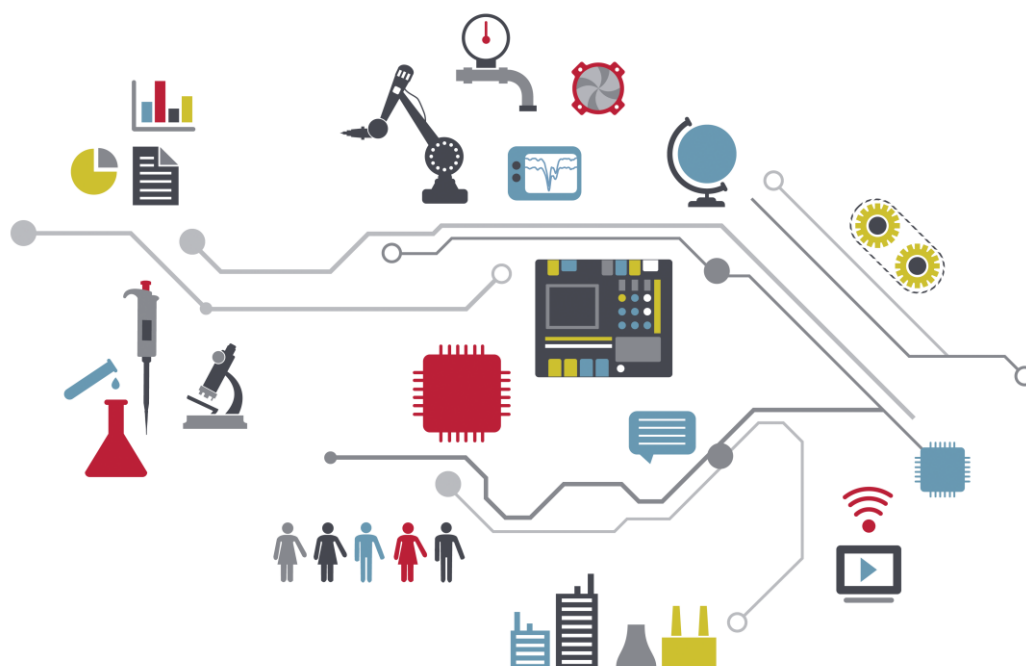


GAMBICA MEMBER PRIORITIES POST EU REFERENDUM

Survey Report



1. Summary

Over the months of July and August 2016, GAMBICA ran a survey with member companies to establish their priorities and actions following the UK voting to leave the European Union on 23rd June 2016. This report analyses the results of the survey.

In terms of priorities, **Access to the Single Market** came out as highest by a clear margin, ranked number one by 79% of participants and in the top 3 by 92% of participants. It was also ranked number one priority by all sizes of company and both manufacturers and non-manufacturers.

Access to Skilled Workers came out as the next priority, especially for manufacturers and medium / large companies. **Influence on Standards** was also in the top 3, for both small and large companies and again particularly for manufacturers.

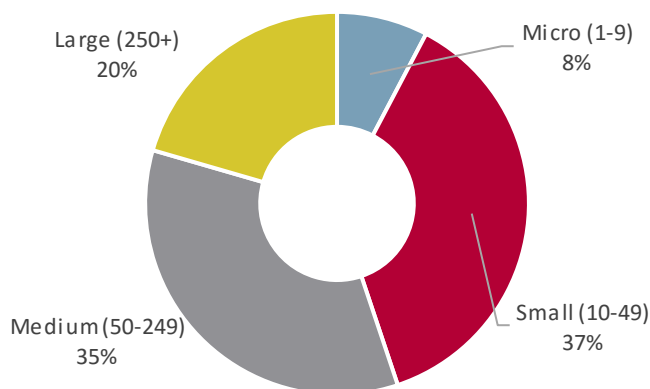
In terms of actions in the shorter term, there was a theme of employment freezes, exchange rate monitoring and postponements of investment decisions. Longer term, the high level of uncertainty is a cause for questioning future investment, expansion and partnerships.

The results of the survey give us a clear direction for all our areas of operation, whether we are influencing government policy, regulation or standards. We know that access to the single market and skilled labour are critical in bringing stability and that both standards and regulation are essential to support that goal.

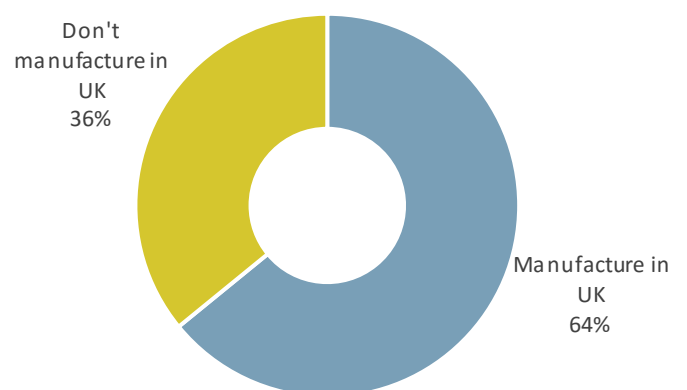
2. Survey Responses

78 member companies responded in total, representing almost 40% of the membership. A diverse representation of micro, small, medium and large companies responded, with both manufacturers and non-manufacturers represented. We believe the survey results to be an accurate depiction of the wider membership and industries represented by GAMBICA.

Size of Business (employees)

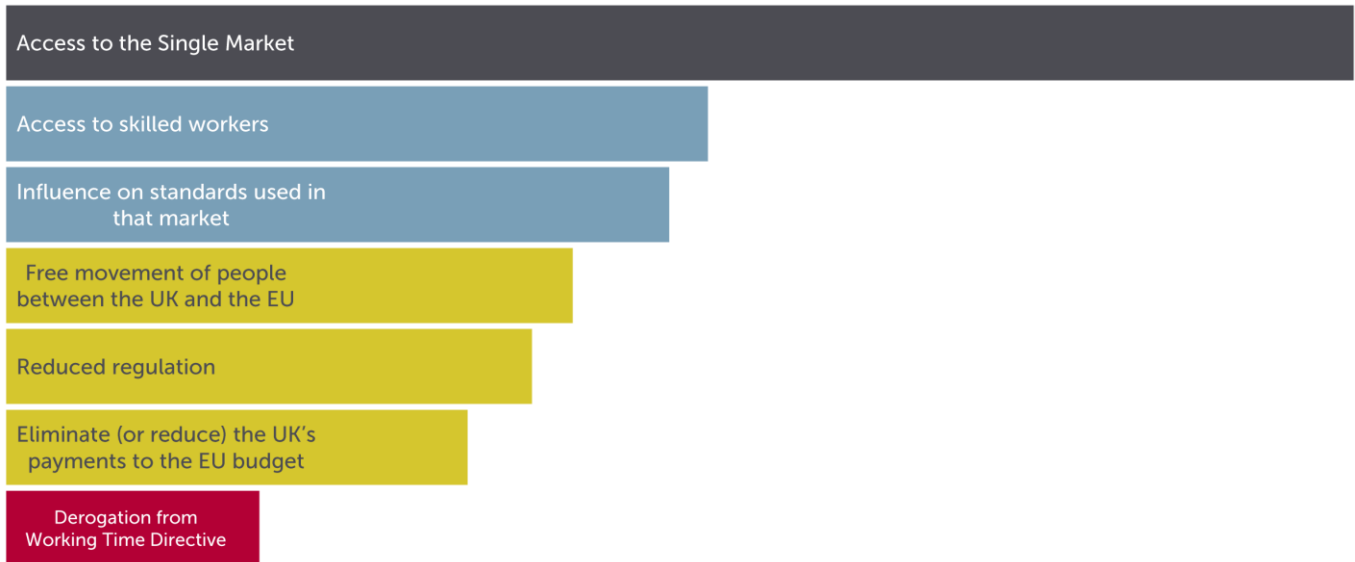


Type of Business



3. Survey Analysis

What do you think should be the priorities for the UK Government in negotiations with the European Union??



Participants ranked seven options in priority order for their business. In the analysis above, each option was given a score according to the number of times it appeared in each rank.

The number one priority for our members is **Access to the Single Market** by a clear margin.

It was ranked number one by 79% of participants and in the top 3 by 92% of participants. It was also ranked number one priority by all sizes of company (micro to large) and by both manufacturers and non-manufacturers.

Trading within and as part of the European market is of the highest importance for our industries. We can clearly represent our members in this issue to government, not only as GAMBICA but as part of wider industry groups such as EAMA and ESCO. We expect this issue to be high on the agenda of most industry groups and will seek to add our voice wherever possible.

Access to Skilled Workers came out as the next priority, especially for manufacturers and medium / large companies. The skills gap is widely acknowledged and access to skilled labour from outside the UK is, and will continue to be, an important factor in addressing that problem. GAMBICA is also collaborating with wider industry groups on this topic which is common across many industries.

Influence on Standards was the 3rd highest priority, for both small and large companies and again particularly for manufacturers. Standards committee representation is one of the activities highly valued by our members and we have experts on over 100 BSI committees. This will enable us to continue to influence international and European standards through CEN, CENELEC and IEC.

In the next few months before Article 50 is triggered, are there any specific actions that you expect to have to take within your company as a reaction to the outcome of the Referendum?

The short-term actions fell mainly into two types; employment freezes and exchange rate monitoring. Many members indicated that the referendum decision would now generate further uncertainty and instability as we go through the Brexit process due to many unanswered but fundamental questions. There is a general concern that customer investment decisions may be influenced both by uncertainty and the fluctuating currency exchange rates, which could have a knock-on effect on their own decisions to employ staff.

In addition to a widespread freeze on employment, a significant number also indicated postponements of investment decisions in expansions or acquisitions, with some considering re-location to sites in countries that will remain within the EU.

During the subsequent period of negotiations, are there any specific actions that you expect to have to take within your company as a reaction to the outcome of the Referendum?

Longer term, the predominant response is one of needing to understand how to manage the situation depending on the outcomes of political negotiations, regulatory changes and government policy. The high level of uncertainty is a cause for questioning future investment, expansion and partnerships. One of our roles here is to influence government policy, in particular the future Industrial Strategy, to minimise the period of uncertainty and create a stable business environment.

Other areas of concern raised by participants in the study include continuation of funding for universities and research, impact on investment in infrastructure and having a clear energy policy.

4. Next steps

The results of the survey give us a clear direction for all our areas of operation, whether we are influencing government policy, regulation or standards. We know that access to the single market and skilled labour are critical in bringing stability and that both standards and regulation are essential to support that goal. We will work as GAMBICA and as part of other networks of associations such as EAMA and ESCO to represent these important issues on behalf of our industries.

This survey was part of a wider survey being carried out by EAMA (Engineering and Machinery Alliance), of which GAMBICA is a member. EAMA members will share their anonymized data from their own surveys to create a broader picture of the engineering and machinery industries.

Further information on EAMA can be found at www.eama.info

GAMBICA

Representing the Instrumentation, Control, Automation and Laboratory Technology industries in the UK

200+ Members



Industry turnover

£6.9b



Export value



£3.7b

40,000



Industry employees

Standard committee representation



100+

Ranked 2nd by BSI



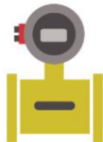
75%

GAMBICA member industry representation

Our Sectors



Industrial Automation



Process Instrumentation & Control



Test & Measurement



Laboratory Technology

Our Activities



Market Data & Analysis

Market Data & Trends, Economic Forecasts, Opinion Surveys



Technical & Standards

Shaping Standards, Tracking Regulation, Government Consultation



Representation

Influencing Government Policy, Lobbying on behalf of our sector



Communication

Press Articles, Conferences & Exhibitions, Online & Social Media

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