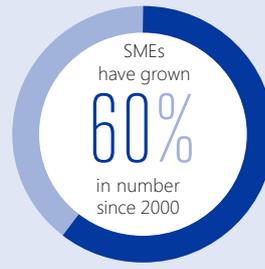


## Overview

Sources: Capital Economics and Department for Business, Innovation and Skills, Business population estimates for the UK and regions 2015 (Department for Business, Innovation and Skills, London), 2015



## Use of e-commerce

Percentage use of e-commerce between **exporting** and **non-exporting** SMEs



SMEs that use e-commerce are the most confident about their business prospects:  
**Confidence Index score of +7**

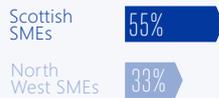
**Revenue growth expectations** in the coming year for SMEs that use e-commerce

**+1.8%**



**48%** Percentage of all SME revenues that are expected to be through e-commerce over the coming year\*

**Greatest vs least** users of e-commerce



**Online sales channels**



\*Share of total revenue for users of e-commerce only

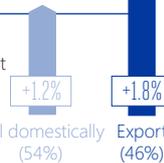
## Exporting

**46%** of SMEs that export generate **36%** of their revenue from exports

**Export revenue growth**



Predicted revenue growth for SMEs that export compared to those that sell domestically



**Predicted job creation**



**Export volumes (for those who export)**

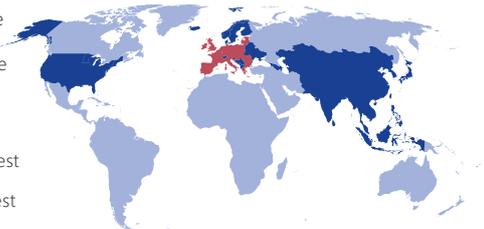
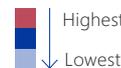


**Share of SMEs that export**



Areas that SMEs believe Governments should prioritise for future trade negotiations

Order of priority



## Business confidence

SMEs are upbeat about their own business prospects:  
**Confidence Index score of +5**

