



Ipsos MORI

## Business Finance Survey

A research study by Ipsos MORI on behalf of the British Business Bank

Thank you for taking part in this important survey we are conducting on behalf of the UK Government's British Business Bank, which is owned by the Department for Business, Energy and Industrial Strategy (BEIS). This document contains some of the questions the Ipsos MORI interviewer will ask in the telephone interview. Other participants have told us it is helpful to see these questions in advance, so they can **get the answers ready before the call**.

- This helps **make the interview quicker and easier for you**.
- These answers are totally **confidential and anonymous**. It will not be possible to identify any particular business in the results.
- We will **discuss your answers when we call you**. You do not need to send them to us. This information will help the British Business Bank understand the needs of businesses like yours. Not all of the questions will be relevant to your business, but we ask that you complete as many as you can.

1. In the past three years, has your business applied for or sought any of these forms of external finance?	PLEASE CIRCLE ANY THAT APPLY	PLEASE CIRCLE <u>ONE</u> ONLY
2. And of these which type of external finance, if any, did you seek <u>most recently</u> ?	<p><i>ALL SOUGHT IN LAST THREE YEARS</i></p> <ul style="list-style-type: none"> <li>• Bank overdraft</li> <li>• Bank loan (includes Bounce Back Loan, Coronavirus Business Interruption Loan and Large Business Interruption Loan)</li> <li>• Commercial mortgage</li> <li>• Government or local government grants</li> <li>• Corporate bonds</li> <li>• Loans from friends, family, directors or from another individual or organisation</li> <li>• Leasing or hire purchase (asset finance)</li> <li>• Invoice finance or factoring (asset based)</li> <li>• Equity finance</li> <li>• Credit cards</li> <li>• International trade finance</li> <li>• Mezzanine finance</li> <li>• Market place lending (also known as peer to peer lending)</li> <li>• Equity crowd funding platform</li> <li>• Private lending / finance company</li> <li>• Trust / charity funding</li> </ul>	<p><i>ONE SOUGHT MOST RECENTLY</i></p> <ul style="list-style-type: none"> <li>• Bank overdraft</li> <li>• Bank loan (includes Bounce Back Loan, Coronavirus Business Interruption Loan and Large Business Interruption Loan)</li> <li>• Commercial mortgage</li> <li>• Government or local government grants</li> <li>• Corporate bonds</li> <li>• Loans from friends, family, directors, or another individual or organisation</li> <li>• Leasing or hire purchase (asset finance)</li> <li>• Invoice finance or factoring (asset based)</li> <li>• Equity finance</li> <li>• Credit cards</li> <li>• International trade finance</li> <li>• Mezzanine finance</li> <li>• Market place lending (also known as peer to peer lending)</li> <li>• Equity crowd funding platform</li> <li>• Private lending / finance company</li> <li>• Trust / charity funding</li> </ul>

<p><i>IF BUSINESS HAS SOUGHT EXTERNAL FINANCE</i></p> <p><b>3. Thinking about the <u>most recent time</u> your business sought external finance, when was this?</b></p>	<p>WRITE IN NUMBER OF MONTHS OR YEARS AGO, IF APPROPRIATE</p>
<p><i>IF YOUR BUSINESS HAS SOUGHT EXTERNAL FINANCE <u>IN THE LAST YEAR</u></i></p> <p><b>4. As far as you're aware, was the funding you applied for from any of the following Government schemes?</b></p>	<p>PLEASE CIRCLE <u>ONE</u> ONLY</p> <ul style="list-style-type: none"> <li>• Bounce Back Loan (BBL)</li> <li>• Coronavirus Business Interruption Loan (CBILS)</li> <li>• Coronavirus Large Business Interruption Loan (CLBILS)</li> <li>• Future Fund</li> <li>• Some other COVID-19-related support package</li> <li>• None of these schemes</li> </ul>
<p><i>IF BUSINESS HAS SOUGHT EXTERNAL FINANCE <u>IN THE LAST THREE YEARS</u></i></p> <p><b>5. On the last occasion you sought finance, how many different providers of finance did you consider?</b></p> <p><b>6. And how many different providers of finance did you contact?</b></p>	<p>WRITE IN NUMBER OF PROVIDERS FOR EACH</p>
<p><i>IF BUSINESS HAS SOUGHT EXTERNAL FINANCE <u>IN THE LAST THREE YEARS</u></i></p> <p><b>7. On the last occasion you sought finance, how much money did you apply for?</b></p>	<p>£ (TO THE NEAREST POUND)</p>
<p><b>8. Has your organisation applied for any of the following Government support for businesses and organisations affected by coronavirus?</b></p>	<p>PLEASE CIRCLE <u>ANY</u> THAT APPLY</p> <ul style="list-style-type: none"> <li>• Coronavirus Job Retention Scheme (i.e. a government grant to cover wages of furloughed staff)</li> <li>• £1,000 job retention bonus for employers that bring staff back from furlough and retain until January 2021</li> <li>• Deferral of VAT payments due on 20 March 2020 to 30 June 2020</li> <li>• Deferral of Self-Assessment payments due in July 2020 to January 2021</li> <li>• HMRC Time to Pay – this allows payments for some taxes to be deferred</li> <li>• Self-employed Income Support Scheme – this will support those who lose some or all of their income due to coronavirus</li> <li>• 12 month business rates holiday for hospitality, leisure, retail businesses</li> </ul>

	<ul style="list-style-type: none"> <li>• Cash grant of up to £25,000 for businesses with a rateable value below £51,000</li> <li>• Cash grant of £10,000 to the 700,000 smallest UK businesses</li> <li>• Statutory Sick Pay relief packages</li> </ul>		
<b>9. Do you anticipate using any of the following for the purposes of the business in the next 3 months?</b>	PLEASE CIRCLE <u>ANY</u> THAT APPLY		
	<ul style="list-style-type: none"> <li>• Business cash reserves</li> <li>• Personal cash reserves, for the purposes of the business</li> <li>• Retained earnings or dividends</li> <li>• Sale of assets</li> <li>• Shareholder funds</li> <li>• Government-backed finance</li> </ul>		
<b>10. In the past three years, have you...?</b>	PLEASE CIRCLE <u>ANY</u> THAT APPLY		
	<ul style="list-style-type: none"> <li>• Exported goods or services to another country</li> <li>• Imported goods or services from another country</li> <li>• Invested in another country</li> </ul>		
<b>11. What is the approximate turnover of your business in the last financial year (2019/20)?</b> <i>Turnover is the total amount of money generated in the business from all sales of goods and services before any deductions.</i>	£ (TO THE NEAREST POUND)		
<b>12. Thinking about each of the last three years (i.e. 12 month periods), has your business' turnover and/or the number of employees in your business...?</b>	PLEASE CIRCLE ANSWER FOR EACH YEAR THAT IS APPLICABLE:		
	Last 12 months (i.e. 2019/2020)	Previous 12 months to that (i.e. 2018/2019)	Previous 12 months to that (i.e. 2017/2018)
	<ul style="list-style-type: none"> <li>...Grown by 20% or more</li> <li>...Grown between 10% and 20%</li> <li>...Grown by up to 10%</li> <li>...Stayed around the same size</li> <li>...Become smaller</li> </ul>	<ul style="list-style-type: none"> <li>...Grown by 20% or more</li> <li>...Grown by less than 20% or not grown</li> </ul>	<ul style="list-style-type: none"> <li>...Grown by 20% or more</li> <li>...Grown by less than 20% or not grown</li> </ul>

Thank you for completing this. Please do **not** fax or email your responses to us – we will collect your responses when we call you to conduct the interview. If you have any queries about the research, please contact **Jamie Douglas** from Ipsos MORI on **020 3059 5567**.