

# CBI – MEMBERSHIP SURVEY ON THE EU REFERENDUM

## METHODOLOGY NOTE

ComRes interviewed 773 members of the CBI online between 22<sup>nd</sup> February and 7<sup>th</sup> March 2016. Data were weighted to be representative of the CBI membership by class, region and size of organisation. ComRes is a member of the British Polling Council and abides by its rules.

*All press releases or other publications must be checked with ComRes before use. ComRes requires 48 hours to check a press release unless otherwise agreed.*

To commission a voting intention poll or a public opinion survey please contact Katharine Peacock:

[katharine.peacock@comres.co.uk](mailto:katharine.peacock@comres.co.uk)

To register for Pollwatch, a regular newsletter update on the polls, please email: [pollwatch@comres.co.uk](mailto:pollwatch@comres.co.uk)

## **CBI: MEMBERSHIP EU SURVEY 2016**

Class .....	1
Base: All respondents	
D1. In which of the following regions are your organisation's UK operations primarily based? .....	4
Base: All respondents	
D2. Which of the following sectors does your organisation mainly work in? .....	10
Base: All respondents	
D3. To your best estimate, how many people does your organisation employ in the UK? .....	17
Base: All direct members	
D4. To your best estimate, what is your organisation's annual turnover? Please only include the annual turnover of your UK operations. ....	20
Base: All direct members	
Q1_SUM. Thinking about your organisation, which of the following, if any, applies? Please select all that apply. SUMMARY TABLE .....	23
Base: All respondents	
Q1_1. Thinking about your organisation, which of the following, if any, applies? Please select all that apply. My organisation operates in this region .....	24
Base: All respondents	
Q1_2. Thinking about your organisation, which of the following, if any, applies? Please select all that apply. (Part of) my organisation's supply chain is based in this region .....	27
Base: All respondents	
Q1_3. Thinking about your organisation, which of the following, if any, applies? Please select all that apply. My organisation makes investments in this region .....	31
Base: All respondents	
Q1_4. Thinking about your organisation, which of the following, if any, applies? Please select all that apply. My organisation imports goods or services into the UK from this region .....	35
Base: All respondents	
Q1_5. Thinking about your organisation, which of the following, if any, applies? Please select all that apply. My organisation exports goods or services from the UK into this region .....	39
Base: All respondents	
Q2/Q3_SUM. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of... SUMMARY TABLE .....	43
Base: All respondents	
Q2. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of your organisation? .....	44
Base: All respondents	
Q3. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of the UK economy as a whole? .....	47
Base: All respondents	

**CBI: MEMBERSHIP EU SURVEY 2016****Class**

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Commercial	520	520	-	-	520	24	420	76	33	404	83	427	90	106	159	72	93
	67%	100%	-	-	74%	65%	68%	65%	66%	68%	64%	70%	71%	68%	74%	66%	57%
		bcd			bc							p	p		p		
Industrial	183	-	183	-	183	13	146	24	17	138	28	117	31	41	18	27	66
	24%	-	100%	-	26%	35%	24%	20%	34%	23%	22%	19%	25%	26%	8%	24%	40%
			acd		ac							n	n	n	n	klmno	
Trade Association (TA)	70	-	-	70	-	-	52	17	-	51	18	64	5	10	38	11	5
	9%	-	-	100%	-	-	8%	15%	-	9%	14%	11%	4%	6%	18%	10%	3%
				abd			e	ef		h	hi	lp			klmop	p	

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

**CBI: MEMBERSHIP EU SURVEY 2016****Class**

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Commercial	520	144	376	80	36	137	127	140	310	211	195	325	296	224
	67%	76%	73%	91%	80%	70%	72%	71%	66%	69%	63%	70%	63%	75%
				defg							j		l	
Industrial	183	46	137	7	9	60	50	56	126	57	95	88	143	40
	24%	24%	27%	9%	20%	30%	28%	29%	27%	19%	31%	19%	30%	13%
					c	c	c	c	i		k		m	
Trade Association (TA)	70	-	-	-	-	-	-	-	33	37	21	49	34	36
	9%	-	-	-	-	-	-	-	7%	12%	7%	11%	7%	12%
									h					l

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

### CBI: MEMBERSHIP EU SURVEY 2016

**Class**

Base: All respondents

	SECTOR																		
	Total	Agri-culture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Commercial	520	12	63	52	49	14	18	41	52	32	62	93	63	120	11	79	29	19	32
	67%	52%	32%	58%	75%	50%	74%	74%	84%	89%	87%	88%	77%	82%	65%	97%	68%	87%	60%
			b	bc			b	bcr		bcpr	bcdgpr	bcr	bcpr		bcdghjklm pr	b		b	
Industrial	183	7	117	25	12	11	4	8	4	1	4	1	8	14	6	1	8	1	16
	24%	33%	59%	28%	19%	38%	17%	14%	7%	2%	5%	1%	9%	9%	35%	1%	19%	3%	30%
		cdghjklmo pr	hijklmo	jko			ko					ko	ko			jko		hijklmo	
Trade Association (TA)	70	3	17	13	4	3	2	7	5	3	5	12	11	12	-	2	5	2	5
	9%	15%	9%	14%	7%	12%	9%	12%	9%	9%	8%	11%	13%	8%	-	3%	13%	10%	10%
				o				o				o	o			o			

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

## CBI: MEMBERSHIP EU SURVEY 2016

### D1. In which of the following regions are your organisation's UK operations primarily based?

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North East	43 6%	34 6%	9 5%	- -	43 6%	5 12%	31 5%	7 6%	5 10%	33 5%	5 4%	43 7%	43 34%	- -	- -	- -	- -
		c	c		f							mnp	kmnp				
North West	48 6%	29 6%	16 9%	3 5%	44 6%	1 3%	43 7%	4 3%	3 6%	35 6%	9 7%	48 8%	48 38%	- -	- -	- -	- -
												mnp	kmnp				
Yorkshire and The Humber	36 5%	27 5%	7 4%	2 3%	34 5%	- -	30 5%	6 5%	2 4%	26 4%	8 6%	36 6%	36 28%	- -	- -	- -	- -
												mnp	kmnp				
East Midlands	33 4%	24 5%	8 5%	1 2%	32 5%	4 12%	24 4%	5 4%	3 6%	24 4%	7 5%	33 5%	- -	33 21%	- -	- -	- -
						f						lnop		klnop			
West Midlands	72 9%	45 9%	19 10%	9 13%	64 9%	7 18%	52 8%	14 12%	8 17%	46 8%	18 14%	72 12%	- -	72 46%	- -	- -	- -
						f			i		i	lnop		klnop			
East of England	52 7%	38 7%	14 8%	- -	52 7%	5 14%	43 7%	4 3%	5 10%	43 7%	4 3%	52 9%	- -	52 33%	- -	- -	- -
		c	c		c	g			j			lnop		klnop			
London	215 28%	159 31%	18 10%	38 55%	177 25%	4 11%	183 29%	28 24%	6 12%	175 29%	34 26%	215 35%	- -	- -	215 100%	- -	- -
		bd		abd	b		e			h	h	lnop			klmop		
South East	65 8%	41 8%	13 7%	11 16%	54 8%	2 6%	50 8%	13 11%	4 8%	49 8%	11 9%	65 11%	- -	- -	- -	65 59%	- -
				abd								lmnp				klmnp	
South West	45 6%	31 6%	14 8%	- -	45 6%	2 6%	34 6%	9 7%	3 6%	32 5%	9 7%	45 7%	- -	- -	- -	45 41%	- -
		c	c		c							lmnp				klmnp	
Wales	50 6%	29 6%	20 11%	- -	50 7%	3 9%	33 5%	13 11%	4 8%	34 6%	11 9%	- -	- -	- -	- -	- -	50 30%
			ac		c			f									klmno

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

## CBI: MEMBERSHIP EU SURVEY 2016

### D1. In which of the following regions are your organisation's UK operations primarily based?

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Scotland	34 4%	22 4%	8 5%	3 5%	31 4%	1 2%	26 4%	7 6%	1 3%	27 5%	6 4%	- -	- -	- -	- -	- -	34 21%
																	klmno
Northern Ireland	80 10%	41 8%	37 20%	2 3%	78 11%	3 8%	70 11%	7 6%	5 10%	68 11%	7 5%	- -	- -	- -	- -	- -	80 49%
			acd		c					j							klmno
<b>NETS</b>																	
Net: England	609 79%	427 82%	117 64%	64 92%	544 77%	30 81%	490 79%	89 76%	40 79%	463 78%	106 81%	609 100%	126 100%	158 100%	215 100%	110 100%	- -
		bd		abd	b							p	p	p	p	p	-
Net: North of England	126 16%	90 17%	31 17%	5 8%	121 17%	6 15%	104 17%	16 14%	10 20%	93 16%	23 18%	126 21%	126 100%	- -	- -	- -	- -
												mnop	kmnop				-
Net: Midlands/ East of England	158 20%	106 20%	41 23%	10 14%	148 21%	16 43%	119 19%	23 20%	16 33%	113 19%	28 21%	158 26%	- -	158 100%	- -	- -	- -
						fg			i			lnop		klnop			-
Net: South	110 14%	72 14%	27 15%	11 16%	99 14%	4 12%	84 14%	21 18%	7 15%	81 14%	21 16%	110 18%	- -	- -	- -	110 100%	- -
												lmnp				klmnp	-
Net: Rest of UK	164 21%	93 18%	66 36%	5 8%	159 23%	7 19%	129 21%	28 24%	10 21%	130 22%	24 19%	- -	- -	- -	- -	- -	164 100%
		c	acd		ac												klmno

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

## CBI: MEMBERSHIP EU SURVEY 2016

### D1. In which of the following regions are your organisation's UK operations primarily based?

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North East	43	12	31	4	3	19	9	7	15	27	11	32	23	20
	6%	6%	6%	5%	7%	10%	5%	4%	3%	9%	4%	7%	5%	7%
						g				h				
North West	48	11	33	6	2	12	15	10	30	18	16	31	32	16
	6%	6%	6%	7%	5%	6%	8%	5%	6%	6%	5%	7%	7%	5%
Yorkshire and The Humber	36	6	28	3	1	11	14	6	18	17	9	27	16	20
	5%	3%	5%	3%	1%	6%	8%	3%	4%	6%	3%	6%	3%	7%
						g								l
East Midlands	33	11	21	4	3	10	8	7	20	14	14	19	19	14
	4%	6%	4%	5%	7%	5%	4%	4%	4%	5%	5%	4%	4%	5%
West Midlands	72	18	46	8	2	19	11	23	49	23	36	36	50	22
	9%	9%	9%	10%	5%	10%	6%	12%	10%	8%	12%	8%	11%	7%
East of England	52	18	34	7	7	18	13	7	26	26	15	37	31	21
	7%	9%	7%	8%	15%	9%	7%	4%	6%	8%	5%	8%	7%	7%
						g								
London	215	28	149	20	6	13	48	90	156	59	115	100	138	77
	28%	15%	29%	23%	12%	7%	27%	46%	33%	19%	37%	22%	29%	26%
			a	e			de	cdef	i		k			
South East	65	14	40	7	3	10	12	22	43	21	31	34	41	24
	8%	7%	8%	8%	8%	5%	7%	11%	9%	7%	10%	7%	9%	8%
								e						
South West	45	13	32	6	2	19	13	5	25	19	13	32	28	17
	6%	7%	6%	7%	4%	10%	8%	3%	5%	6%	4%	7%	6%	6%
						g								
Wales	50	18	32	8	3	27	5	7	20	30	12	37	22	27
	6%	9%	6%	9%	8%	14%	3%	3%	4%	10%	4%	8%	5%	9%
				f		fg				h		j		l
Scotland	34	9	22	5	2	9	5	9	20	14	12	22	20	15
	4%	5%	4%	5%	5%	5%	3%	5%	4%	5%	4%	5%	4%	5%
Northern Ireland	80	34	44	11	10	30	24	3	45	35	25	55	53	28
	10%	18%	9%	12%	23%	15%	13%	2%	10%	12%	8%	12%	11%	9%
		b		g	g	g	g							

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m



## CBI: MEMBERSHIP EU SURVEY 2016

### D1. In which of the following regions are your organisation's UK operations primarily based?

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
<b>NETS</b>														
Net: England	609	129	415	65	29	131	143	176	384	225	261	347	378	230
	79%	68%	81%	74%	65%	66%	81%	90%	82%	74%	84%	75%	80%	77%
		a					de	cdef	i		k			
Net: North of England	126	29	92	13	6	42	37	22	64	62	36	90	71	55
	16%	15%	18%	14%	14%	21%	21%	11%	14%	21%	12%	20%	15%	18%
						g	g			h		j		
Net: Midlands/ East of England	158	46	102	20	12	47	32	37	95	63	66	92	101	57
	20%	24%	20%	22%	27%	24%	18%	19%	20%	21%	21%	20%	21%	19%
Net: South	110	26	73	12	5	29	26	27	69	41	44	66	69	41
	14%	14%	14%	14%	11%	15%	15%	14%	15%	13%	14%	14%	15%	14%
Net: Rest of UK	164	61	98	23	16	66	34	19	85	79	50	114	94	69
	21%	32%	19%	26%	35%	34%	19%	10%	18%	26%	16%	25%	20%	23%
		b		g	fg	fg	g			h		j		

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

## CBI: MEMBERSHIP EU SURVEY 2016

### D1. In which of the following regions are your organisation's UK operations primarily based?

Base: All respondents

	SECTOR																		
	Total	Agri-culture, forestry fishing	Product-ion	Construct-ion	Property	Motor trades	Whole-sale	Retail	Trans-port and storage (inc. postal)	Accommod-ation and food services	Informa-tion and comm-unication	Finance and insurance	Business admin and support services	Profession-al scientific and technical	Public adminis-tration and defence	Education	Health	Arts, enter-tainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North East	43 6%	2 8%	13 7%	5 5%	4 7%	1 4%	1 5%	5 8%	4 6%	2 5%	3 4%	5 5%	6 7%	6 4%	- -	5 6%	2 4%	1 6%	4 7%
North West	48 6%	1 6%	19 10%	5 5%	5 8%	- -	* 2%	4 7%	3 5%	3 10%	5 7%	3 3%	4 5%	8 6%	2 15%	7 9%	1 2%	1 3%	2 4%
Yorkshire and The Humber	36 5%	- -	4 2%	2 2%	5 8%	- -	2 9%	- -	7 12%	2 4%	3 4%	3 3%	3 3%	5 4%	- -	8 9%	3 6%	- -	- -
East Midlands	33 4%	2 8%	9 5%	4 5%	* 1%	1 2%	2 8%	1 3%	4 7%	1 2%	2 3%	2 2%	2 3%	6 4%	- -	3 4%	2 4%	- -	- -
West Midlands	72 9%	3 13%	29 15%	8 9%	1 1%	10 36%	6 24%	9 17%	5 8%	5 15%	3 5%	2 1%	12 14%	9 6%	2 15%	17 21%	6 14%	6 28%	9 17%
East of England	52 7%	3 14%	14 7%	4 4%	6 10%	3 10%	2 9%	3 6%	5 8%	5 15%	7 10%	6 6%	3 4%	8 6%	3 16%	7 9%	3 7%	2 9%	7 13%
London	215 28%	- -	21 10%	22 24%	22 34%	2 8%	4 16%	16 28%	15 25%	5 15%	21 30%	65 61%	22 27%	54 37%	5 29%	15 19%	7 16%	5 20%	5 9%
South East	65 8%	2 10%	13 7%	8 9%	7 10%	5 19%	3 12%	8 14%	9 15%	5 13%	11 15%	7 6%	7 9%	10 7%	3 17%	5 6%	5 11%	2 9%	5 9%
South West	45 6%	1 5%	15 7%	5 5%	2 2%	2 8%	1 2%	3 5%	2 3%	1 2%	4 6%	2 2%	3 3%	15 10%	1 6%	3 4%	2 6%	2 8%	6 11%
Wales	50 6%	- -	15 8%	8 9%	1 2%	- -	3 12%	1 1%	3 5%	2 5%	3 5%	3 2%	6 8%	5 3%	- -	8 9%	2 4%	2 8%	2 4%

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

## CBI: MEMBERSHIP EU SURVEY 2016

### D1. In which of the following regions are your organisation's UK operations primarily based?

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin and support services	Profession- al scient- ific and tech- nical	Public adminis- tration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Scotland	34	2	8	5	4	2	-	1	3	1	3	4	5	10	1	2	2	1	3
	4%	7%	4%	6%	7%	5%	-	2%	5%	3%	4%	4%	7%	7%	3%	2%	6%	4%	6%
Northern Ireland	80	7	37	15	6	2	-	5	1	4	5	4	8	9	-	2	8	1	11
	10%	29%	19%	16%	9%	8%	-	10%	2%	12%	8%	4%	10%	6%	-	3%	19%	5%	21%
			hjkmo	hkmo									h			hkmo		hjkmo	
<b>NETS</b>																			
Net: England	609	14	138	62	53	24	21	49	54	28	59	95	61	121	16	70	30	18	36
	79%	64%	70%	69%	82%	87%	88%	87%	88%	80%	84%	90%	75%	84%	97%	86%	71%	83%	69%
								bcr	bcpr		bcr	bclpr		bcr		bcr			
Net: North of England	126	3	37	11	15	1	4	9	14	7	10	12	13	20	2	20	5	2	5
	16%	14%	19%	12%	23%	4%	16%	15%	22%	19%	15%	11%	16%	14%	15%	24%	13%	8%	10%
				k											k				
Net: Midlands/ East of England	158	8	52	17	7	13	10	14	14	11	13	10	17	23	5	27	11	8	16
	20%	34%	27%	18%	11%	48%	41%	25%	23%	32%	18%	9%	21%	16%	31%	33%	25%	37%	30%
			dkm					k	k				k			cdjkm	k		dkm
Net: South	110	3	28	13	8	7	4	10	11	5	15	9	10	25	4	8	7	4	10
	14%	15%	14%	14%	13%	26%	15%	19%	18%	15%	21%	8%	12%	17%	22%	10%	17%	17%	19%
											k			k					k
Net: Rest of UK	164	8	60	28	12	4	3	7	7	7	11	11	20	24	1	11	12	4	16
	21%	36%	30%	31%	18%	13%	12%	13%	12%	20%	16%	10%	25%	16%	3%	14%	29%	17%	31%
			ghjkmo	ghjkmo									k			hk		ghjkmo	

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

## CBI: MEMBERSHIP EU SURVEY 2016

### D2. Which of the following sectors does your organisation mainly work in?

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Agriculture, forestry and fishing	22 3%	12 2%	7 4%	3 5%	19 3%	1 2%	19 3%	3 2%	1 1%	19 3%	2 2%	14 2% n	3 3% n	8 5% n	- - n	3 3% n	8 5% n
Production (e.g. manufacturing, utilities and mining)	198 26%	63 12%	117 64% acd	17 25% a	180 26% a	12 34%	155 25%	31 26%	16 31%	145 24%	38 29%	138 23% n	37 29% n	52 33% kn	21 10%	28 25% n	60 37% kno
Construction	90 12%	52 10%	25 14%	13 19% a	77 11%	4 11%	69 11%	17 14%	5 10%	68 11%	17 13%	62 10%	11 9%	17 10%	22 10%	13 12%	28 17% kl
Property (e.g. real estate)	65 8%	49 9%	12 7%	4 6%	61 9%	* 1%	57 9%	7 6%	3 6%	55 9%	7 5%	53 9%	15 12% m	7 5%	22 10%	8 8%	12 7%
Motor trades	27 4%	14 3%	11 6% a	3 5%	24 3%	- -	18 3%	10 8% ef	1 3%	16 3%	10 8% i	24 4% n	1 1% n	13 8% klnp	2 1%	7 7% ln	4 2%
Wholesale	24 3%	18 3%	4 2%	2 3%	22 3%	4 10% f	15 3%	5 4%	4 7% i	14 2%	6 5%	21 3%	4 3%	10 6% n	4 2%	4 3%	3 2%
Retail	56 7%	41 8%	8 4%	7 9%	49 7%	3 7%	43 7%	11 9%	5 11%	40 7%	10 8%	49 8%	9 7%	14 9%	16 7%	10 10%	7 4%
Transport and storage (inc. postal)	61 8%	52 10% b	4 2%	5 8% b	56 8% b	2 7%	48 8%	10 9%	4 7%	46 8%	11 8%	54 9%	14 11% p	14 9%	15 7%	11 10%	7 5%
Accommodation and food services	35 5%	32 6% b	1 *	3 5% b	32 5% b	- -	32 5%	3 3%	- -	31 5%	4 3%	28 5%	7 5%	11 7% n	5 2%	5 5%	7 4%

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

## CBI: MEMBERSHIP EU SURVEY 2016

### D2. Which of the following sectors does your organisation mainly work in?

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Information and communication	71 9%	62 12% b	4 2%	5 8% b	65 9% b	3 9%	53 9%	14 12%	7 13%	51 9%	13 10%	59 10%	10 8%	13 8%	21 10%	15 14%	11 7%
Finance and insurance	106 14%	93 18% bd	1 1%	12 17% b	94 13% b	3 8%	85 14%	17 15%	6 12%	86 14%	14 11%	95 16% mop	12 9%	10 6%	65 30% klmop	9 8%	11 7%
Business administration and support services	81 10%	63 12% b	8 4%	11 16% b	70 10% b	6 17%	61 10%	14 12%	10 19% i	56 9%	15 12%	61 10%	13 10%	17 11%	22 10%	10 9%	20 12%
Professional, scientific and technical	145 19%	120 23% b	14 7%	12 17% b	133 19% b	4 11%	120 19%	21 18%	5 11%	114 19%	26 20%	121 20%	20 16%	23 14%	54 25% lmp	25 23%	24 15%
Public administration and defence	17 2%	11 2%	6 3%	- -	17 2%	- -	14 2%	2 2%	1 1%	13 2%	2 2%	16 3%	2 2%	5 3%	4 2%	4 3%	1 *
Education	82 11%	79 15% bcd	1 *	2 3%	79 11% bc	3 7%	68 11%	11 10%	5 10%	66 11%	11 8%	70 12%	20 16% nop	27 17% nop	15 7%	8 7%	11 7%
Health	42 5%	29 5%	8 4%	5 8%	37 5%	1 4%	36 6%	5 4%	2 4%	31 5%	9 7%	30 5%	5 4%	11 7%	7 3%	7 6%	12 7%
Arts, entertainment, recreation and other services	22 3%	19 4% b	1 *	2 3%	20 3% b	2 6%	13 2%	7 6% f	5 10% i	13 2%	4 3%	18 3%	2 1%	8 5%	5 2%	4 3%	4 2%
Food and Drink	53 7%	32 6%	16 9%	5 8%	47 7%	- -	40 6%	13 11% ef	2 5%	41 7%	10 8%	36 6%	5 4%	16 10%	5 2%	10 9%	16 10%
												n		n		n	n

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

**CBI: MEMBERSHIP EU SURVEY 2016****D2. Which of the following sectors does your organisation mainly work in?**

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Agriculture, forestry and fishing	22	9	10	3	4	5	5	3	14	8	8	14	18	4
	3%	5%	2%	3%	8%	2%	3%	1%	3%	3%	3%	3%	4%	1%
		b			eg								m	
Production (e.g. manufacturing, utilities and mining)	198	47	134	14	11	48	51	57	146	52	106	92	157	41
	26%	25%	26%	16%	24%	24%	29%	29%	31%	17%	34%	20%	33%	14%
						c	c		i		k		m	
Construction	90	21	56	5	4	30	21	17	43	47	26	64	48	43
	12%	11%	11%	6%	9%	15%	12%	9%	9%	15%	8%	14%	10%	14%
						c				h		j		
Property (e.g. real estate)	65	16	45	10	5	14	19	13	26	39	12	53	25	40
	8%	8%	9%	11%	10%	7%	11%	7%	6%	13%	4%	11%	5%	13%
										h		j		l
Motor trades	27	5	19	2	2	7	1	12	21	6	16	11	24	4
	4%	3%	4%	2%	4%	4%	1%	6%	5%	2%	5%	2%	5%	1%
								f			k		m	
Wholesale	24	6	16	1	2	5	7	6	17	7	14	10	16	8
	3%	3%	3%	2%	5%	3%	4%	3%	4%	2%	4%	2%	3%	3%
Retail	56	12	37	5	5	8	9	23	34	22	28	28	35	21
	7%	6%	7%	5%	10%	4%	5%	12%	7%	7%	9%	6%	7%	7%
								ef						
Transport and storage (inc. postal)	61	10	46	6	5	17	14	14	36	25	21	40	36	25
	8%	5%	9%	7%	11%	9%	8%	7%	8%	8%	7%	9%	8%	8%
			a											
Accommodation and food services	35	4	28	5	2	9	6	10	19	16	10	26	19	16
	5%	2%	5%	5%	3%	5%	3%	5%	4%	5%	3%	6%	4%	5%
			a											

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

**CBI: MEMBERSHIP EU SURVEY 2016****D2. Which of the following sectors does your organisation mainly work in?**

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Information and communication	71	33	33	22	6	8	9	20	48	22	29	42	43	28
	9%	17%	6%	25%	13%	4%	5%	10%	10%	7%	9%	9%	9%	9%
		b		efg	ef			e						
Finance and insurance	106	28	66	13	8	14	11	47	71	35	55	50	67	38
	14%	15%	13%	15%	18%	7%	6%	24%	15%	11%	18%	11%	14%	13%
				ef	ef			cef			k			
Business administration and support services	81	38	32	27	7	18	4	14	44	37	21	60	46	35
	10%	20%	6%	30%	15%	9%	2%	7%	9%	12%	7%	13%	10%	12%
		b		defg	f	f						j		
Professional, scientific and technical	145	51	82	30	12	37	33	22	98	47	48	97	111	34
	19%	27%	16%	34%	27%	19%	19%	11%	21%	16%	15%	21%	24%	11%
		b		efg	g	g							m	
Public administration and defence	17	3	13	4	1	2	1	9	13	4	7	10	14	3
	2%	2%	3%	4%	1%	1%	1%	5%	3%	1%	2%	2%	3%	1%
								ef						
Education	82	14	66	8	7	34	20	11	48	34	19	63	43	38
	11%	7%	13%	9%	14%	17%	11%	6%	10%	11%	6%	14%	9%	13%
		a			g	cg						j		
Health	42	10	27	4	2	15	4	12	25	17	14	28	27	15
	5%	5%	5%	5%	5%	8%	2%	6%	5%	6%	5%	6%	6%	5%
						f								
Arts, entertainment, recreation and other services	22	9	11	4	2	7	4	2	9	13	7	15	12	10
	3%	5%	2%	5%	5%	4%	2%	1%	2%	4%	2%	3%	3%	3%
				g										
Food and Drink	53	10	37	6	2	17	10	12	25	28	17	36	33	20
	7%	5%	7%	7%	4%	9%	6%	6%	5%	9%	5%	8%	7%	7%

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

### CBI: MEMBERSHIP EU SURVEY 2016

**D2. Which of the following sectors does your organisation mainly work in?**

Base: All respondents

	SECTOR																		
	Total	Agriculture, forestry and fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Agriculture, forestry and fishing	22	22	12	8	8	4	2	9	5	4	2	2	4	8	2	6	3	3	11
	3%	100%	6%	9%	13% jk	15%	8%	16% bjklm	8%	12%	3%	2%	5%	5%	13%	8%	7%	16%	21% bchjkmo
Production (e.g. manufacturing, utilities and mining)	198	12	198	16	6	15	10	17	8	5	10	3	14	20	3	6	13	4	11
	26%	53%	100% cdghjklmo pr	18% k	9%	56%	41%	31% dhjkmo	13% k	13%	14% k	3%	17% k	14% k	21%	8%	31% dhjkmo	17%	21% ko
Construction	90	8	16	90	26	6	2	9	8	11	6	2	9	20	4	7	6	5	5
	12%	35%	8% k	100% bdghjklmo pr	40% k	21%	7%	17% k	14% k	31%	8%	2%	12% k	14% k	23%	9%	13% k	23% k	10% k
Property (e.g. real estate)	65	8	6	26	65	2	*	14	10	14	8	4	10	13	5	7	6	6	11
	8%	38%	3% bjklmo	29% bcghjklmo pr	100% pr	8%	2% bjklmo	26% bk	16% bk	39% b	12% b	4% bk	12% b	9% b	27% b	9% b	14% bk	27% bk	21% bkm
Motor trades	27	4	15	6	2	27	3	6	4	3	5	5	10	4	2	6	4	5	5
	4%	19%	8% m	6% m	3%	100%	14%	11% m	7% m	8%	7%	4%	12% km	3% km	13%	7% km	9% km	23% km	9% km
Wholesale	24	2	10	2	*	3	24	8	4	-	*	-	2	1	-	1	2	*	2
	3%	9%	5% km	2% km	1% km	13%	100% bcdjklmo	15% km	6% km	-	1% km	-	3% km	1% km	-	1% km	4% k	2% k	4% k
Retail	56	9	17	9	14	6	8	56	11	11	5	6	10	8	2	8	12	9	17
	7%	40%	9% bcjkm	10% bcjkm	22% bcjkm	23%	34% bcdhijklmo pr	100% pr	19% bjkm	30% bjkm	7% bjkm	6% bjkm	13% m	5% m	13% m	10% bcjklmo	28% bcjklmo	43% bcjklmo	32% bcjklmo

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r



## CBI: MEMBERSHIP EU SURVEY 2016

### D2. Which of the following sectors does your organisation mainly work in?

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Produ- tion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin and support services	Profession- al scientific and technical	Public adminis- tration and defence	Education	Health	Arts, entert- ainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Transport and storage (inc. postal)	61	5	8	8	10	4	4	11	61	6	7	5	7	10	3	5	5	5	7
	8%	21%	4%	9%	15%	15%	16%	21%	100%	17%	10%	5%	8%	7%	18%	6%	12%	24%	13%
				bk				bklmo	bcdgjkmo								b		b
Accommodation and food services	35	4	5	11	14	3	-	11	6	35	3	3	6	9	5	10	14	6	11
	5%	19%	2%	12%	21%	10%	-	19%	10%	100%	4%	3%	7%	6%	28%	12%	33%	26%	20%
				bjk	bjklm			bjklm	b				b			bk	bchjkmo		bjklm
Information and communication	71	2	10	6	8	5	*	5	7	3	71	10	17	18	5	7	4	7	7
	9%	9%	5%	6%	13%	18%	2%	9%	11%	8%	100%	10%	21%	12%	31%	8%	10%	30%	13%
				b							bcdghklmo								
													bcko						
Finance and insurance	106	2	3	2	4	5	-	6	5	3	10	106	15	10	4	5	4	3	3
	14%	11%	2%	3%	7%	17%	-	11%	9%	10%	14%	100%	18%	7%	25%	6%	10%	12%	6%
				b				bc	b		bc	bcdghijlmo							
												pr	bcdmor				b		
Business administration and support services	81	4	14	9	10	10	2	10	7	6	17	15	81	30	8	12	8	8	6
	10%	18%	7%	11%	15%	36%	10%	18%	11%	17%	24%	14%	100%	20%	45%	14%	19%	35%	12%
				b				b			bc		bcdghjkmo						
													pr				b		
Professional, scientific and technical	145	8	20	20	13	4	1	8	10	9	18	10	30	145	9	19	15	6	6
	19%	35%	10%	22%	21%	15%	5%	14%	16%	26%	25%	10%	37%	100%	53%	23%	36%	27%	12%
				bk	bk						bk								
													bcdghkr	bcdghjklop		bk	bghkr		
														r					
Public administration and defence	17	2	3	4	5	2	-	2	3	5	5	4	8	9	17	7	4	2	2
	2%	10%	2%	4%	7%	8%	-	4%	5%	13%	7%	4%	9%	6%	100%	9%	9%	10%	3%
				b							b		b	b		b	b		

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

## CBI: MEMBERSHIP EU SURVEY 2016

### D2. Which of the following sectors does your organisation mainly work in?

Base: All respondents

	SECTOR																		
	Total	Agriculture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Education	82	6	6	7	7	6	1	8	5	10	7	5	12	19	7	82	12	11	6
	11%	28%	3%	8%	11%	21%	5%	15%	7%	29%	9%	5%	14%	13%	44%	100%	30%	50%	12%
				b				bk			b		bk	bk	bcdghjklm	pr	bcdhjkmlr		b
Health	42	3	13	6	6	4	2	12	5	14	4	4	8	15	4	12	42	5	8
	5%	13%	7%	6%	9%	14%	7%	21%	8%	40%	6%	4%	10%	10%	24%	15%	100%	24%	16%
								bcjk								bk	bcdghjklm	or	bk
Arts, entertainment, recreation and other services	22	3	4	5	6	5	*	9	5	6	7	3	8	6	2	11	5	22	5
	3%	16%	2%	6%	9%	18%	2%	17%	9%	16%	10%	3%	9%	4%	13%	14%	13%	100%	10%
				b				bckm	b		bk		bk			bkm	bkm		b
Food and Drink	53	11	11	5	11	5	2	17	7	11	7	3	6	6	2	6	8	5	53
	7%	50%	6%	6%	17%	17%	9%	30%	12%	30%	10%	3%	8%	4%	9%	8%	20%	23%	100%
				bckm				bchijklmo	km							bcklm		bcdghjklm	op

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

## CBI: MEMBERSHIP EU SURVEY 2016

### D3. To your best estimate, how many people does your organisation employ in the UK?

Base: All direct members

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	709	502	207	-	709	45	556	108	62	529	118	564	125	138	156	145	145
Weighted Total	703	520	183	-	703	37	567	99	50	542	111	544	121	148	177	99	159
	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Less than 50	101	92	9	-	101	10	75	16	14	69	17	73	14	24	20	15	28
	14%	18%	5%	-	14%	27%	13%	16%	29%	13%	16%	13%	11%	16%	12%	15%	18%
		b			b	f			ij								
50 - 249	89	52	36	-	89	10	60	18	14	55	20	57	15	22	8	12	32
	13%	10%	20%	-	13%	27%	11%	19%	27%	10%	18%	10%	13%	15%	4%	12%	20%
			ad		f	f			i		i	n	n	n		n	kno
250 - 499	98	65	33	-	98	7	79	12	6	78	14	70	21	23	7	18	28
	14%	12%	18%	-	14%	18%	14%	12%	12%	14%	12%	13%	18%	16%	4%	18%	18%
												n	n	n		n	n
500 - 4,999	291	215	75	-	291	9	244	37	15	237	39	231	57	49	86	39	60
	41%	41%	41%	-	41%	25%	43%	37%	30%	44%	35%	42%	47%	33%	49%	39%	38%
					e	e			h		h	m	m		mp		
5,000+	125	96	29	-	125	1	108	16	1	103	21	115	14	30	55	16	10
	18%	18%	16%	-	18%	3%	19%	16%	2%	19%	19%	21%	11%	20%	31%	16%	7%
					e	e			h	h	h	lp		p	klmop	p	
<b>NETS</b>																	
Net: SME	190	144	46	-	190	20	135	35	28	124	38	129	29	46	28	26	61
	27%	28%	25%	-	27%	54%	24%	35%	56%	23%	34%	24%	24%	31%	16%	27%	38%
					fg	f			ij		i	n		n		n	kino
Net: Large	513	376	137	-	513	17	432	65	22	417	74	415	92	102	149	73	98
	73%	72%	75%	-	73%	46%	76%	65%	44%	77%	66%	76%	76%	69%	84%	73%	62%
					eg	e			hj	h	h	p	p		kmop	p	

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

## CBI: MEMBERSHIP EU SURVEY 2016

### D3. To your best estimate, how many people does your organisation employ in the UK?

Base: All direct members

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%	a	b	c	d	e	f	g	h	i	j	k	l	m	
Unweighted Total	709	290	419	134	64	196	144	171	425	284	268	441	442	267
Weighted Total	703	190	513	88	46	197	177	196	436	267	290	413	439	264
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Less than 50	101	101	-	77	17	6	1	-	42	59	15	86	54	47
	14%	53%	-	87%	37%	3%	1%	-	10%	22%	5%	21%	12%	18%
		b		defg	efg	g				h		j		l
50 - 249	89	89	-	10	25	50	4	*	47	42	14	75	57	32
	13%	47%	-	11%	54%	25%	2%	*	11%	16%	5%	18%	13%	12%
		b		fg	cefg	cfg				h		j		
250 - 499	98	-	98	-	3	73	22	-	49	49	30	68	61	36
	14%	-	19%	-	7%	37%	12%	-	11%	18%	10%	16%	14%	14%
			a		cg	cdfg	cg			h		j		
500 - 4,999	291	-	291	1	-	68	145	76	205	85	153	138	182	108
	41%	-	57%	2%	-	34%	82%	39%	47%	32%	53%	33%	42%	41%
			a			cd	cdeg	cd		i		k		
5,000+	125	-	125	-	1	1	5	119	93	32	79	46	84	41
	18%	-	24%	-	2%	*	3%	61%	21%	12%	27%	11%	19%	15%
			a					cdef		i		k		
<b>NETS</b>														
Net: SME	190	190	-	86	42	56	5	*	88	101	29	161	111	79
	27%	100%	-	98%	91%	29%	3%	*	20%	38%	10%	39%	25%	30%
		b		defg	efg	fg				h		j		
Net: Large	513	-	513	1	4	141	172	195	347	166	261	252	328	185
	73%	-	100%	2%	9%	71%	97%	100%	80%	62%	90%	61%	75%	70%
			a		c	cd	cde	cde		i		k		

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

## CBI: MEMBERSHIP EU SURVEY 2016

### D3. To your best estimate, how many people does your organisation employ in the UK?

Base: All direct members

	SECTOR																		
	Total	Agriculture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Unweighted Total	709	21	186	81	62	25	22	46	53	26	77	92	82	146	17	67	35	21	43
Weighted Total	703	19	180	77	61	24	22	49	56	32	65	94	70	133	17	79	37	20	47
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Less than 50	101	4	16	4	11	2	2	6	6	3	23	17	26	33	2	7	4	3	7
	14%	19%	9%	5%	18%	9%	11%	13%	10%	11%	35%	18%	38%	24%	13%	9%	11%	16%	15%
				c						bcdghkopr		bc	bcdghkmo pr	bcho					
50 - 249	89	5	30	17	5	3	4	5	4	1	10	11	12	18	1	6	6	6	3
	13%	28%	17%	22%	9%	12%	17%	11%	7%	3%	15%	12%	17%	14%	7%	8%	16%	29%	7%
				dhor															
250 - 499	98	3	23	13	10	5	4	2	14	6	5	4	5	19	-	11	6	1	13
	14%	18%	13%	17%	16%	19%	17%	4%	25%	20%	7%	4%	7%	14%	-	14%	16%	6%	28%
			k	gijkl	gk				bgijkl					k		k	k		bgijklm
500 - 4,999	291	5	84	32	27	7	8	15	22	8	15	32	16	47	7	44	10	8	13
	41%	25%	46%	42%	44%	29%	35%	31%	39%	26%	23%	34%	23%	35%	39%	55%	28%	41%	27%
			jlmp	jl	jl											gijklm			
5,000+	125	2	27	10	8	7	4	20	11	13	13	30	11	17	7	11	10	2	11
	18%	11%	15%	13%	13%	31%	19%	41%	19%	41%	20%	32%	15%	13%	41%	14%	28%	8%	23%
								bcdhjlm				bcdlmo					cm		
<b>NETS</b>																			
Net: SME	190	9	47	21	16	5	6	12	10	4	33	28	38	51	3	14	10	9	10
	27%	46%	26%	28%	27%	21%	28%	24%	17%	14%	50%	29%	55%	38%	20%	17%	27%	45%	22%
											bcdghkopr		bcdghkmo pr	bhor					
Net: Large	513	10	134	56	45	19	16	37	46	28	33	66	32	82	13	66	27	11	37
	73%	54%	74%	72%	73%	79%	72%	76%	83%	86%	50%	71%	45%	62%	80%	83%	73%	55%	78%
			jlm	jl	jl			jl	jlm			jl		l		jlm	jl		jlm

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

## CBI: MEMBERSHIP EU SURVEY 2016

**D4. To your best estimate, what is your organisation's annual turnover? Please only include the annual turnover of your UK operations.**

Base: All direct members

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	709	502	207	-	709	45	556	108	62	529	118	564	125	138	156	145	145
Weighted Total	703	520	183	-	703	37	567	99	50	542	111	544	121	148	177	99	159
	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
£5 million or less	88	80	7	-	88	10	63	15	15	58	15	65	13	20	20	12	23
	12%	15%	4%	-	12%	26%	11%	16%	29%	11%	14%	12%	11%	13%	11%	13%	14%
		b			b	f			ij								
£5,000,001 - £10,000,000	46	36	9	-	46	2	34	10	4	33	9	29	6	12	6	5	16
	6%	7%	5%	-	6%	7%	6%	10%	7%	6%	8%	5%	5%	8%	3%	5%	10%
																	kn
£10,000,001 - £100,000,000	197	137	60	-	197	18	149	30	23	143	31	131	42	47	13	29	66
	28%	26%	33%	-	28%	49%	26%	30%	46%	26%	28%	24%	35%	32%	7%	29%	42%
						fg			ij			n	kn	n		n	kno
£100,000,001 - £500,000,000	177	127	50	-	177	5	155	17	3	151	22	143	37	32	48	26	34
	25%	24%	27%	-	25%	12%	27%	17%	7%	28%	20%	26%	31%	21%	27%	26%	21%
						eg				h	h						
More than £500 million	196	140	56	-	196	2	167	27	5	157	34	176	22	37	90	27	19
	28%	27%	31%	-	28%	6%	29%	27%	11%	29%	30%	32%	18%	25%	51%	27%	12%
						e	e			h	h	lp		p	klmop	p	
<b>NETS</b>																	
Net: £10 million or less	134	117	17	-	134	12	96	25	18	91	24	94	19	32	26	18	39
	19%	22%	9%	-	19%	33%	17%	25%	36%	17%	22%	17%	16%	22%	15%	18%	25%
		b			b	f		f	ij								kn
Net: £100m or more	372	266	106	-	372	7	322	44	9	308	56	319	60	69	138	52	53
	53%	51%	58%	-	53%	18%	57%	44%	17%	57%	50%	59%	49%	47%	78%	53%	34%
						eg	e			h	h	mp	p	p	klmop	p	

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

## CBI: MEMBERSHIP EU SURVEY 2016

**D4. To your best estimate, what is your organisation's annual turnover? Please only include the annual turnover of your UK operations.**

Base: All direct members

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%	a	b	c	d	e	f	g	h	i	j	k	l	m	
Unweighted Total	709	290	419	134	64	196	144	171	425	284	268	441	442	267
Weighted Total	703	190	513	88	46	197	177	196	436	267	290	413	439	264
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
£5 million or less	88	86	1	88	-	-	-	-	35	53	9	79	47	41
	12%	46%	*	100%	-	-	-	-	8%	20%	3%	19%	11%	16%
		b		defg						h		j		
£5,000,001 - £10,000,000	46	42	4	-	46	-	-	-	22	23	7	39	26	19
	6%	22%	1%	-	100%	-	-	-	5%	9%	2%	9%	6%	7%
		b			cefg							j		
£10,000,001 - £100,000,000	197	56	141	-	-	197	-	-	105	92	54	143	120	77
	28%	30%	27%	-	-	100%	-	-	24%	34%	19%	35%	27%	29%
						cd				h		j		
£100,000,001 - £500,000,000	177	5	172	-	-	-	177	-	113	64	82	95	111	65
	25%	3%	33%	-	-	-	100%	-	26%	24%	28%	23%	25%	25%
			a				cd							
More than £500 million	196	*	195	-	-	-	-	196	161	35	139	57	134	61
	28%	*	38%	-	-	-	-	100%	37%	13%	48%	14%	31%	23%
			a						i		k		m	
<b>NETS</b>														
Net: £10 million or less	134	128	5	88	46	-	-	-	57	77	16	118	73	60
	19%	68%	1%	100%	100%	-	-	-	13%	29%	5%	29%	17%	23%
		b		efg	efg					h		j		l
Net: £100m or more	372	5	367	-	-	-	177	196	274	98	221	152	246	127
	53%	3%	72%	-	-	-	100%	100%	63%	37%	76%	37%	56%	48%
			a				cde	cde	i		k		m	

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

## CBI: MEMBERSHIP EU SURVEY 2016

### D4. To your best estimate, what is your organisation's annual turnover? Please only include the annual turnover of your UK operations.

Base: All direct members

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin and support services	Profession- al scientific and technical	Public adminis- tration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Unweighted Total	709	21	186	81	62	25	22	46	53	26	77	92	82	146	17	67	35	21	43
Weighted Total	703	19	180	77	61	24	22	49	56	32	65	94	70	133	17	79	37	20	47
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
£5 million or less	88	3	14	5	10	2	1	5	6	5	22	13	27	30	4	8	4	4	6
	12%	14%	8%	7%	16%	9%	6%	10%	11%	15%	34%	14%	38%	22%	9%	11%	22%	13%	
										bcdghkopr			bcdghkmo pr		bco				
£5,000,001 - £10,000,000	46	4	11	4	5	2	2	5	5	2	6	8	7	12	1	7	2	2	2
	6%	20%	6%	5%	8%	7%	11%	9%	9%	5%	9%	9%	10%	9%	4%	8%	6%	11%	4%
£10,000,001 - £100,000,000	197	5	48	30	14	7	5	8	17	9	8	14	18	37	2	34	15	7	17
	28%	25%	27%	38%	23%	29%	24%	15%	30%	13%	15%	26%	27%	27%	11%	43%	41%	35%	37%
			jk	dgjk				jk					j	jk		bdgjklm	gjk		gjk
£100,000,001 - £500,000,000	177	5	51	21	19	1	7	9	14	6	9	11	4	33	1	20	4	4	10
	25%	27%	28%	27%	32%	6%	30%	19%	25%	19%	14%	12%	6%	25%	8%	25%	10%	21%	21%
			jkp	jkp	jkp			l	kl				kl		kl			l	
More than £500 million	196	3	57	17	13	12	6	23	14	10	20	47	14	22	9	11	12	2	12
	28%	14%	31%	22%	21%	49%	29%	47%	25%	32%	31%	50%	20%	16%	55%	14%	32%	11%	26%
			mo				bcdhlmor				mo	bcdhlmor					mo		
<b>NETS</b>																			
Net: £10 million or less	134	6	25	9	15	4	4	9	11	6	28	21	33	42	4	14	6	7	8
	19%	34%	14%	12%	24%	16%	17%	19%	20%	20%	43%	23%	48%	31%	26%	18%	17%	33%	16%
										bcdghkopr			bcdghkmo pr		bco				
Net: £100m or more	372	8	107	38	32	13	13	32	28	16	29	58	18	55	10	31	15	6	22
	53%	41%	59%	49%	53%	55%	59%	66%	50%	51%	44%	62%	26%	41%	63%	39%	42%	31%	47%
		jimo		l	l		jimop		l		l	jimop		l				l	

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r



**CBI: MEMBERSHIP EU SURVEY 2016**

**Q1\_SUM. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

**SUMMARY TABLE**

Base: All respondents

	Total	UK	European Union (excl. UK)	Rest of Europe (excluding the EU)	Asia	Africa	North America	South America	None of the above	Don't know
(Part of) my organisation's supply chain is based in this region	773 100%	643 83%	477 62%	268 35%	298 39%	122 16%	287 37%	125 16%	55 7%	14 2%
My organisation <u>exports</u> goods or services from the UK into this region	773 100%	- -	473 61%	346 45%	325 42%	235 30%	309 40%	200 26%	259 34%	24 3%
My organisation operates in this region	773 100%	766 99%	468 61%	312 40%	325 42%	228 29%	319 41%	198 26%	- -	- -
My organisation <u>imports</u> goods or services into the UK from this region	773 100%	- -	457 59%	249 32%	262 34%	84 11%	247 32%	88 11%	233 30%	39 5%
My organisation makes investments in this region	773 100%	678 88%	311 40%	174 22%	237 31%	127 16%	224 29%	131 17%	80 10%	3 *

## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_1. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

### My organisation operates in this region

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
UK	766	516	182	68	697	37	613	116	49	587	130	603	126	156	213	108	163
	99%	99%	99%	98%	99%	100%	99%	100%	99%	99%	100%	99%	99%	99%	99%	98%	100%
European Union (excl. UK)	468	310	126	33	436	16	389	63	24	367	77	384	64	95	156	69	85
	61%	60%	69%	47%	62%	45%	63%	54%	48%	62%	60%	63%	51%	60%	73%	63%	52%
			ac	c	e					h		lp		klmp	lp		
Asia	325	225	88	12	313	11	271	43	18	255	52	280	37	66	126	51	45
	42%	43%	48%	17%	45%	31%	44%	36%	35%	43%	40%	46%	29%	42%	58%	47%	27%
		c	c		c							lp		lp	klmop	lp	
North America	319	211	93	14	304	11	267	41	17	252	50	270	39	61	118	53	49
	41%	41%	51%	20%	43%	29%	43%	35%	34%	42%	39%	44%	31%	39%	55%	48%	30%
		c	acd		c							lp			klmp	lp	
Rest of Europe (excluding the EU)	312	213	83	16	296	9	259	44	13	251	49	273	39	66	118	51	39
	40%	41%	46%	23%	42%	25%	42%	37%	27%	42%	37%	45%	31%	42%	55%	46%	24%
		c	c		c		e			h		lp		p	klmp	lp	
Africa	228	159	62	7	221	5	193	30	8	187	33	199	25	39	98	36	29
	29%	31%	34%	9%	31%	13%	31%	26%	15%	32%	26%	33%	20%	25%	46%	33%	18%
		c	c		c		e			h		lp			klmop	lp	
South America	198	133	58	7	191	5	167	26	8	160	30	174	18	36	86	34	24
	26%	26%	32%	9%	27%	13%	27%	22%	16%	27%	23%	29%	15%	23%	40%	31%	15%
		c	c		c		e					lp			klmp	lp	
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_1. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

### My organisation operates in this region

Base: All respondents

	BUSINESS SIZE			TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU	
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
	a	b	c	d	e	f	g	h	i	j	k	l	m	
Significance Level: 95%														
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
UK	766	187	510	86	45	195	176	196	462	304	308	457	468	298
	99%	99%	99%	98%	99%	99%	99%	100%	99%	100%	99%	99%	99%	99%
							c							
European Union (excl. UK)	468	88	347	35	22	105	113	161	468	-	297	171	379	89
	61%	47%	68%	40%	49%	53%	64%	82%	100%	-	96%	37%	80%	30%
			a			c	cd	cdef	i		k		m	
Asia	325	46	267	18	11	61	86	138	308	17	213	112	263	62
	42%	24%	52%	20%	23%	31%	49%	71%	66%	6%	69%	24%	56%	21%
			a			c	cde	cdef	i		k		m	
North America	319	54	251	22	13	52	84	133	297	21	212	107	258	61
	41%	28%	49%	25%	29%	26%	48%	68%	63%	7%	68%	23%	54%	20%
			a				cde	cdef	i		k		m	
Rest of Europe (excluding the EU)	312	45	251	17	10	57	85	128	302	10	211	102	257	56
	40%	24%	49%	19%	22%	29%	48%	65%	65%	3%	68%	22%	54%	19%
			a			c	cde	cdef	i		k		m	
Africa	228	26	195	11	6	32	62	111	218	9	157	71	185	43
	29%	14%	38%	12%	12%	16%	35%	57%	47%	3%	51%	15%	39%	14%
			a				cde	cdef	i		k		m	
South America	198	19	172	5	6	23	59	99	193	5	147	51	160	38
	26%	10%	34%	6%	12%	12%	34%	50%	41%	2%	47%	11%	34%	13%
			a				cde	cdef	i		k		m	
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

## CBI: MEMBERSHIP EU SURVEY 2016

Q1\_1. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

### My organisation operates in this region

Base: All respondents

	SECTOR																			
	Total	Agri-culture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink	
	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r		
Significance Level: 95%																				
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48	
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
UK	766	22	197	89	65	27	24	56	60	35	70	104	81	144	17	80	42	22	53	
	99%	97%	100%	99%	100%	97%	100%	100%	98%	100%	99%	98%	100%	99%	100%	99%	100%	100%	100%	
European Union (excl. UK)	468	14	146	43	26	21	17	34	36	19	48	71	44	98	13	48	25	9	25	
	61%	63%	74%	48%	40%	77%	72%	60%	59%	55%	68%	67%	54%	67%	75%	59%	59%	43%	48%	
			cdhlor					d	d		cdr	cdr		cdlr		d				
Asia	325	8	100	27	12	11	17	21	20	13	32	56	29	75	12	47	17	7	10	
	42%	36%	51%	30%	18%	40%	72%	38%	32%	36%	45%	53%	35%	51%	73%	58%	41%	33%	18%	
			cdhrlr					dr			dr	cdhrlr	dr	cdhrlr		cdghlr	dr			
North America	319	8	104	29	13	12	15	19	20	12	35	56	34	79	11	31	21	8	12	
	41%	37%	53%	32%	20%	45%	63%	34%	32%	33%	50%	53%	42%	54%	65%	38%	50%	36%	23%	
			cdghor								cdhr	cdghr	dr	cdghor		d	cdr			
Rest of Europe (excluding the EU)	312	9	102	31	11	16	16	22	25	13	28	48	32	72	7	35	17	9	15	
	40%	39%	51%	35%	18%	59%	67%	40%	42%	37%	40%	45%	40%	50%	44%	42%	40%	39%	28%	
			cdr	d				d	d		d	dr	d	cdr		d	d			
Africa	228	5	67	23	7	6	13	15	16	9	19	39	15	59	6	34	16	6	8	
	29%	23%	34%	26%	10%	23%	55%	27%	27%	25%	27%	37%	19%	41%	39%	42%	39%	28%	14%	
			dlr	d				d	d		d	dlr		cdjlr		cdjlr	dlr			
South America	198	4	67	17	5	7	10	12	12	7	19	34	12	47	6	26	15	6	4	
	26%	18%	34%	19%	7%	26%	42%	21%	19%	21%	27%	32%	15%	32%	36%	32%	35%	29%	8%	
			cdhrlr	d				d	d		dr	cdlr		cdlr		dlr	cdlr			
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Don't know	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_2. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

**(Part of) my organisation's supply chain is based in this region**

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
UK	643	428	167	48	595	30	516	96	41	498	103	503	111	136	167	89	139
	83%	82%	91%	69%	85%	82%	83%	83%	82%	84%	79%	83%	88%	86%	78%	82%	85%
		c	acd		c								n	n			
European Union (excl. UK)	477	293	154	29	447	20	399	58	26	384	66	372	73	99	133	66	104
	62%	56%	84%	42%	64%	54%	64%	50%	52%	65%	51%	61%	58%	63%	62%	60%	64%
		c	acd		ac			g		j							
Asia	298	187	95	15	282	12	248	37	17	235	45	256	44	68	100	44	42
	39%	36%	52%	22%	40%	33%	40%	32%	34%	40%	35%	42%	34%	43%	47%	40%	26%
		c	acd		c							p		p	lp	p	
North America	287	180	91	16	271	11	243	33	16	230	41	240	42	54	102	42	47
	37%	35%	50%	23%	39%	30%	39%	29%	31%	39%	32%	39%	33%	34%	47%	38%	29%
			acd		c			g				p			klmp		
Rest of Europe (excluding the EU)	268	165	87	16	252	10	227	32	13	220	35	228	38	58	94	38	41
	35%	32%	48%	23%	36%	26%	37%	28%	26%	37%	27%	37%	30%	37%	44%	34%	25%
			acd		c					j		p		p	lp		
South America	125	81	37	7	118	7	101	17	7	101	17	106	13	22	52	19	18
	16%	16%	20%	9%	17%	18%	16%	14%	15%	17%	13%	17%	10%	14%	24%	17%	11%
			c									l			klmp		
Africa	122	87	29	5	116	5	102	15	6	102	13	113	13	27	54	20	8
	16%	17%	16%	8%	17%	13%	16%	13%	13%	17%	10%	19%	10%	17%	25%	18%	5%
										j		lp		p	lp	lp	
None of the above	55	39	1	15	39	*	45	9	1	41	13	47	7	9	25	7	8
	7%	7%	*	22%	6%	1%	7%	8%	2%	7%	10%	8%	5%	6%	11%	6%	5%
		b		abd	b										p		
Don't know	14	13	-	1	13	*	12	2	-	11	3	14	-	-	11	4	-
	2%	3%	-	2%	2%	1%	2%	2%	-	2%	3%	2%	-	-	5%	3%	-
		b			b										lmp	lmp	

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_2. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

**(Part of) my organisation's supply chain is based in this region**

Base: All respondents

	BUSINESS SIZE			TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU	
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
		a	b	c	d	e	f	g	h	i	j	k	l	m
Significance Level: 95%														
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
UK	643	144	451	61	37	166	153	178	406	236	280	363	416	227
	83%	76%	88%	70%	81%	84%	86%	91%	87%	78%	90%	79%	88%	76%
			a			c		cd		i		k		m
European Union (excl. UK)	477	82	365	26	21	122	121	157	363	114	275	202	356	121
	62%	43%	71%	30%	45%	62%	69%	80%	77%	37%	88%	44%	75%	40%
			a		c	cd		cd		i		k		m
Asia	298	41	242	11	12	54	79	127	243	55	187	110	235	63
	39%	21%	47%	13%	26%	27%	45%	65%	52%	18%	60%	24%	50%	21%
			a		c	c		cde		i		k		m
North America	287	37	234	16	9	44	79	123	241	47	189	98	230	57
	37%	19%	46%	18%	19%	22%	45%	63%	51%	15%	61%	21%	49%	19%
			a					cde		i		k		m
Rest of Europe (excluding the EU)	268	29	223	10	10	48	68	116	221	48	175	93	213	55
	35%	16%	43%	11%	21%	24%	39%	59%	47%	16%	56%	20%	45%	18%
			a			c		cde		i		k		m
South America	125	7	111	2	3	10	37	67	113	12	98	27	100	24
	16%	4%	22%	2%	6%	5%	21%	34%	24%	4%	32%	6%	21%	8%
			a					cde		i		k		m
Africa	122	7	109	3	3	15	32	63	105	17	85	37	95	26
	16%	4%	21%	3%	7%	8%	18%	32%	22%	6%	27%	8%	20%	9%
			a					cde		i		k		m
None of the above	55	19	21	15	3	5	7	8	32	22	13	42	21	34
	7%	10%	4%	17%	7%	3%	4%	4%	7%	7%	4%	9%	4%	11%
		b		efg								j		l
Don't know	14	2	11	2	-	3	4	5	12	2	7	7	8	7
	2%	1%	2%	2%	-	1%	2%	3%	3%	1%	2%	2%	2%	2%

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_2. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

**(Part of) my organisation's supply chain is based in this region**

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Wholesale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin- and support services	Profession- al scient- ific and tech- nical	Public adminis- tration and defence	Education	Health	Arts, entert- ainment recreat- ion and other services	Food and drink
	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Significance Level: 95%																			
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
UK	643	20	178	82	55	25	22	46	46	31	57	84	66	126	14	65	35	21	45
	83%	90%	90%	91%	85%	90%	90%	82%	76%	89%	80%	79%	82%	87%	85%	79%	83%	95%	86%
			hjk	o															
European Union (excl. UK)	477	12	162	53	35	24	18	36	47	19	37	60	39	83	11	34	21	10	25
	62%	54%	82%	59%	54%	88%	75%	65%	77%	54%	52%	56%	48%	57%	67%	42%	51%	44%	47%
			cdjklmopr	o				lo	cdjklmopr					o					
Asia	298	6	108	27	17	16	17	28	28	13	23	42	20	64	7	26	18	6	12
	39%	27%	55%	30%	26%	60%	70%	50%	47%	37%	33%	40%	25%	44%	44%	31%	42%	26%	23%
			cdjklmor					cdlor	cdlr			lr		cdlr			l		
North America	287	8	102	24	16	14	12	21	22	10	31	48	29	66	9	23	18	9	14
	37%	37%	52%	26%	24%	52%	51%	37%	36%	28%	44%	46%	36%	45%	51%	28%	43%	39%	27%
			cdhlor								cdo	cdor		cdor			d		
Rest of Europe (excluding the EU)	268	7	94	31	17	16	14	25	24	13	17	38	22	51	5	20	16	8	13
	35%	30%	48%	35%	26%	58%	59%	45%	39%	37%	25%	36%	27%	35%	31%	25%	38%	37%	25%
			cdjklmor					djlor											
South America	125	4	41	9	4	3	6	5	10	4	9	21	6	27	2	10	6	2	7
	16%	18%	21%	10%	6%	9%	24%	10%	16%	12%	13%	20%	7%	19%	10%	12%	14%	8%	13%
			cdl									dl		dl					
Africa	122	5	34	10	6	4	7	14	15	6	4	19	7	28	3	13	7	2	8
	16%	23%	17%	11%	10%	14%	29%	24%	25%	16%	5%	18%	8%	20%	18%	16%	15%	10%	14%
			jl					cdjl	cdjl			jl		jl		j			
None of the above	55	1	3	4	4	2	1	4	5	2	8	11	7	11	1	10	4	1	4
	7%	5%	2%	5%	6%	6%	4%	8%	9%	6%	12%	10%	9%	7%	6%	12%	9%	5%	7%
								b	b		b	b	b	b	b	b	b	b	b

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

## CBI: MEMBERSHIP EU SURVEY 2016

Q1\_2. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

**(Part of) my organisation's supply chain is based in this region**

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin- and support services	Profession- al scient- ific and tech- nical	Public adminis- tration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Significance Level: 95%																			
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Don't know	14	-	-	1	1	-	-	-	1	1	2	5	2	3	1	3	-	-	-
	2%	-	-	1%	1%	-	-	-	2%	2%	3%	4%	2%	2%	9%	3%	-	-	-
								b	b	b	b	b	b	b	b	b			

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r



## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_3. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

### My organisation makes investments in this region

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
UK	678	464	172	42	636	34	553	91	45	526	106	532	112	141	183	97	146
	88%	89%	94%	61%	90%	92%	89%	78%	91%	89%	82%	87%	88%	89%	85%	89%	89%
		c	ac		c	g	g			j							
European Union (excl. UK)	311	195	95	21	290	9	262	40	13	253	45	261	36	66	115	44	50
	40%	37%	52%	30%	41%	25%	42%	34%	26%	43%	35%	43%	29%	42%	54%	40%	30%
			acd				e			h		lp		lp	klmp	l	
Asia	237	161	65	12	226	5	200	33	9	189	39	213	27	44	107	35	24
	31%	31%	35%	17%	32%	14%	32%	28%	18%	32%	30%	35%	22%	28%	50%	32%	15%
		c	c		c		e			h		lp		p	klmp	lp	
North America	224	138	78	8	216	8	184	33	12	171	42	190	21	41	91	36	34
	29%	27%	43%	11%	31%	21%	30%	28%	23%	29%	32%	31%	17%	26%	43%	33%	21%
			acd		c							lp			klmp	lp	
Rest of Europe (excluding the EU)	174	116	47	11	163	2	145	27	5	140	29	158	16	29	85	27	16
	22%	22%	26%	16%	23%	6%	23%	23%	10%	24%	22%	26%	13%	19%	40%	25%	10%
							e	e		h	h	lp		p	klmp	lp	
South America	131	82	43	7	125	3	106	22	5	102	25	116	10	22	63	21	15
	17%	16%	24%	9%	18%	9%	17%	19%	10%	17%	19%	19%	8%	14%	29%	19%	9%
			ac									lp			klmp	lp	
Africa	127	83	38	7	121	-	107	21	3	106	19	117	9	15	73	20	10
	16%	16%	21%	9%	17%	-	17%	18%	5%	18%	15%	19%	7%	9%	34%	18%	6%
			c				e	e		h		lmp			klmp	lmp	
None of the above	80	51	5	24	56	2	56	23	4	54	22	64	13	14	29	8	16
	10%	10%	3%	34%	8%	6%	9%	19%	8%	9%	17%	11%	10%	9%	13%	7%	10%
		b		abd	b			ef			i						
Don't know	3	2	1	-	3	-	3	*	-	1	2	2	-	*	1	*	1
	*	*	1%	-	*	-	*	*	-	*	1%	*	-	*	1%	*	1%

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_3. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

### My organisation makes investments in this region

Base: All respondents

	BUSINESS SIZE			TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU	
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
		a	b	c	d	e	f	g	h	i	j	k	l	m
Significance Level: 95%														
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
UK	678	158	478	64	41	177	169	184	419	259	300	378	436	242
	88%	83%	93%	73%	91%	90%	96%	94%	90%	85%	96%	82%	92%	81%
			a		c	c	c	c			k		m	
European Union (excl. UK)	311	29	261	9	7	54	82	139	297	14	311	-	256	55
	40%	15%	51%	10%	15%	27%	46%	71%	63%	5%	100%	-	54%	18%
			a			c	cde	cdef	i		k		m	
Asia	237	17	209	4	4	35	63	120	217	21	187	50	196	42
	31%	9%	41%	4%	9%	18%	36%	61%	46%	7%	60%	11%	41%	14%
			a			c	cde	cdef	i		k		m	
North America	224	26	190	9	6	30	63	108	205	19	186	38	182	42
	29%	14%	37%	10%	13%	15%	36%	55%	44%	6%	60%	8%	38%	14%
			a				cde	cdef	i		k		m	
Rest of Europe (excluding the EU)	174	9	154	5	3	15	36	105	165	9	167	7	143	30
	22%	5%	30%	5%	6%	7%	20%	54%	35%	3%	54%	2%	30%	10%
			a				cde	cdef	i		k		m	
South America	131	6	119	2	2	6	37	78	123	8	123	9	106	26
	17%	3%	23%	2%	4%	3%	21%	40%	26%	3%	39%	2%	22%	9%
			a				cde	cdef	i		k		m	
Africa	127	4	116	1	3	6	30	81	119	8	111	16	109	18
	16%	2%	23%	1%	6%	3%	17%	41%	25%	3%	36%	4%	23%	6%
			a				cde	cdef	i		k		m	
None of the above	80	25	32	18	4	17	7	10	41	40	5	76	30	51
	10%	13%	6%	20%	9%	9%	4%	5%	9%	13%	2%	16%	6%	17%
		b		efg					h		j		l	
Don't know	3	2	1	1	-	*	-	1	2	1	-	3	-	3
	*	1%	*	2%	-	*	-	1%	*	*	-	1%	-	1%

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_3. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

### My organisation makes investments in this region

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin and support services	Profession- al sci- entific and tech- nical	Public adminis- tration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	q	r	
Significance Level: 95%																			
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
UK	678	21	189	75	56	25	22	49	53	32	60	90	65	126	13	66	36	20	47
	88%	92%	96%	83%	87%	92%	93%	88%	87%	90%	86%	85%	81%	87%	81%	81%	87%	92%	89%
		cdghjklmop																	
European Union (excl. UK)	311	8	106	26	12	16	14	28	21	10	29	55	21	48	7	19	14	7	17
	40%	37%	53%	28%	18%	60%	57%	51%	34%	28%	41%	52%	26%	33%	40%	23%	34%	30%	32%
		cdhlmpor					cdlmo	d		dlo	cdhlmor		d						
Asia	237	3	74	19	8	9	11	20	13	8	23	49	19	56	7	21	16	5	7
	31%	12%	37%	21%	12%	31%	47%	36%	21%	23%	33%	46%	23%	39%	44%	26%	38%	23%	13%
		cdhlr					dr				cdhlr		cdhlr		d	cdr			
North America	224	5	87	17	7	8	9	15	13	4	28	46	19	43	5	7	11	5	7
	29%	23%	44%	19%	11%	30%	37%	28%	21%	11%	40%	43%	23%	30%	28%	9%	26%	21%	13%
		cdghlmopr					do			cdhlr	cdhlmor		o	dor		o			
Rest of Europe (excluding the EU)	174	2	60	15	5	8	9	18	11	4	18	41	14	32	2	4	7	4	10
	22%	7%	30%	16%	7%	29%	37%	32%	18%	11%	26%	39%	17%	22%	12%	5%	17%	16%	18%
		cdlo		o			cdlo	o		do	cdhlmpor		o	do		o			o
South America	131	1	44	9	2	6	8	8	7	2	11	29	9	27	2	6	6	3	2
	17%	6%	22%	11%	3%	21%	35%	14%	11%	7%	15%	27%	11%	18%	13%	7%	15%	14%	4%
		cdlor					d			dr	cdhlr		dor			d			
Africa	127	2	35	10	4	5	6	8	7	1	13	30	7	32	2	7	5	3	5
	16%	10%	18%	11%	5%	19%	27%	14%	11%	2%	18%	28%	9%	22%	13%	8%	11%	13%	9%
		dl								d	bcdhlpor		cdlo						
None of the above	80	2	5	11	7	2	1	4	5	2	9	14	15	17	2	14	5	2	4
	10%	8%	2%	13%	11%	8%	5%	8%	9%	6%	13%	13%	18%	12%	10%	17%	12%	8%	8%
				b	b			b			b	b	b	b		b	b		b

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

**CBI: MEMBERSHIP EU SURVEY 2016**

**Q1\_3. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

**My organisation makes investments in this region**

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm- unication	Finance and insurance	Business admin- and support services	Profession- al scient- ific and tech- nical	Public adminis- tration and defence	Education	Health	Arts, entert- ainment recreat- ion and other services	Food and drink
	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Significance Level: 95%																			
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Don't know	3	-	1	-	-	-	-	-	-	-	-	1	1	-	-	-	-	-	-
	*	-	*	-	-	-	-	-	-	-	-	1%	1%	-	-	-	-	-	-

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_4. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

**My organisation imports goods or services into the UK from this region**

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
European Union (excl. UK)	457	271	154	32	425	21	375	60	31	361	65	355	73	97	115	70	102
	59%	52%	84%	45%	60%	58%	61%	52%	61%	61%	50%	58%	58%	62%	53%	64%	62%
			acd		ac					j							
Asia	262	159	92	11	251	14	213	36	19	206	37	216	39	66	74	38	46
	34%	31%	51%	16%	36%	37%	34%	31%	38%	35%	29%	36%	31%	42%	34%	35%	28%
		c	acd		c									p			
Rest of Europe (excluding the EU)	249	143	91	15	234	12	208	29	15	200	34	198	40	54	70	35	51
	32%	27%	50%	22%	33%	33%	34%	25%	31%	34%	26%	33%	32%	34%	33%	31%	31%
			acd		a												
North America	247	146	90	11	236	15	205	27	18	194	35	203	37	53	71	43	43
	32%	28%	49%	16%	34%	40%	33%	23%	36%	33%	27%	33%	29%	34%	33%	39%	26%
		c	acd		ac	g	g									p	
South America	88	60	26	2	86	5	73	10	6	72	10	74	14	17	31	13	14
	11%	12%	14%	3%	12%	13%	12%	8%	13%	12%	8%	12%	11%	10%	14%	11%	9%
		c	c		c												
Africa	84	62	20	2	82	4	70	10	3	71	10	78	8	18	38	13	6
	11%	12%	11%	3%	12%	11%	11%	8%	7%	12%	7%	13%	7%	12%	18%	12%	4%
		c			c							p		p	lp	p	
UK	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
None of the above	233	184	15	34	199	9	177	47	12	166	55	180	45	47	62	26	52
	30%	35%	8%	48%	28%	24%	29%	40%	24%	28%	42%	30%	36%	30%	29%	23%	32%
		bd		abd	b			f			hi		o				
Don't know	39	33	3	2	37	*	34	5	1	33	5	35	2	1	25	8	3
	5%	6%	2%	3%	5%	1%	5%	4%	1%	6%	4%	6%	2%	1%	11%	7%	2%
		b			b							m			klmp	lmp	

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

**CBI: MEMBERSHIP EU SURVEY 2016**

**Q1\_4. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

**My organisation imports goods or services into the UK from this region**

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
	a	b	c	d	e	f	g	h	i	j	k	l	m	
Significance Level: 95%														
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
European Union (excl. UK)	457	75	350	26	14	123	118	144	326	131	246	211	355	102
	59%	40%	68%	30%	31%	62%	67%	74%	70%	43%	79%	46%	75%	34%
			a			cd	cd	cde	i		k		m	
Asia	262	39	212	13	8	60	64	106	203	59	164	98	206	56
	34%	21%	41%	15%	18%	30%	36%	54%	43%	19%	53%	21%	44%	19%
			a			cd	cd	cdef	i		k		m	
Rest of Europe (excluding the EU)	249	29	205	9	9	61	58	97	191	58	156	93	201	48
	32%	16%	40%	10%	19%	31%	33%	50%	41%	19%	50%	20%	43%	16%
			a			c	cd	cdef	i		k		m	
North America	247	39	196	18	8	46	65	97	201	46	158	89	212	35
	32%	21%	38%	21%	18%	24%	37%	50%	43%	15%	51%	19%	45%	12%
			a				cde	cdef	i		k		m	
South America	88	7	79	2	3	14	26	42	72	16	60	28	77	11
	11%	3%	15%	2%	6%	7%	14%	21%	15%	5%	19%	6%	16%	4%
			a			c	ce	cde	i		k		m	
Africa	84	5	77	2	2	14	23	40	68	16	57	27	69	15
	11%	3%	15%	2%	5%	7%	13%	20%	15%	5%	18%	6%	15%	5%
			a				c	cde	i		k		m	
UK	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-
None of the above	233	88	111	47	26	61	38	27	101	132	37	196	83	150
	30%	46%	22%	54%	57%	31%	22%	14%	22%	43%	12%	42%	18%	50%
		b		efg	efg	g				h		j		l
Don't know	39	10	27	6	2	4	10	14	21	17	17	22	16	23
	5%	5%	5%	7%	4%	2%	6%	7%	5%	6%	5%	5%	3%	8%
				e				e					l	

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_4. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

**My organisation imports goods or services into the UK from this region**

Base: All respondents

	SECTOR																		
	Total	Agri-culture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	q	r	
Significance Level: 95%																			
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
European Union (excl. UK)	457	13	167	51	35	23	21	39	42	16	35	51	38	72	10	30	21	13	33
	59%	60%	85%	57%	54%	84%	87%	70%	68%	44%	50%	48%	47%	50%	58%	37%	50%	59%	63%
		cdghjklmopr						ijklmop	ijklmo										o
Asia	262	7	106	25	13	14	18	34	21	8	24	31	23	46	5	21	12	9	18
	34%	31%	54%	27%	21%	53%	75%	62%	35%	24%	34%	29%	28%	32%	29%	26%	28%	43%	33%
		cdhijklmopr						cdhijklmopr											
Rest of Europe (excluding the EU)	249	9	100	24	15	15	14	31	24	8	14	32	22	31	3	18	6	9	15
	32%	39%	51%	27%	23%	55%	57%	56%	39%	22%	19%	30%	27%	22%	16%	22%	14%	41%	29%
		cdijklmopr						cdijklmopr	jmop										
North America	247	11	98	20	16	16	13	20	20	6	22	38	30	51	8	18	14	8	15
	32%	47%	50%	22%	25%	57%	56%	36%	32%	18%	32%	36%	37%	35%	48%	22%	33%	35%	29%
		cdhijklmor										c	co	c					
South America	88	3	27	4	4	1	7	6	9	2	3	15	7	16	1	8	1	2	9
	11%	16%	14%	5%	6%	4%	28%	11%	14%	7%	5%	14%	8%	11%	3%	9%	3%	10%	17%
			cj						c			cjp						cjp	
Africa	84	1	26	3	3	2	6	12	8	2	2	13	5	19	-	12	2	4	5
	11%	4%	13%	4%	5%	8%	25%	21%	14%	7%	3%	12%	6%	13%	-	14%	5%	17%	9%
			cj					cdjlp	cj			cj		cj		cj			
UK	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
None of the above	233	7	16	30	25	2	1	11	15	15	20	42	34	54	4	40	14	2	14
	30%	33%	8%	34%	39%	6%	3%	20%	24%	44%	29%	39%	42%	37%	22%	49%	34%	11%	27%
			b	bg				b	b		b	bgh	bgh	bg	bghjr		b		b

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

## CBI: MEMBERSHIP EU SURVEY 2016

Q1\_4. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

**My organisation imports goods or services into the UK from this region**

Base: All respondents

	SECTOR																		
	Total	Agriculture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Significance Level: 95%																			
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Don't know	39	-	3	3	3	1	1	1	6	1	6	8	2	8	2	4	2	2	1
	5%	-	1%	3%	5%	2%	2%	1%	10%	2%	9%	8%	3%	6%	9%	5%	5%	7%	1%
								bg			b	b		b					

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r



## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_5. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

**My organisation exports goods or services from the UK into this region**

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
European Union (excl. UK)	473	296	143	34	439	22	387	63	31	367	75	378	71	101	138	69	94
	61%	57%	78%	48%	62%	60%	63%	54%	61%	62%	58%	62%	56%	64%	64%	63%	58%
			acd	c													
Rest of Europe (excluding the EU)	346	217	108	21	325	15	288	43	22	279	45	290	59	68	109	54	56
	45%	42%	59%	30%	46%	42%	47%	37%	43%	47%	34%	48%	46%	43%	51%	49%	34%
			acd	c			g			j		p	p		p	p	
Asia	325	205	103	16	308	15	267	43	22	252	50	272	48	68	105	51	52
	42%	39%	56%	23%	44%	40%	43%	37%	43%	43%	39%	45%	38%	43%	49%	46%	32%
		c	acd	c								p		p	p	p	
North America	309	194	98	16	293	12	253	44	21	239	48	256	48	63	99	46	53
	40%	37%	54%	23%	42%	34%	41%	37%	43%	40%	37%	42%	38%	40%	46%	42%	32%
		c	acd	c								p			p		
Africa	235	149	76	10	225	10	193	32	15	185	35	199	36	41	86	37	36
	30%	29%	42%	14%	32%	26%	31%	28%	31%	31%	27%	33%	28%	26%	40%	34%	22%
		c	acd	c								p			Imp	p	
South America	200	126	64	11	189	5	165	30	10	157	33	169	30	38	65	37	31
	26%	24%	35%	16%	27%	14%	27%	25%	20%	27%	25%	28%	24%	24%	30%	34%	19%
			acd	c								p			p	p	
UK	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
None of the above	259	189	35	36	224	16	194	50	18	192	49	198	56	50	58	34	61
	34%	36%	19%	52%	32%	43%	31%	43%	36%	32%	38%	33%	45%	32%	27%	31%	37%
		b		abd	b			f					kmno				n
Don't know	24	19	4	1	23	-	19	4	2	16	5	20	2	3	11	5	4
	3%	4%	2%	2%	3%	-	3%	4%	5%	3%	4%	3%	2%	2%	5%	4%	2%

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

**CBI: MEMBERSHIP EU SURVEY 2016**

**Q1\_5. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

**My organisation exports goods or services from the UK into this region**

Base: All respondents

	BUSINESS SIZE			TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU	
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
		a	b	c	d	e	f	g	h	i	j	k	l	m
Significance Level: 95%														
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
European Union (excl. UK)	473	111	328	47	26	120	111	134	379	93	256	217	473	-
	61%	58%	64%	53%	58%	61%	63%	69%	81%	31%	82%	47%	100%	-
							c		i		k		m	
Rest of Europe (excluding the EU)	346	61	265	25	13	89	84	115	284	62	202	144	327	19
	45%	32%	52%	28%	28%	45%	48%	59%	61%	20%	65%	31%	69%	6%
			a			cd	cd	cde	i		k		m	
Asia	325	59	249	23	14	78	85	108	264	60	184	141	306	19
	42%	31%	49%	26%	31%	40%	48%	55%	56%	20%	59%	30%	65%	6%
			a			c	cd	cde	i		k		m	
North America	309	59	234	24	16	69	83	100	254	55	179	130	289	20
	40%	31%	46%	28%	35%	35%	47%	51%	54%	18%	57%	28%	61%	7%
			a			ce	ce	cde	i		k		m	
Africa	235	36	189	12	10	56	60	87	193	42	139	96	221	15
	30%	19%	37%	14%	23%	28%	34%	44%	41%	14%	45%	21%	47%	5%
			a			c	c	cde	i		k		m	
South America	200	27	162	6	9	45	56	73	164	36	118	82	190	10
	26%	14%	32%	7%	20%	23%	32%	37%	35%	12%	38%	18%	40%	3%
			a			c	c	cde	i		k		m	
UK	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-
None of the above	259	68	155	34	19	62	57	52	80	180	48	212	21	239
	34%	36%	30%	39%	41%	31%	32%	27%	17%	59%	15%	46%	4%	80%
				g	g					h		j		l
Don't know	24	6	17	3	2	7	6	5	10	14	9	15	-	24
	3%	3%	3%	3%	4%	4%	3%	2%	2%	5%	3%	3%	-	8%
														l

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

## CBI: MEMBERSHIP EU SURVEY 2016

**Q1\_5. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.**

**My organisation exports goods or services from the UK into this region**

Base: All respondents

	SECTOR																		
	Total	Agri- culture, forestry fishing	Product- ion	Construct- ion	Property	Motor trades	Whole- sale	Retail	Trans- port and storage (inc. postal)	Accommod- ation and food services	Informa- tion and comm unication	Finance and insurance	Business admin and support services	Profession- al scient- ific and technical	Public adminis- tration and defence	Education	Health	Arts, enter- tainment recreation and other services	Food and drink
	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Significance Level: 95%																			
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
European Union (excl. UK)	473	18	157	48	25	24	16	35	36	19	43	67	46	111	14	43	27	12	33
	61%	83%	79%	53%	39%	87%	68%	62%	59%	55%	61%	64%	57%	77%	83%	53%	64%	55%	62%
		cdghjklor						d	d		d	d	d	cdghjklor			d		d
Rest of Europe (excluding the EU)	346	10	123	33	16	17	14	27	24	14	29	51	33	79	14	35	18	10	19
	45%	46%	62%	37%	25%	61%	58%	49%	39%	40%	41%	48%	40%	55%	86%	43%	44%	47%	37%
		cdhjklopr						d			d	d	d	cdhjlr			d		
Asia	325	11	114	25	13	16	13	20	18	14	27	51	27	83	14	41	20	9	18
	42%	49%	58%	28%	20%	57%	54%	37%	30%	39%	38%	48%	33%	57%	87%	50%	49%	39%	35%
		cdghjlr						d			d	cdhl		cdghjlr		cdhl	cd		
North America	309	8	110	28	13	15	9	18	17	14	28	52	31	87	13	34	20	10	16
	40%	38%	55%	31%	21%	56%	36%	33%	28%	41%	40%	50%	38%	60%	81%	41%	48%	44%	31%
		cdghjlor									d	cdhr	d	cdghjlor		d	dh		
Africa	235	6	78	19	8	10	8	11	12	10	19	34	19	66	11	35	15	7	12
	30%	27%	39%	21%	13%	37%	32%	20%	19%	28%	27%	32%	23%	45%	64%	43%	36%	31%	22%
		cdghl									d	d		cdghjklr		cdghjlr	d		
South America	200	6	70	12	5	9	8	10	9	8	19	30	15	59	10	27	14	6	11
	26%	29%	35%	13%	8%	32%	32%	17%	14%	22%	27%	29%	18%	41%	58%	33%	34%	25%	21%
		cdghl									cd	cdh		cdghjlr		cdhl	cdh		
UK	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
None of the above	259	3	38	37	33	3	6	17	22	16	22	33	28	31	2	29	12	6	13
	34%	12%	19%	41%	51%	11%	26%	31%	37%	44%	31%	31%	35%	22%	12%	35%	28%	29%	25%
				bm	bgjklmpr			bm			b	b	bm		bm				

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

## CBI: MEMBERSHIP EU SURVEY 2016

Q1\_5. Thinking about your organisation, which of the following, if any, applies? Please select all that apply.

**My organisation exports goods or services from the UK into this region**

Base: All respondents

	SECTOR																		
	Total	Agriculture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Significance Level: 95%																			
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Don't know	24	-	3	2	3	1	-	2	2	-	4	3	5	4	-	4	1	3	3
	3%	-	2%	2%	4%	2%	-	4%	3%	-	6%	3%	6%	3%	-	5%	1%	13%	7%

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r

**CBI: MEMBERSHIP EU SURVEY 2016**

Q2/Q3\_SUM. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of...

**SUMMARY TABLE**

Base: All respondents

	Total	The United Kingdom leaving the European Union	The United Kingdom remaining a member of the European Union	Don't know
Your organisation	773 100%	37 5%	619 80%	117 15%
The UK economy as a whole	773 100%	50 6%	593 77%	130 17%

## CBI: MEMBERSHIP EU SURVEY 2016

### Q2. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of your organisation?

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
The United Kingdom leaving the European Union	37	24	13	-	37	37	-	-	33	2	2	30	6	16	4	4	7
	5%	5%	7%	-	5%	100%	-	-	65%	*	2%	5%	4%	10%	2%	4%	4%
			c		fg				ij					knop			
The United Kingdom remaining a member of the European Union	619	420	146	52	567	-	619	-	4	574	41	490	104	119	183	84	129
	80%	81%	80%	75%	81%	-	100%	-	8%	97%	32%	80%	83%	75%	85%	77%	79%
					eg					hj	h				m		
Don't know	117	76	24	17	99	-	-	117	14	17	86	89	16	23	28	21	28
	15%	15%	13%	25%	14%	-	-	100%	27%	3%	66%	15%	13%	15%	13%	19%	17%
			abd		ef				i		hi						

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

**CBI: MEMBERSHIP EU SURVEY 2016****Q2. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of your organisation?**

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
The United Kingdom leaving the European Union	37	20	17	10	2	18	5	2	16	20	9	27	22	15
	5%	11%	3%	11%	5%	9%	3%	1%	4%	7%	3%	6%	5%	5%
		b		fg	g	fg				h				
The United Kingdom remaining a member of the European Union	619	135	432	63	34	149	155	167	389	230	262	357	387	232
	80%	71%	84%	71%	73%	76%	88%	85%	83%	76%	84%	77%	82%	77%
			a				cde	cde	i		k			
Don't know	117	35	65	15	10	30	17	27	63	53	40	77	63	53
	15%	18%	13%	18%	21%	15%	10%	14%	14%	18%	13%	17%	13%	18%
		b			f									

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

## CBI: MEMBERSHIP EU SURVEY 2016

### Q2. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of your organisation?

Base: All respondents

	SECTOR																		
	Total	Agriculture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
The United Kingdom leaving the European Union	37 5%	1 4%	12 6%	4 4%	* 1%	- -	4 16%	3 5%	2 4%	- -	3 4%	3 3%	6 8% d	4 3%	- -	3 3%	1 3%	2 10%	- -
The United Kingdom remaining a member of the European Union	619 80%	19 84%	155 78%	69 77%	57 88% l	18 64%	15 65%	43 77%	48 79%	32 90%	53 76%	85 81%	61 76%	120 83%	14 86%	68 83%	36 85%	13 57%	40 75%
Don't know	117 15%	3 13%	31 15%	17 19%	7 11%	10 36%	5 19%	11 19%	10 16%	3 10%	14 20%	17 16%	14 17%	21 14%	2 14%	11 14%	5 12%	7 33%	13 25% d

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r



## CBI: MEMBERSHIP EU SURVEY 2016

**Q3. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of the UK economy as a whole?**

Base: All respondents

	CLASS				EU REFERENDUM RESULT BEST FOR THEIR ORGANISATION			EU REFERENDUM RESULT BEST FOR THE ECONOMY			UK REGION						
	Total	Commercial	Industrial	Trade Association	Commercial/Industrial	Leaving the EU	Remaining in the EU	Don't know	Leaving the EU	Remaining in the EU	Don't know	England	North of England	Midlands/ East of England	London	South	Rest of UK
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
Significance Level: 95%																	
Unweighted Total	773	502	207	64	709	45	604	124	62	576	135	623	130	147	191	155	150
Weighted Total	773	520	183	70	703	37	619	117	50	593	130	609	126	158	215	110	164
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
The United Kingdom leaving the European Union	50	33	17	-	50	33	4	14	50	-	-	40	10	16	6	7	10
	6%	6%	9%	-	7%	89%	1%	12%	100%	-	-	7%	8%	10%	3%	7%	6%
		c	c		c	fg		f	ij				n	n			
The United Kingdom remaining a member of the European Union	593	404	138	51	542	2	574	17	-	593	-	463	93	113	175	81	130
	77%	78%	75%	73%	77%	6%	93%	14%	-	100%	-	76%	74%	72%	81%	74%	79%
							eg			hj					m		
Don't know	130	83	28	18	111	2	41	86	-	-	130	106	23	28	34	21	24
	17%	16%	15%	27%	16%	6%	7%	74%	-	-	100%	17%	18%	18%	16%	19%	15%
				abd				ef			hi						

Columns Tested: a,b,c,d - e,f,g - h,i,j - k,l,m,n,o,p

## CBI: MEMBERSHIP EU SURVEY 2016

### Q3. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of the UK economy as a whole?

Base: All respondents

	BUSINESS SIZE		TURNOVER					ORGANISATION OPERATES IN THE EU (EXCL. UK)		ORGANISATION INVESTS IN THE EU (EXCL. UK)		ORGANISATION EXPORTS FROM UK TO THE EU		
	Total	SME	Large	£5m or less	£5m-£10m	£10m-£100m	£100m-£500m	£500m+	Yes	No	Yes	No	Yes	No
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	m
Unweighted Total	773	290	419	134	64	196	144	171	455	318	287	486	473	300
Weighted Total	773	190	513	88	46	197	177	196	468	304	311	462	473	300
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
The United Kingdom leaving the European Union	50	28	22	15	4	23	3	5	24	26	13	37	31	19
	6%	15%	4%	17%	8%	12%	2%	3%	5%	9%	4%	8%	6%	6%
		b		fg	f	fg				h		j		
The United Kingdom remaining a member of the European Union	593	124	417	58	33	143	151	157	367	225	253	340	367	226
	77%	65%	81%	66%	72%	72%	86%	80%	78%	74%	81%	74%	78%	75%
			a				cde	c			k			
Don't know	130	38	74	15	9	31	22	34	77	53	45	85	75	55
	17%	20%	14%	17%	20%	16%	12%	17%	17%	17%	14%	18%	16%	18%

Columns Tested: a,b - c,d,e,f,g - h,i - j,k - l,m

## CBI: MEMBERSHIP EU SURVEY 2016

### Q3. Thinking about the upcoming referendum on the UK's membership of the European Union, what result would be in the best interest of the UK economy as a whole?

Base: All respondents

	SECTOR																		
	Total	Agriculture, forestry fishing	Production	Construction	Property	Motor trades	Wholesale	Retail	Transport and storage (inc. postal)	Accommodation and food services	Information and communication	Finance and insurance	Business admin and support services	Professional scientific and technical	Public administration and defence	Education	Health	Arts, entertainment recreation and other services	Food and drink
Significance Level: 95%	*a	b	c	d	*e	*f	g	h	*i	j	k	l	m	*n	o	p	*q	r	
Unweighted Total	773	24	202	93	66	28	24	52	58	29	82	103	92	157	17	69	40	23	48
Weighted Total	773	22	198	90	65	27	24	56	61	35	71	106	81	145	17	82	42	22	53
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
The United Kingdom leaving the European Union	50 6%	1 3%	16 8%	5 6%	3 4%	1 5%	4 15%	5 10%	4 6%	- -	7 9%	6 6%	10 12% m	5 4%	1 4%	5 6%	2 5%	5 23%	2 4%
The United Kingdom remaining a member of the European Union	593 77%	19 87%	145 73%	68 75%	55 85% bl	16 60%	14 58%	40 72%	46 76%	31 88%	51 73%	86 81%	56 69%	114 78%	13 81%	66 81%	31 73%	13 57%	41 77%
Don't know	130 17%	2 10%	38 19%	17 19%	7 10%	10 36%	6 27%	10 19%	11 18%	4 12%	13 18%	14 13%	15 19%	26 18%	2 15%	11 13%	9 22%	4 20%	10 19%

Columns Tested: a,b,c,d,e,f,g,h,i,j,k,l,m,n,o,p,q,r