13 GRAPHS AND CHARTS

THIS CHAPTER PRESENTS

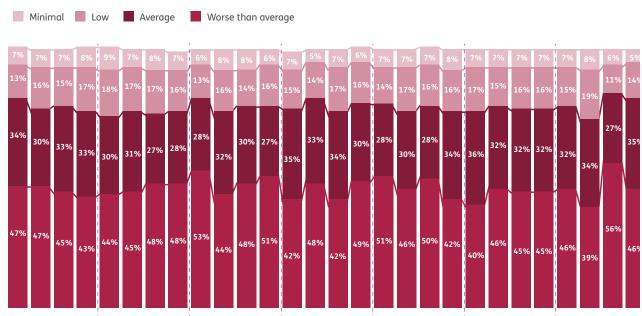
some of the key data in graphical form to provide data on longer term trends.

Much of the data in this report is provided and analysed over time, typically by quarter. After thirty nine waves of the SME Finance Monitor, the tables containing data for each quarter have become too large to fit comfortably on a page. The main tables therefore show the most recent quarters only and a series of summary tables have been developed for key questions to show longer terms trends on an annual basis. This chapter also provides longer trend data, but this time quarter by quarter for key questions from 2012.

CHARTS REFLECTING DATA REPORTED IN CHAPTER 4

External risk rating from D&B or Experian

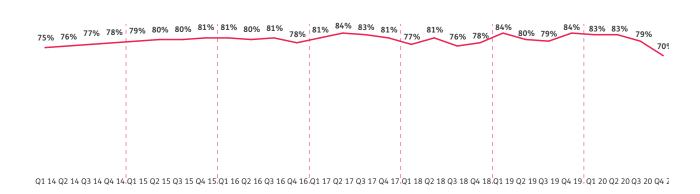
Time Series: Risk rating per quarter



Q1 14 Q2 14 Q3 14 Q4 14, Q1 15 Q2 15 Q3 15 Q4 15, Q1 16 Q2 16 Q3 16 Q4 16, Q1 17 Q2 17 Q3 17 Q4 17, Q1 18 Q2 18 Q3 18 Q4 18, Q1 19 Q2 19 Q3 19 Q4 19, Q1 20 Q2 20 Q3 20 Q4 2

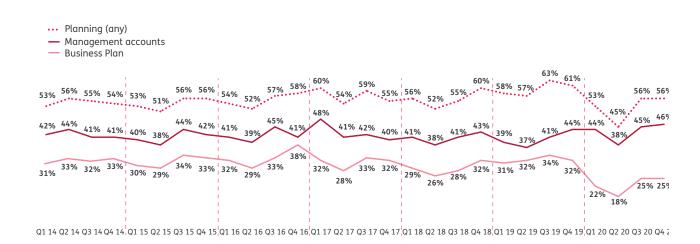
% that made a net profit during last 12 month financial period

Time series: Reported profitability in past 12 months, per quarter, excluding DK



Proportion preparing management accounts/business plans

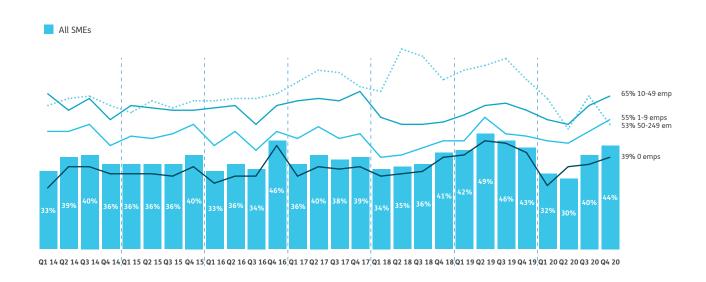
Time series: Business planning



CHARTS REFLECTING DATA REPORTED IN CHAPTER 5/6

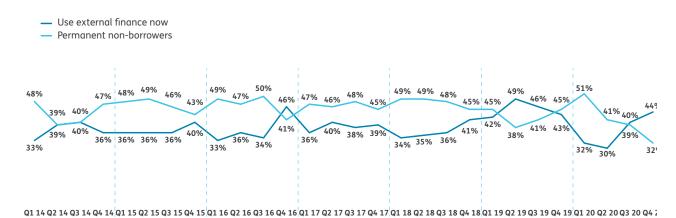
Use of any listed forms of external finance currently – by size

Time Series: Use of external finance per quarter



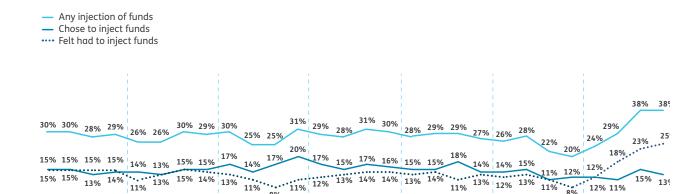
Proportion using external finance v those who meet definition of Permanent non-borrower

Time series: Permanent non-borrowers and users of external finance



Proportion injecting personal funds into the business in last 12 months

Time series: Injections of personal funds

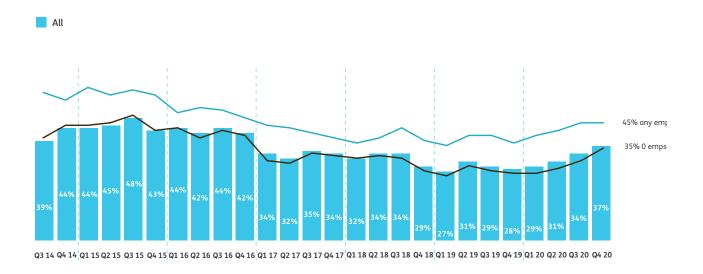


Q1 14 Q2 14 Q3 14 Q4 14 Q1 15 Q2 15 Q3 15 Q4 15 Q1 16 Q2 16 Q3 16 Q4 16 Q1 17 Q2 17 Q3 17 Q4 17 Q1 18 Q2 18 Q3 18 Q4 18 Q1 19 Q2 19 Q3 19 Q4 19 Q1 20 Q2 20 Q3 20 Q4 20 Q4 20 Q3 20 Q4 20

Happy to borrow to grow

15% 15% _{13%} 14% ····· 13% 15% 14% 13%

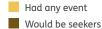
Time Series: % agree that happy to use finance to help business grow



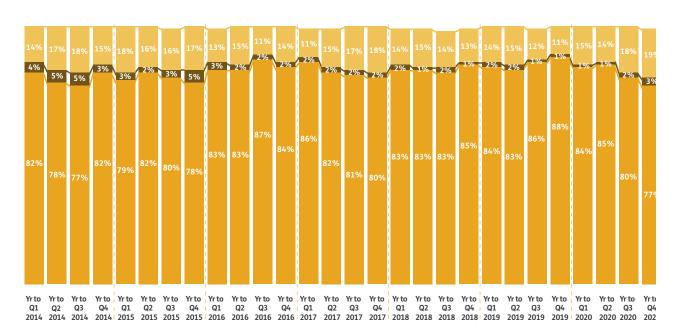
CHARTS REFLECTING DATA REPORTED IN CHAPTER 10

Classification of respondents based on borrowing behaviour in 12 months prior to interview

Time series: Borrowing profile in 12 months prior to interview



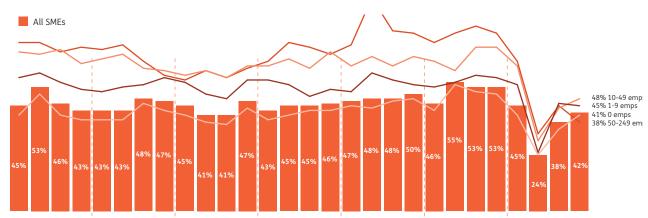




CHARTS REFLECTING DATA REPORTED IN CHAPTER 11

Plan to grow moderately/substantially in next 12 months

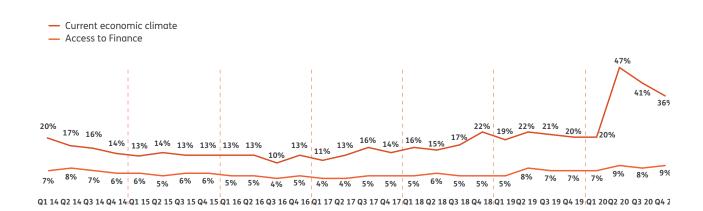
Time series: Plan to grow



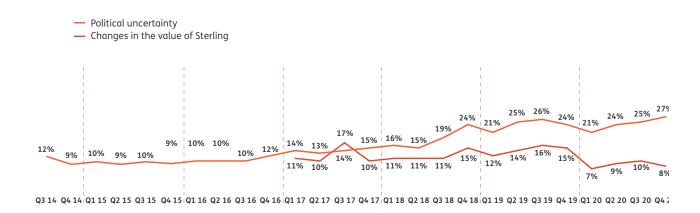
Q1 14 Q2 14 Q3 14 Q4 14 Q1 15 Q2 15 Q3 15 Q4 15 Q1 16 Q2 16 Q3 16 Q4 16 Q1 17 Q2 17 Q3 17 Q4 17 Q1 18 Q2 18 Q3 18 Q4 18 Q1 19 Q2 19 Q3 19 Q4 19 Q1 20 Q2 20 Q3 20 Q4 20

Obstacles perceived to running business – Current economic climate and access to finance

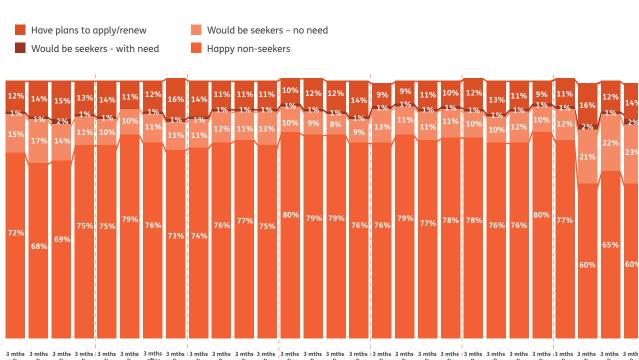
Time series: 8-10 major obstacle



Obstacles perceived to running business – Current economic climate and access to finance Time series: 8-10 major obstacle



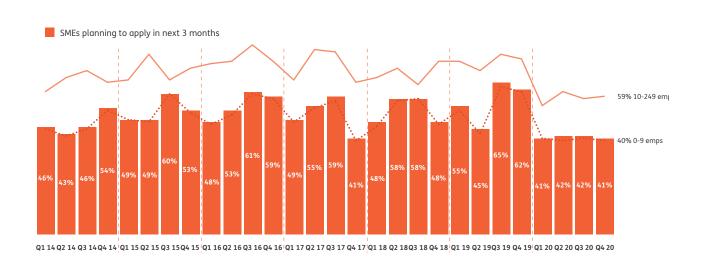
Classification of respondents based on expected borrowing behaviour in 3 months after interview Time series: Anticipated borrowing profile for next 3 months



3 mths 3

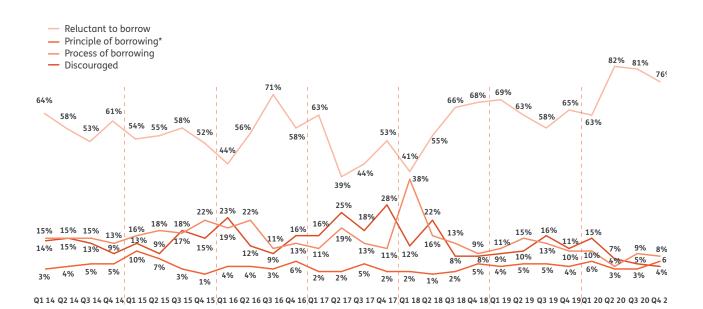
Confidence amongst those planning to apply for finance in 3 months after interview that bank will agree to request

Time series: Confident bank will agree to facility next 3 months



Main barriers for Future would-be seekers

Time series: Main reason for not seeking borrowing amongst Future would-be seekers



^{*}principle of borrowing no longer includes 'prefer not to borrow'