

## National Totals

Number of Employees	Manufacturing											
	1-19		20-199		200-499		500+		All (Unweighted)		All (weighted)	
	4Q 11	1Q 12	4Q 11	1Q 12	4Q 11	1Q 12	4Q 11	1Q 12	4Q 11	1Q 12	4Q 11	1Q 12
Domestic sales	-6	2	5	14	-5	1	5	19	-3	9	0	12
Domestic orders	-8	2	-6	9	-26	2	-11	8	-10	4	-13	6
Export sales	14	33	19	27	19	14	6	34	11	19	12	24
Export orders	5	21	11	27	16	14	-7	24	8	15	5	20
Employment last 3 months	3	5	11	14	10	11	-2	22	6	12	6	16
Employment next 3 months	4	17	4	17	-22	9	-20	17	5	15	-8	15
% Tried to recruit	35	38	59	62	58	65	83	60	53	55	66	62
% Part-time	15	37	15	19	8	18	14	14	18	20	13	18
% Full-time	85	80	87	84	63	70	57	52	84	82	72	73
% Temporary	53	55	34	38	24	24	29	33	44	44	33	34
% Permanent	47	62	59	62	40	64	30	32	48	58	43	56
% Skilled manual	38	34	43	45	36	40	28	32	41	40	35	37
% Professional/managerial	21	29	24	28	23	29	14	25	24	29	19	24
% Clerical	14	17	16	13	9	8	13	6	22	14	15	11
% Semi and unskilled	10	20	9	14	7	14	3	9	7	15	6	14
% Recruitment difficulties	45	60	67	70	53	70	52	49	64	72	61	70
Cashflow	-11	-5	-1	-5	16	-3	4	9	-6	0	2	1
Investment - plant/machinery	2	8	15	12	-5	23	2	17	8	13	5	17
Investment - training	2	12	16	15	-7	11	18	21	6	19	10	17
Confidence - turnover	15	39	26	35	13	37	-1	31	16	39	14	37
Confidence - profitability	-3	18	15	23	9	20	4	21	9	19	9	21
% Full capacity	35	33	38	41	38	23	43	38	41	37	44	36
Prices	23	28	35	32	13	28	31	15	31	28	29	26
% Pay settlements	15	14	26	22	12	24	26	27	23	18	23	23
% Raw materials	84	84	76	73	56	72	78	56	81	78	78	74
% Financial costs	27	22	27	26	23	14	13	13	24	18	20	16
% Other overheads	51	44	45	44	40	48	53	37	49	43	49	44
Number of companies	958	883	844	925	95	80	46	71	1943	1959		
Number of employees	7436	7237	42196	56391	25649	21752	59454	116009	134735	201389		
Number of exports	503	499	578	649	72	68	32	59	1185	1275		



## National Totals

Number of Employees	Services											
	1-19		20-199		200-499		500+		All (Unweighted)		All (weighted)	
	4Q 11	1Q 12	4Q 11	1Q 12	4Q 11	1Q 12	4Q 11	1Q 12	4Q 11	1Q 12	4Q 11	1Q 12
Domestic sales	-2	2	3	9	2	34	4	8	0	3	2	10
Domestic orders	-9	-1	0	9	-6	35	-33	-2	-7	0	-9	7
Export sales	4	9	13	15	17	16	4	26	9	8	10	16
Export orders	-1	6	7	15	19	16	-38	21	2	7	-1	12
Employment last 3 months	3	3	5	8	-3	27	-2	-14	0	1	2	4
Employment next 3 months	6	12	3	14	-7	33	1	-9	3	10	2	11
% Tried to recruit	31	28	59	61	64	74	69	68	39	38	56	57
% Part-time	43	46	34	36	35	31	44	40	38	39	34	34
% Full-time	61	57	70	69	67	70	56	58	64	62	66	66
% Temporary	36	47	43	38	30	39	38	49	36	44	35	39
% Permanent	64	54	60	63	31	61	63	44	62	56	62	61
% Skilled manual	19	15	27	20	8	10	11	9	19	17	18	15
% Professional/managerial	21	26	31	26	40	19	27	34	24	26	28	26
% Clerical	16	14	21	11	13	13	10	11	18	13	16	12
% Semi and unskilled	13	11	18	10	14	11	4	12	14	10	13	11
% Recruitment difficulties	60	58	62	52	63	40	32	41	57	52	55	50
Cashflow	-16	-13	-6	-6	-7	7	3	9	-13	-10	-8	-4
Investment - plant/machinery	-2	2	4	7	-6	14	8	3	-1	3	2	5
Investment - training	1	4	11	15	4	14	8	20	4	7	7	13
Confidence - turnover	16	30	25	35	12	37	28	19	15	29	19	30
Confidence - profitability	3	16	6	24	0	20	4	-5	2	15	2	14
% Full capacity	30	30	36	33	37	43	33	41	33	31	34	35
Prices	21	23	21	23	37	45	30	17	20	24	24	24
% Pay settlements	14	11	25	21	20	35	18	22	17	15	20	20
% Raw materials	31	28	37	33	31	33	31	30	31	29	33	31
% Financial costs	19	18	24	18	11	12	15	16	19	19	18	17
% Other overheads	44	41	48	44	36	43	46	52	44	41	45	44
Number of companies	4119	4217	1484	1482	160	175	146	148	5909	6022		
Number of employees	20791	22200	84277	84069	42792	49494	564258	688425	712118	844188		
Number of exports	1139	1247	529	539	69	66	63	57	1969	2106		

