

YouGov / Urica Survey Results

Sample Size: 783 businesses

Fieldwork: 28th September - 17th October 2016

[This survey was carried out for Urica.](#)

For more information about the Supply Chain Funding Index and to access the full report and analysis, please visit scfindex.com

Total

Index

Base	783
Mean	6.56

Which sector does your business primarily operate in?

Base	783
Accommodation & food service activities	1%
Administrative & support service activities	0%
Agriculture, forestry & fishing	1%
Arts, entertainment & recreation (including tourism, leisure etc.)	1%
Tour operator	-
Construction	26%
Education	1%
Electricity, gas, steam & air conditioning supply	2%
Financial & insurance activities	1%
Health & social work activities	1%
Information & communication	2%
Manufacturing	25%
Logistics services	0%
Industrial engineering & maintenance services	7%
Mining & quarrying	0%
Professional, scientific & technical activities	6%
Public admin & defence; compulsory social security	0%
Real estate activities	1%
Transport & storage (including postal)	1%
Water supply, sewerage, waste & remediation activities	2%
Wholesale, retail and regional distribution	9%
Other service activities	2%
Other	11%
Prefer not to say	0%

What was your organisation's turnover in the past year?*If you work for an international organisation then please just answer for the turnover in your country.*

Base	783
Less than £250,000	6%
£250,000 - £1 million	17%
£1 million - £4.9 million	40%
£5 million - £9.9 million	14%
£10 million - £49 million	16%
£50 million - £249 million	4%
£250 million - £999 million	2%
More than £1 billion	1%
Net: Micro: Less than £250,000	6%
Net: Small: £250,000 - £9.9m	71%
Net: Medium: £10m - £49.9m	16%
Net: Large: Over £50m	7%
Mean	238665.39

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How would you best describe the role of your business within the supply chain? *Please select all that apply*

Base	783
End-user supplier – Sells to the public and/or a business user	57%
Tier 1 / Top-tier supplier – mostly supplies final manufacturers/assemblers	19%
Mid-tier supplier – mostly supplies larger suppliers	25%
Lower-tier supplier – mostly supplies other smaller suppliers	10%
Don't know	4%

By how much do you expect your business' turnover to change in the coming 12 months?

Base	783
+ 50% or more [50]	2%
+ 25% to +49% [37.5]	5%
+ 10% to + 24% [17]	20%
+ 5% to + 9% [7]	21%
+ 1% to +4% [2.5]	16%
No change [0]	17%
-1% to -4% [-2.5]	5%
-5% to -9% [-7]	5%
-10% to -24% [-17]	6%
-25% to -49% [-37.5]	2%
-50% or more [-50]	0%
Net: Increase	65%
Net: No Change	17%
Net: Decrease	18%
Mean	6.05
StdDev	14.77
Mean Increase	12.9
Mean Decrease	-14.5

What percentage of your business' turnover would you estimate is spent on importing_?

Base	783
0% [0]	41%
1% to 4% [2]	13%
5% to 9% [7]	11%
10% to 24% [17]	16%
25% to 49% [37.5]	6%
50% or more [50]	10%
Don't know	4%
Prefer not to say	0%
Net: 1%-9%	24%
Net: 25% and over	16%
Mean	11.36
StdDev	16.42

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And, in 12 months' time_, as a percentage of your business' turnover, how much do you expect your business will be spending on importing_?

Base	783
0% [0]	39%
1% to 4% [2]	13%
5% to 9% [7]	12%
10% to 24% [17]	14%
25% to 49% [37.5]	8%
50% or more [50]	10%
Don't know	4%
Prefer not to say	0%
Net: 1%-9%	25%
Net: 25% and over	18%
Mean	11.77
StdDev	16.78

What percentage of your business' turnover would you estimate is generated by exporting_?

Base	783
0% [0]	51%
1% to 4% [2]	13%
5% to 9% [7]	10%
10% to 24% [17]	10%
25% to 49% [37.5]	6%
50% or more [50]	9%
Don't know	2%
Prefer not to say	-
Net: 1%-9%	23%
Net: 25% and over	15%
Mean	9.42
StdDev	16.03

And, in 12 months' time_, what percentage of your business' turnover do you think will be generated by exporting_?

Base	783
0% [0]	49%
1% to 4% [2]	13%
5% to 9% [7]	9%
10% to 24% [17]	12%
25% to 49% [37.5]	6%
50% or more [50]	9%
Don't know	3%
Prefer not to say	0%
Net: 1%-9%	21%
Net: 25% and over	15%
Mean	9.90
StdDev	16.18

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In the last 12 months, has your business experienced a break in its supply chain? If this has happened more than once in the last 12 months, please think about the most recent occurrence.*

Base	783
Yes – and it was a significant setback for the business	4%
Yes – and it was quite disruptive for the business	17%
Yes – but it did not cause any inconvenience for the business	10%
No	69%
Net: Yes	31%

On a scale of 0 to 10, where **0** is robust and **10** is stretched/fragile, how would you describe the supply chains that your business is a part of? Please think about up and down these supply chains.*

Base	783
0 – robust [10]	17%
1 [9]	11%
2 [8]	17%
3 [7]	15%
4 [6]	7%
5 [5]	14%
6 [4]	7%
7 [3]	7%
8 [2]	4%
9 [1]	1%
10 - stretched/fragile [0]	1%
Net: Strong (8-10)	45%
Net: Average (6-7)	22%
Net: Weak (0-5)	34%
Mean	6.75
StdDev	2.49

In the last 6 months, have pressures in your business' supply chain got better or worse?

Base	783
Much better	1%
Slightly better	8%
Stayed the same	55%
Slightly worse	27%
Much worse	7%
Don't know	3%
Net: Better	9%
Net: Worse	34%

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Total

And thinking about the next 6 months, do you expect pressures in your business' supply chain to get better or worse?

Base	783
Much better	1%
Slightly better	10%
Stay the same	54%
Slightly worse	26%
Much worse	5%
Don't know	4%
Net: Better	11%
Net: Worse	32%

What, in general, are your terms of payment with your largest customers? *Please give your answer in days.*

Base	783
Less than 14 days	5%
Between 14 and 30 days	46%
Between 31 and 45 days	12%
Between 46 and 60 days	31%
More than 60 days	7%
Net: More than a month	49%
Mean	42.88

And after how many days do you generally receive payment from those customers? *For instance, if you offer payment terms of 30 days, and you're generally paid on time, please enter 30. *

Base	783
Less than 14 days	6%
Between 14 and 30 days	22%
Between 31 and 45 days	23%
Between 46 and 60 days	25%
More than 60 days	23%
Net: More than a month	72%
Mean	51.07

Thinking about the last question, on a scale of 0 to 10, where 0 is none at all and 10 is an unbearable amount, how much pressure is this placing on your business?

Base	783
0 – None at all [0]	18%
1 [1]	8%
2 [2]	12%
3 [3]	9%
4 [4]	7%
5 [5]	17%
6 [6]	9%
7 [7]	9%
8 [8]	8%
9 [9]	2%
10 – An unbearable amount [10]	2%
Net: Low (0-5)	71%
Net: Medium (6-7)	18%
Net: High (8-10)	11%
Mean	3.81
StdDev	2.81

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How many days credit do your largest suppliers offer you?*Please give your answer in days.*

Base	783
Less than 14 days	4%
Between 14 and 30 days	52%
Between 31 and 45 days	9%
Between 46 and 60 days	29%
More than 60 days	7%
Net: More than a month	45%
Mean	42.58

And after how many days do you generally settle the invoices with them?*For instance, if you receive payment terms of 30 days, and you generally pay on time, please enter 30.*

Base	783
Less than 14 days	3%
Between 14 and 30 days	43%
Between 31 and 45 days	20%
Between 46 and 60 days	23%
More than 60 days	11%
Net: More than a month	54%
Mean	44.24

And again, thinking about the last question, on a scale of 0 to 10, where 0 is none at all and 10 is an unbearable amount, how much pressure is this placing on your business?

Base	783
0 – None at all [0]	25%
1 [1]	7%
2 [2]	11%
3 [3]	8%
4 [4]	7%
5 [5]	18%
6 [6]	8%
7 [7]	8%
8 [8]	4%
9 [9]	2%
10 – An unbearable amount [10]	1%
Net: Low (0-5)	76%
Net: Medium (6-7)	16%
Net: High (8-10)	8%
Mean	3.42
StdDev	2.79

How many days stock / work in progress does your business normally carry?

Base	783
Less than 14 days [7]	23%
Between 14 and 30 days [22]	19%
Between 31 and 45 days [38.5]	15%
Between 46 and 60 days [53]	13%
More than 60 days [61]	19%
Don't know	10%
Net: Less than a month	42%
Net: More than a month	48%
Mean	33.95
StdDev	20.71

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If your business was able to release the liquidity in its supply chain, which of the following, if any, do you think you would do?

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Export (more)	5%
Import (more)	2%
Invest in equipment/machinery/plant	23%
Recruit more staff	22%
Recruit apprentices	13%
Grow more quickly	25%
More research and development	10%
Expenditure on IT	9%
Market expansion/diversity	24%
Other	4%
Don't know	7%
Not applicable – it wouldn't make a difference to my business	26%

Working capital

Base	783
31 days or more	1%
16 to 30 days	5%
0 to 15 days	10%
- 1 to - 15 days	14%
- 16 to - 30 days	14%
- 31 to - 45 days	15%
- 46 to - 60 days	15%
- 61 to - 75 days	13%
- 76 to - 90 days	6%
- 91 to - 105 days	4%
- 106 to - 120 days	2%
- 120 to - 135 days	1%
more than - 135 days	1%
Mean	-40.77