9/10/2019

| Table Names Table Names Table Names Orobe 2009: Q1. Which, If any, of the following best describe the positive impact. All who select positive impact from 'No deal' you expect a 'No-Deal Brexit' in October 2019 will have on your business? Q2. Which, If any, of the following best describe the positive impact. All who select positive impact from 'No deal' you expect a 'No-Deal Brexit' in October 2019 will have on your business? Q303 Q2.1. Which, If any, of the following best describe the negative impact you expect a 'No-Deal Brexit' in October 2019 will have on your business? Q4. Which of the following, If any, are your main concerns regarding for the eventuality of leaving the EU without an agreement (i.e. 'No-Deal Brexit') in October 2019 will have on your business? Q4. Which of the following, If any, are your main concerns regarding All Respondents the impact of leaving the EU without an agreement (i.e. 'No-Deal Brexit') in October 2019? Q305 Q4. Which of the following, If any, are your top concern if the UK were to leave the EU without an agreement (i.e. 'No-Deal Brexit') in October 2019? Q306 Q4. Which of the following and the EU without an agreement (i.e. 'No-Deal Brexit') in October 2019? Q307 Q5. Has your business not taken any active steps to prepare for a 'No-Deal Brexit' in October 2019? Q309 Q6. Why has your business not taken any active steps to prepare for All who have not taken any action for a 'No deal' the possibility of a 'No-Deal Brexit' in October 2019? Q309 Q7. How prepared or unprepared do you believe your business is for a 'No-Deal Brexit' in October 2019? Q310 Q3. They one wave of any information or support that the Government fram and eavailable to help your business or help manage any impact that a 'No-Deal Brexit' in October 2019 may have? Q310 Q3. Hand which, if any, would you pick as your most useful Government fram, would be most useful for your business to help manage any impact that a 'No-Deal Brexit' in October 2019? Q311. And which, if any, would you pick as your m | | | |
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| you expect a "No-Deal Brexit" in October 2019 will have on your business? 2023 Q.2.1. Which, if any, of the following best describe the negative impact you expect a "No-Deal Brexit" in October 2019 will have on your business? 2024 Q.3. How prepared or unprepared do you believe the UK is overall for the eventuality of leaving the EU without an agreement (i.e. "No-Deal Brexit") in October 2019? 2029 Q.4. Which of the following, if any, are your main concerns regarding All Respondents the impact of leaving the EU without an agreement (i.e. "No-Deal Brexit") in October 2019? 2029 Q.4. And which, if any, would you pick as your top concern if the UK were to leave the EU without an agreement (i.e. "No-Deal Brexit" in October 2019? 2020 Q.5. Has your business taken any active steps to prepare for a "No-Deal Brexit" in October 2019? 2020 Q.7. How prepared or unprepared do you believe your business is for a 'No-Deal Brexit' in October 2019? 2020 Q.7. How prepared or unprepared do you believe your business is for a 'No-Deal Brexit' in October 2019? 2020 Q.7. How prepared or unprepared do you believe your business for a 'No-Deal Brexit' in October 2019? 2021 Q.8. Are you aware of any information or support that the Government has made available to help your business prepare for a 'No-Deal Brexit' in October 2019? 2021 Q.9.1. And which, if any, would you pick as your most useful Government financial support if the UK were to leave the EU without an agreement (i.e. "No-Deal Brexit' in October 2019? 2021 Q.9.1. And which, if any, would you pick as your most useful Government financial support if the UK were to leave the EU without an agreement (i.e. "No-Deal Brexit' in October 2019? 2021 Q.1. Thinking now about communication support that could be offered by the Government for businesses. Which of the following options, if any, would be most useful for your business to help manage any impact that a 'No-Deal Brexit' in October 2019? 2021 Q.1. Thinking now about actions to overcome the impact of tariffs and barriers | 0001 | UK leave the EU without an agreement (i.e. 'No-Deal Brexit') in | All Respondents |
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| customers are paseu: | 0020 | D5. Where would you say that most of your business activity and customers are based? | All Respondents |

TechUK Brexit Members Survey 2019

Q1. What would be the impact on your business, if any, should the UK leave the EU without an agreement (i.e. 'No-Deal Brexit') in October 2019?

All Respondents

| | | | | | | | | | | | | | | | | | Active step | s taken to | prepare for | Business | - preparatio | n for a 'No | | | | | | | | |
|-------------------------|--------------|------------|---------------|-------------|------------|-----------|-----------|------------|-----------------|-----------|-----------|------------|-----------------|--------------|---------------|-----------|------------------|------------|-------------|-----------------|--------------|-------------|-----------|--------------|-------------|---------------------|--------------|---------------------------------|------------|----------|
| | | | | No. of e | mployees | | | | | Turnover | | | Imp | act of 'No o | eal' on busin | ness | | 'No deal' | | | deal' | | UK - pre | paration for | a 'No deal' | Awaren | ess of infor | mation or su | | ı 'No de |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | | | | DK/Refuse | Yes, many/som | | DK/Refuse | | Unprepare | | | | | Aware of Informatio | Aware of | Aware of informatio n and | | |
| | Total (A) | <50 (B) | 50-249 (C) | 250+ (D) | Net: 50+ | | (G) | <5m (H) | 5 - <25m (I) | | Net: <25m | d (L) | Positive (M) | No impact | | d (p) | e (Q) | No (R) | (S) | Prepared (T) | (U) | (V) | Prepared | | (Y) | n (Z) | support | support (b) | Not aware | e D |
| nweighted base | 193 | 60 | 52 | 80 | (E) 132 | (F) | 1 | 60 | 25 | (J) 95 | (K) 85 | 13 | 5 | (N) 31 | (O) 137 | (P) 20 | 130 | 55 | 8 | 123 | 53 | 17 | (W) 38 | (X) 146 | 9 | 89 | (a) 43 | 27 | (c) 86 | 2 |
| eighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| eigitteu base | 193 | 00 | 32 | 80 | 132 | 112 | 1 | 00 | 23 | 95 | 65 | 13 | 3 | 31 | 137 | 20 | 150 | 33 | 0 | 123 | 33 | 17 | 36 | 140 | , | 65 | 45 | 2/ | | ļ |
| ry positive impact (5) | 4 2% | 1 2% | 2 4% | 1 1% | 3 2% | 3 3% | - | 2 3% | 1 4% | 1 1% | 3 4% | - | 4 80% | - | - | - | 4 3% | - | - | 3 2% | 1 2% | - | 3 8% | 1 1% | - | 1 1% | 2 5% | - | 1 1% | |
| | | • | • | * | | | ** | * | ** | * | * | ** | ** | * | | ** | | * | ** | | * | ** | Х* | | ** | * | * | ** | | |
| ly positive impact (4) | 1 1% | 1 2% | - | - | - | 1 1% | - | 1 2% | - | - | 1 | - | 1 20% | - | - | - | 1 1% | - | - | 1 1% | - | - | 1 3% | - | - | - | - | - | 1 1% | |
| | 170 | 270 * | * | * | - | 170 | ** | 270 * | ** | * | 1% | ** | 20% | * | - | ** | 170 | * | ** | 170 | * | ** | 3% | - | ** | * | * | ** | 170 | |
| ould have no impact (3) | 31 16% | 14 | 6 | 11 | 17 | 20 | - | 13 | 2 | 16 17% | 15 | - | - | 31 | - | - | 14 | 16 | 1 | 26 | 3 | 2 12% | 8 | 22 15% | 1 | 11 | 4 | 1 | 17 20% | |
| | 16% | 23% | 12% | 14% | 13% | 18% | ** | 22% * | 8% | 1/% | 18% | ** | ** | 100% o* | - | ** | 11% | 29% Q* | 12% | 21% U | 6% | 12% | 21% | 15% | 11% | 12% | 9% | 4% | * | |
| rly negative impact (2) | 84 44% | 21 | 21 | 41 | 62 47% | 42 | 1 | 20 | 10 | 46 48% | 30 | 8 62% | - | - | 84 | - | 62 48% | 17 31% | 5 62% | 62 | 17 | 5 | 16 42% | 66 | 2 | 45 | 24 56% | 15 56% | 30 35% | |
| | 4476 | 35% | 40% * | 51% * | 47% | 38% | 100% | 33% | 40% | * | 35% | 0270 ** | ** | * | 61% N | ** | 46% R | * | 027o ** | 50% U | 32% | 29% | 42% * | 45% | 22% | 51% c* | 50% c* | ** | * | |
| ry negative impact (1) | 53 27% | 18 30% | 19 37% | 16 20% | 35 27% | 37 33% | - | 19 32% | 9 36% | 22 23% | 28 | 3 23% | - | - | 53 39% | - | 36 28% | 16 29% | 1 | 19 | 28 | 6 35% | 5 13% | 46 32% | 2 22% | 20 22% | 8 19% | 7 26% | 31 36% | |
| | 2770 | 30% | 57% DE* | * | 27% D | 33% D | ** | 32% | ** | 23% * | 33% | 2370 | ** | * | 39% N | ** | 2870 | 29% | 12% | 15% | 53% T* | 3570 | 15% | 32% W | 227o ** | 227o * | 19% | 20% | 30% Za* | 5 |
| on't know / no opinion | 16 8% | 5 | 3 | 8 | 11 | 8 | - | 5 | 2 | 7 | 7 | 2 | - | - | - | 16 | 9 | 6 | 1 | 8 | 4 | 4 | 5 | 9 | 2 | 11 | 4 9% | 4 | 4 | |
| | 870 | 8% | 6% * | 10% | 8% | 7% | ** | 8% | 8% ** | 7% * | 8% | 15% | ** | • | - | 80% ** | 7% | 11% | 12% | 7% | 8% | 24% | 13% | 6% | 22% | 12% | 970 * | 15% | 5% | 5 |
| refer not to say | 4 2% | - | 1 2% | 3 4% | 4 3% | 1 1% | - | - | 1 4% | 3 3% | 1 1% | - | - | - | - | 4 20% | 4 3% | - | - | 4 3% | - | - | - | 2 1% | 2 22% | 1 1% | 1 | - | 2 2% | |
| | 270 | * | 270 * | 470 * | 370 | 170 | ** | * | 47o ** | 370 | 176 H* | ** | ** | * | - | 20% | 370 | * | ** | 370 | * | ** | * | 170 | 227o ** | 170 | 2% * | ** | 270 * | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| В | 5 3% | 2 3% | 2 4% | 1 1% | 3 2% | 4 4% | - | 3 5% | 1 4% | 1 1% | 4 5% | - | 5 100% | - | - | - | 5 4% | - | - | 4 3% | 1 2% | - | 4 11% | 1 1% | - | 1 1% | 2 5% | - | 2 2% | |
| | 370 | * | * | * | 270 | 470 | ** | * | ** | * | * | ** | ** | * | | ** | 470 | * | ** | 370 | * | ** | X* | 170 | ** | * | * | ** | * | |
| В | 137 | 39 | 40 | 57 | 97 | 79 | 1 | 39 | 19 | 68 | 58 | 11 | - | - | 137 | - | 98 | 33 | 6 | 81 | 45 | 11 | 21 | 112 | 4 | 65 | 32 | 22 | 61 | ١. |
| | 71% | 65% | 77% | 71% | 73% | 71% | 100% | 65% * | 76% | 72% * | 68% | 85% ** | ** | * | 100% N | ** | 75% R | 60% * | 75% ** | 66% | 85% T* | 65% ** | 55% | 77% w | 44% | 73% | 74% | 81% ** | 71% | 5 |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| an | 1.95 | 2.02 | 1.85 | 1.97 | 1.92 | 1.94 | 2.00 | 2.04 | 1.82 | 1.96 | 1.97 | 1.73 | 4.80 | 3.00 o* | 1.61 | - | 1.93 | 2.00 | 2.00 | 2.16 | 1.55 | 1.69 | 2.42 | 1.84 | 1.80 | 1.92 | 2.05 | 1.74 | 1.89 | 1 |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

Overlap formulae used

TechUK Brexit Members Survey 2019

Q2. Which, if any, of the following best describe the positive impact you expect a 'No-Deal Brexit' in October 2019 will have on your business? All who select positive impact from 'No deal'

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

Overlap formulae used

ColumnProportions (5%): 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,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

TechUK Brexit Members Survey 2019

Q2.1. Which, if any, of the following best describe the negative impact you expect a 'No-Deal Brexit' in October 2019 will have on your business?

All who select negative impact from 'No deal'

| | | | | | | | | | | | | | | | | | Active ste | | | Business - | | n for a 'No | | | | | | | | |
|--|-------|------|--------|----------|-----------|------|-----------|------|----------|----------|-----------|-----------|----------|-------------|--------------|----------|--------------------|-----------|-----------|------------|------------|-------------|-----------|-------------|-------------|------------------------|--------------|-------------------------|-------------|----------|
| | | | | No. of e | employees | | | | | Turnover | | | lm | pact of 'No | deal' on bus | siness | | 'No deal' | | | deal' | | UK - prep | aration for | a 'No deal' | Awaren | ess of infor | | pport for a | No deal' |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | | | | DK/Refus | Yes, e many/son | n | DK/Refuse | e | Unprepare | DK/Refuse | | Unprepare | DK/Refuse | Aware of Informatio | Aware of | Aware of information | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | | | <5m | 5 - <25m | 25m+ | Net: <25m | | Positive | | Negative | | e | No | d | Prepared | d | d | Prepared | d | d | n | support | support | Not aware | DK |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (1) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (X) | (Y) | (Z) | (a) | (b) | (c) | (d) |
| Unweighted base | 137 | 39 | 40 | 57 | 97 | 79 | 1 | 39 | 19 | 68 | 58 | 11 | - | - | 137 | - | 98 | 33 | 6 | 81 | 45 | 11 | 21 | 112 | 4 | 65 | 32 | 22 | 61 | 1 |
| Weighted base | 137 | 39 | 40 | 57 | 97 | 79 | 1 | 39 | 19 | 68 | 58 | 11 | - | - | 137 | - | 98 | 33 | 6 | 81 | 45 | 11 | 21 | 112 | 4 | 65 | 32 | 22 | 61 | 1 |
| A negative economic shock to the UK economy which | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| may hurt my business | 124 | 34 | 38 | 51 | 89 | 72 | 1 | 34 | 19 | 62 | 53 | 9 | - | - | 124 | - | 90 | 31 | 3 | 73 | 45 | 6 | 17 | 105 | 2 | 59 | 28 | 20 | 56 | 1 |
| | 91% | 87% | 95% | 89% | 92% | 91% | 100% | 87% | 100% | 91% | 91% | 82% | - | - | 91% | - | 92% | 94% | 50% | 90% | 100% T* | 55% | 81% | 94% | 50% | 91% | 88% | 91% | 92% | 100% |
| Confusion over which regulations effect my business | | | | | | | | | | | | | | | | | | | | | 1. | | | | | | | | | |
| and the possibility of double regulation from the UK | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| and EU | 84 | 24 | 23 | 36 | 59 | 47 | 1 | 26 | 10 | 40 | 36 | 8 | - | - | 84 | - | 63 | 19 | 2 | 46 | 34 | 4 | 10 | 72 | 2 | 43 | 24 | 18 | 34 | 1 |
| | 61% | 62% | 58% | 63% | 61% | 59% | 100% | 67% | 53% | 59% | 62% | 73% | - | - | 61% | - | 64% | 58% | 33% | 57% | 76% | 36% | 48% | 64% | 50% | 66% | 75% | 82% | 56% | 100% |
| | | • | • | | • | • | ** | • | ** | • | • | ** | | | | | • | • | ** | • | T* | ** | ** | | ** | • | • | ** | • | •• |
| Difficulty attracting talent after the end of freedom | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| of movement | 84 | 22 | 29 | 32 | 61 | 51 | 1 | 24 | 15 | 37 | 39 | 8 | - | - | 84 | - | 63 | 18 | 3 | 48 | 30 | 6 | 11 | 71 | 2 | 37 | 20 | 15 | 41 | 1 |
| | 61% | 56% | 72% | 56% | 63% | 65% | 100% | 62% | 79% | 54% | 67% | 73% | - | - | 61% | - | 64% | 55% | 50% | 59% | 67% | 55% | 52% | 63% | 50% | 57% | 62% | 68% | 67% | 100% |
| | | | | | | | | - | | | - | | | | | | 1 | | | | - | | | | | | | | | |
| Confusion over the rules for sending and receiving personal data to and from the EU | 79 | 20 | 23 | 35 | 58 | 43 | 1 | 20 | 14 | 38 | 34 | 7 | | | 79 | | 63 | 14 | 2 | 46 | 29 | 4 | 11 | 67 | 1 | 39 | 22 | 18 | 35 | 1 |
| personal data to and from the Eo | 58% | 51% | 58% | 61% | 60% | 54% | 100% | 51% | 74% | 56% | 59% | 64% | | | 58% | | 64% | 42% | 33% | 57% | 64% | 36% | 52% | 60% | 25% | 60% | 69% | 82% | 57% | 100% |
| | 3070 | • | * | * | * | * | ** | • | ** | * | • | ** | | | 30% | | R* | • | ** | * | • | ** | ** | 0070 | ** | * | • | ** | * | ** |
| Disruption in supply chains having unforeseen | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| negative consequences on my business | 73 | 14 | 27 | 31 | 58 | 41 | 1 | 16 | 11 | 41 | 27 | 5 | - | - | 73 | - | 52 | 19 | 2 | 42 | 24 | 7 | 12 | 59 | 2 | 37 | 20 | 13 | 29 | - |
| | 53% | 36% | 68% | 54% | 60% | 52% | 100% | 41% | 58% | 60% | 47% | 45% | - | - | 53% | - | 53% | 58% | 33% | 52% | 53% | 64% | 57% | 53% | 50% | 57% | 62% | 59% | 48% | - |
| | | | BF* | | В* | В* | | | | | | | | | | | | | | | • | | | | | • | | | | |
| Increased difficultly providing services to EU customers and sending UK staff over to support | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| contracts | 69 | 21 | 20 | 27 | 47 | 41 | 1 | 21 | 13 | 29 | 34 | 6 | - | | 69 | - | 55 | 12 | 2 | 38 | 27 | 4 | 10 | 57 | 2 | 30 | 14 | 10 | 34 | 1 |
| | 50% | 54% | 50% | 47% | 48% | 52% | 100% | 54% | 68% | 43% | 59% | 55% | - | - | 50% | - | 56% | 36% | 33% | 47% | 60% | 36% | 48% | 51% | 50% | 46% | 44% | 45% | 56% | 100% |
| | | • | • | | • | • | ** | • | ** | • | • | ** | | | | | | | ** | • | • | ** | •• | | ** | • | • | ** | • | •• |
| Increased difficultly importing and exporting goods | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| to and from the EU | 57 | 13 | 17 | 26 | 43 | 30 | 1 | 11 | 10 | 32 | 21 | 4 | - | - | 57 | - | 45 | 11 | 1 | 34 | 20 | 3 | 8 | 48 | 1 | 32 | 20 | 15 | 20 | - |
| | 42% | 33% | 42% | 46% | 44% | 38% | 100% | 28% | 53% | 47% | 36% | 36% | - | - | 42% | - | 46% | 33% | 17% | 42% | 44% | 27% | 38% | 43% | 25% | 49% | 62% c* | 68% | 33% | •• |
| | | | | | | | | | | | | - | | | | | | | | | - | | | | | | C. | | | |
| Negative impact of losing access to venture capital investment or funding from EU programs (such as | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Horizon 2020) | 36 | 12 | 14 | 10 | 24 | 26 | - | 14 | 4 | 16 | 18 | 2 | - | - | 36 | - | 23 | 12 | 1 | 15 | 17 | 4 | 3 | 33 | - | 13 | 3 | 3 | 22 | 1 |
| | 26% | 31% | 35% | 18% | 25% | 33% | - | 36% | 21% | 24% | 31% | 18% | - | - | 26% | - | 23% | 36% | 17% | 19% | 38% | 36% | 14% | 29% | - | 20% | 9% | 14% | 36% | 100% |
| | | • | • | | D* | D* | ** | • | ** | • | • | ** | | | | | • | • | ** | • | T* | ** | ** | | ** | • | • | ** | Za* | •• |
| Don't know / no opinion | 1 | - | - | 1 | 1 | - | - | - | - | 1 | - | - | - | - | 1 | - | - | - | 1 | - | - | 1 | - | - | 1 | 1 | - | - | - | - |
| | 1% | _ | - | 2% | 1% | _ | - | _ | _ | 1% | - | - | - | - | 1% | - | - | | 17% | - | - | 9% | - | _ | 25% | 2% | - | - | _ | - |
| | | • | • | | | • | ** | • | •• | | | ** | | | | | | • | ** | | • | ** | ** | | ** | • | | ** | • | •• |
| Prefer not to say | | _ | _ | _ | | _ | _ | _ | | | _ | _ | | _ | | _ | _ | | | | _ | _ | _ | _ | _ | _ | _ | | _ | _ |
| . refer not to say | - | | | | _ | | | | | _ | | | | | | | | | | | - | | | | | - | _ | | | - |
| | | | | | | | ** | | •• | | | ** | | | | | | | ** | | | ** | ** | | ** | | | ** | | •• |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Net Number of negative aspects mentioned | 4.46 | 4.10 | 4.78 | 4.43 | 4.57 | 4.44 | 7.00 | 4.26 | 5.05 | 4.40 | 4.52 | 4.45 | - | - | 4.46 | - | 4.63 | 4.12 | 3.20 | 4.22 | 5.02 | 3.80 | 3.90 | 4.57 | 4.00 | 4.53 | 4.72 | 5.09 | 4.44 | 6.00 |
| | | | | | • | | ** | • | ** | | • | ** | | | | | | | ** | | T* | ** | ** | | ** | | • | ** | | •• |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

Overlap formulae used

ColumnProportions (5%): 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,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

Field work dates: 14th - 30th August 2019

Public

TechUK Brexit Members Survey 2019

Q3. How prepared or unprepared do you believe the UK is overall for the eventuality of leaving the EU without an agreement (i.e. 'No-Deal Brexit') in October 2019?

All Respondents

Active steps taken to prepare for Business - preparation for a 'No UK - preparation for a 'No deal'

Awareness of information or support for a 'No deal' No. of employees Impact of 'No deal' on business Turnover 'No deal' Yes. Aware of DK/Refuse DK/Refuse DK/Refuse many/som DK/Refuse Unprepare DK/Refuse Informatio Aware of n and No Total <50 50-249 250+ Net: 50+ Net: <250 <5m 5 - <25m 25m+ Net: <25m Prepared DK d d Positive No impact Negative d d d Prepared support support Not aware (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) (Z) (a) (b) (d) 20 130 55 123 53 89 27 193 60 52 80 132 112 60 25 95 85 13 31 137 17 146 9 43 86 2 5 38 Unweighted base 193 60 52 80 132 112 60 25 95 13 31 137 20 130 55 123 53 17 146 89 43 27 86 2 Weighted base 85 5 38 Very prepared (4) 5 1 4 5 1 1 3 1 1 2 2 1 1 4 1 4 1 3% 2% 5% 4% 1% 2% 3% 1% 8% 40% 1% 5% 3% 12% 3% 6% 13% 4% 2% ** 33 24 19 27 30 16 12 Fairly prepared (3) 9 8 16 17 10 4 16 14 3 2 8 4 5 1 2 1 33 7 2 17% 15% 15% 20% 18% 15% 17% 16% 17% 16% 23% 40% 26% 14% 20% 21% 9% 12% 24% 4% 6% 87% 18% 16% 7% 14% Fairly unprepared (2) 60 19 13 28 41 32 19 32 23 14 39 7 43 14 41 15 60 30 16 13 26 31% 32% 25% 35% 31% 29% 32% 16% 34% 27% 38% 45% 28% 35% 33% 25% 38% 33% 28% 24% 41% 34% 37% 48% 30% 50% Very unprepared (1) 29 29 27 56 58 27 16 39 43 73 52 33 41 34 16 10 45 45% 48% 56% 34% 42% 52% 100% 45% 64% 41% 51% 31% 20% 26% 53% 20% 40% 60% 12% 33% 68% 53% 59% 38% 37% 37% 52% 50% Don't know / no opinion 4% 5% 2% 4% 3% 4% 5% 4% 3% 5% 3% 3% 10% 2% 5% 25% 4% 12% 78% 4% 5% 7% 3% Prefer not to say 2% 1% 2% 2% -10% 2% -2% 22% 1% 2% 20 29 11 19 15 34 20% 16% 22% 15% 17% 25% 22% 16% 18% 20% 31% 80% 26% 25% 24% 9% 25% 28% 4% 12% 100% 19% 7% 18% 15% 14% 55 46 20 71 22 112 11 47 82 64 32 23

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

20%

3.00

71%

2.00

82%

1.62

73%

1.87

55%

2.12

85%

50%

2.33

67%

96%

1.36

76%

3.13

72%

74%

1.82

85%

83%

100%

100%

77%

80%

1.50

75%

1.81

78%

1.67

69%

Overlap formulae used

ColumnProportions (5%): 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,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

76%

80%

1.65

81%

1.63

69%

73%

80%

1.64

100%

1.00

TechUK Brexit Members Survey 2019

Q4. Which of the following, if any, are your main concerns regarding the impact of leaving the EU without an agreement (i.e. 'No-Deal Brexit') in October 2019? All Respondents

| | | | | No. of e | mployees | | | | | Turnover | | | aml | act of 'No d | eal' on busi | iness | Active step | 'No deal' | prepare for | business - | · preparatio deal' | ii ior a 'No | UK - prep | paration for | a 'No deal' | Awaren | ess of infor | mation or su | pport for a | 'No dea |
|--|--------------|---------------------------|------------------|------------------|---|------------------|-----------------|-----------------|-----------------|-----------------------------|----------------------------|----------------|-----------------|------------------|-----------------|-----------------|----------------|----------------|----------------|-----------------|-----------------------|----------------|-----------------|-----------------|----------------|-----------------|------------------|---------------------|------------------|-----------------|
| | | | | | , ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | | | | | | | | | | | | Yes. | | | | | | | | | Aware of | | Aware of informatio | | |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | | | | DK/Refuse | many/som | | DK/Refuse | | Unprepare | | | | DK/Refuse | Informatio | | n and | | |
| | Total (A) | <50 (B) | 50-249 (C) | 250+ (D) | Net: 50+ (E) | Net: <250 (F) | (G) | <5m (H) | 5 - <25m (I) | 25m+ (J) | Net: <25m (K) | d (L) | Positive (M) | No impact (N) | Negative (O) | (P) | e (Q) | No (R) | (S) | Prepared (T) | (U) | (V) | Prepared (W) | (X) | (Y) | n (Z) | support (a) | support (b) | Not aware (c) | DK (d) |
| Unweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Sintelighted base | 133 | | 32 | | 132 | | - | | | - 33 | | -15 | | 51 | 107 | 20 | 150 | | Ü | 123 | 33 | | 30 | 1.0 | | | | 2, | | |
| Weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Overall negative impact on the economy and slowdown in business | 140 73% | 42 70% * | 41 79% * | 56 70% * | 97 73% | 83 74% | 1 100% ** | 41 68% * | 20 80% ** | 72 76% * | 61 72% * | 7 54% ** | | 21 68% * | 108 79% | 11 55% ** | 96 74% | 40 73% * | 4 50% ** | 89 72% | 43 81% * | 8 47% ** | 18 47% * | 120 82% W | 2 22% ** | 64 72% * | 31 72% * | 22 81% ** | 65 76% * | 2 100% ** |
| Confusion and uncertainty over the regulatory compliance requirements following a No-Deal exit | 98 51% | 21 35% * | 28 54% BF* | 49 61% BF* | 77 58% BF | 49 44% B | | 24 40% * | 10 40% ** | 57 60% _{HK*} | 34 40% * | 7 54% ** | 1 20% ** | 16 52% * | 68 50% | 13 65% ** | 67 52% | 28 51% * | 3 38% ** | 63 51% | 26 49% * | 9 53% ** | 15 39% * | 79 54% | 4 44% ** | 48 54% * | 23 53% * | 15 56% ** | 41 48% * | 1 50% ** |
| Additional regulatory barriers to access EU markets/ divergence between EU and UK markets | 90 47% | 27 45% * | 27 52% * | 35 44% * | 62 47% | 54 48% | 1 100% ** | 28 47% * | 12 48% ** | 44 46% * | 40 47% * | 6 46% ** | 2 40% ** | 12 39% * | 70 51% | 6 30% ** | 63 48% | 26 47% * | 1 12% ** | 49 40% | 32 60% T* | 9 53% ** | 13 34% * | 76 52% | 1 11% ** | 40 45% * | 21 49% * | 15 56% ** | 42 49% * | 2 100% ** |
| Impact on the ability to retain and recruit talent from EU 27 countries | 86 45% | 20 33% * | 30 58% BF* | 36 45% * | 66 50% B | 50 45% B | | 22 37% * | 14 56% ** | 43 45% * | 36 42% * | 7 54% ** | | 7 23% * | 73 53% N | 6 30% ** | 59 45% | 25 45% * | 2 25% ** | 48 39% | 29 55% * | 9 53% ** | 9 24% * | 74 51% W | 3 33% ** | 36 40% * | 19 44% * | 13 48% ** | 43 50% * | 1 50% ** |
| Disruption to the free flow of personal data between the EU and the UK | 73 38% | 20 33% * | 18 35% * | 34 42% * | 52 39% | 38 34% | 1 100% ** | 20 33% * | 13 52% ** | 35 37% * | 33 39% * | 5 38% ** | 1 20% ** | 7 23% * | 57 42% | 8 40% ** | 52 40% | 17 31% * | 4 50% ** | 42 34% | 24 45% * | 7 41% ** | 10 26% * | 59 40% | 4 44% ** | 33 37% * | 19 44% * | 13 48% ** | 33 38% * | 1 50% ** |
| Border checks and customs duties on products exported and imported to and from the EU | 64 33% | 16 27% * | 14 27% * | 33 41% F* | 47 36% | 30 27% | 1 100% ** | 12 20% * | 6 24% ** | 42 44% HK* | 18 21% * | 4 31% ** | | 10 32% * | 47 34% | 7 35% ** | 50 38% | 13 24% * | 1 12% ** | 45 37% | 17 32% * | 2 12% ** | 12 32% * | 48 33% | 4 44% ** | 35 39% c* | 24 56% zc* | 16 59% ** | 21 24% * | |
| Impact on the ability to send staff to the EU to service contracts and perform 'fly-in fly-out' services | 57 30% | 21 35% * | 12 23% * | 24 30% * | 36 27% | 33 29% | ** | 18 30% * | 8 32% ** | 26 27% * | 26 31% * | 5 38% ** | 3 60% ** | 9 29% * | 41 30% | 4 20% ** | 41 32% | 13 24% * | 3 38% ** | 32 26% | 21 40% * | 4 24% ** | 10 26% * | 45 31% | 2 22% ** | 27 30% * | 9 21% * | 6 22% ** | 27 31% * | |
| Facing a competitive disadvantage when competing with EU-based companies for contracts | 55 28% | 22 37% D* | 19 37% DE* | 14 18% * | 33 25% D | 41 37% DE | | 20 33% * | 10 40% ** | 20 21% * | 30 35% J* | 5 38% ** | 1 20% ** | 6 19% * | 44 32% | 4 20% ** | 39 30% | 14 25% * | 2 25% ** | 28 23% | 22 42% T* | 5 29% ** | 8 21% * | 47 32% | | 23 26% * | 9 21% * | 5 19% ** | 27 31% * | 1 50% ** |
| Negative impact on UK Research and development (R&D) due to loss of access to EU programs such as Horizon 2020 | 54 28% | 21 35% * | 13 25% * | 20 25% * | 33 25% | 34 30% | | 20 33% * | 4 16% ** | 27 28% * | 24 28% * | 3 23% ** | 1 20% ** | 8 26% * | 41 30% | 4 20% ** | 34 26% | 18 33% * | 2 25% ** | 30 24% | 17 32% * | 7 41% ** | 8 21% * | 46 32% | | 26 29% * | 8 19% * | 4 15% ** | 23 27% * | 1 50% ** |
| Additional costs to doing business in the EU (e.g. setting up an EU subsidiary) | 51 26% | 22 37% DE* | 19 37% DE* | 9 11% * | 28 21% D | 41 37% DE | 1 100% ** | 23 38% J* | 8 32% ** | 16 17% * | 31 36% _{J*} | 4 31% ** | 2 40% ** | 7 23% * | 37 27% | 5 25% ** | 41 32% R | 9 16% * | 1 12% ** | 31 25% | 17 32% * | 3 18% ** | 13 34% * | 38 26% | | 17 19% * | 9 21% * | 4 15% ** | 29 34% z* | |
| Loss of access to venture capital and finance | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| programs such as the European Investment Fund (EIF) | 15 8% | 7 12% _{D*} | 7 13% DE* | 1 1% * | 8 6% D | 14 12% DE | - | 8 13% * | 1 4% ** | 5 5% * | 9 11% * | 1 8% ** | - - ** | | 13 9% | 2 10% ** | 6 5% | 9 16% Q* | - | 4 3% | 6 11% T* | 5 29% ** | | 15 10% w | - | 5 6% a* | | | 9 10% a* | 1 50% ** |
| None of these | 4 2% | 2 3% * | 1 2% * | 1 1% * | 2 2% | 3 3% | | 3 5% * | | 1 1% * | 3 4% * | - | 1 20% ** | 2 6% 0* | - | 1 5% ** | 2 2% | 2 4% * | | 4 3% | - | - | 2 5% x* | - | 2 22% ** | 3 3% * | 2 5% c* | 1 4% ** | - | - |
| Don't know | 1 1% | - | | 1 1% * | 1 1% | - | | - | - | 1 1% * | * | - | | * | 1 1% | - | - | * | 1 12% ** | - | - | 1 6% ** | | - | 1 11% ** | 1 1% * | - | - | | - |
| Prefer not to say | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | | - | - | - | - | - | - | - | - | - | - |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

ColumnProportions (5%): A,B/C/D/E/F/G,H/I/J/K/L,M/N/O/P,Q/R/S,T/U/V,W/Y,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

ColumnMeans (5%): 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,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

TechUK Brexit Members Survey 2019

Q4.1. And which, if any, would you pick as your top concern if the UK were to leave the EU without an agreement (i.e. 'No-Deal Brexit') in October 2019? All Respondents

| | | | | No. of e | mployees | | | | | Turnover | | | lmi | act of 'No d | eal' on busi | ness | Active step | 'No deal | prepare for | Business - | preparatio deal' | n ior a No | UK - pren | aration for | a 'No deal' | Awarene | ss of inform | nation or s | upport for a ' | No dea |
|---|-----------|----------------|----------------|-------------------|----------------|-----------|-----------------|----------------|-----------------|------------------|----------------|----------------|----------------|----------------|--------------|----------------|------------------|----------------|----------------|------------|---------------------|----------------|----------------|-------------|----------------|---------------------|-----------------|-------------------------|----------------|--------|
| | | | | | p.:.,ccs | | DK/Refuse | | | | | DK/Refuse | | | | | Yes, many/som | acdi | DK/Refuse | | | DK/Refuse | | | DK/Refuse | Aware of Informatio | | Aware of information | | 2 300 |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | Net: <250 | d | <5m | 5 - <25m | 25m+ | Net: <25m | d | Positive | No impact | Negative | d | e | No | d | Prepared | d | d | Prepared | d | d | n | support | support | Not aware | DK |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (1) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (X) | (Y) | (Z) | (a) | (b) | (c) | (d) |
| weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| eighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| erall negative impact on the economy and wdown in business | 85 44% | 29 48% * | 26 50% * | 30 38% * | 56 42% | 55 49% | | 27 45% * | 14 56% ** | 42 44% * | 41 48% * | 2 15% ** | | 13 42% * | 65 47% | 7 35% ** | 55 42% | 29 53% * | 1 12% ** | 56 46% | 24 45% * | 5 29% ** | 12 32% * | 72 49% | 1 11% ** | 36 40% * | 20 47% * | 14 52% ** | 41 48% * | 1009 |
| oact on the ability to retain and recruit talent m EU 27 countries | 23 12% | 7 12% * | 8 15% * | 8 10% * | 16 12% | 15 13% | - | 6 10% * | 3 12% ** | 10 11% * | 9 11% * | 4 31% ** | | 4 13% * | 17 12% | 2 10% ** | 14 11% | 7 13% * | 2 25% ** | 11 9% | 10 19% * | 2 12% ** | 3 8% * | 19 13% | 1 11% ** | 7 8% * | 3 7% * | 2 7% ** | 15 17% * | - |
| onfusion and uncertainty over the regulatory ompliance requirements following a No-Deal exit | 16 8% | 4 7% * | 4 8% * | 8 10% * | 12 9% | 8 7% | - | 5 8% * | - | 9 9% * | 5 6% * | 2 15% ** | - | 4 13% * | 10 7% | 2 10% ** | 12 9% | 3 5% * | 1 12% ** | 11 9% | 4 8% * | 1 6% ** | 5 13% * | 11 8% | - | 11 12% * | 2 5% * | 2 7% ** | 5 6% * | - |
| isruption to the free flow of personal data between he EU and the UK | 15 8% | 3 5% * | 2 4% * | 10 12% F* | 12 9% | 5 4% | | 3 5% * | 2 8% ** | 9 9% * | 5 6% * | 1 8% ** | | 2 6% * | 12 9% | 1 5% ** | 11 8% | 2 4% * | 2 25% ** | 9 7% | 3 6% * | 3 18% ** | 1 3% * | 12 8% | 2 22% ** | 6 7% * | 3 7% * | 1 4% ** | 7 8% * | |
| order checks and customs duties on products exported and imported to and from the EU | 13 7% | 2 3% * | 1 2% * | 10 12% CEF* | 11 8% CF | 3 3% | | 1 2% * | 1 4% ** | 10 11% нк* | 2 2% * | 1 8% ** | | 2 6% * | 10 7% | 1 5% ** | 11 8% | 2 4% * | | 9 7% | 3 6% * | 1 6% ** | 3 8% * | 9 | 1 11% ** | 7 8% * | 8 19% zc* | 5 19% ** | 3 3% * | |
| mpact on the ability to send staff to the EU to ervice contracts and perform 'fly-in fly-out' services | 10 5% | 3 5% * | 3 6% * | 4 5% * | 7 5% | 6 5% | | 3 5% * | 2 8% ** | 3 3% * | 5 6% * | 2 15% ** | 1 20% ** | | 7 5% | 2 10% ** | 6 5% | 3 5% * | 1 12% ** | 6 5% | 3 6% * | 1 6% ** | 3 8% * | 7 5% | | 4 4% * | 1 2% * | - - ** | 5 6% * | - |
| acing a competitive disadvantage when competing with EU-based companies for contracts | 8 4% | 5 8% * | 1 2% * | 2 2% * | 3 2% | 6 5% | - | 5 8% * | 1 4% ** | 2 2% * | 6 7% * | | | 1 3% * | 6 4% | 1 5% ** | 6 5% | 2 4% * | - | 4 3% | 3 6% * | 1 6% ** | 2 5% * | 6 4% | - | 6 7% a* | * | - | 2 2% * | - |
| Additional regulatory barriers to access EU markets/ livergence between EU and UK markets | 8 4% | 1 2% * | 4 8% * | 2 2% * | 6 5% | 5 4% | 1 100% ** | 2 3% * | 2 8% ** | 3 3% * | 4 5% * | 1 8% ** | | 3 10% * | 4 3% | 1 5% ** | 5 4% | 3 5% * | - | 6 5% | 1 2% * | 1 6% ** | 3 8% * | 5 3% | - | 4 4% * | 1 2% * | 1 4% ** | 4 5% * | - |
| Additional costs to doing business in the EU (e.g. etting up an EU subsidiary) | 5 3% | 2 3% * | 2 4% * | 1 1% * | 3 2% | 4 4% | | 3 5% * | - | 2 2% * | 3 4% * | | 1 20% ** | - | 3 2% | 1 5% ** | 4 3% | 1 2% * | - | 3 2% | 2 4% * | - | 1 3% * | 4 3% | - | 3 3% * | 1 2% * | 1 4% ** | 2 2% * | - |
| oss of access to venture capital and finance rograms such as the European Investment Fund EIF) | 1 1% | 1 2% * | | | - | 1 1% | - | 1 2% * | | - | 1 1% * | | | | 1 1% | | - | 1 2% * | | - - | - | 1 6% ** | | 1 1% | | | - - * | - - - | 1 1% * | - |
| legative impact on UK Research and development R&D) due to loss of access to EU programs such as lorizon 2020 | 1 1% | - | | 1 1% * | 1 1% | - | | - | - | 1 1% * | - | - | - | - | 1 1% | - | 1 1% | | - | 1 1% | - | - | 1 3% * | - | - | - | 1 2% * | - - | - | - |
| lone of these | 5 3% | 2 3% * | 1 2% * | 2 2% * | 3 2% | 3 3% | - | 3 5% * | | 2 2% * | 3 4% * | | 2 40% ** | 2 6% 0* | - | 1 5% ** | 3 2% | 2 4% * | | 5 4% | - | | 3 8% x* | - | 2 22% ** | 4 4% c* | 2 5% c* | 1 4% ** | - | - |
| on't know | 2 1% | 1 2% * | | 1 1% * | 1 1% | 1 1% | | 1 2% * | | 1 1% * | 1 1% * | | 1 20% ** | - | 1 1% | | 1 1% | - | 1 12% ** | 1 1% | - | 1 6% ** | 1 3% * | - | 1 11% ** | 1 1% * | | - | 1 1% * | - |
| refer not to say | 1 1% | - | - | 1 1% | 1 1% | | - | - | - | 1 1% * | - | | - | - | - | 1 5% ** | 1 1% | - | | 1 1% | - | - | - | - | 1 11% ** | - | 1 2% * | - | | |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

ColumnProportions (5%): 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,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

Field work dates: 14th - 30th August 2019

Public

TechUK Brexit Members Survey 2019

Q5. Has your business taken any active steps to prepare for a 'No-Deal Brexit' in October 2019? All Respondents

| | | | | | | | | | | | | | | | | | Active ste | | prepare for | Business - | | for a 'No | | | | | | | | |
|---|-------|-------|------------|----------|----------|-----------|----------------|-----|----------|----------|-----------|----------------|----------|---------------|--------------|-----------|-----------------------|-----------|-------------|------------|----------------|----------------|------------|----------------|-------------|----------------------|---------------|--------------------------|-------------|-----------|
| | | | | No. of e | mployees | | | | | Turnover | | | Im | pact of 'No d | eal' on busi | ness | | 'No deal' | | | deal' | | UK - prepa | aration for | a 'No deal' | Awaren | ess of inforr | nation or su Aware of | pport for a | 'No deal' |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | Net: <250 | DK/Refuse d | <5m | 5 - <25m | 25m+ | Net: <25m | DK/Refuse d | Positive | No impact | Negative | DK/Refuse | Yes, many/som e | No | DK/Refuse | Prepared | Unprepare d | DK/Refuse d | Prepared | Unprepare d | DK/Refuse | Aware of Information | | informatio n and | Not aware | e DK |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (1) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (w) | (X) | (Y) | (Z) | (a) | (b) | (c) | (d) |
| Unweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Yes, we have taken many active steps to prepare for | 45 | | | 27 | | | | | | 40 | | | | | 27 | | 45 | | | 42 | _ | | 4.4 | 20 | | 22 | 20 | 4.4 | | |
| this | 45 | 1 | / | 37 | 44 | 8 | - | 2 | 1 | 40 | 3 | 2 | 1 | 3 | 37 | 4 | 45 | - | - | 42 | 3 | - | 14 | 28 | 3 | 32 | 20 | 14 | / | - |
| | 23% | 2% | 13% BF* | 46% | 33% | 7% | ** | 3% | 4% | 42% | 4% | 15% | 20% | 10% | 27% N | 20% | 35% | * | ** | 34% | 6% | ** | 37% ×* | 19% | 33% | 36% | 47% | 52% | 8% | ** |
| | | • | BF. | BCEF* | BCF | В | ** | Ť | | HK* | , | ** | ** | Ť | N | ** | К | Ť | ** | U | • | | X* | | *** | C* | C* | ** | | |
| Yes, we have taken some active steps | 85 | 24 | 27 | 33 | 60 | 51 | 1 | 23 | 13 | 43 | 36 | 6 | 4 | 11 | 61 | 9 | 85 | - | - | 59 | 23 | 3 | 17 | 67 | 1 | 38 | 13 | 8 | 41 | 1 |
| | 44% | 40% | 52% | 41% | 45% | 46% | 100% | 38% | 52% | 45% | 42% | 46% | 80% | 35% | 45% | 45% | 65% | - | - | 48% | 43% | 18% | 45% | 46% | 11% | 43% | 30% | 30% | 48% | 50% |
| | | * | * | * | | | ** | * | ** | * | * | ** | ** | * | | ** | R | * | ** | | * | ** | * | | ** | * | * | ** | * | ** |
| No, we have not taken any active steps | 55 | 32 | 17 | 6 | 23 | 49 | - | 33 | 11 | 9 | 44 | 2 | - | 16 | 33 | 6 | - | 55 | - | 20 | 25 | 10 | 5 | 47 | 3 | 15 | 10 | 5 | 34 | 1 |
| | 28% | 53% | 33% | 8% | 17% | 44% | - | 55% | 44% | 9% | 52% | 15% | - | 52% | 24% | 30% | - | 100% | - | 16% | 47% | 59% | 13% | 32% | 33% | 17% | 23% | 19% | 40% | 50% |
| | | CDEF* | DE* | * | D | CDE | ** | J* | ** | * | J* | ** | ** | 0* | | ** | | Q* | ** | | T* | ** | * | W | ** | * | * | ** | Z* | ** |
| Don't know | 6 | 2 | 1 | 3 | 4 | 3 | - | 1 | - | 3 | 1 | 2 | - | - | 5 | 1 | - | - | 6 | 1 | 2 | 3 | - | 4 | 2 | 2 | - | - | 4 | - |
| | 3% | 3% | 2% | 4% | 3% | 3% | - | 2% | - | 3% | 1% | 15% | - | - | 4% | 5% | - | - | 75% | 1% | 4% | 18% | - | 3% | 22% | 2% | - | - | 5% | - |
| | | * | * | * | | | ** | * | ** | * | * | ** | ** | * | | ** | | * | ** | | * | ** | * | | ** | * | * | ** | * | ** |
| Prefer not to say | 2 | 1 | - | 1 | 1 | 1 | - | 1 | - | - | 1 | 1 | - | 1 | 1 | - | - | - | 2 | 1 | - | 1 | 2 | - | - | 2 | - | - | - | - |
| | 1% | 2% | - | 1% | 1% | 1% | - | 2% | - | - | 1% | 8% | - | 3% | 1% | - | - | - | 25% | 1% | - | 6% | 5% | - | - | 2% | - | - | - | - |
| | | * | * | * | | | ** | * | ** | * | * | ** | ** | * | | ** | | * | ** | | * | ** | X* | | ** | * | * | ** | * | ** |

| 130 | 25 | 34 | 70 | 104 | 59 | 1 | 25 | 14 | 83 | 39 | 8 | 5 | 14 | 98 | 13 | 130 | - | - | 101 | 26 | 3 | 31 | 95 | 4 | 70 | 33 | 22 | 48 | 1 |
|-----|-----|---------|-------------|-----------------|---------------------|-------------------------|------------------------------|----------------------------------|--------------------------------------|--|--|--|---|---|---|---|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 67% | 42% | 65% | 88% | 79% | 53% | 100% | 42% | 56% | 87% | 46% | 62% | 100% | 45% | 72% | 65% | 100% | - | - | 82% | 49% | 18% | 82% | 65% | 44% | 79% | 77% | 81% | 56% | 50% |
| | * | BF* | BCEF* | BCF | В | ** | * | ** | HK* | * | ** | ** | * | N | ** | R | * | ** | U | * | ** | * | | ** | c* | c* | ** | * | ** |
| | 67% | 67% 42% | 67% 42% 65% | 67% 42% 65% 88% | 67% 42% 65% 88% 79% | 67% 42% 65% 88% 79% 53% | 67% 42% 65% 88% 79% 53% 100% | 67% 42% 65% 88% 79% 53% 100% 42% | 67% 42% 65% 88% 79% 53% 100% 42% 56% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% - | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% 49% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% 49% 18% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% 49% 18% 82% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% 49% 18% 82% 65% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% 49% 18% 82% 65% 44% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% 49% 18% 82% 65% 44% 79% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% 49% 18% 82% 65% 44% 79% 77% | 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% | 130 25 34 70 104 59 1 25 14 83 39 8 5 14 98 13 130 101 26 3 31 95 4 70 33 22 48 67% 42% 65% 88% 79% 53% 100% 42% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 87% 46% 62% 100% 45% 72% 65% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 100% 82% 49% 18% 82% 65% 44% 79% 77% 81% 56% 100% 100% 100% 100% 100% 100% 100% 10 |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

Overlap formulae used

ColumnProportions (5%): 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,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

TechUK Brexit Members Survey 2019

Q6. Why has your business not taken any active steps to prepare for the possibility of a 'No-Deal Brexit' in October 2019?

All who have not taken any action for a 'No deal'

| | | | | No of o | | | | | | Turnover | | | lmmost | of 'No deal' or | husinası | | - | s taken to prepare 'No deal' | or Busines | - preparation | on for a 'No | UK - preparati | an far a 'N | No doo! | A | ss of inform | | | - 'NI- |
|---|-----------|----------------|----------------|----------------|-----------------|----------------|-----------|----------------|----------------|----------------|----------------|-----------------|--------|----------------------|----------|----------------|------------------|---------------------------------|-----------------|-----------------|----------------|----------------|-------------|----------------|------------------------|----------------|---------------------|-----------|--------|
| | | | | No. or e | mployees | | | | | Turnover | | | impact | or No dear or | busines | .5 | | No deal | | ueai | | OK - preparati | on ior a r | No deal | | | Aware of | | NO |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | | | DK | (/Refuse n | Yes, many/som | DK/Ref | ISP | Unprepare | DK/Refuse | Unr | renare D | K/Refuse | Aware of Informatio | | informatio n and | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | | d | <5m | 5 - <25m | 25m+ | Net: <25m | | | impact Nega | | d | е | No d | Prepare | | d | | d | d | n | support | | Not aware | e |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (I) | (K) | (L) | (M) | (N) (C |) | (P) | (Q) | (R) (S) | (T) | (U) | (V) | (W) | (X) | (Y) | (Z) | (a) | (b) | (c) | |
| weighted base | 55 | 32 | 17 | 6 | 23 | 49 | - | 33 | 11 | 9 | 44 | 2 | - | 16 3 | | 6 | - | 55 - | 20 | 25 | 10 | 5 | 47 | 3 | 15 | 10 | 5 | 34 | |
| eighted base | 55 | 32 | 17 | 6 | 23 | 49 | - | 33 | 11 | 9 | 44 | 2 | - | 16 3 | | 6 | - | 55 - | 20 | 25 | 10 | 5 | 47 | 3 | 15 | 10 | 5 | 34 | |
| able to predict implications of 'No-Deal' | 34 62% | 20 62% | 11 65% | 3 50% | 14 61% | 31 63% | - | 22 67% | 7 64% | 3 | 29 66% | 2 100% | - | 5 2- 31% 73 | | 5 83% | - | 34 - 62% - | 8 40% | 19 76% | 7 70% | 80% | 30 54% | - | 10 67% | 4 40% | 2 40% | 21 62% | |
| | 22 | * | ** | 2 | ** | * | | * | ** | ** | * | ** | | ** | | 2 | | 22 | ** | ** | ** | ** | 24 | ** | ** | ** | ** | 45 | |
| sure what steps to take | 22 40% | 14 44% * | 6 35% ** | 33% | 8 35% ** | 20 41% * | - | 15 45% * | 3 27% ** | 3 33% ** | 18 41% * | 1 50% ** | - | 2 1: 12% 55 ** | | 33% | - | 22 - 40% - | 3 15% ** | 14 56% ** | 5 50% ** | | 21 15% | - | 5 33% ** | 2 20% | 1 20% ** | 15 44% | |
| n't need to do anything over and above our mal day-to-day activities | 18 33% | 11 34% * | 3 18% ** | 4 67% ** | 7 30% ** | 14 29% * | - | 11 33% * | 2 18% ** | 5 56% ** | 13 30% * | ** | - | 8 8 50% 24 | | 2 33% ** | | 18 - 33% - | 13 65% ** | 4 16% ** | 1 10% ** | | 14 | 2 67% ** | 6 40% ** | 7 70% ** | 4 80% ** | 9 26% | |
| t yet certain that 'No-Deal' will happen | 17 31% | 7 22% * | 7 41% ** | 3 50% ** | 10 43% ** | 14 29% * | - | 8 24% * | 5 45% ** | 2 22% ** | 13 30% * | 2 100% ** | - | 1 1/6% 48 | | | - | 17 - 31% - | 4 20% ** | 11 44% ** | 2 20% ** | | 16 34% | 1 33% ** | 5 33% ** | 1 10% ** | 1 20% ** | 12 35% | |
| o-Deal' will not have any impact on the operation our business | 11 20% | 7 22% * | 2 12% ** | 2 33% ** | 4 17% ** | 9 18% * | | 6 18% * | 1 9% ** | 4 44% ** | 7 16% * | ** | - | 10 1 62% 39 | 5 | | | 11 - 20% - | 9 45% ** | 1 4% ** | 1 10% ** | | 9 | ** | 3 20% ** | 3 30% ** | 2 40% ** | 7 21% | |
| ck of resources | 9 16% | 6 19% * | 3 18% ** | | 3 13% ** | 9 18% * | - | 7 21% * | 2 18% ** | | 9 20% * | | - | 2 6 12% 18 | % | 1 17% ** | - | 9 - 16% - | 2 10% ** | 6 24% ** | 1 10% ** | - ** | 9 | | 4 27% ** | 1 10% ** | 1 20% ** | 5 15% | |
| ne of these | - | * | ** | | ** | * | - | * | ** | ** | * | ** | - | | | ** | - | | ** | ** | | ** | - | - | | ** | | - | |
| n't know | - | - | - | - | - | - | - | - | - | - | - | | - | | | - | | | | - | - | - | - | - | - | - | - | - | |
| | | * | ** | ** | ** | * | | * | ** | ** | * | ** | | ** | | ** | | | ** | ** | ** | ** | | ** | ** | ** | ** | | |
| er not to say | - | - | | | - ** | - | - | - - * | - ** | - ** | - | - ** | - | | | - ** | - | | | - ** | | - - ** | - | - | - ** | | | - | |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

1.75 **

2.21 1.67

2.02

Overlap formulae used

Net Number of reasons mentioned

2.03 1.88 2.33

19-067472-01 Field work dates: 14th - 30th August 2019 Public TechUK Brexit Members Survey 2019

Q7. How prepared or unprepared do you believe your business is for a 'No-Deal Brexit' in October 2019? All Respondents

| | | | | No. of e | mployees | | | | | Turnover | | | lmr | pact of 'No d | eal' on busi | ness | Active step | s taken to p 'No deal' | repare for | Business - | preparation deal | for a 'No | UK - prepa | aration for a | 'No deal' | Awaren | ess of infor | mation or si | pport for a | 'No deal' |
|-----------------------|------------|-----------------------|-----------------------|-------------------------|------------------|------------------|------------|-----------------------|------------------------|-------------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------|-----------------------|------------------|---------------------------|-----------------------|-------------|---------------------|-----------|----------------------|------------------|-----------|------------------------|-----------------------|-------------------------|-----------------------|-----------|
| | | | | | | | DK/Refuse | | | | | DK/Refuse | | | | | Yes, many/som | | DK/Refuse | | Unprepare | DK/Refuse | | Unprepare | | Aware of | | Aware of information | i. | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | Net: <250 | d | <5m | 5 - <25m | 25m+ | Net: <25m | d | Positive | No impact | Negative | d | е | No | d | Prepared | d | d | Prepared | d | d | n | support | support | Not aware | DK |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (1) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (X) | (Y) | (Z) | (a) | (b) | (c) | (d) |
| Unweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Very prepared (4) | 32 | 3 | 3 | 26 | 29 | 6 | - | 4 | 1 | 26 | 5 | 1 | 3 | 8 | 18 | 3 | 29 | 2 | 1 | 32 | - | - | 14 | 16 | 2 | 20 | 9 | 3 | 6 | - |
| | 17% | 5% | 6% | 32% | 22% | 5% | - | 7% | 4% | 27% | 6% | 8% | 60% | 26% | 13% | 15% | 22% | 4% | 12% | 26% | - | - | 37% | 11% | 22% | 22% | 21% | 11% | 7% | - |
| | | * | * | BCEF* | BCF | | ** | * | ** | HK* | * | ** | ** | * | | ** | R | * | ** | U | * | ** | X* | | ** | c* | c* | ** | * | ** |
| Fairly prepared (3) | 91 | 23 | 23 | 44 | 67 | 46 | 1 | 24 | 8 | 54 | 32 | 5 | 1 | 18 | 63 | 9 | 72 | 18 | 1 | 91 | | _ | 20 | 66 | 5 | 48 | 27 | 19 | 35 | _ |
| rum, prepared (5) | 47% | 38% | 44% | 55% | 51% | 41% | 100% | 40% | 32% | 57% | 38% | 38% | 20% | 58% | 46% | 45% | 55% | 33% | 12% | 74% | - | - | 53% | 45% | 56% | 54% | 63% | 70% | 41% | _ |
| | | * | * | * | F | | ** | * | ** | HK* | * | ** | ** | * | | ** | R | * | ** | U | * | ** | * | | ** | * | c* | ** | * | ** |
| Fairly unprepared (2) | 39 | 17 | 18 | 4 | 22 | 35 | | 14 | 11 | 12 | 25 | 2 | | 3 | 32 | 4 | 23 | 14 | 2 | | 39 | _ | 1 | 38 | | 13 | 7 | 5 | 23 | 1 |
| railly unprepared (2) | 20% | 28% | 35% | 5% | 17% | 31% | - | 23% | 44% | 13% | 29% | 15% | - | 10% | 23% | 20% | 18% | 25% | 25% | _ | 74% | - | 3% | 26% | | 15% | 16% | 19% | 27% | 50% |
| | | D* | DE* | * | D | DE | ** | * | ** | * | 1* | ** | ** | * | | ** | | * | ** | | T* | ** | * | w | ** | * | * | ** | Z* | ** |
| V | 14 | | 2 | 2 | - | 42 | | 10 | 2 | | 12 | | | | 12 | | 2 | 11 | | | 14 | | | 12 | | 2 | | | 42 | |
| Very unprepared (1) | 14 7% | 9 15% | 3 6% | 2 2% | 5 4% | 12 11% | - | 10 17% | 2 8% | 1 1% | 12 14% | 1 8% | 1 20% | | 13 9% | _ | 3 2% | 11 20% | - | _ | 14 26% | - | 1 3% | 13 9% | _ | 2 2% | _ | | 12 14% | _ |
| | 770 | DE* | * | * | 470 | DE | ** | J* | ** | * | J* | ** | ** | * | 370 | ** | 270 | Q* | ** | _ | Z070 T* | ** | * | 570 | ** | * | * | ** | Za* | ** |
| 2.41 | | _ | _ | | 7 | | | 7 | | | 10 | | | | • | | | | | | | | _ | | | _ | | | | |
| Don't know | 14 7% | 7 12% | 5 10% | 2 2% | 5% | 12 11% | - | 12% | 12% | 2 2% | 10 12% | 2 15% | - | 1 3% | 9 7% | 4 20% | 2 2% | 16% | 3 38% | _ | - | 14 82% | 1 3% | 11 8% | 2 22% | 6% | _ | | 8 9% | 1 50% |
| | 770 | D* | * | * | D D | DE | ** | J* | ** | * | J* | ** | ** | * | 770 | ** | 270 | Q* | ** | _ | * | ** | * | 070 | ** | a* | * | ** | a* | ** |
| | | _ | | | | | | | | | | | | | | | | | _ | | | | _ | | | _ | | | _ | |
| Prefer not to say | 3 2% | 1 2% | - | 2 2% | 2 2% | 1 1% | - | 1 2% | - | - | 1 1% | 2 15% | - | 1 3% | 2 1% | - | 1 1% | 1 2% | 1 12% | - | - | 3 18% | 1 3% | 2 1% | - | 1 1% | - | - | 2 2% | - |
| | 270 | * | * | * | 2/0 | 1/0 | ** | * | ** | | * | ** | ** | * | 1/0 | ** | 1/0 | * | ** | - | * | ** | * | 1/0 | ** | * | * | ** | * | ** |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| TZB | 123 | 26 | 26 | 70 | 96 | 52 | 1 | 28 | 9 | 80 | 37 | 6 | 4 | 26 | 81 | 12 | 101 | 20 | 2 | 123 | - | - | 34 | 82 | 7 | 68 | 36 | 22 | 41 | _ |
| T28 | 123 64% | 26 43% | 26 50% | 70 88% | 96 73% | 52 46% | 1 100% | 28 47% | 9 | 80 84% | 37 44% | 6 46% | 4 80% | 26 84% | 81 59% | 12 60% | 101 78% | 20 36% | 2 25% | 123 100% | - - | - - | 34 89% | 82 56% | 7 78% | 68 76% | 36 84% | 22 81% | 41 48% | - |
| Т2В | | | | | | | - | | | | | | | | | | | | | | | | | | | | | | | |
| | 64% | 43% | 50% | 88% BCEF* | 73% BCF | 46% | 100% | 47% * | 36% | 84% HK* | 44% | 46% | 80% | 84% 0* | 59% | 60% | 78% R | 36% | 25% | 100% | * | | 89% x* | 56% | 78% | 76% c* | 84% c* | 81% | 48% | |
| T2B B2B | 53 | 43% * | 50% * | 88% BCEF* | 73% BCF 27 | 46% | 100% | 47% * | 36% ** | 84% HK* | 44% | 46% ** | 80% | 84% 0* | 59% 45 | 60% | 78% R 26 | 36% * 25 | 25% ** | 100% | 53 | | 89% x* | 56% | 78% | 76% c* | 84% c* 7 | 81% ** | 48% * | 1 |
| | 64% | 43% | 50% | 88% BCEF* | 73% BCF | 46% | 100% | 47% * | 36% | 84% HK* | 44% | 46% | 80% | 84% 0* | 59% | 60% | 78% R | 36% | 25% | 100% | * | | 89% x* | 56% | 78% | 76% c* | 84% c* | 81% | 48% | |
| | 53 | 43% * 26 43% | 50% * 21 40% | 88% BCEF* 6 8% | 73% BCF 27 | 46% 47 42% | 100% ** | 47% * 24 40% | 36% ** 13 52% | 84% нк* 13 14% | 44% * 37 44% | 46% ** 3 23% | 80% ** 1 20% | 84% o* 3 10% | 59% 45 33% | 60% ** 4 20% | 78% R 26 | 36% * 25 45% | 25% ** 2 25% | 100% | * 53 100% | | 89% x* 2 5% | 56% 51 35% | 78% ** | 76% c* 15 17% | 84% c* 7 16% | 81% ** 5 19% | 48% * 35 41% | 1 50% |
| | 53 | 43% * 26 43% | 50% * 21 40% | 88% BCEF* 6 8% | 73% BCF 27 | 46% 47 42% | 100% ** | 47% * 24 40% | 36% ** 13 52% | 84% нк* 13 14% | 44% * 37 44% | 46% ** 3 23% | 80% ** 1 20% | 84% o* 3 10% | 59% 45 33% | 60% ** 4 20% | 78% R 26 | 36% * 25 45% | 25% ** 2 25% | 100% | * 53 100% | | 89% x* 2 5% | 56% 51 35% | 78% ** | 76% c* 15 17% | 84% c* 7 16% | 81% ** 5 19% | 48% * 35 41% | 1 50% |

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Overlap formulae used

ColumnProportions (5%): 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,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

Field work dates: 14th - 30th August 2019

Public

TechUK Brexit Members Survey 2019

Q8. Are you aware of any information or support that the Government has made available to help your business prepare for a 'No-Deal Brexit' in October 2019?

All Respondents

| | | | | | | | | | | | | | | | | | Active step | os taken to p | repare for | Business - | preparation | n for a 'No | | | | | | | | |
|---|-----------|------------------|------------------|-----------------------------|------------------|-----------------|-----------------|----------------------------|-----------------|------------------|-----------------|----------------|----------------|----------------|--------------|-----------------|------------------|-----------------|----------------|----------------|-----------------|-----------------|----------------|-----------------|----------------|-------------------|-------------------|---------------------------------|------------------------------|----------------|
| | | | | No. of | employees | | | | | Turnover | | | lm | pact of 'No d | eal' on busi | iness | | 'No deal' | | | deal' | | UK - prepa | ration for a | 'No deal' | Awaren | ess of infor | nation or su | pport for a | 'No dea |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | | | | DK/Pofuso | Yes, many/som | | DK/Refuse | | Unnronaro | DK/Refuse | | Unnronaro | DK/Refuse | Aware of | Awara of | Aware of informatio n and | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | | | <5m | 5 - <25m | 25m+ | Net: <25m | d d | | No impact | | d d | illally/SUIII | No | d d | Prepared | d | d d | Prepared | d Olibiehale | d d | n | support | | Not aware | e DK |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (J) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (X) | (Y) | (Z) | (a) | (b) | (c) | (d) |
| Unweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Yes - I am aware of information available | 89 46% | 18 30% * | 17 33% * | 54 68% BCEF* | 71 54% BCF | 35 31% | ** | 17 28% * | 8 32% ** | 58 61% нк* | 25 29% * | 6 46% ** | 1 20% ** | 11 35% * | 65 47% | 12 60% ** | 70 54% R | 15 27% * | 4 50% ** | 68 55% U | 15 28% * | 6 35% ** | 20 53% * | 64 44% | 5 56% ** | 89 100% ac* | 27 63% c* | 27 100% ** | * | - ** |
| Yes - I am aware of support available | 43 22% | 9 15% * | 10 19% * | 24 30% _{BF*} | 34 26% F | 19 17% | ** | 10 17% * | 2 8% ** | 30 32% нк* | 12 14% * | 1 8% ** | 2 40% ** | 4 13% * | 32 23% | 5 25% ** | 33 25% | 10 18% * | | 36 29% U | 7 13% * | ** | 8 21% * | 32 22% | 3 33% ** | 27 30% c* | 43 100% Zc* | 27 100% ** | * | |
| No – I am not aware of the information or support available | 86 45% | 38 63% DE* | 28 54% DE* | 19 24% * | 47 36% D | 66 59% DE | 1 100% ** | 37 62% _{J*} | 15 60% ** | 28 29% * | 52 61% J* | 6 46% ** | 2 40% ** | 17 55% * | 61 45% | 6 30% ** | 48 37% | 34 62% Q* | 4 50% ** | 41 33% | 35 66% T* | 10 59% ** | 12 32% * | 71 49% | 3 33% ** | - - * | - - * | ** | 86 100% _{Za*} | |
| Don't Know | 2 1% | 1 2% * | 1 2% * | - * | 1 1% | 2 2% | ** | 1 2% * | 1 4% ** | - * | 2 2% * | ** | ** | - * | 1 1% | 1 5% ** | 1 1% | 1 2% * | ** | - | 1 2% * | 1 6% ** | - * | 2 1% | ** | - * | - * | ** | - * | 2 100 ** |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

Overlap formulae use

Column Proportions~(5%): 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, Z/a/b/c/d~Minimum~Base:~30(**)~Small~Base:~100(*)

Field work dates: 14th - 30th August 2019

Public

TechUK Brexit Members Survey 2019

Q9. Thinking now about financial support that could be offered by the Government for businesses. Which of the following options, if any, would be most useful for your business to help manage any impact that a 'No-Deal Brexit' in October 2019 may have?

All Respondents

| | | | | | | | | | | _ | | | | | | | Active step | | prepare for | Business | | n tor a 'No | | | | _ | | | | |
|---|------------|----------------------------|------------------|-----------------------------|----------------|-----------------|-----------------|----------------------------|-----------------|-----------------|----------------------------|----------------|----------------|-----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|----------------|----------------|---------------|----------------|-----------------|-----------------|--------------------------|----------------|----|
| | | | | No. of e | employees | | | | | Turnover | | | Imp | act of 'No d | eal' on bus | iness | | 'No deal' | | | deal' | | UK - prepa | aration for a | a 'No deal' | Awarene | ess of inform | nation or su Aware of | upport for a | No |
| | | | | | | | | | | | | | | | | | Yes, | | | | | | | | | Aware of | | informatio | , | |
| | | | | | | | DK/Refuse | | | | | K/Refuse | | | | | many/som | | DK/Refuse | | Unprepare | | | | DK/Refuse | nformatio | Aware of | n and | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | Net: <250 | d | <5m | 5 - <25m | 25m+ | Net: <25m | d | | No impact | | d | е | No | d | Prepared | d | d | Prepared | d | d | n | support | | | |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (1) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (w) | (x) | (Y) | (Z) | (a) | (b) | (c) | |
| Unweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | |
| Weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | |
| Tax relief/ financial support for companies to pay for professional services that would help them prepare for no-deal, such as legal support to amend | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| contracts to include free flow of data provisions | 69 36% | 23 38% * | 22 42% * | 24 30% * | 46 35% | 45 40% | - - ** | 22 37% * | 13 52% ** | 30 32% * | 35 41% * | 4 31% ** | 3 60% ** | 9 29% * | 53 39% | 20% | 48 37% | 18 33% * | 3 38% ** | 42 34% | 24 45% * | 3 18% ** | 11 29% * | 56 38% | 2 22% ** | 30 34% * | 19 44% * | 10 37% ** | 30 35% * | |
| The UK Government to partially offset the costs of any tariffs imposed on products sold into the EU for a limited time after no-deal | 52 27% | 17 28% * | 15 29% * | 20 25% * | 35 27% | 32 29% | | 11 18% * | 10 40% ** | 29 31% * | 21 25% H* | 2 15% ** | 1 20% ** | 7 23% * | 42 31% | 2 10% ** | 37 28% | 15 27% * | | 28 23% | 22 42% T* | 2 12% ** | 7 18% * | 44 30% | 1 11% ** | 25 28% * | 15 35% * | 9 33% | 21 24% * | |
| Guarantees for existing funding delivered through EU programs, for example venture capital and R&D funding through EU institutions such as the European Investment Fund and Horizon 2020 | 46 24% | 20 | 11 21% | 15 19% | 26 20% | 31 28% | - | 20 | 6 24% | 18 19% | 26 31% | 2 15% | 2 40% | 5 | 34 25% | 5 25% | 29 22% | 14 25% | 3 38% | 22 18% | 20 38% | 4 24% | 8 21% | 37 25% | 1 11% | 24 27% | 6 14% | 4 15% | 18 21% | |
| Co-ordination with banks or Government support to | 2170 | E* | * | * | 2070 | 2070 | ** | 1* | ** | * | * | ** | ** | * | 25% | ** | 2270 | * | ** | 10/0 | T* | ** | * | 2370 | ** | a* | * | ** | * | |
| make available low interest or interest free loans to business to prevent cashflow problems | 44 23% | 21 35% DE* | 15 29% DE* | 8 10% * | 23 17% D | 36 32% DE | - - ** | 18 30% _{J*} | 12 48% ** | 12 13% * | 30 35% _{J*} | 2 15% ** | 3 60% ** | 2 6% * | 34 25% N | 5 25% ** | 30 23% | 14 25% * | | 22 18% | 19 36% T* | 3 18% ** | 9 24% * | 34 23% | 1 11% ** | 19 21% * | 9 21% * | 7 26% ** | 22 26% * | |
| Clarify the status of goods in transit at the point of No-Deal and guarantee that any goods in transit before the UK leaves the EU will pay duties at the pre-exit level | 33 17% | 7 12% * | 9 17% * | 17 21% * | 26 20% | 16 14% | | 5 8% * | 6 24% ** | 20 21% H* | 11 13% _{H*} | 2 15% ** | | 4 13% * | 27 20% | 2 10% ** | 26 20% | 7 13% * | | 20 16% | 11 21% * | 2 12% ** | 7 18% * | 25 17% | 1 11% ** | 21 24% c* | 11 26% c* | 6 22% ** | 7 8% * | |
| Postponing reporting of VAT | 24 12% | 4 7% * | 5 10% * | 15 19% _{BF*} | 20 15% F | 9 8% | - - ** | 4 7% * | 4 16% ** | 13 14% * | 8 9% * | 3 23% ** | - | 1 3% * | 21 15% | 2 10% ** | 22 17% R | 2 4% * | | 16 13% | 6 11% * | 2 12% ** | 6 16% * | 17 12% | 1 11% ** | 17 19% c* | 9 21% c* | 9 33% ** | 7 8% * | |
| Match EU plans to abolish VAT for low value products sold between the UK and the EU (valued under £15) until 2021, known as low value consignment relief to 2021 | 13 7% | 6 10% * | 4 8% * | 3 4% * | 7 5% | 10 9% | | 6 10% * | 2 8% | 5 5% * | 8 9% * | ** | ** | 3 10% * | 9 7% | 1 5% ** | 6 5% | 6 11% * | 1 12% ** | 5 4% | 7 13% T* | 1 6% ** | 1 3% * | 12 8% | ** | 6 7% * | 2 5% * | 2 7% ** | 7 8% * | |
| None of these | 40 21% | 9 15% * | 12 23% * | 19 24% * | 31 23% | 21 19% | | 12 20% * | 3 12% ** | 25 26% * | 15 18% * | | 1 20% ** | 15 48% o* | 20 15% | 4 20% ** | 28 22% | 12 22% * | | 31 25% U | 6 11% * | 3 18% ** | 11 29% * | 27 18% | 2 22% ** | 17 19% * | 6 14% * | 4 15% ** | 21 24% * | |
| Don't know | 18 9% | 5 8% * | 1 2% * | 11 14% CEF* | 12 9% c | 6 5% | 1 100% ** | 4 7% * | ** | 7 7% * | 4 5% * | 7 54% ** | | | 14 10% | 4 20% ** | 10 8% | 5 9% * | 3 38% ** | 11 9% | 3 6% * | 4 24% ** | 5 13% * | 12 8% | 1 11% ** | 9 10% * | 4 9% * | 3 11% ** | 8 9% * | |
| Prefer not to say | 4 2% | 1 2% * | * | 3 4% * | 3 2% | 1 1% | | 1 2% * | - ** | 3 3% * | 1 1% * | - ** | | 1 3% * | 2 1% | 1 5% ** | 3 2% | 1 2% * | - ** | 4 3% | * | | 1 3% * | 1 1% | 2 22% ** | 2 2% * | 1 2% * | | 1 1% * | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| et 1+ initiative mentioned | 131 68% | 45 75% _{D*} | 39 75% * | 47 59% | 86 65% | 84 75% DE | - | 43 72% | 22 88% | 60 63% | 65 76% | 6 46% | 4 80% | 15 48% | 101 74% | 11 55% | 89 68% | 37 67% | 5 62% | 77 63% | 44 83% | 10 59% | 21 55% | 106 73% | 4 44% | 61 69% | 32 74% | 20 74% | 56 65% | |

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Overlap formulae use

ColumnProportions (5%): A,B/C/D/E/F/G,H/I/I/K/L,M/N/O/P,Q/R/S,T/U/V,W/X/Y,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

TechUK Brexit Members Survey 2019

Q9.1. And which, if any, would you pick as your most useful Government financial support if the UK were to leave the EU without an agreement (i.e. 'No-Deal Brexit') in October 2019?

| | | | | | | | | | | | | | | | | | Active step | ps taken to | prepare for | Business - | preparation | n for a 'No | | | | | | | | |
|--|-----------|----------------|------------------|----------------|---------------|-----------------|-----------|-----------------|----------------|----------------|-----------------|----------------|----------------|---------------|--------------|---------------|-------------|-----------------|----------------|------------|-----------------|----------------|---------------|-------------|----------------|----------------|---------------|------------------------|----------------|-------|
| | | | | No. of | employees | | | | | Turnover | | | Imp | oact of 'No c | leal' on bus | iness | | 'No deal' | | | deal' | | UK - prepa | aration for | a 'No deal' | Awarene | ess of inforr | nation or su | pport for a | 'No r |
| | | | | | | | | | | | | | | | | | Yes, | | | | | | | | | Aware of | | Aware of informatio | | |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | | | | | many/som | | DK/Refuse | | | DK/Refuse | | | | | | n and | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | | | <5m | 5 - <25m | 25m+ | Net: <25m | d | | No impact | _ | d (=) | e (=) | No | d | Prepared | d | d | Prepared | d | d | n (=) | support | | Not aware | |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (1) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (x) | (Y) | (Z) | (a) | (b) | (c) | |
| nweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | |
| eighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | |
| reliet/ financial support for companies to pay professional services that would help them pare for no-deal, such as legal support to | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| end contracts to include free flow of data | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| visions | 34 18% | 14 23% * | 5 10% * | 15 19% * | 20 15% | 19 17% c | - | 13 22% * | 3 12% ** | 15 16% * | 16 19% • | 3 23% ** | 1 20% ** | 6 19% * | 26 19% | 1 5% ** | 23 18% | 9 16% * | 2 25% ** | 24 20% | 8 15% * | 2 12% ** | 5 13% * | 29 20% | - | 15 17% * | 6 14% • | 2 7% ** | 15 17% * | |
| ordination with banks or Government support | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| make available low interest or interest free loans | 25 | 14 | 40 | | | 34 | _ | 43 | 9 | _ | 24 | | 2 | | 40 | 4 | 42 | 42 | | 10 | 12 | 3 | _ | 20 | | 10 | _ | 3 | 4.3 | |
| business to prevent cashflow problems | 25 13% | 23% DE* | 10 19% DE* | 1 1% * | 11 8% D | 24 21% DE | - | 12 20% J* | 36% | 3 3% * | 21 25% J* | 1 8% ** | 40% | 1 3% * | 18 13% | 20% | 13 10% | 12 22% Q* | - | 10 8% | 12 23% T* | 18% | 5 13% * | 20 14% | - | 10 11% * | 5 12% • | 11% | 13 15% * | |
| UK Government to partially offset the costs of | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| y tariffs imposed on products sold into the EU a limited time after no-deal | 22 | 5 | 10 | 7 | 17 | 15 | _ | , | - | 12 | 8 | | _ | | 17 | | 16 | | | 12 | | 1 | 1 | 20 | | 9 | 7 | _ | 11 | |
| a ilmited time after no-deal | 11% | 8% | 10 19% * | 9% | 13% | 13% | - | 3 5% • | 5 20% ** | 13 14% * | 9% H* | 1 8% ** | - | 13% | 12% | 1 5% ** | 16 12% | 6 11% • | - | 13 11% | 8 15% • | 1 6% ** | 3% | 14% | 1 11% ** | 10% | 16% | 5 19% ** | 11 13% * | |
| rantees for existing funding delivered through rograms, for example venture capital and R&D | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ding through EU institutions such as the | 22 | 7 | 7 | 8 | 15 | 14 | | 9 | 1 | 12 | 10 | | 1 | 1 | 17 | 3 | 12 | 6 | 3 | 12 | 7 | 3 | 3 | 18 | 1 | 10 | 3 | 2 | 10 | |
| opean Investment Fund and Horizon 2020 | 22 11% | 12% | 13% | 10% | 15 11% | 14 12% | - | 15% | 4% | 12 13% * | 10 12% | - | 20% | 3% | 12% | 15% | 13 10% | 11% | 38% | 12 10% | 13% | 18% | 8% | 12% | 11% | 10 11% * | 7% | 7% ** | 10 12% * | |
| ify the status of goods in transit at the point of | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| -Deal and guarantee that any goods in transit | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| fore the UK leaves the EU will pay duties at the e-exit level | 10 | _ | 2 | 8 | 10 | 2 | | 1 | _ | 9 | 1 | _ | _ | 2 | 7 | 1 | 9 | 1 | _ | 8 | 2 | _ | 3 | 6 | 1 | 6 | 5 | 2 | 1 | |
| C CARCIEVES | 5% | | 4% | 10% | 8% | 2% | | 2% | _ | 9% | 1% | | _ | 6% | 5% | 5% | 7% | 2% | | 7% | 4% | _ | 8% | 4% | 11% | 7% | 12% | 7% | 1% | |
| | | • | | BF* | BF | | ** | | ** | K* | | •• | ** | | | ** | | | ** | | • | ** | • | | ** | • | c* | ** | | |
| stponing reporting of VAT | 10 | 1 | 2 | 7 | 9 | 3 | | 1 | 1 | 7 | 2 | 1 | | _ | 9 | 1 | 9 | 1 | | 7 | 3 | | 3 | 6 | 1 | 8 | 5 | 5 | 2 | |
| stporning reporting or VAT | 5% | 2% | 4% | 9% | 7% | 3% | | 2% | 4% | 7% | 2% | 8% | _ | _ | 7% | 5% | 7% | 2% | | 6% | 6% | _ | 8% | 4% | 11% | 9% | 12% | 19% | 2% | |
| | | | | | | | ** | | ** | | | •• | ** | | | ** | | | ** | | | ** | | | ** | | c* | ** | | |
| atch EU plans to abolish VAT for low value oducts sold between the UK and the EU (valued | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| der £15) until 2021, known as low value nsignment relief to 2021 | 4 | 3 | _ | 1 | 1 | 3 | | 3 | _ | 1 | 3 | _ | _ | 1 | 3 | _ | 3 | 1 | _ | 2 | 1 | 1 | 1 | 3 | | 2 | 1 | 1 | 2 | |
| isignment rener to 2021 | 2% | 5% | _ | 1% | 1% | 3% | | 5% | _ | 1% | 4% | | _ | 3% | 2% | | 2% | 2% | | 2% | 2% | 6% | 3% | 2% | | 2% | 2% | 4% | 2% | |
| | | • | • | ٠ | | | ** | • | ** | ٠ | • | ** | ** | • | | ** | | • | ** | | • | ** | • | | ** | ٠ | • | ** | • | |
| e of these | 43 | 9 | 15 | 19 | 34 | 24 | - | 12 | 6 | 25 | 18 | - | 1 | 15 | 23 | 4 | 30 | 13 | - | 31 | 9 | 3 | 11 | 30 | 2 | 18 | 6 | 4 | 22 | |
| | 22% | 15% | 29% | 24% | 26% | 21% | ** | 20% | 24% | 26% | 21% | ** | 20% | 48% o* | 17% | 20% | 23% | 24% | ** | 25% | 17% | 18% | 29% | 21% | 22% | 20% | 14% | 15% | 26% | |
| 't know | 19 | 6 | 1 | 11 | 12 | 7 | 1 | 5 | - | 7 | 5 | 7 | - | - | 15 | 4 | 11 | 5 | 3 | 12 | 3 | 4 | 5 | 13 | 1 | 9 | 4 | 3 | 9 | |
| | 10% | 10% | 2% | 14% CE* | 9% c | 6% | 100% | 8% | - | 7% * | 6% | 54% | - | | 11% | 20% | 8% | 9% | 38% | 10% | 6% | 24% | 13% | 9% | 11% | 10% | 9% | 11% | 10% | |
| er not to say | 4 | 1 | | 3 | 3 | 1 | | 1 | | 3 | 1 | _ | | 1 | 2 | 1 | 3 | 1 | | 4 | _ | | 1 | 1 | 2 | 2 | 1 | | 1 | |
| | 2% | 2% | | 4% | 2% | 1% | | 2% | _ | 3% | 1% | | | 3% | 1% | 5% | 2% | 2% | | 3% | _ | | 3% | 1% | 22% | 2% | 2% | | 1% | |
| | | | | | | | ** | | •• | | | ** | | 1 | | ** | | | ** | | | | | | ** | | | ** | * | |

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Overlap formulae used

ColumnProportions (5%): A,B/C/D/E,F/G,H/I/)/K/L,M/N/O/P,Q/R/S,T/U/V,W/X/Y,Z/o/b/c/d Minimum Base: 30(**) Small Base: 100(*)
ColumnMeans (5%): A,B/C/D/E/F/G,H/I/)/K/L,M/N/O/P,Q/R/S,T/U/V,W/X/Y,Z/o/b/c/d Minimum Base: 30(**) Small Base: 100(*)

19-067472-01 Field work dates: 14th - 30th August 2019

Public

TechUK Brexit Members Survey 2019

Q10. Thinking now about communication support that could be offered by the Government for businesses. Which of the following options, if any, would be most useful for your business to help manage any impact that a 'No-Deal Brexit' in October 2019 may have?

| | | | | | | | | | | Turnover | | | , | | eal' on busir | 1633 | | 'No deal' | | | deal' | | OK pick | aration for a | | | | ation or su Aware of | , | |
|--|------------|--------------------|--------------------|----------------------------|------------------|------------------|-----------------|-----------------|-----------------|------------------|-----------------|----------------|-----------------|----------------|----------------|-----------------|-----------------------|----------------|----------------|-----------|-----------------|-----------------|-----------------|---------------|----------------|-----------------------------|-----------------|-------------------------|----------------|----------------|
| | Total | <50 | 50-249 | 250+ | Net: 50+ | Net: <250 | DK/Refuse d | <5m | 5 - <25m | 25m+ | Net: <25m | DK/Refuse d | Positiva | No impact | | DK/Refuse | Yes, many/som e | No | DK/Refuse d | Prepared | Unprepare d | DK/Refuse d | Prepared | | DK/Refuse d | Aware of Informatio n | | nformatio n and | Not aware | DK |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (J) | (K) | (L) | (M) | (N) | (O) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (X) | (Y) | (Z) | (a) | (b) | (c) | (d) |
| Unweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Updated technical notices for Brexit preparedness and a dedicated government helpline for business support | 74 38% | 15 25% | 16 31% * | 43 54% BCEF* | 59 45% BCF | 31 28% | - - | 17 28% * | 9 36% | 45 47% нк* | 26 31% • | 3 23% | 4 80% | 13 42% | 47 34% | 10 50% | 56 43% R | 15 27% | 3 38% ** | 53 43% | 15 28% • | 6 35% | 17 45% | 55 38% | 2 22% | 36 40% + | 19 44% | 10 37% | 28 33% * | 1 50% |
| A designated SME support service to provide and ommunicate support for SMEs such as on the ntroduction of tariffs and the extra administrative burdens of a no-deal exit | 63 33% | 34 57% CDEF* | 17 33% DE* | 12 15% | 29 22% D | 51 46% CDE | - | 31 52% J* | 11 44% | 18 19% * | 42 49% J* | 3 23% ** | 3 60% | 9 29% * | 47 34% | 4 20% | 43 33% | 18 33% * | 2 25% ** | 38 31% | 22 42% * | 3 18% | 10 26% * | 50 34% | 3 33% ** | 27 30% * | 16 37% * | 9 33% | 29 34% • | - |
| Publish explicit details of any planned compensation, adjustment and assistance for companies badly affected by new trading arrangements ahead of a No- Deal exit | 61 32% | 16 27% | 25 48% BDEF* | 20 25% * | 45 34% D | 41 37% B | - | 15 25% * | 14 56% | 28 29% * | 29 34% H* | 4 31% ** | - | 5 16% * | 52 38% N | 4 20% ** | 42 32% | 17 31% | 2 25% ** | 31 25% | 26 49% T* | 4 24% ** | 7 18% | 51 35% | 3 33% ** | 28 31% * | 11 26% * | 7 26% | 29 34% • | - |
| telease information on how businesses can ommunicate to civil servants' details of any negative runintended consequences relating to the new tarrifl chedules ahead of a No-Deal exit | 50 26% | 10 17% • | 14 27% * | 26 32% B* | 40 30% BF | 24 21% | - | 12 20% + | 5 20% ** | 31 33% * | 17 20% + | 2 15% | - | 3 10% • | 42 31% N | 5 25% | 37 28% | 9 16% | 4 50% | 34 28% | 9 17% • | 7 41% | 5 13% | 41 28% | 4 44% | 31 35% ac* | 9 21% • | 7 26% | 16 19% + | 1 50% |
| Emergency trade facilitation forums with the Civil service to provide information on how to navigate new trade rules with the EU and rest of the world | 40 21% | 10 17% • | 12 23% + | 18 22% + | 30 23% | 22 20% | - | 11 18% * | 6 24% ** | 20 21% + | 17 20% * | 3 23% ** | 1 20% | 4 13% | 32 23% | 3 15% | 33 25% R | 6 11% | 1 12% ** | 26 21% | 12 23% • | 2 12% ** | 13 34% x* | 25 17% | 2 22% ** | 21 24% + | 7 16% | 4 15% | 16 19% + | - |
| Renew the direct marketing campaign for the EU Settlement Scheme to raise awareness in the run up to exit day | 34 18% | 6 10% • | 9 17% + | 19 24% _{B*} | 28 21% F | 15 13% | - - | 8 13% + | 4 16% ** | 20 21% * | 12 14% | 2 15% | 1 20% | 4 13% | 27 20% | 2 10% | 29 22% R | 4 7% • | 1 12% ** | 25 20% | 7 13% + | 2 12% ** | 6 16% • | 28 19% | - - | 15 17% • | 13 30% z* | 8 30% ** | 14 16% • | - |
| Open up consultation with businesses and stakeholders to ensure that the transition from European Structural and Investment Funds (ESIF) to UK Shared Prosperity Fund (UKSPF) does not result in a break in the funding pipeline for projects that are supporting growth in the regions and devolved nations | 14 7% | 6 10% • | 2 4% • | 6 8% • | 8 6% | 8 7% | - | 6 10% * | 1 4% | 7 7% • | 7 8% • | - | 2 40% | 1 3% * | 11 8% | - - | 7 5% | 6 11% | 1 12% ** | 9 7% | 4 8% • | 1 6% | 4 11% • | 10 7% | - - | 5 6% • | 3 7% • | 1 4% | 7 8% • | - - |
| Jse all available communication channels to urge businesses and universities to sign up to UKRI's online ortal for organizations currently in receipt of dorizon 2020 funding | 11 6% | 5 8% • | 1 2% * | 5 6% * | 6 5% | 6 5% | - | 5 8% * | - | 5 5% * | 5 6% * | 1 8% | - | 2 6% | 9 7% | | 6 5% | 4 7% * | 1 12% | 7 6% | 2 4% * | 2 12% | 4 11% | 5 3% | 2 22% ** | 5 6% • | 3 7% | 1 4% | 4 5% * | - |
| None of these | 26 13% | 8 13% • | 9 17% + | 9 11% • | 18 14% | 17 15% | - | 7 12% + | 3 12% | 15 16% * | 10 12% • | 1 8% | - | 9 29% o+ | 15 11% | 2 10% | 15 12% | 10 18% | 1 12% ** | 17 14% | 7 13% + | 2 12% | 5 13% • | 19 13% | 2 22% ** | 10 11% + | 7 16% | 5 19% | 13 15% • | 1 50% |
| Don't know | 14 7% | 4 7% * | 2 4% + | 7 9% • | 9 7% | 6 5% | 1 100% ** | 4 7% + | 2 8% ** | 4 4% • | 6 7% • | 4 31% ** | - | - | 11 8% | 3 15% ** | 6 5% | 7 13% • | 1 12% | 8 7% | 4 8% + | 2 12% ** | 3 8% * | 11 8% | - - •• | 5 6% + | 3 7% • | 2 7% ** | 8 9% • | - |
| Prefer not to say | 2 1% | 1 2% * | - | 1 1% * | 1 1% | 1 1% | - | - | - | 2 2% * | - | | - | 1 3% * | 1 1% | - | 1 1% | 1 2% * | - | 1 1% | 1 2% * | - | - | 2 1% | - | - | - | - | 2 2% * | - |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Net 1+ initiative mentioned | 151 78% | 47 78% • | 41 79% + | 63 79% • | 104 79% | 88 79% | - | 49 82% • | 20 80% ** | 74 78% + | 69 81% * | 8 62% ** | 5 100% ** | 21 68% * | 110 80% | 15 75% ** | 108 83% R | 37 67% * | 6 75% ** | 97 79% | 41 77% * | 13 76% ** | 30 79% • | 114 78% | 7 78% ** | 74 83% • | 33 77% * | 20 74% ** | 63 73% • | 1 50% ** |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

ColumnProportions (5%): 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,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*) ColumnMeans (5%): 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,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

TechUK Brexit Members Survey 2019

Q10.1. And which, if any, would you pick as your most useful Government communications support if the UK were to leave the EU without an agreement (i.e. 'No-Deal Brexit') in October 2019? All Respondents

| | | | | No -f | | | | | | Town | | | | | laal/ a t ' | | Active step | | prepare for | Business - | | n tor a 'No | IIV | anatia - f- | a like of a alf | A | f !f | | | . 14. |
|---|-----------|--------------------|------------------|--------------------|------------------|------------------|-----------------|----------------------------|----------------|------------------|----------------------------|----------------|----------------|----------------|---------------|----------------|-----------------|----------------|----------------|----------------|----------------|----------------|----------------|-------------|-----------------|-----------------------|----------------|---------------------|----------------|-------|
| | | | | No. of e | employees | | | | | Turnover | | | Imp | act of 'No | leal' on busi | ness | | 'No deal' | | | deal' | | UK - prep | aration for | a 'No deal' | Awarenes | s of inforn | Aware of | apport for a | 'No |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | , | | | DK/Refuse | Yes, many/so | | DK/Refuse | | Unprepar | DK/Refuse | | Unprepar | DK/Refuse | Aware of Informati | Aware of | informatio n and | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | | | <5m | 5 - <25m | 25m+ | Net: <25m | | | | Negative | d | me | No | d | Prepared | ed | d | Prepared | ed | d | on | support | | | e |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (1) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (x) | (Y) | (Z) | (a) | (b) | (c) | |
| weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | |
| eighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | |
| designated SME support service to provide and mmunicate support for SMEs such as on the roduction of tariffs and the extra administrative rdens of a no-deal exit | 46 24% | 28 47% CDEF* | 13 25% DE* | 5 6% * | 18 14% | 41 37% CDE | - | 27 45% _{J*} | 8 32% ** | 10 11% * | 35 41% _{J*} | 1 8% | 2 40% | 7 23% * | 34 25% | 3 15% ** | 30 23% | 15 27% * | 1 12% ** | 27 22% | 17 32% * | 2 12% | 8 21% * | 35 24% | 3 33% | 18 20% * | 12 28% * | 6 22% ** | 22 26% * | |
| dated technical notices for Brexit preparedness d a dedicated government helpline for business oport | 40 21% | 4 7% * | 7 13% * | 29 36% BCEF* | 36 27% BCF | 11 10% | | 4 7% * | 4 16% ** | 29 31% HK* | 8 9% * | 3 23% ** | 2 40% | 8 26% * | 26 19% | 4 20% ** | 34 26% R | 4 7% * | 2 25% ** | 31 25% U | 5 9% * | 4 24% ** | 11 29% * | 28 19% | 1 11% ** | 27 30% c* | 8 19% * | 6 22% ** | 11 13% * | |
| ease information on how businesses can nmunicate to civil servants' details of any tative or unintended consequences relating to new tariff schedules ahead of a No-Deal exit | 19 10% | 3 5% * | 6 12% * | 10 12% * | 16 12% | 9 | - | 5 8% * | 2 8% | 12 13% * | 7 8% | | - | 1 3% * | 15 11% | 3 15% ** | 14 11% | 3 5% * | 2 25% ** | 15 12% U | 1 2% * | 3 18% ** | 4 11% * | 12 8% | 3 33% ** | 12 13% * | 3 7% * | 3 11% ** | 6 7% * | |
| olish explicit details of any planned npensation, adjustment and assistance for npanies badly affected by new trading angements ahead of a No-Deal exit | 13 7% | 5 8% * | 6 12% D* | 2 2% * | 8 6% D | 11 10% D | - | 4 7% * | 4 16% ** | 3 3% * | 8 9% * | 2 15% ** | - | 1 3% * | 10 7% | 2 10% | 6 5% | 7 13% * | | 3 2% | 9 17% T* | 1 6% ** | - | 13 9% | - | 7 8% * | 3 7% * | 2 7% ** | 5 6% * | |
| ergency trade facilitation forums with the Civil vice to provide information on how to navigate v trade rules with the EU and rest of the world | 12 6% | 1 2% * | 4 8% * | 7 9% * | 11 8% | 5 4% | | 3 5% * | | 7 7% * | 3 4% * | 2 15% ** | | 1 3% * | 11 8% | | 10 8% | 2 4% | | 9 7% | 2 4% * | 1 6% ** | 3 8% * | 9 | | 5 6% * | 3 7% * | 1 4% ** | 5 6% * | |
| new the direct marketing campaign for the EU tlement Scheme to raise awareness in the run to exit day | 12 6% | 2 3% | 3 6% * | 7 9% * | 10 8% | 5 | | 2 3% * | 1 4% | 9 9% | 3 4% * | | | 3 10% * | 7 5% | 2 10% | 9 7% | 2 4% | 1 12% ** | 7 6% | 5 9% * | - - ** | 2 5% | 10 7% | | 3 3% * | 4 9% * | 2 7% ** | 7 8% * | |
| en up consultation with businesses and keholders to ensure that the transition from opean Structural and investment Funds (ESIF) to Shared Prosperity Fund (UKSPF) does not result break in the funding pipeline for projects that supporting growth in the regions and devolved ions | 5 3% | 2 3% * | 1 2% * | 2 2% * | 3 2% | 3 3% | - | 2 3% * | 1 4% | 2 2% * | 3 4% * | | 1 20% ** | - | 4 3% | | 3 2% | 2 4% | - | 3 2% | 2 4% * | - | 1 3% * | 4 3% | - | 2 2% * | * | - | 3 3% * | |
| all available communication channels to urge inesses and universities to sign up to UKRI's ne portal for organizations currently in receipt lorizon 2020 funding | 1 1% | 1 2% * | | | | 1 1% | | 1 2% * | | | 1 1% * | | | | 1 1% | | - - | 1 2% * | | - | * | 1 6% ** | - | 1 1% | | | * | ** | 1 1% * | |
| e of these | 27 14% | 8 13% * | 10 19% * | 9 11% * | 19 14% | 18 16% | | 7 12% * | 3 12% ** | 16 17% * | 10 12% * | 1 8% ** | | 9 29% o* | 16 12% | 2 10% ** | 15 12% | 11 20% * | 1 12% ** | 17 14% | 7 13% * | 3 18% ** | 5 13% * | 20 14% | 2 22% ** | 10 11% * | 7 16% * | 5 19% ** | 14 16% * | |
| t know | 16 8% | 5 8% * | 2 4% | 8 10% * | 10 8% | 7 6% | 1 100% ** | 5 8% * | 2 8% | 5 5% * | 7 8% * | 4 31% ** | - | - | 12 9% | 4 20% ** | 8 | 7 13% * | 1 12% ** | 10 8% | 4 8% * | 2 12% ** | 4 11% * | 12 8% | - | 5 6% * | 3 7% * | 2 7% ** | 10 12% * | |
| er not to say | 2 | 1 2% | - | 1 1% | 1 1% | 1 1% | - | - | - | 2 2% | - | - | - | 1 3% | 1 1% | - | 1 1% | 1 2% | - | 1 1% | 1 2% | - | - | 2 | - | - | - | - | 2 2% | |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

Overlap formulae used

19-067472-01 Field work dates: 14th - 30th August 2019

Public

TechUK Brexit Members Survey 2019

Q11. Thinking now about actions to overcome the impact of tariffs and barriers that could be offered by the Government for businesses. Which of the following options, if any, would be most useful for your business to help manage any impact that a 'No-Deal Brexit' in October 2019 may have?

All Respondents

| | | | | No. of e | mployees | | | | | Turnover | | | lmn | act of 'No d | eal' on busi | ness | Active step | 'No deal' | or epare ror | Dusiness | deal' | | UK - prer | paration for | a 'No deal' | Awarene | ss of inform | ation or su | pport for a ' | No de |
|---|------------|------------------|-----------------------------|------------------|-----------------|----------------|-----------------|----------------------------|-----------------|-----------------|----------------------------|----------------|----------------|-----------------|----------------|-----------------|----------------|----------------|----------------|-----------|----------------|-----------------|----------------|----------------|----------------|-----------------|------------------|------------------------|----------------|----------|
| | | | | | , | | | | | | | | , | | | | Yes, | | | | | | | | | Aware of | | Aware of informatio | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | Net: <250 | DK/Refuse d | <5m | 5 - <25m | 25m+ | Net: <25m | DK/Refuse d | Positive | No impact | Negative | DK/Refuse d | many/som | No | DK/Refuse d | Prepared | Unprepare d | DK/Refuse d | Prepared | Unprepare | DK/Refuse d | Informatio n | Aware of support | n and support | Not aware | |
| | (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) | (Z) | (a) | (b) | (c) | (0 |
| weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| eighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| commitment to align with EU single market rules d standards for six months or more after a no deal t | 103 53% | 27 45% | 31 60% | 44 55% | 75 57% | 58 52% | 1 100% | 29 48% | 11 44% | 54 57% | 40 47% | 9 | 1 20% | 5 16% | 93 | 4 20% | 80 62% | 19 35% | 4 50% | 62 | 33 62% | 8 47% | 13 34% | 88 60% | 2 22% | 51 57% | 25 58% | 18 67% | 45 52% | |
| | 3370 | * | * | * | 3770 | 3270 | ** | * | ** | * | * | ** | ** | * | N N | ** | R | * | ** | 30% | * | ** | * | w | ** | * | * | ** | * | |
| mporary extension of freedom of movement/ a hly simplified immigration scheme for EU grants | 95 49% | 24 40% * | 33 63% _{BF*} | 37 46% * | 70 53% | 57 51% B | 1 100% ** | 26 43% * | 17 68% ** | 44 46% * | 43 51% H* | 8 62% ** | | 10 32% * | 77 56% N | 8 40% ** | 64 49% | 26 47% * | 5 62% ** | 53 43% | 31 58% * | 11 65% ** | 13 34% * | 81 55% w | 1 11% ** | 47 53% a* | 16 37% * | 11 41% ** | 42 49% * | 51 |
| gin preparations to immediately request an equacy agreement on data with the EU if No-Deal curs | 92 48% | 19 32% * | 26 50% * | 46 58% BF* | 72 55% BF | 45 40% B | 1 100% ** | 21 35% * | 14 56% ** | 49 52% H* | 35 41% * | 8 62% ** | 1 20% ** | 10 32% * | 69 50% | 12 60% ** | 72 55% R | 18 33% * | 2 25% ** | 58 47% | 26 49% * | 8 47% ** | 18 47% * | 71 49% | 3 33% ** | 47 53% * | 20 47% * | 14 52% ** | 38 44% * | 50 |
| ake a firm commitment as soon as possible to seek arrangement as close as possible to membership Horizon Europe even in the event of No-Deal | 26 13% | 9 | 9 17% | 8 10% * | 17 13% | 18 16% | | 9 15% | 4 16% ** | 13 14% | 13 15% * | - | 2 40% | 1 3% * | 19 14% | 4 20% ** | 15 12% | 9 16% * | 2 25% ** | 14 11% | 10 19% * | 2 12% | 6 16% * | 19 13% | 1 11% | 12 13% * | 6 14% * | 3 11% ** | 11 13% * | |
| gin trials and drive up membership of UK IT stems to ensure companies are registered to be le to use simplified import procedures | 24 12% | 8 13% * | 4 8% | 12 15% | 16 12% | 12 11% | | 6 10% | 6 24% | 12 13% | 12 14% | - | 2 40% | 2 6% | 17 12% | 3 15% | 17 13% | 7 13% * | - | 17 14% | 7 13% | | 9 24% x* | 12 8% | 3 33% | 10 11% | 7 16% | 3 11% ** | 10 12% * | |
| ccelerate the provision of UK EORI numbers and AT registration numbers | 15 8% | 4 7% * | 3 6% * | 8 10% * | 11 8% | 7 6% | | 3 5% * | 2 8% ** | 9 9% * | 5 6% * | 1 8% ** | | 2 6% * | 11 8% | 2 10% | 11 8% | 4 7% * | | 10 8% | 4 8% * | 1 6% ** | 5 13% * | 9 | 1 11% ** | 8 9% * | 6 14% * | 3 11% ** | 4 5% * | |
| insure that planned IT systems are in place to eplicate the functions of the EU's REACH scheme to ninimize disruption to the importing of chemicals | 11 6% | 2 3% * | 3 6% * | 6 8% * | 9 7% | 5 4% | - | 2 3% | 1 4% ** | 8 8% * | 3 4% * | - - ** | | 1 3% * | 9 7% | 1 5% ** | 10 8% | 1 2% * | - | 8 7% | 3 6% * | - | 2 5% * | 9 6% | | 6 7% * | 3 7% * | 2 7% ** | 4 5% * | |
| enew and raise awareness of the Intermediaries rant Scheme (IGS), a program to support usinesses to upskill their staff in customs rocedures | 9 5% | 6 10% E* | 1 2% * | 2 2% * | 3 2% | 7 6% E | - | 5 8% * | - | 3 3% * | 5 6% * | 1 8% ** | 1 20% ** | - | 6 4% | 2 10% | 5 4% | 3 5% * | 1 12% ** | 4 3% | 3 6% * | 2 12% ** | 2 5% | 7 5% | - | 4 4% * | 3 7% * | 2 7% ** | 4 5% * | - |
| Ione of these | 24 12% | 12 20% DE* | 6 12% * | 6 8% * | 12 9% | 18 16% E | | 13 22% _{J*} | 3 12% ** | 8 8% * | 16 19% _{J*} | | 2 40% ** | 10 32% o* | 10 7% | 2 10% ** | 12 9% | 10 18% * | 2 25% ** | 18 15% | 4 8% * | 2 12% ** | 7 18% * | 14 10% | 3 33% ** | 9 10% * | 6 14% * | 3 11% ** | 11 13% * | 50 ** |
| on't know | 15 8% | 6 10% * | 2 4% * | 7 9% * | 9 7% | 8 7% | | 5 8% * | 1 4% ** | 6 6% * | 6 7% * | 3 23% ** | ** | 5 16% 0* | 7 5% | 3 15% ** | 8 6% | 6 11% * | 1 12% ** | 12 10% | 2 4% * | 1 6% ** | 4 11% * | 10 7% | 1 11% ** | 6 7% * | 2 5% * | 1 4% ** | 8 9% * | |
| refer not to say | 3 2% | 1 2% * | - | 2 2% * | 2 2% | 1 1% | - ** | - | - | 3 3% * | - | - | - | 1 3% * | 2 1% | - | 2 2% | 1 2% * | - | 2 2% | 1 2% * | - | 1 3% * | 2 1% | - | 1 1% * | 1 2% * | 1 4% ** | 2 2% * | ** |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Net 1+ initiative mentioned | 151 78% | 41 68% | 44 85% | 65 81% | 109 83% | 85 76% | 1 100% | 42 70% | 21 84% | 78 82% | 63 74% | 10 77% | 3 60% | 15 48% | 118 86% | 15 75% | 108 83% | 38 69% | 5 62% | 91 74% | 46 87% | 14 82% | 26 68% | 120 82% | 5 56% | 73 82% | 34 79% | 22 81% | 65 76% | |

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Overlap formulae used

Field work dates: 14th - 30th August 2019

Public

TechUK Brexit Members Survey 2019

Q11.1. And which, if any, would you pick as your most useful Government action to overcome the impact of tariffs and barriers if the UK were to leave the EU without an agreement (i.e. 'No-Deal Brexit') in October 2019? All Respondents

| | | | | No of - | mnloves- | | | | | Turner | | | ler- | act of file - | oal' oa b | inoss | Active step | | prepare for | Business | deal' | 1101 0 140 | IIV ass | aration for - | 'No deal' | Aurara: - | er of inform | nation or sup | nnort for a ! | . L. al. |
|---|---------|------------|--------|------------|-----------|-----------|-----------|-----------|----------|------------|-----------|-----------|----------|---------------|------------|-----------|------------------|-----------|-------------|----------|-----------|------------|-----------|---------------|-----------|------------------------|--------------|---------------------|---------------|----------|
| | | | | NO. OT E | employees | | | | | Turnover | | | imp | act of 'No d | ear on bus | iness | | 'No deal' | | | deai | | UK - prep | aration for a | No deal | | SS OT INTORN | Aware of | ррогі тог а | 10 ae |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | | | | DK/Refuse | Yes, many/som | | DK/Refuse | | Unprepare | DK/Refuse | | Unprepare | DK/Refuse | Aware of Informatio | Aware of | informatio n and | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | Net: <250 | | <5m | 5 - <25m | 25m+ | Net: <25m | | Positive | No impact | Negative | | e | No | d | Prepared | d | d | Prepared | d | d | n | support | support | Not aware | |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (1) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (X) | (Y) | (Z) | (a) | (b) | (c) | (6 |
| Inweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | |
| Veighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | |
| commitment to align with EU single market rules | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| nd standards for six months or more after a no deal | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| xit | 58 | 16 | 19 | 22 | 41 | 35 | 1 | 16 | 5 | 31 | 21 | 6 | - | 2 | 53 | 3 | 45 | 10 | 3 | 33 | 19 | 6 | 10 | 46 | 2 | 27 | 14 | 10 | 27 | |
| | 30% | 27% | 37% | 28% | 31% | 31% | 100% | 27% | 20% | 33% | 25% | 46% | ** | 6% | 39% N | 15% | 35% R | 18% | 38% | 27% | 36% | 35% ** | 26% | 32% | 22% | 30% | 33% | 37% | 31% | |
| emporary extension of freedom of movement/ a | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ighly simplified immigration scheme for EU migrants | 40 | 11 | 13 | 16 | 29 | 24 | - | 13 | 7 | 17 | 20 | 3 | - | 7 | 28 | 5 | 24 | 15 | 1 | 21 | 13 | 6 | 3 | 37 | - | 18 | 5 | 3 | 19 | |
| | 21% | 18% | 25% | 20% | 22% | 21% | ** | 22% | 28% | 18% | 24% | 23% | ** | 23% | 20% | 25% | 18% | 27% | 12% | 17% | 25% | 35% ** | 8% | 25% w | ** | 20% | 12% | 11% | 22% | |
| legin preparations to immediately request an dequacy agreement on data with the EU if No-Deal | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ccurs | 33 | 5 | 7 | 21 | 28 | 12 | - | 6 | 4 | 22 | 10 | 1 | - | 5 | 24 | 4 | 26 | 6 | 1 | 26 | 6 | 1 | 7 | 23 | 3 | 18 | 10 | 5 | 10 | |
| | 17% | 8% | 13% | 26% BF* | 21% BF | 11% | - | 10% | 16% | 23% HK* | 12% | 8% ** | ** | 16% | 18% | 20% | 20% | 11% | 12% | 21% | 11% | 6% ** | 18% | 16% | 33% | 20% | 23% | 19% | 12% | |
| lake a firm commitment as soon as possible to seek | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| n arrangement as close as possible to membership | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| f Horizon Europe even in the event of No-Deal | 8 4% | 5 8% | 2 | 1 1% | 3 2% | 7 6% | - | 5 | - | 3 3% | 5 6% | - | 2 | - | 4 3% | 10% | 6 5% | 2 | - | 4 | 3 6% | 1 6% | 2 5% | 6 4% | - | 3 | 1 2% | 1 4% | 5 6% | |
| | 470 | D* | 4% | 170 | 276 | 676 E | ** | 8% | ** | * | * | ** | 40% | * | 376 | 10% | 376 | 4% | ** | 3% | * | ** | * | 470 | ** | * | * | 470 ** | * | |
| egin trials and drive up membership of UK IT | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ystems to ensure companies are registered to be | | 1 | 3 | | 5 | 4 | | | 4 | | 4 | | | | 4 | | | | | 4 | 2 | _ | 3 | | | | | _ | | |
| ble to use simplified import procedures | 6 3% | 2% | 6% | 2 2% | 4% | 4% | | _ | 16% | 2% | 5% | _ | 1 20% | 3% | 3% | - | 3 2% | 3 5% | - | 3% | 4% | - | 8% | 3 2% | - | 3 | 1 2% | - | 2 2% | |
| | 370 | * | * | * | 470 | 470 | ** | | ** | * | Н* | ** | ** | * | 370 | ** | 270 | * | ** | 370 | * | ** | * | 270 | ** | * | * | ** | * | |
| ccelerate the provision of UK EORI numbers and | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 'AT registration numbers | 1 | - | - | 1 | 1 | - | - | - | - | 1 | - | - | - | - | 1 | - | 1 | - | - | 1 | - | - | - | 1 | - | 1 | 1 | 1 | - | |
| | 1% | * | * | 1% | 1% | - | ** | * | ** | 1% | * | ** | ** | | 1% | ** | 1% | | ** | 1% | * | ** | | 1% | ** | 1% | 2% | 4% ** | * | |
| enew and raise awareness of the Intermediaries | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Grant Scheme (IGS), a program to support businesses | _ | _ | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| o upskill their staff in customs procedures | 1 1% | 1 2% | - | - | - | 1 1% | - | 1 2% | - | _ | 1 1% | - | - | - | 1 1% | _ | 1 1% | - | - | - | 1 2% | - | - | 1 1% | - | - | - | - | 1 1% | |
| | 170 | * | | | | 170 | ** | * | ** | | * | ** | ** | | 170 | ** | 170 | | ** | | * | ** | | 170 | ** | | | ** | * | |
| nsure that planned IT systems are in place to | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| eplicate the functions of the EU's REACH scheme to ninimize disruption to the importing of chemicals | 1 | _ | | 1 | 1 | | | | | 1 | _ | | _ | | 1 | | 1 | | | 1 | | _ | | 1 | | 1 | _ | | | |
| mining of chemicals | 1% | - | [| 1% | 1% | | - | _ | [| 1% | - | - | _ | [| 1% | - | 1% | - | - | 1% | - | - | [| 1% | _ | 1% | - | - | - | |
| | 2,0 | | | * | 2,0 | | ** | • | ** | * | | ** | ** | | 1,0 | ** | 2,0 | ٠ | ** | 1,0 | | ** | | 1,0 | ** | * | | ** | | |
| one of these | 24 | 12 | 6 | 6 | 12 | 18 | - | 13 | 3 | 8 | 16 | - | 2 | 10 | 10 | 2 | 12 | 10 | 2 | 18 | 4 | 2 | 7 | 14 | 3 | 9 | 6 | 3 | 11 | |
| | 12% | 20% DE* | 12% | 8% | 9% | 16% E | ** | 22% J* | 12% | 8% | 19% J* | ** | 40% | 32% o* | 7% | 10% | 9% | 18% | 25% | 15% | 8% | 12% | 18% | 10% | 33% | 10% | 14% | 11% | 13% | |
| n't know | 18 | 8 | 2 | 8 | 10 | 10 | - | 6 | 2 | 7 | 8 | 3 | - | 5 | 9 | 4 | 9 | 8 | 1 | 13 | 4 | 1 | 5 | 12 | 1 | 8 | 4 | 3 | 9 | |
| | 9% | 13% | 4% | 10% | 8% | 9% | ** | 10% | 8% ** | 7% * | 9% | 23% | ** | 16% | 7% | 20% | 7% | 15% | 12% | 11% | 8% | 6% ** | 13% | 8% | 11% | 9% | 9% | 11% | 10% | |
| refer not to say | 3 | 1 | - | 2 | 2 | 1 | - | - | - | 3 | - | - | - | 1 3% | 2 1% | - | 2 2% | 1 2% | - | 2 2% | 1 2% | - | 1 3% | 2 1% | - | 1 1% | 1 2% | 1 | 2 | |
| | 2% | 2% | - | 2% | 2% | 1% | | | | 3% | | - | - | | | | | | - | | | - | | | | | | 4% | 2% | |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

Overlap formulae use

ColumnProportions (5%): 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,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

Field work dates: 14th - 30th August 2019

Public

TechUK Brexit Members Survey 2019

D1. Which of the following options most accurately describes the size of your business? All Respondents

| | | | | | | | | | | | | | | | | | Active step | ps taken to | prepare for | Business - | - preparation | for a 'No | | | | | | | | |
|-----------------------------|-------|-------|---------------|--------|-----------|-----------|-----------|-----|----------|-----------|-----------|-----------|----------|--------------|--------------|-----------|------------------|-------------|-------------|------------|---------------|-----------|-----------|-------------|-------------|---------------------|--------------|---------------------------------|-------------|-----------|
| | | | | No. of | employees | | | | | Turnover | | | Imp | act of 'No o | deal' on bus | iness | | 'No deal | , | | deal' | | UK - prep | aration for | a 'No deal' | Awaren | ess of infor | rmation or su | pport for a | 'No deal' |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | | | | DK/Refuse | Yes, many/som | | DK/Refuse | | Unprepare | DK/Refuse | | Unprepare | DK/Refuse | Aware of Informatio | Aware of | Aware of informatio n and | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | Net: <250 | d | <5m | 5 - <25m | 25m+ | Net: <25m | d | Positive | No impact | Negative | d | е | No | d | Prepared | d | d | Prepared | d | d | n | support | support | Not aware | DK |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (1) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (X) | (Y) | (Z) | (a) | (b) | (c) | (d) |
| Unweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Micro (under 10 employees) | 20 | 20 | - | _ | - | 20 | - | 20 | - | _ | 20 | - | _ | 8 | 12 | _ | 7 | 12 | 1 | 10 | 6 | 4 | 3 | 16 | 1 | 3 | 1 | - | 16 | - |
| | 10% | 33% | - | - | - | 18% | - | 33% | - | - | 24% | - | - | 26% | 9% | - | 5% | 22% | 12% | 8% | 11% | 24% | 8% | 11% | 11% | 3% | 2% | - | 19% | _ |
| | | CDEF* | * | * | | CDE | ** | JK* | ** | * | J* | ** | ** | 0* | | ** | | Q* | ** | | * | ** | * | | ** | * | * | ** | Za* | ** |
| Small (10 – 49 employees) | 40 | 40 | - | - | - | 40 | - | 32 | 5 | 1 | 37 | 2 | 2 | 6 | 27 | 5 | 18 | 20 | 2 | 16 | 20 | 4 | 6 | 32 | 2 | 15 | 8 | 6 | 22 | 1 |
| | 21% | 67% | - | - | - | 36% | - | 53% | 20% | 1% | 44% | 15% | 40% | 19% | 20% | 25% | 14% | 36% | 25% | 13% | 38% | 24% | 16% | 22% | 22% | 17% | 19% | 22% | 26% | 50% |
| | | CDEF* | * | * | | CDE | ** | JK* | ** | * | J* | ** | ** | * | | ** | | Q* | ** | | T* | ** | * | | ** | * | * | ** | * | ** |
| Medium (50 – 249 employees) | 52 | - | 52 | - | 52 | 52 | - | 7 | 20 | 24 | 27 | 1 | 2 | 6 | 40 | 4 | 34 | 17 | 1 | 26 | 21 | 5 | 9 | 42 | 1 | 17 | 10 | 4 | 28 | 1 |
| | 27% | * | 100% BDEF* | * | 39% BD | 46% BD | - ** | 12% | 80% | 25% н* | 32% н* | 8% | 40% | 19% | 29% | 20% | 26% | 31% | 12% | 21% | 40% T* | 29% | 24% | 29% | 11% | 19% | 23% | 15% ** | 33% z* | 50% |
| Large (250+ employees) | 80 | _ | _ | 80 | 80 | _ | _ | 1 | _ | 70 | 1 | 9 | 1 | 11 | 57 | 11 | 70 | 6 | 4 | 70 | 6 | 4 | 20 | 55 | 5 | 54 | 24 | 17 | 19 | _ |
| Lange (Land Comprey Coop) | 41% | _ | _ | 100% | 61% | _ | _ | 2% | _ | 74% | 1% | 69% | 20% | 35% | 42% | 55% | 54% | 11% | 50% | 57% | 11% | 24% | 53% | 38% | 56% | 61% | 56% | 63% | 22% | _ |
| | | * | * | BCEF* | BCF | | ** | * | ** | HK* | * | ** | ** | * | | ** | R | * | ** | U | * | ** | * | | ** | c* | c* | ** | * | ** |
| Don't know | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | | * | * | * | | | ** | * | ** | * | * | ** | ** | * | | ** | | * | ** | | * | ** | * | | ** | * | * | ** | * | ** |
| Prefer not to say | 1 | - | - | - | - | - | 1 | - | - | - | - | 1 | - | - | 1 | - | 1 | - | - | 1 | - | - | - | 1 | - | - | - | - | 1 | - |
| | 1% | - | - | - | - | - | 100% | - | - | - | - | 8% | - | - | 1% | - | 1% | - | - | 1% | - | - | - | 1% | - | - | - | - | 1% | - |
| | | * | * | * | | | ** | * | ** | * | * | ** | ** | * | | ** | | * | ** | | * | ** | * | | ** | * | * | ** | * | ** |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

Overlap formulae used

ColumnProportions (5%): 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,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

19-067472-01 Field work dates: 14th - 30th August 2019

Public TechUK Brexit Members Survey 2019

D2. Which of the following most accurately describes the annual turnover of your business?

All Respondents

| | | | | | | | | | | | | | | | | | • | - | prepare for Bus | | | | | | | | | | |
|-----------------------------------|-------|-------|--------|----------|----------|-----------|-----------|------|----------|----------|-----------|-----------|----------|---------------|--------------|---------------|------|----------|-----------------|--------|--------------|-----------|-------------|-------------|----------|--------------|------------------------|--------------|-----------|
| | | | | No. of e | mployees | | | | | Turnover | | | lm | pact of 'No o | deal' on bus | iness | 'N | lo deal' | | dea | ' | UK - prep | aration for | a 'No deal' | Awaren | ess of infor | | ipport for a | 'No deal' |
| | | | | | | | | | | | | | | | | | Yes, | | | | | | | | Aware of | | Aware of informatio | | |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | , | | | DK/Refuse mai | | | DK/Refuse | Unprei | are DK/Refus | e | Unprepare | DK/Refuse | | | | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | Net: <250 | | <5m | 5 - <25m | 25m+ | Net: <25m | d | Positive | No impact | Negative | d | • • | No | | ared d | d | Prepared | | d | n | support | support | Not aware | DK |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (1) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | | T) (U) | (V) | (W) | (x) | (Y) | (Z) | (a) | (b) | (c) | (d) |
| Unweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 1 | 23 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 1 | 23 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Under £5 million | 60 | 52 | 7 | 1 | 8 | 59 | - | 60 | - | - | 60 | - | 3 | 13 | 39 | 5 | 25 | 33 | 2 | 28 24 | 8 | 11 | 46 | 3 | 17 | 10 | 5 | 37 | 1 |
| | 31% | 87% | 13% | 1% | 6% | 53% | - | 100% | - | - | 71% | - | 60% | 42% | 28% | 25% | 19% | 60% | 25% 2 | 3% 45% | 47% | 29% | 32% | 33% | 19% | 23% | 19% | 43% | 50% |
| | | CDEF* | DE* | • | D | CDE | ** | JK* | ** | * | J* | ** | ** | * | | ** | | Q* | ** | T* | ** | | | ** | • | • | ** | Za* | ** |
| £5 million – under £10 million | 16 | 3 | 13 | - | 13 | 16 | - | - | 16 | - | 16 | - | 1 | - | 12 | 3 | 9 | 7 | - | 5 8 | 3 | 3 | 13 | - | 7 | 2 | 1 | 7 | 1 |
| | 8% | 5% | 25% | - | 10% | 14% | - | - | 64% | - | 19% | - | 20% | - | 9% | 15% | 7% | 13% | - 4 | % 15% | 18% | 8% | 9% | - | 8% | 5% | 4% | 8% | 50% |
| | | D* | BDEF* | • | D | BD | ** | | ** | * | нј* | ** | ** | | | ** | | * | ** | T* | ** | | | ** | • | • | ** | • | ** |
| £10 million – under £25 million | 9 | 2 | 7 | - | 7 | 9 | - | - | 9 | - | 9 | - | - | 2 | 7 | - | 5 | 4 | - | 4 5 | - | 1 | 7 | 1 | 1 | - | - | 8 | - |
| | 5% | 3% | 13% | _ | 5% | 8% | _ | _ | 36% | _ | 11% | _ | _ | 6% | 5% | - | 4% | 7% | - 3 | % 9% | _ | 3% | 5% | 11% | 1% | _ | _ | 9% | _ |
| | | | DE* | | D | BD | ** | | ** | * | нј* | ** | ** | | | ** | | • | ** | | ** | * | | ** | * | | ** | Za* | ** |
| £25 million – under £50 million | 16 | 1 | 10 | 5 | 15 | 11 | - | - | - | 16 | - | - | - | 4 | 10 | 2 | 10 | 5 | 1 | .0 5 | 1 | 2 | 14 | - | 9 | 5 | 4 | 6 | - |
| | 8% | 2% | 19% | 6% | 11% | 10% | _ | _ | _ | 17% | _ | _ | _ | 13% | 7% | 10% | 8% | 9% | 12% | % 9% | 6% | 5% | 10% | _ | 10% | 12% | 15% | 7% | _ |
| | | | BDEF* | • | BD | В | ** | | ** | нк* | * | ** | ** | | | ** | | ٠ | ** | | ** | | | ** | * | | ** | | ** |
| £50 million – under £100 million | 17 | - | 11 | 6 | 17 | 11 | - | - | - | 17 | - | - | - | 4 | 12 | 1 | 16 | - | 1 | .5 2 | - | 3 | 14 | - | 8 | 3 | 2 | 8 | - |
| | 9% | - | 21% | 8% | 13% | 10% | - | - | - | 18% | - | - | - | 13% | 9% | 5% | 12% | - | 12% 1 | 2% 4% | - | 8% | 10% | - | 9% | 7% | 7% | 9% | - |
| | | • | BDEF* | В* | BD | В | ** | • | ** | нк* | * | ** | ** | | | ** | R | * | ** | | ** | | | ** | * | • | ** | • | ** |
| £100 million – under £250 million | 7 | - | 1 | 6 | 7 | 1 | - | - | - | 7 | - | - | - | 2 | 5 | - | 5 | 2 | - | 5 2 | - | - | 7 | - | 3 | 3 | 1 | 2 | - |
| | 4% | - | 2% | 8% | 5% | 1% | - | - | - | 7% | - | - | - | 6% | 4% | - | 4% | 4% | - 4 | % 4% | - | - | 5% | - | 3% | 7% | 4% | 2% | - |
| | | | | BF* | F | | ** | | ** | HK* | * | ** | ** | | | ** | | * | ** | | ** | * | | ** | * | • | ** | • | ** |
| £250 million – under £500 million | 9 | - | 1 | 8 | 9 | 1 | - | - | - | 9 | - | - | 1 | 2 | 6 | - | 7 | 2 | - | 7 2 | - | 3 | 6 | - | 5 | 1 | 1 | 4 | - |
| | 5% | - | 2% | 10% | 7% | 1% | - | - | - | 9% | - | - | 20% | 6% | 4% | - | 5% | 4% | - 6 | % 4% | - | 8% | 4% | - | 6% | 2% | 4% | 5% | - |
| | | | • | BF* | BCF | | ** | | ** | нк* | * | ** | ** | | | ** | | * | ** | | ** | | | ** | * | • | ** | • | ** |
| £500 million or more | 46 | - | 1 | 45 | 46 | 1 | - | - | - | 46 | - | - | - | 4 | 35 | 7 | 45 | - | 1 . | 13 2 | 1 | 11 | 30 | 5 | 33 | 18 | 13 | 8 | - |
| | 24% | _ | 2% | 56% | 35% | 1% | - | - | - | 48% | - | - | - | 13% | 26% | | 35% | - | 12% 3 | 5% 4% | 6% | 29% | 21% | 56% | 37% | 42% | 48% | 9% | _ |
| | | • | • | BCEF* | BCF | | ** | | ** | нк* | * | ** | ** | | | ** | R | * | ** | υ * | ** | * | | ** | c* | c* | ** | • | ** |
| Don't know | 1 | - | - | 1 | 1 | - | - | - | - | - | - | 1 | - | - | - | 1 | - | - | 1 | - 1 | - | - | 1 | - | 1 | - | - | - | - |
| | 1% | - | - | 1% | 1% | - | - | - | - | - | - | 8% | _ | - | _ | 5% | - | - | 12% | - 2% | - | - | 1% | _ | 1% | - | - | - | - |
| | | • | • | • | | | ** | | ** | | * | ** | ** | | | ** | | * | ** | | ** | * | | ** | | | ** | • | ** |
| Prefer not to say | 12 | 2 | 1 | 8 | 9 | 3 | 1 | - | - | - | - | 12 | - | - | 11 | 1 | 8 | 2 | 2 | 6 2 | 4 | 4 | 8 | - | 5 | 1 | - | 6 | - |
| • | 6% | 3% | 2% | 10% | 7% | 3% | 100% | _ | _ | _ | _ | 92% | _ | _ | 8% | 5% | 6% | 4% | 25% | % 4% | 24% | 11% | 5% | _ | 6% | 2% | _ | 7% | _ |
| | | | | F* | C | | ** | | ** | * | | ** | | | | ** | | | ** | | ** | | | ** | | | ** | | ** |

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Overlap formulae used

ColumnProportions (5%): A,B/C/D/E/F/G,H/\/J/K/L,M/N/O/P,Q/R/S,T/U/V,W/X/Y,Z/a/b/c/d Minimum Base: 30(**) Small Base: 100(*)

Field work dates: 14th - 30th August 2019

Public

TechUK Brexit Members Survey 2019

D3. Can you please let us know how you would describe the business activity of the company? All Respondents

| | | | | | | | | | | | | | | | | | Active step | | prepare for | Business - | preparation | for a 'No | | | | | | | | |
|--|-----------|--------------|------------|-----------|-----------|-----------|-----------|-----------|---------------|-----------|-----------|----------------|--------------|---------------|--------------|----------------|------------------|-----------|----------------|------------|--------------|----------------|------------|-------------|----------------|-----------|---------------|---------------------------|-------------|-----------|
| | | | | No. of e | mployees | | | | | Turnover | | | Imp | pact of 'No o | eal' on busi | iness | | 'No deal' | | | deal' | | UK - prepa | aration for | a 'No deal' | Awaren | ess of inforr | mation or su | ρport for a | 'No deal' |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | | | | DK/Refuse | Yes, many/som | | DK/Refuse | | Unprepare | DK/Refuse | | Unnrenare | DK/Refuse | Aware of | | Aware of informatio n and | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | Net: <250 | | <5m | 5 - <25m | 25m+ | Net: <25m | d | Positive | No impact | | d | e | No | d | Prepared | d | d | Prepared | d | d | n | support | | Not aware | DK |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (J) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (X) | (Y) | (Z) | (a) | (b) | (c) | (d) |
| Unweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Primarily focused on the selling of physical products | 25 13% | 2 3% * | 8 15% | 15 19% | 23 17% | 10 9% | - | * | 2 8% ** | 20 21% | 2 2% | 3 23% ** | - - ** | 1 3% * | 22 16% | 2 10% ** | 23 18% | 1 2% | 1 12% ** | 19 15% | 4 8% * | 2 12% ** | 6 16% | 18 12% | 1 11% ** | 18 20% | 10 23% | 8 30% ** | 5 6% | |
| Primarily focused on the provision of digital services | 64 | 25 | BF* | BF* | BF 39 | 38 | ** | 22 | 8 | нк* 31 | H* 30 | 3 | 1 | 13 | 43 | 7 | 46 | 17 | 1 | 39 | 19 | | 11 | 50 | 3 | c* 29 | c* 10 | 6 | 29 | 2 |
| , man, y source on the promotion of again services | 33% | 42% | 25% | 32% | 30% | 34% | - | 37% | 32% | 33% | 35% | 23% | 20% | 42% | 31% | 35% | 35% | 31% | 12% | 32% | 36% | 35% | 29% | 34% | 33% | 33% | 23% | 22% | 34% | 100% |
| Primarily focused on the design and development of | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| software | 41 | 16 | 15 | 10 | 25 | 31 | - | 19 | 10 | 11 | 29 | 1 | 2 | 9 | 26 | 4 | 17 | 21 | 3 | 23 | 12 | 6 | 8 | 31 | 2 | 12 | 4 | 2 | 27 | - |
| | 21% | 27% D* | 29% DE* | 12% | 19% D | 28% DE | ** | 32% J* | 40% | 12% | 34% J* | 8% ** | 40% ** | 29% | 19% | 20% | 13% | 38% Q* | 38% | 19% | 23% | 35% ** | 21% | 21% | 22% | 13% | 9% | 7% ** | 31% Za* | ** |
| An equal mix of products, services and software | 54 | 13 | 15 | 25 | 40 | 28 | 1 | 15 | 5 | 29 | 20 | 5 | 2 | 6 | 40 | 6 | 37 | 14 | 3 | 35 | 17 | 2 | 13 | 39 | 2 | 27 | 18 | 11 | 20 | - |
| | 28% | 22% | 29% | 31% * | 30% | 25% | 100% | 25% * | 20% | 31% | 24% | 38% | 40% ** | 19% | 29% | 30% | 28% | 25% | 38% | 28% | 32% * | 12% ** | 34% | 27% | 22% | 30% | 42% c* | 41% | 23% | ** |
| Don't know | 1 | 1 | - | - | - | 1 | - | 1 | - | - | 1 | - | - | 1 | - | - | - | 1 | - | 1 | - | - | - | 1 | - | - | - | - | 1 | - |
| | 1% | 2% * | * | * | - | 1% | ** | 2% * | ** | * | 1% | ** | ** | 3% o* | - | ** | - | 2% | ** | 1% | * | ** | * | 1% | ** | * | * | ** | 1% * | ** |
| Prefer not to say | 8 | 3 | 1 | 4 | 5 | 4 | - | 3 | - | 4 | 3 | 1 | - | 1 | 6 | 1 | 7 | 1 | - | 6 | 1 | 1 | - | 7 | 1 | 3 | 1 | - | 4 | - |
| | 4% | 5% * | 2% | 5% * | 4% | 4% | ** | 5% * | ** | 4% | 4% * | 8% ** | ** | 3% | 4% | 5% ** | 5% | 2% * | ** | 5% | 2% * | 6% ** | * | 5% | 11% | 3% * | 2% * | ** | 5% * | ** |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

Overlap formulae used

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Field work dates: 14th - 30th August 2019

Public

TechUK Brexit Members Survey 2019

D5. Where would you say that most of your business activity and customers are based? All Respondents

| | | | | | | | | | | | | | | | | | | | | Business - | - preparatio | n for a 'No | | | | | | | | |
|--|-------|-----|--------|--------------|------------|-----------|-----------|----------|----------|------------|-----------|-----------|-----------|---------------|-------------|-----------|------------------|-----------|-----------|------------|--------------|-------------|------------|-------------|-------------|------------------------|----------|---------------------------------|-------------|-----------|
| | | | | No. of e | mployees | | | | | Turnover | | | lmį | pact of 'No o | eal' on bus | siness | | 'No deal' | | | deal' | | UK - prepa | aration for | a 'No deal' | Awaren | | nation or su | oport for a | 'No deal' |
| | | | | | | | DK/Refuse | | | | | DK/Refuse | | | | DK/Refuse | Yes, many/som | | DK/Refuse | | Unprepare | DK/Refuse | | Unprepare | DK/Refuse | Aware of Informatio | | Aware of informatio n and | | |
| | Total | <50 | 50-249 | 250+ | Net: 50+ | Net: <250 | | <5m | 5 - <25m | 25m+ | Net: <25n | n d | Positive | No impact | Negative | | е | No | d | Prepared | d | d | Prepared | d | d | n | support | support | Not aware | |
| | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (1) | (1) | (K) | (L) | (M) | (N) | (0) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (X) | (Y) | (Z) | (a) | (b) | (c) | (d) |
| Unweighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Weighted base | 193 | 60 | 52 | 80 | 132 | 112 | 1 | 60 | 25 | 95 | 85 | 13 | 5 | 31 | 137 | 20 | 130 | 55 | 8 | 123 | 53 | 17 | 38 | 146 | 9 | 89 | 43 | 27 | 86 | 2 |
| Mainly located in the EU (excluding the UK) | 17 | 7 | 7 | 3 | 10 | 14 | _ | 7 | 4 | 5 | 11 | 1 | _ | _ | 16 | 1 | 10 | 6 | 1 | 7 | 9 | 1 | 1 | 16 | _ | 8 | 3 | 3 | 9 | |
| The state of the s | 9% | 12% | 13% | 4% | 8% | 12% | - | 12% | 16% | 5% | 13% | 8% | - | _ | 12% | 5% | 8% | 11% | 12% | 6% | 17% | 6% | 3% | 11% | - | 9% | 7% | 11% | 10% | _ |
| | | * | D* | * | D | D | ** | * | ** | * | * | ** | ** | * | N | ** | | * | ** | | T* | ** | * | | ** | * | * | ** | * | ** |
| Mainly located in non-EU countries | 7 | 2 | 1 | 4 | 5 | 3 | - | 3 | - | 4 | 3 | - | 1 | 1 | 3 | 2 | 5 | 2 | - | 6 | 1 | - | 4 | 3 | - | 4 | 1 | - | 2 | - |
| | 4% | 3% | 2% | 5% | 4% | 3% | - | 5% | - | 4% | 4% | - | 20% | 3% | 2% | 10% | 4% | 4% | - | 5% | 2% | - | 11% | 2% | - | 4% | 2% | - | 2% | - |
| | | * | * | * | | | ** | * | ** | * | * | ** | ** | * | | ** | | * | ** | | * | ** | X* | | ** | * | * | ** | * | ** |
| Mainly in the UK | 100 | 41 | 29 | 30 | 59 | 70 | - | 40 | 17 | 41 | 57 | 2 | 2 | 23 | 66 | 9 | 55 | 42 | 3 | 56 | 32 | 12 | 17 | 77 | 6 | 44 | 20 | 13 | 47 | 2 |
| | 52% | 68% | 56% | 38% | 45% | 62% | - | 67% | 68% | 43% | 67% | 15% | 40% | 74% | 48% | 45% | 42% | 76% | 38% | 46% | 60% | 71% | 45% | 53% | 67% | 49% | 47% | 48% | 55% | 100% |
| | | DE* | DE* | * | D | DE | ** | J* | ** | * | J* | ** | ** | 0* | | ** | | Q* | ** | | * | ** | * | | ** | * | * | ** | * | ** |
| Our business activity is spread reasonably evenly | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| across more than one of these areas | 68 | 10 | 15 | 42 | 57 | 25 | 1 | 10 | 4 | 44 | 14 | 10 | 2 | 7 | 52 | 7 | 59 | 5 | 4 | 53 | 11 | 4 | 16 | 49 | 3 | 33 | 19 | 11 | 27 | - |
| | 35% | 17% | 29% | 52% BCEF* | 43% BCF | 22% | 100% | 17% * | 16% | 46% нк* | 16% | 77% ** | 40% ** | 23% | 38% | 35% ** | 45% R | 9% | 50% ** | 43% U | 21% | 24% | 42% * | 34% | 33% | 37% | 44% * | 41% ** | 31% | ** |
| Don't know | - | _ | _ | - | _ | - | - | - | - | _ | - | _ | _ | - | _ | - | _ | _ | - | - | - | _ | - | _ | - | _ | - | - | - | _ |
| | _ | - | _ | - | - | - | - | - | - | _ | _ | - | - | _ | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | _ |
| | | * | * | * | | | ** | * | ** | * | * | ** | ** | * | | ** | | * | ** | | * | ** | * | | ** | * | * | ** | * | ** |
| Prefer not to say | 1 | - | - | 1 | 1 | - | - | - | - | 1 | - | - | - | - | - | 1 | 1 | - | - | 1 | - | - | - | 1 | - | - | - | - | 1 | - |
| | 1% | - | - | 1% | 1% | - | - | - | - | 1% | - | - | - | - | - | 5% | 1% | - | - | 1% | - | - | - | 1% | - | - | - | - | 1% | - |
| | | * | * | * | | | ** | * | ** | * | * | ** | ** | * | | ** | | * | ** | | * | ** | * | | ** | * | * | ** | * | ** |

This work was carried out in accordance with the requirements of the international quality standard for market research, ISO 20252 and with the Ipsos MORI Terms and Conditions.

Overlap formulae use

Column Proportions~(5%): 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, Z/a/b/c/d~Minimum~Base:~30(**)~Small~Base:~100(*)