

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Organization size				
	Microbusiness (less than 10 employees)	Small (10 to 49 employees)	Medium (50 to 249 employees)	Net: Micro/ Small (less than 50 employees)	Net: SME (1 to 249 employees)

In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?

	1025	637	232	156	869	1025
Unweighted base	1025	637	232	156	869	1025
Base	1025	554	257	214	811	1025
I voted to Remain	54%	53%	53%	56%	53%	54%
I voted to Leave	40%	41%	38%	39%	40%	40%
I did not vote	6%	5%	8%	5%	6%	6%
Can't remember	1%	1%	0%	-	1%	1%

Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)

	1025	637	232	156	869	1025
Unweighted base	1025	637	232	156	869	1025
Base: All SME decision makers	1025	554	257	214	811	1025
Yes, it imports	27%	18%	34%	40%	23%	27%
Yes, it exports	29%	23%	35%	40%	27%	29%
No, it does not import or export	60%	70%	51%	46%	64%	60%
Don't know	0%	-	0%	-	0%	0%

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of consulting with business leaders in its decision-making and strategy for Brexit?

	1025	637	232	156	869	1025
Unweighted base	1025	637	232	156	869	1025
Base: All SME decision makers	1025	554	257	214	811	1025
Very good job	8%	6%	9%	11%	7%	8%
Fairly good job	24%	21%	27%	27%	23%	24%
Fairly bad job	19%	17%	21%	22%	19%	19%
Very bad job	38%	41%	36%	30%	40%	38%
Don't know	12%	14%	7%	10%	12%	12%

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Total	Work industry (MA)						
	Manufacturing	Construction	Retail	Finance and Accounting	Hospitality and leisure	Legal	IT & telecoms

In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?

Unweighted base	1025	133	121	186	147	26	9	165
Base	1025	144	116	169	148	29	12	158
I voted to Remain	54%	55%	37%	55%	54%	54%	65%	55%
I voted to Leave	40%	39%	59%	40%	42%	31%	25%	34%
I did not vote	6%	5%	4%	5%	4%	14%	10%	10%
Can't remember	1%	1%	-	1%	-	-	-	1%

Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)

Unweighted base	1025	133	121	186	147	26	9	165
Base: All SME decision makers	1025	144	116	169	148	29	12	158
Yes, it imports	27%	60%	13%	46%	8%	13%	-	19%
Yes, it exports	29%	60%	8%	40%	17%	17%	10%	27%
No, it does not import or export	60%	26%	81%	39%	79%	75%	90%	66%
Don't know	0%	-	-	-	-	-	-	-

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of consulting with business leaders in its decision-making and strategy for Brexit?

Unweighted base	1025	133	121	186	147	26	9	165
Base: All SME decision makers	1025	144	116	169	148	29	12	158
Very good job	8%	3%	8%	6%	15%	4%	12%	11%
Fairly good job	24%	21%	36%	21%	25%	34%	32%	17%
Fairly bad job	19%	25%	16%	17%	20%	19%	12%	14%
Very bad job	38%	38%	25%	42%	29%	39%	31%	46%
Don't know	12%	13%	15%	14%	12%	3%	14%	11%

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SME Sample: 20th - 22nd January 2020

Total	IN)					
	Media/ marketing/ advertising/ PR & sales	Medical & health services	Education	Transportation & distribution	Real estate	Other

In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?

Unweighted base	1025	110	19	13	14	9	73
Base	1025	103	22	15	19	11	79
I voted to Remain	54%	68%	44%	60%	41%	55%	52%
I voted to Leave	40%	27%	47%	40%	59%	9%	40%
I did not vote	6%	3%	-	-	-	36%	8%
Can't remember	1%	2%	8%	-	-	-	-

Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)

Unweighted base	1025	110	19	13	14	9	73
Base: All SME decision makers	1025	103	22	15	19	11	79
Yes, it imports	27%	11%	27%	-	42%	15%	28%
Yes, it exports	29%	26%	32%	17%	32%	10%	28%
No, it does not import or export	60%	67%	63%	83%	53%	75%	60%
Don't know	0%	1%	-	-	-	-	-

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of consulting with business leaders in its decision-making and strategy for Brexit?

Unweighted base	1025	110	19	13	14	9	73
Base: All SME decision makers	1025	103	22	15	19	11	79
Very good job	8%	9%	7%	-	-	-	5%
Fairly good job	24%	17%	41%	31%	27%	22%	25%
Fairly bad job	19%	19%	25%	22%	25%	41%	20%
Very bad job	38%	42%	15%	37%	48%	37%	45%
Don't know	12%	13%	12%	9%	-	-	5%

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Total	Company annual turnover					
	First year of trading	Less than £1 million	£1 million to £9.9 million	£10 million or more	Don't know	Prefer not to answer

In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?

Unweighted base	1025	35	558	214	90	31	97
Base	1025	31	506	242	121	33	91
I voted to Remain	54%	54%	53%	51%	53%	66%	58%
I voted to Leave	40%	34%	41%	41%	42%	23%	36%
I did not vote	6%	12%	5%	7%	5%	8%	5%
Can't remember	1%	-	1%	0%	-	2%	2%

Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)

Unweighted base	1025	35	558	214	90	31	97
Base: All SME decision makers	1025	31	506	242	121	33	91
Yes, it imports	27%	15%	17%	39%	47%	16%	27%
Yes, it exports	29%	10%	22%	37%	52%	22%	29%
No, it does not import or export	60%	75%	70%	49%	33%	68%	59%
Don't know	0%	-	-	0%	-	-	-

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of consulting with business leaders in its decision-making and strategy for Brexit?

Unweighted base	1025	35	558	214	90	31	97
Base: All SME decision makers	1025	31	506	242	121	33	91
Very good job	8%	4%	8%	7%	12%	2%	10%
Fairly good job	24%	36%	22%	28%	26%	8%	17%
Fairly bad job	19%	14%	17%	23%	21%	32%	13%
Very bad job	38%	29%	40%	35%	29%	52%	43%
Don't know	12%	17%	13%	6%	11%	5%	17%

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Total	Omnibus Decision Maker							
	Marketing activities (e.g. advertising, direct marketing, PR	Business development/ sales	Company credit/ charge cards	Finance/ accounting	Company mobile phones	Company pension scheme	HR (e.g. personnel, learning and development, recruitment	IT/ Telecoms

In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?

Unweighted base	1025	777	846	669	758	688	601	768	725
Base	1025	747	826	631	720	649	568	749	688
I voted to Remain	54%	54%	53%	51%	52%	51%	52%	53%	52%
I voted to Leave	40%	39%	40%	42%	42%	42%	42%	41%	42%
I did not vote	6%	6%	6%	5%	5%	6%	5%	6%	5%
Can't remember	1%	1%	1%	1%	1%	1%	1%	1%	1%

Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)

Unweighted base	1025	777	846	669	758	688	601	768	725
Base: All SME decision makers	1025	747	826	631	720	649	568	749	688
Yes, it imports	27%	23%	25%	27%	25%	25%	26%	26%	26%
Yes, it exports	29%	29%	29%	28%	28%	27%	28%	28%	29%
No, it does not import or export	60%	62%	61%	61%	62%	62%	62%	61%	61%
Don't know	0%	-	0%	-	-	-	-	-	-

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of consulting with business leaders in its decision-making and strategy for Brexit?

Unweighted base	1025	777	846	669	758	688	601	768	725
Base: All SME decision makers	1025	747	826	631	720	649	568	749	688
Very good job	8%	9%	9%	10%	9%	11%	10%	9%	10%
Fairly good job	24%	23%	24%	24%	24%	24%	24%	24%	24%
Fairly bad job	19%	18%	19%	17%	18%	17%	18%	20%	17%
Very bad job	38%	38%	37%	38%	38%	38%	38%	36%	38%
Don't know	12%	12%	11%	11%	12%	11%	10%	11%	11%

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Total		
	Procurement/ purchasing	Electricity/ gas supply

In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?

Unweighted base	1025	777	616
Base	1025	748	586
I voted to Remain	54%	53%	51%
I voted to Leave	40%	40%	43%
I did not vote	6%	6%	5%
Can't remember	1%	1%	1%

Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)

Unweighted base	1025	777	616
Base: All SME decision makers	1025	748	586
Yes, it imports	27%	27%	28%
Yes, it exports	29%	29%	29%
No, it does not import or export	60%	60%	60%
Don't know	0%	-	-

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of consulting with business leaders in its decision-making and strategy for Brexit?

Unweighted base	1025	777	616
Base: All SME decision makers	1025	748	586
Very good job	8%	9%	11%
Fairly good job	24%	24%	25%
Fairly bad job	19%	18%	17%
Very bad job	38%	38%	37%
Don't know	12%	11%	11%

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Total	Company age					
	Up to 5 years	Over 5 years up to 10 years	Over 10 years up to 20 years	Over 20 years up to 35 years	Over 35 years	Don't know

In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?

Unweighted base	1025	199	199	279	208	136	4
Base	1025	186	193	272	217	152	6
I voted to Remain	54%	51%	57%	54%	51%	55%	71%
I voted to Leave	40%	38%	36%	40%	44%	43%	29%
I did not vote	6%	10%	8%	5%	4%	2%	-
Can't remember	1%	1%	-	1%	2%	-	-

Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)

Unweighted base	1025	199	199	279	208	136	4
Base: All SME decision makers	1025	186	193	272	217	152	6
Yes, it imports	27%	20%	28%	22%	30%	39%	29%
Yes, it exports	29%	18%	29%	28%	34%	40%	-
No, it does not import or export	60%	68%	61%	63%	56%	47%	71%
Don't know	0%	-	-	-	-	1%	-

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of consulting with business leaders in its decision-making and strategy for Brexit?

Unweighted base	1025	199	199	279	208	136	4
Base: All SME decision makers	1025	186	193	272	217	152	6
Very good job	8%	11%	8%	8%	7%	7%	-
Fairly good job	24%	26%	19%	23%	29%	21%	29%
Fairly bad job	19%	21%	18%	17%	19%	25%	14%
Very bad job	38%	32%	45%	41%	35%	34%	57%
Don't know	12%	10%	11%	12%	11%	14%	-

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SME Sample: 20th - 22nd January 2020

Total	Region mainly work							
	North	Midlands	East	London	South	Wales	Scotland	Elsewhere (i.e. outside of Great Britain)

In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?

Unweighted base	1025	215	143	65	162	303	41	84	12
Base	1025	215	139	64	171	300	39	85	12
I voted to Remain	54%	50%	47%	49%	58%	54%	64%	61%	39%
I voted to Leave	40%	44%	49%	48%	31%	38%	33%	34%	54%
I did not vote	6%	6%	3%	3%	10%	6%	3%	5%	7%
Can't remember	1%	0%	1%	-	0%	1%	-	-	-

Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)

Unweighted base	1025	215	143	65	162	303	41	84	12
Base: All SME decision makers	1025	215	139	64	171	300	39	85	12
Yes, it imports	27%	27%	25%	34%	24%	29%	21%	23%	33%
Yes, it exports	29%	29%	27%	31%	31%	31%	18%	30%	37%
No, it does not import or export	60%	61%	62%	57%	57%	58%	73%	62%	50%
Don't know	0%	-	-	-	1%	-	-	-	-

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of consulting with business leaders in its decision-making and strategy for Brexit?

Unweighted base	1025	215	143	65	162	303	41	84	12
Base: All SME decision makers	1025	215	139	64	171	300	39	85	12
Very good job	8%	10%	5%	6%	15%	5%	2%	5%	14%
Fairly good job	24%	26%	28%	23%	20%	23%	20%	19%	28%
Fairly bad job	19%	16%	21%	20%	17%	23%	11%	15%	22%
Very bad job	38%	34%	30%	35%	40%	38%	48%	51%	28%
Don't know	12%	13%	15%	16%	7%	10%	19%	10%	7%

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Total	Are you...?		Age groups			
	Male	Female	Under 35	35 - 44	45 - 54	55+

In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?

Unweighted base	1025	723	302	87	176	298	464
Base	1025	732	293	97	185	291	451
I voted to Remain	54%	51%	61%	56%	61%	51%	52%
I voted to Leave	40%	43%	32%	29%	29%	45%	43%
I did not vote	6%	6%	6%	15%	10%	3%	4%
Can't remember	1%	1%	1%	-	-	1%	1%

Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)

Unweighted base	1025	723	302	87	176	298	464
Base: All SME decision makers	1025	732	293	97	185	291	451
Yes, it imports	27%	28%	24%	33%	33%	28%	22%
Yes, it exports	29%	32%	22%	28%	35%	31%	26%
No, it does not import or export	60%	58%	64%	56%	52%	58%	65%
Don't know	0%	0%	-	-	-	0%	-

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of consulting with business leaders in its decision-making and strategy for Brexit?

Unweighted base	1025	723	302	87	176	298	464
Base: All SME decision makers	1025	732	293	97	185	291	451
Very good job	8%	9%	6%	16%	10%	7%	6%
Fairly good job	24%	26%	18%	25%	14%	23%	28%
Fairly bad job	19%	18%	22%	28%	23%	15%	19%
Very bad job	38%	37%	38%	28%	44%	39%	36%
Don't know	12%	10%	16%	3%	9%	16%	12%

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SME Sample: 20th - 22nd January 2020

Total	In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?				Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)			
	I voted to Remain	I voted to Leave	I did not vote	Can't remember	Yes, it imports	Yes, it exports	No, it does not import or export	Don't know

In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?

Unweighted base	1025	548	409	60	8	255	288	633	1
Base	1025	549	409	60	7	274	302	613	1
I voted to Remain	54%	100%	-	-	-	53%	56%	52%	100%
I voted to Leave	40%	-	100%	-	-	41%	37%	42%	-
I did not vote	6%	-	-	100%	-	5%	6%	6%	-
Can't remember	1%	-	-	-	100%	0%	1%	1%	-

Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)

Unweighted base	1025	548	409	60	8	255	288	633	1
Base: All SME decision makers	1025	549	409	60	7	274	302	613	1
Yes, it imports	27%	27%	27%	25%	13%	100%	55%	-	-
Yes, it exports	29%	31%	28%	32%	24%	60%	100%	-	-
No, it does not import or export	60%	58%	63%	58%	63%	-	-	100%	-
Don't know	0%	0%	-	-	-	-	-	-	100%

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of consulting with business leaders in its decision-making and strategy for Brexit?

Unweighted base	1025	548	409	60	8	255	288	633	1
Base: All SME decision makers	1025	549	409	60	7	274	302	613	1
Very good job	8%	5%	12%	11%	12%	11%	10%	6%	-
Fairly good job	24%	11%	43%	12%	25%	21%	20%	26%	-
Fairly bad job	19%	20%	18%	17%	26%	17%	20%	20%	-
Very bad job	38%	58%	9%	56%	13%	44%	43%	34%	100%
Don't know	12%	7%	18%	4%	25%	7%	7%	14%	-

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SME Sample: 20th - 22nd January 2020

Total	Organization size				
	Microbusiness (less than 10 employees)	Small (10 to 49 employees)	Medium (50 to 249 employees)	Net: Micro/ Small (less than 50 employees)	Net: SME (1 to 249 employees)

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of informing business leaders about the changes it intends to make that will affect British businesses once the UK has left the EU?

	Unweighted base	1025	637	232	156	869	1025
Base: All SME decision makers		1025	554	257	214	811	1025
Very good job		7%	6%	8%	11%	6%	7%
Fairly good job		23%	19%	27%	26%	22%	23%
Fairly bad job		22%	21%	21%	26%	21%	22%
Very bad job		39%	43%	39%	31%	42%	39%
Don't know		9%	11%	5%	6%	9%	9%

In general, how prepared or unprepared do you currently feel your business is for Brexit (i.e. the UK leaving the European Union)?

	Unweighted base	1025	637	232	156	869	1025
Base: All SME decision makers		1025	554	257	214	811	1025
Very prepared		20%	24%	17%	15%	21%	20%
Fairly prepared		35%	29%	39%	46%	33%	35%
Fairly unprepared		22%	20%	23%	26%	21%	22%
Very unprepared		16%	19%	15%	10%	18%	16%
Don't know		6%	7%	6%	4%	7%	6%

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SME Sample: 20th - 22nd January 2020

Total	Work industry (MA)						
	Manufacturing	Construction	Retail	Finance and Accounting	Hospitality and leisure	Legal	IT & telecoms

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of informing business leaders about the changes it intends to make that will affect British businesses once the UK has left the EU?

	Total	Manufacturing	Construction	Retail	Finance and Accounting	Hospitality and leisure	Legal	IT & telecoms
Unweighted base	1025	133	121	186	147	26	9	165
Base: All SME decision makers	1025	144	116	169	148	29	12	158
Very good job	7%	5%	6%	6%	14%	4%	12%	6%
Fairly good job	23%	19%	41%	18%	22%	30%	46%	19%
Fairly bad job	22%	29%	22%	22%	23%	16%	12%	17%
Very bad job	39%	40%	24%	42%	31%	46%	31%	49%
Don't know	9%	8%	8%	11%	9%	3%	-	8%

In general, how prepared or unprepared do you currently feel your business is for Brexit (i.e. the UK leaving the European Union)?

	Total	Manufacturing	Construction	Retail	Finance and Accounting	Hospitality and leisure	Legal	IT & telecoms
Unweighted base	1025	133	121	186	147	26	9	165
Base: All SME decision makers	1025	144	116	169	148	29	12	158
Very prepared	20%	17%	23%	19%	31%	7%	22%	19%
Fairly prepared	35%	31%	44%	30%	39%	44%	47%	29%
Fairly unprepared	22%	33%	10%	25%	15%	27%	10%	26%
Very unprepared	16%	12%	16%	22%	11%	18%	21%	19%
Don't know	6%	7%	7%	4%	4%	4%	-	6%

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SME Sample: 20th - 22nd January 2020

Total	IN)					
	Media/ marketing/ advertising/ PR & sales	Medical & health services	Education	Transportation & distribution	Real estate	Other

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of informing business leaders about the changes it intends to make that will affect British businesses once the UK has left the EU?

Unweighted base	1025	110	19	13	14	9	73
Base: All SME decision makers	1025	103	22	15	19	11	79
Very good job	7%	9%	7%	7%	-	13%	7%
Fairly good job	23%	15%	33%	33%	28%	-	20%
Fairly bad job	22%	27%	14%	7%	23%	9%	22%
Very bad job	39%	39%	25%	44%	48%	69%	46%
Don't know	9%	10%	21%	9%	-	9%	5%

In general, how prepared or unprepared do you currently feel your business is for Brexit (i.e. the UK leaving the European Union)?

Unweighted base	1025	110	19	13	14	9	73
Base: All SME decision makers	1025	103	22	15	19	11	79
Very prepared	20%	17%	16%	16%	12%	-	20%
Fairly prepared	35%	34%	54%	46%	44%	31%	35%
Fairly unprepared	22%	22%	16%	13%	23%	59%	21%
Very unprepared	16%	16%	10%	16%	20%	10%	14%
Don't know	6%	11%	4%	9%	-	-	10%

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Company annual turnover					
	First year of trading	Less than £1 million	£1 million to £9.9 million	£10 million or more	Don't know	Prefer not to answer

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of informing business leaders about the changes it intends to make that will affect British businesses once the UK has left the EU?

Unweighted base	1025	35	558	214	90	31	97
Base: All SME decision makers	1025	31	506	242	121	33	91
Very good job	7%	4%	8%	6%	12%	2%	8%
Fairly good job	23%	33%	20%	28%	26%	8%	20%
Fairly bad job	22%	14%	21%	24%	27%	20%	19%
Very bad job	39%	31%	40%	38%	30%	61%	42%
Don't know	9%	17%	11%	4%	5%	9%	11%

In general, how prepared or unprepared do you currently feel your business is for Brexit (i.e. the UK leaving the European Union)?

Unweighted base	1025	35	558	214	90	31	97
Base: All SME decision makers	1025	31	506	242	121	33	91
Very prepared	20%	28%	23%	16%	17%	9%	18%
Fairly prepared	35%	37%	31%	40%	44%	46%	33%
Fairly unprepared	22%	16%	21%	25%	27%	15%	22%
Very unprepared	16%	14%	18%	14%	12%	25%	18%
Don't know	6%	5%	7%	6%	1%	6%	9%

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Omnibus Decision Maker							
	Marketing activities (e.g. advertising, direct marketing, PR	Business development/ sales	Company credit/ charge cards	Finance/ accounting	Company mobile phones	Company pension scheme	HR (e.g. personnel, learning and development, recruitment	IT/ Telecoms

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of informing business leaders about the changes it intends to make that will affect British businesses once the UK has left the EU?

Unweighted base	1025	777	846	669	758	688	601	768	725
Base: All SME decision makers	1025	747	826	631	720	649	568	749	688
Very good job	7%	8%	8%	8%	8%	9%	9%	8%	9%
Fairly good job	23%	22%	23%	24%	23%	23%	24%	23%	23%
Fairly bad job	22%	22%	22%	21%	20%	20%	20%	22%	20%
Very bad job	39%	39%	39%	39%	40%	39%	40%	38%	40%
Don't know	9%	9%	9%	8%	9%	8%	8%	9%	8%

In general, how prepared or unprepared do you currently feel your business is for Brexit (i.e. the UK leaving the European Union)?

Unweighted base	1025	777	846	669	758	688	601	768	725
Base: All SME decision makers	1025	747	826	631	720	649	568	749	688
Very prepared	20%	22%	22%	24%	23%	24%	24%	21%	23%
Fairly prepared	35%	33%	34%	32%	34%	33%	32%	34%	34%
Fairly unprepared	22%	21%	21%	21%	20%	20%	20%	21%	20%
Very unprepared	16%	18%	16%	18%	17%	18%	19%	17%	17%
Don't know	6%	7%	7%	6%	6%	6%	6%	6%	6%

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total		
	Procurement/ purchasing	Electricity/ gas supply

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of informing business leaders about the changes it intends to make that will affect British businesses once the UK has left the EU?

Unweighted base	1025	777	616
Base: All SME decision makers	1025	748	586
Very good job	7%	8%	10%
Fairly good job	23%	22%	25%
Fairly bad job	22%	21%	20%
Very bad job	39%	39%	38%
Don't know	9%	9%	8%

In general, how prepared or unprepared do you currently feel your business is for Brexit (i.e. the UK leaving the European Union)?

Unweighted base	1025	777	616
Base: All SME decision makers	1025	748	586
Very prepared	20%	22%	23%
Fairly prepared	35%	33%	35%
Fairly unprepared	22%	21%	19%
Very unprepared	16%	17%	17%
Don't know	6%	6%	6%

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Company age					
	Up to 5 years	Over 5 years up to 10 years	Over 10 years up to 20 years	Over 20 years up to 35 years	Over 35 years	Don't know

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of informing business leaders about the changes it intends to make that will affect British businesses once the UK has left the EU?

Unweighted base	1025	199	199	279	208	136	4
Base: All SME decision makers	1025	186	193	272	217	152	6
Very good job	7%	10%	9%	6%	6%	8%	-
Fairly good job	23%	24%	18%	21%	26%	23%	29%
Fairly bad job	22%	22%	20%	19%	23%	29%	14%
Very bad job	39%	34%	46%	44%	37%	33%	57%
Don't know	9%	10%	7%	11%	8%	6%	-

In general, how prepared or unprepared do you currently feel your business is for Brexit (i.e. the UK leaving the European Union)?

Unweighted base	1025	199	199	279	208	136	4
Base: All SME decision makers	1025	186	193	272	217	152	6
Very prepared	20%	23%	18%	17%	24%	20%	-
Fairly prepared	35%	36%	37%	33%	34%	37%	43%
Fairly unprepared	22%	18%	22%	22%	26%	23%	29%
Very unprepared	16%	18%	15%	20%	11%	15%	29%
Don't know	6%	4%	8%	8%	5%	5%	-

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Region mainly work							
	North	Midlands	East	London	South	Wales	Scotland	Elsewhere (i.e. outside of Great Britain)

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of informing business leaders about the changes it intends to make that will affect British businesses once the UK has left the EU?

Unweighted base	1025	215	143	65	162	303	41	84	12
Base: All SME decision makers	1025	215	139	64	171	300	39	85	12
Very good job	7%	10%	9%	3%	11%	5%	6%	6%	6%
Fairly good job	23%	22%	26%	26%	27%	21%	17%	14%	21%
Fairly bad job	22%	22%	28%	29%	15%	24%	13%	18%	21%
Very bad job	39%	37%	28%	35%	41%	43%	48%	50%	37%
Don't know	9%	9%	9%	7%	6%	8%	15%	12%	15%

In general, how prepared or unprepared do you currently feel your business is for Brexit (i.e. the UK leaving the European Union)?

Unweighted base	1025	215	143	65	162	303	41	84	12
Base: All SME decision makers	1025	215	139	64	171	300	39	85	12
Very prepared	20%	23%	22%	23%	18%	18%	16%	20%	14%
Fairly prepared	35%	33%	34%	39%	40%	37%	31%	26%	45%
Fairly unprepared	22%	25%	17%	19%	22%	24%	14%	24%	26%
Very unprepared	16%	14%	18%	12%	16%	15%	26%	23%	15%
Don't know	6%	5%	8%	8%	4%	6%	13%	8%	-

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Are you...?		Age groups			
	Male	Female	Under 35	35 - 44	45 - 54	55+

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of informing business leaders about the changes it intends to make that will affect British businesses once the UK has left the EU?

Unweighted base	1025	723	302	87	176	298	464
Base: All SME decision makers	1025	732	293	97	185	291	451
Very good job	7%	9%	5%	18%	8%	6%	6%
Fairly good job	23%	25%	17%	21%	16%	22%	26%
Fairly bad job	22%	21%	25%	24%	28%	17%	23%
Very bad job	39%	39%	41%	31%	43%	44%	37%
Don't know	9%	7%	12%	5%	5%	11%	9%

In general, how prepared or unprepared do you currently feel your business is for Brexit (i.e. the UK leaving the European Union)?

Unweighted base	1025	723	302	87	176	298	464
Base: All SME decision makers	1025	732	293	97	185	291	451
Very prepared	20%	23%	11%	10%	17%	17%	26%
Fairly prepared	35%	36%	33%	48%	36%	32%	34%
Fairly unprepared	22%	21%	25%	19%	26%	24%	20%
Very unprepared	16%	14%	22%	14%	15%	19%	15%
Don't know	6%	5%	8%	8%	5%	8%	5%

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?				Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)			
	I voted to Remain	I voted to Leave	I did not vote	Can't remember	Yes, it imports	Yes, it exports	No, it does not import or export	Don't know

Thinking about Brexit (i.e. the UK leaving the European Union)...How good or bad a job do you think the government has done of informing business leaders about the changes it intends to make that will affect British businesses once the UK has left the EU?

Unweighted base	1025	548	409	60	8	255	288	633	1
Base: All SME decision makers	1025	549	409	60	7	274	302	613	1
Very good job	7%	4%	12%	8%	12%	10%	10%	6%	-
Fairly good job	23%	9%	41%	13%	37%	23%	21%	23%	-
Fairly bad job	22%	21%	24%	19%	26%	18%	23%	23%	-
Very bad job	39%	61%	9%	55%	13%	46%	44%	36%	100%
Don't know	9%	5%	13%	6%	12%	3%	3%	12%	-

In general, how prepared or unprepared do you currently feel your business is for Brexit (i.e. the UK leaving the European Union)?

Unweighted base	1025	548	409	60	8	255	288	633	1
Base: All SME decision makers	1025	549	409	60	7	274	302	613	1
Very prepared	20%	8%	38%	9%	-	13%	17%	23%	-
Fairly prepared	35%	31%	43%	25%	49%	39%	37%	34%	-
Fairly unprepared	22%	30%	11%	28%	24%	27%	25%	20%	100%
Very unprepared	16%	25%	3%	28%	13%	19%	18%	15%	-
Don't know	6%	7%	5%	10%	14%	3%	3%	8%	-

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Organization size				
	Microbusiness (less than 10 employees)	Small (10 to 49 employees)	Medium (50 to 249 employees)	Net: Micro/Small (less than 50 employees)	Net: SME (1 to 249 employees)

Thinking about the impact of the following Brexit deals has on your business ONLY...If you had to choose, which Brexit deal do you think would have been better?

	Unweighted base	1025	637	232	156	869	1025
Base: All SME decision makers		1025	554	257	214	811	1025
The Brexit deal Boris Johnson negotiated with the EU		38%	37%	38%	40%	37%	38%
The Brexit deal Theresa May negotiated with the EU		29%	28%	30%	29%	28%	29%
Don't know		34%	35%	32%	31%	34%	34%

Overall, how positive or negative do you expect the impact of Brexit to be on your business?

	Unweighted base	1025	637	232	156	869	1025
Base: All SME decision makers		1025	554	257	214	811	1025
Very positive		10%	10%	10%	9%	10%	10%
Fairly positive		14%	10%	16%	20%	12%	14%
Neither positively or negatively		34%	38%	28%	29%	35%	34%
Fairly negative		23%	19%	28%	25%	22%	23%
Very negative		16%	19%	12%	14%	17%	16%
Don't know		4%	3%	6%	3%	4%	4%

Cell Contents (Column Percentages)

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Work industry (MA)						
	Manufacturing	Construction	Retail	Finance and Accounting	Hospitality and leisure	Legal	IT & telecoms

Thinking about the impact of the following Brexit deals has on your business ONLY...If you had to choose, which Brexit deal do you think would have been better?

	Unweighted base	1025	133	121	186	147	26	9	165
Base: All SME decision makers		1025	144	116	169	148	29	12	158
The Brexit deal Boris Johnson negotiated with the EU		38%	37%	54%	31%	45%	34%	61%	33%
The Brexit deal Theresa May negotiated with the EU		29%	24%	21%	32%	28%	18%	8%	32%
Don't know		34%	39%	25%	37%	27%	48%	31%	34%

Overall, how positive or negative do you expect the impact of Brexit to be on your business?

	Unweighted base	1025	133	121	186	147	26	9	165
Base: All SME decision makers		1025	144	116	169	148	29	12	158
Very positive		10%	7%	15%	6%	13%	8%	22%	11%
Fairly positive		14%	13%	14%	13%	16%	16%	22%	11%
Neither positively or negatively		34%	30%	40%	31%	42%	26%	14%	29%
Fairly negative		23%	28%	18%	23%	14%	18%	23%	28%
Very negative		16%	19%	10%	21%	11%	30%	19%	17%
Don't know		4%	2%	3%	5%	5%	3%	-	3%

Cell Contents (C)

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	IN)					
	Media/ marketing/ advertising/ PR & sales	Medical & health services	Education	Transportation & distribution	Real estate	Other

Thinking about the impact of the following Brexit deals has on your business ONLY...If you had to choose, which Brexit deal do you think would have been better?

	Unweighted base	1025	110	19	13	14	9	73
Base: All SME decision makers		1025	103	22	15	19	11	79
The Brexit deal Boris Johnson negotiated with the EU		38%	30%	38%	23%	39%	41%	37%
The Brexit deal Theresa May negotiated with the EU		29%	37%	28%	30%	9%	50%	32%
Don't know		34%	33%	34%	47%	52%	9%	31%

Overall, how positive or negative do you expect the impact of Brexit to be on your business?

	Unweighted base	1025	110	19	13	14	9	73
Base: All SME decision makers		1025	103	22	15	19	11	79
Very positive		10%	11%	4%	7%	-	-	11%
Fairly positive		14%	10%	13%	20%	27%	23%	13%
Neither positively or negatively		34%	31%	65%	38%	28%	24%	32%
Fairly negative		23%	28%	7%	12%	32%	53%	20%
Very negative		16%	18%	10%	13%	13%	-	19%
Don't know		4%	4%	-	9%	-	-	5%

Cell Contents (C)

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Company annual turnover					
	First year of trading	Less than £1 million	£1 million to £9.9 million	£10 million or more	Don't know	Prefer not to answer

Thinking about the impact of the following Brexit deals has on your business ONLY...If you had to choose, which Brexit deal do you think would have been better?

Unweighted base	1025	35	558	214	90	31	97
Base: All SME decision makers	1025	31	506	242	121	33	91
The Brexit deal Boris Johnson negotiated with the EU	38%	43%	37%	40%	45%	20%	32%
The Brexit deal Theresa May negotiated with the EU	29%	26%	28%	33%	25%	14%	31%
Don't know	34%	31%	35%	27%	31%	66%	37%

Overall, how positive or negative do you expect the impact of Brexit to be on your business?

Unweighted base	1025	35	558	214	90	31	97
Base: All SME decision makers	1025	31	506	242	121	33	91
Very positive	10%	14%	11%	11%	9%	3%	6%
Fairly positive	14%	13%	12%	14%	21%	8%	16%
Neither positively or negatively	34%	44%	37%	32%	27%	34%	30%
Fairly negative	23%	12%	20%	28%	26%	27%	18%
Very negative	16%	14%	17%	13%	14%	17%	25%
Don't know	4%	3%	3%	3%	3%	12%	5%

Cell Contents (C)

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Omnibus Decision Maker							
	Marketing activities (e.g. advertising, direct marketing, PR	Business development/ sales	Company credit/ charge cards	Finance/ accounting	Company mobile phones	Company pension scheme	HR (e.g. personnel, learning and development, recruitment	IT/ Telecoms

Thinking about the impact of the following Brexit deals has on your business ONLY...If you had to choose, which Brexit deal do you think would have been better?

	Unweighted base	1025	777	846	669	758	688	601	768	725
Base: All SME decision makers		1025	747	826	631	720	649	568	749	688
The Brexit deal Boris Johnson negotiated with the EU		38%	39%	40%	40%	39%	40%	40%	40%	40%
The Brexit deal Theresa May negotiated with the EU		29%	28%	28%	28%	27%	28%	29%	28%	28%
Don't know		34%	33%	32%	32%	33%	32%	31%	33%	32%

Overall, how positive or negative do you expect the impact of Brexit to be on your business?

	Unweighted base	1025	777	846	669	758	688	601	768	725
Base: All SME decision makers		1025	747	826	631	720	649	568	749	688
Very positive		10%	11%	12%	12%	12%	12%	13%	11%	11%
Fairly positive		14%	13%	14%	15%	13%	15%	13%	13%	15%
Neither positively or negatively		34%	34%	33%	34%	34%	34%	33%	34%	35%
Fairly negative		23%	22%	22%	20%	22%	20%	22%	23%	20%
Very negative		16%	17%	16%	16%	16%	17%	16%	16%	16%
Don't know		4%	3%	4%	3%	3%	3%	3%	3%	4%

Cell Contents (C)

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total		
	Procurement/ purchasing	Electricity/ gas supply

Thinking about the impact of the following Brexit deals has on your business ONLY...If you had to choose, which Brexit deal do you think would have been better?

Unweighted base	1025	777	616
Base: All SME decision makers	1025	748	586
The Brexit deal Boris Johnson negotiated with the EU	38%	40%	40%
The Brexit deal Theresa May negotiated with the EU	29%	28%	28%
Don't know	34%	32%	32%

Overall, how positive or negative do you expect the impact of Brexit to be on your business?

Unweighted base	1025	777	616
Base: All SME decision makers	1025	748	586
Very positive	10%	11%	12%
Fairly positive	14%	14%	15%
Neither positively or negatively	34%	34%	35%
Fairly negative	23%	22%	20%
Very negative	16%	16%	15%
Don't know	4%	3%	3%

Cell Contents (C)

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Company age					
	Up to 5 years	Over 5 years up to 10 years	Over 10 years up to 20 years	Over 20 years up to 35 years	Over 35 years	Don't know

Thinking about the impact of the following Brexit deals has on your business ONLY...If you had to choose, which Brexit deal do you think would have been better?

	Unweighted base	1025	199	199	279	208	136	4
Base: All SME decision makers		1025	186	193	272	217	152	6
The Brexit deal Boris Johnson negotiated with the EU		38%	40%	32%	36%	44%	39%	43%
The Brexit deal Theresa May negotiated with the EU		29%	27%	35%	27%	27%	27%	29%
Don't know		34%	33%	33%	37%	30%	35%	29%

Overall, how positive or negative do you expect the impact of Brexit to be on your business?

	Unweighted base	1025	199	199	279	208	136	4
Base: All SME decision makers		1025	186	193	272	217	152	6
Very positive		10%	14%	10%	8%	11%	8%	-
Fairly positive		14%	16%	13%	11%	17%	12%	-
Neither positively or negatively		34%	33%	33%	37%	31%	33%	57%
Fairly negative		23%	20%	21%	23%	23%	28%	14%
Very negative		16%	14%	19%	18%	14%	16%	29%
Don't know		4%	4%	5%	3%	4%	3%	-

Cell Contents (C)

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Region mainly work							
	North	Midlands	East	London	South	Wales	Scotland	Elsewhere (i.e. outside of Great Britain)

Thinking about the impact of the following Brexit deals has on your business ONLY...If you had to choose, which Brexit deal do you think would have been better?

Unweighted base	1025	215	143	65	162	303	41	84	12
Base: All SME decision makers	1025	215	139	64	171	300	39	85	12
The Brexit deal Boris Johnson negotiated with the EU	38%	44%	46%	35%	37%	35%	26%	27%	49%
The Brexit deal Theresa May negotiated with the EU	29%	27%	20%	31%	39%	28%	17%	31%	15%
Don't know	34%	28%	34%	34%	24%	37%	57%	42%	36%

Overall, how positive or negative do you expect the impact of Brexit to be on your business?

Unweighted base	1025	215	143	65	162	303	41	84	12
Base: All SME decision makers	1025	215	139	64	171	300	39	85	12
Very positive	10%	13%	9%	5%	10%	10%	-	7%	28%
Fairly positive	14%	15%	14%	16%	18%	11%	22%	4%	-
Neither positively or negatively	34%	31%	46%	41%	25%	31%	37%	44%	21%
Fairly negative	23%	20%	18%	17%	24%	27%	22%	20%	28%
Very negative	16%	16%	13%	14%	20%	16%	15%	20%	22%
Don't know	4%	4%	1%	6%	3%	4%	4%	4%	-

Cell Contents (C)

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	Are you...?		Age groups			
	Male	Female	Under 35	35 - 44	45 - 54	55+

Thinking about the impact of the following Brexit deals has on your business ONLY...If you had to choose, which Brexit deal do you think would have been better?

	Unweighted base	1025	723	302	87	176	298	464
Base: All SME decision makers		1025	732	293	97	185	291	451
The Brexit deal Boris Johnson negotiated with the EU		38%	43%	25%	36%	22%	40%	44%
The Brexit deal Theresa May negotiated with the EU		29%	30%	26%	23%	40%	27%	26%
Don't know		34%	27%	49%	41%	39%	33%	30%

Overall, how positive or negative do you expect the impact of Brexit to be on your business?

	Unweighted base	1025	723	302	87	176	298	464
Base: All SME decision makers		1025	732	293	97	185	291	451
Very positive		10%	12%	4%	8%	6%	10%	12%
Fairly positive		14%	14%	13%	27%	13%	11%	13%
Neither positively or negatively		34%	33%	37%	25%	29%	33%	38%
Fairly negative		23%	23%	21%	26%	31%	22%	19%
Very negative		16%	15%	19%	7%	16%	19%	17%
Don't know		4%	3%	6%	8%	5%	5%	2%

Cell Contents (C)

YouGov - SMEs Brexit

SME Sample: 20th - 22nd January 2020

Total	In the Referendum in 2016 on whether Britain should remain in or leave the European Union, which way did you vote, or did you not vote?				Does your business currently import from or export to anywhere outside the UK? (Please select all that apply)			
	I voted to Remain	I voted to Leave	I did not vote	Can't remember	Yes, it imports	Yes, it exports	No, it does not import or export	Don't know

Thinking about the impact of the following Brexit deals has on your business ONLY...If you had to choose, which Brexit deal do you think would have been better?

Unweighted base	1025	548	409	60	8	255	288	633	1
Base: All SME decision makers	1025	549	409	60	7	274	302	613	1
The Brexit deal Boris Johnson negotiated with the EU	38%	15%	71%	24%	37%	35%	35%	40%	-
The Brexit deal Theresa May negotiated with the EU	29%	45%	7%	28%	14%	35%	35%	23%	100%
Don't know	34%	40%	23%	48%	49%	30%	29%	36%	-

Overall, how positive or negative do you expect the impact of Brexit to be on your business?

Unweighted base	1025	548	409	60	8	255	288	633	1
Base: All SME decision makers	1025	549	409	60	7	274	302	613	1
Very positive	10%	3%	19%	9%	-	8%	11%	10%	-
Fairly positive	14%	5%	26%	11%	37%	20%	17%	11%	-
Neither positively or negatively	34%	28%	43%	22%	38%	20%	21%	42%	-
Fairly negative	23%	33%	7%	33%	12%	30%	25%	20%	100%
Very negative	16%	27%	2%	23%	13%	19%	22%	14%	-
Don't know	4%	4%	3%	3%	-	3%	3%	4%	-

Cell Contents (C)