

Table Names	Table Filters
0001 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
0002 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'
0003 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'
0004 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
0005 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
0006 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
0007 Q5. Has your business taken any active steps to prepare for a 'No-Deal Brexit' in October 2019?	All Respondents
0008 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'
0009 Q7. How prepared or unprepared do you believe your business is for a 'No-Deal Brexit' in October 2019?	All Respondents
0010 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
0011 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
0012 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?	All Respondents
0013 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?	All Respondents
0014 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
0015 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
0016 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
0017 D1. Which of the following options most accurately describes the size of your business?	All Respondents
0018 D2. Which of the following most accurately describes the annual turnover of your business?	All Respondents
0019 D3. Can you please let us know how you would describe the business activity of the company?	All Respondents
0020 D5. Where would you say that most of your business activity and customers are based?	All Respondents

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

	Total (A)	No. of employees						Turnover					Impact of 'No deal' on business				Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'				
		<50 (B)	50-249 (C)	250+ (D)	Net: 50+ (E)	Net: <250 (F)	DK/Refused (G)	<5m (H)	5 - <25m (I)	25m+ (J)	Net: <25m (K)	DK/Refused (L)	Positive (M)	No impact (N)	Negative (O)	DK/Refused (P)	Yes, many/some (Q)	No (R)	DK/Refused (S)	Prepared (T)	Unprepared (U)	DK/Refused (V)	Prepared (W)	Unprepared (X)	DK/Refused (Y)	Aware of information (Z)	Aware of support (a)	Aware of information and 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
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 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% x*	1 1% *	- - **	1 1% *	2 5% *	- - **	1 1% *	- - **
Fairly positive impact (4)	1 1% *	1 2% *	- - *	- - *	- - *	1 1% *	- - **	1 2% *	- - **	- - *	1 1% *	- - **	1 20% **	- - *	- - **	- - **	1 1% *	- - **	- - **	1 1% *	- - **	- - **	1 3% *	- - **	- - **	- - **	- - **	- - **	1 1% *	- - **
Would have no impact (3)	31 16% *	14 23% *	6 12% *	11 14% *	17 13% *	20 18% *	- - **	13 22% *	2 8% **	16 17% *	15 18% *	- - **	- - **	31 100% o*	- - **	- - **	14 11% *	16 29% q*	1 12% **	26 21% u	3 6% *	2 12% **	8 21% *	22 15% *	1 11% **	4 9% *	1 4% **	17 20% *	- - **	
Fairly negative impact (2)	84 44% *	21 35% *	21 40% *	41 51% *	62 47% *	42 38% *	1 100% **	20 33% *	10 40% **	46 48% *	30 35% *	8 62% **	- - **	- - *	84 61% n	- - **	62 48% r	17 31% *	5 62% **	62 50% u	17 32% *	5 29% **	16 42% *	66 45% *	2 22% **	45 51% c*	24 56% c*	15 56% **	30 35% *	- - **
Very negative impact (1)	53 27% *	18 30% *	19 37% de*	16 20% *	35 27% d	37 33% d	- - **	19 32% *	9 36% **	22 23% *	28 33% *	3 23% **	- - **	- - *	53 39% n	- - **	36 28% *	16 29% *	1 12% **	19 15% *	28 53% t*	6 35% **	5 13% *	46 32% w	2 22% **	20 22% *	8 19% *	7 26% **	31 36% za*	1 50% **
Don't know / no opinion	16 8% *	5 8% *	3 6% *	8 10% *	11 8% *	8 7% *	- - **	5 8% *	2 8% **	7 7% *	7 8% *	2 15% **	- - **	- - *	- - **	16 80% **	9 7% *	6 11% *	1 12% **	8 7% *	4 8% *	4 24% **	5 13% *	9 6% *	2 22% **	11 12% *	4 9% *	4 15% **	4 5% *	1 50% **
Prefer not to say	4 2% *	- - *	1 2% *	3 4% *	4 3% *	1 1% *	- - **	- - *	1 4% **	3 3% *	1 1% h*	- - **	- - **	- - *	- - **	4 20% **	4 3% *	- - **	- - **	4 3% *	- - **	- - **	- - *	2 1% *	2 22% **	1 1% *	1 2% *	- - **	2 2% *	- - **
T2B	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% x*	1 1% *	- - **	1 1% *	2 5% *	- - **	2 2% *	- - **
B2B	137 71% *	39 65% *	40 77% *	57 71% *	97 73% *	79 71% *	1 100% **	39 65% *	19 76% **	68 72% *	58 68% *	11 85% **	- - **	- - *	137 100% n	- - **	98 75% r	33 60% *	6 75% **	81 66% *	45 85% t*	11 65% **	21 55% *	112 77% w	4 44% **	65 73% *	32 74% *	22 81% **	61 71% *	1 50% **
Mean	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 u	1.55 *	1.69 **	2.42 x*	1.84	1.80 **	1.92 *	2.05 *	1.74 **	1.89 *	1.00 **

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(*)
 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(*)

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Field work dates: 14th - 30th August 2019
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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'

	No. of employees							Turnover					Impact of 'No deal' on business				Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'				
	Total	<50	50-249	250+	Net: 50+	Net: <250	DK/Refuse	<5m	5 - <25m	25m+	Net: <25m	DK/Refuse	Positive	No impact	Negative	DK/Refuse	Yes, many/some	No	DK/Refuse	Prepared	Unprepared	DK/Refuse	Prepared	Unprepared	DK/Refuse	Aware of information	Aware of support	Aware of information and support	Not aware	DK
	(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)
Unweighted base	5	2	2	1	3	4	-	3	1	1	4	-	5	-	-	-	5	-	-	4	1	-	4	1	-	1	2	-	2	-
Weighted base	5	2	2	1	3	4	-	3	1	1	4	-	5	-	-	-	5	-	-	4	1	-	4	1	-	1	2	-	2	-
Believe there will be less regulation overall	3 60%	- -	2 100%	1 100%	3 100%	2 50%	- -	1 33%	1 100%	1 100%	2 50%	- -	3 60%	- -	- -	- -	3 60%	- -	- -	3 75%	- -	- -	3 75%	- -	- -	1 100%	2 100%	- -	- -	- -
A reduction or removal of existing EU regulations which I believe hold my business back	2 40%	1 50%	- -	1 100%	1 33%	1 25%	- -	1 33%	- -	1 100%	1 25%	- -	2 40%	- -	- -	- -	2 40%	- -	- -	1 25%	1 100%	- -	1 25%	1 100%	- -	1 100%	- -	- -	1 50%	- -
Believe my business will become more competitive with the UK outside the EU	2 40%	- -	1 50%	1 100%	2 67%	1 25%	- -	1 33%	- -	1 100%	1 25%	- -	2 40%	- -	- -	- -	2 40%	- -	- -	2 50%	- -	- -	2 50%	- -	- -	1 100%	1 50%	- -	- -	- -
Believe trade deals with other countries outside EU will open up new opportunities for my business	2 40%	- -	1 50%	1 100%	2 67%	1 25%	- -	1 33%	- -	1 100%	1 25%	- -	2 40%	- -	- -	- -	2 40%	- -	- -	2 50%	- -	- -	2 50%	- -	- -	1 100%	1 50%	- -	- -	- -
Believe the immediate impact of no deal will benefit my business	1 20%	1 50%	- -	- -	- -	1 25%	- -	1 33%	- -	- -	1 25%	- -	1 20%	- -	- -	- -	1 20%	- -	- -	1 25%	- -	- -	1 25%	- -	- -	- -	- -	- -	1 50%	- -
Believe I will have more influence over future business regulation with the UK outside the EU	1 20%	- -	1 50%	- -	1 33%	1 25%	- -	1 33%	- -	- -	1 25%	- -	1 20%	- -	- -	- -	1 20%	- -	- -	1 25%	- -	- -	1 25%	- -	- -	- -	1 50%	- -	- -	- -
Don't know / no opinion	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Prefer not to say	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
Net Number of positive aspects mentioned	2.20	1.00	2.50	4.00	3.00	1.75	-	2.00	1.00	4.00	1.75	-	2.20	-	-	-	2.20	-	-	2.50	1.00	-	2.50	1.00	-	4.00	2.50	-	1.00	-
		**	**	**	**	**	-	**	**	**	**	-	**	-	-	-	**	-	-	**	**	-	**	**	-	**	**	-	**	-

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Overlap formulae used

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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(*)

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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'

	No. of employees							Turnover					Impact of 'No deal' on business			Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'					
	Total (A)	<50 (B)	50-249 (C)	250+ (D)	Net: 50+ (E)	Net: <250 (F)	DK/Refused (G)	<5m (H)	5 - <25m (I)	25m+ (J)	Net: <25m (K)	DK/Refused (L)	Positive (M)	No impact (N)	Negative (O)	DK/Refused (P)	Yes, many/some (Q)	No (R)	DK/Refused (S)	Prepared (T)	Unprepared (U)	DK/Refused (V)	Prepared (W)	Unprepared (X)	DK/Refused (Y)	Aware of information (Z)	Aware of support (a)	Aware of information and support (b)	Not aware (c)	DK (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 91%	34 87%	38 95%	51 89%	89 92%	72 91%	1 100%	34 87%	19 100%	62 91%	53 91%	9 82%	-	-	124 91%	-	90 92%	31 94%	3 50%	73 90%	45 100%	6 55%	17 81%	105 94%	2 50%	59 91%	28 88%	20 91%	56 92%	1 100%
Confusion over which regulations effect my business and the possibility of double regulation from the UK and EU	84 61%	24 62%	23 58%	36 63%	59 61%	47 59%	1 100%	26 67%	10 53%	40 59%	36 62%	8 73%	-	-	84 61%	-	63 64%	19 58%	2 33%	46 57%	34 76%	4 36%	10 48%	72 64%	2 50%	43 66%	24 75%	18 82%	34 56%	1 100%
Difficulty attracting talent after the end of freedom of movement	84 61%	22 56%	29 72%	32 56%	61 63%	51 65%	1 100%	24 62%	15 79%	37 54%	39 67%	8 73%	-	-	84 61%	-	63 64%	18 55%	3 50%	48 59%	30 67%	6 55%	11 52%	71 63%	2 50%	37 57%	20 62%	15 68%	41 67%	1 100%
Confusion over the rules for sending and receiving personal data to and from the EU	79 58%	20 51%	23 58%	35 61%	58 60%	43 54%	1 100%	20 51%	14 74%	38 56%	34 59%	7 64%	-	-	79 58%	-	63 64%	14 42%	2 33%	46 57%	29 64%	4 36%	11 52%	67 60%	1 25%	39 60%	22 69%	18 82%	35 57%	1 100%
Disruption in supply chains having unforeseen negative consequences on my business	73 53%	14 36%	27 68%	31 54%	58 60%	41 52%	1 100%	16 41%	11 58%	41 60%	27 47%	5 45%	-	-	73 53%	-	52 53%	19 58%	2 33%	42 52%	24 53%	7 64%	12 57%	59 53%	2 50%	37 57%	20 62%	13 59%	29 48%	-
Increased difficulty providing services to EU customers and sending UK staff over to support contracts	69 50%	21 54%	20 50%	27 47%	47 48%	41 52%	1 100%	21 54%	13 68%	29 43%	34 59%	6 55%	-	-	69 50%	-	55 56%	12 36%	2 33%	38 47%	27 60%	4 36%	10 48%	57 51%	2 50%	30 46%	14 44%	10 45%	34 56%	1 100%
Increased difficulty importing and exporting goods to and from the EU	57 42%	13 33%	17 42%	26 46%	43 44%	30 38%	1 100%	11 28%	10 53%	32 47%	21 36%	4 36%	-	-	57 42%	-	45 46%	11 33%	1 17%	34 42%	20 44%	3 27%	8 38%	48 43%	1 25%	32 49%	20 62%	15 68%	20 33%	-
Negative impact of losing access to venture capital investment or funding from EU programs (such as Horizon 2020)	36 26%	12 31%	14 35%	10 18%	24 25%	26 33%	-	14 36%	4 21%	16 24%	18 31%	2 18%	-	-	36 26%	-	23 23%	12 36%	1 17%	15 19%	17 38%	4 36%	3 14%	33 29%	-	13 20%	3 9%	3 14%	22 36%	1 100%
Don't know / no opinion	1 1%	-	-	1 2%	1 1%	-	-	-	1 1%	-	-	-	-	-	1 1%	-	-	-	1 17%	-	-	1 9%	-	-	1 25%	1 2%	-	-	-	-
Prefer 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

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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(*)

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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

	No. of employees						Turnover						Impact of 'No deal' on business						Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'			
	Total	<50	50-249	250+	Net: 50+	Net: <250	DK/Refuse	<5m	5 - <25m	25m+	Net: <25m	DK/Refuse	Positive	No impact	Negative	DK/Refuse	Yes, many/some	No	DK/Refuse	Prepared	Unprepared	DK/Refuse	Prepared	Unprepared	DK/Refuse	Aware of information	Aware of support	Aware of information and support	Not aware	DK	
	(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)	
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)	5 3%	- *	1 2%	4 5%	5 4%	1 1%	- **	1 2%	- **	3 3%	1 1%	1 8%	2 40%	- *	2 1%	1 5%	4 3%	- *	1 12%	4 3%	- *	1 6%	5 13%	- **	- **	4 4%	1 2%	- *	- *	- **	
Fairly prepared (3)	33 17%	9 15%	8 15%	16 20%	24 18%	17 15%	- **	10 17%	4 16%	16 17%	14 16%	3 23%	2 40%	8 26%	19 14%	4 20%	27 21%	5 9%	1 12%	30 24%	2 4%	1 6%	33 87%	- **	- **	16 18%	7 16%	2 7%	12 14%	- **	
Fairly unprepared (2)	60 31%	19 32%	13 25%	28 35%	41 31%	32 29%	- **	19 32%	4 16%	32 34%	23 27%	5 38%	- **	14 45%	39 28%	7 35%	43 33%	14 25%	3 38%	41 33%	15 28%	4 24%	- *	60 41%	- **	30 34%	16 37%	13 48%	26 30%	1 50%	
Very unprepared (1)	86 45%	29 48%	29 56% DE*	27 34%	56 42% D	58 52% D	1 100% **	27 45%	16 64%	39 41%	43 51%	4 31%	1 20%	8 26%	73 53% N	4 20%	52 40%	33 60% Q*	1 12%	41 33%	36 68% T*	9 53% **	- *	86 59% W	- **	34 38% *	16 37% *	10 37% **	45 52% *	1 50% **	
Don't know / no opinion	7 4%	3 5%	1 2%	3 4%	4 3%	4 4%	- **	3 5%	1 4%	3 3%	4 5%	- **	- **	1 3%	4 3%	2 10%	2 2%	3 5%	2 25%	5 4%	- *	2 12%	- *	- *	7 78%	4 4%	2 5%	2 7%	3 3%	- **	
Prefer not to say	2 1%	- *	- *	2 2%	2 2%	- *	- **	- *	- **	2 2%	- *	- **	- **	- *	- **	2 10%	2 2%	- *	- **	2 2%	- *	- **	- *	- *	2 22%	1 1%	1 2%	- **	- *	- **	
T2B	38 20%	9 15%	9 17%	20 25%	29 22%	18 16%	- **	11 18%	4 16%	19 20%	15 18%	4 31%	4 80%	8 26%	21 15%	5 25%	31 24% R	5 9%	2 25%	34 28% U	2 4%	2 12%	38 100% X*	- **	- **	20 22% *	8 19%	2 7%	12 14%	- **	
B2B	146 76%	48 80%	42 81%	55 69%	97 73%	90 80%	1 100% **	46 77%	20 80%	71 75%	66 78%	9 69%	1 20%	22 71%	112 82%	11 55%	95 73%	47 85%	4 50%	82 67%	51 96% T*	13 76% **	- *	146 100% W	- **	64 72% *	32 74% *	23 85% **	71 83% *	2 100% **	
Mean	1.77	1.65 *	1.63 *	1.96 BCEF*	1.83 CF	1.64	1.00 **	1.74 *	1.50 **	1.81 *	1.67 *	2.08 **	3.00 **	2.00 O*	1.62	2.12 **	1.87 R	1.46 *	2.33 **	1.97 U	1.36 *	1.60 **	3.13 X*	1.41	-	1.88 c*	1.82 *	1.68 **	1.60 *	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.

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(*)

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(*)

19-067472-01
 Field work dates: 14th - 30th August 2019
 Public
 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 employees							Turnover					Impact of 'No deal' on business					Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'			
	Total (A)	<50 (B)	50-249 (C)	250+ (D)	Net: 50+ (E)	Net: <250 (F)	DK/Refuse (G)	<5m (H)	5 - <25m (I)	25m+ (J)	Net: <25m (K)	DK/Refuse (L)	Positive (M)	No impact (N)	Negative (O)	DK/Refuse (P)	Yes, many/some (Q)	No (R)	DK/Refuse (S)	Prepared (T)	Unprepared (U)	DK/Refuse (V)	Prepared (W)	Unprepared (X)	DK/Refuse (Y)	Aware of information (Z)	Aware of support (a)	Aware of information and 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
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%	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%	49 61%	77 58%	49 44%	- -	24 40%	10 40%	57 60%	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%	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%	36 45%	66 50%	50 45%	- -	22 37%	14 56%	43 45%	36 42%	7 54%	- -	7 23%	73 53%	6 30%	59 45%	25 45%	2 25%	48 39%	29 55%	9 53%	9 24%	74 51%	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%	47 36%	30 27%	1 100%	12 20%	6 24%	42 44%	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%	24 56%	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%	19 37%	14 18%	33 25%	41 37%	- -	20 33%	10 40%	20 21%	30 35%	5 38%	1 20%	6 19%	44 32%	4 20%	39 30%	14 25%	2 25%	28 23%	22 42%	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%	19 37%	9 11%	28 21%	41 37%	1 100%	23 38%	8 32%	16 17%	31 36%	4 31%	2 40%	7 23%	37 27%	5 25%	41 32%	9 16%	1 12%	31 25%	17 32%	3 18%	13 34%	38 26%	- -	17 19%	9 21%	4 15%	29 34%	- -
Loss of access to venture capital and finance programs such as the European Investment Fund (EIF)	15 8%	7 12%	7 13%	1 1%	8 6%	14 12%	- -	8 13%	1 4%	5 5%	9 11%	1 8%	- -	- -	13 9%	2 10%	6 5%	9 16%	- -	4 3%	6 11%	5 29%	- -	15 10%	- -	5 6%	- -	- -	9 10%	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%	- -	1 5%	2 2%	2 4%	- -	4 3%	- -	- -	2 5%	- -	2 22%	3 3%	2 5%	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	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -

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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(*)

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(*)

19-067472-01
 Field work dates: 14th - 30th August 2019
 Public
 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 employees							Turnover					Impact of 'No deal' on business					Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'			
	Total (A)	<50 (B)	50-249 (C)	250+ (D)	Net: 50+ (E)	Net: <250 (F)	DK/Refuse (G)	<5m (H)	5 - <25m (I)	25m+ (J)	Net: <25m (K)	DK/Refuse (L)	Positive (M)	No impact (N)	Negative (O)	DK/Refuse (P)	Yes, many/some (Q)	No (R)	DK/Refuse (S)	Prepared (T)	Unprepared (U)	DK/Refuse (V)	Prepared (W)	Unprepared (X)	DK/Refuse (Y)	Aware of information (Z)	Aware of support (a)	Aware of information and 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
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	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%	2 100%
Impact on the ability to retain and recruit talent from 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%	- **
Confusion and uncertainty over the regulatory compliance 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%	- **
Disruption to the free flow of personal data between the EU and the UK	15 8%	3 5%	2 4%	10 12%	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%	- **
Border checks and customs duties on products exported and imported to and from the EU	13 7%	2 3%	1 2%	10 12%	11 8%	3 3%	- **	1 2%	1 4%	10 11%	2 2%	1 8%	- **	2 6%	10 7%	1 5%	11 8%	2 4%	- **	9 7%	3 6%	1 6%	3 8%	9 6%	1 11%	7 8%	8 19%	5 19%	3 3%	- **
Impact on the ability to send staff to the EU to service 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%	- **
Facing 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%	- **	- **	2 2%	- **
Additional regulatory barriers to access EU markets/divergence between EU and UK markets	8 4%	1 2%	4 8%	2 2%	6 5%	5 4%	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. setting 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%	- **
Loss of access to venture capital and finance programs 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%	- **
Negative impact on UK Research and development (R&D) due to loss of access to EU programs such as Horizon 2020	1 1%	- **	- **	1 1%	1 1%	- **	- **	- **	- **	1 1%	- **	- **	- **	- **	1 1%	- **	1 1%	- **	- **	1 1%	- **	- **	1 3%	- **	- **	- **	1 2%	- **	- **	- **
None of these	5 3%	2 3%	1 2%	2 2%	3 2%	3 3%	- **	3 5%	- **	2 2%	3 4%	- **	2 40%	2 6%	- **	1 5%	3 2%	2 4%	- **	5 4%	- **	- **	3 8%	- **	2 22%	4 4%	2 5%	1 4%	- **	
Don'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%	- **
Prefer not to say	1 1%	- **	- **	1 1%	1 1%	- **	- **	- **	- **	1 1%	- **	- **	- **	- **	- **	1 5%	1 1%	- **	- **	1 1%	- **	- **	- **	- **	1 11%	- **	1 2%	- **	- **	

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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(*)

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(*)

19-067472-01
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

	Total	No. of employees					Turnover					Impact of 'No deal' on business					Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'				
		<50	50-249	250+	Net: 50+	Net: <250	DK/Refused	<5m	5 - <25m	25m+	Net: <25m	DK/Refused	Positive	No impact	Negative	DK/Refused	Yes, many/some	No	DK/Refused	Prepared	Unprepared	DK/Refused	Prepared	Unprepared	DK/Refused	Aware of information	Aware of support	Aware of information and support	Not aware	DK
	(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)
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 this	45 23%	1 2%	7 13%	37 46%	44 33%	8 7%	- -	2 3%	1 4%	40 42%	3 4%	2 15%	1 20%	3 10%	37 27%	4 20%	45 35%	- -	- -	42 34%	3 6%	- -	14 37%	28 19%	3 33%	32 36%	20 47%	14 52%	7 8%	- -
Yes, we have taken some active steps	85 44%	24 40%	27 52%	33 41%	60 45%	51 46%	1 100%	23 38%	13 52%	43 45%	36 42%	6 46%	4 80%	11 35%	61 45%	9 45%	85 65%	- -	- -	59 48%	23 43%	3 18%	17 45%	67 46%	1 11%	38 43%	13 30%	8 30%	41 48%	1 50%
No, we have not taken any active steps	55 28%	32 53%	17 33%	6 8%	23 17%	49 44%	- -	33 55%	11 44%	9 9%	44 52%	2 15%	- -	16 52%	33 24%	6 30%	- -	55 100%	- -	20 16%	25 47%	10 59%	5 13%	47 32%	3 33%	15 17%	10 23%	5 19%	34 40%	1 50%
Don't know	6 3%	2 3%	1 2%	3 4%	4 3%	3 3%	- -	1 2%	- -	3 3%	1 1%	2 15%	- -	- -	5 4%	1 5%	- -	- -	6 75%	1 1%	2 4%	3 18%	- -	4 3%	2 22%	2 2%	- -	- -	4 5%	- -
Prefer not to say	2 1%	1 2%	- -	1 1%	1 1%	1 1%	- -	1 2%	- -	- -	1 1%	1 8%	- -	1 3%	1 1%	- -	- -	- -	2 25%	1 1%	- -	1 6%	2 5%	- -	- -	2 2%	- -	- -	- -	- -
Net Many/some active steps taken	130 67%	25 42%	34 65%	70 88%	104 79%	59 53%	1 100%	25 42%	14 56%	83 87%	39 46%	8 62%	5 100%	14 45%	98 72%	13 65%	130 100%	- -	- -	101 82%	26 49%	3 18%	31 82%	95 65%	4 44%	70 79%	33 77%	22 81%	48 56%	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(*)

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(*)

19-067472-01
Field work dates: 14th - 30th August 2019
Public
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 employees							Turnover					Impact of 'No deal' on business				Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'				
	Total	<50	50-249	250+	Net: 50+	Net: <250	DK/Refuse	<5m	5 - <25m	25m+	Net: <25m	DK/Refuse	Positive	No impact	Negative	DK/Refuse	Yes, many/some	No	DK/Refuse	Prepared	Unprepared	DK/Refuse	Prepared	Unprepared	DK/Refuse	Aware of information	Aware of support	Aware of information and support	Not aware	DK
	(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)
Unweighted base	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
Weighted base	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
Unable to predict implications of 'No-Deal'	34 62%	20 62%	11 65%	3 50%	14 61%	31 63%	-	22 67%	7 64%	3 33%	29 66%	2 100%	-	5 31%	24 73%	5 83%	-	34 62%	-	8 40%	19 76%	7 70%	4 80%	30 64%	-	10 67%	4 40%	2 40%	21 62%	1 100%
Unsure what steps to take	22 40%	14 44%	6 35%	2 33%	8 35%	20 41%	-	15 45%	3 27%	3 33%	18 41%	1 50%	-	2 12%	18 55%	2 33%	-	22 40%	-	3 15%	14 56%	5 50%	1 20%	21 45%	-	5 33%	2 20%	1 20%	15 44%	1 100%
Don't need to do anything over and above our normal 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 50%	8 24%	2 33%	-	18 33%	-	13 65%	4 16%	1 10%	2 40%	14 30%	2 67%	6 40%	7 70%	4 80%	9 26%	-
Not 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 6%	16 48%	-	-	17 31%	-	4 20%	11 44%	2 20%	-	16 34%	1 33%	5 33%	1 10%	1 20%	12 35%	-
'No-Deal' will not have any impact on the operation of our business	11 20%	7 22%	2 12%	2 33%	4 17%	9 18%	-	6 18%	1 9%	4 44%	7 16%	-	-	10 62%	1 3%	-	-	11 20%	-	9 45%	1 4%	1 10%	2 40%	9 19%	-	3 20%	3 30%	2 40%	7 21%	-
Lack of resources	9 16%	6 19%	3 18%	-	3 13%	9 18%	-	7 21%	2 18%	-	9 20%	-	-	2 12%	6 18%	1 17%	-	9 16%	-	2 10%	6 24%	1 10%	-	9 19%	-	4 27%	1 10%	1 20%	5 15%	-
None of these	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Prefer not to say	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Number of reasons mentioned	2.02	2.03	1.88	2.33	2.00	1.98	-	2.09	1.82	1.89	2.02	2.50	-	1.75	2.21	1.67	-	2.02	-	1.95	2.20	1.70	1.80	2.11	1.00	2.20	1.80	2.20	2.03	2.00

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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(*)

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(*)

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 employees						Turnover						Impact of 'No deal' on business				Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'				
	Total	<50	50-249	250+	Net: 50+	Net: <250	DK/Refuse	<5m	5 - <25m	25m+	Net: <25m	DK/Refuse	Positive	No impact	Negative	DK/Refuse	Yes, many/some	No	DK/Refuse	Prepared	Unprepared	DK/Refuse	Prepared	Unprepared	DK/Refuse	Aware of information	Aware of support	Aware of information and support	Not aware	DK
	(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)
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 17%	3 5% *	3 6% *	26 32% BCEF*	29 22% BCF	6 5% *	- - **	4 7% *	1 4% **	26 27% HK*	5 6% *	1 8% **	3 60% **	8 26% *	18 13% *	3 15% **	29 22% R	2 4% *	1 12% **	32 26% U	- - **	- - **	14 37% X*	16 11% *	2 22% **	20 22% c*	9 21% c*	3 11% **	6 7% *	- - **
Fairly prepared (3)	91 47%	23 38% *	23 44% *	44 55% *	67 51% F	46 41% *	1 100% **	24 40% *	8 32% **	54 57% HK*	32 38% *	5 38% **	1 20% **	18 58% *	63 46% *	9 45% **	72 55% R	18 33% *	1 12% **	91 74% U	- - **	- - **	20 53% *	66 45% *	5 56% **	48 54% *	27 63% c*	19 70% **	35 41% *	- - **
Fairly unprepared (2)	39 20%	17 28% D*	18 35% DE*	4 5% *	22 17% D	35 31% DE	- - **	14 23% *	11 44% **	12 13% *	25 29% J*	2 15% **	- - **	3 10% *	32 23% *	4 20% **	23 18% *	14 25% *	2 25% **	- - **	39 74% T*	- - **	1 3% *	38 26% W	- - **	13 15% *	7 16% *	5 19% **	23 27% Z*	1 50% **
Very unprepared (1)	14 7%	9 15% DE*	3 6% *	2 2% *	5 4% *	12 11% DE	- - **	10 17% J*	2 8% **	1 1% *	12 14% J*	1 8% **	1 20% **	- - *	13 9% *	- - **	3 2% Q*	11 20% Q*	- - **	- - **	14 26% T*	- - **	1 3% *	13 9% *	- - **	2 2% *	- - **	- - **	12 14% Za*	- - **
Don't know	14 7%	7 12% D*	5 10% *	2 2% *	7 5% D	12 11% DE	- - **	7 12% J*	3 12% **	2 2% *	10 12% J*	2 15% **	- - **	1 3% *	9 7% *	4 20% **	2 2% Q*	9 16% Q*	3 38% **	- - **	- - **	14 82% **	1 3% *	11 8% W	2 22% **	5 6% a*	- - **	- - **	8 9% a*	1 50% **
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% *	- - **
T2B	123 64%	26 43% *	26 50% *	70 88% BCEF*	96 73% BCF	52 46% *	1 100% **	28 47% *	9 36% **	80 84% HK*	37 44% *	6 46% **	4 80% **	26 84% O*	81 59% *	12 60% **	101 78% R	20 36% *	2 25% **	123 100% U	- - **	- - **	34 89% X*	82 56% *	7 78% **	68 76% c*	36 84% c*	22 81% **	41 48% *	- - **
B2B	53 27%	26 43% DE*	21 40% DE*	6 8% *	27 20% D	47 42% DE	- - **	24 40% J*	13 52% **	13 14% *	37 44% J*	3 23% **	1 20% **	3 10% *	45 33% N	4 20% **	26 20% *	25 45% Q*	2 25% **	- - **	53 100% T*	- - **	2 5% *	51 35% W	- - **	15 17% *	7 16% *	5 19% **	35 41% Za*	1 50% **
Mean	2.80	2.38 *	2.55 *	3.24 BCEF*	2.98 BCF	2.46 *	3.00 **	2.42 *	2.36 **	3.13 HK*	2.41 *	2.67 **	3.20 **	3.17 **	2.68	2.94 **	3.00 R	2.24 *	2.75 **	3.26 U	1.74 *	-	3.31 X*	2.64	3.29 **	3.04 c*	3.05 c*	2.93 **	2.46 *	2.00 **

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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(*)

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(*)

19-067472-01
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

	Total	No. of employees						Turnover						Impact of 'No deal' on business						Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'				
		<50	50-249	250+	Net: 50+	Net: <250	DK/Refused	<5m	5 - <25m	25m+	Net: <25m	DK/Refused	Positive	No impact	Negative	DK/Refused	Yes, many/some	No	DK/Refused	Prepared	Unprepared	DK/Refused	Prepared	Unprepared	DK/Refused	Aware of information	Aware of support	Aware of information and support	Not aware	DK			
	(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)			
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% HK*	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% HK*	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% D	2 2%	- - **	1 2% *	1 4% **	- - *	2 2% *	- - **	- - **	- - *	1 1%	1 5% **	1 1%	1 2% *	- - **	- - *	1 2% *	1 6% **	- - *	2 1%	- - **	- - *	- - **	- - *	- - **	2 100% **			
Net Aware of information AND suport	27 14%	6 10% *	4 8% *	17 21% CEF*	21 16% CF	10 9%	- - **	5 8% *	1 4% **	21 22% HK*	6 7% *	- - **	- - **	1 3% *	22 16%	4 20% **	22 17%	5 9% *	- - **	22 18%	5 9% *	- - **	2 5% *	23 16%	2 22% **	27 30% c*	27 63% zc*	27 100% **	- - *	- - **			

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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(*)

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(*)

19-067472-01
 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

	No. of employees							Turnover					Impact of 'No deal' on business					Active steps taken to prepare for 'No deal'					Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'				
	Total	<50	50-249	250+	Net: 50+	Net: <250	DK/Refused	<5m	5 - <25m	25m+	Net: <25m	DK/Refused	Positive	No impact	Negative	DK/Refused	Yes, many/some	No	DK/Refused	Prepared	Unprepared	DK/Refused	Prepared	Unprepared	DK/Refused	Aware of information	Aware of support	Aware of information and support	Not aware	DK			
	(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)			
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			
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%	4 20%	48 37%	18 13%	3 2%	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%	2 15%	1 20%	7 23%	42 31%	2 10%	37 28%	15 11%	- -	28 23%	22 42%	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 33%	11 21%	15 19%	26 20%	31 28%	- -	20 33%	6 24%	18 19%	26 31%	2 15%	2 40%	5 16%	34 25%	5 25%	29 22%	14 10%	3 2%	22 18%	20 38%	4 24%	8 21%	37 25%	1 11%	24 27%	6 14%	4 15%	18 21%	2 100%			
Co-ordination with banks or Government support to make available low interest or interest free loans to business to prevent cashflow problems	44 23%	21 35%	15 29%	8 10%	23 17%	36 32%	- -	18 30%	12 48%	12 13%	30 35%	2 15%	3 60%	2 6%	34 25%	5 25%	30 23%	14 10%	- -	22 18%	19 36%	3 18%	9 24%	34 23%	1 11%	19 21%	9 21%	7 26%	22 26%	1 50%			
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%	11 13%	2 15%	- -	4 13%	27 20%	2 10%	26 20%	7 5%	- -	20 16%	11 21%	2 12%	7 18%	25 17%	1 11%	21 24%	11 26%	6 22%	7 8%	- -			
Postponing reporting of VAT	24 12%	4 7%	5 10%	15 19%	20 15%	9 8%	- -	4 7%	4 16%	13 14%	8 9%	3 23%	- -	1 3%	21 15%	2 10%	22 17%	2 1%	- -	16 13%	6 11%	2 12%	6 16%	17 12%	1 11%	17 19%	9 21%	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%	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%	20 15%	4 20%	28 22%	12 9%	- -	31 25%	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%	12 9%	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%	- -			
Net 1+ initiative mentioned	131 68%	45 75%	39 75%	47 59%	86 65%	84 75%	- -	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%	2 100%			

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Overlap formulae used

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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(*)

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

All Respondents

	No. of employees							Turnover					Impact of 'No deal' on business					Active steps taken to prepare for 'No deal'					Business - preparation for a 'No deal'					UK - preparation for a 'No deal'					Awareness of information or support for a 'No deal'				
	Total	<50	50-249	250+	Net: 50+	Net: <250	DK/Refused	<5m	5 - <25m	25m+	Net: <25m	DK/Refused	Positive	No impact	Negative	DK/Refused	Yes, many/some	No	DK/Refused	Prepared	Unprepared	DK/Refused	Prepared	Unprepared	DK/Refused	Prepared	Unprepared	DK/Refused	Aware of information	Aware of support	Aware of information and support	Not aware	DK				
	(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)							
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							
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	34 18%	14 23%	5 10%	15 19%	20 15%	19 17%	- -	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%	- -							
Co-ordination with banks or Government support to make available low interest or interest free loans to business to prevent cashflow problems	25 13%	14 23%	10 19%	1 1%	11 8%	24 21%	- -	12 20%	9 36%	3 3%	21 25%	1 8%	2 40%	1 3%	18 13%	4 20%	13 10%	12 22%	- -	10 8%	12 23%	3 18%	5 13%	20 14%	- -	10 11%	5 12%	3 11%	13 15%	- -							
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	22 11%	5 8%	10 19%	7 9%	17 13%	15 13%	- -	3 5%	5 20%	13 14%	8 9%	1 8%	- -	4 13%	17 12%	1 5%	16 12%	6 11%	- -	13 11%	8 15%	1 6%	1 3%	20 14%	1 11%	9 10%	7 16%	5 19%	11 13%	- -							
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	22 11%	7 12%	7 13%	8 10%	15 11%	14 12%	- -	9 15%	1 4%	12 13%	10 12%	- -	1 20%	1 3%	17 12%	3 15%	13 10%	6 11%	3 38%	12 10%	7 13%	3 18%	3 8%	18 12%	1 11%	10 11%	3 7%	2 7%	10 12%	1 50%							
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	10 5%	- -	2 4%	8 10%	10 8%	2 2%	- -	1 2%	- -	9 9%	1 1%	- -	- -	2 6%	7 5%	1 5%	9 7%	1 2%	- -	8 7%	2 4%	- -	3 8%	6 4%	1 11%	6 7%	5 12%	2 7%	1 1%	- -							
Postponing reporting of VAT	10 5%	1 2%	2 4%	7 9%	9 7%	3 3%	- -	1 2%	1 4%	7 7%	2 2%	1 8%	- -	- -	9 7%	1 5%	9 7%	1 2%	- -	7 6%	3 6%	- -	3 8%	6 4%	1 11%	8 9%	5 12%	5 19%	2 2%	- -							
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	4 2%	3 5%	- -	1 1%	1 1%	3 3%	- -	3 5%	- -	1 1%	3 4%	- -	- -	1 3%	3 2%	- -	3 2%	1 2%	- -	2 2%	1 2%	1 6%	1 3%	3 2%	- -	2 2%	1 2%	1 4%	2 2%	- -							
None of these	43 22%	9 15%	15 29%	19 24%	34 26%	24 21%	- -	12 20%	6 24%	25 26%	18 21%	- -	1 20%	15 48%	23 17%	4 20%	30 23%	13 24%	- -	31 25%	9 17%	3 18%	11 29%	30 21%	2 22%	18 20%	6 14%	4 15%	22 26%	1 50%							
Don't know	19 10%	6 10%	1 2%	11 14%	12 9%	7 6%	100% -	5 8%	- -	7 7%	5 6%	7 54%	- -	- -	15 11%	4 20%	11 8%	5 9%	3 38%	12 10%	3 6%	4 24%	5 13%	13 9%	1 11%	9 10%	4 9%	3 11%	9 10%	- -							
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%	- -							

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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(*)

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(*)

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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?

All Respondents

	No. of employees						Turnover						Impact of 'No deal' on business						Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'			
	Total	<50	50-249	250+	Net: 50+	Net: <250	DK/Refused	<5m	5 - <25m	25m+	Net: <25m	DK/Refused	Positive	No impact	Negative	DK/Refused	Yes, many/some	No	DK/Refused	Prepared	Unprepared	DK/Refused	Prepared	Unprepared	DK/Refused	Information	Aware of support	Aware of information and support	Not aware	DK	
	(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)	
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%	59 45%	31 28%	- *	17 28%	9 36%	45 47%	26 31%	3 23%	4 80%	13 42%	47 34%	10 50%	56 43%	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 communicate support for SMEs such as on the introduction of tariffs and the extra administrative burdens of a no-deal exit	63 33%	34 57%	17 33%	12 15%	29 22%	51 46%	- *	31 52%	11 44%	18 19%	42 49%	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%	20 25%	45 34%	41 37%	- *	15 25%	14 56%	28 29%	29 34%	4 31%	- *	5 16%	52 38%	4 20%	42 32%	17 31%	2 25%	31 25%	26 49%	4 24%	7 18%	51 35%	3 33%	28 31%	11 26%	7 26%	29 34%	- *	
Release information on how businesses can communicate to civil servants' details of any negative or unintended consequences relating to the new tariff schedules ahead of a No-Deal exit	50 26%	10 17%	14 27%	26 32%	40 30%	24 21%	- *	12 20%	5 20%	31 33%	17 20%	2 15%	- *	3 10%	42 31%	5 25%	37 28%	9 16%	4 50%	34 28%	9 17%	7 41%	5 13%	41 28%	4 44%	31 35%	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%	6 11%	1 12%	26 21%	12 23%	2 12%	13 34%	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%	28 21%	15 13%	- *	8 13%	4 16%	20 21%	12 14%	2 15%	1 20%	4 13%	27 20%	2 10%	29 22%	4 7%	1 12%	25 20%	7 13%	2 12%	6 16%	28 19%	- *	15 17%	13 30%	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%	- *	
Use all available communication channels to urge businesses and universities to sign up to UKRI's online portal for organizations currently in receipt of Horizon 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%	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%	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%	

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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(*)

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(*)

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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. of employees						Turnover						Impact of 'No deal' on business				Active steps taken to prepare for 'No deal'				Business - preparation for a 'No deal'				UK - preparation for a 'No deal'				Awareness of information or support 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 d	Yes, many/so me	No	DK/Refuse d	Prepared	Unprepar ed	DK/Refuse d	Prepared	Unprepar ed	DK/Refuse d	Aware of Informati on	Aware of support	Aware of informatio n and support	Not aware	DK		
(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)			
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		
A designated SME support service to provide and communicate support for SMEs such as on the introduction of tariffs and the extra administrative burdens of a no-deal exit	46 24%	28 47% CDEF*	13 25% DE*	5 6% *	18 14% D	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% R	15 27% *	1 12% **	27 22% U	17 32% *	2 12% **	8 21% *	35 24% *	3 33% **	18 20% *	12 28% *	6 22% **	22 26% *	- - **		
Updated technical notices for Brexit preparedness and a dedicated government helpline for business support	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% *	- - **		
Release information on how businesses can communicate to civil servants' details of any negative or unintended consequences relating to the new tariff schedules ahead of a No-Deal exit	19 10%	3 5% *	6 12% *	10 12% *	16 12% D	9 8% D	- - **	5 8% *	2 8% **	12 13% *	7 8% *	- - **	- - **	1 3% *	15 11% *	3 15% **	14 11% R	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% *	1 50% **		
Publish explicit details of any planned compensation, adjustment and assistance for companies badly affected by new trading arrangements 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% T*	9 17% T*	1 6% **	- - **	13 9% *	- - **	7 8% *	3 7% *	2 7% **	5 6% *	- - **		
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	12 6%	1 2% *	4 8% *	7 9% *	11 8% D	5 4% D	- - **	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 6% *	- - **	5 6% *	3 7% *	1 4% **	5 6% *	- - **		
Renew the direct marketing campaign for the EU Settlement Scheme to raise awareness in the run up to exit day	12 6%	2 3% *	3 6% *	7 9% *	10 8% D	5 4% D	- - **	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% *	- - **		
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	5 3%	2 3% *	1 2% *	2 2% *	3 2% D	3 3% D	- - **	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% *	- - **		
Use all available communication channels to urge businesses and universities to sign up to UKRI's online portal for organizations currently in receipt of Horizon 2020 funding	1 1%	1 2% *	- - *	- - *	- - *	1 1% D	- - **	1 2% *	- - **	- - *	1 1% *	- - **	- - **	- - **	1 1% *	- - **	- - *	1 2% *	- - **	- - *	- - *	1 6% **	- - *	1 1% *	- - **	- - *	- - *	- - *	- - *	1 1% *	- - **	
None of these	27 14%	8 13% *	10 19% *	9 11% *	19 14% D	18 16% D	- - **	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% *	1 50% **		
Don't know	16 8%	5 8% *	2 4% *	8 10% *	10 8% D	7 6% D	1 100% **	5 8% *	2 8% **	5 5% *	7 8% *	4 31% **	- - **	- - **	12 9% *	4 20% **	8 6% *	7 13% *	1 12% **	10 8% *	4 12% *	2 11% **	4 8% *	12 8% *	- - **	5 6% *	3 7% *	2 7% **	10 12% *	- - **		
Prefer not to say	2 1%	1 2% *	- - *	1 1% *	1 1% D	1 1% D	- - **	- - **	- - **	2 2% *	- - *	- - **	- - **	1 3% *	1 1% *	- - **	1 1% *	1 2% *	- - **	1 1% *	1 2% *	- - **	- - *	2 1% *	- - **	- - *	- - *	- - *	- - *	2 2% *	- - **	

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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(*)

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(*)

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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 employees						Turnover						Impact of 'No deal' on business						Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'			
	Total (A)	<50 (B)	50-249 (C)	250+ (D)	Net: 50+ (E)	Net: <250 (F)	DK/Refuse (G)	<5m (H)	5 - <25m (I)	25m+ (J)	Net: <25m (K)	DK/Refuse (L)	Positive (M)	No impact (N)	Negative (O)	DK/Refuse (P)	Yes, many/some (Q)	No (R)	DK/Refuse (S)	Prepared (T)	Unprepare d (U)	DK/Refuse (V)	Prepared (W)	Unprepare d (X)	DK/Refuse (Y)	Aware of information (Z)	Aware of support (a)	Aware of information and 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	
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	
A commitment to align with EU single market rules and standards for six months or more after a no deal exit	103 53%	27 45%	31 60%	44 55%	75 57%	58 52%	1 100%	29 48%	11 44%	54 57%	40 47%	9 69%	1 20%	5 16%	93 68%	4 20%	80 62%	19 35%	4 50%	62	33	8	13	88	2	51	25	18	45	-	
Temporary extension of freedom of movement/ a highly simplified immigration scheme for EU migrants	95 49%	24 40%	33 63%	37 46%	70 53%	57 51%	1 100%	26 43%	17 68%	44 46%	43 51%	8 62%	- -	10 32%	77 56%	8 40%	64 49%	26 47%	5 62%	53	31	11	13	81	1	47	16	11	42	1	
Begin preparations to immediately request an adequacy agreement on data with the EU if No-Deal occurs	92 48%	19 32%	26 50%	46 58%	72 55%	45 40%	1 100%	21 35%	14 56%	49 52%	35 41%	8 62%	1 20%	10 32%	69 50%	12 60%	72 55%	18 33%	2 25%	58	26	8	18	71	3	47	20	14	38	1	
Make a firm commitment as soon as possible to seek an arrangement as close as possible to membership of Horizon Europe even in the event of No-Deal	26 13%	9 15%	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	10	2	6	19	1	12	6	3	11	-	
Begin trials and drive up membership of UK IT systems to ensure companies are registered to be able 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	7	-	9	12	3	10	7	3	10	-	
Accelerate the provision of UK EORI numbers and VAT 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	4	1	5	9	1	8	6	3	4	-	
Ensure that planned IT systems are in place to replicate the functions of the EU's REACH scheme to minimize 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	3	-	2	9	-	6	3	2	4	-	
Renew and raise awareness of the Intermediaries Grant Scheme (IGS), a program to support businesses to upskill their staff in customs procedures	9 5%	6 10%	1 2%	2 2%	3 2%	7 6%	- -	5 8%	- -	3 3%	5 6%	1 8%	1 20%	- -	6 4%	2 10%	5 4%	3 5%	1 12%	4	3	2	2	7	-	4	3	2	4	-	
None of these	24 12%	12 20%	6 12%	6 8%	12 9%	18 16%	- -	13 22%	3 12%	8 8%	16 19%	- -	2 40%	10 32%	10 7%	2 10%	12 9%	10 18%	2 25%	18	4	2	7	14	3	9	6	3	11	1	
Don'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%	7 5%	3 15%	8 6%	6 11%	1 12%	12	2	1	4	10	1	6	2	1	8	-	
Prefer not to say	3 2%	1 2%	- -	2 2%	2 2%	1 1%	- -	- -	- -	3 3%	- -	- -	- -	1 3%	2 1%	- -	2 2%	1 2%	- -	2	1	-	1	2	-	1	1	1	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	46	14	26	120	5	73	34	22	65	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(*)

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(*)

19-067472-01
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 employees							Turnover					Impact of 'No deal' on business			Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'					
	Total	<50	50-249	250+	Net: 50+	Net: <250	DK/Refused	<5m	5 - <25m	25m+	Net: <25m	DK/Refused	Positive	No impact	Negative	DK/Refused	Yes, many/some	No	DK/Refused	Prepared	Unprepared	DK/Refused	Prepared	Unprepared	DK/Refused	Aware of information	Aware of support	Aware of information and support	Not aware	DK
	(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)
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
A commitment to align with EU single market rules and standards for six months or more after a no deal exit	58 30%	16 27%	19 37%	22 28%	41 31%	35 31%	1 100%	16 27%	5 20%	31 33%	21 25%	6 46%	- *	2 6%	53 39%	3 15%	45 35%	10 18%	3 38%	33 27%	19 36%	6 35%	10 26%	46 32%	2 22%	27 30%	14 33%	10 37%	27 31%	- *
Temporary extension of freedom of movement/ a highly simplified immigration scheme for EU migrants	40 21%	11 18%	13 25%	16 20%	29 22%	24 21%	- *	13 22%	7 28%	17 18%	20 24%	3 23%	- *	7 23%	28 20%	5 25%	24 18%	15 27%	1 12%	21 17%	13 25%	6 35%	3 8%	37 25%	- *	18 20%	5 12%	3 11%	19 22%	1 50%
Begin preparations to immediately request an adequacy agreement on data with the EU if No-Deal occurs	33 17%	5 8%	7 13%	21 26%	28 21%	12 11%	- *	6 10%	4 16%	22 23%	10 12%	1 8%	- *	5 16%	24 18%	4 20%	26 20%	6 11%	1 12%	26 21%	6 11%	1 6%	7 18%	23 16%	3 33%	18 20%	10 23%	5 19%	10 12%	- *
Make a firm commitment as soon as possible to seek an arrangement as close as possible to membership of Horizon Europe even in the event of No-Deal	8 4%	5 8%	2 4%	1 1%	3 2%	7 6%	- *	5 8%	- *	3 3%	5 6%	- *	2 40%	- *	4 3%	2 10%	6 5%	2 4%	- *	4 3%	3 6%	1 6%	2 5%	6 4%	- *	3 3%	1 2%	1 4%	5 6%	- *
Begin trials and drive up membership of UK IT systems to ensure companies are registered to be able to use simplified import procedures	6 3%	1 2%	3 6%	2 2%	5 4%	4 4%	- *	- *	4 16%	2 2%	4 5%	- *	1 20%	1 3%	4 3%	- *	3 2%	3 5%	- *	4 3%	2 4%	- *	3 8%	3 2%	- *	3 3%	1 2%	- *	2 2%	- *
Accelerate the provision of UK EORI numbers and VAT registration numbers	1 1%	- *	- *	1 1%	1 1%	- *	- *	- *	- *	1 1%	- *	- *	- *	- *	1 1%	- *	1 1%	- *	- *	1 1%	- *	- *	- *	1 1%	- *	1 1%	1 1%	1 1%	- *	- *
Renew and raise awareness of the Intermediaries Grant Scheme (IGS), a program to support businesses to 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%	- *
Ensure that planned IT systems are in place to replicate the functions of the EU's REACH scheme to minimize disruption to the importing of chemicals	1 1%	- *	- *	1 1%	1 1%	- *	- *	- *	- *	1 1%	- *	- *	- *	- *	1 1%	- *	1 1%	- *	- *	1 1%	- *	- *	- *	1 1%	- *	1 1%	- *	- *	- *	- *
None of these	24 12%	12 20%	6 12%	6 8%	12 9%	18 16%	- *	13 22%	3 12%	8 8%	16 19%	- *	2 40%	10 32%	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%	1 50%
Don't know	18 9%	8 13%	2 4%	8 10%	10 8%	10 9%	- *	6 10%	2 8%	7 7%	8 9%	3 23%	- *	5 16%	9 7%	4 20%	9 7%	8 15%	1 12%	13 11%	4 8%	1 6%	5 13%	12 8%	1 11%	8 9%	4 9%	3 11%	9 10%	- *
Prefer 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%	- *

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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(*)

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(*)

19-067472-01
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

	Total	No. of employees						Turnover						Impact of 'No deal' on business						Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'			
		<50	50-249	250+	Net: 50+	Net: <250	DK/Refused	<5m	5 - <25m	25m+	Net: <25m	DK/Refused	Positive	No impact	Negative	DK/Refused	Yes, many/some	No	DK/Refused	Prepared	Unprepared	DK/Refused	Prepared	Unprepared	DK/Refused	Aware of information	Aware of support	Aware of information and support	Not aware	DK		
	(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)		
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 10%	20 33% CDEF*	- - *	- - *	- - *	20 18% CDE	- - **	20 33% JK*	- - **	- - *	20 24% J*	- - **	- - **	8 26% O*	12 9% -	- - **	7 5% -	12 22% Q*	1 12% **	10 8% -	6 11% *	4 24% **	3 8% *	16 11% **	1 11% **	3 3% *	1 2% *	- - **	16 19% Za*	- - **		
Small (10 – 49 employees)	40 21%	40 67% CDEF*	- - *	- - *	- - *	40 36% CDE	- - **	32 53% JK*	5 20% **	1 1% *	37 44% J*	2 15% **	2 40% **	6 19% *	27 20% **	5 25% **	18 14% -	20 36% Q*	2 25% **	16 13% -	20 38% T*	4 24% **	6 16% *	32 22% **	2 22% **	15 17% *	8 19% *	6 22% **	22 26% *	1 50% **		
Medium (50 – 249 employees)	52 27%	- - *	52 100% BDEF*	- - *	52 39% BD	52 46% BD	- - **	7 12% *	20 80% **	24 25% H*	27 32% H*	1 8% **	2 40% **	6 19% *	40 29% **	4 20% **	34 26% -	17 31% *	1 12% **	26 21% -	21 40% T*	5 29% **	9 24% *	42 29% **	1 11% **	17 19% *	10 23% *	4 15% **	28 33% Z*	1 50% **		
Large (250+ employees)	80 41%	- - *	- - *	80 100% BCEF*	80 61% BCF	- - **	- - **	1 2% *	- - **	70 74% HK*	1 1% *	9 69% **	1 20% **	11 35% *	57 42% **	11 55% **	70 54% R	6 11% *	4 50% **	70 57% U	6 11% *	4 24% **	20 53% *	55 38% **	5 56% **	54 61% c*	24 56% c*	17 63% **	19 22% *	- - **		
Don't know	- -	- - *	- - *	- - *	- - -	- - -	- - **	- - *	- - **	- - *	- - *	- - **	- - **	- - *	- - -	- - **	- - -	- - *	- - **	- - -	- - *	- - **	- - *	- - **	- - *	- - **	- - *	- - **	- - *	- - **		
Prefer not to say	1 1%	- - *	- - *	- - *	- - -	- - -	1 100% **	- - *	- - **	- - *	- - *	1 8% **	- - **	- - *	1 1% -	- - **	1 1% -	- - *	- - **	1 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(*)
 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(*)

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

	No. of employees							Turnover					Impact of 'No deal' on business					Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'			
	Total	<50	50-249	250+	Net: 50+	Net: <250	DK/Refused	<5m	5 - <25m	25m+	Net: <25m	DK/Refused	Positive	No impact	Negative	DK/Refused	Yes, many/some	No	DK/Refused	Prepared	Unprepared	DK/Refused	Prepared	Unprepared	DK/Refused	Aware of information	Aware of support	Aware of information and support	Not aware	DK
	(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)
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
Under £5 million	60 31%	52 87% CDEF*	7 13% DE*	1 1% *	8 6% D	59 53% CDE	- - **	60 100% JK*	- - **	- - *	16 71% J*	- - **	3 60% **	13 42% *	39 28% *	5 25% **	25 19% Q*	33 60% Q*	2 25% **	28 23% *	24 45% T*	8 47% **	11 29% *	46 32% *	3 33% **	17 19% *	10 23% *	5 19% **	37 43% 2a*	1 50% **
£5 million – under £10 million	16 8%	3 5% D*	13 25% BDEF*	- - *	13 10% D	16 14% BD	- - **	- - *	16 64% **	- - *	16 19% HJ*	- - **	1 20% **	- - *	12 9% *	3 15% **	9 7% HJ*	7 13% *	- - **	5 4% *	8 15% T*	3 18% **	3 8% *	13 9% *	- - **	7 8% *	2 5% *	1 4% **	7 8% *	1 50% **
£10 million – under £25 million	9 5%	2 3% *	7 13% DE*	- - *	7 5% D	9 8% BD	- - **	- - *	9 36% **	- - *	9 11% HJ*	- - **	- - **	2 6% *	7 5% *	- - **	5 4% *	4 7% *	- - **	4 3% *	5 9% *	- - **	1 3% *	7 5% *	1 11% **	1 1% *	- - **	- - **	8 9% 2a*	- - **
£25 million – under £50 million	16 8%	1 2% *	10 19% BDEF*	5 6% *	15 11% BD	11 10% B	- - **	- - *	- - **	16 17% HK*	- - **	- - **	- - **	4 13% *	10 7% *	2 10% **	10 8% *	5 9% *	1 12% **	10 8% *	5 9% *	1 6% **	2 5% *	14 10% *	- - **	9 10% *	5 12% *	4 15% **	6 7% *	- - **
£50 million – under £100 million	17 9%	- - *	11 21% BDEF*	6 8% B*	17 13% BD	11 10% B	- - **	- - *	- - **	17 18% HK*	- - **	- - **	- - **	4 13% *	12 9% *	1 5% **	16 12% R	- - *	1 12% **	15 12% *	2 4% *	- - **	3 8% *	14 10% *	- - **	8 9% *	3 7% *	2 7% **	8 9% *	- - **
£100 million – under £250 million	7 4%	- - *	1 2% *	6 8% BF*	7 5% F	1 1% *	- - **	- - *	- - **	7 7% HK*	- - **	- - **	- - **	2 6% *	5 4% *	- - **	5 4% *	2 4% *	- - **	5 4% *	2 4% *	- - **	- - *	7 5% *	- - **	3 3% *	3 7% *	1 4% **	2 2% *	- - **
£250 million – under £500 million	9 5%	- - *	1 2% *	8 10% BF*	9 7% BCF	1 1% *	- - **	- - *	- - **	9 9% HK*	- - **	- - **	1 20% **	2 6% *	6 4% *	- - **	7 5% *	2 4% *	- - **	7 6% *	2 4% *	- - **	3 8% *	6 4% *	- - **	5 6% *	1 2% *	1 4% **	4 5% *	- - **
£500 million or more	46 24%	- - *	1 2% *	45 56% BCEF*	46 35% BCF	1 1% *	- - **	- - *	- - **	46 48% HK*	- - **	- - **	- - **	4 13% *	35 26% *	7 35% **	45 35% R	- - *	1 12% **	43 35% U	2 4% *	1 6% **	11 29% *	30 21% *	5 56% **	33 37% c*	18 42% c*	13 48% **	8 9% *	- - **
Don't know	1 1%	- - *	- - *	1 1% *	1 1% *	- - **	- - **	- - *	- - **	- - *	1 8% **	- - **	- - **	- - *	- - **	1 5% **	- - *	- - *	1 12% **	- - *	1 2% *	- - **	- - *	1 1% *	- - **	1 1% *	- - **	- - **	- - **	- - **
Prefer not to say	12 6%	2 3% *	1 2% *	8 10% F*	9 7% C	3 3% **	1 100% **	- - *	- - **	- - *	- - **	12 92% **	- - **	- - *	11 8% *	1 5% **	8 6% *	2 4% *	2 25% **	6 5% *	2 4% *	4 24% **	4 11% *	8 5% *	- - **	5 6% *	1 2% *	- - **	6 7% *	- - **

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Overlap formulae used

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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(*)

19-067472-01
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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

	Total	No. of employees					Turnover					Impact of 'No deal' on business					Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'					
		<50	50-249	250+	Net: 50+	Net: <250	DK/Refused	<5m	5 - <25m	25m+	Net: <25m	DK/Refused	Positive	No impact	Negative	DK/Refused	Yes, many/some	No	DK/Refused	Prepared	Unprepared	DK/Refused	Prepared	Unprepared	DK/Refused	Aware of information	Aware of support	Aware of information and support	Not aware	DK	
	(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)	
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% BF*	15 19% BF*	23 17% BF	10 9% B	- - **	- - *	2 8% **	20 21% HK*	2 2% H*	3 23% **	- - **	1 3% *	22 16% *	2 10% **	23 18% R	1 2% *	1 12% **	19 15%	4 8% *	2 12% **	6 16% *	18 12% **	1 11% **	18 20% c*	10 23% c*	8 30% **	5 6% *	- - **	
Primarily focused on the provision of digital services	64 33%	25 42% *	13 25% *	26 32% *	39 30%	38 34%	- - **	22 37% *	8 32% **	31 33% *	30 35% *	3 23% **	1 20% **	13 42% *	43 31% *	7 35% **	46 35%	17 31% *	1 12% **	39 32%	19 36% *	6 35% **	11 29% *	50 34% **	3 33% **	29 33% *	10 23% *	6 22% **	29 34% *	2 100% **	
Primarily focused on the design and development of software	41 21%	16 27% D*	15 29% DE*	10 12% *	25 19% D	31 28% DE	- - **	19 32% J*	10 40% **	11 12% *	29 34% J*	1 8% **	2 40% **	9 29% *	26 19% *	4 20% **	17 13%	21 38% Q*	3 38% **	23 19%	12 23% *	6 35% **	8 21% *	31 21% **	2 22% **	12 13% *	4 9% *	2 7% **	27 31% Za*	- - **	
An equal mix of products, services and software	54 28%	13 22% *	15 29% *	25 31% *	40 30%	28 25%	1 100% **	15 25% *	5 20% **	29 31% *	20 24% *	5 38% **	2 40% **	6 19% *	40 29% *	6 30% **	37 28%	14 25% *	3 38% **	35 28%	17 32% *	2 12% **	13 34% *	39 27% **	2 22% **	27 30% *	18 42% c*	11 41% **	20 23% *	- - **	
Don't know	1 1%	1 2% *	- - *	- - *	- - *	1 1%	- - **	1 2% *	- - **	- - *	1 1%	- - **	- - **	1 3% O*	- - **	- - **	- - **	1 2% *	- - **	1 1%	- - **	- - **	- - **	1 1%	- - **	- - **	- - **	- - **	1 1%	- - **	- - **
Prefer not to say	8 4%	3 5% *	1 2% *	4 5% *	5 4%	4 4%	- - **	3 5% *	- - **	4 4% *	3 4% *	1 8% **	- - **	1 3% *	6 4% *	1 5% **	7 5%	1 2% *	- - **	6 5%	1 2% *	1 6% **	- - **	7 5% **	1 11% **	3 3% *	1 2% *	- - **	4 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

*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(*)*

19-067472-01
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

	No. of employees							Turnover					Impact of 'No deal' on business			Active steps taken to prepare for 'No deal'			Business - preparation for a 'No deal'			UK - preparation for a 'No deal'			Awareness of information or support for a 'No deal'					
	Total	<50	50-249	250+	Net: 50+	Net: <250	DK/Refused	<5m	5 - <25m	25m+	Net: <25m	DK/Refused	Positive	No impact	Negative	DK/Refused	Yes, many/some	No	DK/Refused	Prepared	Unprepared	DK/Refused	Prepared	Unprepared	DK/Refused	Aware of information	Aware of support	Aware of information and support	Not aware	DK
	(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)
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 9%	7 12% *	7 13% D*	3 4% *	10 8% D	14 12% D	- - **	7 12% *	4 16% **	5 5% *	11 13% *	1 8% **	- - **	- - *	16 12% N	1 5% **	10 8% *	6 11% *	1 12% **	7 6% *	9 17% T*	1 6% **	1 3% *	16 11% *	- - **	8 9% *	3 7% *	3 11% **	9 10% *	- - **
Mainly located in non-EU countries	7 4%	2 3% *	1 2% *	4 5% *	5 4% *	3 3% *	- - **	3 5% *	- - **	4 4% *	3 4% *	- - **	1 20% **	1 3% *	3 2% *	2 10% **	5 4% *	2 4% *	- - **	6 5% *	1 2% *	- - **	4 11% X*	3 2% *	- - **	4 4% *	1 2% *	- - **	2 2% *	- - **
Mainly in the UK	100 52%	41 68% DE*	29 56% DE*	30 38% *	59 45% D	70 62% DE	- - **	40 67% J*	17 68% **	41 43% *	57 67% J*	2 15% **	2 40% **	23 74% O*	66 48% *	9 45% **	55 42% *	42 76% Q*	3 38% **	56 46% *	32 60% *	12 71% **	17 45% *	77 53% *	6 67% **	44 49% *	20 47% *	13 48% **	47 55% *	2 100% **
Our business activity is spread reasonably evenly across more than one of these areas	68 35%	10 17% *	15 29% *	42 52% BCEF*	57 43% BCF	25 22% *	1 100% **	10 17% *	4 16% **	44 46% HK*	14 16% *	10 77% **	2 40% **	7 23% *	52 38% *	7 35% **	59 45% R	5 9% *	4 50% **	53 43% U	11 21% *	4 24% **	16 42% *	49 34% *	3 33% **	33 37% *	19 44% *	11 41% **	27 31% *	- - **
Don't know	- -	- - *	- - *	- - *	- - *	- - *	- - **	- - *	- - **	- - *	- - *	- - **	- - **	- - *	- - *	- - **	- - *	- - *	- - **	- - *	- - *	- - **	- - *	- - **	- - **	- - *	- - *	- - **	- - *	- - **
Prefer not to say	1 1%	- - *	- - *	1 1% *	1 1% *	- - *	- - **	- - *	- - **	1 1% *	- - *	- - **	- - **	- - *	- - *	1 5% **	1 1% *	- - *	- - **	1 1% *	- - *	- - **	- - *	1 1% *	- - **	- - *	- - *	- - **	1 1% *	- - **

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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(*)

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