

Confidential

Investment intentions survey

Number 59 November 2016

| Offi | се ц | ise (| only | <i>'</i> : | |
|------|------|-------|------|------------|--|
| | | | | | |

Welcome to the CBI/European Commission twice-yearly investment intentions survey. We would like to thank you for your valued support of the survey – providing us with a key insight into manufacturing investment conditions.

If you have any questions, please do not hesitate to contact us at surveymanagementgroup@cbi.org.uk

The closing date for this survey is Friday 11 November 2016. Please fax your responses to us by this date using our dedicated fax numbers of 020 7836 1210/5856 or send to the survey management group at the postal address cited below. Please answer on behalf of your UK manufacturing activities only.

Thankyou very much in advance for your response.

Anna Leach – head of surveys and economic analysis

| 1 | The purpose of investment (please indicate in pe of the following reasons) | rcentage t 2016 | erms the p | roportion o | of investme | ent undert | aken for each |
|---|--|---------------------|--------------|--------------|-------------|------------------|---------------|
| | a) Replacement of production capacity | | | | | | |
| | b) Extension of production capacity | | | | | | |
| | c) Rationalisation | | | | | | |
| | d) Other aims (safety, pollution control etc) | | | | | | |
| 2 | Factors influencing investment (please tick one a) Factors known to have influenced investment | | ch of the op | | | | |
| | 2016 | Very stimulating | Stimulating | No influence | Limiting | Very limiting | No answer |
| | Demand | | | | | | |
| | Financial resources or expected profits | | | | | | |
| | Technical factors | | | | | | |
| | Other factors | | | | | | |
| | b) Factors expected to influence investment in 2 | 2017 | | | | | |
| | 2017 | Very stimulating | Stimulating | No influence | Limiting | Very limiting | No answer |
| | Demand | | | | | | |
| | Financial resources or expected profits | | | | | | |
| | Technical factors | | | | | | |
| | Other factors | | | | | | |

Please complete and return to the

| 3 Please in | | | - | | - | _ | | | | | | | | | | horis | ed th | is ye | ar by | your | com | pany | , |
|--------------------------|------------------|--------|--------------|-------------------|-------------------|-------------------|----------------|--------|--------|---------|---------|------------------|--------------|---------|---------|------------|----------|---------|--------------------|---------|--------|----------|----------|
| compare | eu wit | n the | | | | age cha | | ease | lick c | nie b | | ty 101 o chan | | ı yea | II | Ne | gative i | nerceni | tage ch | ange | | | |
| | 0.1 | 4.1 | 8.1 | 12.1 | 16.1 | 20.1 | 24.1 | 28.1 | 32.1 | 36.1 | >40 | | -0.1 | -4.1 | | -12.1 | -16.1 | -20.1 | -24.1 | -28.1 | | | >-40 |
| 0015 | to 4 | to 8 | to 12 | to 16 | to 20 | to 24 | to 28 | to 32 | to 36 | to 40 | | | to -4 | to -8 | to -12 | to -16 | to -20 | to -24 | to -28 | to -32 | to -36 | to -40 | |
| 2015 | | | | | | | | | | | | | | | | | | | | | | | |
| 2016 | Ш | | | | | | ΙШ | | | | | ΙШ | | | | | | | | | | | |
| 4 Please in year, com | | | h this | year | Plea | ase ti | ck or | _ | | | each | year | | nt* ur | ndert | | | | | | com | pany | for ne |
| | 0.1 | 4.1 | Pos 8.1 | itive p 12.1 | ercenta 16.1 | age cha 20.1 | ange 24.1 | 28.1 | 32.1 | 36.1 | >40 | o chan I | ge -0.1 | -4.1 | -8.1 | | | | tage ch -24.1 | _ | -32.1 | -36.1 | >-40 |
| | to 4 | to 8 | to 12 | to 16 | to 20 | to 24 | to 28 | to 32 | to 36 | to 40 | | | to -4 | to -8 | | | | | to -28 | | | | |
| 2016 | | | | | | | | | | | | | | | | | | | | | | | |
| 2017 | | | | | | | | | | | | | | | | | | | | | | | |
| Investment includes soft | | | | | | | | | | | | | | | | | | | tion an | d infor | mation | techno | ology (w |
| Basic data | sec | tion | | | | | | | | | | | | | | | | | | | | | |
| Please ente | er her | e the | SIC | code | num | ber o | of the | mai | n ma | nufa | cturii | ng ad | tivity | COV | ered | by th | is ret | turn | | | | | |
| How many | emplo | oyees | are | covei | red b | y this | retu | ırn? | | | | | | | | | | | | | | | |
| 0 | -49 | 5 | 0-99 | 1 | 100-199 | , | 200-2 | 49 | 250- | 499 | 500- | 999 | 100 | 0-4999 | 9 50 | 00+ | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | |
| What is the | annu | al ex- | -worl | ks va | lue o | f you | r dire | ect ex | port | s? | | | | | | | | | | | | | |
| n | il-£ 75 k | £ | 75k-£1n | n i | E1m-£3ı | m | £3m-£ | 8m | £8m- | £15m | £15m | n-£25m | £25 | m-£40ı | m £4 | 0m-£60 | Om £ | 60m-£1 | 00m £ | £100m-l | £150m | over £1 | 50m |
| | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | |
| Comments | 5 | | | | | | | | | | | | | | | | | | | | | | |
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| Thankyou fo | or sur | nort | ina th | is su | rvev | | | | | | | | | | | | | | | | | | |
| The CBI supplie | | | | | - | | ised m | anufac | turina | investi | ment da | ata der | ived fro | om this | s surve | V. | | | | | | | |
| The CBI acknow | | | | | | | | | | | | | | | | <i>,</i> . | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | EG. | s. 6.44a | or conce |
| Your comp | any d | etails | 5 plea | se co | mplet | e as f | ully a | s poss | sible | | | | | | | | | | | | | | |
| Your name | | | | | | | | | | | | Yo | ur pos | sition | | | | | | | | | |
| Company nar | ne | | | | | | | | | | | | | | | | | | | | | | |
| Address | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | Po | stcod | е | | | | | | | | | |
| Telenhone | | | | | | | | | | | | Fr | nail | | | | | | | | | | |



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Number 60 March 2017

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Welcome to the CBI/European Commission twice-yearly investment intentions survey. We would like to thank you for your valued support of the survey – providing us with a key insight into manufacturing investment conditions.

Please answer on behalf of your UK manufacturing activities only, and feel free to contact us if you have any questions: surveymanagementgroup@cbi.org.uk

Please submit your response using one of the following options:

- By email contact surveymanagementgroup@cbi.org.uk for an electronic questionnaire to complete
- By fax to 020 7836 1210 or 020 7836 5856
- · Post your response (address at bottom of page).

Closing date: Tuesday 14 March 2017.

Thankyou very much in advance for your response.

Anna Leach – head of economic intelligence

| 1 | Please inc | | | • | | | • | | | | | | | | | | | ed la | st ye | ar by | your | com | pany, | , |
|---|--|-------------|-------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----|---------|---------------|---------------|----------------|-----------------|----------------------------|--------|-----------------|------|-----------------|-----------------|------|
| | | | | Pos | itive p | ercenta | age cha | nge | | | | No | chang | ge | | | Neg | Negative percentage change | | | | | | |
| | | 0.1 to 4 | 4.1 to 8 | 8.1 to 12 | 12.1 to 16 | 16.1 to 20 | 20.1 to 24 | 24.1 to 28 | 28.1 to 32 | 32.1 to 36 | 36.1 to 40 | >40 | | -0.1 to -4 | -4.1 to -8 | -8.1 to -12 | | -16.1 to -20 | | -24.1 to -28 | | -32.1 to -36 | -36.1 to -40 | >-40 |
| | 2015 | | | | | | | | | | | | | | | | | | | | | | | |
| | 2016 | | | | | | | | | | | | | | | | | | | | | | | |
| | 2 Please indicate the expected percentage change in the value of investment* undertaken/authorised by your company for this year, compared with investment last year. Please tick one box only for each year | | | | | | | | | | | | | | | | | | | | | | | |
| | | • | | Pos | sitive po | ercenta | age cha | inge | | | | No | o chang | ge | | | Neg | gative p | ercent | age ch | ange | | | |
| | | 0.1 to 4 | 4.1 to 8 | 8.1 to 12 | 12.1 to 16 | 16.1 to 20 | 20.1 to 24 | 24.1 to 28 | 28.1 to 32 | 32.1 to 36 | 36.1 to 40 | >40 | | -0.1 to -4 | -4.1 to -8 | -8.1 to -12 | -12.1 to -16 | | | -24.1 to -28 | | -32.1 to -36 | -36.1 to -40 | >-40 |
| | 2016 | | | | | | | | | | | | | | | | | | | | | | | |
| | 2017 | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | |

* Investment is defined as any authorised expenditure including plant and machinery, vehicles, buildings, leasing of fixed assets, innovation and information technology (which includes software, hardware, personnel and other IT-related expenses. This definition excludes marketing and training expenditure)

Please complete and return to the CBI survey management group by Tuesday 14 March 2017

| CBI inve | stment inter | ntions survey | March 2017 | | | | | | | | |
|----------|-------------------------------|---------------|-------------|--------------|------------|-------------|-------------|------------|------------|-------------|------------|
| | l ata secti enter here | | de numbe | r of the ma | iin manufa | cturing act | ivity cover | ed by this | return | | |
| How ma | ny employ | ees are co | vered by th | nis return? | | | | | | | |
| | 0-49 | 50-99 | 100-199 | 200-249 | 250-499 | 500-999 | 1000-4999 | 5000+ | | | |
| What is | the annual | ex-works | value of yo | our direct e | xports? | | | | | | |
| | nil-£75k | £75k-£1m | £1m-£3m | £3m-£8m | £8m-£15m | £15m-£25m | £25m-£40m | £40m-£60m | £60m-£100m | £100m-£150m | over £150m |
| Comme | ents | | | | | | | | | | |

Thankyou for supporting this survey

The CBI supplies the European Commission with harmonised manufacturing investment data derived from this survey. The CBI acknowledges the European Union's financial support for the technical development and supply of this data.



| | Your company | v details | please com | plete as f | fully as | possible |
|--|--------------|-----------|------------|------------|----------|----------|
|--|--------------|-----------|------------|------------|----------|----------|

| Your name | Your position |
|--------------|---------------|
| | |
| Company name | |
| Address | |
| | Postcode |
| Telephone | Email |