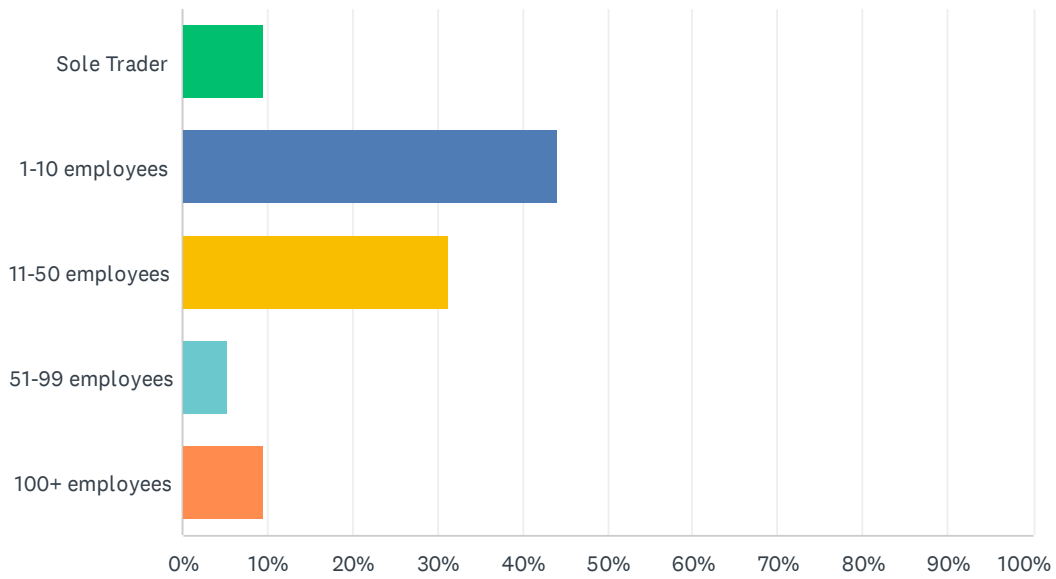
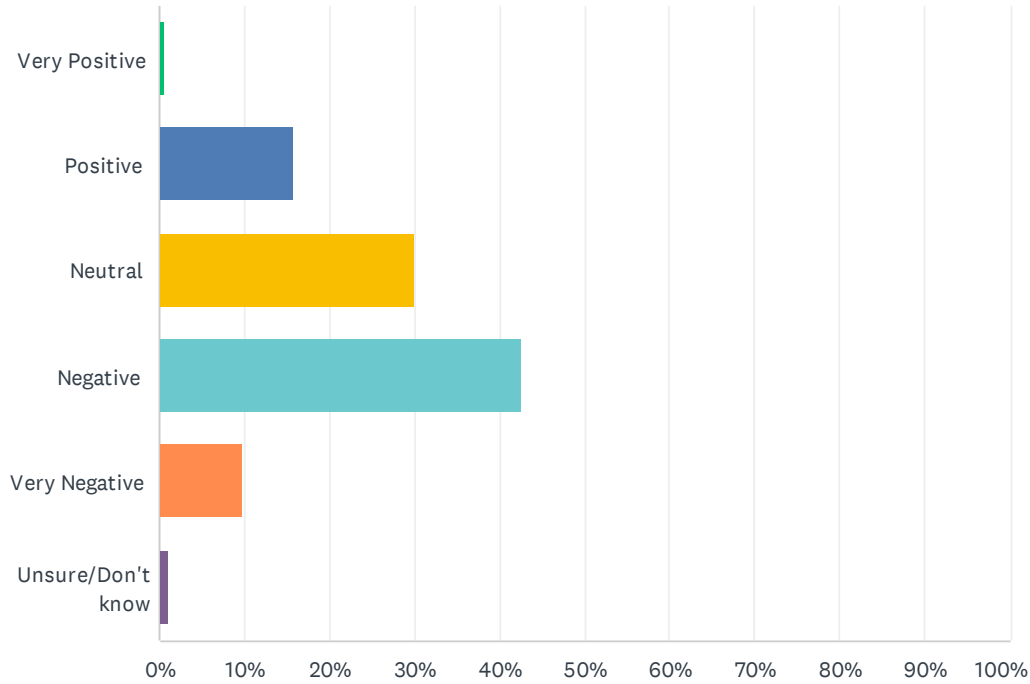


## Q1 Please indicate the number of employees within your business



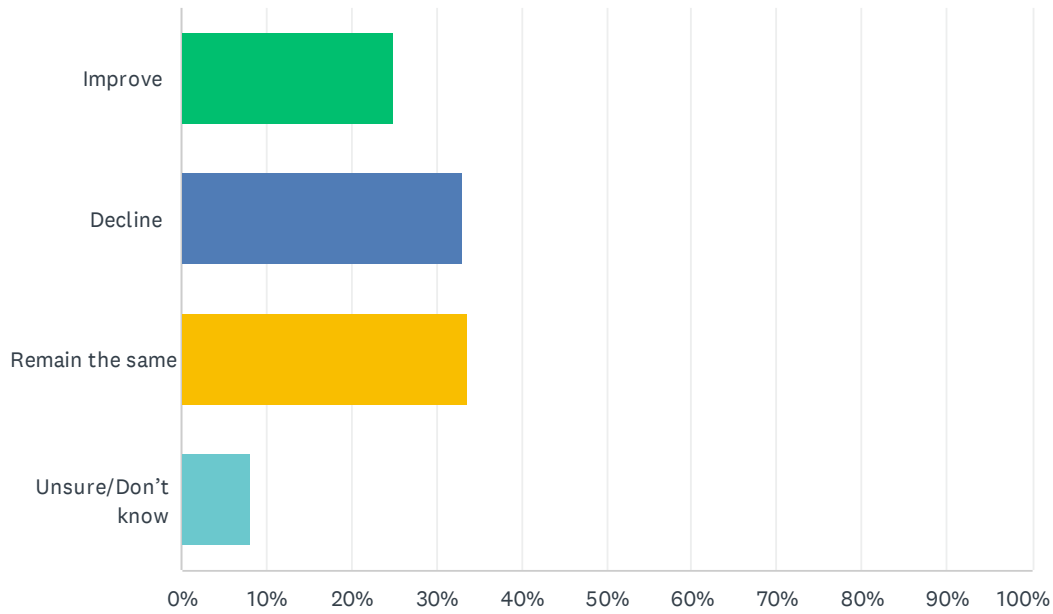
ANSWER CHOICES	RESPONSES
Sole Trader	9.57%
1-10 employees	44.15%
11-50 employees	31.38%
51-99 employees	5.32%
100+ employees	9.57%

## Q2 How do you rate the overall level of business confidence in New Zealand right now?



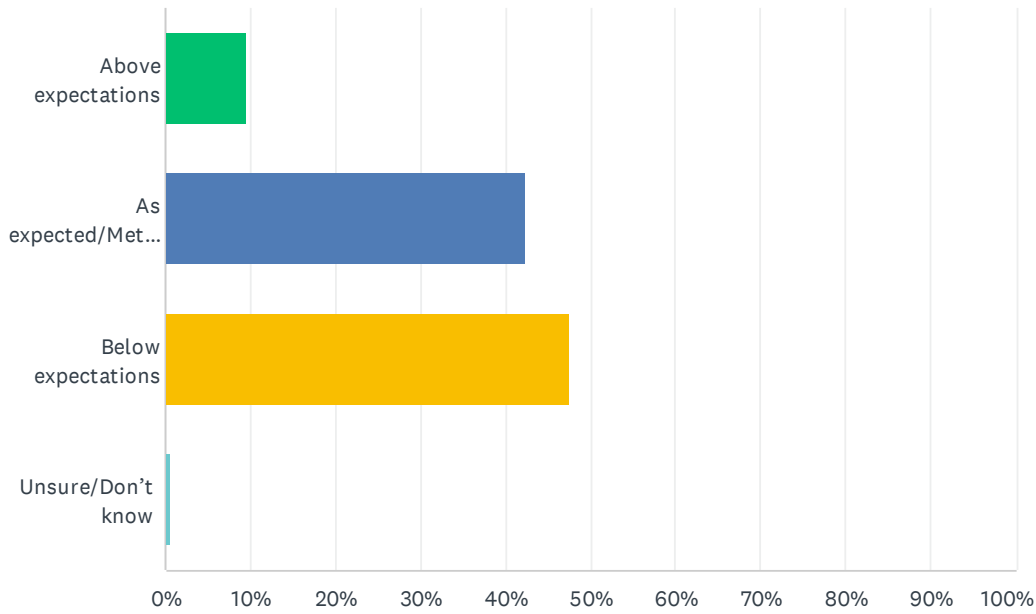
ANSWER CHOICES	RESPONSES
Very Positive	0.55%
Positive	15.85%
Neutral	30.05%
Negative	42.62%
Very Negative	9.84%
Unsure/Don't know	1.09%

### Q3 How do you anticipate the New Zealand economy will perform over the next 12 months?



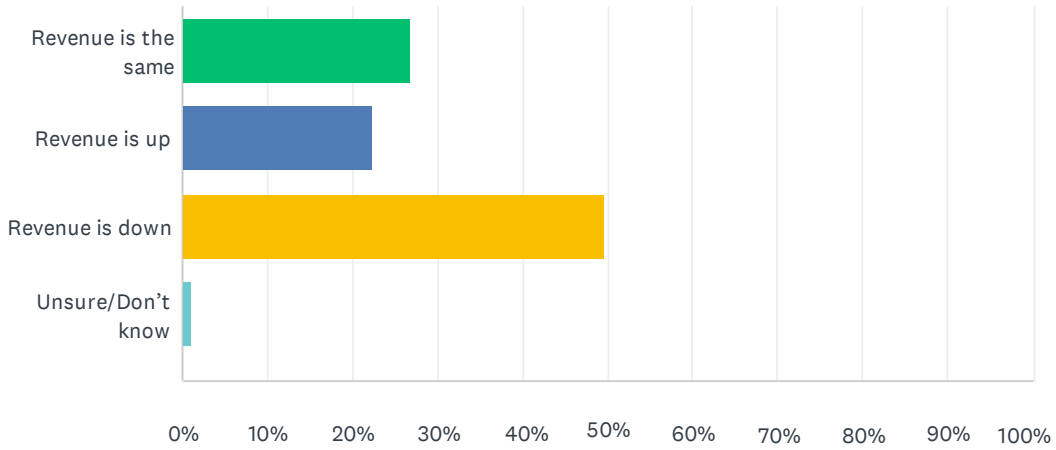
ANSWER CHOICES	RESPONSES
Improve	25.00%
Decline	33.15%
Remain the same	33.70%
Unsure/Don't know	8.15%

## Q4 How would you describe your business performance over the past three months?



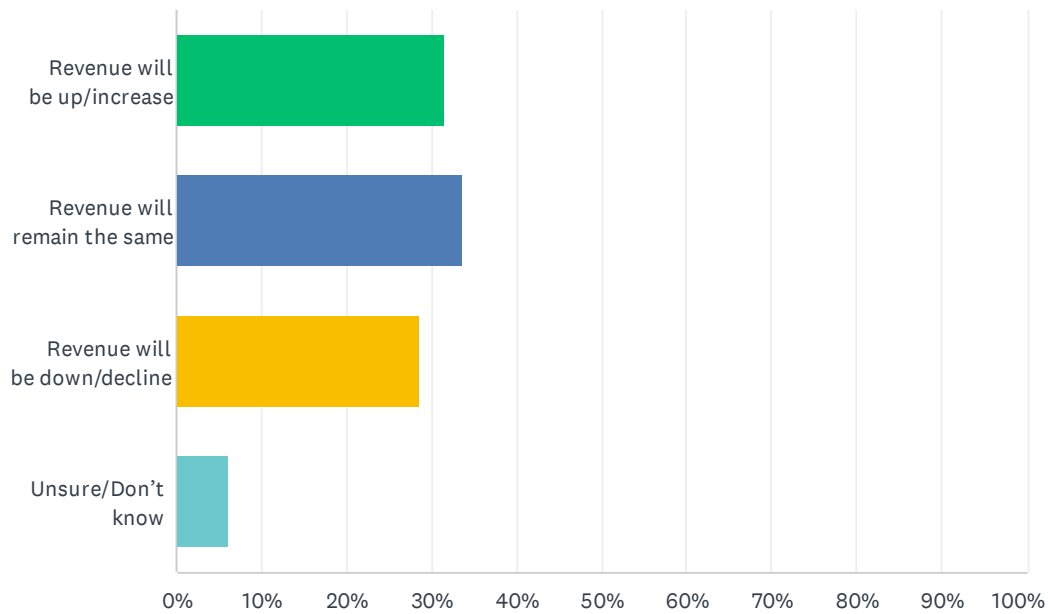
ANSWER CHOICES	RESPONSES
Above expectations	9.50%
As expected/Met expectations	42.46%
Below expectations	47.49%
Unsure/Don't know	0.56%

## Q5 How is your business revenue tracking compared to one year ago?



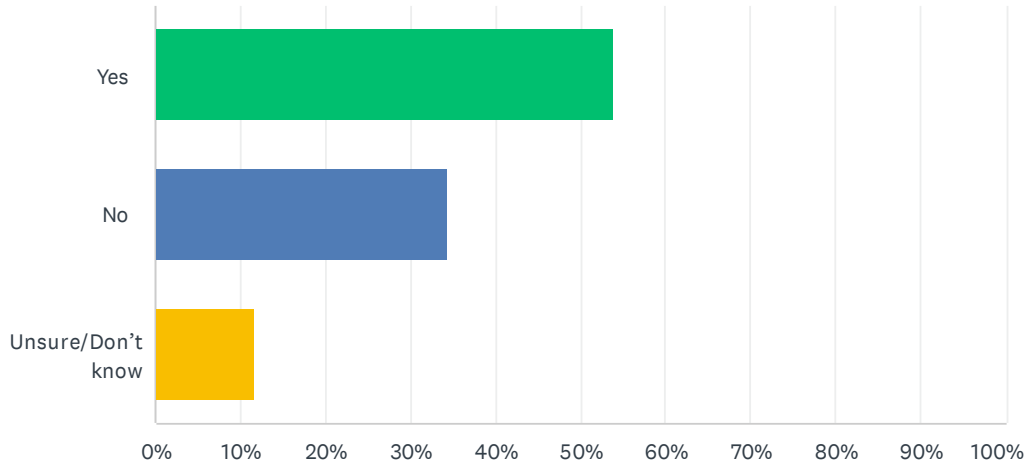
ANSWER CHOICES	RESPONSES
Revenue is the same	26.82%
Revenue is up	22.35%
Revenue is down	49.72%
Unsure/Don't know	1.12%

## Q6 Looking ahead, what is your revenue expectations for the next 12 month?



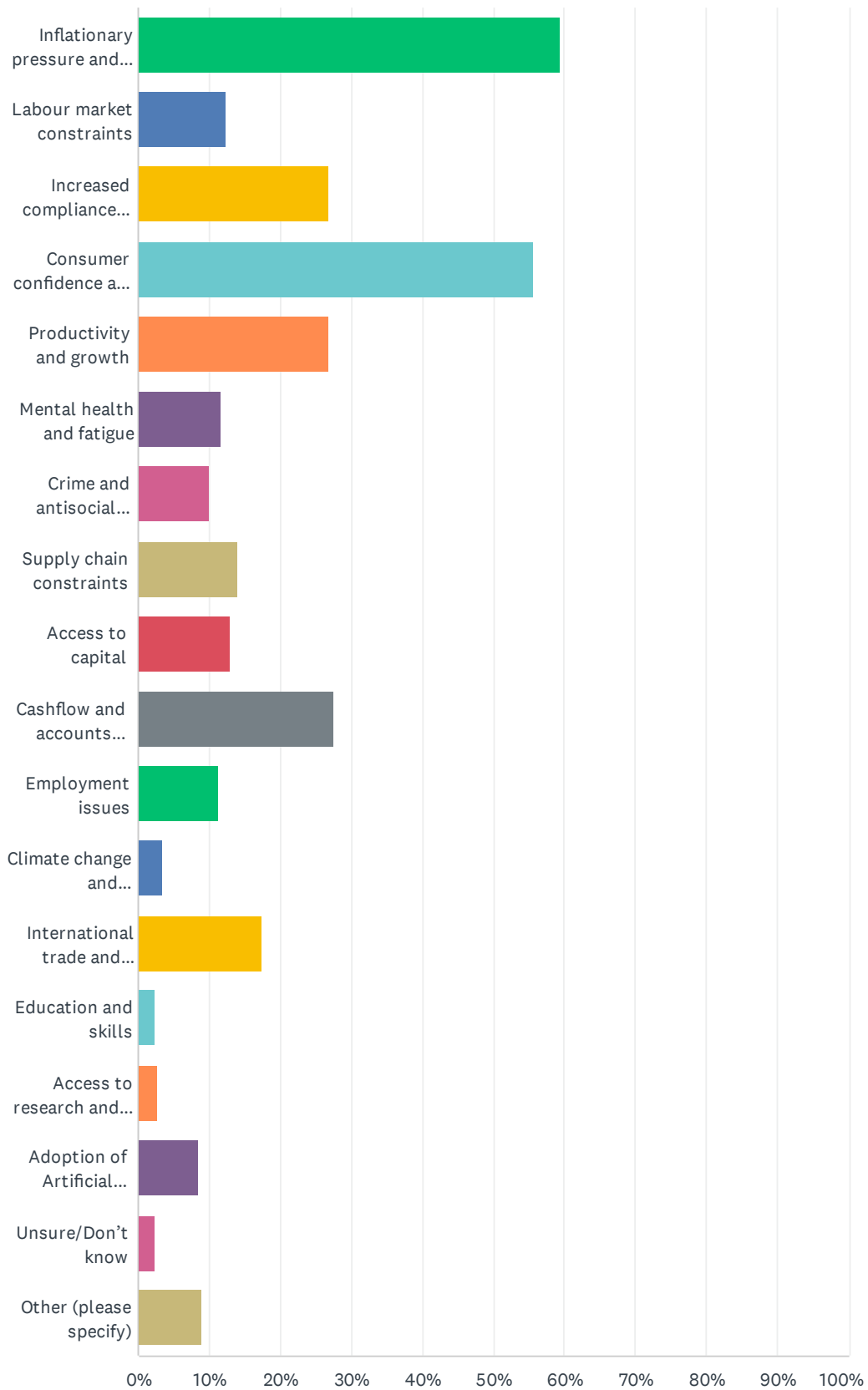
ANSWER CHOICES	RESPONSES
Revenue will be up/increase	31.46%
Revenue will remain the same	33.71%
Revenue will be down/decline	28.65%
Unsure/Don't know	6.18%

**Q7 Are you planning to invest in your business in the next 12 months?  
This could include property, equipment, and technology.**

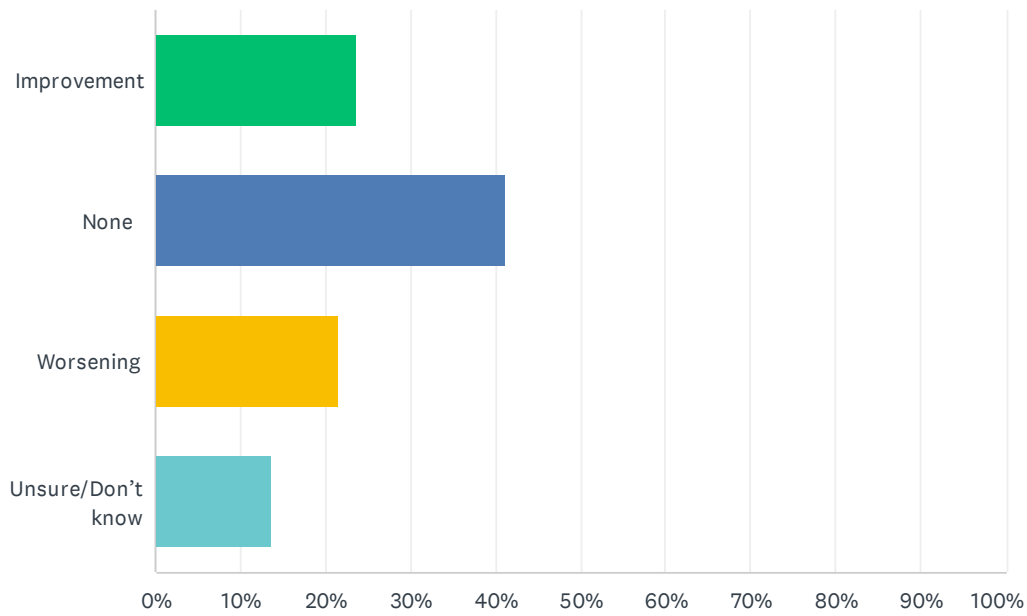


ANSWER CHOICES	RESPONSES
Yes	53.93%
No	34.27%
Unsure/Don't know	11.80%

## Q8 What are your top 3 business concerns for the next six months?

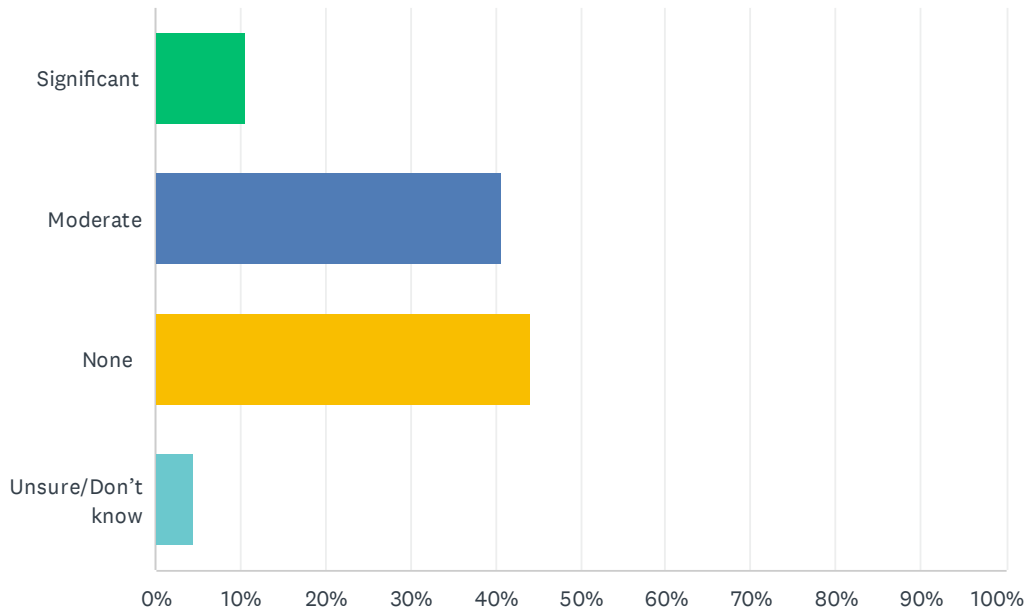


## Q9 Have you experienced any changes in the labour market over the past year?



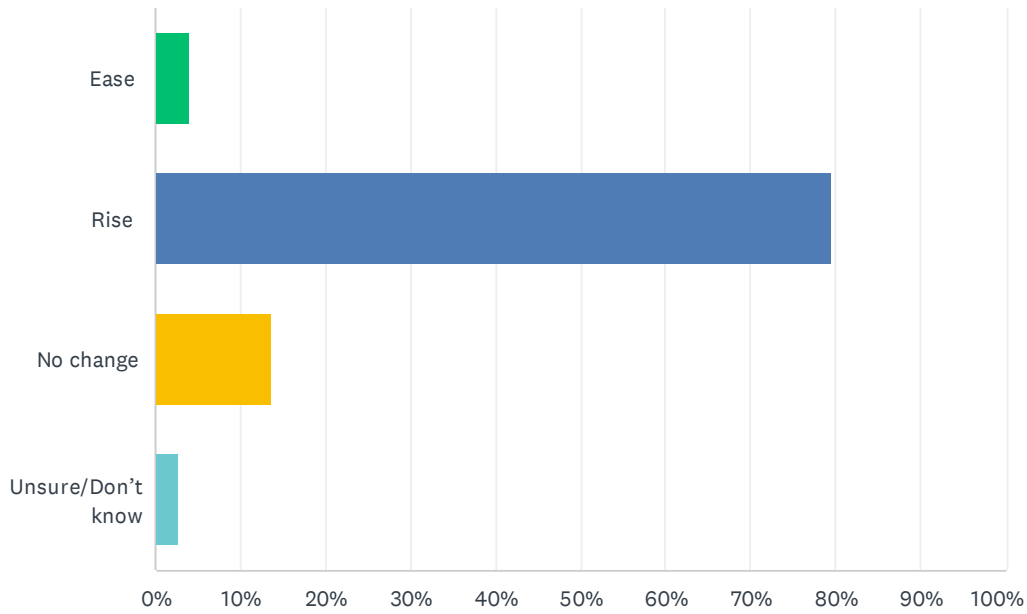
ANSWER CHOICES	RESPONSES
Improvement	23.73%
None	41.24%
Worsening	21.47%
Unsure/Don't know	13.56%

## Q10 What impact, if any, are labour market constraints having on your business?



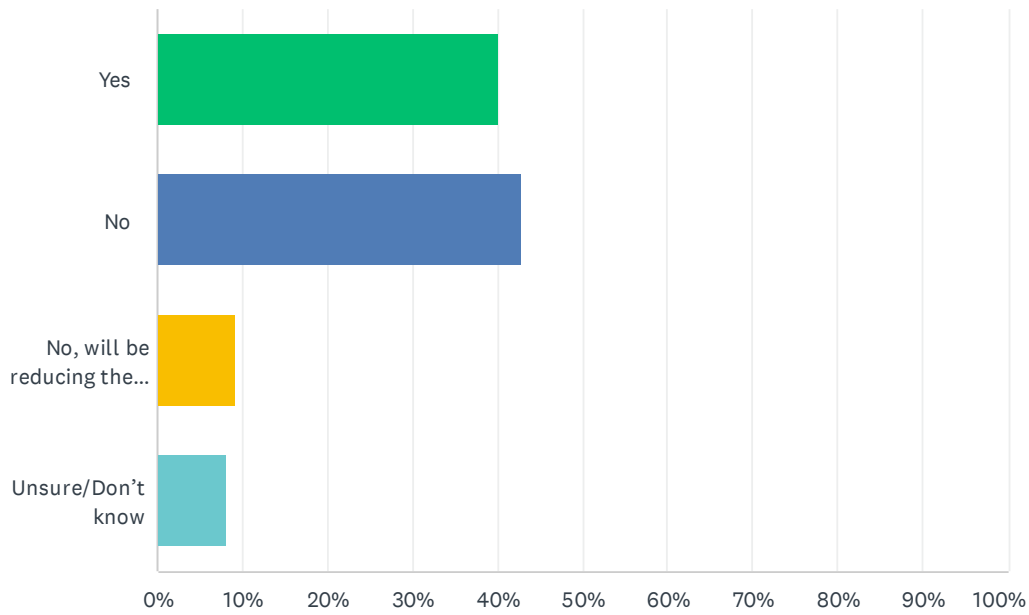
ANSWER CHOICES	RESPONSES
Significant	10.73%
Moderate	40.68%
None	44.07%
Unsure/Don't know	4.52%

### Q11 Do you expect costs for your business to ease, rise, or stay the same over the next 12 months



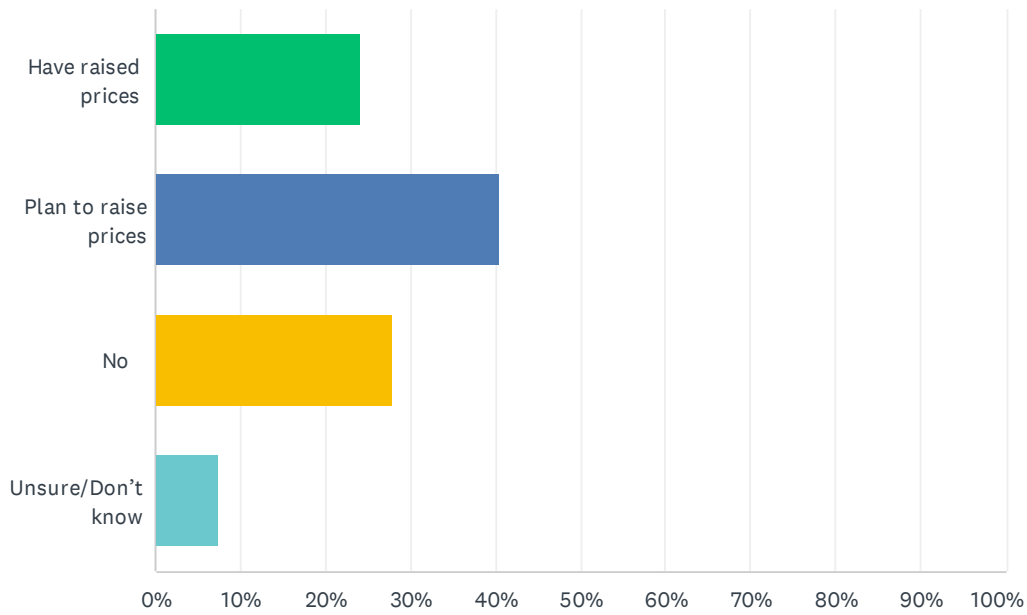
ANSWER CHOICES	RESPONSES
Ease	4.00%
Rise	79.43%
No change	13.71%
Unsure/Don't know	2.86%

## Q12 Do you expect to hire new staff within the next 12 months?



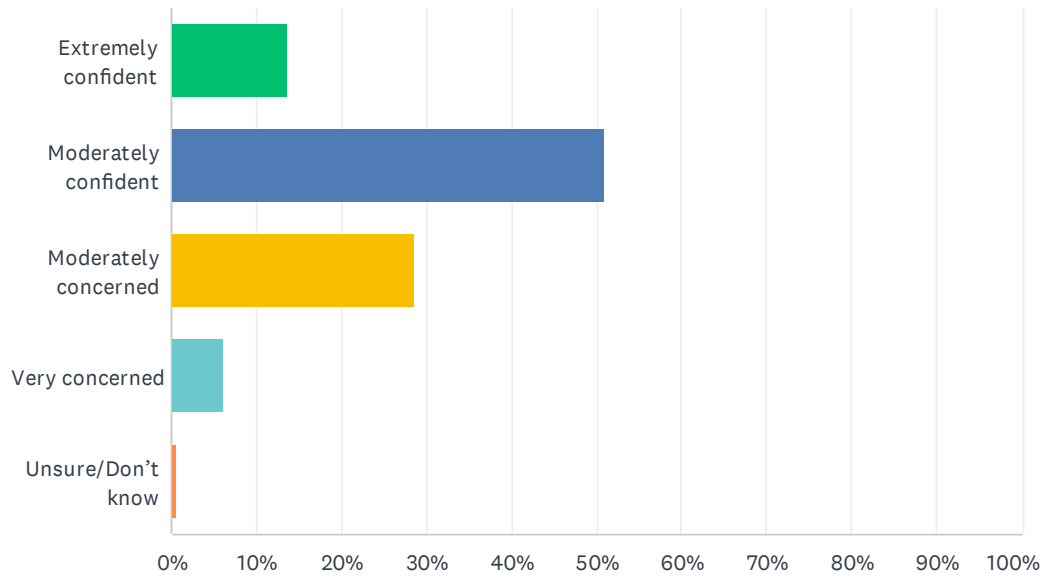
ANSWER CHOICES	RESPONSES
Yes	40.00%
No	42.86%
No, will be reducing the number of employees	9.14%
Unsure/Don't know	8.00%

### Q13 Have you, or do you plan to, raise prices within the next 12months?



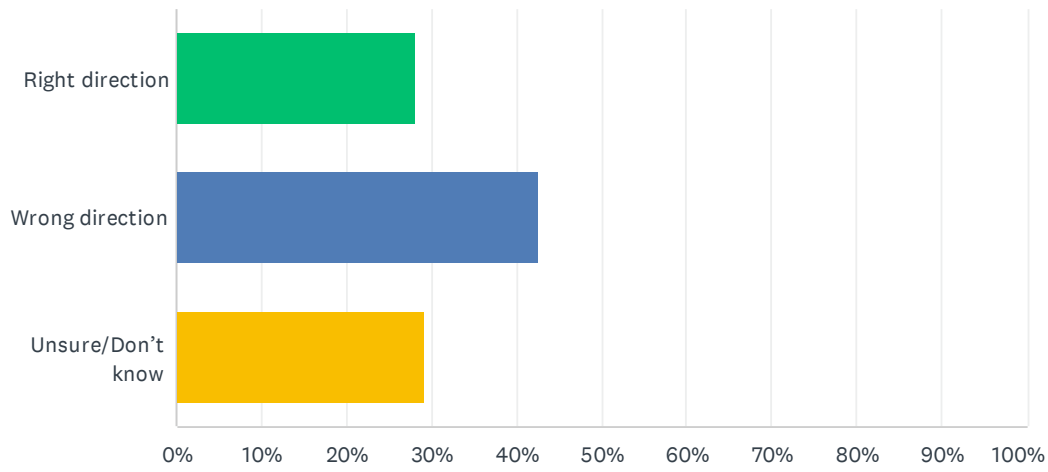
ANSWER CHOICES	RESPONSES
Have raised prices	24.00%
Plan to raise prices	40.57%
No	28.00%
Unsure/Don't know	7.43%

## Q14 How confident are you in your business's ability to deal with disruption?



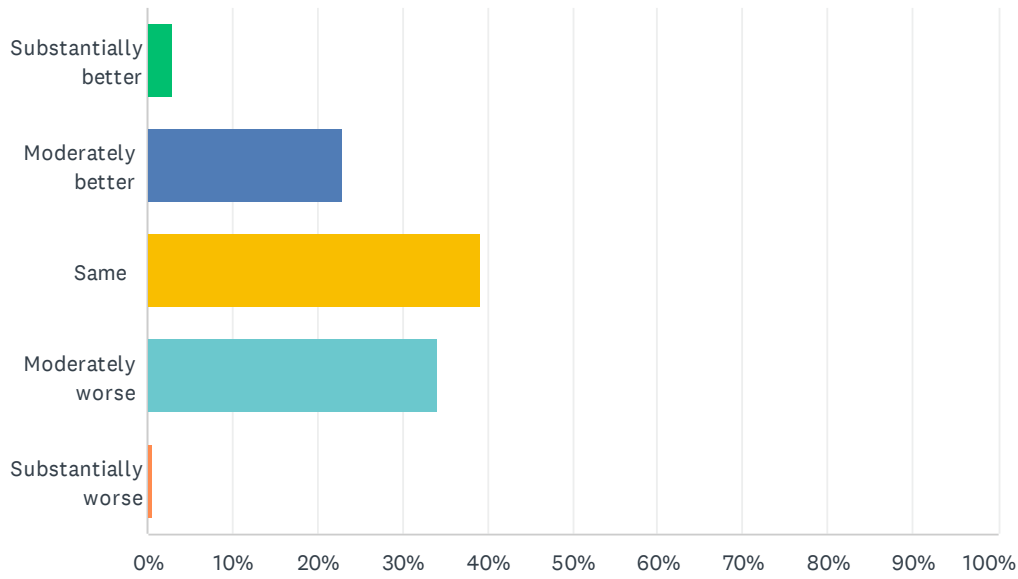
ANSWER CHOICES	RESPONSES
Extremely confident	13.71%
Moderately confident	50.86%
Moderately concerned	28.57%
Very concerned	6.29%
Unsure/Don't know	0.57%

## Q16 Is Auckland heading in the right direction or wrong direction?



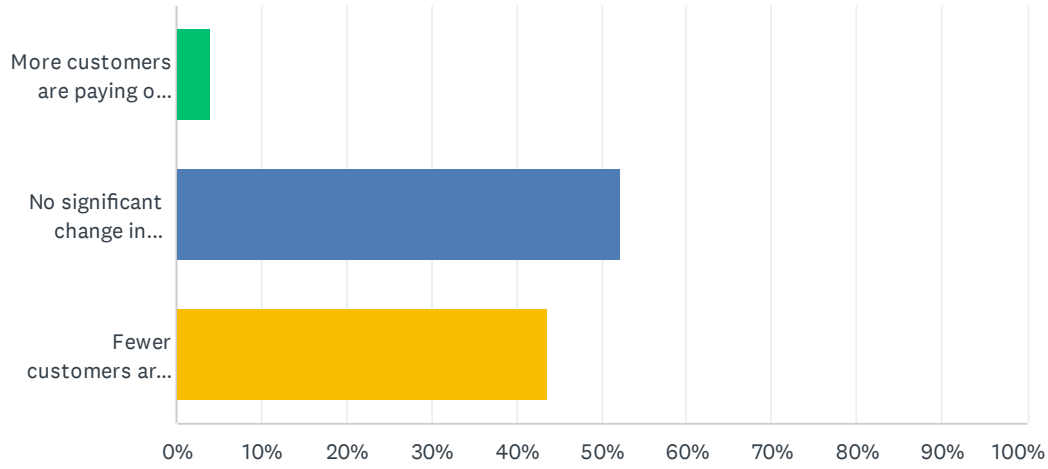
ANSWER CHOICES	RESPONSES
Right direction	28.07%
Wrong direction	42.69%
Unsure/Don't know	29.24%

## Q17 What are your expectations of the strength of the Auckland economy over the next 12 months?



ANSWER CHOICES	RESPONSES
Substantially better	2.89%
Moderately better	23.12%
Same	39.31%
Moderately worse	34.10%
Substantially worse	0.58%

## Q18 Have you noticed any changes in your customers' payment behaviour in the past 12 months?



ANSWER CHOICES	RESPONSES
More customers are paying on time	4.02%
No significant change in customers' payment patterns	52.30%
Fewer customers are paying on time	43.68%