

List of DMP Questions (2016 to September 2024)

Sales and Price

A.1a	Annual % growth in SALES REVENUE over the past year
	Looking back over the past year from the third quarter of 2016 (July - September), by what % amount has your SALES REVENUE changed since the same quarter a year ago (July - September 2015)?
A.1b	Annual growth in SALES REVENUE over the past year by industry
	Looking back over the past year from the third quarter of 2016 (July - September), by what % amount has your SALES REVENUE changed since the same quarter a year ago (July - September 2015)?
A.2a	Average probability assigned to annual % growth in SALES REVENUE over the next year
	Looking a year ahead from the last quarter (July - September 2016), by what % amount do you expect your SALES REVENUE to have changed in each of the following scenarios? (with five scenarios provided) (i) lowest, (ii) low, (iii) middle, (iv) high, (v) highest.
A.2b	Average expected annual growth in SALES REVENUE over the next year by industry
	Looking a year ahead from the last quarter (July - September 2016), by what % amount do you expect your SALES REVENUE to have changed in each of the following scenarios? (with five scenarios provided) (i) lowest, (ii) low, (iii) middle, (iv) high, (v) highest.
A.3a	Annual % growth in AVERAGE PRICES over the past year
	Looking back, from 12 months ago to now, what was the approximate % change in the AVERAGE PRICE you charge, considering all products and services? Quarterly averages are provided.
A.3b	Annual growth in AVERAGE PRICES over the past year by industry
	Looking back, from 12 months ago to now, what was the approximate % change in the AVERAGE PRICE you charge, considering all products and services? Quarterly averages are provided. Due to insufficient number of observations some values were suppressed.
A.4a	Average probability assigned to annual % growth in AVERAGE PRICES over the next year
	Looking ahead, from now to 12 months from now, what approximate % change in your AVERAGE PRICE would you assign to each of the following scenarios? (with five scenarios: lowest, low, middle, high, highest provided) and please assign a percentage likelihood (probability) to the % changes in your AVERAGE PRICES you entered.
A.4b	Average expected annual growth in AVERAGE PRICES over the next year by industry
	Looking ahead, from now to 12 months from now, what approximate % change in your AVERAGE PRICE would you assign to each of the following scenarios? (with five scenarios: lowest, low, middle, high, highest provided)
A.5	How firms set prices
	Which of the following best describes how your business usually sets prices? (i) Mostly change prices in response to specific events (e.g., changes in costs or demand), (ii) Mostly change prices at fixed intervals (eg once a year or once a quarter, etc).
A.6a- A.6e	<i>Frequency of price changes</i> Approximately, how often did your prices change in each of the following years? (2019, 2022, 2023, 2024 and 2025) (i) Daily, (ii) Weekly, (iii) Monthly, (iv) Quarterly, (v) Half-yearly, (vi) Annually, (vii) Prices did not change.
A.7	Importance of competitors' prices for own pricing decisions
	How important are aggregate CPI inflation and your competitors' prices as influences on your current pricing decisions? (i) Not important, (ii) One of many factors, (iii) In top 3 factors, (iv) Most important.
A.8a	Expected price response to a hypothetical sales volume shock
	Suppose that your business's sales volume over the next 12 months is X per cent higher/lower than you currently expect. How would that affect the average price that you charge, relative to what you currently expect? The sales growth surprise, X, is randomised to 5, 10, 15 or 20 and participants are asked to select from: (i) Average price higher, (ii) No impact, (iii) Average price lower, (iv) Not applicable – my organisation does not charge regular prices.
A.8b	Average expected percentage change in prices in response to a hypothetical sales volume shock
	Suppose that your business's sales volume over the next 12 months is X per cent higher/lower than you currently expect. Please provide an estimate in percentage terms of how much higher/lower your average price would be, relative to what you currently expect. The sales growth surprise, X, is randomised to 5, 10, 15 or 20.
A.9	Categorisation of sales revenues
	Approximately, what percentage of your total sales revenue fell into the following categories in 2023? (i) Domestic sales to UK households, (ii) Domestic sales to other UK businesses, (iii) Domestic sales to UK government, (iv) Exports to EU countries, (v) Exports to non-EU countries.

Employment Wages and Costs

	Annual % growth in EMPLOYMENT over the past year
B.1a	Looking back 12 months ago how many EMPLOYEES did your business have then? and How many people does your business currently EMPLOY (including part-time)? Quarterly averages are provided. Growth rates in this table refer to the difference between current and past level of employment as a percentage of their average value.
	Annual growth in EMPLOYMENT over the past year by industry
B.1b	Looking back 12 months ago how many EMPLOYEES did your business have then? and How many people does your business currently EMPLOY (including part-time)?
	Average probability assigned to annual % growth in EMPLOYMENT over the next year
B.2a	How many people does your business currently EMPLOY (including part-time)?, Looking ahead, 12 months from now, how many EMPLOYEES would your business have in each of the following scenarios?" (with five scenarios provided) (i) lowest, (ii) low, (iii) middle, (iv) high, (v) highest.
	Average expected annual growth in EMPLOYMENT over the next year by industry
B.2b	How many people does your business currently EMPLOY (including part-time)?, and Looking ahead, 12 months from now, how many EMPLOYEES would your business have in each of the following scenarios? (with five scenarios provided) (i) lowest, (ii) low, (iii) middle, (iv) high, (v) highest.
	Annual % growth in WAGES over the past year
B.3a	Looking back, from 12 months ago to now, what was the approximate % change in your AVERAGE WAGE per employee?
	Annual % growth in WAGES over the past year by industry
B.3b	Looking back, from 12 months ago to now, what was the approximate % change in your AVERAGE WAGE per employee?
	Average probability assigned to annual % growth in WAGES over the next year
B.4a	Looking ahead, from now to 12 months from now, what approximate % change in your AVERAGE WAGE per employee would you assign to each of the following scenarios? (with five scenarios provided) (i) lowest, (ii) low, (iii) middle, (iv) high, (v) highest.
	Average expected annual growth in WAGES over the next year by industry
B.4b	Looking ahead, from now to 12 months from now, what approximate % change in your AVERAGE WAGE per employee would you assign to each of the following scenarios?" (with five scenarios provided) (i) lowest, (ii) low, (iii) middle, (iv) high, (v) highest.
	Frequency of wage changes
B.5	How often did you change/do you expect to change the wages of a typical employee in your business in each of the following years? (2019, 2023, and 2024) (i) Once a year, (ii) Twice a year, (iii) More than twice a year, (iv) Wages did not change/not expected to change.
	Month(s) of the year when wages are typically changed
B.6	For 2024, in which month/s of the year do you expect the wages for a typical employee to change? (i) January, (ii) February, (iii) March, (iv) April, (v) May, (vi) June, (vii) July, (viii) August, (ix) September, (x) October, (xi) November, (xii) December
	Percentage of employees paid at the compulsory National Living Wage/National Minimum Wage
B.7a	Approximately, what percentage of your employees were paid at the compulsory National Living Wage/National Minimum Wage in each of the following periods? Participants provide estimates for now (2024 Q2), one year ago, and three years ago.
	Percentage of employees paid at or within £2 an hour of the of the compulsory National Living Wage/National Minimum Wage
B.7b	Approximately, what percentage of your employees were paid at or within £2 an hour of the compulsory National Living Wage/National Minimum Wage in each of the following periods? Participants provide estimates for now (2024 Q2), one year ago, and three years ago
	Importance of wage growth for current pricing decisions
B.8	How important is wage growth in your business as an influence on your current pricing decisions? (i) Most important factor, (ii) In top 3 most important factors, (iii) One of many factors, (iv) Not important (v) Not applicable – my organisation does not charge regular prices.
	Average % growth in UNIT COSTS over the past year
B.9a	Looking back, from 12 months ago to now, what has been the approximate % change in the AVERAGE UNIT COSTS of your business?
	Average growth in UNIT COSTS over the past year by industry
B.9b	Looking back, from 12 months ago to now, what has been the approximate % change in the AVERAGE UNIT COSTS of your business?
B.10a	Average probability assigned to annual % growth in UNIT COSTS over the next year

	Looking ahead, from now to 12 months from now, what approximate % change in your AVERAGE UNIT COSTS would you expect in each of the following scenarios? (with five scenarios provided) (i) lowest % change, (ii) low % change, (iii) middle % change, (iv) high % change, (v) high % change.
<i>B.10b</i>	Average expected annual growth in UNIT COSTS over the next year by industry Looking ahead, from now to 12 months from now, what approximate % change in your AVERAGE UNIT COSTS would you expect in each of the following scenarios? (with five scenarios provided) (i) lowest % change, (ii) low % change, (iii) middle % change, (iv) high % change, (v) high % change.
<i>B.11a</i>	Expected price response to a hypothetical unit cost shock Suppose that your business's unit costs over the next 12 months is X per cent higher/lower than you currently expect. How would that affect the average price that you charge, relative to what you currently expect? The cost growth surprise, X, is randomised to 5, 10, 15 or 20 and participants are asked to select from: (i) Average price higher, (ii) No impact, (iii) Average price lower, (iv) Not applicable – my organisation does not charge regular prices.
<i>B.11b</i>	Average expected percentage change in prices in response to a hypothetical unit cost shock Suppose that your business's unit costs over the next 12 months is X per cent higher/lower than you currently expect. Please provide an estimate in percentage terms of how much higher/lower your average price would be, relative to what you currently expect. The cost growth surprise, X, is randomised to 5, 10, 15 or 20.
<i>B.12</i>	Categorisation of total costs Approximately, what percentage of your total costs (including labour costs) was accounted for by goods and services imported from EU and non-EU countries in 2023? And what percentage of total costs was domestically generated? (i) Percentage of total costs that were imports from EU countries, (ii) Percentage of total costs that were imports from non-EU countries, (iii) Percentage of total costs that were domestic.
<i>B.13</i>	Difficulty associated with hiring new employees Are you finding it easier or harder than normal to recruit new employees at the moment? (i) Much easier, (ii) A little easier, (iii) About normal, (iv) A little harder, (v) Much harder, (vi) Not applicable – not recruiting at the moment.

Investment

<i>C.1a</i>	Annual % growth in CAPITAL EXPENDITURE over the past year In the last quarter (July - September 2016), what was the approximate sterling value of your CAPITAL EXPENDITURE (in £, THOUSANDS)? and Looking back over the past year, what was the approximate sterling value of your CAPITAL EXPENDITURE in the same quarter a year ago (July - September 2015) (in £, THOUSANDS)?
<i>C.1b</i>	Average expected annual growth in CAPITAL EXPENDITURE over the past year by industry In the last quarter (July - September 2016), what was the approximate sterling value of your CAPITAL EXPENDITURE (in £, THOUSANDS)? and Looking back over the past year, what was the approximate sterling value of your CAPITAL EXPENDITURE in the same quarter a year ago (July - September 2015) (in £, THOUSANDS)?
<i>C.2a</i>	Average probability assigned to annual % growth in CAPITAL EXPENDITURE over the next year In the last quarter (July - September 2016), what was the approximate sterling value of your CAPITAL EXPENDITURE (in £, THOUSANDS)?, Looking a year ahead from the last quarter (July - September 2016), what would be the approximate sterling value of CAPITAL EXPENDITURE you expect for the same quarter (July – September 2017) in each of the following scenarios? (with five scenarios provided) (i) lowest, (ii) low, (iii) middle, (iv) high, (v) highest.
<i>C.2b</i>	Average expected annual growth in CAPITAL EXPENDITURE over the next year by industry In the last quarter (July - September 2016), what was the approximate sterling value of your CAPITAL EXPENDITURE (in £, THOUSANDS)?, Looking a year ahead from the last quarter (July - September 2016), what would be the approximate sterling value of CAPITAL EXPENDITURE you expect for the same quarter (July – September 2017) in each of the following scenarios? (with five scenarios provided) (i) lowest, (ii) low, (iii) middle, (iv) high, (v) highest.
<i>C.3</i>	Frequency of reviewing investment decisions How frequently do you typically review investment decisions in your business? (i) At least once a month, (ii) Once a quarter, (iii) Once every six months, (iv) Once a year, (v) Less than once a year, (vi) Don't know/not applicable – my business does not typically make any capital investments.
<i>C.4</i>	Time it takes to incur expenditures from the investment decision Once your business has decided to make a capital investment, how long would it typically take from the decision being made to the expenditure being incurred?: (i) A month or less, (ii) >1 to 3 months, (iii) >3 to 6 months, (iv) >6 months to 1 year, (v) >1 year to 2 years, (vi) >2 years, (vii) Don't know/not applicable.
<i>C.5a</i>	Impact of availability of internal finance on capital expenditure

	Are any of the following factors are likely to (wholly or partly) constrain the capital expenditure of your business over the next year? Internal finance, external finance, and cost of finance. (i) Yes, (ii) No.
C.5b	Impact of availability of external finance on capital expenditure
	Are any of the following factors are likely to (wholly or partly) constrain the capital expenditure of your business over the next year? Internal finance, external finance, and cost of finance. (i) Yes, (ii) No.
C.5c	Impact of cost of finance on capital expenditure
	Are any of the following factors are likely to (wholly or partly) constrain the capital expenditure of your business over the next year? Internal finance, external finance, and cost of finance. (i) Yes, (ii) No.
C.6	Sources of finance for capital expenditure
	How does your business typically finance its capital expenditure? (i) Internal cashflow/cash reserves, (ii) Bank borrowing, (iii) Bond finance, (iv) Equity finance, (v) Other, (vi) The business does not make capital investments.
C.7a- C.7c	Required rate of returns on new investment projects
	Does your business set an investment hurdle rate? (i) yes, (ii) no. If you set an investment hurdle rate, i.e. target rate for the total rate of return required on investment expenditure, what was it in each of the following periods? (2018, 2021 and now (2024 Q1)) (i) 0 to 7.5% (ii) >7.5 to 12.5% (iii) >12.5 to 17.5% (iv) >17.5% to 22.5% (v) >22.5% (vi) Do not set a hurdle rate/Don't know.
C.8	Timing of the last change in the investment rate hurdle
	Approximately, when did your business last change the investment hurdle rate that it sets? (i) Within the last 6 months, (ii) >6 months to 12 months, (iv) >1 year to 2 years, (v) >2 years to 3 years (vi) >3 years to 5 years (vii) >5 years to 10 years (viii) More than 10 years ago (ix) Don't know.
C.9	Required rate of returns on new investment projects
	If you set an investment hurdle rate, i.e. target rate for the total rate of return required on investment expenditure, what is it, at present (2018 Q2)? (With the total rate of return on investment including all costs of funds and depreciation). (i) 0-5%, (ii) 5-10%, (iii) 10-15%, (iv) 15-20%, (v) 20% or more, (vi) Don't know/not applicable.
C.10	Timing of the last change in the investment rate hurdle
	Approximately, when did your business last change the investment hurdle rate that it sets? (i) Within the last 6 months, (ii) >6 months to 12 months, (iv) >1 year to 2 years, (v) >2 years to 3 years (vi) >3 years to 5 years (vii) >5 years to 10 years (viii) More than 10 years ago (ix) Don't know.
C.11	Approach taken to making investment decisions
	What best describes the approach that your business takes to making the majority of its investment decisions? (i) Investment takes place if the net present value of investment is positive, (ii) Investment takes place if discounted cash-flow exceeds current cost of capital, (iii) Set a target payback period for the investment, (iv) Replace capital items at fixed intervals, (v) Set a fixed investment budget and spend it (vi) Other (please state).
C.12a- C.12d	Types of uncertainty influencing UK investment decisions
	How important are the following types of uncertainty in influencing the current UK investment decisions of your business? <i>For each select from: Not important/One of many drivers of uncertainty/One of the top two or three drivers of uncertainty for our business/The largest current source of uncertainty for our business.</i> (i) Uncertainty around the Brexit process, (ii) All other political uncertainty, (iii) Domestic economic uncertainty (domestic demand in your sector), (iv) Global economic uncertainty (global demand in your sector), (v) Firm specific sources of uncertainty.
C.13a	Expected overall increase in level of total capital expenditure due to the changes in corporate taxes announced in the March 2021 budget
	Do you expect the corporate tax changes announced in the March 2021 Budget to affect your capital expenditure for the period between April 2021 and March 2023? Please provide an estimate in percentage terms of how much higher/lower you expect the level of your total capital expenditure (including plant, machinery, structures, software etc) to be between April 2021 and March 2023.
C.13b	Expected increase in level of total capital expenditure that will be brought forward
	How much of this higher capital expenditure between April 2021 and March 2023 do you expect will be brought forward from future years after March 2023, as opposed to an increase in the long-run total?
C.14a	Expected impact of changes in capital allowance announced in the March 2023 budget on capital expenditure over the next three years
	Do you expect the changes to capital allowances announced in the March 2023 Budget to affect your capital expenditure for the three years between April 2023 to March 2026? (i) Level of expenditure higher, (ii) No change, (iii) Level of expenditure lower.
C.14b	Average expected percentage change in capital expenditure due to the change in the capital allowance announced in the March 2023 budget

	Please provide an estimate in percentage terms of how much higher/lower you expect the level of your total capital expenditure (including plant, machinery, structures, software etc) to be, on average, between April 2023 to March 2026.
C.15a	Expected impact of changes in capital allowance announced in the November 2023 Autumn Statement on capital expenditure over the next three years
	Do you expect the changes to capital allowances announced in the November 2023 Autumn Statement to affect your capital expenditure, both over the two years to March 2026 and over the following two years after that? (i) Level of expenditure higher, (ii) No change, (iii) Level of expenditure lower.
C.15b	Average expected percentage change in capital expenditure due to the change in capital allowance announced in the November 2023 Autumn Statement
	Do you expect the changes to capital allowances announced in the November 2023 Autumn Statement to affect your capital expenditure, both over the two years to March 2026 and over the following two years after that? Please provide an estimate in percentage terms of how much higher/lower you expect the level of your total capital expenditure (including plant, machinery, structures, software etc) to be, on average, in each period.
C.16	Sources of finance for capital expenditure
	How does your business typically finance its capital expenditure? (i) Internal cashflow/cash reserves, (ii) Bank borrowing, (iii) Bond finance, (iv) Equity finance, (v) Other, (vi) The business does not make capital investments.

Main Uncertainty Questions

D.1	Measure of uncertainty: standard deviation of expected values across companies
	<i>Sales growth</i> is based on two questions, Looking a year ahead from the last quarter, by what % amount do you expect your SALES REVENUE to have changed in each of the following scenarios? (with five scenarios provided) (i) highest, (ii) high, (iii) middle, (iv) low, (v) lowest. and Please assign a percentage likelihood (probability) to the % changes in SALES REVENUE you entered (values should sum to 100%)?. <i>Employment growth</i> is based on two questions, Looking ahead, 12 months from now, how many EMPLOYEES would your business have in each of the following scenarios? (with five scenarios provided) (i) highest, (ii) high, (iii) middle, (iv) low, (v) lowest and Please assign a percentage likelihood (probability) to the NUMBER OF EMPLOYEES you entered. <i>Price growth</i> is based on two questions Looking ahead, from now to 12 months from now, what approximate % change in your AVERAGE PRICE would you assign to each of the following scenarios? (with five scenarios provided) (i) highest, (ii) high, (iii) middle, (iv) low, (v) lowest) and Please assign a percentage likelihood (probability) to the % changes in your AVERAGE PRICES you entered.
D.2	Measure of uncertainty: average expected standard deviation within companies
	<i>Sales growth</i> is based on two questions, Looking a year ahead from the last quarter, by what % amount do you expect your SALES REVENUE to have changed in each of the following scenarios?" (with five scenarios provided; i) highest, ii) high, iii) middle, iv) low, v) lowest) and "Please assign a percentage likelihood (probability) to the % changes in SALES REVENUE you entered (values should sum to 100%)?" <i>Employment growth</i> is based on two questions, "Looking ahead, 12 months from now, how many EMPLOYEES would your business have in each of the following scenarios?" (with five scenarios provided; i) highest, ii) high, iii) middle, iv) low, v) lowest) and "Please assign a percentage likelihood (probability) to the NUMBER OF EMPLOYEES you entered." <i>Price growth</i> are based on two questions "Looking ahead, from now to 12 months from now, what approximate % change in your AVERAGE PRICE would you assign to each of the following scenarios?" (with five scenarios provided; i) highest, ii) high, iii) middle, iv) low, v) lowest) and "Please assign a percentage likelihood (probability) to the % changes in your AVERAGE PRICES you entered". Values in other columns refer to later periods.
D.3	Overall level of uncertainty
	How would you rate the overall level of uncertainty facing <u>your business at the moment</u> ? (i) Very high – very hard to forecast future sales, (ii) High – hard to forecast future sales, (iii) Medium – future sales can be approximately forecasted, (iv) Low – future sales can be accurately forecasted, (v) Very low – future sales can be very accurately forecasted.

Special Questions – CPI Inflation

E.1	CPI inflation expectations
	As a percentage, what do you think is the current annual CPI inflation rate in the UK? and What do you think the annual CPI inflation rate will be in the UK, one year from now and three years from now?
E.2	Importance of CPI inflation for own pricing decisions
	How important are aggregate CPI inflation and your competitors' prices as influences on your current pricing decisions? (i) Not important, (ii) One of many factors, (iii) In top 3 factors, (iv) Most important.

Special Questions – Borrowing Rates

	Effective interest rates
F.1	What is the approximate AVERAGE ANNUALISED INTEREST RATE on the interest-bearing borrowing that your business has, both now and at the end of 2021? And what do you expect the average interest rate to be a year from now?
	Impact of higher interest rates on capital expenditure
F.2a	Holding other factors constant, how do you expect changes in interest rates to affect the capital expenditure of your business over the next year? (i) Level of capital expenditure higher, (ii) Level of capital expenditure lower, (iii) No impact, (iv) Don't know.
	Impact of higher interest rates on capital expenditure
F.2b	Holding other factors constant, how do you expect changes in interest rates to affect the capital expenditure of your business over the next year? Please provide an estimate in percentage terms of how much higher/lower you expect the level of your total capital expenditure to be over the next year.
	Impact of changing interest rates since 2021 on capital expenditure in 2023 Q3
F.3a	Holding other factors constant, what is your best estimate of the impact of changes in interest rates since the end of 2021 on the CAPITAL EXPENDITURE of your business in each of the following periods? (i) Level of capital expenditure higher, (ii) Level of capital expenditure lower, (iii) No impact.
	Impact of changing interest rates since 2021 on capital expenditure in 2023 Q3
F.3b	Please provide an estimate in percentage terms of how much higher/lower you expect your level of capital expenditure to be in each period.
	Impact of changing interest rates since 2021 on capital expenditure in 2024 Q3
F.4a	Holding other factors constant, what is your best estimate of the impact of changes in interest rates since the end of 2021 on the CAPITAL EXPENDITURE of your business in each of the following periods? (i) Level of capital expenditure higher, (ii) Level of capital expenditure lower, (iii) No impact.
	Impact of changing interest rates since 2021 on capital expenditure in 2024 Q3
F.4b	Please provide an estimate in percentage terms of how much higher/lower you expect your level of capital expenditure to be in each period.
	Impact of higher interest rates on employment
F.5a	Holding other factors constant, how do you expect changes in interest rates to affect the number of employees that your business has over the next year? (i) Level of capital expenditure higher, (ii) Level of capital expenditure lower, (iii) No impact, (iv) Don't know.
	Impact of higher interest rates on employment
F.5b	Holding other factors constant, how do you expect changes in interest rates to affect the number of employees that your business has over the next year? Please provide an estimate in percentage terms of how much higher/lower you expect your number of employees to be over the next year.
	Impact of changing interest rates since 2021 on employment in 2023 Q3
F.6a	Holding other factors constant, what is your best estimate of the impact of changes in interest rates since the end of 2021 on the number of employees that your business has in each of the following periods? (i) Number of employees higher, (ii) Number of employees lower, (iii) No impact.
	Impact of changing interest rates since 2021 on employment in 2023 Q3
F.6b	Please provide an estimate in percentage terms of how much higher/lower you expect your number of employees to be in each period.
	Expected impact of changing interest rates since 2021 on employment in 2024 Q3
F.7a	Holding other factors constant, what is your best estimate of the impact of changes in interest rates since the end of 2021 on the number of employees that your business has in each of the following periods? (i) Number of employees higher, (ii) Number of employees lower, (iii) No impact.
F.7b	Expected impact of changing interest rates since 2021 on employment in 2024 Q3

	Please provide an estimate in percentage terms of how much higher/lower you expect your number of employees to be in each period.
F.8a	Impact of changing interest rates since 2021 on sales in 2023 Q3
	Holding other factors constant, what is your best estimate of the impact of changes in interest rates since the end of 2021 on the SALES of your business in each of the following periods? (i) Level of sales higher, (ii) Level of sales lower, (iii) No impact.
F.8b	Impact of changing interest rates since 2021 on sales in 2023 Q3
	Please provide an estimate in percentage terms of how much higher/lower you expect your level of sales to be in each period.
F.9a	Expected impact of changing interest rates since 2021 on sales in 2024 Q3
	Holding other factors constant, what is your best estimate of the impact of changes in interest rates since the end of 2021 on the SALES of your business in each of the following periods? (i) Level of sales higher, (ii) Level of sales lower, (iii) No impact.
F.9b	Expected impact of changing interest rates since 2021 on sales in 2024 Q3
	Please provide an estimate in percentage terms of how much higher/lower you expect your level of sales to be in each period.

Special Questions – Brexit

G.1	Brexit as a source of uncertainty
	How much has the result of the EU referendum affected the level of uncertainty affecting your business? (i) not important, (ii) one of many drivers of uncertainty, (iii) one of the top two or three drivers of uncertainty for our business, (iv) the largest current source of uncertainty for our business.
G.2	Personal views on Brexit: current
	Taking everything into account, how do you personally view the UK voting to leave the European Union in the June referendum? (i) very positive, (ii) somewhat positive, (iii) neither positive nor negative, (iv) somewhat negative, (v) very negative.
G.3	Expected impact of Brexit on foreign sales by 2020, average probability
	Does your business export goods and services from the United Kingdom? Looking ahead to 2020, how do you think the UK's decision to leave the EU will affect the revenue your business generates by selling UK-sourced goods and services in international markets, compared to what would have been the case had the UK remained a member of the EU. What is the percentage likelihood (probability) that it will have: (i) a large positive influence adding 10% or more, (ii) modest positive influence adding less than 10%, (iii) no material impact, (iv) modest negative influence subtracting less than 10%, (v) large negative influence subtracting 10% or more.
G.4	Expected impact of Brexit on unit costs by 2020, average probability
	Looking ahead to 2020, how would you expect the UK's decision to leave the EU to affect the average unit costs of your business, compared to what would have been the case had the UK remained a member of the EU. What is the percentage likelihood (probability) that it will have: (i) a large increase adding 10% or more, (ii) modest increase adding less than 10%, (iii) no material impact on average costs, (iv) modest decrease subtracting less than 10%, (v) large decrease subtracting 10% or more.
G.5	Expected impact of Brexit on financing costs by 2020, average probability
	Looking ahead to 2020, how do you think the UK's decision to leave the EU will affect the cost of finance to your business, compared to what would have been the case had the UK remained a member of the EU. What is the percentage likelihood (probability) that it will have: (i) a large increase adding over 1 percentage point to spreads over base, (ii) modest increase adding up to 1 percentage point, (iii) no material impact on the cost of financing my business, (iv) modest decrease subtracting up to 1 percentage point, (v) large decrease subtracting over 1 percentage point.
G.6	Expected impact of Brexit on capital expenditure over the next year, average probability
	Could you say how the UK's decision to vote 'leave' in the EU referendum is likely to influence your CAPITAL EXPENDITURE over the next year? What is the percentage likelihood (probability) that it will have: (i) large positive, adding 5% or more, (ii) minor positive, adding less than 5%, (iii) no material impact, (iv) minor negative, subtracting less than 5%, (v) large negative, subtracting 5% or more.
G.7	Expected impact of eventual Brexit deal on sales, average probability
	How do you expect the eventual Brexit agreement to affect your SALES once the UK has left the EU, compared to what would have been the case had the UK remained a member of the EU? What is the percentage likelihood (probability) that it will have: (i) a large positive effect adding 10% or more, (ii) modest positive effect adding less than 10%, (iii) make little difference, (iv) modest

	negative effect subtracting less than 10%, (v) large negative effect subtracting 10% or more.
G.8	Expected impact of eventual Brexit deal on labour costs, average probability
	The Prime Minister has said that the UK Government will ensure that it gets 'control of the number of people coming to Britain from the EU'. How likely do you think it is that the eventual agreement will have the following effects, compared to what would have been the case had the UK remained a member of the EU. (i) large increase in labour costs, adding 10% or more, (ii) modest increase adding less than 10%, (iii) make little difference to labour costs, (iv) modest decrease subtracting less than 10%, (v) large decrease subtracting more than 10%.
G.9	Percentage of companies that are exporters
	Does your business export goods and services from the United Kingdom?
G.10	Average share of exports as a % of sales for exporters
	Does your business export goods and services from the United Kingdom? and if yes, roughly what proportion of your business' sales revenue is accounted for by exports?
G.11	Average share of exports to EU as a % of total exports
	Does your business export goods and services from the United Kingdom? and if yes, within that, roughly what proportion of exports is to the EU?
G.12	Probability of moving some of UK operations abroad
	What is the probability (as a %) that your business will move some of its UK operations abroad as a consequence of the UK's decision to leave the EU?
G.13	Percentage of companies who would move some operations abroad within 2 years, by probability of moving abroad
	What is the probability (as a %) that your business will move some of its UK operations abroad as a consequence of the UK's decision to leave the EU?. The question was asked only if the probability of moving abroad was higher or equal to 10%.
G.14	Probability of moving some of foreign business operations back to UK
	What is the probability (as a %) that your business will move some of its foreign operations back to the United Kingdom as a consequence of the UK's decision to leave the EU.
G.15	Percentage of companies who would move some foreign business operations back to the UK within two years, by probability of moving abroad
	What is the probability (as a %) that your business will move some of its foreign operations back to the United Kingdom as a consequence of the UK's decision to leave the EU? and If you were to move some of your foreign operations back to the United Kingdom, when would this be most likely to take place? (with two options provided) (i) within the next two years, or (ii) not until after the United Kingdom has left the EU.
G.16	Expected impact of Brexit on average wage growth per employee
	Could you say how the UK's decision to vote 'leave' in the EU referendum is likely to influence your AVERAGE WAGE GROWTH per employee over the next year? What is the percentage likelihood (probability) that it will have: (i) a large positive influence, adding 1% or more, (ii) minor positive influence adding less than 1%, (iii) no material impact, (iv) minor negative impact, subtracting less than 1%, (v) a large negative influence, subtracting 1% or more. Quarterly averages are provided.
G.17	UK's expected withdrawal date from the EU, after any transition period
	What do you think is the percentage likelihood (probability) of the UK leaving the EU (after the end of any transitional arrangements) in each of the following years?: (i) 2019, (ii) 2020, (iii) 2021, (iv) 2022, (v) 2023 or later, (vi) Never.
G.18	Proportion of employees from the EU, % of respondents
	What percentage of your current employees are immigrants from the rest of the EU? Please select one of the following options: (i) Less than 1%, (ii) 1% to 5%, (iii) 6% to 10%, (iv) 11% to 20%, (v) 21% to 50%, (vi) More than 50.
G.19a	Average hours spent by CEOs planning for Brexit
	On average, how many hours a week are the CEO and CFO of your business spending on preparing for Brexit at the moment? Please select one option: (i) None, (ii) Up to 1 hour, (iii) 1 to 5 hours, (iv) 6 to 10 hours, (v) More than 10 hours, (vi) Don't know.
G.19b	Average hours spent by CFOs planning for Brexit,
	On average, how many hours a week are the CEO and CFO of your business spending on preparing for Brexit at the moment? Please select one option: (i) None, (ii) Up to 1 hour, (iii) 1 to 5 hours, (iv) 6 to 10 hours, (v) More than 10 hours, (vi) Don't know.
G.20a	Expected impact of Brexit on investment due to potential changes in customs and tariffs
	How is each of these aspects of the UK leaving the EU likely to affect your investment decisions over the next 3 years: customs and tariffs, regulation, EU funding, movement of people? Please select one option: (i) Reduce investment, (ii) No effect on investment, (iii) Increase investment.
G.20b	Expected impact of Brexit on investment due to potential changes in regulations
	How is each of these aspects of the UK leaving the EU likely to affect your investment decisions over the next 3 years: customs and tariffs, regulation, EU funding, movement of people? Please select one option: (i) Reduce investment, (ii) No effect on investment, (iii) Increase investment.

	Expected impact of Brexit on investment due potential changes in EU funding
G.20c	How is each of these aspects of the UK leaving the EU likely to affect your investment decisions over the next 3 years: customs and tariffs, regulation, EU funding, movement of people? Please select one option: (i) Reduce investment, (ii) No effect on investment, (iii) Increase investment.
	Expected impact of Brexit on investment due to potential changes in free movement of people
G.20d	How is each of these aspects of the UK leaving the EU likely to affect your investment decisions over the next 3 years: customs and tariffs, regulation, EU funding, movement of people? Please select one option: (i) Reduce investment, (ii) No effect on investment, (iii) Increase investment.
	Expected impact of Brexit on capital expenditure over the next 3 years
G.21	Could you say how the UK's decision to vote 'leave' in the EU referendum is likely to influence your CAPITAL EXPENDITURE over the next year and then over the two years following that? In each case, what is the percentage likelihood (with 5 scenarios provided) (i) large positive influence, adding 5% or more; (ii) minor positive, adding less than 5%; (iii) no material impact on capital expenditure; (iv) minor negative, subtracting less than 5%; (v) large negative, subtracting 5% or more.
	Expected impact of Brexit on employment over the next year
G.22	Could you say how the UK's decision to vote 'leave' in the EU referendum is likely to influence the NUMBER OF EMPLOYEES in your business over the next year? What is the percentage likelihood (probability) that it will have: (i) a large positive influence, adding 5% or more; (ii) minor positive influence adding less than 5%; (iii) no material impact on employment; (iv) minor negative impact, subtracting less than 5%; (v) a large negative influence, subtracting 5% or more. Quarterly averages are provided.
	Employees preparing for Brexit: headcount
G.23a	Approximately how many employees spend some of their time on Brexit preparations each week at the moment?
	Employees preparing for Brexit: hours
G.23b	Approximately how many employees spend some of their time on Brexit preparations each week at the moment? And on average, approximately how many hours a week do those employees spend on this task?
	Likelihood of a disorderly Brexit whereby no deal is reached by 2019
G.24	What probability, in percent, do you attach to a disorderly Brexit, whereby no deal is reached by the end of March 2019?
	Personal views on Brexit: before the referendum
G.25	Taking everything into account, how do you personally view the UK voting to leave the European Union, both now and at the time of referendum?" At the time of the referendum: (i) Very positive, (ii) Somewhat positive, (iii) Neither positive nor negative, (iv) Somewhat negative, (v) Very negative, (vi) Prefer not to state, (vii) Don't know.
	Impact of Brexit on required returns on new investment
G.26	How the UK's decision to vote 'leave' in the EU referendum affected your investment hurdle rate i.e. target rate for the total rate of return required on investment expenditure?" Please select one option: (i) Increased it by a LARGE amount, adding more than 5 percentage points; (ii) Increased it by a SMALL amount, adding less than 5 percentage points; (iii) No change; (iv) Reduced it by a SMALL amount, subtracting less than 5 percentage points; (v) Reduced it by a LARGE amount, subtracting more than 5 percentage points; (vi) Don't know/not applicable.
	Impact of Brexit on investment in training
G.27a	Could you say how the UK's decision to vote 'leave' in the EU referendum has affected your CAPITAL EXPENDITURE on training of employees since the referendum? Please select one option. (i) a large positive influence, adding 5% or more; (ii) a minor positive influence, adding less than 5%; (iii) no material impact; (iv) a minor negative influence, subtracting less than 5%; (v) a large negative influence, subtracting 5% or more.
	Impact of Brexit on investment in software, data, IT or website
G.27b	Could you say how the UK's decision to vote 'leave' in the EU referendum has affected your CAPITAL EXPENDITURE on software, data, IT or website since the referendum? Please select one option. (i) a large positive influence, adding 5% or more; (ii) a minor positive influence, adding less than 5%; (iii) no material impact; (iv) a minor negative influence, subtracting less than 5%; (v) a large negative influence, subtracting 5% or more
	Impact of Brexit on investment in research and development
G.27c	Could you say how the UK's decision to vote 'leave' in the EU referendum has affected your CAPITAL EXPENDITURE on research and development since the referendum? Please select one option. (i) a large positive influence, adding 5% or more; (ii) a minor positive influence, adding less than 5%; (iii) no material impact; (iv) a minor negative influence, subtracting less than 5%; (v) a large negative influence, subtracting 5% or more.
	Impact of Brexit on investment in machinery, equipment, and buildings
G.27d	Could you say how the UK's decision to vote 'leave' in the EU referendum has affected your CAPITAL EXPENDITURE on machinery, equipment, and buildings since the referendum? Please select one option. (i) a large positive influence, adding 5% or more; (ii) a minor positive influence, adding less than 5%; (iii) no material impact; (iv) a minor negative influence, subtracting less than 5%; (v) a large negative influence, subtracting 5% or more.

	Expected eventual impact of Brexit on foreign sales
G.28	Does your business export goods and services from the United Kingdom?". And "How do you think the eventual Brexit agreement will affect the revenue your business generates by selling UK-sourced goods and services in international markets, compared to what would have been the case had the UK remained a member of the EU? What is the percentage likelihood (probability) that it will: (with five scenarios about the influence on revenue from foreign sales provided) (i) a large positive influence adding 10% or more; (ii) modest positive influence adding less than 10%; (iii) no material impact; (iv) modest negative influence subtracting less than 10%; (v) large negative influence subtracting 10% or more.
	Expected eventual impact of Brexit on employment
G.29	How do you expect the eventual Brexit agreement to affect the NUMBER OF EMPLOYEES in your business once the UK has left the EU, compared to what would have been the case had the UK remained a member of the EU? What is the percentage likelihood (probability) that it will have: (i) A large positive influence on employment, adding 10% or more; (ii) A modest positive influence on employment, adding less than 10%; (iii) No material impact on employment; (iv) A modest negative influence on employment, subtracting less than 10%; (v) A large negative influence on employment, subtracting 10% or more. Quarterly averages are provided.
	Brexit as a source of uncertainty for other companies
G.30	How much do you think the result of the EU referendum is likely to have influenced the level of uncertainty affecting businesses in the UK economy other than yours? On average, it is: (with four options provided) (i) Not important, (ii) One of many drivers of uncertainty, (iii) One of the top two or three drivers of uncertainty for our business, (iv) The largest current source of uncertainty for our business.
	Percentage of sales covered by EU regulations in 2018Q3
G.31a	Approximately what percentage of your sales was affected by EU regulations in the latest quarter" (with four options provided) (i) None, (ii) 1-10%, (iii) 11-50%, (iv) more than 50%.
	Percentage of sales covered by EU regulations in 2016Q1
G.31b	Approximately what percentage of your sales was affected by EU regulations immediately prior to the EU referendum" (with four options provided; (i) None, (ii) 1-10%, (iii) 11-50%, (iv) more than 50%.
	Brexit impact on stocks of raw materials after March 2019
G.32a	How have you changed your stocks of raw materials ahead of the UK leaving the EU? Please select one of the following options: (i) A large increase of 10% or more, (ii) A minor increase of less than 10%, (iii) No material change, (iv) A minor reduction of less than 10%, (v) A large reduction of 10% or more.
	Brexit impact on stocks of intermediate goods after March 2019
G.32b	How have you changed your stocks of intermediate goods ahead of the UK leaving the EU? Please select one of the following options: (i) A large increase of 10% or more, (ii) A minor increase of less than 10%, (iii) No material change, (iv) A minor reduction of less than 10%, (v) A large reduction of 10% or more.
	Brexit impact on stocks of finished goods after March 2019
G.32c	How have you changed your stocks of your own finished goods ahead of the UK leaving the EU? Please select one of the following options: (i) A large increase of 10% or more, (ii) A minor increase of less than 10%, (iii) No material change, (iv) A minor reduction of less than 10%, (v) A large reduction of 10% or more.
	Impact of EU referendum on overall employment
G.33a	Looking back, could you say how the UK's decision to vote 'leave' in the EU referendum has affected your overall employment since the referendum? Please select one option: (i) A large decrease in employment of 10% or more; (ii) A minor decrease in employment of less than 10%; (iii) No material impact on employment; (iv) A minor increase in employment of less than 10%; (v) A large increase in employment of 10% or more.
	Impact of EU referendum on new employees
G.33b	Looking back, could you say how the UK's decision to vote 'leave' in the EU referendum has affected your recruitment of new employees since the referendum? Please select one option: (i) A large decrease in employment of 10% or more; (ii) A minor decrease in employment of less than 10%; (iii) No material impact on employment; (iv) A minor increase in employment of less than 10%; (v) A large increase in employment of 10% or more.
	Impact of EU referendum on layoffs of existing employees
G.33c	Looking back, could you say how the UK's decision to vote 'leave' in the EU referendum has affected your layoffs of existing employees since the referendum? Please select one option: (i) A large decrease in employment of 10% or more; (ii) A minor decrease in employment of less than 10%; (iii) No material impact on employment; (iv) A minor increase in employment of less than 10%; (v) A large increase in employment of 10% or more.
	Expected date when Brexit-related uncertainty will be resolved
G.34	When do you think it is most likely that the Brexit-related uncertainty facing your business will be resolved? Please select one option: (i) By June 2019; (ii) By December 2019; (iii) during 2020; (iv) 2021 onwards; (v) Not affected by Brexit-related uncertainty.
	Source of Brexit-related uncertainty: demand
G.35a	How important is demand for your goods/services as a source of Brexit-related uncertainty for your business at present? (with four options provided) (i) not important, (ii) one of many drivers of uncertainty, (iii) one of the top two or three drivers of

	uncertainty for our business, (iv) the largest current source of uncertainty for our business.
G.35b	Source of Brexit-related uncertainty: labour availability
	How important is availability of labour as a source of Brexit-related uncertainty for your business at present? (with four options provided) (i) Not important, (ii) One of many drivers of uncertainty, (iii) One of the top two or three drivers of uncertainty for our business, (iv) the largest current source of uncertainty for our business.
G.35c	Source of Brexit-related uncertainty: supply chains
	How important are supply chains/availability of inputs other than labour as a source of Brexit-related uncertainty for your business at present? (with four options provided) (i) Not important, (ii) One of many drivers of uncertainty, (iii) One of the top two or three drivers of uncertainty for our business, (iv) The largest current source of uncertainty for our business.
G.35d	Source of Brexit-related uncertainty: regulations
	How important are regulations as a source of Brexit-related uncertainty for your business at present? (with four options provided) (i) Not important, (ii) One of many drivers of uncertainty, (iii) One of the top two or three drivers of uncertainty for our business, (iv) The largest current source of uncertainty for our business.
G.35e	Source of Brexit-related uncertainty: customs
	How important are customs arrangements/tariffs as a source of Brexit-related uncertainty for your business at present? (with four options provided) (i) Not important, (ii) One of many drivers of uncertainty, (iii) One of the top two or three drivers of uncertainty for our business, (iv) The largest current source of uncertainty for our business.
G.36	Impact of Brexit on overall investment
	Could you say how the UK's decision to vote 'leave' in the EU referendum has affected your overall CAPITAL EXPENDITURE since the referendum? Please select one option: (i) A large positive influence, adding 10% or more; (ii) A minor positive influence, adding less than 10%; (iii) No material impact; (iv) A minor negative influence, subtracting less than 10%; (v) A large negative influence, subtracting 10% or more. Quarterly averages are provided.
G.37	Eventual impact of no-deal Brexit on sales
	The Prime Minister has said that Brexit negotiations will be tough and 'no deal is better than a bad deal'. If the UK leaves the EU without a deal then there could be an increase in non-tariff barriers to trade with the EU (for example from a higher cost of meeting required standard and regulation in EU markets, or an inability to acquire the necessary permissions). How likely do you think it is that this outcome will have the following effects on the sales of your business, compared to what would have been the case had the UK remained a member of the EU: (i) Have a large POSITIVE effect on sales at home and abroad, adding 10% or more to sales; (ii) Have a modest POSITIVE effect on sales at home and abroad, adding less than 10% to sales; (iii) Make little difference; (iv) Have a modest NEGATIVE effect on sales at home and abroad, subtracting less than 10% from sales; (v) Have a large NEGATIVE effect on sales at home and abroad, subtracting more than 10% from sales. Quarterly averages are provided.
G.38a	Brexit effect on raw materials stockbuilding decisions
	Which of the following statements best describes how the UK's decision to leave the EU has affected your stockbuilding decisions for raw materials? (i) Stock levels have been increased, and expect to increase further; (ii) Stock levels have been increased, expect to maintain higher level over medium term; (iii) Stocks levels have been increased, expect to run down after 31 October 2019; (iv) Stocks levels have been increased, expect to run down over next few months; (v) Stocks levels had been increased, but have already been reduced to normal levels, (vi) Stocks levels have been unchanged; (vii) Stocks levels have been reduced; (viii) Not applicable, do not hold stocks.
G.38b	Brexit effect on intermediate goods stockbuilding decisions
	Which of the following statements best describes how the UK's decision to leave the EU has affected your stockbuilding decisions for intermediate goods? (i) Stock levels have been increased, and expect to increase further; (ii) Stock levels have been increased, expect to maintain higher level over medium term; (iii) Stocks levels have been increased, expect to run down after 31 October 2019 (iv) Stocks levels have been increased, expect to run down over next few months; (v) Stocks levels had been increased, but have already been reduced to normal levels; (vi) Stocks levels have been unchanged; (vii) Stocks levels have been reduced, (viii) Not applicable, do not hold stocks.
G.38c	Brexit effect on finished goods stockbuilding decisions
	Which of the following statements best describes how the UK's decision to leave the EU has affected your stockbuilding decisions for own finished goods? (i) Stock levels have been increased, and expect to increase further; (ii) Stock levels have been increased, expect to maintain higher level over medium term; (iii) Stocks levels have been increased, expect to run down after 31 October 2019 (iv) Stocks levels have been increased, expect to run down over next few months; (v) Stocks levels had been increased, but have already been reduced to normal levels; (vi) Stocks levels have been unchanged; (vii) Stocks levels have been reduced; (viii) Not applicable, do not hold stocks.
G.39	Brexit uncertainty over the last 6 months
	Over the last 6 months, have you become more or less uncertain about the impact of Brexit on your business? (i) More uncertain, (ii) No change, (iii) Less uncertain.
G.40	Brexit uncertainty over the next 6 months

	Over the next 6 months, do you expect to become more or less uncertain about the impact of Brexit on your business? (i) More uncertain, (ii) No change, (iii) Less uncertain.
	Stockbuilding decisions ahead of October 2019 compared to March 2019
G.41	What are your stockbuilding plans ahead of the end of October 2019 EU withdrawal deadline and how do they relate to any increase ahead of the original end March deadline?: (i) Stock levels expected to be higher than usual levels in October – higher levels than in March; (ii) Stock levels expected to be higher than usual levels in October – similar levels to March; (iii) Stock levels expected to be higher than usual levels in October – lower level than in March; (iv) Stock levels expected to be similar to usual levels in October – but were higher in March; (v) Stocks levels have been similar to usual levels throughout; (vi) Stock levels expected to be lower than usual levels in October, (vii) Not applicable, do not hold stocks.
	UK's expected withdrawal date from the EU
G.42	What do you think is the percentage likelihood (probability) of the UK leaving the EU in each of the following years?: (i) 2019 with no deal, (ii) 2019 with a deal, (iii) 2020 with no deal, (iv) 2020 with a deal, (v) 2021, (vi) 2022, (vii) 2023 or later, (viii) Never.
	UK's expected withdrawal date from the EU, after the end of any transitional arrangements
G.43	What do you think is the percentage likelihood (probability) of the UK leaving the EU, after the end of any transitional arrangements in each of the following years?: (i) 2020 with no deal agreed, (ii) 2020 with a deal agreed, (iii) 2021 with no deal agreed, (iv) 2021 with a deal agreed, (v) 2022, (vi) 2023 or later, (vii) Never.
	Expected date when Brexit-related uncertainty will be resolved at the time just after the EU referendum
G.44	Thinking back to shortly after the Brexit referendum in June 2016, at that point when did you expect it was most likely that the Brexit-related uncertainty facing your business would have been resolved?: (i) By 2017, (ii) 2018, (iii) 2019, (iv) 2020, (v) 2021, (vi) 2022 onwards, (vii) Not affected by Brexit-related uncertainty, (viii) Don't know.
	Types of uncertainty influencing UK investment decisions
G.45	How important are the following types of uncertainty in influencing the current UK investment decisions of your business? <i>For each select from: Not important/One of many drivers of uncertainty/One of the top two or three drivers of uncertainty for our business/The largest current source of uncertainty for our business.</i> (i) Uncertainty around the Brexit process, (ii) All other political uncertainty, (iii) Domestic economic uncertainty (domestic demand in your sector), (iv) Global economic uncertainty (global demand in your sector), (v) Firm specific sources of uncertainty.
	Average hours CEOs expect to spend on planning for Brexit a year ahead
G.46a	Looking a year ahead from now, how many hours a week do you expect the CEO and CFO of your business to be spending on preparing for Brexit? Please select one option: (i) None, (ii) Up to 1 hour, (iii) 1 to 5 hours, (iv) 6 to 10 hours, (v) More than 10 hours, (vi) Don't know.
	Average hours CFOs expect to spend on planning for Brexit a year ahead
G.46b	Looking a year ahead from now, how many hours a week do you expect the CEO and CFO of your business to be spending on preparing for Brexit? Please select one option: (i) None, (ii) Up to 1 hour, (iii) 1 to 5 hours, (iv) 6 to 10 hours, (v) More than 10 hours, (vi) Don't know.
	Preparedness for extra requirements for trading with the EU after the transition period
G.47	Do you think your business is prepared for the potential extra requirements for trading with the EU once the current transition period comes to an end? (i) Yes - Fully prepared, (ii) Yes – As ready as can be, (iii) Partially prepared, (iv) Not at all prepared, (v) Not relevant – my business does not trade with the EU.
	Obstacles for trading with the EU under new trade deal arrangements
G.48	Assuming that a trade deal is agreed between the UK and the EU, do you expect that any of the following would pose an obstacle to your business trading with the EU under those new arrangements? <i>Please select one option for each (from no obstacle/small obstacle/significant obstacle/don't know).</i> (i) Increased tariffs, (ii) Customs declarations and checks, (iii) Rules of origin requirements, (iv) Divergence in UK-EU regulations/certification requirements, (v) The loss of mutual recognition of professional qualifications, (vi) Restrictions on the movement of people (e.g. Visas), (v) Data sharing, (vi) Restrictions to market access.
	Expected impact of UK's decision to leave the EU on the average unit costs
G.49	Relative to what would otherwise have happened if the UK had remained a member of the EU, what is your best estimate for the impact of the UK's decision to leave the EU on the average unit costs of your business in each of the following periods? Participants provide their estimates for 2020, 2021 and 2022+.
	Expected impact of UK's decision to leave the EU on capital expenditure
G.50	Relative to what would otherwise have happened if the UK had remained a member of the EU, what is your best estimate for the impact of the UK's decision to leave the EU on the capital expenditure of your business in each of the following periods? Participants provide their estimates for 2020, 2021 and 2022+.

Special Questions – Covid-19 & Work

	Impact of Covid-19 on sales over the next year
H.1	How do you expect the spread of coronavirus (Covid-19) to affect your sales over the next year? What is the percentage likelihood (probability) that it will: (i) Have a large POSITIVE effect on sales at home and abroad, adding 10% or more to sales, (ii) Have a modest POSITIVE effect on sales at home and abroad, adding less than 10% to sales, (iii) Make little difference (iv) Have a modest NEGATIVE effect on sales at home and abroad, subtracting less than 10% from sales (v) Have a large NEGATIVE effect on sales at home and abroad, subtracting more than 10% from sales.
	Covid-19 as a source of uncertainty
H.2	How important is the spread of coronavirus (Covid-19) as a source of uncertainty for your business? (i) Not important, (ii) One of many drivers of uncertainty, (iii) One of the top two or three drivers of uncertainty for our business, (iv) The largest current source of uncertainty for our business.
	Impact of Covid-19 on the workforce
H.3	Approximately what percentage of your employees fall into the following categories in each of the following periods? (i) Still employed but not required to work any hours (e.g. 'on furlough'), (ii) Unable to work (e.g. due to sickness, self-isolation, childcare etc.), (iii) Continuing to work on business premises, (iv) Continuing to work from home. Participants were asked to provide their responses for the survey month (April to July 2020), 2020 Q3 and 2020 Q4.
	Expected date when coronavirus-related uncertainty will be resolved
H.4	When do you think it is most likely that the coronavirus-related uncertainty facing your business will be resolved? (i) By June 2020, (ii) By September 2020, (iii) By December 2020, (iv) By March 2021, (v) April 2021 onwards.
	Impact of Covid-19 on demand for credit
H.5	Relative to what would have otherwise happened, how do you expect the spread of coronavirus (Covid-19) to affect your demand for credit in 2020 Q2 (April to June)? (i) My business is likely to require less credit, (ii) No material impact, (iii) My business is likely to require more credit and I expect that to be available, (iv) My business is likely to require more credit but I do not expect that to be available.
	Percentage of face-to-face sales in 2019
H.6	What percentage of your sales in 2019 involved face-to-face contact with customers?
	Impact of Covid-19 on sales, employment, and investment over the next year
H.7- H.9	Relative to what would otherwise have happened, what is your best estimate for the impact of the spread of coronavirus (Covid-19) on the sales / employment / capital expenditure of your business in the following quarters? Participants provide their estimates for 2020 Q2, 2020 Q3, 2020 Q4, 2021 Q1, 2021 Q2, 2021 Q3, 2021 Q4 and 2022+.
	Impact of Covid-19 on non-labour inputs
H.10	How has the spread of coronavirus (Covid-19) affected the availability of the non-labour inputs your business uses as of April 2020? (i) No impact, (ii) Availability disrupted for inputs that make up the following percentage of non-labour costs.
	Impact of Covid-19 on average unit costs
H.11	Relative to what would otherwise have happened, what is your best estimate for the impact of measures to contain coronavirus (social distancing, hand washing, masks and other measures) on the average unit costs of your business in each of the following periods? Participants provide their estimates for 2020 Q2, 2020 Q3, 2020 Q4 and 2021 Q1.
	Covid-19 expected impact on the workforce
H.12- H.13	Approximately what percentage of your employees do you expect to fall into the following categories? Participants provide their estimates for April 2020 through to October 2021. (i) Still employed but not required to work any hours (e.g. 'on furlough'), (ii) Unable to work (e.g. due to sickness, self-isolation, childcare etc.), (iii) Continuing to work on business premises, (iv) Continuing to work from home.
	Government or Bank of England support schemes
H.14	Has your business used or applied for any of the following Government/Bank of England support schemes? Participants selected (i) Currently using, (ii) Plan to apply, (iii) Applied but not successful or (iv) Not using for the following: (i) Coronavirus Job Retention Scheme, (ii) Statutory Sick Pay refund, (iii) Business rates relief/holiday, (iv) Deferral of VAT payments, (v) The HMRC Time to Pay Scheme, (vi) Coronavirus Bounce Back Loan, (vii) Government Coronavirus Business Interruption Loan Schemes (CBILS/CLBILS),

	(viii) Bank of England COVID-19 Corporate Financing Facility (CCFF).
H.15	Impact of Covid-19 on spending on research and development
	Relative to what would otherwise have happened, what is your best estimate for the impact of the spread of coronavirus (Covid-19) on spending on research and development of your business in 2020?
H.16	Impact of Covid-19 on goods or services firms are able to produce
	Do you expect the measures to contain the coronavirus such as social distancing, hand washing, masks, and other measures to reduce the amount of goods or services that your business will be able to produce or offer in 2020 Q3 (July to September)? For example, if a restaurant can only use every other table this would be a 50% reduction.
H.17	Expected impact of Covid-19 on average hours worked
	Relative to what would have otherwise happened what is your best estimate for the impact of the spread of coronavirus (Covid-19) on average hours worked per active employee in each of the following periods? Participants provide their estimates for 2020 Q2, 2020 Q3, 2020 Q4, 2021 Q1, 2021 Q2, 2021 Q3.
H.18	Average hours spent by CEOs expected to be spent managing the effects of Covid-19
	Approximately how many hours a week has the CEO of your business spent managing the effects of Covid-19 on your business over the past six months? And how many hours a week do you expect them to spend on this over the next six months? (i) None, (ii) Up to 1 hour, (iii) 1 to 5 hours, (iv) 6 to 10 hours, (v) 11 to 20 hours, (vi) More than 20 hours, (vii) Don't know. Quarterly averages are provided.
H.19	Expected proportion of full-time workers working from home
	How often did your full-time employees work from home/how often do you expect them to work from home in the following periods? (i) Rarely or never, (ii) 1 day per week, (iii) 2 days per week, (iv) 3 days per week, (v) 4 days per week, (vi) 5 or more days per week. Participants provide their estimates for 2019, 2020 Q1, 2022+.
H.20	Expected proportion of sales and services being delivered online and in person
	In each of the following periods, approximately what percentage of your sales were made/do you expect to be made in the following ways? (i) In person, (ii) Online/phone, (iii) Click and collect. Participants provide their estimates for 2019, 2020 Q1, 2022+.
H.21	Expected impact of Covid-19 on types of expenditure
	In 2022+, how do you expect the Covid-19 pandemic to affect the following types of expenditure made by your business, relative to what have otherwise happened? Participants provide their estimates for training of employees, software & IT, research & development, machinery & equipment and land & buildings.
H.22	Percentage breakdown of physical space usage
	In 2019, approximately what percentage of the physical space that your business used fell into the following categories? Participants provide their estimates for factory/production facility space, retail space, warehousing/storage space, office space and other types of space.
H.23	Expected impact of Covid-19 on the use of physical space
	In 2022+, how do you expect the Covid-19 pandemic to affect your use of the following types of physical space, relative to what have otherwise happened? Please provide an estimate in percentage terms of how much more/less space you expect to use. Participants provide their estimates for factory/production facility space, retail space, warehousing/storage space, office space and other types of space.
H.24	Expected proportion of non-labour inputs disrupted
	Over the past month, has the availability of the non-labour inputs that your business uses been disrupted? Participants provide the percentage of non-labour costs disrupted.
H.25	Expected impact of Covid-19 on the quality of goods/services produced
	Has the Covid pandemic affected the quality of the goods and/or services that your business produces? (i) Major improvement (>10%), (ii) Minor improvement (<10%), (iii) No impact, (iv) Minor reduction (<10%), (v) Major reduction (>10%), (vi) Not applicable.
H.26	Expected share of unit costs increases associated with reductions in capacity
	Approximately how much of the Covid-related increase in your unit costs in 2021 Q4 is due to reductions in your capacity? (i) A very small share/none (<10%), (ii) A relatively small share (10% to 40%), (iii) Around half (40% to 60%), (iv) A relatively large share (60% to 90%), (v) A very large share/all (>90%).
H.27-	Working arrangements in 2018, 2023 and 2028

H.29	Approximately what percentage of your full-time employees fall into the following categories, both now and five years ago, back in 2018? And looking forward to five years from now, what proportion do you expect to be in each category in 2028? (i) Fully on-site, (ii) Hybrid, (iii) Fully remote.
------	--

Special Questions – Climate Change

I.1	Impact of climate change on capital expenditure over the past three years
	How have factors related to climate change affected the capital expenditure of your business over the past three years? And how do you expect them to affect your capital expenditure over the next three years? (i) A large positive impact (>10%), (ii) A minor positive impact (<10%), (iii) No material impact, (iv) A minor negative impact (<10%), (v) A large negative impact (>10%).
I.2	Climate change as a source of uncertainty
	How important is climate change – both the effects of physical risks and climate related policies – as a source of uncertainty for your business? (i) Not important, (ii) One of many drivers of uncertainty, (iii) One of the top two or three drivers of uncertainty for our business, (iv) The largest current source of uncertainty for our business.
I.3	Expected impact of climate change on capital expenditure
	How do you expect factors related to climate change (please include the effects of both physical risks and climate related policies) to affect the capital expenditure of your business over the next 3 years? (i) A large positive influence, adding 10% or more, (ii) A minor positive influence, adding less than 10%, (iii) No material impact, (iv) A minor negative influence, subtracting less than 10%, (v) A large negative influence, subtracting 10% or more.
I.4	Expected amount of additional climate-related capital expenditure over the next three years
	Please estimate how much of your climate change-related capital expenditure over the next three years will be offset by lower capital spending less elsewhere in your business? (i) All of climate-related capital expenditure (100%) will be additional, (ii) Majority of climate-related capital expenditure (60-99%) will be additional, (iii) Around half of climate-related capital expenditure (40-60%) will be additional (iv) Minority of climate-related capital expenditure (1-40%) will be additional, (v) None of climate-related capital expenditure (0%) will be additional.
I.5	Reasons for not making any climate-related capital expenditure over the next three years
	Which of the following best explains why you do not expect to make any additional capital expenditure related to climate change over the next three years? (i) Climate related investment is unlikely to be necessary (ii) The returns on climate-related investment are too low (iii) Unable to raise finance/finance is too expensive (iv) The business does not make capital investments.
I.6	Important sources of climate-related capital expenditure over the next three years
	Which of the following do you expect to be important sources of climate-related capital expenditure for your business over the next three years? (i) Energy efficiency improvements, (ii) Switching to greener energy sources, (iii) Carbon capture and associated technologies, (iv) Research and development (v) Adaptation to physical impacts of climate change (vi) Other.
I.7	Sources of finance for climate-related capital expenditure over the next three years
	How do you expect to finance your climate change-related capital expenditure over the next three years? (i) Internal cashflow/cash reserves, (ii) Bank borrowing, (iii) Bond/equity finance, (iv) Other.

Other Special Questions

J.1a- J.1c	Average profit margin over the past quarter
	In the first quarter of 2018/2023/2024 (January to March), what was your approximate OPERATING PROFIT MARGIN (in percentage terms)? (With profit margin defined as profit/sales). And what was it one year ago, in the first quarter of 2022/2023?
J.2	Expected profit margin over the next year
	Looking a year ahead from the first quarter of 2023/2024 to the first quarter of 2024/2025, how do you expect your OPERATING PROFIT MARGIN to change? (i) Large decrease (more than 3 percentage points), (ii) Small decrease (3 percentage points or less), (iii) No material change, (iv) Small increase (3 percentage points or less), (v) Large increase (more than 3 percentage points).
J.3	Russia/Ukraine situation as a source of uncertainty
	How important is the situation in Russia and Ukraine as a source of uncertainty for your business? (i) Not important, (ii) One of many drivers of uncertainty, (iii) One of the top two or three drivers of uncertainty for our business, (iv) The largest current source of uncertainty for our business.
J.4	Expected impact of Russia/Ukraine situation on sales over the next year
	Relative to what would otherwise have happened, what is your best estimate for the impact of situation in Russia and Ukraine on the sales of your business over the next year?

J.5	<p>Expectations for year ahead annual UK GDP growth</p> <p>We would now like to ask you about your expectations for UK economy as a whole. Please indicate what probabilities you would attach to the following possible outcomes for year-ahead UK economic growth (real GDP growth, %) (i) -2% or lower, (ii) -1%, (iii) 0%, (iv) 1%, (v) 2%, (vi) 3% or higher.</p>
J.6	<p>Position of DMP respondent in their company</p> <p>Could you tell us the position of the person in your business who will typically complete the Decision Maker Panel Survey? (i) CFO/Finance Director, (ii) CEO/Chief Executive, (iii) Other (please state).</p>
J.7	<p>Percentage of businesses established after 2016 Q1</p> <p>Was your business established after 2016Q1? (i) Yes (ii) No</p>