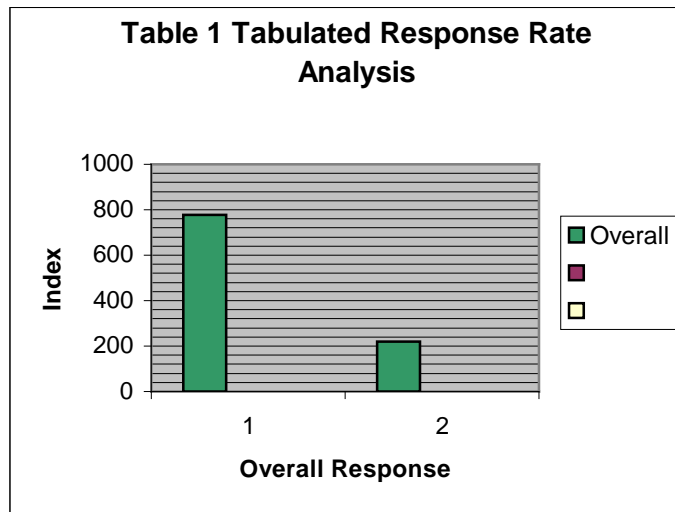


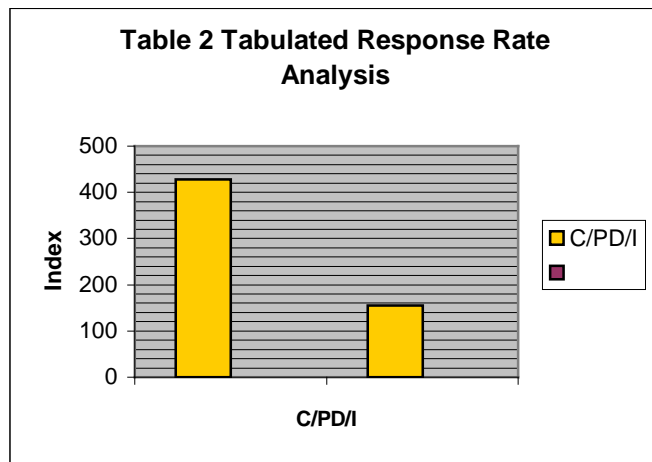
4.0 DATA ANALYSIS Quantitative

Figure 4.1 Overall response rate bar graphs;



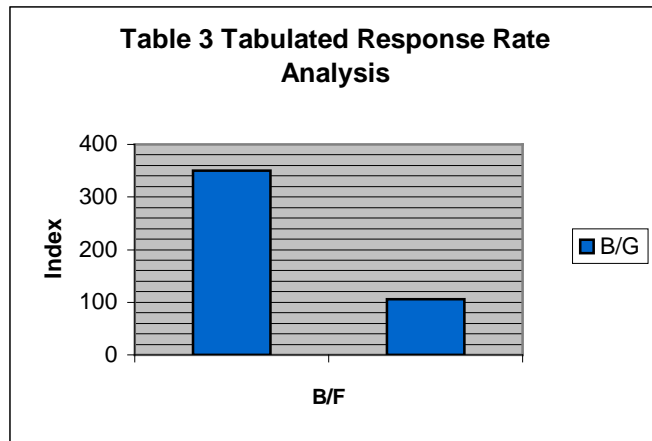
Institution	Q's Issued	Responses	Responses %
Overall	778	221	33.50%

Figure 4.2 Construction, Property Developers & Investors.



Institution	Q's Issued	Responses	Responses %
C/PD/I	428	155	36.20%

Figure 4.3 Banks & Finance House's



Institution	Q's Issued	Responses	Responses %
B/F	350	106	30.28%

Numerical results of the Questionnaire survey to the Construction Industry and Property Developers and Financers at a glance (428 sent, 155 returned, some questions were left blank in part)

- Q1 Have you ever received and/or been offered interest free credit, through and towards traditional or PPP/PFI procurement model projects from the government directly or through the banks?
YES 2, NO 145.
- Q2 Have you ever received and/or been offered interest free credit (for the entire length of the loan) for any use (or any construction project)? **YES 5 NO 142**
- Q3 Would you like to receive interest free credit from the government or the lending institutions? **YES 125, NO 21**
- Q4 Do you feel interest free credit would benefit your business?
YES 121, NO 23
- Q5 Do you feel interest bearing loans increase company debt? **YES 119, NO 20**
- Q6 Do you feel interest bearing loans contribute little to company debt? **YES 31, NO 107**
- Q7 Do you feel there is need for a separate procurement model with alternative financing to produce a less stressful & safer financial environment for construction companys and construction generally?
YES 86, NO 55
- Q8 Do you feel it is something the company would look into and raise with its lending institution or with the government (DTI) in the future?
YES 50, NO 93

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Numerical results of the questionnaire survey sent to Banks and Finance houses at a glance (350 sent, 105 returned, some questions were left blank in part)

- Q1 Have you ever offered interest free credit, for and towards traditional or PPP/PFI procurement model projects? **YES 11, NO 86.**
- Q2 Have you ever offered interest free credit (for the entire length of the loan) for any use. (or any construction project)? **YES 2, NO 104.**
- Q3 Would you like to offer interest free credit for construction/procurement purposes? **YES 2 NO 104**
- Q4 Do you feel interest free credit would benefit business and the economy? **YES 21, NO 85.**
- Q5 Do you feel there is need for a separate procurement model with alternative financing to produce a safer financial environment for construction companys and construction generally? **YES 14, NO 54 (no view 38).**
- Q6 Do you feel constrained in offering interest free credit? **YES 39, NO 67**
- Q7 Do you feel it is something your institution would look into and raise with its lending institution or with the government (DTI) in the future?
YES 3, NO 103.

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TABLE 4.1

Tabulated response rate analysis.% C/PD/I

Bringing a 36.2 % response rate 155 of 428

<u>C/PD/I</u>	<u>Q's issued</u>	<u>Responses</u>	<u>Responses %</u>
Q1	428	155	YES 2 = 1.3 %
Q1	428	155	NO 145 = 93.5 %
Q2	428	155	YES 5 = 3.22 %
Q2	428	155	NO 142 = 91.6 %
Q3	428	155	YES 125 = 80.6%
Q3	428	155	NO 21 = 13.5%
Q4	428	155	YES 121 = 78.06%
Q4	428	155	NO 23 = 23 %
Q5	428	155	YES 119 = 76.74%
Q5	428	155	NO 20 = 12.90%
Q6	428	155	YES 31 = 20%
Q6	428	155	NO 107 = 69.03 %
Q7	428	155	YES 86 = 55.48%
Q7	428	155	NO 55 = 35.48 %
Q8	428	155	YES 50 = 32.25%
Q8	428	155	NO 93 = 60%

TABLE 4.2

Table 3 Tabulated response rate analysis.% B/F

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Bringing a 30.28% response rate 106 of 350

<u>B/F</u>	<u>Q's issued</u>	<u>Response's</u>	<u>Responses %</u>
Q1	350	106	YES 2 = 1.8 %
Q1	350	106	NO 86 = 81.13%
Q2	350	106	YES 2 = 1.8%
Q2	350	106	NO 104 = 98.1 %
Q3	350	106	YES 2 = 1.8%%
Q3	350	106	NO 104= 98.1%
Q4	350	106	YES 21= 19.81%
Q4	428	106	NO 85 = 80.18%
Q5	350	106	YES 14= 13.02%
Q5	350	106	NO 54 = 50.94%
36 had no view making 33.96 %			
Q6	350	106	YES 39 = 36.79%
Q6	350	106	NO 67 = 63.20 %
Q7	350	106	YES 3 = 2.83 %
Q7	350	106	NO 103 = 97.16 %

Individual Question Response Analysis.

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Questions relating to Construction companies, Property Developers and Investors.

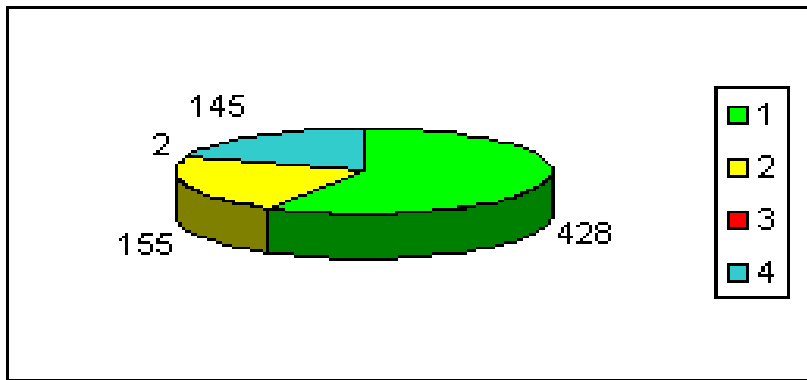
Figure 4.4

YES

NO

Q1 Have you ever received and/or been offered interest free credit, through and towards traditional or PPP/PFI procurement model projects from the government directly or through the banks?

C/PD/I	Q's issued	Responses	Responses Yes	Responses No
Q1	428	155	2	145



Question tries to establish if the institution has links to PFI/PPP, and is self explanatory. This distinguishes it from question 2, the answers of which either positive or negative, will show that the principle can be applied to any form of construction. 2 companies had indeed received such help. (1.3 %)

Figure 4.5

YES

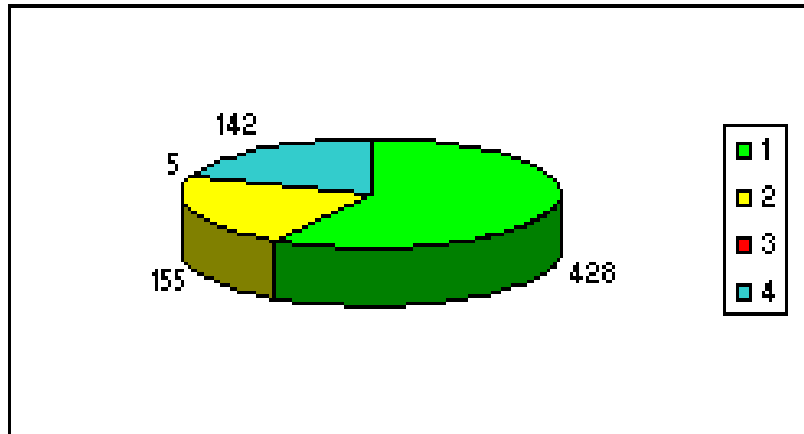
NO

Q2 Have you ever received and/or been offered

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Interest free credit (for the entire length of the loan) for any use (or any construction project)?

C/PD/I	Q's issued	Responses	Responses Yes	Responses No
Q2	428	155	5	142



Question 2 is seeking to ascertain if the principle has ever been offered to construction companies for any use, 5 had received such help (3.22 %)

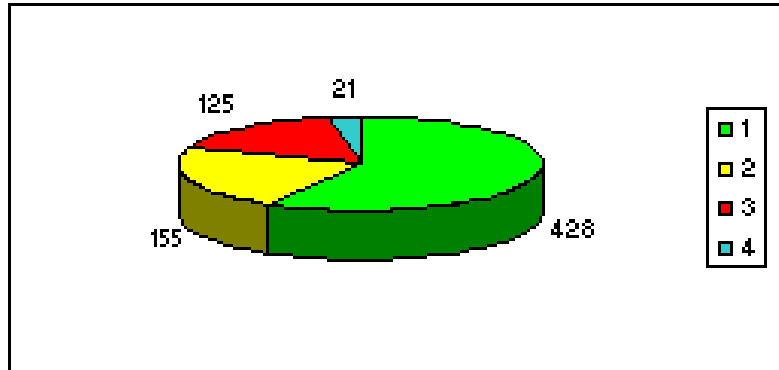
Figure 4.6

	<u>Yes</u>	<u>No</u>
Q3 Would you like to receive interest free credit From the government or the lending	<input type="checkbox"/>	<input type="checkbox"/>

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Institutions?

C/PD/I	Q's issued	Responses	Responses Yes	Responses No
Q3	428	155	125	21



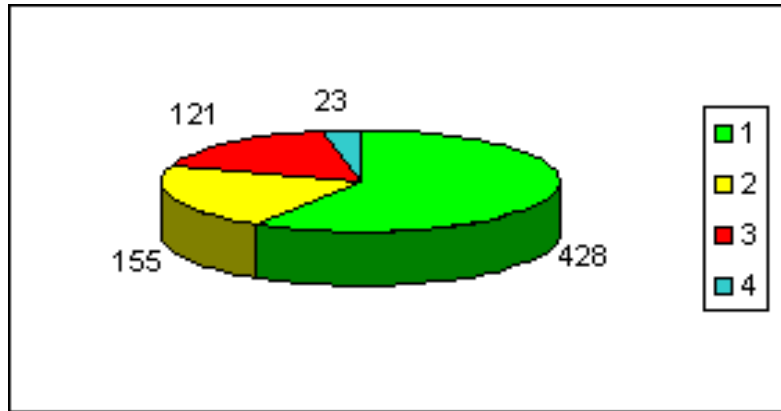
Question 3 seeks to see if there is a demand for such help towards their financing, 125 companies clearly admired the idea (80.6 %)

Figure 4.7

Q4 Do you feel interest free credit would benefit your business? YES NO

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C/PD/I	Q's issued	Responses	Responses Yes	Responses No
Q4	428	155	121	23

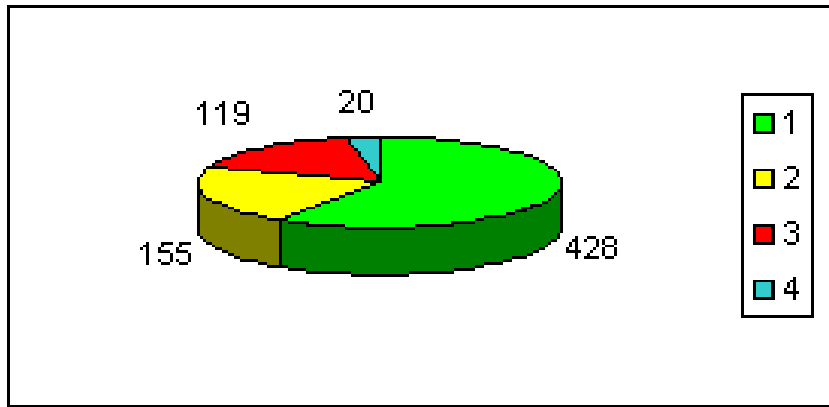


Further to question 3 the idea, is actually of benefit to the company, according to the companies surveyed 121 (78.06%)

Figure 4.8

	<u>Yes</u>	<u>No</u>
Q5 Do you feel interest bearing loans increase company debt?	<input type="checkbox"/>	<input type="checkbox"/>

C/PD/I	Q's issued	Responses	Responses Yes	Responses No
Q5	428	155	119	20



Equating question 4, with question 5, one of the benefits the company feels would result is a reduction or elimination of company debt. The companies consider there is a link between their debts and borrowing at interest 119 (76.74 %)

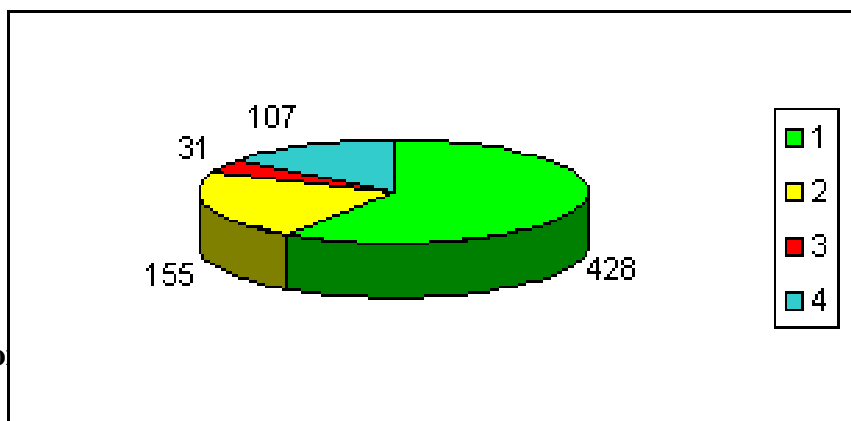
Figure 4.9

YES

NO

Q6 Do you feel interest bearing loans contribute little to company debt?

C/PD/I	Q's issued	Responses	Responses Yes	Responses No
Q6	428	155	31	107



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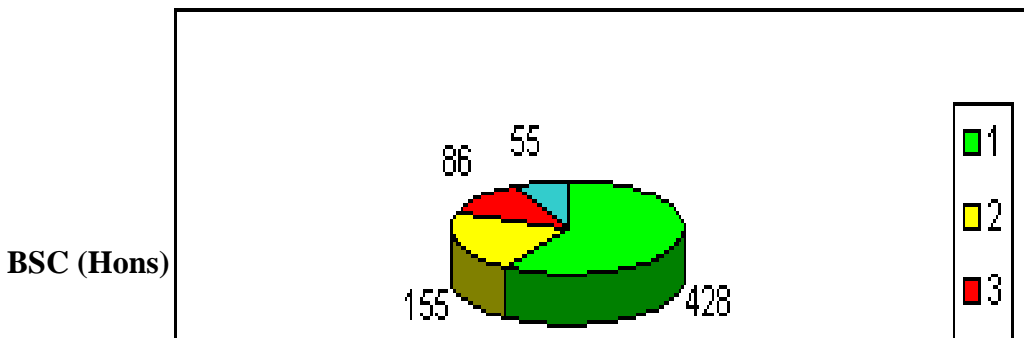
Clearly paying the interest on loans is a factor in increasing company debt, the question is not straightforward almost a double negative. Having to think about the question the result to sympathise with questions 4 and 5 show the result is still high and more or less the same 107 (69.03%)

Figure 4.10

Yes **No**

Q7 Do you feel there is need for a separate procurement model with alternative financing to produce a less stressful & safer financial environment for construction companys and construction generally?

C/PD/I	Q's issued	Responses	Responses Yes	Responses No
Q7	428	155	86	55



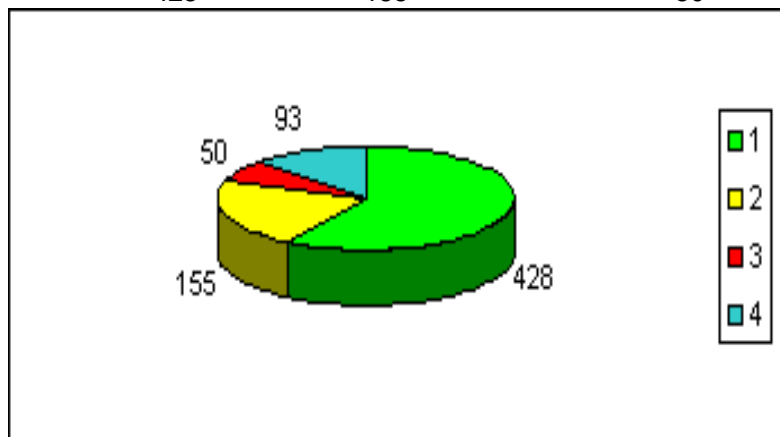
As an outlet for this type of financing, or just as a general model of financing in construction generally 86 (55.48 %) felt some kind of alternative was required.

Figure 4.11

YES NO

Q8 Do you feel it is something the company would look into and raise with its lending institution or with the government (DTI) in the future?

C/PD/I	Q's issued	Responses	Responses Yes	Responses No
Q8	428	155	50	93



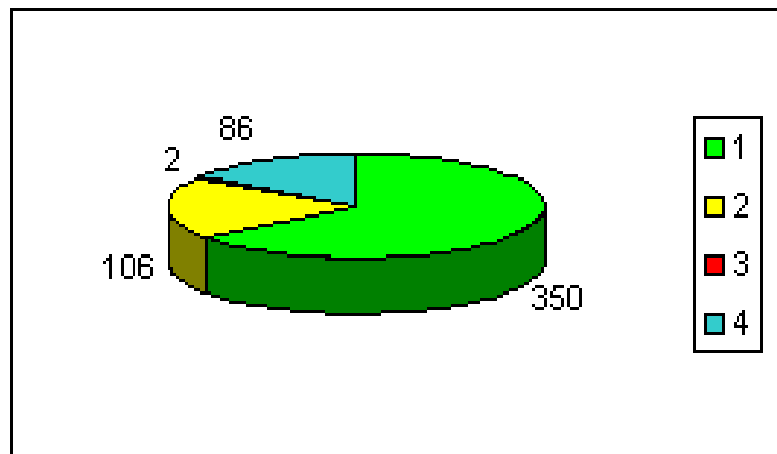
50 (32.25 %) of Companies felt they would take the time to consult the Government on this issue. The difference between wanting and achieving the idea being 125 (see question 3) – 50 = 48.38%.

Questions relating to Banks and finance houses.

Figure 4.12

Q1 Have you ever offered interest free credit, for and Yes No
 towards traditional or PPP/PFI procurement model projects?

B/F	Q's issued	Responses	Responses Yes	Responses No
Q1	350	106	2	86



2 Banks (1.8%) have offered interest free credit to companies for financing PFI/PPP projects, just as two in question 1 for c/pd/I have received. For the purposes of any new procurement model it would only require 1 bank to fulfil the purpose.

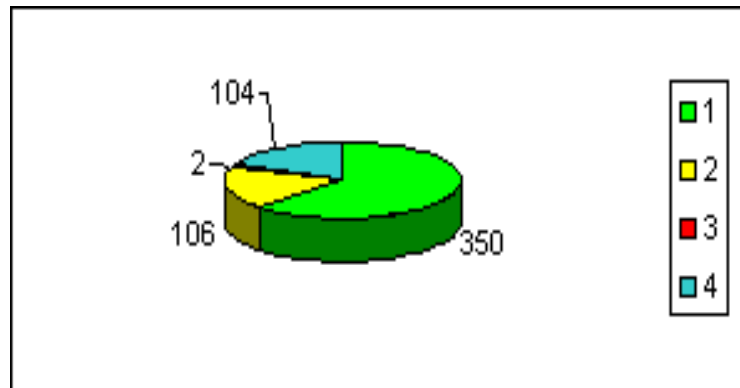
1.8 % of 350 (not all in Britain) would amount to 6.3 banks in total if all had responded at least.

Figure 4.13

Yes **No**

Q2 Have you ever offered interest free credit (for the entire length of the loan) for any use. (or any construction project)?

B/F	Q's issued	Responses	Responses Yes	Responses No
Q2	350	106	2	104



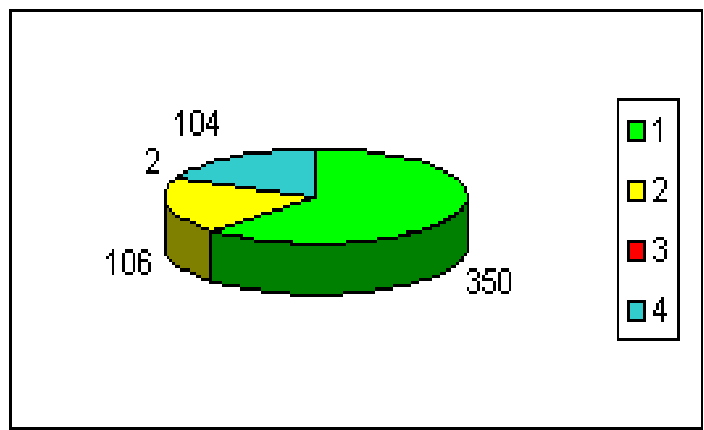
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Similar to question 1 the results show that the idea is not pursued to any type of construction project across the board.

Figure 4.14

Q3 Would you like to offer interest free credit for construction/procurement purposes? YES NO

B/F	Q's issued	Responses	Responses Yes	Responses No
Q7	350	106	2	104



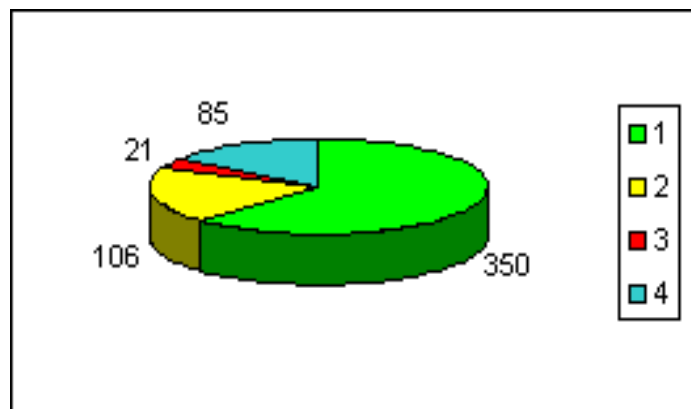
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The idea itself is no change from questions 1 & 2, and clearly it is not a popular idea within banking, this contrasts sharply with the 80.6% of construction companies and property developers who admire the idea.

Figure 4.15

Q4 Do you feel interest free credit would benefit business and the economy? YES NO

B/F	Q's issued	Responses	Responses Yes	Responses No
Q4	350	106	21	85



Contrasting with questions 3, in which the idea of interest free credit is clearly not popular with the banks and finance house's, although 1.8% of

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them said they would offer the service if they could, 19.1% of banks and finance house's said that such an idea would benefit business and the economy? Clearly it would, by the same logic also benefit the construction industry.

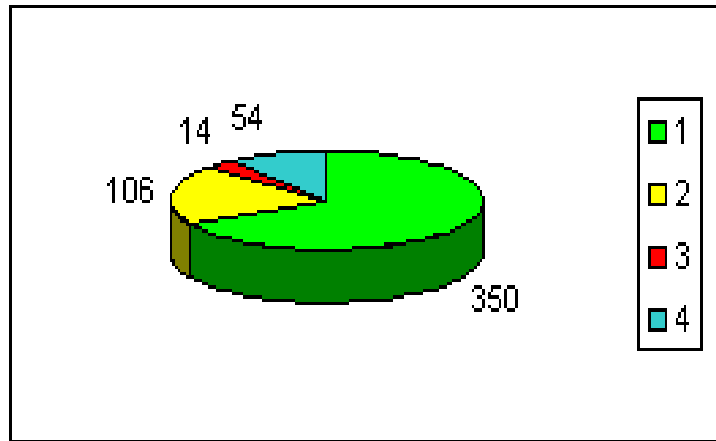
78.06 % of construction companies agree with this conclusion. (See question 4 in C/PD/I questions 1 – 8 above)

Figure 4.16

YES NO

Q5 Do you feel there is need for a separate procurement model with alternative financing to produce a safer financial environment for construction companys and construction generally?

B/F	Q's issued	Responses	Responses Yes	Responses No
Q7	350	106	14	54



Question 4 shows that 19.1% of banks and finance houses (67 in total) believe the idea would benefit industry. Question 5 above shows 13% of them believe that this would benefit industry. If a new procurement model was introduced, whilst the number reduces from 85 to 54 (NO), once the idea of a procurement model is mooted to facilitate this. (By 29.24 %)

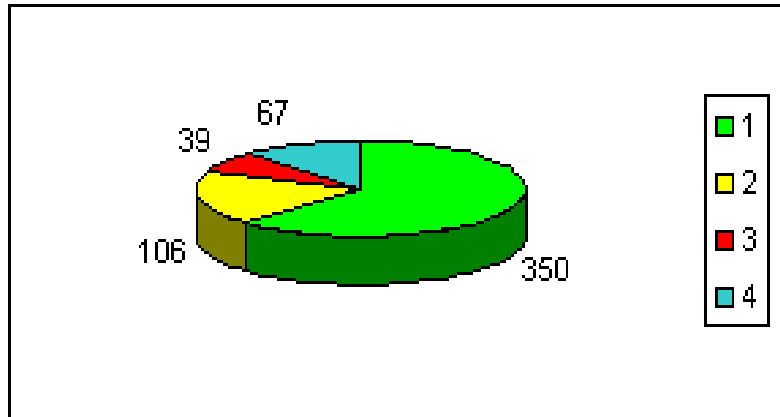
Figure 4.17

YES

NO

Q6 Do you feel constrained in offering interest free credit?

B/F	Q's issued	Responses	Responses Yes	Responses No
Q6	350	106	39	67



Interestingly although in question 3, only 2 banks and finance houses would like to offer interest free credit, (1.8%) and in question 4, 19.1 % said they thought it would benefit the economy. 36.79% said however that they felt constrained from offering the product. The difference say from question 4 of 17.88 % to question 6, clearly shows a rise (if they were not constrained would they then offer or would they still feel the same as in question 3?)

Figure 4.18

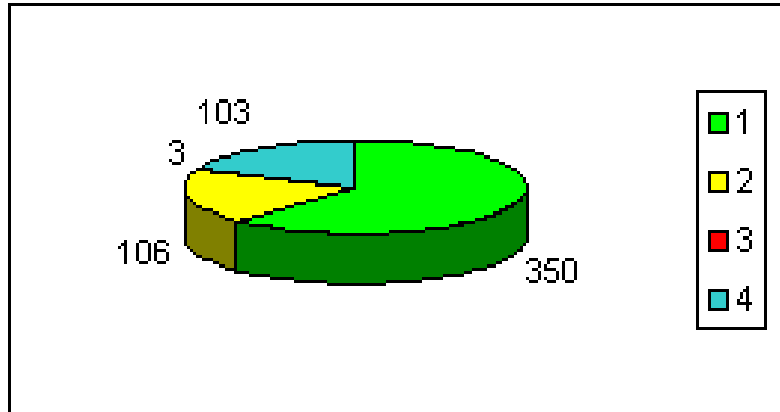
YES

NO

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Q7 Do you feel it is something your institution would look into and raise with its lending institution or with the government (DTI) in the future?

B/F	Q's issued	Responses	Responses Yes	Responses No
Q7	350	106	3	103



3 (2.83%) banks and finance houses felt they would raise the matter with the Government, contrasted with 50 (32.25 %) of construction Companies.