

YouGov Survey Results

Sample: 2,046 GB business decision makers

Fieldwork: 2nd - 10th March 2021



| Total | Organization size | | | | | | Manufacturing | Construction | Retail | Finance and Accounting |
|-------|--|----------------------------|------------------------------|------------------------|--|-------------------------------|---------------|--------------|--------|------------------------|
| | Microbusiness (less than 10 employees) | Small (10 to 49 employees) | Medium (50 to 249 employees) | Large (250+ employees) | Net: Micro/ Small (less than 50 employees) | Net: SME (1 to 249 employees) | | | | |

For the following question, please think about the company you work for... Which of the following best represents the amount of trade your company does with businesses or consumers in the European Union?

| | 2046 | 786 | 363 | 310 | 587 | 1149 | 1459 | 277 | 186 | 218 | 266 |
|-------------------|-------------|------------|------------|------------|------------|------------|-------------|------------|------------|------------|------------|
| Unweighted base | 2046 | 786 | 363 | 310 | 587 | 1149 | 1459 | 277 | 186 | 218 | 266 |
| Base | 2046 | 666 | 309 | 257 | 813 | 975 | 1233 | 281 | 181 | 214 | 295 |
| A large amount | 19% | 5% | 14% | 20% | 32% | 7% | 10% | 33% | 10% | 14% | 24% |
| A moderate amount | 19% | 10% | 16% | 19% | 27% | 12% | 13% | 26% | 11% | 23% | 15% |
| A small amount | 22% | 21% | 26% | 25% | 21% | 23% | 23% | 26% | 20% | 27% | 24% |
| None at all | 38% | 64% | 43% | 33% | 15% | 58% | 52% | 15% | 58% | 35% | 33% |
| Don't know | 3% | 1% | 1% | 3% | 5% | 1% | 1% | 0% | 1% | 2% | 4% |

How much disruption, if any, has your company faced since January 1st 2021 because of the UK and EU's new trade agreement?

| | 2046 | 786 | 363 | 310 | 587 | 1149 | 1459 | 277 | 186 | 218 | 266 |
|-------------------|-------------|------------|------------|------------|------------|------------|-------------|------------|------------|------------|------------|
| Unweighted base | 2046 | 786 | 363 | 310 | 587 | 1149 | 1459 | 277 | 186 | 218 | 266 |
| Base | 2046 | 666 | 309 | 257 | 813 | 975 | 1233 | 281 | 181 | 214 | 295 |
| A large amount | 13% | 9% | 10% | 12% | 16% | 10% | 10% | 23% | 12% | 19% | 12% |
| A moderate amount | 17% | 9% | 15% | 22% | 24% | 11% | 13% | 27% | 13% | 22% | 16% |
| A small amount | 22% | 16% | 21% | 25% | 27% | 18% | 19% | 29% | 27% | 25% | 20% |
| None at all | 43% | 62% | 51% | 39% | 26% | 59% | 54% | 20% | 46% | 32% | 46% |
| Don't know | 5% | 4% | 3% | 3% | 7% | 3% | 3% | 1% | 1% | 2% | 6% |

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| Total | Work industry (select all that apply) | | | | | | | | | |
|-------|---------------------------------------|-------|---------------|---|---------------------------|-----------|-------------------------------|-------------|-------|---------------|
| | Hospitality and leisure | Legal | IT & telecoms | Media/ marketing/ advertising/ PR & sales | Medical & health services | Education | Transportation & distribution | Real estate | Other | Manufacturing |

For the following question, please think about the company you work for... Which of the following best represents the amount of trade your company does with businesses or consumers in the European Union?

| | | | | | | | | | | | |
|-------------------|-------------|------------|-----------|------------|------------|------------|-----------|------------|-----------|------------|------------|
| Unweighted base | 2046 | 178 | 80 | 280 | 184 | 123 | 85 | 97 | 78 | 342 | 239 |
| Base | 2046 | 172 | 83 | 277 | 171 | 136 | 82 | 109 | 74 | 334 | 242 |
| A large amount | 19% | 17% | 20% | 24% | 24% | 28% | 17% | 23% | 19% | 18% | 33% |
| A moderate amount | 19% | 13% | 19% | 21% | 17% | 11% | 9% | 30% | 8% | 17% | 28% |
| A small amount | 22% | 21% | 20% | 26% | 27% | 18% | 23% | 24% | 14% | 19% | 25% |
| None at all | 38% | 47% | 38% | 27% | 31% | 39% | 49% | 21% | 56% | 42% | 13% |
| Don't know | 3% | 1% | 4% | 1% | - | 5% | 2% | 3% | 3% | 4% | 0% |

How much disruption, if any, has your company faced since January 1st 2021 because of the UK and EU's new trade agreement?

| | | | | | | | | | | | |
|-------------------|-------------|------------|-----------|------------|------------|------------|-----------|------------|-----------|------------|------------|
| Unweighted base | 2046 | 178 | 80 | 280 | 184 | 123 | 85 | 97 | 78 | 342 | 239 |
| Base | 2046 | 172 | 83 | 277 | 171 | 136 | 82 | 109 | 74 | 334 | 242 |
| A large amount | 13% | 11% | 13% | 14% | 18% | 17% | 13% | 18% | 10% | 9% | 24% |
| A moderate amount | 17% | 10% | 14% | 19% | 16% | 14% | 9% | 27% | 22% | 15% | 29% |
| A small amount | 22% | 18% | 15% | 24% | 14% | 26% | 11% | 22% | 13% | 20% | 29% |
| None at all | 43% | 51% | 56% | 39% | 48% | 39% | 59% | 31% | 52% | 50% | 17% |
| Don't know | 5% | 10% | 1% | 4% | 5% | 3% | 8% | 2% | 2% | 6% | 1% |

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| Total | Work industry (MAIN) | | | | | | | | | |
|-------|----------------------|--------|------------------------|-------------------------|-------|---------------|---|---------------------------|-----------|-------------------------------|
| | Construction | Retail | Finance and Accounting | Hospitality and leisure | Legal | IT & telecoms | Media/ marketing/ advertising/ PR & sales | Medical & health services | Education | Transportation & distribution |

For the following question, please think about the company you work for... Which of the following best represents the amount of trade your company does with businesses or consumers in the European Union?

| | | | | | | | | | | | |
|-------------------|-------------|------------|------------|------------|------------|-----------|------------|------------|------------|-----------|-----------|
| Unweighted base | 2046 | 162 | 186 | 241 | 147 | 66 | 250 | 153 | 96 | 62 | 67 |
| Base | 2046 | 154 | 182 | 266 | 142 | 65 | 248 | 139 | 107 | 59 | 76 |
| A large amount | 19% | 9% | 13% | 23% | 13% | 13% | 23% | 17% | 23% | 12% | 18% |
| A moderate amount | 19% | 10% | 23% | 16% | 15% | 22% | 20% | 20% | 12% | 11% | 30% |
| A small amount | 22% | 19% | 24% | 23% | 20% | 21% | 28% | 28% | 16% | 18% | 25% |
| None at all | 38% | 61% | 37% | 34% | 51% | 41% | 28% | 35% | 44% | 56% | 23% |
| Don't know | 3% | 1% | 3% | 4% | 2% | 2% | 1% | 1% | 5% | 3% | 4% |

How much disruption, if any, has your company faced since January 1st 2021 because of the UK and EU's new trade agreement?

| | | | | | | | | | | | |
|-------------------|-------------|------------|------------|------------|------------|-----------|------------|------------|------------|-----------|-----------|
| Unweighted base | 2046 | 162 | 186 | 241 | 147 | 66 | 250 | 153 | 96 | 62 | 67 |
| Base | 2046 | 154 | 182 | 266 | 142 | 65 | 248 | 139 | 107 | 59 | 76 |
| A large amount | 13% | 10% | 20% | 11% | 9% | 5% | 11% | 13% | 14% | 8% | 12% |
| A moderate amount | 17% | 11% | 21% | 15% | 8% | 18% | 20% | 16% | 14% | 9% | 31% |
| A small amount | 22% | 30% | 25% | 20% | 17% | 14% | 25% | 17% | 27% | 7% | 22% |
| None at all | 43% | 47% | 32% | 47% | 55% | 63% | 39% | 50% | 42% | 64% | 34% |
| Don't know | 5% | 2% | 3% | 6% | 11% | - | 4% | 5% | 4% | 11% | 2% |

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| Total | Company annual turnover | | | | | | | | Marketing activities (e.g. advertising, direct marketing, PR) | Business development/sales |
|-------|-------------------------|-------|-----------------------|----------------------|----------------------------|---------------------|------------|----------------------|---|----------------------------|
| | Real estate | Other | First year of trading | Less than £1 million | £1 million to £9.9 million | £10 million or more | Don't know | Prefer not to answer | | |

For the following question, please think about the company you work for... Which of the following best represents the amount of trade your company does with businesses or consumers in the European Union?

| | | | | | | | | | | | |
|-------------------|-------------|-----------|------------|-----------|------------|------------|------------|------------|------------|-------------|-------------|
| Unweighted base | 2046 | 51 | 326 | 38 | 716 | 365 | 663 | 112 | 152 | 1252 | 1429 |
| Base | 2046 | 47 | 318 | 32 | 613 | 320 | 827 | 114 | 140 | 1167 | 1360 |
| A large amount | 19% | 12% | 16% | 3% | 6% | 13% | 33% | 17% | 12% | 15% | 17% |
| A moderate amount | 19% | 5% | 17% | 24% | 10% | 21% | 25% | 16% | 16% | 16% | 17% |
| A small amount | 22% | 8% | 19% | 19% | 22% | 24% | 23% | 21% | 15% | 23% | 22% |
| None at all | 38% | 70% | 44% | 55% | 61% | 41% | 17% | 32% | 51% | 45% | 42% |
| Don't know | 3% | 3% | 4% | - | 1% | 1% | 2% | 14% | 7% | 2% | 1% |

How much disruption, if any, has your company faced since January 1st 2021 because of the UK and EU's new trade agreement?

| | | | | | | | | | | | |
|-------------------|-------------|-----------|------------|-----------|------------|------------|------------|------------|------------|-------------|-------------|
| Unweighted base | 2046 | 51 | 326 | 38 | 716 | 365 | 663 | 112 | 152 | 1252 | 1429 |
| Base | 2046 | 47 | 318 | 32 | 613 | 320 | 827 | 114 | 140 | 1167 | 1360 |
| A large amount | 13% | 5% | 8% | 16% | 9% | 12% | 16% | 13% | 10% | 12% | 13% |
| A moderate amount | 17% | 20% | 13% | 16% | 10% | 18% | 24% | 15% | 15% | 16% | 17% |
| A small amount | 22% | 9% | 20% | 13% | 17% | 21% | 27% | 26% | 18% | 20% | 20% |
| None at all | 43% | 64% | 51% | 53% | 60% | 48% | 29% | 29% | 51% | 48% | 47% |
| Don't know | 5% | 2% | 7% | 3% | 4% | 2% | 4% | 18% | 6% | 4% | 3% |

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| Total | Omnibus Decision Maker | | | | | | | | | Up to 5 years | Over 5 years up to 10 years |
|-------|------------------------------|---------------------|-----------------------|------------------------|--|--------------|-------------------------|-------------------------|--|---------------|-----------------------------|
| | Company credit/ charge cards | Finance/ accounting | Company mobile phones | Company pension scheme | HR (e.g. personnel, learning and development, recruitment) | IT/ Telecoms | Procurement/ purchasing | Electricity/ gas supply | | | |

For the following question, please think about the company you work for... Which of the following best represents the amount of trade your company does with businesses or consumers in the European Union?

| | 2046 | 977 | 1205 | 1031 | 931 | 1330 | 1159 | 1298 | 907 | 248 | 309 |
|-------------------|-------------|------------|-------------|------------|------------|-------------|-------------|-------------|------------|------------|------------|
| Unweighted base | 2046 | 977 | 1205 | 1031 | 931 | 1330 | 1159 | 1298 | 907 | 248 | 309 |
| Base | 2046 | 884 | 1118 | 935 | 840 | 1286 | 1078 | 1218 | 817 | 216 | 274 |
| A large amount | 19% | 12% | 13% | 13% | 12% | 17% | 14% | 16% | 11% | 7% | 13% |
| A moderate amount | 19% | 17% | 16% | 17% | 16% | 17% | 16% | 16% | 16% | 18% | 14% |
| A small amount | 22% | 21% | 22% | 22% | 21% | 23% | 22% | 22% | 21% | 19% | 23% |
| None at all | 38% | 49% | 48% | 47% | 50% | 41% | 46% | 45% | 51% | 55% | 48% |
| Don't know | 3% | 1% | 1% | 2% | 1% | 2% | 2% | 2% | 1% | 2% | 2% |

How much disruption, if any, has your company faced since January 1st 2021 because of the UK and EU's new trade agreement?

| | 2046 | 977 | 1205 | 1031 | 931 | 1330 | 1159 | 1298 | 907 | 248 | 309 |
|-------------------|-------------|------------|-------------|------------|------------|-------------|-------------|-------------|------------|------------|------------|
| Unweighted base | 2046 | 977 | 1205 | 1031 | 931 | 1330 | 1159 | 1298 | 907 | 248 | 309 |
| Base | 2046 | 884 | 1118 | 935 | 840 | 1286 | 1078 | 1218 | 817 | 216 | 274 |
| A large amount | 13% | 12% | 10% | 12% | 12% | 12% | 12% | 13% | 13% | 10% | 11% |
| A moderate amount | 17% | 17% | 16% | 16% | 16% | 18% | 17% | 17% | 15% | 16% | 11% |
| A small amount | 22% | 18% | 19% | 19% | 18% | 21% | 19% | 20% | 18% | 18% | 21% |
| None at all | 43% | 50% | 51% | 50% | 51% | 46% | 49% | 47% | 51% | 53% | 53% |
| Don't know | 5% | 3% | 3% | 3% | 3% | 4% | 4% | 4% | 3% | 3% | 4% |

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| Total | Company age | | | | Region main | | | | | | |
|-------|------------------------------|------------------------------|---------------|------------|-------------|------------|--------------------------|---------------|---------------|-----------------|--|
| | Over 10 years up to 20 years | Over 20 years up to 35 years | Over 35 years | Don't know | North East | North West | Yorkshire and the Humber | East Midlands | West Midlands | East of England | |

For the following question, please think about the company you work for... Which of the following best represents the amount of trade your company does with businesses or consumers in the European Union?

| | | | | | | | | | | | |
|-------------------|-------------|------------|------------|------------|-----------|-----------|------------|------------|------------|------------|------------|
| Unweighted base | 2046 | 488 | 397 | 578 | 26 | 62 | 185 | 143 | 143 | 152 | 136 |
| Base | 2046 | 453 | 394 | 680 | 30 | 61 | 176 | 134 | 146 | 155 | 129 |
| A large amount | 19% | 12% | 15% | 32% | 23% | 23% | 15% | 10% | 16% | 16% | 15% |
| A moderate amount | 19% | 15% | 21% | 21% | 26% | 15% | 16% | 15% | 16% | 18% | 15% |
| A small amount | 22% | 23% | 24% | 21% | 18% | 10% | 23% | 28% | 23% | 24% | 23% |
| None at all | 38% | 47% | 38% | 22% | 20% | 48% | 44% | 46% | 40% | 39% | 45% |
| Don't know | 3% | 2% | 1% | 4% | 13% | 4% | 2% | 1% | 4% | 4% | 2% |

How much disruption, if any, has your company faced since January 1st 2021 because of the UK and EU's new trade agreement?

| | | | | | | | | | | | |
|-------------------|-------------|------------|------------|------------|-----------|-----------|------------|------------|------------|------------|------------|
| Unweighted base | 2046 | 488 | 397 | 578 | 26 | 62 | 185 | 143 | 143 | 152 | 136 |
| Base | 2046 | 453 | 394 | 680 | 30 | 61 | 176 | 134 | 146 | 155 | 129 |
| A large amount | 13% | 11% | 12% | 16% | 6% | 25% | 15% | 8% | 16% | 14% | 10% |
| A moderate amount | 17% | 16% | 18% | 21% | 10% | 4% | 13% | 14% | 19% | 14% | 18% |
| A small amount | 22% | 19% | 24% | 24% | 32% | 25% | 17% | 25% | 19% | 21% | 18% |
| None at all | 43% | 50% | 42% | 33% | 34% | 40% | 50% | 51% | 42% | 44% | 51% |
| Don't know | 5% | 4% | 3% | 6% | 18% | 5% | 5% | 1% | 4% | 6% | 4% |

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Fieldwork: 2nd - 10th March 2021



| Total | y work (GOR) | | | | | | Region m: | | | |
|-------|--------------|------------|------------|-------|----------|---|-----------|----------|------|--------|
| | London | South East | South West | Wales | Scotland | Elsewhere (i.e. outside of Great Britain) | North | Midlands | East | London |

For the following question, please think about the company you work for... Which of the following best represents the amount of trade your company does with businesses or consumers in the European Union?

| | | | | | | | | | | | |
|-------------------|-------------|------------|------------|------------|-----------|------------|-----------|------------|------------|------------|------------|
| Unweighted base | 2046 | 425 | 347 | 195 | 72 | 163 | 23 | 390 | 295 | 136 | 425 |
| Base | 2046 | 472 | 340 | 184 | 68 | 158 | 25 | 371 | 301 | 129 | 472 |
| A large amount | 19% | 31% | 19% | 10% | 19% | 11% | 49% | 14% | 16% | 15% | 31% |
| A moderate amount | 19% | 28% | 15% | 16% | 9% | 19% | 16% | 16% | 17% | 15% | 28% |
| A small amount | 22% | 19% | 22% | 26% | 19% | 24% | 23% | 23% | 24% | 23% | 19% |
| None at all | 38% | 21% | 41% | 47% | 53% | 41% | 7% | 45% | 40% | 45% | 21% |
| Don't know | 3% | 1% | 4% | 1% | - | 5% | 6% | 2% | 4% | 2% | 1% |

How much disruption, if any, has your company faced since January 1st 2021 because of the UK and EU's new trade agreement?

| | | | | | | | | | | | |
|-------------------|-------------|------------|------------|------------|-----------|------------|-----------|------------|------------|------------|------------|
| Unweighted base | 2046 | 425 | 347 | 195 | 72 | 163 | 23 | 390 | 295 | 136 | 425 |
| Base | 2046 | 472 | 340 | 184 | 68 | 158 | 25 | 371 | 301 | 129 | 472 |
| A large amount | 13% | 13% | 13% | 9% | 10% | 7% | 19% | 14% | 15% | 10% | 13% |
| A moderate amount | 17% | 25% | 17% | 12% | 15% | 16% | 19% | 12% | 16% | 18% | 25% |
| A small amount | 22% | 23% | 20% | 24% | 24% | 28% | 29% | 21% | 20% | 18% | 23% |
| None at all | 43% | 33% | 45% | 51% | 51% | 43% | 26% | 49% | 43% | 51% | 33% |
| Don't know | 5% | 6% | 4% | 3% | 1% | 6% | 6% | 4% | 5% | 4% | 6% |

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Fieldwork: 2nd - 10th March 2021



| Total | Where do you mainly work | | | | Are you...? | | Age | | | |
|-------|--------------------------|-------|----------|---|-------------|--------|----------|---------|---------|-----|
| | South | Wales | Scotland | Elsewhere (i.e. outside of Great Britain) | Male | Female | Under 35 | 35 - 44 | 45 - 54 | 55+ |

For the following question, please think about the company you work for... Which of the following best represents the amount of trade your company does with businesses or consumers in the European Union?

| | 2046 | 542 | 72 | 163 | 23 | 1456 | 590 | 209 | 459 | 574 | 804 |
|-------------------|-------------|------------|-----------|------------|-----------|-------------|------------|------------|------------|------------|------------|
| Unweighted base | 2046 | 542 | 72 | 163 | 23 | 1456 | 590 | 209 | 459 | 574 | 804 |
| Base | 2046 | 524 | 68 | 158 | 25 | 1476 | 570 | 215 | 493 | 590 | 748 |
| A large amount | 19% | 16% | 19% | 11% | 49% | 20% | 16% | 20% | 23% | 21% | 15% |
| A moderate amount | 19% | 15% | 9% | 19% | 16% | 19% | 17% | 33% | 22% | 18% | 12% |
| A small amount | 22% | 24% | 19% | 24% | 23% | 23% | 20% | 21% | 24% | 21% | 22% |
| None at all | 38% | 43% | 53% | 41% | 7% | 36% | 43% | 22% | 28% | 37% | 49% |
| Don't know | 3% | 3% | - | 5% | 6% | 2% | 4% | 4% | 4% | 3% | 1% |

How much disruption, if any, has your company faced since January 1st 2021 because of the UK and EU's new trade agreement?

| | 2046 | 542 | 72 | 163 | 23 | 1456 | 590 | 209 | 459 | 574 | 804 |
|-------------------|-------------|------------|-----------|------------|-----------|-------------|------------|------------|------------|------------|------------|
| Unweighted base | 2046 | 542 | 72 | 163 | 23 | 1456 | 590 | 209 | 459 | 574 | 804 |
| Base | 2046 | 524 | 68 | 158 | 25 | 1476 | 570 | 215 | 493 | 590 | 748 |
| A large amount | 13% | 12% | 10% | 7% | 19% | 13% | 12% | 18% | 14% | 13% | 10% |
| A moderate amount | 17% | 16% | 15% | 16% | 19% | 18% | 16% | 25% | 24% | 18% | 10% |
| A small amount | 22% | 22% | 24% | 28% | 29% | 22% | 21% | 27% | 24% | 20% | 22% |
| None at all | 43% | 47% | 51% | 43% | 26% | 43% | 45% | 26% | 31% | 44% | 56% |
| Don't know | 5% | 4% | 1% | 6% | 6% | 4% | 6% | 4% | 8% | 5% | 2% |