

### Brexit survey results

1. What do you think the greatest challenge will be for your business following Britain's decision to leave the EU?

Answer choices	Responses
Reduced funding (academic research; Higher Education Institutes; translated works)	21%
Changes to contract or IP law	0%
Harder to recruit from the EU/difficulty moving workforce around European locations	2%
Higher costs of doing business (such as higher import costs or higher costs selling to the EU)	35%
Uncertainty over the status of European nationals working for you	8%
Depressed spending on the high street due to lower consumer confidence	19%
Other (please specify)	15%

2. What do you think is the biggest opportunity for your business following Britain's exit from the EU?

Answer Choices	Responses
A weaker pound making exports more competitive	44%
Ability to more easily target fast growing markets outside the EU	8%
A weaker pound encouraging foreign investment in the UK	4%
Government being more open to hearing from business	6%
Less regulation in the UK	6%
Other (please specify)	31%

3. What do you think is the biggest policy challenge for the publishing industry post-Brexit?

Answer Choices	Responses
A renewed push to introduce a fair use doctrine in the UK	6%
Less UK influence on the development of open access policies in Europe	23%
Reduced UK voice in the digital single market proposals	31%
UK publishers losing exclusive English language rights in Europe	25%
Other (please specify)	15%

4. What do you think is the biggest policy opportunity for the publishing industry following Britain's exit from the EU?

Answer Choices	Responses
Strong Government commitment to the existing copyright framework	38%
Introduction of a duty of care on internet intermediaries to not point consumers to illegal content	10%

Extension of Public Lending Right to elending without impacting commercial arrangements	2%
Getting VAT reduced on epublications	33%
Other (please specify)	17%

5. What is the most important thing for your business that the UK should focus on during its negotiations to leave the EU?

Answer Choices	Responses
Securing access to the single market	25%
Retaining freedom of movement	29%
Securing the status of EU nationals living in the UK	10%
Securing a speedy exit to increase business certainty	25%
Other (please specify)	10%

6. Will your business's investment plans change following the Brexit vote?

Answer choices	Responses
Yes - will cut staff levels/hire fewer staff/ decrease wages	4%
Yes – will invest more in hiring staff/increase wages	0%
Yes – will put projects and contracts on hold	21%
Yes - will increase investment in projects and sign more contracts	2%
No change	73%

7. Which regions will be the most important export markets for your business post-Brexit

Answer Choices	Responses
Europe	10%
North America	40%
Other Americas	6%
Australasia	13%
East & South Asia	29%
Africa Sub Sahara	2%