*	19 **93%zpqrst**	1184 *77%*
You give customers trade credit i.e. time to pay after the delivery of goods or services	702 **46%lps**	156 **52%zd**	38 **66%zade**	7 **74%zade**	502 *43%*	201 **54%ad**	34 *37%*	114 *45%*	128 *45%*	180 *42%*	459 *46%*	279 *49%*	259 *39%*	245 **52%zl**	85 **57%zl**	61 **77%zlmn**	358 *40%*	281 **58%prs**	27 *44%*	17 *27%*	268 **57%zps**	9 *63%*	12 **62%ps**	851 *55%*
You produce regular monthly or quarterly management accounts	637 **42%dljp**	191 **63%zd**	49 **86%zade**	9 **94%zabde**	389 *33%*	249 **67%ad**	41 *45%*	128 **50%zijk**	126 *44%*	157 *37%*	379 *38%*	223 *39%*	159 *24%*	237 **50%zl**	99 **67%zlm**	63 **80%zlmn**	272 *31%*	275 **56%zp**	33 **53%p**	35 **58%zp**	259 **55%zp**	12 *85%*	16 **77%zpqrt**	947 *62%*
You make regular cash flow forecasts separate from your full accounts	446 **29%dlp**	138 **46%zd**	38 **67%zade**	8 **83%zabde**	262 *22%*	184 **50%ad**	27 *29%*	97 **38%zjk**	79 *28%*	123 *29%*	267 *27%*	144 *25%*	114 *17%*	151 **32%l**	69 **46%zlm**	56 **71%zlmn**	166 *19%*	216 **44%zpt**	23 **37%p**	25 **40%p**	198 **42%zp**	12 *86%*	13 **64%zpqrt**	726 *47%*
You have a formal written business plan	425 **28%dljklp**	121 **40%zd**	35 **62%zade**	7 **75%zabde**	261 *22%*	164 **44%ad**	45 **50%zhijk**	110 **43%zhijk**	81 *29%*	105 *25%*	231 *23%*	126 *22%*	132 *20%*	128 *27%*	60 **41%zlm**	45 **57%zlmn**	178 *20%*	194 **40%zp**	18 *30%*	25 **41%p**	180 **38%zp**	11 *82%*	10 **52%zpr**	658 *43%*
None of these	191 **12%abcmnoqtv**	19 **6%bc**	* *1%*	* *1%*	172 **15%zabce**	19 **5%bc**	14 *15%*	26 *10%*	33 *12%*	75 **18%zjk**	131 **13%k**	57 *10%*	135 **20%zmno**	30 **6%o**	5 *3%*	1 *1%*	153 **17%zqrtv**	24 *5%*	4 *6%*	10 **17%qtv**	25 *5%*	- -	- -	108 *7%*
Don't know	5 *	- -	* *ae	- -	5 *	* *	- -	- -	- -	2 *1%*	5 *1%*	3 *	2 *	2 *1%*	- -	* *	2 *	- -	* *	2 **4%zpqt**	- -	- -	- -	3 *
Refused	1 *	1 *z	* **1%zd**	- -	- -	1 *	- -	1 *	- -	- -	* *	* *	- -	1 *	- -	- -	1 *	* *	- -	* *	* *	- -	- -	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

E1. Which of the following apply to your organisation?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	198*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	98	128	368	1535
You have a dedicated finance person that manages your accounts or compiles tax returns	997 **65%d**	86 **69%d**	194 **71%d**	198 **68%d**	290 *57%*	228 **67%d**	550 *64%*	132 *67%*	378 *67%*	466 *64%*	117 *65%*	110 *71%*	266 *65%*	460 *67%*	229 *62%*	214 *63%*	310 *68%*	473 *64%*	288 *67%*	706 *64%*	55 *62%*	297 *64%*	232 *68%*	95 *66%*	115 *58%*	176 *62%*	443 *65%*	1184 *77%*
You give customers trade credit i.e. time to pay after the delivery of goods or services	702 **46%eou**	72 **58%zce**	131 **48%e**	125 **43%e**	288 **57%zce**	87 *26%*	397 *46%*	87 *44%*	286 **51%zj**	323 *45%*	68 *38%*	86 **56%j**	196 *48%*	313 *45%*	177 *48%*	110 *32%*	201 **44%o**	391 **53%zop**	213 *49%*	486 *44%*	46 *51%*	172 *37%*	167 **49%u**	70 *48%*	108 **55%u**	130 *46%*	345 **51%zu**	851 *55%*
You produce regular monthly or quarterly management accounts	637 **42%bimosuy**	46 *37%*	90 *33%*	155 **53%zabe**	219 *43%*	126 *37%*	359 *42%*	87 *44%*	292 **52%zi**	239 *33%*	85 **47%i**	90 **59%zi**	201 **49%zm**	252 *36%*	166 *45%*	115 *34%*	169 *37%*	353 **48%zop**	225 **52%zs**	410 *37%*	37 *41%*	164 *35%*	188 **55%zuyA**	62 *43%*	85 *43%*	91 *32%*	335 **49%zuy**	947 *62%*
You make regular cash flow forecasts separate from your full accounts	446 **29%bimopsuy**	38 *31%*	56 *21%*	97 **33%b**	171 **34%zbe**	83 *25%*	280 **33%z**	53 *27%*	212 **38%zi**	169 *23%*	48 *27%*	75 **49%zhij**	139 **34%m**	166 *24%*	123 **33%m**	46 *14%*	91 *20%*	309 **42%zop**	172 **40%zs**	273 *25%*	25 *28%*	99 *21%*	147 **43%zuwyA**	41 *28%*	70 **36%uy**	52 *19%*	258 **38%zuy**	726 *47%*
You have a formal written business plan	425 **28%bIosuy**	28 *22%*	49 *18%*	95 **32%b**	149 **29%b**	104 **31%b**	245 *29%*	57 *29%*	215 **38%zIj**	158 *22%*	36 *20%*	63 **41%zIj**	143 **35%zm**	168 *24%*	97 *26%*	66 *19%*	115 *25%*	244 **33%zop**	157 **36%zs**	268 *24%*	26 *29%*	102 **22%y**	131 **38%zuy**	52 **36%uy**	78 **40%zuy**	37 *13%*	262 **38%zuy**	658 *43%*
None of these	191 **12%hkqrvA**	13 *11%*	41 *15%*	22 *8%*	61 *12%*	54 **16%c**	117 *14%*	20 *10%*	44 **8%k**	119 **16%zhjk**	12 *6%*	5 *3%*	45 *11%*	94 *14%*	43 *12%*	67 **20%zq**	59 *13%*	65 *9%*	34 *8%*	157 **14%zr**	8 *8%*	78 **17%zvA**	27 *8%*	15 *11%*	23 *12%*	42 *15%*	65 *9%*	108 *7%*
Don't know	5 *	- -	- -	- -	3 *1%*	2 *1%*	3 *	- -	2 *	- -	3 **1%i**	- -	- -	2 *	* *	2 *1%*	- -	3 *	* *	5 *	- -	- -	* *	2 *2%*	2 *1%*	- -	5 **1%w**	3 *
Refused	1 *	* *	- -	1 *	- -	- -	* *	* *	1 *	* *	- -	- -	* *	1 *	- -	* *	- -	1 *	- -	1 *	- -	1 *	- -	- -	- -	- -	- -	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 371

E1. Which of the following apply to your organisation?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
You have a dedicated finance person that manages your accounts or compiles tax returns	997 **65%y**	370 *68%*	343 *67%*	28 *60%*	212 *69%*	79 *70%*	169 **77%zabd**	27 **86%zabd**	345 *67%*	332 *68%*	22 *57%*	192 *67%*	5 *100%*	69 **79%ihlk**	161 **76%ihlk**	25 **85%ihlk**	668 *67%*	173 *59%*	257 *62%*	167 *69%*	195 *67%*	233 *64%*	198 **75%zy**	207 **76%zy**	235 **75%zy**	742 *62%*	1184 *77%*
You give customers trade credit i.e. time to pay after the delivery of goods or services	702 **46%y**	292 **54%z**	276 **54%z**	22 *47%*	182 **59%za**	56 *50%*	124 **56%z**	21 **68%z**	283 **55%z**	261 **54%z**	17 *46%*	172 **60%z**	4 *86%*	41 *48%*	119 **56%z**	20 **67%z**	482 **49%z**	115 *39%*	212 *51%*	122 *50%*	157 **54%z**	173 *47%*	160 **60%zy**	158 **58%zy**	185 **59%zy**	498 *42%*	851 *55%*
You produce regular monthly or quarterly management accounts	637 **42%qy**	263 **49%z**	280 **55%za**	26 *55%*	154 **50%z**	76 **68%zabd**	134 **61%zabd**	26 **83%zabdf**	246 **48%z**	274 **56%zhk**	21 *55%*	140 **49%z**	5 *100%*	63 **73%ihlk**	130 **61%ihk**	24 **82%ihlkn**	483 **49%zq**	81 *28%*	177 *43%*	145 **60%zr**	142 **49%z**	184 **50%z**	142 **54%zy**	153 **57%zxy**	168 **53%zy**	450 *38%*	947 *62%*
You make regular cash flow forecasts separate from your full accounts	446 **29%qy**	212 **39%z**	211 **41%z**	30 *65%*	131 **42%z**	61 **54%zabdf**	87 **40%z**	22 **69%zabdf**	202 **39%z**	204 **42%z**	25 *66%*	121 **42%z**	4 *98%*	54 **62%ihlkn**	83 **39%z**	19 **66%ihlkn**	342 **34%zq**	49 *17%*	130 *32%*	120 **50%zr**	118 **40%z**	128 **35%z**	119 **45%zy**	135 **50%zvxy**	146 **46%zy**	286 *24%*	726 *47%*
You have a formal written business plan	425 **28%qy**	178 **33%z**	219 **43%zaf**	21 *44%*	114 **37%z**	59 **53%zabdf**	81 **37%z**	17 **54%zadf**	164 *32%*	209 **43%zhkn**	17 *46%*	101 **35%z**	4 *83%*	47 **55%ihlkn**	78 **37%z**	16 **55%zhkn**	313 **32%zq**	55 *19%*	143 **35%z**	106 **44%z**	101 **34%z**	146 **40%z**	90 **34%y**	101 **37%zy**	112 **35%zy**	293 *25%*	658 *43%*
None of these	191 **12%abdefgimno pvwx**	51 **9%bf**	29 **6%f**	6 *13%*	25 **8%f**	5 *4%*	7 *3%*	- -	50 **10%imn**	29 **6%n**	4 *10%*	25 **9%n**	- -	2 *2%*	7 *3%*	- -	84 *8%*	69 **24%zp**	40 *10%*	21 *9%*	29 *10%*	35 *10%*	17 *6%*	17 *6%*	19 *6%*	172 **14%zvwx**	108 *7%*
Don't know	5 *	* *	3 *1%*	- -	* *	- -	* *	- -	* *	3 *1%*	- -	* *	- -	- -	* *	- -	3 *	2 *1%*	5 **1%z**	- -	3 *1%*	2 *1%*	* *	* *	* *	5 *	3 *
Refused	1 *	* *	- -	- -	* *	- -	- -	- -	* *	- -	- -	* *	- -	- -	- -	- -	1 *	- -	- -	- -	- -	- -	- -	- -	- -	1 *	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 372

E1. Which of the following apply to your organisation?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
You have a dedicated finance person that manages your accounts or compiles tax returns	997 *65%*	317 *69%*	235 *67%*	406 *68%*	578 *63%*	210 *64%*	44 *66%*	60 *71%*	127 *69%*	282 *67%*	583 *63%*	1184 *77%*
You give customers trade credit i.e. time to pay after the delivery of goods or services	702 **46%deg**	240 **52%zd**	195 **56%zd**	316 **53%zd**	381 *42%*	127 *38%*	34 **51%g**	24 *29%*	79 *43%*	225 **53%zj**	397 *43%*	851 *55%*
You produce regular monthly or quarterly management accounts	637 **42%dj**	226 **49%zd**	191 **55%zcd**	294 **49%zd**	337 *37%*	131 *40%*	35 *52%*	52 **62%ze**	91 **49%j**	214 **51%zj**	328 *36%*	947 *62%*
You make regular cash flow forecasts separate from your full accounts	446 **29%dj**	187 **41%zd**	155 **44%zd**	243 **41%zd**	200 *22%*	83 *25%*	18 *26%*	32 *38%*	67 **36%j**	158 **37%zj**	218 *24%*	726 *47%*
You have a formal written business plan	425 **28%dj**	189 **41%zd**	147 **42%zd**	236 **39%zd**	180 *20%*	77 *23%*	19 *28%*	35 **41%ze**	77 **42%zj**	147 **35%zj**	198 *21%*	658 *43%*
None of these	191 **12%l**	45 *10%*	34 *10%*	59 *10%*	130 *14%*	42 *13%*	8 *12%*	5 *6%*	21 *11%*	33 *8%*	137 **15%zl**	108 *7%*
Don't know	5 *	- -	- -	- -	5 *1%*	- -	- -	- -	- -	2 *1%*	3 *	3 *
Refused	1 *	- -	- -	- -	1 *	- -	- -	- -	1 *	* *	* *	3 *

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 373

E3. Are you...?

Base : All sole traders

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	425	75	10	-	340	85	22	49	75	123	299	176	226	122	14	8	425	-	-	-	-	-	-	425
Weighted Total	892	40*	2**	-**	849	42*	53**	111*	166*	262	612	350	526	224*	18**	3**	892	-**	-**	-**	-**	-**	-**	425
Effective Base	364	72	10	-	333	78	21	45	67	107	251	144	214	93	7	3	364	-	-	-	-	-	-	425
Female	206	11	*	-	194	12	9	30	53	67	122	55	143	32	1	-	206	-	-	-	-	-	-	101
	23%jkm	*28%*	*12%*	-	*23%*	*28%*	*17%*	*27%*	**32%ijk**	*26%*	**20%k**	*16%*	**27%lm**	*14%*	*8%*	-	*23%*	-	-	-	-	-	-	*24%*
From an ethnic minority background	41	2	*	-	39	2	3	4	15	12	22	10	20	14	-	2	41	-	-	-	-	-	-	21
	5%	*5%*	*9%*	-	*5%*	*6%*	*6%*	*3%*	**9%ijk**	*5%*	*4%*	*3%*	*4%*	*6%*	-	*56%*	*5%*	-	-	-	-	-	-	*5%*
A social enterprise that is run for primarily social objectives with any surpluses being used to further these objectives	35	-	*	-	35	*	2	8	4	13	23	10	27	7	-	*	35	-	-	-	-	-	-	15
	4%	-	*12%*	-	*4%*	*1%*	*3%*	*7%*	*2%*	*5%*	*4%*	*3%*	*5%*	*3%*	-	*7%*	*4%*	-	-	-	-	-	-	*4%*
None of these	614	25	1	-	587	26	41	72	98	171	444	273	344	170	17	1	614	-	-	-	-	-	-	287
	69%	*62%*	*66%*	-	*69%*	*62%*	*77%*	*65%*	*59%*	*65%*	**73%ehi**	**78%ehij**	*65%*	*76%*	*92%*	*38%*	*69%*	-	-	-	-	-	-	*68%*
Don't know	9	1	-	-	9	1	-	2	-	3	7	4	4	4	-	-	9	-	-	-	-	-	-	5
	1%	*2%*	-	-	*1%*	*2%*	-	*2%*	-	*1%*	*1%*	*1%*	*1%*	*2%*	-	-	*1%*	-	-	-	-	-	-	*1%*
Refused	6	1	-	-	6	1	-	1	3	-	-	-	3	1	-	-	6	-	-	-	-	-	-	3
	1%	*2%*	-	-	*1%*	*2%*	-	*1%*	**2%j**	-	-	-	*1%*	*	-	-	*1%*	-	-	-	-	-	-	*1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 374

E3. Are you...?

Base : All sole traders

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Construction (b)	Distribution (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	425	46	79	72	135	93	233	60	131	226	50	32	112	209	87	115	135	175	100	324	20	145	80	44	49	83	173	425
Weighted Total	892	60*	184*	154*	286	208*	484	121**	262	488	101*	68**	233*	440	187*	244*	289	359	189*	701	44**	323	145*	86*	105*	185*	337	425
Effective Base	364	37	71	53	122	87	197	50	107	200	40	28	95	181	74	98	117	149	80	283	18	130	63	36	42	74	140	425
Female	206 **23%bxA**	10 *17%*	25 *13%*	33 *22%*	61 *21%*	77 **37%zabd**	114 *24%*	17 *14%*	58 *22%*	110 *23%*	24 *23%*	14 *21%*	48 *21%*	95 *22%*	53 *28%*	58 *24%*	64 *22%*	85 *24%*	34 *18%*	172 *25%*	8 *18%*	105 **32%vwxA**	26 *18%*	11 *12%*	11 *10%*	42 *23%*	48 *14%*	101 *24%*
From an ethnic minority background	41 **5%l**	4 *6%*	5 *3%*	4 *3%*	15 *5%*	12 *6%*	31 *6%*	4 *3%*	15 *6%*	13 *3%*	6 *6%*	5 *7%*	8 *4%*	18 *4%*	13 *7%*	11 *5%*	12 *4%*	17 *5%*	12 *6%*	29 *4%*	- -	11 *3%*	12 *8%*	5 *6%*	5 *5%*	5 *3%*	22 *7%*	21 *5%*
A social enterprise that is run for primarily social objectives with any surpluses being used to further these objectives	35 *4%*	3 *6%*	8 *4%*	7 *4%*	12 *4%*	5 *2%*	23 *5%*	4 *3%*	15 *6%*	14 *3%*	3 *3%*	6 *9%*	17 *7%*	13 *3%*	5 *3%*	14 *6%*	10 *3%*	11 *3%*	4 *2%*	31 *4%*	- -	10 *3%*	4 *3%*	5 *6%*	- -	15 *8%*	10 *3%*	15 *4%*
None of these	614 **69%e**	40 *67%*	143 **78%e**	108 *70%*	199 *69%*	124 *59%*	317 *66%*	96 *79%*	170 *65%*	351 *72%*	71 *70%*	47 *68%*	155 *67%*	320 *73%*	118 *63%*	163 *67%*	206 *71%*	245 *68%*	141 *75%*	470 *67%*	35 *80%*	205 *63%*	106 *73%*	65 *75%*	82 *78%*	127 *68%*	253 **75%zu**	287 *68%*
Don't know	9 *1%*	3 **6%zde**	3 *1%*	1 *	2 *1%*	- -	7 *2%*	- -	2 *1%*	7 *1%*	1 *1%*	- -	4 *2%*	4 *1%*	1 *	3 *1%*	4 *2%*	2 *	1 *	9 *1%*	1 *2%*	- -	- -	- -	4 **4%u**	4 *2%*	4 *1%*	5 *1%*
Refused	6 *1%*	- -	- -	4 *2%*	2 *1%*	- -	6 *1%*	- -	6 **2%zl**	- -	- -	- -	3 *1%*	3 *1%*	- -	- -	3 *1%*	3 *1%*	- -	6 *1%*	- -	1 *	- -	3 *4%*	2 *2%*	- -	6 *2%*	3 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 375

E3. Are you...?

Base : All sole traders

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	425	145	109	10	83	12	51	5	137	103	7	77	1	8	50	5	263	87	109	56	80	88	48	45	56	359	425
Weighted Total	892	281	208*	18**	163*	19**	92*	8**	266	194*	14**	150*	2**	12**	90*	8**	546	189*	231*	92*	164*	161*	95*	90*	113*	756	425
Effective Base	364	118	86	7	68	10	39	4	112	81	6	63	1	6	38	4	222	77	94	40	68	68	38	36	46	309	425
Female	206 23%abfhiknu	41 15%	28 14%f	1 7%	25 15%	5 24%	5 6%	1 8%	35 13%	28 15%n	1 5%	20 13%	- -	5 39%	5 6%	1 8%	128 23%	48 26%	37 16%	11 12%	25 15%	19 12%	23 24%	15 16%	23 20%	180 24%	101 24%
From an ethnic minority background	41 5%	21 8%	11 5%	* 1%	7 4%	- -	5 6%	- -	19 7%k	11 6%	- -	5 3%	- -	- -	5 6%	- -	26 5%	5 3%	15 6%	3 3%	11 7%	11 7%	5 5%	5 5%	7 6%	31 4%	21 5%
A social enterprise that is run for primarily social objectives with any surpluses being used to further these objectives	35 4%	5 2%	7 3%	- -	- -	2 9%	3 3%	- -	5 2%	7 4%	- -	- -	- -	2 14%	3 3%	- -	22 4%	10 5%	4 2%	5 6%	5 3%	4 3%	- -	- -	- -	35 5%	15 4%
None of these	614 69%	204 73%	158 76%	16 92%	122 75%	13 67%	78 85%z	7 92%	204 76%z	144 74%	14 95%	122 82%z	2 100%	7 61%	76 84%zl	7 92%	375 69%	122 65%	178 77%z	66 72%	116 71%	129 80%z	67 71%	69 76%	82 72%	515 68%	287 68%
Don't know	9 1%	5 2%	2 1%	- -	5 3%	2 9%	1 1%	- -	5 2%	2 1%	- -	5 3%	- -	- -	1 1%	- -	9 2%	- -	- -	4 5%zr	3 2%	2 1%	- -	2 2%	2 2%	7 1%	5 1%
Refused	6 1%	6 2%	3 2%	- -	6 3%z	- -	- -	- -	- -	3 2%	- -	- -	- -	- -	- -	- -	3 1%	3 2%	3 1%	2 3%	6 3%z	- -	- -	- -	- -	6 1%	3 1%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 376

E3. Are you...?

Base : All sole traders

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	425	93	76	127	291	101	21	15	39	98	286	425
Weighted Total	892	199*	158*	270	605	206*	41**	35**	88*	188*	613	425
Effective Base	364	80	65	110	248	85	17	14	36	77	249	425
Female	206 *23%*	53 *26%*	28 *18%*	61 *23%*	131 *22%*	206 **100%z**	12 *30%*	10 *28%*	25 *28%*	40 *21%*	141 *23%*	101 *24%*
From an ethnic minority background	41 *5%*	12 *6%*	10 *6%*	15 *5%*	26 *4%*	12 *6%*	41 *100%*	2 *7%*	3 *4%*	12 *6%*	26 *4%*	21 *5%*
A social enterprise that is run for primarily social objectives with any surpluses being used to further these objectives	35 *4%*	11 *6%*	4 *3%*	15 *6%*	20 *3%*	10 *5%*	2 *6%*	35 *100%*	8 *9%*	8 *4%*	20 *3%*	15 *4%*
None of these	614 **69%e**	131 *66%*	118 *75%*	188 *70%*	422 *70%*	- -	- -	- -	55 *63%*	125 *66%*	433 *71%*	287 *68%*
Don't know	9 *1%*	3 *1%*	- -	3 *1%*	7 *1%*	- -	- -	- -	2 *2%*	- -	7 *1%*	5 *1%*
Refused	6 *1%*	2 *1%*	2 *2%*	2 *1%*	4 *1%*	- -	- -	- -	1 *1%*	3 **2%i**	- -	3 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

E4. Is your business any of the following...?

Base : All except PLCs or sole traders with more than one owner

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1073	494	293	165	121	952	37	156	159	254	749	495	96	274	264	371	-	848	121	97	701	52	82	1073
Weighted Total	617	255	53	9	300	317	35**	136*	109*	160	369	209	131*	239	124	74	-**	487	62*	61*	445	13**	19*	1073
Effective Base	421	478	283	159	119	687	19	80	71	105	271	169	61	147	134	145	-	332	59	34	296	12	30	1073
More than 50% owned by women	124 **20%bcko**	55 **22%c**	9 **17%c**	1 *9%*	59 **20%c**	65 **21%c**	4 *11%*	28 *21%*	27 *25%*	36 *22%*	68 *18%*	32 *15%*	33 **25%o**	41 *17%*	28 **23%o**	9 *13%*	- -	99 *20%*	15 *24%*	10 *16%*	93 *21%*	* *	2 *11%*	193 *18%*
A social enterprise that is run for primarily social objectives with any surpluses being used to further these objectives	49 **8%nqrt**	16 *6%*	4 *8%*	1 **15%zabe**	27 *9%*	22 *7%*	1 *2%*	9 *7%*	6 *5%*	9 *6%*	34 *9%*	25 **12%z**	19 **14%no**	18 *8%*	5 *4%*	4 *5%*	- -	26 *5%*	- -	23 **38%zqrtv**	24 *5%*	1 *5%*	1 **6%r**	89 *8%*
50% or more owned by people from an ethnic minority background	26 **4%d**	19 **7%d**	3 **5%d**	* **6%d**	4 *1%*	22 **7%d**	2 *4%*	9 *6%*	7 *6%*	6 *4%*	11 *3%*	5 *3%*	7 *5%*	5 *2%*	7 *5%*	4 *6%*	- -	19 *4%*	4 *6%*	4 *6%*	16 *4%*	1 *8%*	2 **12%zqt**	61 *6%*
None of these	430 **70%s**	175 *69%*	37 *69%*	6 *71%*	212 *71%*	218 *69%*	31 *87%*	93 *68%*	72 *66%*	112 *70%*	263 *71%*	152 *72%*	80 *61%*	177 *74%*	87 *70%*	57 **77%zl**	- -	352 **72%zs**	44 **71%s**	28 *46%*	318 **72%s**	11 *87%*	15 **80%s**	750 *70%*
Don't know	5 **1%q**	1 *1%*	1 *1%*	* *2%*	2 *1%*	2 *1%*	1 *1%*	1 *	* *	3 *2%*	4 *1%*	1 *	* *	1 *1%*	1 *	* *	- -	2 *	* *	3 **4%zqt**	2 *	- -	* *	10 *1%*
Refused	3 *1%*	- -	1 **1%zae**	* *a	2 *1%*	1 *	* *1%*	* *	2 **2%j**	- -	* *	* *	- -	2 *1%*	- -	* *1%*	- -	3 *1%*	* *	* *	3 *1%*	- -	- -	6 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 378

E4. Is your business any of the following...?

Base : All except PLCs or sole traders with more than one owner

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1073	194	156	206	319	198	570	158	568	397	78	133	320	416	296	129	277	667	462	603	41	170	421	115	153	128	689	1073
Weighted Total	617	61*	85*	133*	217	121*	354	74*	289	228	72*	82*	166	249	172	89*	166	363	232	384	44**	136*	188	55*	87*	95*	330	1073
Effective Base	421	78	59	85	140	77	228	59	213	160	39	57	128	162	118	57	118	247	172	249	22	82	157	40	59	59	254	1073
More than 50% owned by women	124 *20%*	10 *16%*	13 *16%*	25 *18%*	50 *23%*	26 *21%*	82 *23%*	12 *16%*	56 *19%*	51 *23%*	8 *12%*	11 *13%*	26 *16%*	56 *23%*	40 *23%*	20 *23%*	36 *22%*	68 *19%*	41 *18%*	83 *22%*	12 *27%*	37 **27%w**	29 *15%*	13 *23%*	17 *19%*	17 *18%*	58 *18%*	193 *18%*
A social enterprise that is run for primarily social objectives with any surpluses being used to further these objectives	49 **8%abdhm**	* *1%*	1 *2%*	8 *6%*	8 *4%*	31 **26%zabcd**	23 *7%*	2 *3%*	15 *5%*	20 *9%*	11 **15%hk**	2 *2%*	13 **8%m**	7 *3%*	20 **12%m**	7 *8%*	14 *9%*	27 *8%*	26 *11%*	23 *6%*	5 *12%*	6 *5%*	21 **11%A**	2 *4%*	3 *3%*	11 *11%*	25 *8%*	89 *8%*
50% or more owned by people from an ethnic minority background	26 *4%*	3 *5%*	2 *2%*	7 *5%*	6 *3%*	9 *7%*	18 *5%*	3 *4%*	16 *5%*	9 *4%*	1 *1%*	7 *9%*	10 *6%*	6 *2%*	10 *6%*	10 **11%pq**	6 *3%*	11 *3%*	15 *6%*	11 *3%*	5 *11%*	7 *5%*	10 *5%*	3 *5%*	3 *3%*	2 *2%*	16 *5%*	61 *6%*
None of these	430 **70%e**	48 **79%e**	69 **82%ze**	97 **73%e**	152 **70%e**	64 *53%*	241 *68%*	56 *76%*	207 *72%*	154 *67%*	52 *72%*	63 *76%*	122 *74%*	178 *72%*	110 *64%*	55 *62%*	116 *70%*	260 *72%*	157 *68%*	273 *71%*	28 *63%*	93 *68%*	129 *69%*	38 *70%*	66 *76%*	67 *71%*	234 *71%*	750 *70%*
Don't know	5 **1%s**	* *1%*	- -	* *	1 *	3 *3%*	1 *	1 *1%*	1 *1%*	3 *1%*	* *	1 *1%*	1 *1%*	3 *1%*	* *	3 **3%q**	1 *1%*	1 *	4 **2%s**	* *	- -	* *	4 **2%z**	- -	* *	- -	4 *1%*	10 *1%*
Refused	3 **1%s**	* *	- -	* *	3 *1%*	- -	3 *1%*	* *	3 *1%*	* *	* *	2 **3%zl**	* *	3 *1%*	* *	* *	* *	3 *1%*	3 *1%*	* *	- -	- -	3 *1%*	* *	- -	- -	3 *1%*	6 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

E4. Is your business any of the following...?

Base : All except PLCs or sole traders with more than one owner

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1073	562	619	77	325	206	383	95	545	608	71	305	11	186	376	92	792	144	342	311	267	403	319	332	356	700	1073
Weighted Total	617	252	291	26**	141	84*	121	22*	241	280	23**	134	2**	69*	118	20*	424	103*	174	142	122	197	163	174	195	413	1073
Effective Base	421	203	220	28	125	67	154	54	198	218	24	116	5	62	150	51	299	66	139	105	105	145	112	120	131	282	1073
More than 50% owned by women	124 **20%bls**	43 *17%*	47 *16%*	5 *21%*	25 *18%*	12 *14%*	21 *17%*	5 *22%*	42 *18%*	44 *16%*	5 *23%*	23 *17%*	1 *34%*	11 *16%*	21 *17%*	5 *24%*	89 *21%*	18 *17%*	37 *21%*	18 *12%*	24 *20%*	34 *17%*	33 *20%*	30 *17%*	35 *18%*	87 *21%*	193 *18%*
A social enterprise that is run for primarily social objectives with any surpluses being used to further these objectives	49 **8%adhktvwx**	7 *3%*	29 **10%adf**	2 *6%*	3 *2%*	23 **28%zabdfg**	6 **5%a**	2 **8%ad**	7 *3%*	26 **9%hkn**	1 *5%*	3 *2%*	- -	17 **25%zhikno**	6 **5%k**	1 *6%*	30 *7%*	11 *11%*	14 *8%*	11 *8%*	4 *3%*	21 **11%t**	4 *2%*	5 *3%*	5 *3%*	43 **10%zvwx**	89 *8%*
50% or more owned by people from an ethnic minority background	26 *4%*	13 *5%*	13 *4%*	2 *8%*	6 *4%*	4 *5%*	8 **6%b**	2 *7%*	13 *5%*	12 *4%*	2 *7%*	5 *4%*	* *9%*	4 *6%*	7 *6%*	2 *8%*	18 *4%*	6 *6%*	5 *3%*	9 *7%*	8 *7%*	7 *4%*	8 *5%*	10 *6%*	10 *5%*	16 *4%*	61 *6%*
None of these	430 **70%em**	192 **76%zbeg**	207 **71%e**	19 *72%*	109 **77%zeg**	46 *54%*	89 **74%e**	14 *64%*	182 **76%zmo**	203 **73%m**	17 *71%*	105 **78%zmo**	1 *57%*	38 *55%*	87 **74%m**	13 *63%*	298 *70%*	68 *66%*	119 *68%*	106 *75%*	89 *74%*	133 *68%*	118 *72%*	130 *75%*	145 *74%*	279 *68%*	750 *70%*
Don't know	5 *1%*	2 *1%*	2 *1%*	1 *2%*	2 *1%*	1 *1%*	1 *1%*	1 **6%zabdef**	2 *1%*	2 *1%*	1 *2%*	2 *1%*	- -	1 *1%*	1 *1%*	1 **6%hikmn**	4 *1%*	* *	4 **2%z**	1 *1%*	1 *1%*	4 *2%*	1 *	1 *	1 *	4 *1%*	10 *1%*
Refused	3 **1%y**	* *	3 *1%*	- -	* *	* *	* *	- -	* *	3 *1%*	- -	* *	- -	* *	* *	- -	1 *	2 **2%p**	3 *1%*	* *	* *	3 *1%*	3 *2%*	3 *2%*	3 *1%*	* *	6 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 380

E4. Is your business any of the following...?

Base : All except PLCs or sole traders with more than one owner

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1073	429	382	557	504	193	61	89	104	491	471	1073
Weighted Total	617	251	186	318	294	124*	26*	49*	92*	227	296	1073
Effective Base	421	167	147	215	201	87	35	31	55	175	192	1073
More than 50% owned by women	124 *20%*	43 *17%*	32 *17%*	57 *18%*	65 *22%*	124 **100%zfg**	10 **37%z**	9 *19%*	13 *15%*	48 *21%*	62 *21%*	193 *18%*
A social enterprise that is run for primarily social objectives with any surpluses being used to further these objectives	49 *8%*	14 *6%*	14 *8%*	22 *7%*	27 *9%*	9 *8%*	5 **18%z**	49 **100%zef**	5 *6%*	13 *6%*	30 *10%*	89 *8%*
50% or more owned by people from an ethnic minority background	26 *4%*	14 *6%*	10 *6%*	16 *5%*	11 *4%*	10 *8%*	26 **100%zeg**	5 *10%*	8 *9%*	8 *4%*	10 *4%*	61 *6%*
None of these	430 **70%efg**	183 *73%*	129 *69%*	225 *71%*	204 *69%*	- -	- -	- -	68 *74%*	161 *71%*	201 *68%*	750 *70%*
Don't know	5 *1%*	1 *1%*	4 **2%a**	4 **1%a**	1 *	- -	- -	- -	1 *1%*	1 *	3 *1%*	10 *1%*
Refused	3 *1%*	2 *1%*	3 *1%*	3 *1%*	1 *	- -	- -	- -	* *	3 *1%*	* *	6 *1%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 381

E7. On behalf of Ipsos MORI and the British Business Bank, we would like to thank you very much for your time. The British Business Bank may want to do some follow up research on this subject within the next two years. Would you be happy to take part in research for the British Business Bank and Ipsos MORI to further explore some of the issues from the survey?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Yes	1194	245	46	8	895	299	77	203	222	335	766	431	503	401	122	62	681	393	49	40	379	13	18	1229
	78%	**81%z**	**81%z**	*82%*	*77%*	*81%*	*84%*	*80%*	*78%*	*79%*	*77%*	*76%*	*76%*	**84%kl**	*82%*	*78%*	*76%*	**81%s**	*80%*	*66%*	**81%s**	*92%*	**91%s**	*80%*
No	341	57	11	2	272	69	15	50	62	91	226	135	159	74	26	17	211	94	13	21	90	1	2	306
	22%abm	*19%*	*19%*	*18%*	*23%*	*19%*	*16%*	*20%*	*22%*	*21%*	*23%*	*24%*	**24%m**	*16%*	*18%*	*22%*	*24%*	*19%*	*20%*	**34%qtv**	*19%*	*8%*	*9%*	*20%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 382

E7. On behalf of Ipsos MORI and the British Business Bank, we would like to thank you very much for your time. The British Business Bank may want to do some follow up research on this subject within the next two years. Would you be happy to take part in research for the British Business Bank and Ipsos MORI to further explore some of the issues from the survey?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						Unwtd Total
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Yes	1194	92	206	229	400	267	683	142	469	538	138	132	328	530	288	248	352	594	362	829	71	321	291	119	155	230	566	1229
	78%su	*74%*	*76%*	*79%*	*79%*	*79%*	*80%*	*72%*	**83%zi**	*74%*	*77%*	**86%i**	*80%*	*77%*	*78%*	*73%*	*77%*	*80%*	**84%zs**	*75%*	*79%*	*69%*	**85%zu**	**83%u**	*79%*	**82%u**	**83%zu**	*80%*
No	341	33	66	62	107	73	171	56	95	185	42	22	81	161	82	92	104	145	69	271	19	146	50	25	41	52	117	306
	22%hrvA	*26%*	*24%*	*21%*	*21%*	*21%*	*20%*	*28%*	*17%*	**26%hk**	*23%*	*14%*	*20%*	*23%*	*22%*	*27%*	*23%*	*20%*	*16%*	**25%r**	*21%*	**31%zvwyA**	*15%*	*17%*	*21%*	*18%*	*17%*	*20%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Business Finance Survey 2016
(FINAL)

Table 383

E7. On behalf of Ipsos MORI and the British Business Bank, we would like to thank you very much for your time. The British Business Bank may want to do some follow up research on this subject within the next two years. Would you be happy to take part in research for the British Business Bank and Ipsos MORI to further explore some of the issues from the survey?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Yes	1194	465	432	39	263	86	191	28	445	408	32	248	4	71	182	26	778	223	340	205	247	299	221	222	260	908	1229
	78%	**86%ze**	**84%ze**	*84%*	**85%z**	*77%*	**86%ze**	*88%*	**86%z**	**84%z**	*84%*	**86%z**	*97%*	*82%*	**86%z**	*87%*	*78%*	*76%*	*82%*	**85%z**	**84%z**	*82%*	*84%*	*82%*	*83%*	*76%*	*80%*
No	341	77	81	7	46	26	30	4	71	78	6	40	*	16	30	4	214	69	73	36	46	67	43	48	55	281	306
	22%abdfhiknst	*14%*	*16%*	*16%*	*15%*	**23%abf**	*14%*	*12%*	*14%*	*16%*	*16%*	*14%*	*3%*	*18%*	*14%*	*13%*	*22%*	*24%*	*18%*	*15%*	*16%*	*18%*	*16%*	*18%*	*17%*	*24%*	*20%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

E7. On behalf of Ipsos MORI and the British Business Bank, we would like to thank you very much for your time. The British Business Bank may want to do some follow up research on this subject within the next two years. Would you be happy to take part in research for the British Business Bank and Ipsos MORI to further explore some of the issues from the survey?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Yes	1194	361	305	484	696	240	55	62	148	353	690	1229
	78%j	*78%*	**87%acd**	**81%a**	*76%*	*73%*	*81%*	*74%*	*80%*	**83%zj**	*75%*	*80%*
No	341	100	46	115	220	90	13	21	37	70	231	306
	22%bj	**22%bc**	*13%*	**19%b**	**24%b**	*27%*	*19%*	*26%*	*20%*	*17%*	**25%zi**	*20%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 385

E8. The British Business Bank may want to undertake further analysis of the survey results by linking your answers to other available data.
This may include linking your organisation's credit score from other credit reference agencies. The extra information would only be used for aggregate level analysis.
At no point would your business be identified in any reporting of this analysis. Would you be willing for your survey responses to be used in this way?

Base : All businesses

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Effective Base	751	564	301	166	459	784	41	123	134	204	490	286	276	237	129	150	364	332	59	34	307	13	32	1535
Yes	1121	225	42	7	848	273	70	189	201	305	729	424	488	370	114	54	628	372	45	46	361	12	16	1133
	73%	*74%*	*73%*	*75%*	*73%*	*74%*	*77%*	*75%*	*71%*	*72%*	*74%*	*75%*	*74%*	**78%zo**	*77%*	*68%*	*70%*	*76%*	*73%*	*75%*	**77%z**	*84%*	*77%*	*74%*
No	414	78	15	2	319	95	21	64	83	121	263	142	174	105	34	25	264	115	17	15	108	2	5	402
	27%mt	*26%*	*27%*	*25%*	*27%*	*26%*	*23%*	*25%*	*29%*	*28%*	*26%*	*25%*	*26%*	*22%*	*23%*	**32%m**	*30%*	*24%*	*27%*	*25%*	*23%*	*16%*	*23%*	*26%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 386

E8. The British Business Bank may want to undertake further analysis of the survey results by linking your answers to other available data.
This may include linking your organisation's credit score from other credit reference agencies. The extra information would only be used for aggregate level analysis.
At no point would your business be identified in any reporting of this analysis. Would you be willing for your survey responses to be used in this way?

Base : All businesses

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Effective Base	751	104	122	129	254	164	412	100	301	342	80	80	209	329	182	152	220	382	240	513	40	208	204	72	96	128	368	1535
Yes	1121	87	188	202	388	256	643	136	402	527	136	124	289	512	285	244	331	546	325	794	76	327	249	111	129	229	488	1133
	73%	*70%*	*69%*	*69%*	*76%*	*75%*	*75%*	*69%*	*71%*	*73%*	*76%*	**81%h**	*70%*	*74%*	*77%*	*72%*	*72%*	*74%*	*75%*	*72%*	*85%*	*70%*	*73%*	*77%*	*66%*	**81%zuxA**	*72%*	*74%*
No	414	37	84	90	119	84	212	62	162	196	43	30	121	179	85	95	126	192	106	307	14	140	93	33	68	53	194	402
	27%y	*30%*	*31%*	*31%*	*24%*	*25%*	*25%*	*31%*	**29%k**	*27%*	*24%*	*19%*	*30%*	*26%*	*23%*	*28%*	*28%*	*26%*	*25%*	*28%*	*15%*	**30%y**	*27%*	*23%*	**34%y**	*19%*	**28%y**	*26%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 387

E8. The British Business Bank may want to undertake further analysis of the survey results by linking your answers to other available data.
This may include linking your organisation's credit score from other credit reference agencies. The extra information would only be used for aggregate level analysis.
At no point would your business be identified in any reporting of this analysis. Would you be willing for your survey responses to be used in this way?

Base : All businesses

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Effective Base	751	295	289	29	171	78	147	36	282	278	23	159	3	68	142	32	497	136	213	140	155	203	146	151	172	567	1535
Yes	1121	408	367	27	246	74	164	23	388	346	19	229	1	58	156	20	727	210	299	174	223	250	212	218	250	846	1133
	73%y	*75%*	*72%*	*59%*	**80%zabe**	*66%*	*74%*	*72%*	*75%*	*71%*	*51%*	**79%zim**	*26%*	*67%*	*73%*	*70%*	*73%*	*72%*	*73%*	*72%*	*76%*	*68%*	**80%zy**	**81%zy**	**79%zy**	*71%*	*74%*
No	414	135	146	19	63	38	57	9	128	139	19	59	3	28	57	9	265	82	113	67	70	116	53	52	65	343	402
	27%dkvwx	**25%d**	**28%d**	*41%*	*20%*	**34%d**	*26%*	*28%*	*25%*	**29%k**	*49%*	*21%*	*74%*	**33%k**	*27%*	*30%*	*27%*	*28%*	*27%*	*28%*	*24%*	*32%*	*20%*	*19%*	*21%*	**29%zvwx**	*26%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

E8. The British Business Bank may want to undertake further analysis of the survey results by linking your answers to other available data.
This may include linking your organisation's credit score from other credit reference agencies. The extra information would only be used for aggregate level analysis.
At no point would your business be identified in any reporting of this analysis. Would you be willing for your survey responses to be used in this way?

Base : All businesses

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Effective Base	751	239	195	311	432	161	39	42	90	234	427	1535
Yes	1121	340	279	450	659	226	49	65	144	298	677	1133
	73%	*74%*	**80%acd**	*75%*	*72%*	*68%*	*73%*	*77%*	*78%*	*70%*	*73%*	*74%*
No	414	121	71	148	256	104	18	19	41	125	244	402
	27%b	**26%b**	*20%*	**25%b**	**28%b**	*32%*	*27%*	*23%*	*22%*	*30%*	*27%*	*26%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

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	Wtd Total (z)	Size: Micro (1-9 employees) (a)	Size: Small (10-49 employees) (b)	Size: Medium (50-249 employees) (c)	Size: No employees (no employees) (d)	Size: Employees (e)	Age of business: Up to two years (f)	Age of business: Up to five years (g)	Age of business: Six years up to 10 years (h)	Age of business: 11 years up to 20 years (i)	Age of business: More than 10 years (j)	Age of business: More than 20 years (k)	Turnover: Below £50K (l)	Turnover: £50K up to £249,999 (m)	Turnover: £250,000 up to £999,999 (n)	Turnover: £1m+ (o)	Type of company: Sole trader (p)	Type of company: Private company (q)	Type of company: Partnership/ LLP (r)	Type of company: Other (s)	Type of company: Independent (t)	Type of company: Parent (u)	Type of company: Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Size																								
Micro (1-9 employees)	302	302	-	-	-	302	14	55	53	78	192	113	29	127	88	31	40	200	39	15	186	5	12	583
	20%bcdlp	**100%zbcde**	-	-	-	**82%bcd**	*16%*	*22%*	*19%*	*18%*	*19%*	*20%*	*4%*	**27%zl**	**59%zlmo**	**39%zlm**	*5%*	**41%zp**	**63%zpqst**	**25%p**	**40%zp**	*36%*	**58%zpqst**	*38%*
Small (10-49 employees)	57	-	57	-	-	57	1	5	7	14	45	31	1	4	18	31	2	43	5	5	37	2	4	312
	4%acdlmp	-	**100%zacde**	-	-	**15%acd**	*1%*	*2%*	*2%*	*3%*	*5%*	*6%*	*	*1%*	**12%zlm**	**39%zlmn**	*	**9%zp**	**8%p**	**8%p**	**8%zp**	*1%*	**20%zpqt**	*20%*
Medium (50-249 employees)	9	-	-	9	-	9	-	*	1	2	8	7	*	*	*	9	-	7	1	1	4	2	2	172
	1%	-	-	**100%zabde**	-	**3%abd**	-	*	*	*	*1%*	*1%*	*	*	*	**11%zlmn**	-	**1%zpt**	**1%p**	**2%p**	*1%*	*12%*	**10%zpqt**	*11%*
No employees (no employees)	1166	-	-	-	1166	-	76	193	224	332	747	414	632	343	42	8	849	238	17	40	242	5	2	468
	76%abcenoqrtv	-	-	-	**100%zabce**	-	*83%*	*76%*	*79%*	*78%*	*75%*	*73%*	**95%zmno**	**72%no**	**29%o**	*10%*	**95%zqrstv**	**49%rv**	*28%*	**60%rv**	**52%qrv**	*35%*	*12%*	*30%*
Employees	369	302	57	9	-	369	15	60	60	94	245	151	31	131	106	71	42	250	45	21	227	9	18	1067
	24%dlp	**100%zd**	**100%zd**	**100%zd**	-	**100%zd**	*17%*	*24%*	*21%*	*22%*	*25%*	*27%*	*5%*	**28%l**	**71%zlm**	**90%zlmn**	*5%*	**51%zpt**	**72%zpqst**	**35%p**	**48%zp**	*65%*	**88%zpqst**	*70%*
Age of business																								
Up to two years	91	14	1	-	76	15	91	91	-	-	-	-	52	14	10	1	53	31	1	3	33	-	*	62
	6%abchijkmo	*5%c*	*2%*	-	**7%bc**	**4%bc**	**100%zghijk**	**36%zhijk**	-	-	-	-	**8%mo**	*3%*	**7%o**	*1%*	*6%*	*6%*	*2%*	*5%*	*7%*	-	*1%*	*4%*
Up to five years	253	55	5	*	193	60	91	253	-	-	-	-	118	78	28	6	111	118	8	10	118	4	1	211
	17%bchijkop	**18%zbce**	**8%c**	*2%*	**17%bc**	**16%bc**	**100%zhijk**	**100%zhijk**	-	-	-	-	**18%o**	**16%o**	**19%o**	*8%*	*12%*	**24%zprv**	*12%*	*16%*	**25%zprv**	*29%*	*5%*	*14%*
Six years up to 10 years	284	53	7	1	224	60	-	-	284	-	-	-	121	96	29	8	166	94	5	7	97	2	2	240
	19%bcfgijkor	**18%bc**	*12%*	*8%*	**19%bc**	**16%bc**	-	-	**100%zfgijk**	-	-	-	**18%o**	**20%o**	**20%o**	*10%*	*19%*	**19%r**	*8%*	*12%*	**21%r**	*12%*	*10%*	*16%*
11 years up to 20 years	426	78	14	2	332	94	-	-	-	426	426	-	199	122	36	25	262	136	13	8	130	3	6	385
	28%acfghks	**26%c**	*25%*	*17%*	**38%c**	**25%c**	-	-	-	**100%zfghjk**	**43%zfghk**	-	*30%*	*26%*	*24%*	*31%*	**29%s**	**28%s**	*20%*	*12%*	*28%*	*20%*	**32%s**	*25%*
More than 10 years	992	192	45	8	747	245	-	-	-	426	992	566	424	299	91	65	612	273	48	44	253	8	17	1073
	65%ghqt	*63%*	**80%zade**	**88%zabde**	*64%*	**66%a**	-	-	-	**100%zfgh**	**100%zfgh**	**100%zfgh**	*64%*	*63%*	*61%*	**82%zlmn**	**69%zqt**	*56%*	**78%zqt**	**72%t**	*54%*	*58%*	**82%zqt**	*70%*
More than 20 years	566	113	31	7	414	151	-	-	-	-	566	566	225	177	55	40	350	137	36	36	123	5	10	688
	37%ghlqt	*38%*	**55%zade**	**70%zabde**	*36%*	**41%a**	-	-	-	-	**57%zfghi**	**100%zfghij**	*34%*	*37%*	*37%*	**51%zlmn**	**39%qt**	**28%t**	**28%qt**	**60%zpqt**	*26%*	*38%*	**50%qt**	*45%*
Turnover																								
Below £50K	662	29	1	*	632	31	52	118	121	199	424	225	662	-	-	-	526	87	14	27	85	1	1	325
	43%abcmnoqrtv	**10%bce**	*2%*	*2%*	**54%zabce**	**8%bc**	**57%k**	*46%*	*42%*	*47%*	*43%*	*40%*	**100%zmno**	-	-	-	**59%zqrtv**	**18%v**	**22%w**	**44%qrtv**	*18%*	*5%*	*5%*	*21%*
£50K up to £249,999	474	127	4	*	343	131	14	78	96	122	299	177	-	474	-	-	224	198	20	18	200	4	5	404
	31%bcfinop	**42%zbcde**	**6%c**	*1%*	**29%bc**	**36%bcd**	*15%*	**31%l**	**34%l**	*29%*	**30%l**	**31%l**	-	**100%zlno**	-	-	*25%*	**41%zpv**	*33%*	*30%*	**43%zpv**	*28%*	*23%*	*26%*
£250,000 up to £999,999	148	88	18	*	42	106	10	28	29	36	91	55	-	-	148	-	18	102	17	4	100	1	5	288
	10%cdimop	**29%zcd**	**31%zcd**	*4%*	*4%*	**29%cd**	*11%*	*11%*	*10%*	*8%*	*9%*	*10%*	-	-	**100%zlmo**	-	*2%*	**21%zp**	**28%zps**	*7%*	**21%zps**	*10%*	**25%zps**	*19%*
£1m+	79	31	31	9	8	71	1	6	8	25	65	40	-	-	-	79	3	66	4	3	50	7	9	390
	5%dlmnp	**10%zd**	**55%zade**	**92%zabde**	*1%*	**19%ad**	*1%*	*2%*	*3%*	*6%*	**7%z**	*7%*	-	-	-	**100%zlmn**	*	**14%zpt**	**7%p**	**6%p**	**11%zp**	*51%*	**44%zpqrst**	*25%*
Type of company																								
Sole trader	892	40	2	-	849	42	53	111	166	262	612	350	526	224	18	3	892	-	-	-	-	-	-	425
	58%abcgmnoqrstv	**13%bce**	**3%c**	-	**73%zabce**	**12%bc**	**58%g**	*44%*	**58%g**	**61%g**	**62%zg**	**62%g**	**79%zmno**	**47%no**	**12%o**	*4%*	**100%zqrstv**	-	-	-	-	-	-	*28%*
Private company	487	200	43	7	238	250	31	118	94	136	273	137	87	198	102	66	-	487	-	-	445	13	19	848
	32%djklprs	**66%zd**	**76%zade**	**74%zd**	*20%*	**68%d**	*34%*	**47%zfhijk**	*33%*	*32%*	**28%k**	*24%*	*13%*	**42%zl**	**69%zlm**	**83%zlmn**	-	**100%zprstv**	-	-	**95%zprs**	*94%*	**96%zprs**	*55%*
Partnership/LLP	62	39	5	1	17	45	1	8	5	13	48	36	14	20	17	4	-	-	62	-	-	-	-	121
	4%dlpqt	**13%zcd**	**9%zd**	**6%d**	*1%*	**12%bcd**	*1%*	*3%*	*2%*	*3%*	*5%*	**6%zh**	*2%*	*4%*	**12%zlm**	**6%l**	-	-	**100%zpqstv**	-	-	-	-	*8%*
Other	61	15	5	1	40	21	3	10	7	8	44	36	27	18	4	3	-	-	-	61	-	-	-	97
	4%pqt	**5%z**	**8%zade**	**16%zabde**	*3%*	**6%d**	*3%*	*4%*	*2%*	*2%*	**4%l**	**6%zlj**	*4%*	*4%*	*3%*	*4%*	-	-	-	**100%zpqrtv**	-	-	-	*6%*
Independent	469	186	37	4	242	227	33	118	97	130	253	123	85	200	100	50	-	445	-	-	469	-	-	729
	31%djklprsv	**62%zcd**	**66%zcd**	**38%zd**	*21%*	**62%cd**	**36%k**	**47%zhijk**	**34%k**	**31%jk**	**26%k**	*22%*	*13%*	**42%zl**	**68%zlm**	**64%zlmn**	-	**91%zprsv**	-	-	**100%zpqrsv**	-	-	*47%*
Parent	14	5	2	2	5	9	-	4	2	3	8	5	1	4	1	7	-	13	-	-	-	14	*	57
	1%dl	**2%zd**	**4%zade**	**17%zabde**	*	**2%ad**	-	*2%*	*1%*	*1%*	*1%*	*1%*	*	*1%*	*1%*	**9%zlmn**	-	**3%zpt**	-	-	-	*100%*	**1%p**	*4%*
Subsidiary	20	12	4	2	2	18	*	1	2	6	17	10	1	5	5	9	-	19	-	-	-	*	20	85
	1%dlp	**4%zd**	**7%zade**	**21%zabde**	*	**5%ad**	*	*	*1%*	*2%*	*2%*	*2%*	*	*1%*	**3%zl**	**11%zlmn**	-	**4%zpt**	-	-	-	*1%*	**100%zpqrst**	*6%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

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Business Finance Survey 2016
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Table 390

	Wtd Total (z)	Sector: Production (a)	Sector: Constructio n (b)	Sector: Distributio n (c)	Sector: Business services (d)	Sector: Other services (e)	Ease of getting bank finance: Difficult (f)	Ease of getting bank finance: Easy (g)	Expectations for business in next 12 months: Grow (h)	Expectations for business in next 12 months: Stay around the same size (i)	Expectations for business in next 12 months: Become smaller (j)	Expectations for business in next 12 months: High growth (by 20% or more) (k)	Expectations for trade conditions in next 12 months: Better (l)	Expectations for trade conditions in next 12 months: About the same (m)	Expectations for trade conditions in next 12 months: Worse (n)	Awareness of external finance types: Up to 3 types (o)	Awareness of external finance types: 4-6 types (p)	Awareness of external finance types: 7 or more types (q)	Needed external finance in last 12 months: Yes (r)	Needed external finance in last 12 months: No (s)	Needed external finance in last 12 months: Needed but did not apply (t)	When last sought external finance: Never (u)	When last sought external finance: Within last 12 months (v)	When last sought external finance: Over 1 year, up to 2 years ago (w)	When last sought external finance: Over 2 years, up to 3 years ago (x)	When last sought external finance: Over 3 years ago (y)	When last sought external finance: Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Size																												
Micro (1-9 employees)	302 **20%su**	37 **29%bde**	43 *16%*	84 **29%bde**	89 *18%*	49 *14%*	167 *20%*	43 *22%*	147 **26%ij**	120 *17%*	25 *14%*	40 *26%*	94 *23%*	116 *17%*	82 *22%*	50 *15%*	87 *19%*	166 **22%o**	116 **27%st**	186 *17%*	11 *13%*	61 *13%*	104 **30%zuyA**	29 *20%*	43 **22%u**	42 *15%*	177 **26%zuy**	583 *38%*
Small (10-49 employees)	57 **4%su**	8 *7%*	10 *4%*	15 *5%*	14 *3%*	9 *3%*	29 *3%*	9 *5%*	32 **6%z**	21 *3%*	3 *2%*	6 *4%*	17 *4%*	22 *3%*	15 *4%*	7 *2%*	15 *3%*	35 *5%*	27 **6%zs**	29 *3%*	1 *2%*	6 *1%*	25 **7%zuy**	7 *5%*	8 *4%*	6 *2%*	40 **6%zu**	312 *20%*
Medium (50-249 employees)	9 *1%*	1 *1%*	2 *1%*	2 *1%*	2 *	2 *1%*	5 *1%*	2 *1%*	6 *1%*	3 *	* *	1 *	3 *1%*	4 *1%*	2 *1%*	1 *	1 *	7 *1%*	5 *1%*	4 *	* *	1 *	5 *1%*	1 *1%*	1 *1%*	1 *	7 *1%*	172 *11%*
No employees (no employees)	1166 **76%achqrvA**	78 *63%*	218 **80%ac**	190 *65%*	402 **79%ac**	279 **82%zac**	654 *76%*	144 *73%*	379 *67%*	579 **80%hk**	151 **84%hk**	107 *70%*	296 *72%*	549 *79%*	270 *73%*	283 **83%zq**	353 *77%*	530 *72%*	284 *66%*	880 **80%zr**	77 **86%r**	399 **85%zvwxA**	207 *61%*	107 **74%w**	144 **73%w**	234 **83%zvA**	458 **67%w**	468 *30%*
Employees	369 **24%elosuy**	47 **37%zbde**	55 *20%*	101 **35%zbde**	105 *21%*	60 *18%*	201 *24%*	53 *27%*	185 **33%zij**	144 *20%*	28 *16%*	47 **30%ij**	114 *28%*	143 *21%*	99 *27%*	57 *17%*	103 *23%*	208 **28%zo**	147 **34%zst**	220 *20%*	13 *14%*	68 *15%*	134 **39%zuwxyA**	37 **26%u**	53 **27%u**	48 *17%*	224 **33%zuy**	1067 *70%*
Age of business																												
Up to two years	91 **6%jmqy**	7 *6%*	20 *8%*	23 *8%*	22 *4%*	19 *6%*	50 *6%*	13 *6%*	71 **13%ij**	15 *2%*	1 *1%*	28 **18%ij**	45 **11%zmn**	26 *4%*	17 *5%*	25 *7%*	34 *7%*	32 *4%*	26 *6%*	65 *6%*	3 *3%*	40 **9%xy**	23 **7%y**	19 **13%zxyA**	4 *2%*	- -	47 **7%xy**	62 *4%*
Up to five years	253 **17%lmy**	24 *19%*	44 *16%*	56 *19%*	84 *17%*	47 *14%*	147 *17%*	45 *23%*	175 **31%zij**	53 *7%*	17 *10%*	67 **44%zhij**	123 **30%zmn**	67 *10%*	50 *13%*	52 *15%*	88 *19%*	113 *15%*	89 **21%zs**	164 *15%*	20 *23%*	87 **19%y**	69 **20%y**	40 **28%zxy**	29 **15%y**	11 *4%*	138 **20%zy**	211 *14%*
Six years up to 10 years	284 **19%am**	13 *11%*	39 *14%*	53 *18%*	120 **24%zab**	58 *17%*	170 *20%*	30 *15%*	126 **22%zl**	114 *16%*	29 *16%*	36 *24%*	81 *20%*	107 *15%*	90 **24%zm**	58 *17%*	70 *15%*	156 *21%*	77 *18%*	208 *19%*	17 *19%*	85 *18%*	59 *17%*	34 *23%*	47 **24%y**	37 *13%*	140 *21%*	240 *16%*
11 years up to 20 years	426 **28%ah**	23 *18%*	88 **32%a**	67 *23%*	151 **30%a**	98 *29%*	240 *28%*	44 *22%*	126 *22%*	223 **31%h**	55 *31%*	32 *21%*	99 *24%*	208 *30%*	109 *29%*	95 *28%*	143 *31%*	188 *25%*	118 *27%*	308 *28%*	23 *26%*	146 *31%*	95 *28%*	36 *25%*	57 *29%*	68 *24%*	188 *28%*	385 *25%*
More than 10 years	992 **65%dhklwA**	87 *70%*	189 *70%*	180 *62%*	301 *59%*	234 **69%d**	534 *62%*	122 *62%*	261 **46%k**	554 **77%hk**	133 **74%hk**	50 *33%*	204 *50%*	514 **74%zln**	229 **62%l**	229 *67%*	296 *65%*	467 *63%*	264 *61%*	724 *66%*	52 *58%*	294 **63%w**	213 *62%*	71 *49%*	118 *60%*	234 **83%zuvwxA**	401 *59%*	1073 *70%*
More than 20 years	566 **37%dhklwA**	65 **52%zbd**	101 *37%*	114 *39%*	150 *30%*	136 **40%d**	294 *34%*	79 *40%*	135 **24%k**	331 **46%zhk**	78 **43%hk**	18 *12%*	105 *26%*	306 **44%zln**	121 *33%*	133 *39%*	154 *34%*	279 *38%*	146 *34%*	416 *38%*	29 *32%*	148 *32%*	117 *34%*	35 *24%*	61 *31%*	166 **59%zuvwxA**	213 *31%*	688 *45%*
Turnover																												
Below £50K	662 **43%chqrvA**	49 **39%c**	108 **39%c**	73 *25%*	238 **47%c**	195 **57%zabcd**	376 *44%*	78 *40%*	193 *34%*	362 **50%hk**	79 *44%*	52 *34%*	164 *40%*	304 *44%*	155 *42%*	174 **51%zq**	214 **47%q**	274 *37%*	155 *36%*	508 **46%zr**	44 *49%*	243 **52%zvxA**	111 *32%*	74 **51%wA**	74 *38%*	128 **45%w**	259 **38%w**	325 *21%*
£50K up to £249,999	474 **31%eo**	40 *32%*	81 *30%*	103 **35%e**	175 **35%e**	75 *22%*	266 *31%*	57 *29%*	204 **36%zi**	199 *28%*	53 *30%*	56 *36%*	136 *33%*	210 *30%*	118 *32%*	83 *25%*	141 *31%*	250 **34%o**	142 *33%*	330 *30%*	31 *35%*	113 *24%*	111 *32%*	44 *30%*	64 *32%*	102 **36%u**	218 **32%u**	404 *26%*
£250,000 up to £999,999	148 **10%esu**	14 *12%*	24 *9%*	50 **17%zbde**	41 *8%*	19 *6%*	92 *11%*	20 *10%*	67 *12%*	60 *8%*	18 *10%*	21 *14%*	47 *12%*	56 *8%*	43 *12%*	27 *8%*	33 *7%*	89 **12%z**	64 **15%zs**	84 *8%*	7 *8%*	16 *3%*	57 **17%zuy**	13 **9%u**	35 **18%zuy**	17 *6%*	106 **15%zuy**	288 *19%*
£1m+	79 **5%esu**	13 **11%zde**	22 **8%de**	21 **7%e**	17 *3%*	5 *1%*	41 *5%*	11 *6%*	41 **7%z**	29 *4%*	8 *4%*	8 *5%*	24 *6%*	26 *4%*	26 *7%*	9 *3%*	18 *4%*	52 **7%zo**	37 **9%zs**	42 *4%*	1 *1%*	11 *2%*	36 **11%zuyA**	7 *5%*	10 *5%*	10 *4%*	53 **8%zu**	390 *25%*
Type of company																												
Sole trader	892 **58%ahknqrvA**	60 *48%*	184 **68%zacd**	154 *53%*	286 *56%*	208 **61%a**	484 *57%*	121 *61%*	262 *46%*	488 **68%hk**	101 *56%*	68 *45%*	233 *57%*	440 **64%zn**	187 *51%*	244 **72%zq**	289 **63%q**	359 *49%*	189 *44%*	701 **64%zr**	44 *49%*	323 **69%zvxA**	145 *43%*	86 **60%wA**	105 *53%*	185 **66%wA**	337 **49%w**	425 *28%*
Private company	487 **32%elosu**	47 **37%e**	83 *30%*	96 **33%e**	191 **38%ze**	70 *21%*	281 *33%*	63 *32%*	237 **42%zij**	174 *24%*	53 *30%*	67 **44%zi**	136 *33%*	198 *29%*	133 *36%*	64 *19%*	127 **28%o**	296 **40%zop**	178 **41%zs**	308 *28%*	36 *40%*	113 *24%*	142 **42%zuy**	44 *31%*	71 **36%u**	76 *27%*	258 **38%zuy**	848 *55%*
Partnership/LLP	62 **4%bsu**	12 **10%zbde**	1 *	23 **8%zbe**	18 *4%*	7 *2%*	37 *4%*	8 *4%*	27 *5%*	26 *4%*	6 *3%*	4 *3%*	17 *4%*	29 *4%*	15 *4%*	7 *2%*	19 *4%*	35 *5%*	29 **7%zs**	32 *3%*	2 *2%*	7 *2%*	27 **8%zu**	5 *4%*	8 *4%*	8 *3%*	40 **6%zu**	121 *8%*
Other	61 **4%bdm**	2 *2%*	1 *1%*	10 *3%*	5 *1%*	42 **12%zabcd**	31 *4%*	3 *1%*	19 *3%*	28 *4%*	13 *7%*	5 *4%*	12 *3%*	17 *2%*	24 **6%m**	16 *5%*	18 *4%*	27 *4%*	25 *6%*	36 *3%*	5 *6%*	15 *3%*	19 *6%*	1 *1%*	5 *3%*	11 *4%*	26 *4%*	97 *6%*
Independent	469 **31%elosu**	44 **35%e**	80 *30%*	91 *31%*	179 **35%ze**	75 *22%*	272 *32%*	57 *29%*	227 **40%zi**	167 *23%*	53 *29%*	62 **40%zi**	132 *32%*	191 *28%*	128 *35%*	68 *20%*	124 *27%*	277 **38%zop**	173 **40%zs**	295 *27%*	38 **42%s**	110 *24%*	136 **40%zuy**	43 *30%*	68 **35%u**	73 *26%*	247 **36%zuy**	729 *47%*
Parent	14 *1%*	2 *1%*	2 *1%*	1 *	7 *1%*	3 *1%*	9 *1%*	1 *	7 *1%*	3 *	3 *2%*	4 **3%i**	6 *1%*	2 *	5 *1%*	1 *	1 *	12 *2%*	5 *1%*	9 *1%*	- -	1 *	5 *1%*	4 **3%u**	3 *2%*	1 *	12 **2%z**	57 *4%*
Subsidiary	20 *1%*	4 *3%*	3 *1%*	5 *2%*	6 *1%*	3 *1%*	11 *1%*	4 *2%*	11 *2%*	6 *1%*	3 *2%*	3 *2%*	6 *1%*	6 *1%*	8 *2%*	1 *	4 *1%*	15 *2%*	9 *2%*	12 *1%*	1 *1%*	5 *1%*	8 *2%*	1 *1%*	2 *1%*	2 *1%*	11 *2%*	85 *6%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 391

	Wtd Total (z)	Finance sought in last three years: Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Finance obtained in last three years: Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Confident in obtaining finance products: Agree (p)	Disagree (q)	Number of finance providers considered on last occasion: One (r)	More than one (s)	Only considered four largest banks on last occasion sought finance: Yes (t)	No (u)	Exports: Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Size																											
Micro (1-9 employees)	302	138	146	16	85	38	75	16	131	143	12	78	1	34	72	14	213	47	97	71	75	96	78	81	89	207	583
	20%y	25%z	29%z	34%	27%z	34%z	34%zab	50%zabdf	25%z	29%z	32%	27%z	27%	39%zh	34%zh	47%zhilk	21%	16%	24%	29%z	26%z	26%z	29%zy	30%zy	28%zy	17%	38%
Small (10-49 employees)	57	35	37	6	21	13	26	7	34	36	5	19	1	12	26	7	43	7	18	20	14	25	16	16	17	39	312
	4%	7%z	7%z	12%	7%z	11%z	12%zabd	22%zabd	7%z	7%z	14%	7%z	14%	13%zhl	12%zhilk	23%zhilk	4%	2%	4%	8%z	5%	7%z	6%	6%	5%	3%	20%
Medium (50-249 employees)	9	6	7	1	3	3	6	2	6	7	1	3	*	3	6	2	8	*	3	4	3	4	3	3	3	6	172
	1%	1%	1%	3%	1%	3%z	3%z	5%z	1%	1%z	3%	1%	6%	3%z	3%z	9%z	1%	*	1%	2%	1%	1%	1%	1%	1%	1%	11%
No employees (no employees)	1166	363	323	24	200	58	113	7	344	299	19	188	2	39	108	7	729	238	294	147	200	240	168	170	206	937	468
	76%abdefghik mnopstuvwx	67%efg	63%efg	51%	65%efg	52%g	51%g	23%	67%imno	62%imno	51%	65%imno	53%	45%o	51%o	25%	73%	81%	71%s	61%	69%	66%	63%	63%	65%	79%vwx	30%
Employees	369	180	190	23	109	54	107	24	172	186	19	100	2	48	104	22	264	55	119	95	92	125	97	100	109	252	1067
	24%y	33%z	37%z	49%	35%z	48%zabd	49%zabd	77%zabdef	33%z	38%zh	49%	35%z	47%	55%zhilk	49%zhilk	75%zhilkmn	27%z	19%	29%	39%zr	31%z	34%z	37%zy	37%zy	35%zy	21%	70%
Age of business																											
Up to two years	91	23	36	4	16	14	9	2	19	33	2	14	-	11	6	2	57	18	33	13	17	26	14	21	22	60	62
	6%h	4%	7%af	9%	5%	12%zabdf	4%	8%	4%	7%hn	5%	5%	-	13%zhikn	3%	9%	6%	6%	8%	5%	6%	7%	5%	8%w	7%	5%	4%
Up to five years	253	94	117	6	60	34	36	8	88	108	3	56	*	22	32	7	166	45	77	52	55	78	59	72	77	165	211
	17%y	17%	23%zaf	13%	19%	30%zadf	16%	25%	17%	22%zhn	7%	19%	6%	26%zn	15%	25%	17%	15%	19%	22%	19%	21%z	22%zy	27%vxy	24%zy	14%	14%
Six years up to 10 years	284	105	113	4	45	21	41	5	99	110	4	37	1	15	40	5	181	55	95	40	59	77	41	52	55	229	240
	19%k	19%d	22%d	10%	15%	19%	18%	16%	19%k	23%dk	12%	13%	17%	18%	19%	17%	18%	19%	23%	17%	20%	21%	15%	19%w	17%	19%	16%
11 years up to 20 years	426	150	125	10	81	20	56	6	142	122	10	78	-	18	55	4	273	93	119	59	97	83	82	70	91	326	385
	28%e	28%e	24%	22%	26%	18%	25%	18%	28%	25%	26%	27%	-	21%	26%	14%	28%	32%	29%	24%	33%u	23%	31%w	26%	29%w	27%	25%
More than 10 years	992	340	281	35	200	57	143	18	327	266	30	194	3	49	139	17	642	191	240	147	176	210	166	147	184	789	1073
	65%beiruw	63%be	55%	76%	65%be	51%	65%be	59%	63%i	55%	80%	67%i	77%	57%	66%i	58%	65%	65%	58%	61%	60%	57%	63%wx	54%	58%w	66%w	70%
More than 20 years	566	190	156	25	119	38	87	13	184	144	20	116	3	31	84	13	368	98	121	88	79	127	84	77	92	464	688
	37%birtwrx	35%b	30%	53%	39%b	34%	40%b	41%	36%i	30%	53%	40%i	77%	35%	40%i	44%	37%	34%	29%	36%	27%	35%	32%	28%	29%	39%wx	45%
Turnover																											
Below £50K	662	186	177	13	100	29	50	2	172	161	9	88	-	16	44	2	393	145	177	74	99	147	61	61	81	571	325
	43%abdefghik mnopstwx	34%fg	35%fg	29%	32%fg	26%g	23%	8%	33%mno	33%mno	22%	31%no	-	19%	21%	8%	40%	50%p	43%s	31%	34%	40%	23%	22%	26%w	48%vwx	21%
£50K up to £249,999	474	186	165	13	110	35	82	8	182	159	11	107	-	26	80	7	331	75	125	82	106	108	90	91	107	361	404
	31%	34%	32%	28%	36%	32%	37%	26%	35%z	33%	30%	37%	-	31%	38%	24%	33%z	26%	30%	34%	36%	30%	34%	34%	34%	30%	26%
£250,000 up to £999,999	148	82	90	5	43	22	43	8	77	89	5	41	1	19	42	8	111	21	62	38	48	55	47	52	55	87	288
	10%y	15%z	18%z	12%	14%z	19%z	19%z	26%zd	15%z	18%z	12%	14%z	19%	22%z	20%z	26%z	11%z	7%	15%z	16%z	16%z	15%z	18%zy	19%zy	17%zy	7%	19%
£1m+	79	48	47	9	30	12	34	8	47	46	8	27	1	11	34	8	58	12	22	29	25	27	30	34	35	44	390
	5%y	9%z	9%z	20%	10%z	11%z	16%zabd	26%zabde	9%z	10%z	21%	9%z	28%	13%z	16%zhilk	28%zhilkm	6%	4%	5%	12%zr	8%z	7%	11%zy	12%zy	11%zy	4%	25%
Type of company																											
Sole trader	892	281	208	18	163	19	92	8	266	194	14	150	2	12	90	8	546	189	231	92	164	161	95	90	113	756	425
	58%abefghimn opsuvwx	52%befg	40%e	38%	53%befg	17%	42%eg	26%	52%imno	40%m	38%	52%imno	53%	14%	42%m	28%	55%	65%p	56%s	38%	56%u	44%r	36%	33%	36%w	64%vwx	28%
Private company	487	199	233	19	108	60	100	20	192	226	17	102	2	49	97	19	339	83	131	114	97	154	138	149	166	316	848
	32%y	37%z	45%zad	42%	35%	54%zad	45%zad	63%zabdf	37%z	47%zhk	44%	36%	45%	56%hk	46%hk	63%hilkn	34%z	29%	32%	47%zr	33%	42%z	52%zy	55%zy	53%zy	27%	55%
Partnership/LLP	62	37	33	6	23	7	17	1	33	32	6	23	*	7	16	1	43	6	23	17	17	22	11	11	13	48	121
	4%	7%z	6%z	14%	7%z	6%	8%z	4%	6%z	7%z	17%	8%z	1%	8%	8%z	4%	4%	2%	6%	7%	6%	6%	4%	4%	4%	4%	8%
Other	61	9	22	*	7	17	4	1	9	18	*	6	-	14	4	1	35	14	14	11	3	19	9	8	11	48	97
	4%ht	2%	4%af	1%	2%	16%zabdf	2%	4%	2%	4%h	1%	2%	-	16%zhikno	2%	2%	4%	5%	3%	5%	1%	5%t	3%	3%	3%	4%	6%
Independent	469	185	225	19	99	63	94	18	179	216	15	93	2	49	89	16	328	78	129	106	91	149	125	135	150	314	729
	31%y	34%	44%zad	42%	32%	56%zabdf	43%zad	57%zad	35%	45%zhk	39%	32%	37%	57%zhikn	42%zhk	56%zhk	33%z	27%	31%	44%zr	31%	41%z	47%zy	50%zy	47%zy	26%	47%
Parent	14	11	9	1	6	2	4	1	10	8	1	6	*	2	4	1	12	1	3	8	8	4	7	9	10	4	57
	1%y	2%z	2%	2%	2%	2%	2%	4%	2%z	2%	2%	2%	2%	2%	2%	4%	1%	*	1%	3%z	3%z	1%	3%zy	3%zy	3%zy	*	4%
Subsidiary	20	12	11	2	7	2	8	1	10	10	1	6	*	2	7	1	16	4	4	6	3	8	11	11	11	9	85
	1%y	2%	2%	4%	2%	2%	4%z	4%	2%	2%	2%	2%	7%	2%	3%z	5%	2%	1%	1%	2%	1%	2%	4%zy	4%zy	4%zy	1%	6%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
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Table 392

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Size												
Micro (1-9 employees)	302	114	99	145	153	67	21	16	39	119	142	583
	20%dj	**25%zd**	**28%zcd**	**24%zd**	*17%*	*20%*	*32%*	*19%*	*21%*	**28%zj**	*15%*	*38%*
Small (10-49 employees)	57	23	20	29	27	9	3	5	3	30	24	312
	4%j	*5%*	*6%*	*5%*	*3%*	*3%*	*4%*	*5%*	*1%*	**7%zhj**	*3%*	*20%*
Medium (50-249 employees)	9	3	3	4	5	1	*	1	*	5	4	172
	1%	*1%*	*1%*	*1%*	*1%*	*	*1%*	*2%*	*	*1%*	*	*11%*
No employees (no employees)	1166	321	228	420	731	253	43	62	144	269	752	468
	76%abci	*70%*	*65%*	**70%b**	**80%zabc**	*77%*	*63%*	*74%*	**77%i**	*64%*	**82%zi**	*30%*
Employees	369	140	122	179	185	77	25	22	42	154	170	1067
	24%dj	**30%zd**	**35%zcd**	**30%zd**	*20%*	*23%*	*37%*	*26%*	*23%*	**36%zhj**	*18%*	*70%*
Age of business												
Up to two years	91	40	38	53	36	13	5	2	91	-	-	62
	6%di	**9%zd**	**11%zd**	**9%zd**	*4%*	*4%*	*7%*	*3%*	**49%zij**	-	-	*4%*
Up to five years	253	118	93	150	99	58	12	17	185	37	31	211
	17%di	**26%zd**	**27%zd**	**25%zd**	*11%*	*18%*	*18%*	*20%*	**100%zij**	**9%j**	*3%*	*14%*
Six years up to 10 years	284	94	58	118	163	80	22	10	-	126	159	240
	19%h	*20%*	*17%*	*20%*	*18%*	**24%z**	**33%zg**	*12%*	-	**30%zhj**	**17%h**	*16%*
11 years up to 20 years	426	114	96	160	266	103	18	22	-	126	300	385
	28%h	*25%*	*28%*	*27%*	*29%*	*31%*	*27%*	*26%*	-	**30%h**	**33%zh**	*25%*
More than 10 years	992	246	197	328	651	190	33	57	-	261	731	1073
	65%abcefh	*53%*	*56%*	*55%*	**71%zabc**	*58%*	*49%*	*68%*	-	**62%h**	**79%zhi**	*70%*
More than 20 years	566	131	100	168	385	87	15	35	-	135	431	688
	37%abcefh	*28%*	*29%*	*28%*	**42%zabc**	*26%*	*22%*	**42%ef**	-	**32%h**	**47%zhi**	*45%*
Turnover												
Below £50K	662	176	112	221	436	176	27	46	98	121	443	325
	43%bci	**38%b**	*32%*	**37%b**	**48%zabc**	**53%z**	*40%*	*55%*	**53%i**	*29%*	**48%zi**	*21%*
£50K up to £249,999	474	148	121	197	272	73	19	26	52	164	258	404
	31%ej	*32%*	*34%*	*33%*	*30%*	*22%*	*28%*	*31%*	*28%*	**39%zj**	*28%*	*26%*
£250,000 up to £999,999	148	64	52	87	62	30	7	5	15	57	75	288
	10%d	**14%zd**	**15%zd**	**14%zd**	*7%*	*9%*	*10%*	*6%*	*8%*	**14%zj**	*8%*	*19%*
£1m+	79	32	27	38	41	9	6	4	4	39	37	390
	5%	*7%*	*8%*	*6%*	*4%*	*3%*	**9%e**	*5%*	*2%*	**9%zhj**	*4%*	*25%*
Type of company												
Sole trader	892	199	158	270	605	206	41	35	88	188	613	425
	58%abcghi	*43%*	*45%*	*45%*	**66%zabc**	**62%g**	*61%*	*42%*	*47%*	*45%*	**66%zhi**	*28%*
Private company	487	202	157	259	227	99	19	26	81	185	220	848
	32%dj	**44%zd**	**45%zd**	**43%zd**	*25%*	*30%*	*29%*	*31%*	**44%zj**	**44%zj**	*24%*	*55%*
Partnership/LLP	62	25	15	31	30	15	4	-	5	22	34	121
	4%	*5%*	*4%*	*5%*	*3%*	*5%*	*5%*	-	*2%*	*5%*	*4%*	*8%*
Other	61	20	13	25	34	10	4	23	6	13	41	97
	4%	*4%*	*4%*	*4%*	*4%*	*3%*	*5%*	**27%zef**	*3%*	*3%*	*4%*	*6%*
Independent	469	189	142	242	226	93	16	24	81	175	212	729
	31%dj	**41%zd**	**41%zd**	**40%zd**	*25%*	*28%*	*23%*	*29%*	**44%zj**	**41%zj**	*23%*	*47%*
Parent	14	9	9	10	4	*	1	1	3	4	6	57
	1%	**2%d**	**3%zd**	*2%*	*	*	*1%*	*1%*	*2%*	*1%*	*1%*	*4%*
Subsidiary	20	9	9	12	8	2	2	1	1	10	10	85
	1%	*2%*	*3%*	*2%*	*1%*	*1%*	*3%*	*1%*	*	*2%*	*1%*	*6%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
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Table 393

		Size					Age of business						Turnover				Type of company							
	Wtd Total (z)	Micro (1-9 employees) (a)	Small (10-49 employees) (b)	Medium (50-249 employees) (c)	No employees (no employees) (d)	Employees (e)	Up to two years (f)	Up to five years (g)	Six years up to 10 years (h)	11 years up to 20 years (i)	More than 10 years (j)	More than 20 years (k)	Below £50K (l)	£50K up to £249,999 (m)	£250,000 up to £999,999 (n)	£1m+ (o)	Sole trader (p)	Private company (q)	Partnership/ LLP (r)	Other (s)	Independent (t)	Parent (u)	Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Sector																								
Production	125	37	8	1	78	47	7	24	13	23	87	65	49	40	14	13	60	47	12	2	44	2	4	250
	8%	**12%zd**	**15%zd**	**15%zd**	*7%*	**13%d**	*8%*	*9%*	*5%*	*5%*	**9%l**	**11%zhlj**	*7%*	*8%*	*10%*	**17%zlm**	*7%*	*10%*	**20%zpqst**	*4%*	*9%*	*11%*	**17%ps**	*16%*
Construction	272	43	10	2	218	55	20	44	39	88	189	101	108	81	24	22	184	83	1	1	80	2	3	239
		18%ars	*14%*	*18%*	*19%*	*19%*	*15%*	*22%*	*17%*	*14%*	*21%*	*19%*	*18%*	*16%*	*17%*	*16%*	**28%zlmn**	**21%zrs**	**17%rs**	*2%*	*2%*	**17%rs**	*11%*	**12%r**	*16%*
Distribution	291	84	15	2	190	101	23	56	53	67	180	114	73	103	50	21	154	96	23	10	91	1	5	284
	19%dl	**28%zd**	**26%zd**	**24%d**	*16%*	**28%d**	*25%*	*22%*	*19%*	*16%*	*18%*	*20%*	*11%*	**22%l**	**34%zlm**	**27%zl**	*17%*	*20%*	**37%zpqst**	*16%*	*19%*	*5%*	*25%*	*19%*
Business services	507	89	14	2	402	105	22	84	120	151	301	150	238	175	41	17	286	191	18	5	179	7	6	459
	33%abcjkos	**30%c**	*25%*	*19%*	**34%bce**	**29%c**	*24%*	*33%*	**42%zljk**	**39%jk**	**30%k**	*27%*	**36%o**	**37%o**	*28%*	*21%*	**32%s**	**39%zps**	**29%s**	*8%*	**38%zs**	*47%*	**30%s**	*30%*
Other services	340	49	9	2	279	60	19	47	58	98	234	136	195	75	19	5	208	70	7	42	75	3	3	303
	22%abmnoqrt	*16%*	*16%*	**23%ae**	**24%abe**	*16%*	*21%*	*19%*	*21%*	*23%*	*24%*	*24%*	**29%zmno**	**16%o**	*13%*	*6%*	**23%qt**	*14%*	*12%*	**70%zpqrtv**	*16%*	*24%*	*16%*	*20%*
Ease of getting bank finance																								
Difficult	855	167	29	5	654	201	50	147	170	240	534	294	376	266	92	41	484	281	37	31	272	9	11	825
	56%b	*55%*	*50%*	*52%*	*56%*	*55%*	*54%*	*58%*	*60%*	*56%*	*54%*	*52%*	*57%*	*56%*	*62%*	*52%*	*54%*	*58%*	*61%*	*51%*	*58%*	*67%*	*57%*	*54%*
Easy	198	43	9	2	144	53	13	45	30	44	122	79	78	57	20	11	121	63	8	3	57	1	4	220
	13%	*14%*	**16%z**	*17%*	*12%*	*14%*	*14%*	*18%*	*10%*	*10%*	*12%*	*14%*	*12%*	*12%*	*14%*	*14%*	*14%*	*13%*	*13%*	*4%*	*12%*	*5%*	**20%s**	*14%*
Expectations for business in next 12 months																								
Grow	**564**	**147**	**32**	**6**	**379**	**185**	**71**	**175**	**126**	**126**	**261**	**135**	**193**	**204**	**67**	**41**	**262**	**237**	**27**	**19**	**227**	**7**	**11**	**718**
	37%dijklp	**49%zd**	**57%zade**	**60%zade**	***32%***	**50%d**	**78%zhijk**	**69%zhijk**	**44%ijk**	***30%***	***26%***	***24%***	**29%**	**43%zl**	**45%zl**	**53%zl**	***29%***	**49%zps**	**44%p**	***31%***	**48%zp**	**52%**	**52%p**	***47%***
Stay around the same size	723	120	21	3	579	144	15	53	114	223	554	331	362	199	60	29	488	174	26	28	167	3	6	637
	47%abcfgoqtv	*40%*	*37%*	*36%*	**50%abce**	*39%*	*17%*	*21%*	**40%fg**	**52%dgh**	**56%fgh**	**58%fgh**	**55%zmno**	*42%*	*40%*	*37%*	**49%qtv**	*38%*	*41%*	*36%*	*46%*	*19%*	*29%*	*41%*
Become smaller	179	25	3	*	151	28	1	17	29	55	133	78	79	53	18	8	101	53	6	13	53	3	3	130
	12%abcf	**8%c**	*6%*	*3%*	**13%abce**	**8%c**	*1%*	*7%*	*10%*	**13%f**	**13%fg**	**14%fg**	*12%*	*11%*	*12%*	*14%*	*11%*	*11%*	*9%*	*22%*	*11%*	*22%*	*15%*	*8%*
High growth (by 20% or more)	154	40	6	1	107	47	28	67	36	32	50	18	52	56	21	8	68	67	4	5	62	4	3	168
	10%jkp	**13%zd**	*10%*	*8%*	*9%*	**13%c**	**31%zhijk**	**26%zhijk**	**13%jk**	**7%k**	**5%k**	*3%*	*8%*	*12%*	**14%l**	*10%*	*8%*	**14%zp**	*7%*	*9%*	**13%zp**	*13%*	*11%*
Expectations for trade conditions in next 12 months																								
Better	410	94	17	3	296	114	45	123	81	99	204	105	164	136	47	24	233	136	17	12	132	6	6	448
	27%jk	**31%zd**	**31%z**	*29%*	*25%*	**31%d**	**50%zhijk**	**49%zhijk**	**29%jk**	*23%*	*21%*	*19%*	*25%*	*29%*	*32%*	*30%*	*26%*	*28%*	*27%*	*20%*	*28%*	*41%*	*27%*	*29%*
About the same	692	116	22	4	549	143	26	67	107	208	514	306	304	210	56	26	440	198	29	17	191	2	6	635
	45%abfgoqst	*39%*	*39%*	*40%*	**47%abe**	*39%*	*29%*	*26%*	*37%*	**49%dgh**	**52%fgh**	**54%fgh**	**46%o**	**44%o**	*38%*	*33%*	**49%zqstv**	*41%*	*47%*	*27%*	*41%*	*15%*	*31%*	*41%*
Worse	369	82	15	2	270	99	17	50	90	109	229	121	155	118	43	26	187	133	15	24	128	5	8	391
	24%	**27%z**	*27%*	*26%*	*23%*	*27%*	*19%*	*20%*	**32%zgjk**	*26%*	*23%*	*21%*	*23%*	*25%*	*29%*	**33%zl**	*21%*	**27%p**	*24%*	**39%zp**	*27%*	*38%*	**39%zp**	*25%*
Awareness of external finance types																								
Up to 3 types	340	50	7	1	283	57	25	52	58	95	229	133	174	83	27	9	244	64	7	16	68	1	1	251
	22%abcmoqtv	**16%c**	*12%*	*7%*	**24%abce**	**16%bc**	*28%*	*21%*	*20%*	*22%*	*23%*	*24%*	**32%no**	*30%*	*22%*	*22%*	**27%zqrtv**	*13%*	*12%*	**27%q**	*14%*	*10%*	*7%*	*16%*
4-6 types	457	87	15	1	353	103	34	88	70	143	296	154	214	141	33	18	289	127	19	18	124	1	4	416
	30%cno	**29%c**	**27%c**	*15%*	**30%c**	**28%c**	*37%*	*35%*	*25%*	*33%*	*30%*	*27%*	**32%no**	*30%*	*22%*	*22%*	*32%*	*26%*	*31%*	*29%*	*26%*	*7%*	*18%*	*27%*
7 or more types	738	166	35	7	530	208	32	113	156	188	467	279	274	250	89	52	359	296	35	27	277	12	15	868
	48%kp	**55%zd**	**61%zde**	**79%zabde**	*45%*	**56%d**	*35%*	*44%*	**55%l**	*44%*	*47%*	*49%*	*41%*	**53%l**	**60%zl**	**66%zlm**	*40%*	**61%zp**	**57%p**	*44%*	**59%zp**	*84%*	**75%zps**	*57%*
Needed external finance in last 12 months																								
Yes	431	116	27	5	284	147	26	89	77	118	264	146	155	142	64	37	189	178	29	25	173	5	9	579
	28%dlp	**38%zd**	**47%zade**	**54%zade**	*24%*	**40%d**	*29%*	*35%*	*27%*	*28%*	*27%*	*26%*	*23%*	*30%*	**43%zlm**	**47%zlm**	*21%*	**37%zp**	**47%zp**	**40%p**	**37%zp**	*34%*	**42%p**	*38%*
No	1100	186	29	4	880	220	65	164	208	308	724	416	508	330	84	42	701	308	32	36	295	9	12	947
	72%abcmoqrt	**62%bc**	*52%*	*45%*	**75%zabce**	**60%bc**	*71%*	*65%*	*73%*	*72%*	*73%*	*74%*	**77%zno**	**70%no**	*57%*	*53%*	**79%zqrstv**	*63%*	*53%*	*59%*	*63%*	*65%*	*58%*	*62%*
Needed but did not apply	90	11	1	*	77	13	3	20	17	23	52	29	44	31	7	1	44	36	2	5	38	-	1	62
	6%abco	*4%*	*3%*	*1%*	**7%bce**	*4%*	*3%*	*8%*	*6%*	*5%*	*5%*	*5%*	**7%o**	**7%o**	*5%*	*1%*	*5%*	*7%*	*4%*	*9%*	**8%z**	-	*3%*	*4%*
When last sought external finance																								
Never	467	61	6	1	399	68	40	87	85	146	294	148	243	113	16	11	323	113	7	15	110	1	5	320
	30%abckmnoqrt	**20%bc**	*11%*	*7%*	**34%zabce**	**18%bc**	**44%k**	*34%*	*30%*	*34%*	**30%k**	*26%*	**37%zmno**	**24%no**	*11%*	*14%*	**36%zqrt**	**23%r**	*12%*	*24%*	**23%r**	*5%*	*23%*	*21%*
Within last 12 months	342	104	25	5	207	134	23	69	59	95	213	117	111	111	57	36	145	142	27	19	136	5	8	517
	22%dlp	**34%zd**	**44%zade**	**53%zade**	*18%*	**36%d**	*25%*	*27%*	*21%*	*22%*	*21%*	*21%*	*17%*	*23%*	**39%zlm**	**46%zlm**	*16%*	**29%zp**	**44%pqt**	**32%p**	**29%zp**	*34%*	**40%zp**	*34%*
Over 1 year, up to 2 years ago	144	29	7	1	107	37	19	40	34	36	71	35	74	44	13	7	86	44	5	1	43	4	1	163
	9%jk	*10%*	*11%*	**15%zade**	*9%*	*10%*	**21%zijk**	**16%zijk**	**12%k**	*8%*	*7%*	*6%*	*11%*	*9%*	*9%*	*9%*	*10%*	*9%*	*9%*	*2%*	*9%*	*29%*	*5%*	*11%*
Over 2 years, up to 3 years ago	196	43	8	1	144	53	4	29	47	57	118	61	74	64	35	10	105	71	8	5	68	3	2	206
	13%	**14%z**	*14%*	*12%*	*12%*	*14%*	*5%*	*12%*	*17%*	*13%*	*12%*	*11%*	*11%*	*13%*	**24%zlmo**	*12%*	*12%*	*15%*	*13%*	*9%*	*15%*	*24%*	*10%*	*13%*
Over 3 years ago	282	42	6	1	234	48	-	11	37	68	234	166	128	102	17	10	185	76	8	11	73	1	2	216
	18%abcfgn	**14%c**	*10%*	*6%*	**20%abce**	**13%bc**	-	*4%*	**13%fg**	**16%fg**	**24%fghi**	**29%zfghij**	*19%*	**21%no**	*11%*	*13%*	*21%*	*16%*	*13%*	*19%*	*16%*	*7%*	*8%*	*14%*
Within last 3 years	682	177	40	7	458	224	47	138	140	188	401	213	259	218	106	53	337	258	40	26	247	12	11	886
	44%djklp	**58%zd**	**70%zade**	**80%zabde**	*39%*	**61%ad**	*51%*	**54%zjk**	**49%k**	*44%*	*40%*	*38%*	*39%*	*46%*	**71%zlm**	**67%zlm**	*38%*	**53%zp**	**65%zps**	*43%*	**53%zp**	*87%*	*54%*	*58%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos

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Business Finance Survey 2016
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Table 394

	Wtd Total (z)	Sector: Production (a)	Sector: Constructio n (b)	Sector: Distributio n (c)	Sector: Business services (d)	Sector: Other services (e)	Ease of getting bank finance: Difficult (f)	Ease of getting bank finance: Easy (g)	Expectations for business in next 12 months: Grow (h)	Expectations for business in next 12 months: Stay around the same size (i)	Expectations for business in next 12 months: Become smaller (j)	Expectations for business in next 12 months: High growth (by 20% or more) (k)	Expectations for trade conditions in next 12 months: Better (l)	Expectations for trade conditions in next 12 months: About the same (m)	Expectations for trade conditions in next 12 months: Worse (n)	Awareness of external finance types: Up to 3 types (o)	Awareness of external finance types: 4-6 types (p)	Awareness of external finance types: 7 or more types (q)	Needed external finance in last 12 months: Yes (r)	Needed external finance in last 12 months: No (s)	Needed external finance in last 12 months: Needed but did not apply (t)	When last sought external finance: Never (u)	When last sought external finance: Within last 12 months (v)	When last sought external finance: Over 1 year, up to 2 years ago (w)	When last sought external finance: Over 2 years, up to 3 years ago (x)	When last sought external finance: Over 3 years ago (y)	When last sought external finance: Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Sector																												
Production	125	125	-	-	-	-	65	18	52	55	15	12	44	47	25	19	44	62	52	72	8	28	44	15	14	19	73	250
	8%bcdes	100%bcde	-	-	-	-	8%	9%	9%	8%	9%	8%	11%	7%	7%	6%	10%	8%	12%zs	7%	9%	6%	13%zu	10%	7%	7%	11%z	16%
Construction	272	-	272	-	-	-	134	54	90	136	29	22	91	133	41	88	93	92	85	187	16	90	69	33	19	50	121	239
	18%acdenqx	-	100%acde	-	-	-	16%	28%zf	16%	19%	16%	14%	22%zn	19%n	11%	26%zq	20%q	13%	20%	17%	18%	19%x	20%x	23%x	10%	18%	18%x	16%
Distribution	291	-	-	291	-	-	191	34	128	115	44	31	80	108	99	69	93	129	77	214	18	75	58	27	59	53	144	284
	19%abdeim	-	-	100%zabde	-	-	22%z	17%	23%zl	16%	24%	20%	20%	16%	27%zm	20%	20%	18%	18%	19%	21%	16%	17%	19%	30%zuvA	19%	21%w	19%
Business services	507	-	-	-	507	-	282	57	184	249	45	53	117	250	125	78	107	322	116	390	26	159	90	38	72	106	199	459
	33%abceoprvA	-	-	-	100%zabce	-	33%	29%	33%	34%	25%	34%	28%	36%	34%	23%	23%	44%zop	27%	35%zr	30%	34%	26%	26%	36%	37%w	29%	30%
Other services	340	-	-	-	-	340	183	34	109	168	45	35	78	154	80	87	120	133	101	236	20	115	80	31	32	54	144	303
	22%abcdq	-	-	-	-	100%zabcd	21%	17%	19%	23%	25%	23%	19%	22%	22%	26%	26%q	18%	23%	21%	23%	25%	24%	22%	16%	19%	21%	20%
Ease of getting bank finance																												
Difficult	855	65	134	191	282	183	855	-	323	395	97	94	228	365	235	167	249	439	261	591	65	220	196	89	113	178	398	825
	56%gu	52%	49%	66%zabe	56%	54%	100%zg	-	57%	55%	54%	61%	56%	53%	64%zm	49%	55%	59%zo	61%	54%	72%zs	47%	57%u	62%u	57%	63%u	58%u	54%
Easy	198	18	54	34	57	34	-	198	79	83	32	21	69	87	37	49	69	79	54	144	5	65	49	21	25	28	94	220
	13%f	15%	20%zde	12%	11%	10%	-	100%zf	14%	11%	18%	13%	17%n	13%	10%	14%	15%	11%	12%	13%	6%	14%	14%	14%	13%	10%	14%	14%
Expectations for business in next 12 months																												
Grow	564	52	90	128	184	109	323	79	564	-	-	154	290	171	82	113	148	302	199	365	34	148	165	62	86	67	313	718
	37%ijmnsy	42%	33%	44%e	36%	32%	38%	40%	100%zij	-	-	100%zij	71%zmn	25%	22%	33%	32%	41%zp	46%zs	33%	40%zs	32%	48%zuy	43%y	44%uy	24%	46%zuy	47%
Stay around the same size	723	55	136	115	249	168	395	83	-	723	-	-	96	440	162	172	231	319	156	564	35	236	121	62	82	170	265	637
	47%hjklqrvA	44%	50%	39%	49%	49%	46%	42%	-	100%hjk	-	-	23%	64%zln	44%l	51%	51%	43%	36%	51%zr	39%	51%wA	35%	43%	42%	60%zvwxA	39%	41%
Become smaller	179	15	29	44	45	45	97	32	-	-	179	-	13	59	103	42	55	83	61	118	17	52	44	13	25	34	82	130
	12%hklm	12%	11%	15%	9%	13%	11%	16%	-	-	100%hik	-	3%	8%l	28%lzm	12%	12%	11%	14%	11%	19%	11%	13%	9%	13%	12%	12%	8%
High growth (by 20% or more)	154	12	22	31	53	35	94	21	154	-	-	154	84	39	23	24	35	96	57	97	10	49	47	18	13	16	78	168
	10%jmn	10%	8%	11%	10%	10%	11%	10%	27%zij	-	-	100%zhij	21%zmn	6%	6%	7%	8%	9%	13%z	9%	11%	10%	14%zy	12%	7%	6%	11%	11%
Expectations for trade conditions in next 12 months																												
Better	410	44	91	80	117	78	228	69	290	96	13	84	410	-	-	101	134	174	146	262	32	102	114	63	50	61	227	448
	27%ijmnqs	35%zde	34%de	28%	23%	23%	27%	35%z	51%zij	13%	7%	55%zij	100%zmn	-	-	30%	29%	24%	34%zs	24%	32%	22%	33%zuy	44%zuxyA	25%	22%	33%zuy	29%
About the same	692	47	133	108	250	154	365	87	171	440	59	39	-	692	-	148	209	334	145	546	25	240	120	48	77	156	245	635
	49%ijklnrt vwA	37%	49%	37%	49%ac	45%	43%	44%	30%	61%ijk	33%	25%	-	100%zln	-	44%	46%	45%	34%	50%zrt	28%	51%zvwA	35%	34%	39%	55%zvwxA	36%	41%
Worse	369	25	41	99	125	80	235	37	82	162	103	23	-	-	369	73	93	203	120	250	30	109	89	28	63	57	180	391
	24%bhklm	20%	15%	34%zab	25%b	24%	28%z	19%	15%	22%h	57%zhik	15%	-	-	100%zlm	22%	20%	27%z	28%	23%	34%	23%	26%	19%	32%y	20%	26%	25%
Awareness of external finance types																												
Up to 3 types	340	19	88	69	78	87	167	49	113	172	42	24	101	148	73	340	-	-	89	248	25	112	64	26	52	70	142	251
	22%dpq	15%	32%zad	24%d	15%	26%ad	20%	26%	20%	24%	23%	15%	25%	21%	20%	100%zpq	-	-	21%	23%	28%	24%	19%	18%	27%	25%	21%	16%
4-6 types	457	44	93	93	107	120	249	69	148	231	55	35	134	209	93	-	457	-	127	330	24	138	102	53	50	76	205	416
	30%dpq	35%d	34%d	32%d	21%	35%d	29%	35%	26%	32%	31%	22%	33%	30%	25%	-	100%zoq	-	29%	30%	27%	29%	30%	36%	25%	27%	30%	27%
7 or more types	738	62	92	129	322	133	439	79	302	319	83	96	174	334	203	-	-	738	216	522	41	218	175	66	94	135	335	868
	48%belop	50%b	34%	44%	64%zabce	39%	51%g	40%	54%zl	44%	46%	62%zilj	42%	48%	55%zl	-	-	100%zop	50%	47%	57%	47%	51%	46%	48%	48%	49%	57%
Needed external finance in last 12 months																												
Yes	431	52	85	77	116	101	261	54	199	156	61	57	146	145	120	89	127	216	431	-	90	23	342	21	18	23	381	579
	28%dimsuwxy	42%zcde	31%	26%	23%	30%	31%	27%	35%zl	22%	34%l	37%l	36%zm	21%	32%m	28%	28%	29%	100%zs	-	100%zs	5%	100%zuwxyA	14%u	9%	8%	56%zuwxy	38%
No	1100	72	187	214	390	236	591	144	365	564	118	97	262	546	250	248	330	522	-	1100	-	444	-	123	178	257	302	947
	72%ahlrtvA	58%	69%	74%a	77%za	70%a	69%	73%	65%	78%ijk	66%	63%	64%	79%zln	68%	73%	72%	71%	-	100%zrt	-	95%zvwA	-	86%zvA	91%zvA	91%zvA	44%w	62%
Needed but did not apply	90	8	16	18	26	20	65	5	34	35	17	10	32	25	30	25	24	41	90	-	90	23	-	21	18	23	39	62
	6%mv	7%	6%	6%	5%	6%	8%z	3%	6%	5%	9%	6%	8%m	4%	8%m	7%	5%	6%	21%zs	-	100%zrs	5%w	-	14%zuvA	9%w	8%w	6%w	4%
When last sought external finance																												
Never	467	28	90	75	159	115	220	65	148	236	52	49	102	240	109	112	138	218	23	444	23	467	-	-	-	-	-	320
	30%lhlrvwxy A	23%	33%	26%	31%	34%	26%	33%	26%	33%	29%	32%	25%	35%zl	29%	33%	30%	29%	5%	40%zr	26%r	100%zvwxyA	-	-	-	-	-	21%
Within last 12 months	342	44	69	58	90	80	196	49	165	121	44	47	114	120	89	64	102	175	342	-	-	-	342	-	-	-	342	517
	22%dimstuwx y	35%zcde	25%	20%	18%	24%	23%	25%	29%zl	17%	25%	31%l	28%zm	17%	24%	19%	22%	24%	79%zst	-	-	-	100%zuwxyA	-	-	-	50%zuwxy	34%
Over 1 year, up to 2 years ago	144	15	33	27	38	31	89	21	62	62	13	18	63	48	28	26	53	66	21	123	21	-	-	144	-	-	144	163
	9%mruvxy	12%	12%	9%	7%	9%	10%	10%	11%	9%	7%	12%	15%zmn	7%	7%	8%	12%	9%	5%	11%zr	23%zrs	-	-	100%zuvxyA	-	-	21%zuvxy	11%
Over 2 years, up to 3 years ago	196	14	19	59	72	32	113	25	86	82	25	13	50	77	63	52	50	94	18	178	18	-	-	-	196	-	196	206
	13%hzuvwy	11%	7%	20%zbe	14%b	10%	13%	12%	15%k	11%	14%	8%	12%	11%	17%	15%	11%	13%	4%	16%zr	20%r	-	-	-	100%zuvwyA	-	29%zuvwy	13%
Over 3 years ago	282	19	50	53	106	54	178	28	67	170	34	16	61	156	57	70	76	135	23	257	23	-	-	-	-	282	-	216
	18%hruvwxA	15%	18%	18%	21%	16%	21%	14%	12%	23%hk	19%	11%	15%	23%zl	15%	21%	17%	18%	5%	23%zr	25%r	-	-	-	-	100%zuvwxA	-	14%
Within last 3 years	682	73	121	144	199	144	398	94	313	265	82	78	227	245	180	142	205	335	381	302	39	-	342	144	196	-	682	886
	44%dimsuy	59%zbde	45%	50%	39%	42%	47%	48%	55%zl	37%	46%	51%l	55%zm	35%	49%lm	42%	45%	45%	88%zst	27%	44%u	-	100%zuy	100%zuy	100%zuy	-	100%zuy	58%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 395

	Wtd Total (z)	Finance sought in last three years: Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Finance obtained in last three years: Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Confident in obtaining finance products: Agree (p)	Disagree (q)	Number of finance providers considered on last occasion: One (r)	More than one (s)	Only considered four largest banks on last occasion sought finance: Yes (t)	No (u)	Exports: Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Sector																											
Production	125 *8%*	58 **11%z**	55 **11%z**	2 *5%*	37 **12%z**	20 **18%zab**	33 **15%zb**	3 *11%*	56 **11%z**	55 **11%z**	2 *6%*	35 *12%*	* *8%*	18 **21%hi**	33 **15%zi**	3 *12%*	79 *8%*	25 *9%*	47 **11%z**	23 *10%*	28 *10%*	44 **12%z**	24 *9%*	29 *11%*	30 *10%*	93 *8%*	250 *16%*
Construction	272 **18%emwx**	102 **19%e**	100 **20%e**	4 *9%*	60 **19%e**	8 *7%*	60 **27%abde**	5 *15%*	98 **19%m**	97 **20%m**	4 *10%*	57 **20%m**	1 *14%*	7 *8%*	60 **28%hikm**	5 *16%*	166 *17%*	63 *22%*	67 *16%*	49 *20%*	51 *17%*	67 *18%*	4 *1%*	9 **4%w**	11 **3%w**	255 **21%zwx**	239 *16%*
Distribution	291 **19%y**	109 *20%*	113 *22%*	18 *38%*	69 *22%*	18 *16%*	42 *19%*	7 *23%*	97 *19%*	106 *22%*	17 *44%*	61 *21%*	1 *15%*	13 *15%*	40 *19%*	7 *23%*	203 *20%*	47 *16%*	90 *22%*	49 *20%*	67 *23%*	67 *18%*	76 **29%zy**	73 **27%zy**	82 **26%zy**	199 *17%*	284 *19%*
Business services	507 **33%bfinqy**	165 **30%f**	145 *28%*	12 *27%*	99 **32%f**	29 *26%*	53 *24%*	8 *25%*	159 *31%*	137 *28%*	10 *26%*	93 *32%*	3 *64%*	20 *23%*	52 *25%*	7 *25%*	362 **36%eq**	71 *24%*	124 *30%*	67 *28%*	90 *31%*	104 *28%*	109 **41%zy**	108 **40%zy**	132 **42%zy**	364 *31%*	459 *30%*
Other services	340 **22%dfknp**	108 **20%d**	99 *19%*	10 *21%*	44 *14%*	38 **34%zabdf**	33 *15%*	8 *26%*	106 **21%kn**	90 **19%n**	6 *15%*	42 *15%*	- -	29 **33%ahikn**	27 *13%*	7 **25%n**	183 *18%*	86 **29%p**	84 *20%*	53 *22%*	58 *20%*	84 *23%*	52 *20%*	51 *19%*	60 *19%*	276 *23%*	303 *20%*
Ease of getting bank finance																											
Difficult	855 **56%uy**	335 **62%cf**	294 **57%f**	31 *67%*	205 **66%zbf**	62 *55%*	112 *51%*	16 *52%*	311 **60%n**	275 **57%n**	25 *66%*	186 **65%almn**	2 *38%*	45 *51%*	105 *50%*	15 *52%*	556 *56%*	178 *61%*	243 *59%*	141 *58%*	204 **70%zu**	180 *49%*	171 **64%zy**	173 **64%zy**	202 **64%zy**	636 *54%*	825 *54%*
Easy	198 **13%wx**	81 **15%b**	57 *11%*	3 *7%*	50 **16%b**	10 *9%*	33 *15%*	7 **23%be**	81 **16%l**	57 *12%*	3 *8%*	50 **17%l**	* *4%*	8 *9%*	32 *15%*	7 **25%ilm**	146 **15%z**	24 *8%*	52 *13%*	38 *16%*	45 *15%*	49 *13%*	19 *7%*	22 *8%*	23 *7%*	171 **14%zwx**	220 *14%*
Expectations for business in next 12 months																											
Grow	**564** **37%y**	**242** **45%z**	**244** **48%z**	**23** **49%**	**136** **44%z**	**59** **52%z**	**97** **44%z**	**17** **54%z**	**230** **45%z**	**232** **48%z**	**17** **46%**	**123** **43%**	**2** **44%**	**46** **53%z**	**92** **44%**	**15** **53%**	**380** **38%**	**94** **32%**	**187** **45%z**	**108** **45%z**	**135** **46%z**	**163** **45%z**	**137** **52%zy**	**152** **56%zxy**	**166** **53%zy**	**382** **32%**	**718** **47%**
Stay around the same size	723 **47%abdehikrt uvwx**	214 *39%*	187 *36%*	14 *30%*	112 *36%*	37 *33%*	92 *42%*	11 *36%*	202 *39%*	180 *37%*	11 *28%*	107 *37%*	3 *56%*	34 *39%*	89 *42%*	11 *37%*	459 *46%*	141 *48%*	157 *38%*	97 *40%*	117 *40%*	143 *39%*	91 *34%*	86 *32%*	108 *34%*	604 **51%zwx**	637 *41%*
Become smaller	179 *12%*	72 *13%*	61 *12%*	9 *20%*	52 **17%zabf**	13 *12%*	23 *11%*	3 *10%*	69 *13%*	55 *11%*	9 *25%*	48 **17%almn**	- -	6 *7%*	23 *11%*	3 *11%*	115 *12%*	38 *13%*	49 *12%*	33 *14%*	32 *11%*	47 *13%*	32 *12%*	27 *10%*	34 *11%*	143 *12%*	130 *8%*
High growth (by 20% or more)	154 **10%y**	55 *10%*	65 *13%*	3 *7%*	28 *9%*	13 *12%*	20 *9%*	4 *14%*	54 *11%*	62 *13%*	3 *8%*	25 *9%*	1 *18%*	9 *11%*	19 *9%*	4 *15%*	105 *11%*	25 *9%*	44 *11%*	27 *11%*	31 *11%*	43 *12%*	49 **19%zy**	64 **24%zvy**	67 **21%zvy**	80 *7%*	168 *11%*
Expectations for trade conditions in next 12 months																											
Better	410 *27%*	176 **33%z**	176 **34%ze**	10 *21%*	102 **33%z**	27 *24%*	71 *32%*	12 *40%*	169 **33%z**	169 **35%zm**	8 *21%*	95 **33%z**	1 *26%*	21 *24%*	70 *33%*	10 *35%*	267 *27%*	78 *27%*	134 **32%z**	80 *33%*	106 **36%z**	117 **32%z**	64 *24%*	80 **30%w**	86 **27%w**	315 *27%*	448 *29%*
About the same	692 **45%abdehikmr stuwx**	205 **38%bd**	169 *33%*	20 *42%*	102 *33%*	31 *27%*	90 **41%bde**	11 *36%*	190 *37%*	165 *34%*	18 *48%*	93 *32%*	3 *74%*	29 *34%*	89 **42%ik**	11 *38%*	462 *47%*	123 *42%*	149 *36%*	91 *38%*	111 *38%*	133 *36%*	106 *40%*	98 *36%*	120 *38%*	563 **47%zwx**	635 *41%*
Worse	369 **24%y**	145 *27%*	142 *28%*	15 *33%*	96 **31%za**	42 **38%zabf**	54 *24%*	7 *24%*	140 *27%*	131 *27%*	10 *28%*	91 **32%zn**	- -	30 **35%zn**	48 *23%*	7 *25%*	239 *24%*	71 *24%*	110 *27%*	63 *26%*	67 *23%*	97 *26%*	87 **33%zy**	83 **31%zy**	99 **31%zy**	262 *22%*	391 *25%*
Awareness of external finance types																											
Up to 3 types	340 **22%bdefgikmn opsuvwx**	107 **20%ef**	88 **17%e**	3 *6%*	51 *17%*	11 *10%*	31 *14%*	2 *8%*	101 **19%m**	84 **17%m**	2 *6%*	45 *16%*	- -	8 *10%*	31 *15%*	2 *7%*	171 *17%*	98 **34%zp**	108 **26%s**	29 *12%*	77 **26%u**	62 *17%*	34 *13%*	35 *13%*	39 *12%*	293 **25%zwx**	251 *16%*
4-6 types	457 **30%emwx**	176 **33%e**	156 **30%e**	16 *35%*	116 **37%zabe**	21 *19%*	85 **39%zbe**	9 *28%*	164 **32%m**	142 **29%m**	15 *40%*	107 **37%ahim**	- -	12 *14%*	82 **39%ilm**	8 *29%*	280 *28%*	98 *33%*	124 *30%*	75 *31%*	86 *29%*	113 *31%*	50 *19%*	52 *19%*	61 *19%*	388 **33%zwx**	416 *27%*
7 or more types	738 **48%qy**	259 *48%*	269 *52%*	27 *59%*	142 *46%*	80 **72%zabdf**	104 *47%*	20 **64%adf**	251 *49%*	259 **53%zn**	20 *54%*	135 *47%*	5 *100%*	66 **76%hikn**	100 *47%*	19 **69%kn**	541 **54%zq**	97 *33%*	180 *44%*	138 **57%zr**	129 *44%*	191 *52%*	181 **68%zy**	184 **68%zy**	216 **68%zy**	507 *43%*	868 *57%*
Needed external finance in last 12 months																											
Yes	431 **28%y**	284 **52%z**	275 **54%z**	25 *54%*	171 **55%z**	69 **62%z**	119 **54%z**	25 **78%zabdf**	267 **52%z**	261 **54%z**	22 *59%*	157 **54%z**	4 *84%*	53 **61%z**	116 **55%z**	23 **78%hikn**	275 *28%*	70 *24%*	211 **51%z**	155 **64%zr**	156 **53%z**	214 **59%z**	89 *34%*	101 **37%zy**	112 **35%zy**	311 *26%*	579 *38%*
No	1100 **72%abdefghik mnorstuwx**	258 **48%g**	238 **46%g**	21 *46%*	138 **45%g**	43 *38%*	101 **46%g**	7 *21%*	248 **48%o**	224 **46%o**	16 *41%*	131 **46%o**	1 *16%*	33 *39%*	96 **45%o**	6 *21%*	714 *72%*	222 *76%*	201 **49%o**	87 *36%*	137 *47%*	152 *41%*	175 *66%*	170 *63%*	203 *65%*	874 **74%zwx**	947 *62%*
Needed but did not apply	90 **6%n**	34 **6%l**	27 **5%l**	1 *3%*	20 **7%l**	2 *2%*	6 *3%*	3 **10%ef**	33 **6%n**	24 **5%n**	1 *2%*	20 **7%n**	- -	2 *2%*	5 *2%*	3 **9%n**	49 *5%*	21 *7%*	26 *6%*	13 *5%*	18 *6%*	21 *6%*	22 *8%*	23 *8%*	26 *8%*	61 *5%*	62 *4%*
When last sought external finance																											
Never	467 **30%abdefghikm norstu**	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	287 *29%*	100 *34%*	-	-	-	-	73 *28%*	70 *26%*	81 *26%*	369 *31%*	320 *21%*
Within last 12 months	342 *22%*	250 **46%z**	248 **48%z**	24 *51%*	151 **49%z**	67 **60%zab**	113 **51%z**	21 **68%zabdf**	234 **45%z**	237 **49%z**	22 *57%*	137 **46%z**	4 *84%*	52 **60%hi**	111 **52%z**	20 **70%hikn**	227 *23%*	49 *17%*	185 **45%z**	142 **59%zr**	138 **47%z**	193 **53%z**	68 *26%*	78 **29%zy**	86 *27%*	250 *21%*	517 *34%*
Over 1 year, up to 2 years ago	144 *9%*	95 **17%z**	98 **19%ze**	9 *18%*	62 **20%z**	13 *11%*	43 **19%z**	5 *16%*	91 **18%z**	93 **19%z**	6 *16%*	58 **20%z**	- -	10 *12%*	37 **16%z**	5 *17%*	90 *9%*	30 *10%*	101 **25%zs**	36 **15%z**	64 **22%z**	78 **21%z**	23 *9%*	27 *10%*	28 *9%*	114 *10%*	163 *11%*
Over 2 years, up to 3 years ago	196 *13%*	144 **27%ze**	118 **23%ze**	10 *21%*	70 **23%ze**	12 *11%*	52 **24%ze**	4 *14%*	138 **27%zmo**	112 **23%zm**	6 *17%*	67 **23%zm**	1 *16%*	7 *8%*	51 **24%zm**	3 *11%*	144 **15%z**	35 *12%*	126 **31%z**	63 **26%z**	91 **31%z**	95 **26%z**	38 *14%*	31 *12%*	41 *13%*	154 *13%*	206 *13%*
Over 3 years ago	282 **18%abdefghikm norstu**	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	179 *18%*	61 *21%*	-	-	-	-	43 *16%*	36 *13%*	50 **16%w**	228 *19%*	216 *14%*
Within last 3 years	682 *44%*	489 **90%ze**	464 **91%ze**	42 *91%*	283 **92%ze**	92 **82%z**	208 **94%zabe**	31 **98%ze**	463 **90%zm**	442 **91%zm**	34 *91%*	262 **91%zm**	5 *100%*	69 **80%z**	200 **94%ahim**	29 **98%zm**	461 *46%*	114 *39%*	412 **100%z**	241 **100%z**	293 **100%z**	366 **100%z**	129 *49%*	136 *50%*	155 *49%*	519 *44%*	886 *58%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 396

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Sector												
Production	125 *8%*	43 *9%*	30 *9%*	53 *9%*	72 *8%*	20 *6%*	7 *10%*	4 *5%*	20 *11%*	38 *9%*	67 *7%*	250 *16%*
Construction	272 **18%e**	67 *14%*	59 *17%*	97 *16%*	175 *19%*	38 *12%*	7 *11%*	9 *11%*	32 *18%*	70 *16%*	170 *18%*	239 *16%*
Distribution	291 *19%*	109 **24%abc**	52 *15%*	121 **20%b**	163 *18%*	58 *18%*	11 *16%*	14 *17%*	36 *19%*	99 **23%zj**	155 *17%*	284 *19%*
Business services	507 *33%*	141 *31%*	138 **39%zac**	205 **34%a**	296 *32%*	111 *34%*	21 *31%*	20 *24%*	59 *32%*	137 *32%*	308 *33%*	459 *30%*
Other services	340 *22%*	101 *22%*	71 *20%*	122 *20%*	210 *23%*	103 **31%z**	21 *31%*	36 **43%z**	38 *21%*	79 *19%*	222 *24%*	303 *20%*
Ease of getting bank finance												
Difficult	855 **56%d**	283 **61%cd**	219 **62%cd**	370 **62%cd**	472 *52%*	196 *59%*	49 **72%z**	46 *55%*	111 *60%*	239 *57%*	501 *54%*	825 *54%*
Easy	198 *13%*	53 *11%*	40 *11%*	68 *11%*	130 *14%*	29 *9%*	7 *10%*	7 *8%*	26 *14%*	58 *14%*	112 *12%*	220 *14%*
Expectations for business in next 12 months												
Grow	**564** **37%dj**	**221** **48%cd**	**187** **53%cod**	**284** **47%cd**	**269** *29%*	**114** *35%*	**31** *46%*	**31** *36%*	**138** **74%zj**	**423** **100%zhj**	* *	**718** *47%*
Stay around the same size	723 **47%abchi**	177 *38%*	120 *34%*	232 **39%b**	484 **53%zabc**	162 *49%*	22 *33%*	35 *41%*	32 **18%i**	- -	688 **75%zhi**	637 *41%*
Become smaller	179 **12%hi**	43 *9%*	37 *11%*	60 *10%*	119 *13%*	32 *10%*	7 *10%*	14 *17%*	8 **4%i**	- -	171 **19%zhi**	130 *8%*
High growth (by 20% or more)	154 **10%dj**	75 **16%cd**	64 **18%ocd**	90 **15%cd**	63 *7%*	25 *7%*	12 **18%e**	8 *9%*	58 **31%zj**	96 **23%zj**	* *	168 *11%*
Expectations for trade conditions in next 12 months												
Better	410 **27%j**	131 *28%*	107 *31%*	178 *30%*	225 *25%*	75 *23%*	18 *27%*	30 *36%*	95 **51%zj**	209 **49%zj**	105 *11%*	448 *29%*
About the same	692 **45%aoghi**	167 *36%*	137 *39%*	226 *38%*	457 **50%zabc**	151 **46%g**	23 *35%*	21 *24%*	46 *25%*	140 *33%*	502 **54%zhi**	635 *41%*
Worse	369 **24%di**	144 **31%cd**	97 *28%*	172 **29%cd**	196 *21%*	93 *28%*	23 *35%*	25 *30%*	36 *20%*	59 *14%*	274 **30%zi**	391 *25%*
Awareness of external finance types												
Up to 3 types	340 **22%abc**	68 *15%*	57 *16%*	93 *15%*	239 **26%zabc**	78 *24%*	21 *32%*	21 *25%*	44 *24%*	78 *18%*	217 *24%*	251 *16%*
4-6 types	457 **30%i**	139 *30%*	91 *26%*	178 *30%*	272 *30%*	100 *30%*	18 *27%*	24 *29%*	70 **38%i**	104 *24%*	281 *30%*	416 *27%*
7 or more types	738 **48%dh**	254 **55%cd**	203 **58%cd**	328 **55%cd**	404 *44%*	152 *46%*	28 *42%*	39 *46%*	71 *38%*	242 **57%zhj**	423 *46%*	868 *57%*
Needed external finance in last 12 months												
Yes	431 **28%dj**	159 **35%cd**	140 **40%ocd**	214 **36%cd**	216 *24%*	75 *23%*	27 **40%e**	30 *36%*	64 **34%j**	153 **36%zj**	214 *23%*	579 *38%*
No	1100 **72%abci**	301 *65%*	210 *60%*	385 **64%b**	696 **76%zabc**	255 **77%l**	40 *60%*	54 *64%*	121 *66%*	270 *64%*	704 **76%zhi**	947 *62%*
Needed but did not apply	90 *6%*	37 *8%*	26 *7%*	41 *7%*	49 *5%*	20 *6%*	5 *7%*	5 *6%*	15 *8%*	27 *6%*	48 *5%*	62 *4%*
When last sought external finance												
Never	467 **30%bi**	144 **31%bc**	81 *23%*	169 **28%b**	290 **32%b**	141 **43%zg**	18 *27%*	17 *20%*	70 **38%i**	97 *23%*	299 **32%i**	320 *21%*
Within last 12 months	342 **22%dj**	122 **27%d**	114 **33%zad**	173 **29%zd**	167 *18%*	56 *17%*	22 **33%e**	25 **30%e**	49 *26%*	127 **30%zj**	165 *18%*	517 *34%*
Over 1 year, up to 2 years ago	144 *9%*	54 *12%*	47 **13%zd**	69 *12%*	75 *8%*	23 *7%*	8 *11%*	7 *9%*	32 **18%zij**	40 *9%*	72 *8%*	163 *11%*
Over 2 years, up to 3 years ago	196 **13%eg**	65 *14%*	52 *15%*	80 *13%*	111 *12%*	27 *8%*	8 *12%*	3 *3%*	19 *10%*	69 *16%*	106 *11%*	206 *13%*
Over 3 years ago	282 **18%abch**	49 *11%*	44 *13%*	75 **13%a**	204 **22%zabc**	59 *18%*	7 *10%*	26 **30%zf**	1 *	66 **16%h**	215 **23%zhi**	216 *14%*
Within last 3 years	682 **44%dej**	241 **52%cd**	213 **61%zacd**	322 **54%cd**	354 *39%*	106 *32%*	38 **56%e**	35 *42%*	100 **54%j**	236 **56%zj**	343 *37%*	886 *58%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 397

	Wtd Total (z)	Size: Micro (1-9 employees) (a)	Size: Small (10-49 employees) (b)	Size: Medium (50-249 employees) (c)	Size: No employees (no employees) (d)	Size: Employees (e)	Age of business: Up to two years (f)	Age of business: Up to five years (g)	Age of business: Six years up to 10 years (h)	Age of business: 11 years up to 20 years (i)	Age of business: More than 10 years (j)	Age of business: More than 20 years (k)	Turnover: Below £50K (l)	Turnover: £50K up to £249,999 (m)	Turnover: £250,000 up to £999,999 (n)	Turnover: £1m+ (o)	Type of company: Sole trader (p)	Type of company: Private company (q)	Type of company: Partnership/ LLP (r)	Type of company: Other (s)	Type of company: Independent (t)	Type of company: Parent (u)	Type of company: Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Finance sought in last three years																								
Bank	542	138	35	6	363	180	23	94	105	150	340	190	186	186	82	48	281	199	37	9	185	11	12	725
	35%dlps	46%zd	62%zade	68%zade	31%	49%ad	26%	37%	37%	35%	34%	34%	28%	39%l	55%zlm	61%zlm	31%	41%zps	59%zpqst	15%	39%ps	77%	58%zpqst	47%
Non-bank	513	146	37	7	323	190	36	117	113	125	281	156	177	165	90	47	208	233	33	22	225	9	11	749
	33%djklp	48%zd	65%zade	75%zabde	28%	52%ad	39%	46%zijk	40%ijk	29%	28%	28%	27%	35%l	61%zlm	59%zlm	23%	48%zp	53%zp	36%	48%zp	65%	54%zp	49%
Mortgage	47	16	6	1	24	23	4	6	4	10	35	25	13	13	5	9	18	19	6	*	19	1	2	90
	3%d	5%zd	10%zade	14%zade	2%	6%d	5%	2%	2%	2%	4%	4%	2%	3%	4%	12%zlmn	2%	4%	10%zpqst	*	4%	6%	10%zps	6%
Overdraft	309	85	21	3	200	109	16	60	45	81	200	119	100	110	43	30	163	108	23	7	99	6	7	420
	20%dl	28%zd	36%zade	36%zade	17%	29%d	17%	24%	16%	19%	20%	21%	15%	23%l	29%zl	38%zlm	18%	22%	37%zpqst	11%	21%	46%	32%ps	27%
Grant	112	38	13	3	58	54	14	34	21	20	57	38	29	35	22	12	19	60	7	17	63	2	2	228
	7%dljp	13%zd	22%zade	31%zabde	5%	15%ad	15%ij	13%zijk	7%	5%	6%	7%	4%	7%	15%zlm	16%zlm	2%	12%zp	11%p	29%zpqrt	13%zp	16%	11%p	15%
Lease/Hire purchase	220	75	26	6	113	107	9	36	41	56	143	87	50	82	43	34	92	100	17	4	94	4	8	445
	14%dlp	25%zd	46%zade	61%zabde	10%	29%ad	9%	14%	14%	13%	14%	15%	8%	17%l	29%zlm	43%zlmn	10%	20%zp	27%zps	7%	20%zp	30%	40%zpqst	29%
Invoice finance/ Factoring	31	16	7	2	7	24	2	8	5	6	18	13	2	8	8	8	8	20	1	1	18	1	1	103
	2%dlp	5%zd	12%zade	16%zade	1%	7%ad	3%	3%	2%	1%	2%	2%	*	2%	6%zlm	10%zlm	1%	4%zp	2%	2%	4%zp	8%	7%p	7%
Finance obtained in last three years																								
Bank	516	131	34	6	344	172	19	88	99	142	327	184	172	182	77	47	266	192	33	9	179	10	10	697
	34%dlps	43%zd	60%zade	68%zade	30%	47%ad	21%	35%l	35%	33%	33%	33%	26%	38%l	52%zlm	59%zlm	30%	39%zps	53%zpqst	15%	38%zps	73%	50%ps	45%
Non-bank	485	143	36	7	299	186	33	108	110	122	266	144	161	159	89	46	194	226	32	18	216	8	10	729
	32%dklp	47%zd	63%zade	75%zabde	26%	51%ad	36%	43%zijk	39%jk	29%	27%	25%	24%	34%l	60%zlm	59%zlm	22%	46%zp	52%zps	30%	46%zp	61%	52%zp	47%
Mortgage	38	12	5	1	19	19	2	3	4	10	30	20	9	11	5	8	14	17	6	*	15	1	1	79
	2%d	4%zd	9%zade	14%zade	2%	5%ad	2%	1%	2%	2%	3%	4%	1%	2%	3%	10%zlmn	2%	3%	10%zpqst	*	3%	6%	4%	5%
Overdraft	288	78	19	3	188	100	14	56	37	78	194	116	88	107	41	27	150	102	23	6	93	6	6	391
	19%dl	26%zd	33%zade	35%zade	16%	27%d	15%	22%	13%	18%	20%	21%	13%	23%l	28%zl	34%zlm	17%	21%	37%zpqst	10%	20%	42%	29%s	25%
Equity	5	1	1	*	2	2	-	*	1	-	3	3	-	-	1	1	2	2	*	-	2	*	*	13
	*	*	1%zd	3%zade	*	1%	-	*	*	-	*	1%	-	-	1%	2%zlm	*	*	*	-	*	1%	2%	1%
Grant	87	34	12	3	39	48	11	22	15	18	49	31	16	26	19	11	12	49	7	14	49	2	2	202
	6%dlp	11%zd	20%zade	29%zabde	3%	13%ad	12%	9%	5%	4%	5%	5%	2%	6%	13%zlm	14%zlm	1%	10%zp	11%p	22%zpqt	11%zp	13%	8%p	13%
Lease/Hire purchase	212	72	26	6	108	104	6	32	40	55	139	84	44	80	42	34	90	97	16	4	89	4	7	435
	14%dlp	24%zd	45%zade	61%zabde	9%	28%ad	6%	13%	14%	13%	14%	15%	7%	17%l	29%zlm	43%zlmn	10%	20%zp	26%zps	7%	19%zp	30%	37%zpqst	28%
Invoice finance/ Factoring	29	14	7	2	7	22	2	7	5	4	17	13	2	7	8	8	8	19	1	1	16	1	1	99
	2%dlp	5%zd	12%zade	16%zade	1%	6%ad	3%	3%	2%	1%	2%	2%	*	1%	5%zlm	10%zlm	1%	4%zp	2%	1%	3%zp	8%	7%zp	6%
Confident in obtaining finance products																								
Agree	993	213	43	8	729	264	57	166	181	273	642	368	393	331	111	58	546	339	43	35	328	12	16	1087
	65%l	70%zd	76%zde	86%zabde	62%	72%d	63%	65%	64%	64%	65%	65%	59%	70%zl	75%zl	73%zl	61%	70%zp	69%	58%	70%zp	90%	77%	71%
Disagree	293	47	7	*	238	55	18	45	55	93	191	98	145	75	21	12	189	83	6	14	78	1	4	233
	19%abc	16%c	12%c	5%	20%bce	15%c	20%	18%	19%	22%	19%	17%	22%	16%	14%	15%	21%r	17%	10%	22%	17%	6%	21%	15%
Number of finance providers considered on last occasion																								
One	412	97	18	3	294	119	33	77	95	119	240	121	177	125	62	22	231	131	23	14	129	3	4	460
	27%jk	32%zd	32%zd	29%	25%	32%d	36%k	31%k	33%jk	28%	24%	21%	27%	26%	42%zlmo	28%	26%	27%	38%	23%	28%	18%	21%	30%
More than one	241	71	20	4	147	95	13	52	40	59	147	88	74	82	38	29	92	114	17	11	106	8	6	380
	16%dlp	23%zd	35%zade	44%zade	13%	26%ad	14%	20%	14%	14%	15%	16%	11%	17%l	25%zl	36%zlmn	10%	23%zp	27%zp	18%	23%zp	57%	30%zp	25%
Only considered four largest banks on last occasion sought finance																								
Yes	293	75	14	3	200	92	17	55	59	97	176	79	99	106	48	25	164	97	17	3	91	8	3	356
	19%kls	25%zd	25%zd	33%zade	17%	25%d	18%	22%	21%	23%jk	18%k	14%	15%	22%l	32%zlm	31%zlm	18%s	20%s	28%s	5%	19%s	58%	15%	23%
No	366	96	25	4	240	125	26	78	77	83	210	127	147	108	55	27	161	154	22	19	149	4	8	504
	24%djp	32%zd	43%zade	47%zade	21%	34%ad	29%	31%zij	27%	19%	21%	22%	22%	23%	37%zlm	34%zlm	18%	32%zp	35%zp	31%	32%zp	29%	37%p	33%
Exports																								
Have exported in last 3 years	265	78	16	3	168	97	14	59	41	82	166	84	61	90	47	30	95	138	11	9	125	7	11	379
	17%dlp	26%zd	28%zd	34%zade	14%	26%d	16%	23%k	14%	19%	17%	15%	9%	19%l	32%zlm	38%zlm	11%	28%zp	17%	15%	27%zp	53%	55%zpqrst	25%
Plan to export in next 3 years	271	81	16	3	170	100	21	72	52	70	147	77	61	91	52	34	90	149	11	8	135	9	11	389
	18%dljklp	27%zd	29%zd	35%zade	15%	27%d	23%	28%zijk	18%	16%	15%	14%	9%	19%l	35%zlm	43%zlm	10%	31%zprs	18%	13%	29%zp	66%	54%zpqrst	25%
Have/plan to export	315	89	17	3	206	109	22	77	55	91	184	92	81	107	55	35	113	166	13	11	150	10	11	424
	21%dklp	29%zd	30%zd	35%zd	18%	30%d	24%	30%zhjk	19%	21%	19%	16%	12%	23%l	37%zlm	44%zlm	13%	34%zprt	20%	18%	32%zp	70%	56%zpqrst	28%
Have not and do not plan to export	1189	207	39	6	937	252	60	165	229	326	789	464	571	361	87	44	756	316	48	48	314	4	9	1083
	77%abcgnoqtv	68%	68%	64%	80%zaboe	68%	66%	65%	80%g	76%g	80%zfg	82%zfg	86%zmno	76%no	59%	56%	85%qtv	65%v	77%v	79%v	67%qv	28%	44%	71%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 398

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Finance sought in last three years																												
Bank	542	58	102	109	165	108	335	81	242	214	72	55	176	205	145	107	176	259	284	258	34	-	250	95	144	-	489	725
	35%imsuy	47%zde	38%	37%	33%	32%	39%z	41%	43%zi	30%	40%	36%	43%zm	30%	39%m	31%	39%	35%	66%zst	23%	38%s	-	73%zuy	66%zuy	73%zuy	-	72%zuy	47%
Non-bank	513	55	100	113	145	99	294	57	244	187	61	65	176	169	142	88	156	269	275	238	27	-	248	98	118	-	464	749
	33%dimosuy	44%zde	37%	39%d	29%	29%	34%	29%	43%zi	26%	34%	43%l	43%zm	24%	38%m	26%	34%	36%o	64%zst	22%	30%	-	72%zuxyA	68%zuy	60%zuy	-	68%zuy	49%
Mortgage	47	2	4	18	12	10	31	3	23	14	9	3	10	20	15	3	16	27	25	21	1	-	24	9	10	-	42	90
	3%suy	2%	2%	6%z	2%	3%	4%	2%	4%	2%	5%	2%	2%	3%	4%	1%	4%	4%	6%zs	2%	1%	-	7%zuy	6%uy	5%uy	-	6%zuy	6%
Overdraft	309	37	60	69	99	44	205	50	136	112	52	28	102	102	96	51	116	142	171	138	20	-	151	62	70	-	283	420
	20%eimsuy	30%zde	22%	24%e	20%	13%	24%z	25%	24%zi	16%	29%zl	18%	25%zm	15%	26%zm	15%	25%zo	19%	40%zst	13%	23%	-	44%zuy	43%zuy	36%zuy	-	41%zuy	27%
Grant	112	20	8	18	29	38	62	10	59	37	13	13	27	31	42	11	21	80	69	43	2	-	67	13	12	-	92	228
	7%bimosuy	16%zbcd	3%	6%	6%	11%zbd	7%	5%	10%zi	5%	7%	9%	7%	4%	11%zm	3%	5%	11%zop	16%zst	4%	2%	-	20%zuwxyA	9%uy	6%uy	-	13%zuwy	15%
Lease/Hire purchase	220	33	60	42	53	33	112	33	97	92	23	29	71	90	54	31	85	104	119	101	6	-	113	43	52	-	208	445
	14%dosuy	26%zde	22%zde	14%	10%	10%	13%	16%	17%	13%	13%	13%	17%	13%	15%	9%	19%zo	14%	28%zst	9%	6%	-	33%zuy	30%zuy	26%zuy	-	31%zuy	29%
Invoice finance/ Factoring	31	3	5	7	8	8	16	7	17	11	3	4	12	11	7	2	9	20	25	7	3	-	21	5	4	-	31	103
	2%su	3%	2%	2%	2%	2%	2%	4%	3%	2%	2%	3%	3%	2%	2%	1%	2%	3%	6%zs	1%	4%s	-	6%zuy	3%uy	2%u	-	5%zuy	7%
Finance obtained in last three years																												
Bank	516	56	98	97	159	106	311	81	230	202	69	54	169	190	140	101	164	251	267	248	33	-	234	91	138	-	463	697
	34%imsuy	45%zde	36%	33%	31%	31%	36%	41%	41%zi	28%	38%	35%	41%zm	28%	38%m	30%	36%	34%	62%zst	23%	37%s	-	68%zuy	63%zuy	70%zuy	-	68%zuy	45%
Non-bank	485	55	97	106	137	90	275	57	232	180	55	62	169	165	131	84	142	259	261	224	24	-	237	93	112	-	442	729
	32%dimosuy	44%zde	36%	36%	27%	27%	32%	29%	41%zi	25%	30%	40%l	41%zm	24%	35%m	25%	31%	35%o	60%zst	20%	27%	-	69%zuxyA	64%zuy	57%zuy	-	65%zuy	47%
Mortgage	38	2	4	17	10	6	25	3	17	11	9	3	8	18	10	2	15	20	22	16	1	-	22	6	6	-	34	79
	2%su	2%	1%	6%z	2%	2%	3%	2%	3%	1%	5%l	2%	2%	3%	3%	1%	3%	3%	5%zs	1%	1%	-	6%zuy	4%uy	3%uy	-	5%zuy	5%
Overdraft	288	35	57	61	93	42	186	50	123	107	48	25	95	93	91	45	107	135	157	131	20	-	137	58	67	-	262	391
	19%eimsuy	28%zde	21%	21%	18%	12%	22%z	25%	22%i	15%	27%l	17%	23%m	13%	25%zm	13%	23%zo	18%	36%zst	12%	22%	-	40%zuy	40%zuy	34%zuy	-	38%zuy	25%
Equity	5	*	1	1	3	-	2	*	2	3	-	1	1	3	-	-	-	5	4	1	-	-	4	-	1	-	5	13
	*s	*	*	*	1%	-	*	*	*	*	-	1%	*	*	-	-	-	1%	1%	*	-	-	1%z	-	*	-	1%	1%
Grant	87	18	7	13	20	29	45	8	46	34	6	9	21	29	30	8	12	66	53	33	2	-	52	10	7	-	69	202
	6%opsuy	14%zbcd	3%	4%	4%	8%b	5%	4%	8%z	5%	4%	6%	5%	4%	8%	2%	3%	9%zop	12%zst	3%	2%	-	15%zuxyA	7%uy	4%uy	-	10%zuxy	13%
Lease/Hire purchase	212	33	60	40	52	27	105	32	92	89	23	19	70	89	48	31	82	100	116	96	5	-	111	37	51	-	200	435
	14%dosuy	26%zde	22%zde	14%	10%	8%	12%	16%	16%	12%	13%	13%	17%	13%	13%	9%	18%zo	13%	27%zst	9%	5%	-	33%zuy	26%zuy	26%zuy	-	29%zuy	28%
Invoice finance/ Factoring	29	3	5	7	7	7	15	7	15	11	3	4	10	11	7	2	8	19	23	6	3	-	20	5	3	-	29	99
	2%su	3%	2%	2%	1%	2%	2%	4%	3%	1%	2%	3%	3%	2%	2%	1%	2%	3%	5%zs	1%	3%	-	6%zuy	3%uy	2%	-	4%zuy	6%
Confident in obtaining finance products																												
Agree	993	79	166	203	362	183	556	146	380	459	115	105	267	462	239	171	280	541	275	714	49	287	227	90	144	179	461	1087
	65%eo	63%	61%	70%e	71%zbe	54%	65%	74%z	67%	64%	64%	68%	65%	67%	65%	50%	61%o	73%zop	64%	65%	54%	61%	66%	62%	74%zu	63%	68%	71%
Disagree	293	25	63	47	71	86	178	24	94	141	38	25	78	123	71	98	98	97	70	222	21	100	49	30	35	61	114	233
	19%dqv	20%	23%d	16%	14%	25%zd	21%	12%	17%	20%	21%	17%	19%	18%	19%	29%zq	21%q	13%	16%	20%	23%	21%	14%	21%	18%	21%	17%	15%
Number of finance providers considered on last occasion																												
One	412	47	67	90	124	84	243	52	187	157	49	44	134	149	110	108	124	180	211	201	26	-	185	101	126	-	412	460
	27%imsuy	38%zbde	25%	31%	25%	25%	28%	26%	33%zi	22%	27%	29%	33%zm	22%	30%m	32%	27%	24%	49%zst	18%	29%	-	54%zuy	70%zuvy	64%zuy	-	60%zuvy	30%
More than one	241	23	49	49	67	53	141	38	108	97	33	27	80	91	63	29	75	138	155	87	13	-	142	36	63	-	241	380
	16%suy	19%	18%	17%	13%	16%	16%	19%	19%zi	13%	18%	17%	20%m	13%	17%	8%	16%o	19%zo	36%zst	8%	14%	-	42%zuwyA	25%zuy	32%zuy	-	35%zuwy	25%
Only considered four largest banks on last occasion sought finance																												
Yes	293	28	51	67	90	58	204	45	135	117	32	31	106	111	67	77	86	129	156	137	18	-	138	64	91	-	293	356
	19%suy	22%	19%	23%	18%	17%	24%z	23%	24%zi	16%	18%	20%	26%zm	16%	18%	23%	19%	18%	36%zst	12%	20%	-	40%zuy	44%zuy	46%zuy	-	43%zuy	23%
No	366	44	67	67	104	84	180	49	163	143	47	43	117	133	97	62	113	191	214	152	21	-	193	78	95	-	366	504
	24%imsuy	35%zcd	25%	23%	20%	25%	21%	25%	29%zi	20%	26%	28%	29%m	19%	26%	18%	25%	26%	50%zst	14%	23%	-	57%zuy	54%zuy	48%zuy	-	54%zuy	33%
Exports																												
Have exported in last 3 years	265	24	4	76	109	52	171	19	137	91	32	49	64	106	87	34	50	181	89	175	22	73	68	23	38	43	129	379
	17%bglop	19%b	1%	26%zbe	22%zb	15%b	20%zg	10%	24%zi	13%	18%	32%zilj	16%	15%	24%zlm	10%	11%	24%zop	21%	16%	25%	16%	20%	16%	20%	15%	19%	25%
Plan to export in next 3 years	271	29	9	73	108	51	173	22	152	86	27	64	80	98	83	35	52	184	101	170	23	70	78	27	31	36	136	389
	18%blmops	23%b	3%	25%zbe	21%b	15%b	20%zg	11%	27%zilj	12%	15%	42%zhlj	20%	14%	23%m	10%	11%	25%zop	23%zs	15%	25%	15%	23%zuy	18%	16%	13%	20%	25%
Have/plan to export	315	30	11	82	132	60	202	23	166	108	34	67	86	120	99	39	61	216	112	203	26	81	86	28	41	50	155	424
	21%bglmops	24%b	4%	28%zbe	26%zbe	18%b	24%zg	12%	29%zi	15%	19%	44%zhlj	21%	17%	27%zm	11%	13%	29%zop	26%zs	18%	29%	17%	25%	19%	21%	18%	23%	28%
Have not and do not plan to export	1189	93	255	199	364	276	636	171	382	604	143	80	315	563	262	293	388	507	311	874	61	369	250	114	154	228	519	1083
	77%cdfhknqr	75%	94%zacde	68%	72%	81%cd	74%	87%zf	68%k	84%zhk	80%hk	52%	77%	81%zn	71%	86%zq	85%zq	69%	72%	79%zr	68%	79%	73%	79%	79%	81%	76%	71%

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

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Table 399

	Wtd Total (z)	Finance sought in last three years: Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Finance obtained in last three years: Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Confident in obtaining finance products: Agree (p)	Disagree (q)	Number of finance providers considered on last occasion: One (r)	More than one (s)	Only considered four largest banks on last occasion sought finance: Yes (t)	No (u)	Exports: Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Finance sought in last three years																											
Bank	542	542	310	47	309	45	164	25	516	294	38	288	4	37	156	23	371	93	280	190	265	208	108	115	130	406	725
	35%	**100%zbefg**	**60%ze**	*100%*	**100%zbefg**	*41%*	**74%zbe**	**80%zbe**	**100%zimno**	*100%*	**100%zimn**	*100%*	*85%*	*42%*	**73%zim**	**80%zim**	*37%*	*32%*	**68%z**	**79%zr**	**91%zu**	**57%z**	*41%*	**42%z**	*41%*	*34%*	*47%*
Non-bank	513	310	513	31	182	112	220	31	292	485	25	168	5	87	212	29	354	74	266	177	142	305	99	112	125	382	749
	33%q	**57%z**	**100%zad**	*67%*	**59%z**	**100%zad**	**100%zad**	**100%zad**	**57%z**	**100%zhk**	*67%*	**58%z**	*100%*	**100%zhk**	**100%zhk**	**100%zhk**	**36%q**	*25%*	**65%z**	**73%z**	**49%z**	**83%zt**	*37%*	**41%zy**	**40%z**	*32%*	*49%*
Mortgage	47	47	31	47	33	10	21	8	44	30	38	31	3	9	17	8	38	3	16	26	20	22	7	11	11	35	90
	3%	**9%z**	**6%z**	*100%*	**11%zb**	**9%z**	**10%zb**	**26%zabdef**	**9%z**	**6%z**	*100%*	**11%zi**	*66%*	**10%z**	**8%z**	**26%zhikmn**	*4%*	*1%*	*4%*	**11%zr**	**7%z**	**6%z**	*3%*	*4%*	*4%*	*3%*	*6%*
Overdraft	309	309	182	33	309	29	97	21	292	170	26	288	3	21	89	19	220	49	168	104	170	102	71	75	85	223	420
	20%	**57%zbef**	**35%ze**	*71%*	**100%zabefg**	*26%*	**44%zbe**	**66%zbef**	**57%zimn**	**35%zm**	*69%*	**100%zhimno**	*71%*	*24%*	**42%zim**	**65%zimn**	*22%*	*17%*	**41%z**	**43%z**	**58%zu**	**28%z**	**27%zy**	**28%zy**	**27%zy**	*19%*	*27%*
Grant	112	45	112	10	29	112	28	9	41	99	6	25	3	87	24	8	79	10	43	47	18	72	21	27	28	82	228
	7%	*8%*	**22%zadf**	*22%*	*9%*	**100%zabdfg**	**13%za**	**29%zadf**	*8%*	**20%zhkn**	*17%*	*9%*	*58%*	**100%zhikno**	**11%z**	**28%zhkn**	*8%*	*3%*	**11%z**	**19%zr**	*6%*	**20%zt**	*8%*	*10%*	*9%*	*7%*	*15%*
Lease/Hire purchase	220	164	220	21	97	28	220	20	161	217	16	93	4	26	212	19	172	23	94	106	61	144	28	36	38	180	445
	14%q	**30%z**	**43%zade**	*46%*	**31%z**	**25%z**	**100%zabdeg**	**62%zabde**	**31%z**	**45%zhkm**	*42%*	**32%z**	*78%*	**30%z**	**100%zhikmo**	**63%zhikm**	**17%zq**	*8%*	**23%z**	**44%zr**	**21%z**	**39%zt**	*11%*	*13%*	*12%*	*15%*	*29%*
Invoice finance/ Factoring	31	25	31	8	21	9	20	31	25	31	8	19	3	8	18	29	26	2	11	19	11	19	10	10	10	20	103
	2%	**5%z**	**6%z**	*18%*	**7%z**	**8%z**	**9%za**	**100%zabdef**	**5%z**	**6%z**	*20%*	**7%z**	*59%*	**9%z**	**9%zh**	**100%zhikmn**	*3%*	*1%*	*3%*	**8%zr**	*4%*	**5%z**	*4%*	*4%*	*3%*	*2%*	*7%*
Finance obtained in last three years																											
Bank	516	516	292	44	292	41	161	25	516	277	38	288	4	33	154	23	355	86	268	177	247	200	107	111	126	383	697
	34%	**95%zbefg**	**57%ze**	*95%*	**95%zbefg**	*36%*	**73%zbe**	**80%zbe**	**100%zimno**	**57%zm**	*100%*	**100%zimno**	*85%*	*38%*	**72%zim**	**80%zim**	*36%*	*29%*	**65%z**	**73%z**	**84%zu**	**55%z**	*40%*	**41%zy**	**40%z**	*32%*	*45%*
Non-bank	485	294	485	30	170	99	217	31	277	485	25	157	5	87	212	29	342	70	249	172	138	288	94	107	120	362	729
	32%q	**54%z**	**95%zade**	*64%*	**55%z**	**89%zad**	**98%zabde**	**98%zad**	**54%z**	**100%zhk**	*65%*	**55%z**	*100%*	**100%zhk**	**100%zhk**	**100%zhk**	**35%zq**	*24%*	**60%z**	**71%zr**	**47%z**	**79%zt**	*36%*	**40%zy**	**38%z**	*30%*	*47%*
Mortgage	38	38	25	38	26	6	16	8	38	25	38	25	3	6	15	8	30	3	13	21	14	20	7	10	10	28	79
	2%	**7%z**	**5%z**	*81%*	**8%zb**	*6%*	**7%z**	**24%zabdef**	**7%z**	**5%z**	*100%*	**9%zi**	*66%*	**7%z**	**7%z**	**26%zhikmn**	*3%*	*1%*	*3%*	**9%zr**	**5%z**	**5%z**	*2%*	*4%*	*3%*	*2%*	*5%*
Overdraft	288	288	168	31	288	25	93	19	288	157	25	288	3	19	88	18	205	43	155	96	152	98	68	69	79	208	391
	19%	**53%zbef**	**33%ze**	*67%*	**93%zabefg**	*22%*	**42%zbe**	**61%zbef**	**56%zimn**	**32%zm**	*67%*	**100%zhimno**	*58%*	*22%*	**41%zim**	**62%zimn**	*21%*	*15%*	**38%z**	**40%z**	**52%zu**	**27%z**	**26%zy**	**26%zy**	**25%zy**	*17%*	*25%*
Equity	5	4	5	3	3	3	4	3	4	5	3	3	5	3	4	3	4	*	1	3	1	3	1	1	1	3	13
	*	*1%*	*1%*	*6%*	*1%*	**2%z**	**2%z**	**8%zabdf**	*1%*	**1%z**	*8%*	*1%*	*100%*	**3%z**	**2%z**	**9%zhkn**	*	*	*	**1%z**	**1%z**	*1%*	*1%*	*	*	*1%*
Grant	87	37	87	9	21	87	26	8	33	87	6	19	3	23	7		62	5	33	34	16	52	17	19	19	66	202
	6%q	*7%*	**17%zadf**	*19%*	*7%*	**77%zabdfg**	**12%zad**	**26%zadf**	*6%*	**18%zhkn**	*15%*	*7%*	*58%*	**100%zhikno**	**11%zh**	**25%zhkn**	**6%q**	*2%*	*8%*	*14%*	*5%*	**14%zt**	*6%*	*7%*	*6%*	*6%*	*13%*
Lease/Hire purchase	212	156	212	17	89	24	212	18	154	212	15	88	4	23	212	18	167	20	91	101	57	139	27	34	36	173	435
	14%q	**29%z**	**41%zade**	*36%*	**29%z**	**22%z**	**96%zabdeg**	**58%zabde**	**30%z**	**44%zhkm**	*40%*	**30%z**	*78%*	**26%z**	**100%zhikmo**	**61%zhikm**	**17%zq**	*7%*	**22%z**	**42%zr**	**19%z**	**38%zt**	*10%*	*13%*	*12%*	*15%*	*28%*
Invoice finance/ Factoring	29	23	29	8	19	8	19	29	23	29	8	18	3	7	18	29	24	2	10	18	10	18	8	8	9	20	99
	2%	**4%z**	**6%z**	*16%*	**6%z**	**7%z**	**8%za**	**93%zabdef**	**5%z**	**6%z**	*20%*	**6%z**	*59%*	**9%z**	**8%zh**	**100%zhikmn**	*2%*	*1%*	*2%*	**7%zr**	*4%*	**5%z**	*3%*	*3%*	*3%*	*2%*	*6%*
Confident in obtaining finance products																											
Agree	993	371	354	38	220	79	172	26	355	342	30	205	4	62	167	24	993	-	266	180	194	250	189	187	224	745	1087
	65%qy	*68%*	**69%z**	*82%*	**71%z**	*71%*	**78%zab**	**83%z**	*69%*	**71%z**	*80%*	**71%z**	*98%*	*72%*	**79%zhi**	**82%z**	**100%zq**	-	*64%*	**74%zr**	*68%*	*68%*	*71%*	*69%*	**71%zy**	*63%*	*71%*
Disagree	293	93	74	3	49	10	23	2	86	70	3	43	*	5	20	2	-	293	80	26	59	54	42	48	52	239	233
	19%befgimnps	**17%f**	**15%f**	*7%*	**16%f**	*9%*	*10%*	*6%*	**17%mn**	**14%mn**	*7%*	**15%m**	*4%*	*6%*	*9%*	*6%*	-	**100%zp**	**19%s**	*11%*	*20%*	*15%*	*16%*	*18%*	*17%*	*20%*	*15%*
Number of finance providers considered on last occasion																											
One	412	280	266	16	168	43	94	11	268	249	13	155	1	33	91	10	266	80	412	-	200	199	79	77	91	317	460
	27%s	**52%zefg**	**52%zefg**	*34%*	**54%zefg**	**39%z**	**43%z**	*35%*	**52%zimno**	**51%zmno**	*35%*	**54%zmno**	*23%*	**39%z**	**43%z**	*34%*	*27%*	*27%*	**100%zs**	-	**69%zu**	**54%z**	*30%*	*29%*	*29%*	*27%*	*30%*
More than one	241	190	177	26	104	47	106	19	177	172	21	96	3	34	101	18	180	26	-	241	80	155	40	48	54	184	380
	16%qr	**35%z**	**34%z**	*57%*	**34%z**	**42%z**	**48%zabd**	**60%zabde**	**34%z**	**35%z**	*55%*	**33%z**	*72%*	**39%z**	**48%zhik**	**61%zhikm**	**18%zq**	*9%*	-	**100%zr**	**27%z**	**43%zt**	*15%*	*18%*	*17%*	*15%*	*25%*
Only considered four largest banks on last occasion sought finance																											
Yes	293	265	142	20	170	18	61	11	247	138	14	152	1	16	57	10	194	59	200	80	293	-	59	63	71	219	356
	19%u	**49%zbef**	**28%ze**	*44%*	**55%zabefg**	*16%*	**27%ze**	**36%ze**	**48%zimn**	**29%zm**	*37%*	**53%zimno**	*25%*	*18%*	**27%z**	**35%zm**	*19%*	*20%*	**49%zs**	**33%z**	**100%zu**	-	*22%*	*23%*	*23%*	*18%*	*23%*
No	366	208	305	22	102	72	144	19	200	288	20	98	3	52	139	18	250	54	199	155	-	366	59	65	73	289	504
	24%t	**38%zd**	**59%zad**	*47%*	**33%z**	**64%zad**	**65%zabd**	**59%zad**	**39%z**	**59%zhk**	*53%*	**34%z**	*75%*	**60%zhk**	**66%zhik**	**60%zhk**	*25%*	*19%*	**48%z**	**64%zr**	-	**100%zt**	*22%*	*24%*	*23%*	*24%*	*33%*
Exports																											
Have exported in last 3 years	265	108	99	7	71	21	28	10	107	94	7	68	1	17	27	8	189	42	79	40	59	59	265	220	265	-	379
	17%y	**20%f**	**19%f**	*16%*	**23%zf**	*19%*	*13%*	**32%zbf**	**21%n**	**19%n**	*17%*	**24%zn**	*31%*	*19%*	*13%*	**28%n**	*19%*	*14%*	*19%*	*17%*	*20%*	*16%*	**100%zwxy**	**81%zy**	**84%zwy**	-	*25%*
Plan to export in next 3 years	271	115	112	11	75	27	36	10	111	107	10	69	1	19	34	8	187	48	77	48	63	65	220	271	271	-	389
	18%y	**21%z**	**22%zf**	*24%*	**24%zf**	*24%*	*16%*	**30%zf**	**22%z**	**22%zn**	*27%*	**24%zn**	*31%*	*22%*	*16%*	*27%*	*19%*	*17%*	*19%*	*20%*	*22%*	*18%*	**83%zy**	**100%zvxy**	**86%zvy**	-	*25%*
Have/plan to export	315	130	125	11	85	28	38	10	126	120	10	79	1	19	36	9	224	52	91	54	71	73	265	271	315	-	424
	21%y	**24%f**	**24%zf**	*24%*	**27%zf**	*25%*	*17%*	**32%f**	**24%zn**	**25%zn**	*27%*	**27%zn**	*31%*	*22%*	*17%*	*29%*	*23%*	*18%*	*22%*	*22%*	*24%*	*20%*	**100%zy**	**100%zy**	**100%zy**	-	*28%*
Have not and do not plan to export	1189	406	382	35	223	82	180	20	383	362	28	208	3	66	173	20	745	239	317	184	219	289	-	-	-	1189	1083
	77%gpvwx	*75%*	*74%*	*76%*	*72%*	*73%*	**82%abdg**	*64%*	*74%*	*74%*	*73%*	*72%*	*69%*	*76%*	**82%hiko**	*67%*	*75%*	*82%*	*77%*	*76%*	*75%*	*79%*	-	-	-	**100%zvwx**	*71%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e/f/g - z/h/i/j/k/l/m/n/o - z/p/q - z/r/s - z/t/u - z/v/w/x/y
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
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Table 400

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Finance sought in last three years												
Bank	542	184	160	241	296	84	34	12	70	186	282	725
	35%deg	**40%d**	**46%zcd**	**40%zd**	*32%*	*26%*	**51%zeg**	*15%*	*38%*	**44%zj**	*31%*	*47%*
Non-bank	513	206	171	272	237	75	24	36	85	180	246	749
	33%de	**45%zd**	**49%zd**	**45%zd**	*26%*	*23%*	*35%*	**43%e**	**46%zj**	**43%zj**	*27%*	*49%*
Mortgage	47	19	18	24	22	7	2	2	5	18	23	90
	3%	*4%*	*5%*	*4%*	*2%*	*2%*	*3%*	*2%*	*3%*	*4%*	*3%*	*6%*
Overdraft	309	119	99	151	156	50	13	3	40	102	163	420
	20%dg	**26%zd**	**28%zd**	**25%zd**	*17%*	**15%g**	**19%g**	*4%*	*22%*	**24%j**	*18%*	*27%*
Grant	112	60	48	77	33	17	4	25	27	38	47	228
	7%dj	**13%zd**	**14%zd**	**13%zd**	*4%*	*5%*	*6%*	**30%zef**	**14%zj**	*9%*	*5%*	*15%*
Lease/Hire purchase	220	71	71	103	116	26	13	9	25	76	120	445
	14%e	*15%*	**20%zad**	*17%*	*13%*	*8%*	**20%e**	*11%*	*13%*	*18%*	*13%*	*29%*
Invoice finance/ Factoring	31	15	17	20	10	5	2	2	6	11	14	103
	2%d	*3%*	**5%zd**	**3%d**	*1%*	*2%*	*2%*	*2%*	*3%*	*3%*	*2%*	*7%*
Finance obtained in last three years												
Bank	516	176	151	229	281	78	32	12	65	178	270	697
	34%deg	**38%d**	**43%zcd**	**38%zd**	*31%*	*24%*	**47%eg**	*15%*	*35%*	**42%zj**	*29%*	*45%*
Non-bank	485	193	165	259	222	72	23	33	77	176	230	729
	32%de	**42%zd**	**47%zd**	**43%zd**	*24%*	*22%*	*35%*	**39%e**	**42%zj**	**42%zj**	*25%*	*47%*
Mortgage	38	14	15	19	19	6	2	1	2	15	20	79
	2%	*3%*	*4%*	*3%*	*2%*	*2%*	*2%*	*1%*	*1%*	*4%*	*2%*	*5%*
Overdraft	288	109	92	141	145	43	10	3	37	95	155	391
	19%deg	**24%zd**	**26%zd**	**24%zd**	*16%*	*13%*	*15%*	*3%*	*20%*	*22%*	*17%*	*25%*
Equity	5	1	4	4	1	1	*	-	*	2	3	13
	*	*	**1%d**	**1%a**	*	*	*	-	*	*	*	*1%*
Grant	87	42	35	58	27	15	4	19	16	33	37	202
	6%dj	**9%zd**	**10%zd**	**10%zd**	*3%*	*5%*	*6%*	**22%zef**	*9%*	**8%j**	*4%*	*13%*
Lease/Hire purchase	212	67	69	98	112	26	13	9	22	74	116	435
	14%e	*14%*	**20%zacd**	*16%*	*12%*	*8%*	**19%e**	*11%*	*12%*	*17%*	*13%*	*28%*
Invoice finance/ Factoring	29	14	16	19	9	5	2	1	6	10	14	99
	2%d	*3%*	**5%zd**	**3%d**	*1%*	*2%*	*2%*	*1%*	*3%*	*2%*	*1%*	*6%*
Confident in obtaining finance products												
Agree	993	315	231	400	584	217	44	53	115	280	594	1087
	65%	*68%*	*66%*	*67%*	*64%*	*66%*	*66%*	*63%*	*62%*	*66%*	*64%*	*71%*
Disagree	293	84	56	106	186	66	11	22	40	75	177	233
	19%	*18%*	*16%*	*18%*	*20%*	*20%*	*16%*	*26%*	*22%*	*18%*	*19%*	*15%*
Number of finance providers considered on last occasion												
One	412	139	124	186	221	74	20	18	56	142	214	460
	27%j	*30%*	**35%zcd**	**31%zd**	*24%*	*22%*	*29%*	*22%*	*30%*	**34%zj**	*23%*	*30%*
More than one	241	95	85	127	113	28	12	16	42	78	119	380
	16%de	**21%zd**	**24%zd**	**21%zd**	*12%*	*9%*	*18%*	**19%e**	**23%j**	*18%*	*13%*	*25%*
Only considered four largest banks on last occasion sought finance												
Yes	293	107	91	140	148	49	19	9	40	103	147	356
	19%dj	**23%d**	**26%zd**	**23%zd**	*16%*	*15%*	**29%eg**	*10%*	*22%*	**24%zj**	*16%*	*23%*
No	366	126	112	172	192	53	18	25	56	122	187	504
	24%de	*27%*	**32%zd**	**29%zd**	*21%*	*16%*	*27%*	**30%e**	**30%j**	**29%zj**	*20%*	*33%*
Exports												
Have exported in last 3 years	265	133	109	164	101	56	13	4	36	109	119	379
	17%dg	**29%zd**	**31%zd**	**27%zd**	*11%*	**17%g**	**19%g**	*4%*	*20%*	**26%zj**	*13%*	*25%*
Plan to export in next 3 years	271	137	109	166	104	44	14	5	49	109	113	389
	18%dg	**30%zd**	**31%zd**	**28%zd**	*11%*	*13%*	**21%g**	*6%*	**26%zj**	**26%zj**	*12%*	*25%*
Have/plan to export	315	159	124	192	122	58	17	5	53	122	141	424
	21%dg	**34%zd**	**35%zd**	**32%zd**	*13%*	*18%*	**25%g**	*6%*	**28%j**	**29%zj**	*15%*	*28%*
Have not and do not plan to export	1189	292	220	395	777	267	48	78	121	297	766	1083
	77%abchi	*63%*	*63%*	*66%*	**85%zabc**	*81%*	*71%*	**93%zf**	*65%*	*70%*	**83%zhi**	*71%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d - z/e/f/g - z/h/i/j
*** small base**

Ipsos MORI

Business Finance Survey 2016
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Table 401

	Wtd Total (z)	Size: Micro (1-9 employees) (a)	Size: Small (10-49 employees) (b)	Size: Medium (50-249 employees) (c)	Size: No employees (no employees) (d)	Size: Employees (e)	Age of business: Up to two years (f)	Age of business: Up to five years (g)	Age of business: Six years up to 10 years (h)	Age of business: 11 years up to 20 years (i)	Age of business: More than 10 years (j)	Age of business: More than 20 years (k)	Turnover: Below £50K (l)	Turnover: £50K up to £249,999 (m)	Turnover: £250,000 up to £999,999 (n)	Turnover: £1m+ (o)	Type of company: Sole trader (p)	Type of company: Private company (q)	Type of company: Partnership/ LLP (r)	Type of company: Other (s)	Type of company: Independent (t)	Type of company: Parent (u)	Type of company: Subsidiary (v)	Unwtd Total
Unweighted Total	1535	583	312	172	468	1067	62	211	240	385	1073	688	325	404	288	390	425	848	121	97	729	57	85	1535
Weighted Total	1535	302	57	9	1166	369	91*	253	284	426	992	566	662	474	148	79	892	487	62*	61*	469	14**	20*	1535
Introduction of new/significantly improved goods/services																								
Have done in last 3 years	461 **30%kp**	114 **38%id**	23 **40%id**	3 *34%*	321 *27%*	140 **38%id**	40 **44%ijk**	118 **47%ihijk**	94 **33%k**	114 *27%*	246 *25%*	131 *23%*	176 *27%*	148 *31%*	64 **43%ilm**	32 **40%il**	199 *22%*	202 **41%p**	25 **41%p**	20 *33%*	189 **40%p**	9 *64%*	9 **44%p**	536 *35%*
Plan to in next 3 years	350 **23%djklp**	99 **33%id**	20 **35%id**	3 **36%id**	228 *20%*	122 **33%d**	38 **42%hijk**	93 **37%ihijk**	58 *20%*	96 *23%*	197 *20%*	100 *18%*	112 *17%*	121 **25%l**	52 **35%ilm**	27 **34%il**	158 *18%*	157 **32%p**	15 *25%*	13 *22%*	142 **30%p**	9 *64%*	9 **45%ps**	468 *30%*
Have done/plan to	599 **39%djklp**	145 **48%id**	29 **51%id**	4 **47%id**	420 *36%*	179 **49%d**	53 **58%ijk**	150 **59%ihijk**	118 **41%k**	160 *38%*	328 *33%*	168 *30%*	221 *33%*	197 *41%*	87 **58%ilm**	38 **48%il**	270 *30%*	259 **53%p**	31 **50%p**	25 *41%*	242 **51%p**	10 *73%*	12 **59%p**	699 *46%*
Have not and do not plan to	915 **60%abcfgnoqtv**	153 *51%*	27 *47%*	5 *52%*	731 **63%abce**	185 *50%*	36 *40%*	99 *39%*	163 **57%fg**	266 **62%fg**	651 **66%zfg**	385 **68%zfgh**	436 **66%zmno**	272 **57%n**	62 *42%*	41 *51%*	605 **68%qrtv**	227 *47%*	30 *48%*	34 *57%*	226 *48%*	4 *26%*	8 *39%*	815 *53%*
Business characteristics																								
Female-led	330 **21%bcjkmo**	67 **22%c**	9 **16%c**	1 *9%*	253 **22%c**	77 **21%bc**	13 *14%*	58 *23%*	80 **28%ijk**	103 **24%jk**	190 **19%k**	87 *15%*	176 **27%zmo**	73 *15%*	30 *20%*	9 *12%*	206 *23%*	99 *20%*	15 *24%*	10 *16%*	93 *20%*	* *	2 *10%*	294 *19%*
BAME-led	67 **4%jk**	21 **7%id**	3 *5%*	* *5%*	43 *4%*	25 **7%d**	5 *5%*	12 *5%*	22 **8%ijk**	18 *4%*	33 *3%*	15 *3%*	27 *4%*	19 *4%*	7 *4%*	6 **8%z**	41 *5%*	19 *4%*	4 *6%*	4 *6%*	16 *3%*	1 *7%*	2 **12%zqt**	82 *5%*
Social enterprise	84 *5%*	16 *5%*	5 **8%ze**	1 **15%zabde**	62 *5%*	22 *6%*	2 *3%*	17 *7%*	10 *3%*	22 *5%*	57 *6%*	35 *6%*	46 *7%*	26 *5%*	5 *3%*	4 *5%*	35 *4%*	26 *5%*	- -	23 **38%zpqrtv**	24 *5%*	1 *4%*	1 **5%r**	104 *7%*
BBB Segments																								
SMEs less than five years old	185 **12%bchijko**	39 **13%bce**	3 *5%*	* *1%*	144 **12%bc**	42 **11%bc**	91 **100%zghijk**	185 **73%zhijk**	- -	- -	- -	- -	98 **15%o**	52 **11%o**	15 *10%*	4 *5%*	88 *10%*	81 **17%zpv**	5 *7%*	6 *11%*	81 **17%zpv**	3 *25%*	1 *3%*	148 *10%*
SMEs older than five years old and aiming to grow in next 12 months	423 **28%dfglp**	119 **39%id**	30 **53%zade**	5 **58%zade**	269 *23%*	154 **42%ad**	- -	37 **15%f**	126 **44%fgijk**	126 **30%fg**	261 **26%fg**	135 **24%fg**	121 *18%*	164 **34%zl**	57 **39%zl**	39 **49%zlm**	188 *21%*	185 **38%p**	22 **36%p**	13 *22%*	175 **37%p**	4 *27%*	10 **47%ps**	604 *39%*
All other SMEs: older than five years old and any other growth outcomes	921 **60%abcfgmnoqt**	142 *47%*	24 *42%*	4 *40%*	752 **64%zabce**	170 *46%*	- -	31 **12%f**	159 **56%fg**	300 **70%zfgh**	731 **74%zfgh**	431 **76%zfgh**	443 **67%zmno**	258 *54%*	75 *51%*	37 *47%*	613 **69%qrtv**	220 *45%*	34 *55%*	41 **68%qt**	212 *45%*	6 *47%*	10 *48%*	774 *50%*

Participant Type : Micro, small and medium sized businesses
Fieldwork Dates : 25th October - 22nd November
Source : Ipsos MORI (JN: 16-070785-01)
Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g/h/i/j/k - z/l/m/n/o - z/p/q/r/s/t/u/v
*** small base; ** very small base (under 30) ineligible for sig testing**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 402

		Sector					Ease of getting bank finance		Expectations for business in next 12 months				Expectations for trade conditions in next 12 months			Awareness of external finance types			Needed external finance in last 12 months			When last sought external finance						
	Wtd Total (z)	Production (a)	Constructio n (b)	Distributio n (c)	Business services (d)	Other services (e)	Difficult (f)	Easy (g)	Grow (h)	Stay around the same size (i)	Become smaller (j)	High growth (by 20% or more) (k)	Better (l)	About the same (m)	Worse (n)	Up to 3 types (o)	4-6 types (p)	7 or more types (q)	Yes (r)	No (s)	Needed but did not apply (t)	Never (u)	Within last 12 months (v)	Over 1 year, up to 2 years ago (w)	Over 2 years, up to 3 years ago (x)	Over 3 years ago (y)	Within last 3 years (A)	Unwtd Total
Unweighted Total	1535	250	239	284	459	303	825	220	718	637	130	168	448	635	391	251	416	868	579	947	62	320	517	163	206	216	886	1535
Weighted Total	1535	125	272	291	507	340	855	198	564	723	179*	154*	410	692	369	340	457	738	431	1100	90*	467	342	144*	196*	282	682	1535
Introduction of new/significantly improved goods/services																												
Have done in last 3 years	461 **30%imosy**	43 *34%*	67 *24%*	109 **38%zb**	141 *28%*	101 *30%*	283 **33%z**	53 *27%*	221 **39%zij**	177 *24%*	43 *24%*	75 **49%zhij**	131 **32%m**	167 *24%*	144 **39%zm**	68 *20%*	139 **30%o**	254 **34%zo**	159 **37%zs**	301 *27%*	37 *41%*	144 **31%y**	122 **36%zy**	54 **37%y**	65 **33%y**	49 *17%*	241 **35%zy**	536 *35%*
Plan to in next 3 years	350 **23%osuy**	30 *24%*	59 *22%*	52 *18%*	138 **27%zc**	71 *21%*	219 *26%*	40 *20%*	187 **33%zij**	120 *17%*	37 *21%*	64 **42%zij**	107 *26%*	137 *20%*	97 *26%*	57 *17%*	91 *20%*	203 **27%zop**	140 **33%zs**	210 *19%*	26 *29%*	81 *17%*	114 **33%zuy**	47 **33%zuy**	52 **27%y**	44 *16%*	213 **31%zuy**	468 *30%*
Have done/plan to	599 **39%imosy**	53 *42%*	97 *36%*	121 *41%*	205 *40%*	122 *36%*	370 **43%z**	68 *34%*	284 **50%zij**	232 *32%*	60 *33%*	90 **59%zij**	178 **43%m**	226 *33%*	172 **47%zm**	93 *27%*	178 **39%o**	328 **44%zo**	214 **50%zs**	385 *35%*	41 *46%*	169 *36%*	173 **51%zuy**	69 **48%y**	80 **41%y**	75 *27%*	322 **47%zuy**	699 *46%*
Have not and do not plan to	915 **60%ihknqrvA**	72 *57%*	175 *64%*	163 *56%*	296 *58%*	210 *62%*	472 *55%*	130 *66%*	269 *48%*	484 **67%zhk**	119 **67%hk**	63 *41%*	225 *55%*	457 **66%zln**	196 *53%*	239 **70%zpq**	272 *60%*	404 *55%*	216 *50%*	696 **63%zr**	49 *54%*	290 **62%wA**	167 *49%*	75 *52%*	111 *57%*	204 **72%zvwxA**	354 *52%*	815 *53%*
Business characteristics																												
Female-led	330 **21%bvA**	20 *16%*	38 *14%*	58 *20%*	111 *22%*	103 **30%zabc**	196 *23%*	29 *14%*	114 *20%*	162 *22%*	32 *18%*	25 *16%*	75 *18%*	151 *22%*	93 *25%*	78 *23%*	100 *22%*	152 *21%*	75 *17%*	255 *23%*	20 *22%*	141 **30%zvwxA**	56 *16%*	23 *16%*	27 *14%*	59 *21%*	106 *16%*	294 *19%*
BAME-led	67 *4%*	7 *5%*	7 *3%*	11 *4%*	21 *4%*	21 *6%*	49 *6%*	7 *4%*	31 *5%*	22 *3%*	7 *4%*	12 **8%i**	18 *4%*	23 *3%*	23 *6%*	21 *6%*	18 *4%*	28 *4%*	27 *6%*	40 *4%*	5 *5%*	18 *4%*	22 *6%*	8 *5%*	8 *4%*	7 *2%*	38 *6%*	82 *5%*
Social enterprise	84 **5%mx**	4 *3%*	9 *3%*	14 *5%*	20 *4%*	36 **11%zabd**	46 *5%*	7 *3%*	31 *5%*	35 *5%*	14 *8%*	8 *5%*	30 **7%m**	21 *3%*	25 **7%m**	21 *6%*	24 *5%*	39 *5%*	30 *7%*	54 *5%*	5 *6%*	17 *4%*	25 **7%xA**	7 *5%*	3 *1%*	26 **9%ux**	35 **5%x**	104 *7%*
BBB Segments																												
SMEs less than five years old	185 **12%ijmqy**	20 *16%*	32 *12%*	36 *12%*	59 *12%*	38 *11%*	111 *13%*	26 *13%*	138 **24%zij**	32 *4%*	8 *5%*	58 **38%zhij**	95 **23%zmn**	46 *7%*	36 *10%*	44 *13%*	70 **15%q**	71 *10%*	64 *15%*	121 *11%*	15 *17%*	70 **15%y**	49 **14%y**	32 **22%zxyA**	19 **10%y**	1 *	100 **15%zy**	148 *10%*
SMEs older than five years old and aiming to grow in next 12 months	423 **28%ijmnsu**	38 *31%*	70 *26%*	99 *34%*	137 *27%*	79 *23%*	239 *28%*	58 *30%*	423 **75%zijk**	- -	- -	96 **62%zij**	209 **51%zmn**	140 *20%*	59 *16%*	78 *23%*	104 *23%*	242 **33%zop**	153 **36%zs**	270 *25%*	27 *30%*	97 *21%*	127 **37%zuy**	40 *28%*	69 **35%u**	66 *23%*	236 **35%zuy**	604 *39%*
All other SMEs: older than five years old and any other growth outcomes	921 **60%hkirvA**	67 *53%*	170 *62%*	155 *53%*	308 *61%*	222 **65%c**	501 *59%*	112 *57%*	* *	688 **95%zhk**	171 **95%zhk**	* *	105 *26%*	502 **73%zl**	274 **74%zl**	217 *64%*	281 *61%*	423 *57%*	214 *50%*	704 **64%zr**	48 *54%*	299 **64%vwA**	165 *48%*	72 *50%*	106 *54%*	215 **76%zuvwxA**	343 *50%*	774 *50%*

Participant Type : Micro, small and medium sized businesses
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Proportions/Means: Columns Tested (5% risk level) - z/a/b/c/d/e - z/f/g - z/h/i/j/k - z/l/m/n - z/o/p/q - z/r/s/t - z/u/v/w/x/y/A
*** small base**

Ipsos MORI

Business Finance Survey 2016
(FINAL)

Table 403

		Finance sought in last three years							Finance obtained in last three years								Confident in obtaining finance products		Number of finance providers considered on last occasion		Only considered four largest banks on last occasion sought finance		Exports				
	Wtd Total (z)	Bank (a)	Non-bank (b)	Mortgage (c)	Overdraft (d)	Grant (e)	Lease/Hire purchase (f)	Invoice finance/ Factoring (g)	Bank (h)	Non-bank (i)	Mortgage (j)	Overdraft (k)	Equity (l)	Grant (m)	Lease/Hire purchase (n)	Invoice finance/ Factoring (o)	Agree (p)	Disagree (q)	One (r)	More than one (s)	Yes (t)	No (u)	Have exported in last 3 years (v)	Plan to export in next 3 years (w)	Have/plan to export (x)	Have not and do not plan to export (y)	Unwtd Total
Unweighted Total	1535	725	749	90	420	228	445	103	697	729	79	391	13	202	435	99	1087	233	460	380	356	504	379	389	424	1083	1535
Weighted Total	1535	542	513	47**	309	112*	220	31*	516	485	38**	288	5**	87*	212	29*	993	293	412	241	293	366	265	271	315	1189	1535
Introduction of new/significantly improved goods/services																											
Have done in last 3 years	461 **30%y**	184 *34%*	206 **40%zaf**	19 *41%*	119 **38%z**	60 **54%zabdf**	71 *32%*	15 **46%z**	176 *34%*	193 **40%zhn**	14 *37%*	109 **38%z**	1 *16%*	42 **48%zhn**	67 *31%*	14 **48%zn**	315 *32%*	84 *29%*	139 *34%*	95 **39%z**	107 *36%*	126 *35%*	133 **50%zy**	137 **51%zy**	159 **50%zy**	292 *25%*	536 *35%*
Plan to in next 3 years	350 **23%y**	160 **30%z**	171 **33%z**	18 *38%*	99 **32%z**	48 **43%zab**	71 **32%z**	17 **54%zabdf**	151 **29%z**	165 **34%z**	15 *39%*	92 **32%z**	4 *82%*	35 **40%zh**	69 **33%z**	16 **54%zhikn**	231 *23%*	56 *19%*	124 **30%z**	85 **35%z**	91 **31%z**	112 **31%z**	109 **41%zy**	109 **40%zy**	124 **39%zy**	220 *18%*	468 *30%*
Have done/plan to	599 **39%y**	241 **44%z**	272 **53%zaf**	24 *52%*	151 **49%z**	77 **69%zabdf**	103 **47%z**	20 **64%zaf**	229 **44%z**	259 **53%zhn**	19 *49%*	141 **49%z**	4 *88%*	58 **67%zhikn**	98 **46%z**	19 **64%zhn**	400 *40%*	106 *36%*	186 **45%z**	127 **53%z**	140 **48%z**	172 **47%z**	164 **62%zy**	166 **61%zy**	192 **61%zy**	395 *33%*	699 *46%*
Have not and do not plan to	915 **60%abdefghik morstuvwx**	296 **55%beg**	*237* **46%e**	22 *48%*	156 **50%eg**	33 *29%*	116 **52%beg**	10 *33%*	281 **55%imo**	222 **46%m**	19 *51%*	145 **50%mo**	1 *12%*	27 *31%*	112 **53%imo**	9 *32%*	584 *59%*	186 *64%*	221 *54%*	113 *47%*	148 *51%*	192 *52%*	101 *38%*	104 *38%*	122 *39%*	777 **65%vwx**	815 *53%*
Business characteristics																											
Female-led	330 **21%abhiknsu**	84 *16%*	75 *15%*	7 *14%*	50 *16%*	17 *15%*	26 *12%*	5 *17%*	78 *15%*	72 *15%*	6 *16%*	43 *15%*	1 *15%*	15 *18%*	26 *12%*	5 *19%*	217 *22%*	66 *22%*	74 *18%*	28 *12%*	49 *17%*	53 *15%*	56 **21%wx**	44 *16%*	58 *18%*	267 *22%*	294 *19%*
BAME-led	67 *4%*	34 **6%z**	24 *5%*	2 *5%*	13 *4%*	4 *4%*	13 *6%*	2 *5%*	32 **6%k**	23 *5%*	2 *4%*	10 *3%*	* *4%*	4 *5%*	13 *6%*	2 *5%*	44 *4%*	11 *4%*	20 *5%*	12 *5%*	19 *7%*	18 *5%*	13 *5%*	14 *5%*	17 *5%*	48 *4%*	82 *5%*
Social enterprise	84 **5%adhkvwx**	12 *2%*	36 **7%adf**	2 *3%*	3 *1%*	25 **22%abdfg**	9 **4%d**	2 **5%d**	12 **2%k**	33 **7%hik**	1 *3%*	3 *1%*	- -	19 **22%zhikno**	9 **4%k**	1 *4%*	53 *5%*	22 *7%*	18 *4%*	16 *7%*	9 *3%*	25 *7%*	4 *1%*	5 *2%*	5 *2%*	78 **7%zvwx**	104 *7%*
BBB Segments																											
SMEs less than five years old	185 **12%y**	70 *13%*	85 **17%zaf**	5 *10%*	40 *13%*	27 **24%zadf**	25 *11%*	6 *18%*	65 *13%*	77 **16%zn**	2 *6%*	37 *13%*	* *5%*	16 **19%n**	22 *10%*	6 *19%*	115 *12%*	40 *14%*	56 *14%*	42 **17%z**	40 *14%*	56 *15%*	36 *14%*	49 **18%zvy**	53 **17%zvy**	121 *10%*	148 *10%*
SMEs older than five years old and aiming to grow in next 12 months	423 **28%y**	186 **34%z**	180 **35%z**	18 *39%*	102 *33%*	38 *34%*	76 **34%z**	11 *36%*	178 **35%z**	176 **36%z**	15 *40%*	95 *33%*	2 *39%*	33 **38%z**	74 **35%z**	10 *33%*	280 *28%*	75 *26%*	142 **34%z**	78 *32%*	103 **35%z**	122 **33%z**	109 **41%zy**	109 **40%zy**	122 **39%zy**	297 *25%*	604 *39%*
All other SMEs: older than five years old and any other growth outcomes	921 **60%abdehimrs tuvwx**	282 *52%*	246 *48%*	23 *50%*	163 *53%*	47 *42%*	120 **54%be**	14 *45%*	270 *52%*	230 *47%*	20 *52%*	155 *54%*	3 *57%*	37 *43%*	116 **55%l**	14 *46%*	594 *60%*	177 *60%*	214 *52%*	119 *49%*	147 *50%*	187 *51%*	119 *45%*	113 *42%*	141 **45%w**	766 **64%zvwx**	774 *50%*

Participant Type : Micro, small and medium sized businesses
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*** small base; ** very small base (under 30) ineligible for sig testing**

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Business Finance Survey 2016
(FINAL)

Table 404

		Introduction of new/significantly improved goods/services				Business characteristics			BBB Segments			
	Wtd Total (z)	Have done in last 3 years (a)	Plan to in next 3 years (b)	Have done/plan to (c)	Have not and do not plan to (d)	Female-led (e)	BAME-led (f)	Social enterprise (g)	SMEs less than five years old (h)	SMEs older than five years old and aiming to grow in next 12 months (i)	All other SMEs: older than five years old and any other growth outcomes (j)	Unwtd Total
Unweighted Total	1535	536	468	699	815	294	82	104	148	604	774	1535
Weighted Total	1535	461	350	599	915	330	67*	84*	185*	423	921	1535
Introduction of new/significantly improved goods/services												
Have done in last 3 years	461 **30%dj**	461 **100%zbcd**	212 **61%zd**	461 **77%zbd**	- -	96 *29%*	26 *39%*	25 *30%*	91 **49%zij**	149 **35%zj**	218 *24%*	536 *35%*
Plan to in next 3 years	350 **23%dj**	212 **46%zd**	350 **100%zacd**	350 **59%zad**	- -	60 *18%*	20 *30%*	18 *22%*	71 **39%zj**	127 **30%zj**	149 *16%*	468 *30%*
Have done/plan to	599 **39%dj**	461 **100%zd**	350 **100%zd**	599 **100%zd**	- -	118 *36%*	30 *45%*	37 *44%*	111 **60%zij**	197 **46%zj**	288 *31%*	699 *46%*
Have not and do not plan to	915 **60%abchi**	- -	- -	- -	915 **100%zabc**	197 *60%*	37 *55%*	47 *56%*	69 *37%*	219 **52%h**	625 **68%zhi**	815 *53%*
Business characteristics												
Female-led	330 *21%*	96 *21%*	60 *17%*	118 *20%*	197 *21%*	330 **100%zfg**	22 *32%*	19 *23%*	38 *21%*	87 *21%*	203 *22%*	294 *19%*
BAME-led	67 *4%*	26 *6%*	20 *6%*	30 *5%*	37 *4%*	22 *7%*	67 **100%zeg**	7 *9%*	11 *6%*	20 *5%*	36 *4%*	82 *5%*
Social enterprise	84 *5%*	25 *5%*	18 *5%*	37 *6%*	47 *5%*	19 *6%*	7 *11%*	84 **100%zef**	13 *7%*	21 *5%*	50 *5%*	104 *7%*
BBB Segments												
SMEs less than five years old	185 **12%di**	91 **20%zd**	71 **20%zd**	111 **19%zd**	69 *8%*	38 *12%*	11 *16%*	13 *15%*	185 **100%zij**	- -	- -	148 *10%*
SMEs older than five years old and aiming to grow in next 12 months	423 **28%dhj**	149 **32%zd**	127 **36%zd**	197 **33%zd**	219 *24%*	87 *27%*	20 *30%*	21 *25%*	- -	423 **100%zhj**	* *	604 *39%*
All other SMEs: older than five years old and any other growth outcomes	921 **60%abchi**	218 *47%*	149 *43%*	288 **48%b**	625 **68%zabc**	203 *62%*	36 *54%*	50 *60%*	- -	* *	921 **100%zhi**	774 *50%*

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*** small base**

Ipsos MORI