

CANTERBURY MANUFACTURERS' ASSOCIATION

Survey of Business Conditions – February 2006 compared with February 2007

SAMPLE SIZE: The Survey respondents represent elaborate transformed manufacturers with annual sales of approximately \$354 million.

CHANGE OVER 12 MONTH PERIOD

(The table below represents the above returns expressed as percentages)

<u>TOTAL TURNOVER:</u>		Feb	Jan 07
	Export /Domestic ratio	44/56	53/47
	% Change in Total Turnover INCREASED	19.47	37.54
<u>DOMESTIC TURNOVER:</u>	% of respondents reporting a rise	40	63
	% of respondents reporting a fall	30	36
	% of respondents reporting no change	30	0
	% Change in Ave Domestic Turnover DECREASED	-0.14	17.63
<u>EXPORT TURNOVER:</u>	% of exporters reporting a rise	50	60
	% of exporters reporting a fall	50	40
	% of exporters reporting no change	0	0
	% Change in Average Export Turnover INCREASED	59.72	62.29
<u>STAFF NUMBERS:</u>	% of respondents reporting a rise	60	54
	% of respondents reporting a fall	20	9
	% of respondents reporting no change	20	36
	% Change in Average Staff Numbers INCREASED	3.99	3.81

CHANGE OVER 12 MONTH PERIOD

(The table below represents the above returns expressed as percentages.)

	Large Fall (Over 15%)		Modest Fall (2.5%-15%)		No Change (Within 2.5%)		Modest Rise (2.5%-15%)		Large Rise (Over 15%)	
	Feb	Jan	Feb	Jan	Feb	Jan	Feb	Jan	Feb	Jan
Profitability (YoY)	17	8	42	33	25	33	17	17	0	8
Cashflow (YoY)	17	17	42	33	25	17	17	33	0	0
Exchange Rate (YoY)	25	25	33	25	25	33	17	17	0	0
Investment Forecast	8	8	17	17	17	25	50	42	8	8
Sales Forecast	8	8	17	17	33	25	42	42	0	8
Profit Forecast	8	17	25	25	25	25	42	33	0	0
Staffing Forecast	0	0	33	17	42	58	25	17	0	8
Confidence	Very Negative		Negative		Neutral		Positive		Very Positive	
	17	8	17	33	33	33	33	17	0	8
Constraint	Production		Skilled Staff		Capital		Market			
	9	25	18	8	0	0	72	67		

Net Confidence	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2003	+21	-6	+12	-11	-5	+12	-6	0	+11	+40	+29	+33
2004	+5	+19	+41	+41	+36	+50	+12	+20	+7	0	-7	+5
2005	+13	-13	-6	-25	-33	-13	-13	-36	-27	-32	-29	-33
2006	-47	-13	-23	-29	-42	-13	-14	+8	+15	-7	40	0
2007	-17	0										

Index (base =100)	Feb 06	Mar 06	April 06	May 06	June 06	July 06	Aug 06	Sept 06	Oct 06	Nov 06	Dec 06	Jan 07	Feb 07
Performance	99	99	94	95	94	96	95	95	93	101	91.5	98	93
Forecast	95	99	99	98	99	97	104	100	101	108	102	101	101
Change	97	98	98	98	97	97	99	103	102	107	100	100	100