

YouGov Survey Results

Sample Size: 200

Fieldwork: 12/09/12 - 03/10/12

TOTAL	SMALL AND MID-CAP QUOTED COMPANIES	ADVISORY COMPANIES
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q1. How optimistic or pessimistic do you feel about the UK economy over the coming 12 months? On this scale, the mid-point represents 'neutral' and will appear as number 5.

Unweighted Base	201	115	86
Base	200	114	86
0	-	-	-
1	2%	1%	5%
2	8%	10%	5%
3	21%	19%	22%
4	24%	25%	22%
5	23%	26%	19%
6	17%	16%	19%
7	3%	2%	5%
8	2%	1%	3%
9	-	-	-
10	-	-	-
Refused	1%	-	1%
Mean	4.31	4.25	4.39

q3. How optimistic or pessimistic do you feel about your own company's prospects over the next 12 months? The mid-point again represents 'neutral'.

Unweighted Base	115	115	-
Base	114	114	-
0	-	-	-
1	-	-	-
2	-	-	-
3	5%	5%	-
4	9%	9%	-
5	23%	23%	-
6	27%	27%	-
7	15%	15%	-
8	20%	20%	-
9	1%	1%	-
10	0%	0%	-
Refused	1%	1%	-
Mean	6.06	6.06	-

q4ab. How optimistic or pessimistic do you feel about the prospects of small to mid-cap UK quoted companies over the next 12 months? The mid-point again represents 'neutral'.

Unweighted Base	86	-	86
Base	86	-	86
0	-	-	-
1	2%	-	2%
2	-	-	-
3	14%	-	14%
4	16%	-	16%
5	31%	-	31%
6	24%	-	24%
7	6%	-	6%
8	3%	-	3%
9	1%	-	1%
10	-	-	-
Refused	1%	-	1%
Mean	4.98	-	4.98

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q5a. Do you expect the number of full time employees in your business to increase or decrease over the next 12 months?

Unweighted Base	115	115	-
Base	114	114	-
Increase	43%	43%	-
Decrease	19%	19%	-
No change	38%	38%	-

q5bi. By what percentage do you expect the number of full time employees in your business to increase over the next 12 months?

Unweighted Base	52	52	-
Base	49	49	-
+ 50% or more [65]	4%	4%	-
+ 30% to +49% [39.5]	4%	4%	-
+ 20% to + 29% [24.5]	3%	3%	-
+ 15% to + 19% [17]	7%	7%	-
+ 10% to + 14% [12]	27%	27%	-
+ 5% to + 9% [7]	30%	30%	-
+ 3% to + 4% [3.5]	18%	18%	-
+ 1% to +2% [1.5]	7%	7%	-
Mean	11.87	11.87	-

q5bii. By what percentage do you expect the number of full time employees in your business to decrease over the next 12 months?

Unweighted Base	19	19	-
Base	22	22	-
-1% to -2% [-1.5]	13%	13%	-
-3% to -4% [-3.5]	30%	30%	-
-5% to -9% [-7]	24%	24%	-
-10% to -14% [-12]	16%	16%	-
-15% to -19% [-17]	8%	8%	-
-20% to -29% [-24.5]	8%	8%	-
-30% to -49% [-39.5]	-	-	-
-50% or more [-65]	-	-	-
Mean	-8.30	-8.30	-

qlisted1. Are you considering raising capital for your company in the next 12 months?

Unweighted Base	115	115	-
Base	114	114	-
Yes	41%	41%	-
No	59%	59%	-

qlisted2. What would be your preferred way of raising capital, if the need arose in the next 12 months?

Unweighted Base	115	115	-
Base	114	114	-
Bank finance	27%	27%	-
Public equity	50%	50%	-
Listed debt issuance	11%	11%	-
Private equity	6%	6%	-
Other (such as invoice discounting, asset finance, factoring)	6%	6%	-

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q12a. Bank finance : On a scale of 0 to 10, how easy or difficult would your company currently find it to raise finance through the following channels? On this scale, 0 represents 'Impossible' and 10 represents 'Extremely easy'.

Unweighted Base	115	115	-
Base	114	114	-
0 – Impossible	10%	10%	-
1	4%	4%	-
2	6%	6%	-
3	9%	9%	-
4	8%	8%	-
5	10%	10%	-
6	20%	20%	-
7	11%	11%	-
8	8%	8%	-
9	2%	2%	-
10 – Extremely easy	7%	7%	-
Don't know	6%	6%	-
Mean	5.57	5.57	-

q12b. Public equity : On a scale of 0 to 10, how easy or difficult would your company currently find it to raise finance through the following channels? On this scale, 0 represents 'Impossible' and 10 represents 'Extremely easy'.

Unweighted Base	115	115	-
Base	114	114	-
0 – Impossible	-	-	-
1	4%	4%	-
2	11%	11%	-
3	11%	11%	-
4	9%	9%	-
5	14%	14%	-
6	14%	14%	-
7	18%	18%	-
8	10%	10%	-
9	3%	3%	-
10 – Extremely easy	2%	2%	-
Don't know	5%	5%	-
Mean	6.09	6.09	-

q12c. Listed debt issuance : On a scale of 0 to 10, how easy or difficult would your company currently find it to raise finance through the following channels? On this scale, 0 represents 'Impossible' and 10 represents 'Extremely easy'.

Unweighted Base	115	115	-
Base	114	114	-
0 – Impossible	19%	19%	-
1	8%	8%	-
2	5%	5%	-
3	6%	6%	-
4	3%	3%	-
5	9%	9%	-
6	8%	8%	-
7	6%	6%	-
8	7%	7%	-
9	3%	3%	-
10 – Extremely easy	2%	2%	-
Don't know	24%	24%	-
Mean	4.59	4.59	-

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q12d. Private equity : On a scale of 0 to 10, how easy or difficult would your company currently find it to raise finance through the following channels? On this scale, 0 represents 'Impossible' and 10 represents 'Extremely easy'.

Unweighted Base	115	115	-
Base	114	114	-
0 – Impossible	8%	8%	-
1	5%	5%	-
2	8%	8%	-
3	15%	15%	-
4	8%	8%	-
5	12%	12%	-
6	12%	12%	-
7	3%	3%	-
8	7%	7%	-
9	1%	1%	-
10 – Extremely easy	1%	1%	-
Don't know	20%	20%	-
Mean	4.96	4.96	-

q12e3. By how much do you expect your turnover to change in the coming 12 month period?

Unweighted Base	115	115	-
Base	114	114	-
+ 50% or more [65]	4%	4%	-
+ 30% to +49% [39.5]	1%	1%	-
+ 20% to + 29% [24.5]	3%	3%	-
+ 15% to + 19% [17]	9%	9%	-
+ 10% to + 14% [12]	19%	19%	-
+ 5% to + 9% [7]	21%	21%	-
+ 3% to + 4% [3.5]	5%	5%	-
+ 1% to +2% [1.5]	5%	5%	-
No change [0]	25%	25%	-
-1% to -2% [-1.5]	-	-	-
-3% to -4% [-3.5]	2%	2%	-
-5% to -9% [-7]	2%	2%	-
-10% to -14% [-12]	2%	2%	-
-15% to -19% [-17]	3%	3%	-
-20% to -29% [-24.5]	2%	2%	-
-30% to -49% [-39.5]	-	-	-
-50% or more [-65]	-	-	-
Mean	7.89	7.89	-

t1. Which one of these is hampering your company's ability to grow the most at the moment?

Unweighted Base	115	115	-
Base	114	114	-
lack of finance available	17%	17%	-
regulatory requirements	16%	16%	-
increasing costs	3%	3%	-
competitive pressures	11%	11%	-
lack of confidence of the market in general	46%	46%	-
Other	7%	7%	-

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t1adv. Which one of these is hampering small and mid-cap UK quoted companies' ability to grow the most at the moment?

	Unweighted Base		
	86	-	86
	Base		86
lack of finance available	30%	-	30%
regulatory requirements	6%	-	6%
increasing costs	3%	-	3%
competitive pressures	7%	-	7%
lack of confidence of the market in general	51%	-	51%
Other	2%	-	2%

t3. In which one of these areas of regulation would your company want change the most in order to help you grow?

	Unweighted Base		
	115	115	-
	Base	114	-
employment law	30%	30%	-
accounting standards	11%	11%	-
company law	1%	1%	-
health and safety	3%	3%	-
equity market regulation	41%	41%	-
Other	14%	14%	-

t3adv. In which one of these areas of regulation would you like to see change the most in order to help small and mid-cap UK quoted companies to grow?

	Unweighted Base		
	85	-	85
	Base	-	85
employment law	47%	-	47%
accounting standards	9%	-	9%
company law	4%	-	4%
health and safety	4%	-	4%
equity market regulation	22%	-	22%
Other	14%	-	14%

t5. What would be the single most effective structural economic change which would help your company grow?

	Unweighted Base		
	113	113	-
	Base	112	-
allow the new Business Growth Fund to invest in quoted companies	15%	15%	-
have the Government guarantee retail bonds of mid-cap companies	6%	6%	-
develop and initiate large infrastructure projects	22%	22%	-
subsidise employment for UK companies through National Insurance holidays	22%	22%	-
expand existing Government financing schemes, such as Funding for Lending, the Enterprise Finance Guarantee and the National Loan Guarantee Scheme	13%	13%	-
increase the main capital allowance rate for a temporary period	9%	9%	-
Other	14%	14%	-

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t5adv. What would be the single most effective structural economic change which would help small and mid-cap UK quoted companies grow?

	Unweighted Base		
	80	-	80
	Base	80	80
allow the new Business Growth Fund to invest in quoted companies	11%	-	11%
have the Government guarantee retail bonds of mid-cap companies	15%	-	15%
develop and initiate large infrastructure projects	21%	-	21%
subsidise employment for UK companies through National Insurance holidays	20%	-	20%
expand existing Government financing schemes, such as Funding for Lending, the Enterprise Finance Guarantee and the National Loan Guarantee Scheme	14%	-	14%
increase the main capital allowance rate for a temporary period	10%	-	10%
Other	9%	-	9%

t6. Which one of these fiscal policies would have the greatest positive impact on your business, were it to be announced in the Chancellor's 2013 Spring Budget?

	Unweighted Base		
	113	113	-
	Base	112	-
Allow AIM and PLUS-quoted company shares to be included in ISAs	34%	34%	-
Reinstate the dividend tax credit for pension funds	18%	18%	-
Eliminate stamp duty on trading in small and mid-cap quoted company shares	14%	14%	-
Costs of raising equity to be tax deductible up to a certain limit	1%	1%	-
Remove the income tax liability on dividends on those stocks outside of the FTSE 350	5%	5%	-
Abolition of numerous tax reliefs in exchange for a lower overall corporation tax rate	14%	14%	-
Remove the requirement to hold 5% share capital before qualifying for a lower rate of capital gains tax through Entrepreneurs' Relief	6%	6%	-
Other	8%	8%	-

t6adv. Which one of these fiscal policies would have the greatest positive impact on small and mid-cap UK quoted companies, were it to be announced in the Chancellor's 2013 Spring Budget?

	Unweighted Base		
	79	-	79
	Base	79	79
Allow AIM and PLUS-quoted company shares to be included in ISAs	37%	-	37%
Reinstate the dividend tax credit for pension funds	11%	-	11%
Eliminate stamp duty on trading in small and mid-cap quoted company shares	6%	-	6%
Costs of raising equity to be tax deductible up to a certain limit	13%	-	13%
Remove the income tax liability on dividends on those stocks outside of the FTSE 350	5%	-	5%
Abolition of numerous tax reliefs in exchange for a lower overall corporation tax rate	15%	-	15%
Remove the requirement to hold 5% share capital before qualifying for a lower rate of capital gains tax through Entrepreneurs' Relief	10%	-	10%
Other	3%	-	3%

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t8. Do you see greater growth prospects for your company overseas or domestically?

Unweighted Base	113	113	-
Base	112	112	-
Overseas	59%	59%	-
Domestically	31%	31%	-
Both the same	11%	11%	-

t8adv. Do you see greater growth prospects for small and mid-cap UK quoted companies overseas or domestically?

Unweighted Base	79	-	79
Base	79	-	79
Overseas	49%	-	49%
Domestically	15%	-	15%
Both the same	35%	-	35%

t11. Is the UK still a good place for your business to be headquartered?

Unweighted Base	113	113	-
Base	112	112	-
Definitely yes	41%	41%	-
Probably yes	43%	43%	-
Probably no	11%	11%	-
Definitely no	-	-	-
My business is not headquartered in the UK	5%	5%	-

t11adv. Is the UK still a good place for small and mid-cap UK quoted companies to be headquartered?

Unweighted Base	79	-	79
Base	79	-	79
Definitely yes	35%	-	35%
Probably yes	61%	-	61%
Probably no	4%	-	4%
Definitely no	-	-	-

t12a. You said the UK is still a good place for your business to be headquartered. What are the top reasons for this? You may select up to three.

Unweighted Base	98	98	-
Base	94	94	-
Capital markets	51%	51%	-
Availability of talent	33%	33%	-
Tax regime	8%	8%	-
Timezones	17%	17%	-
Legal framework	30%	30%	-
Proximity to key markets	52%	52%	-
Quality of infrastructure	12%	12%	-
Proximity to suppliers	10%	10%	-
Proximity to support/advisory companies	12%	12%	-
Other	7%	7%	-

t12aadv. You said the UK is still a good place for small and mid-cap UK quoted companies to be headquartered. What are the top reasons for this? You may select up to three.

Unweighted Base	76	-	76
Base	76	-	76
Capital markets	58%	-	58%
Availability of talent	42%	-	42%
Tax regime	12%	-	12%
Timezones	29%	-	29%
Legal framework	53%	-	53%
Proximity to key markets	24%	-	24%
Quality of infrastructure	20%	-	20%
Proximity to suppliers	1%	-	1%
Proximity to support/advisory companies	36%	-	36%
Other	3%	-	3%