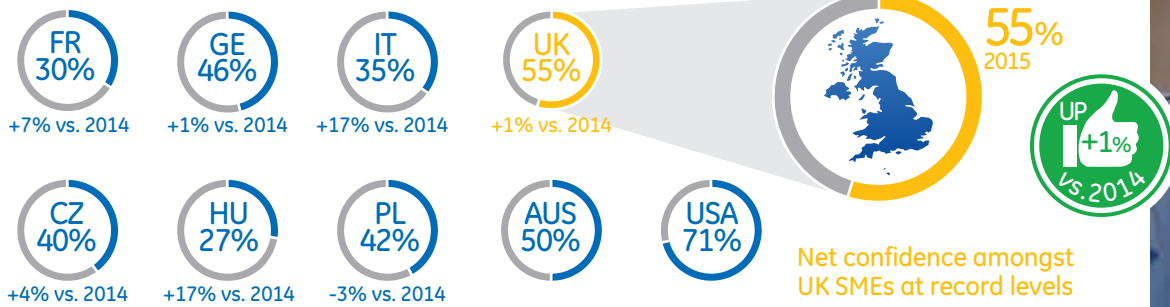




## NET CONFIDENCE AMONGST SMEs

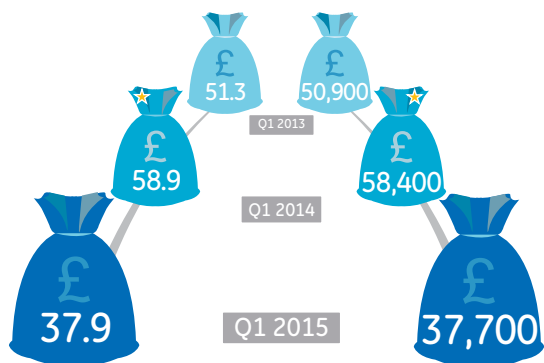


## REVENUE GROWTH - HOME AND AWAY

	UK 	FR 	GE 	IT 
% SMEs reporting revenue Growth	61	54	59	54
% SMEs reporting overseas revenue growth	34	43	30	46
% MM reporting revenue growth	66	66	61	66
% MM reporting overseas revenue growth	51	59	38	61

## INVESTMENT INTENTIONS

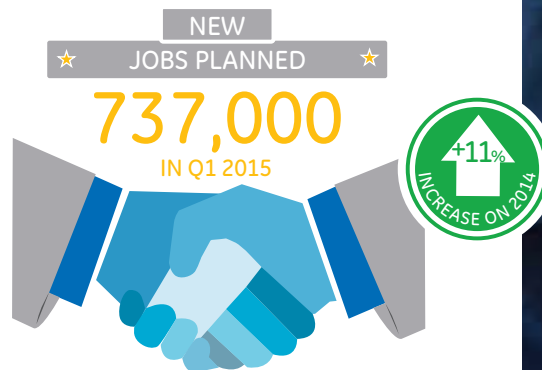
In the next 12 months



Total planned investment (£bn)

Average investment per SME (£K)

## EMPLOYMENT OUTLOOK

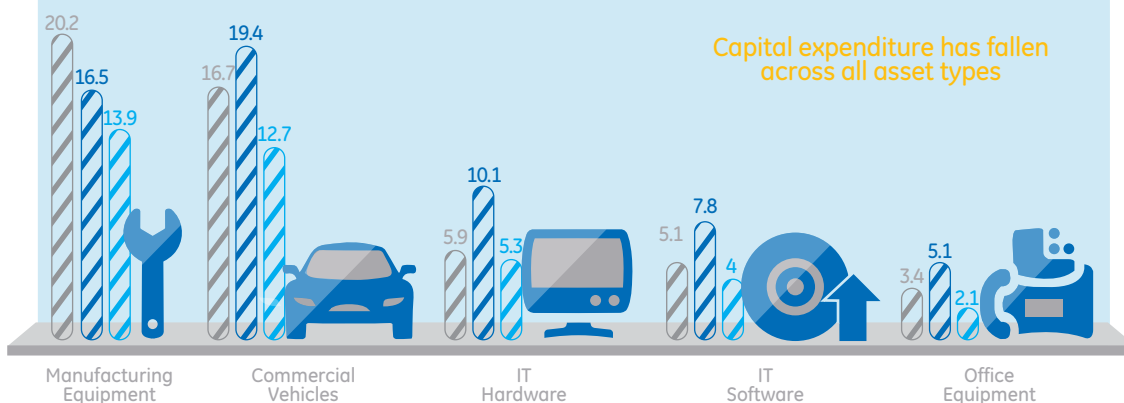


Employment intentions reflect record net confidence

## INVESTMENT BY ASSET TYPE (£bn)

In the next 12 months

Q1 2013 Q1 2014 Q1 2015



## UK FIRMS ARE INVESTING TO INCREASE PRODUCTIVITY

☆ TOP ☆

### REASON FOR INVESTMENT

53%

-1% vs. 2014

Upgrading existing equipment to enhance efficiency and productivity

47%

+6% vs. 2014

Deterioration of existing equipment

24%

No change vs. 2014

To build capacity to service growth in new orders

☆ TOP ☆

### BARRIERS FOR INVESTMENT

Have recently upgraded

25%

+6% vs. 2014

Uncertain economic environment

20%

-3% vs. 2014

To build capacity to service growth in new orders

16%

-2% vs. 2014

## MISSED OPPORTUNITIES



SMEs THAT HAVE MISSED OUT DUE TO OUTDATED EQUIPMENT



AVERAGE AMOUNT LOST PER SME

£7bn

+38% vs. 2014

£6,900

+38% vs. 2014

Estimated losses of income due to outdated or inefficient equipment have risen in the past year from £5BN to £7BN

## FINANCING OPTIONS



UK TOP 5



Preferred financing providers  
(% would consider)



High Street Bank

69%

-8% vs. 2014



Finance from Manufacturer

67%

+2% vs. 2014



Specialist Leaser or Lender

64%

-2% vs. 2014



Government / EU Grants

34%

-35% vs. 2014



P2P Lending

28%

-14% vs. 2014



UK TOP 5



Preferred financing options  
(% would consider)

1

70%

Buying outright with company capital

2

60%

Lease equipment via a vendor agreement or structured finance

3

44%

Bank loan

4

41%

Using a business or personal credit card

5

37%

Utilising a bank overdraft facility

### Disclaimer

Caution concerning forward-looking statements

This document contains "forward-looking statements" - that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance and financial condition, and often contain words such as "expect," "anticipate," "intend," "plan," "believe," "seek," "see," or "will." Forward-looking statements by their nature address matters that are, to different degrees, uncertain.

For us, particular uncertainties that could cause our actual results to be materially different than those expressed in our forward-looking statements include, without limitation: the level of demand and financial performance of the major industries we serve; the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks; strategic actions, including acquisitions and dispositions and our success in integrating acquired businesses; and numerous other matters of national, regional and global scale, including those of a political, economic, business and competitive nature. These uncertainties may cause our actual future results to be materially different than those expressed in our forward-looking statements. We do not undertake to update our forward looking statements.

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