

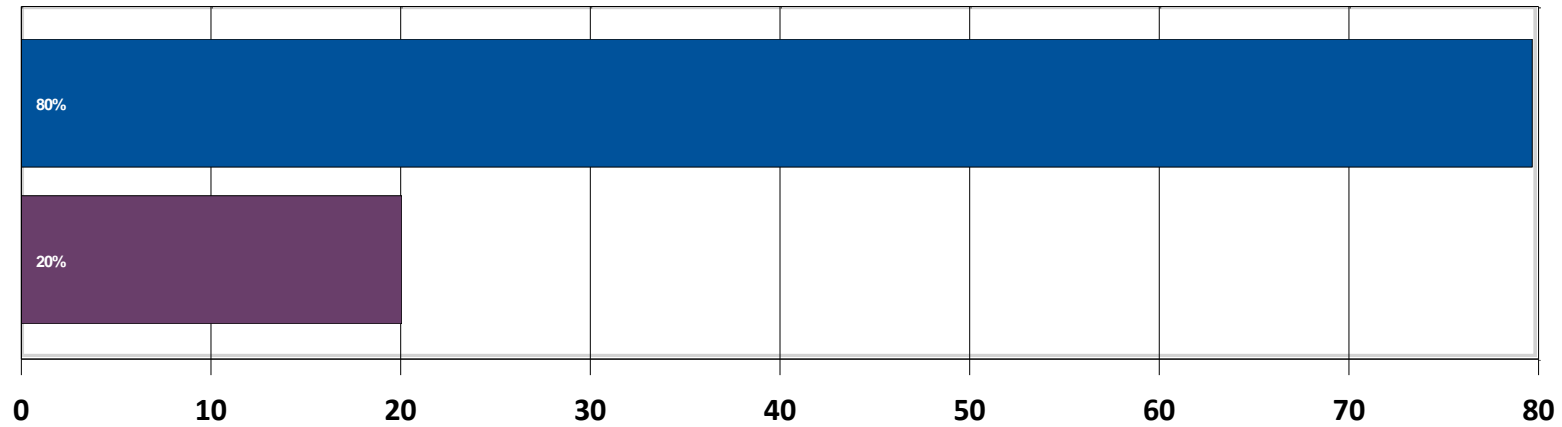


Annecto Legal SME research age, gender and region breakdown

- Sample: 501 Decision Makers in SMEs
- All research conducted adheres to the MRS Codes of Conduct (2010) in the UK and ICC/ESOMAR World Research Guidelines. Opinion Matters is registered with the Information Commissioner's Office and is fully compliant with the Data Protection Act (1998).

Question One

Has your business ever been involved in litigation?

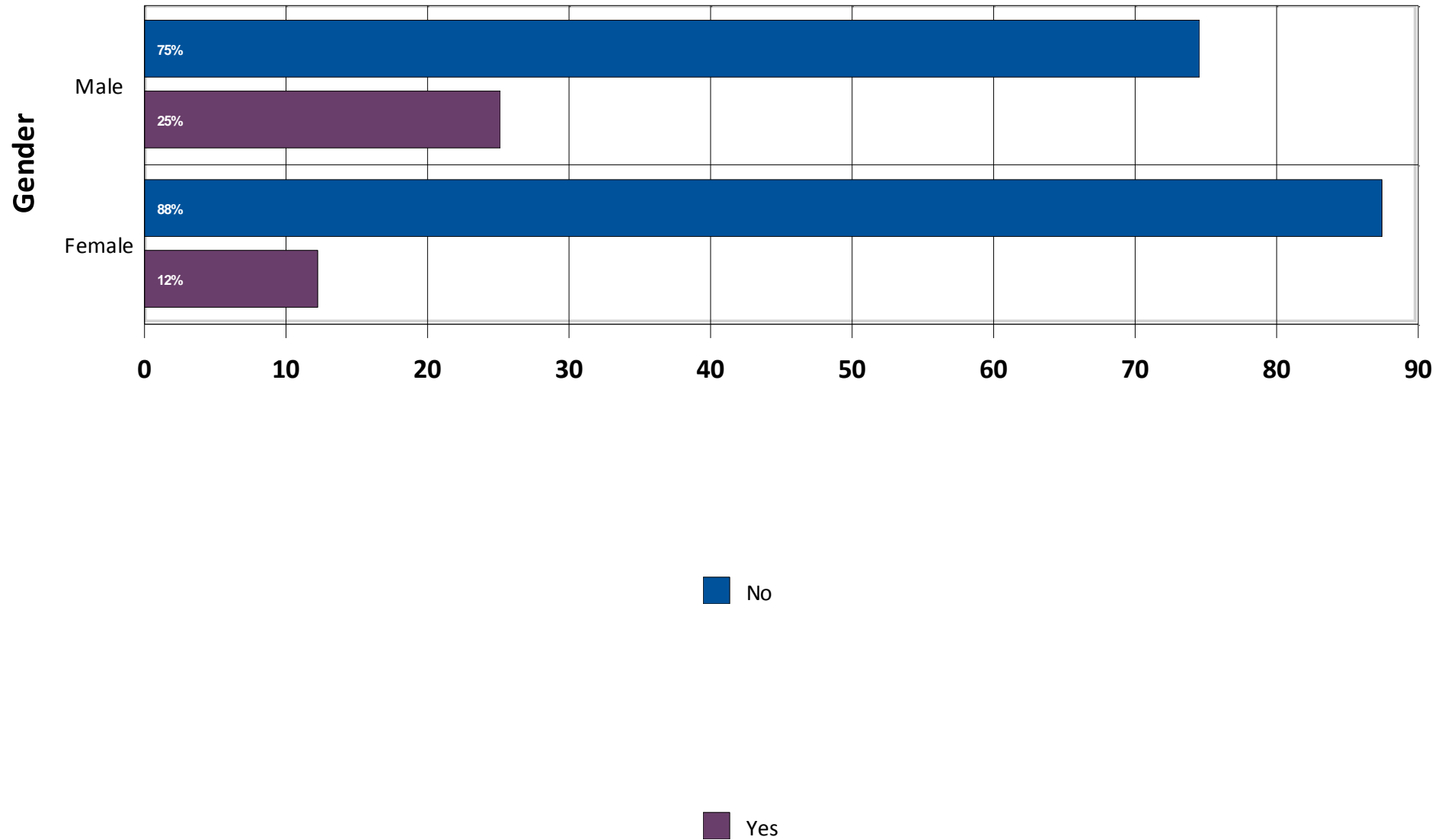


■ No

■ Yes

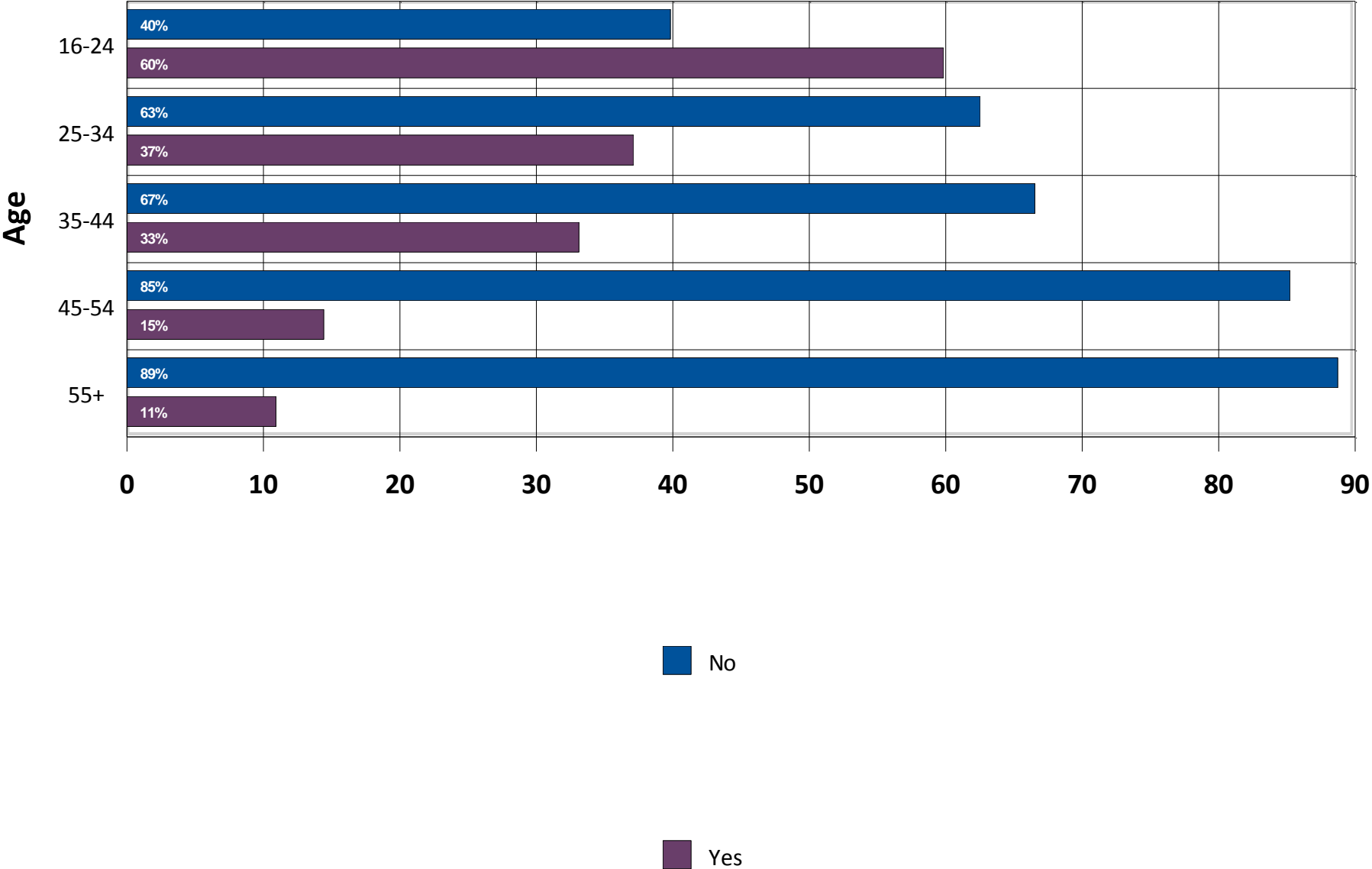
Question One Cross Tabulation With Gender

Has your business ever been involved in litigation?



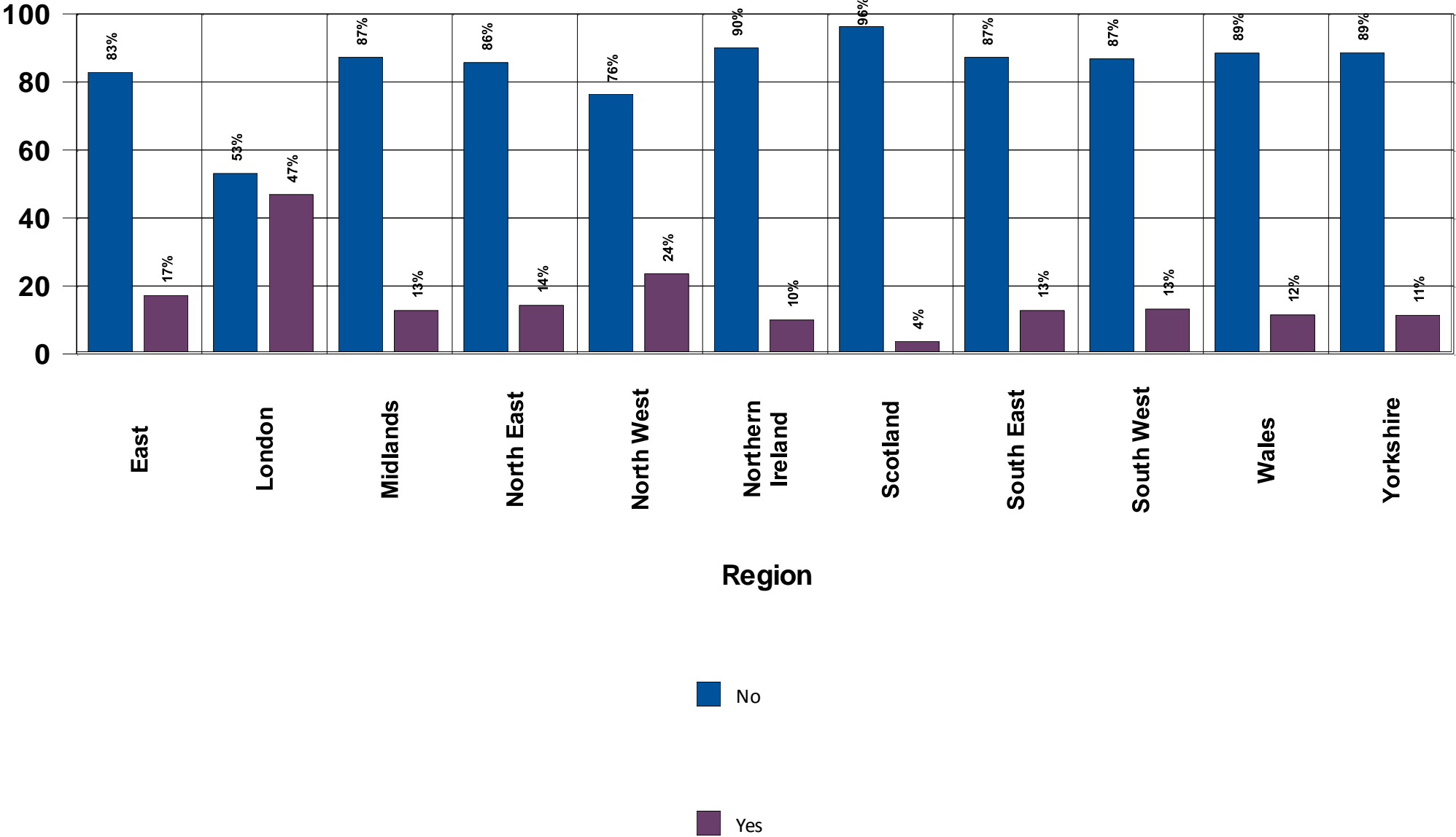
Question One Cross Tabulation With Age

Has your business ever been involved in litigation?



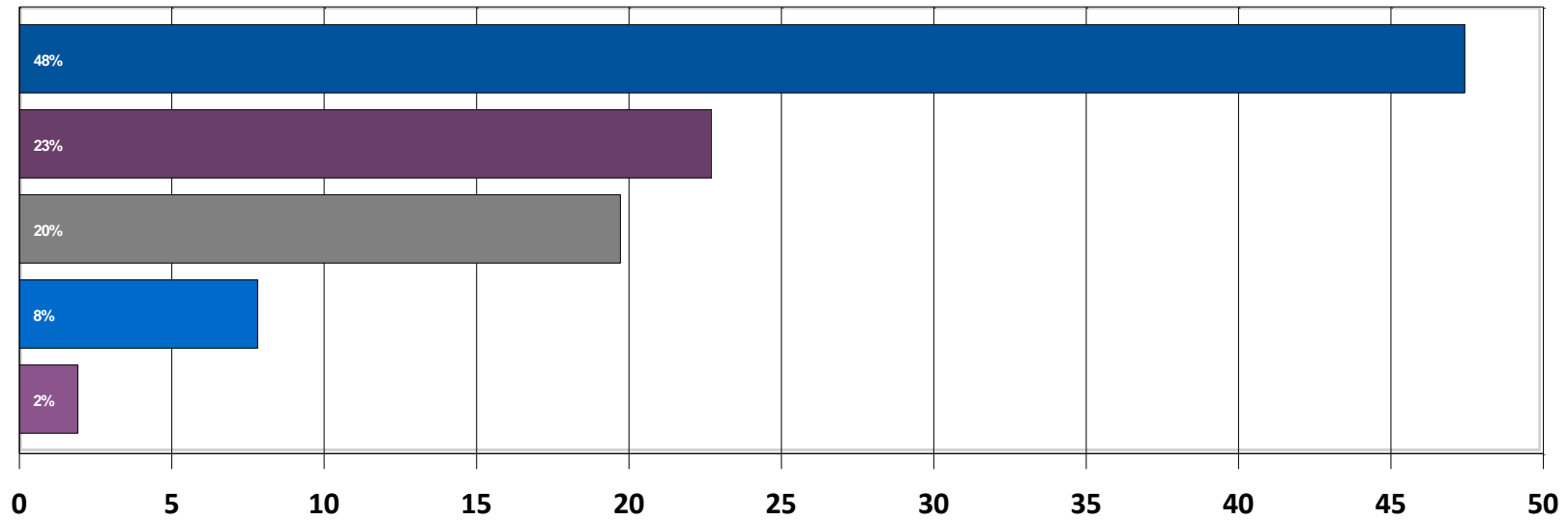
Question One Cross Tabulation With Region

Has your business ever been involved in litigation?



Question One Part 2

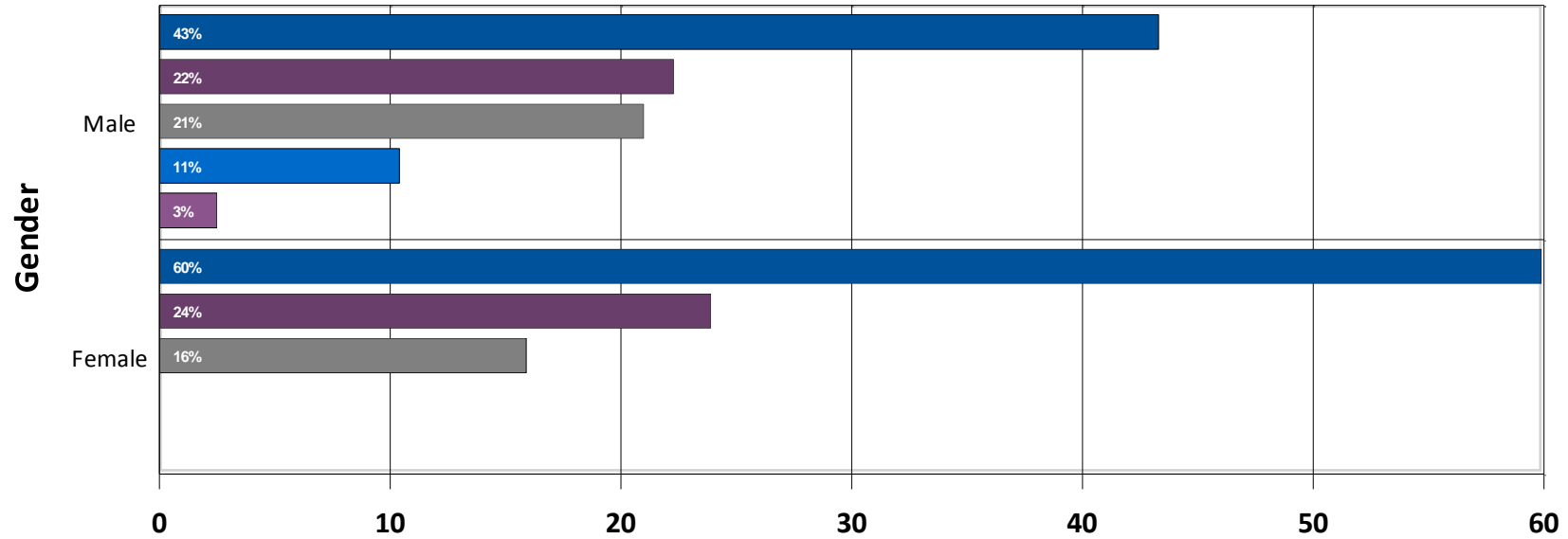
If yes, how did you finance the case?



- On an hourly rate basis
- On another pay-as-you-go basis (such as fixed fees)
- The solicitor was only paid on successful conclusion of the case
- Other, please specify
- Another party paid the legal fees in return for a share of the damages

Question One Part 2 Cross Tabulation With Gender

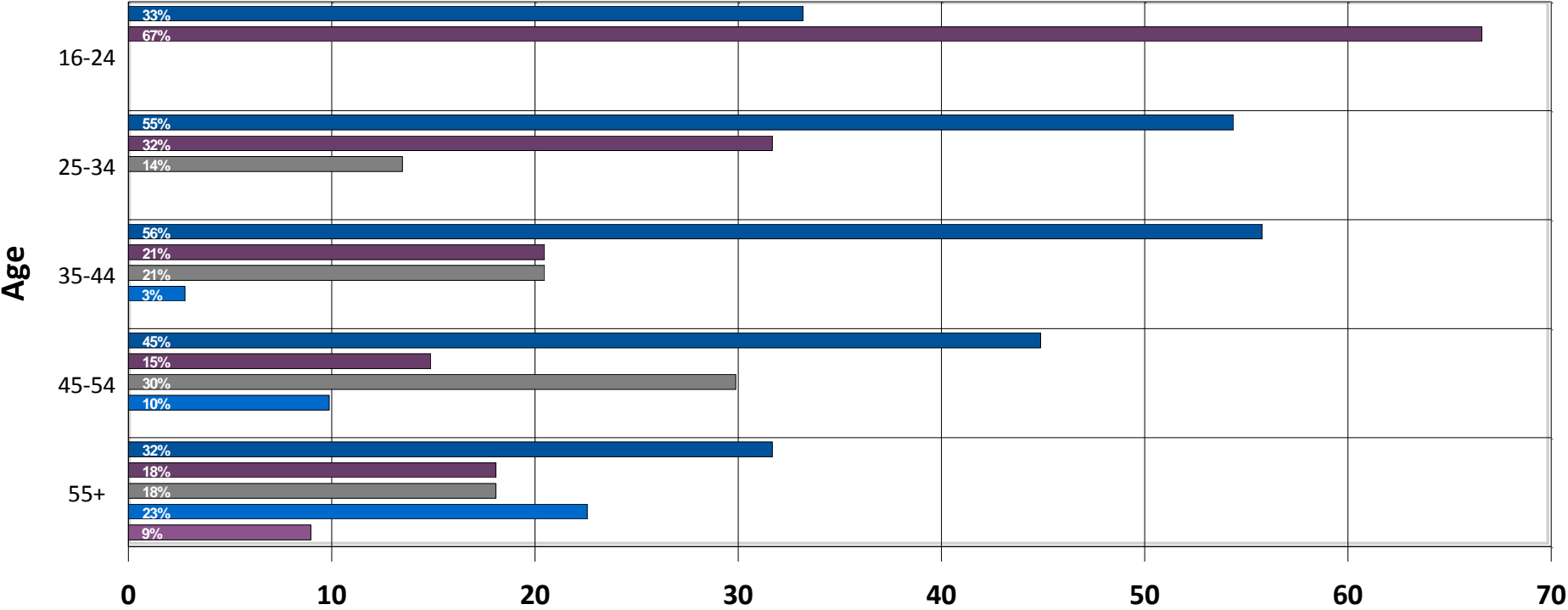
If yes, how did you finance the case?



- On an hourly rate basis
- On another pay-as-you-go basis (such as fixed fees)
- The solicitor was only paid on successful conclusion of the case
- Other, please specify
- Another party paid the legal fees in return for a share of the damages

Question One Part 2 Cross Tabulation With Age

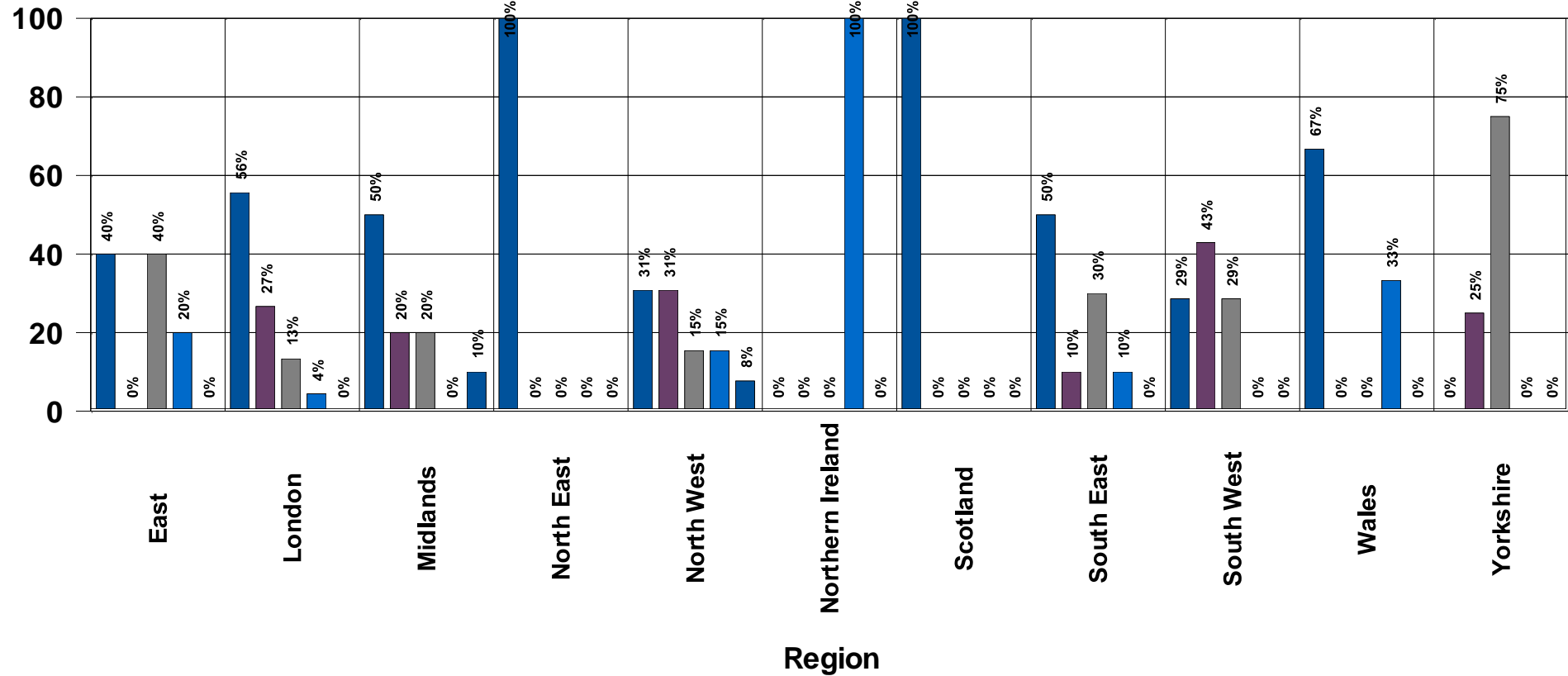
If yes, how did you finance the case?



- On an hourly rate basis
- On another pay-as-you-go basis (such as fixed fees)
- The solicitor was only paid on successful conclusion of the case
- Other, please specify
- Another party paid the legal fees in return for a share of the damages

Question One Part 2 Cross Tabulation With Region

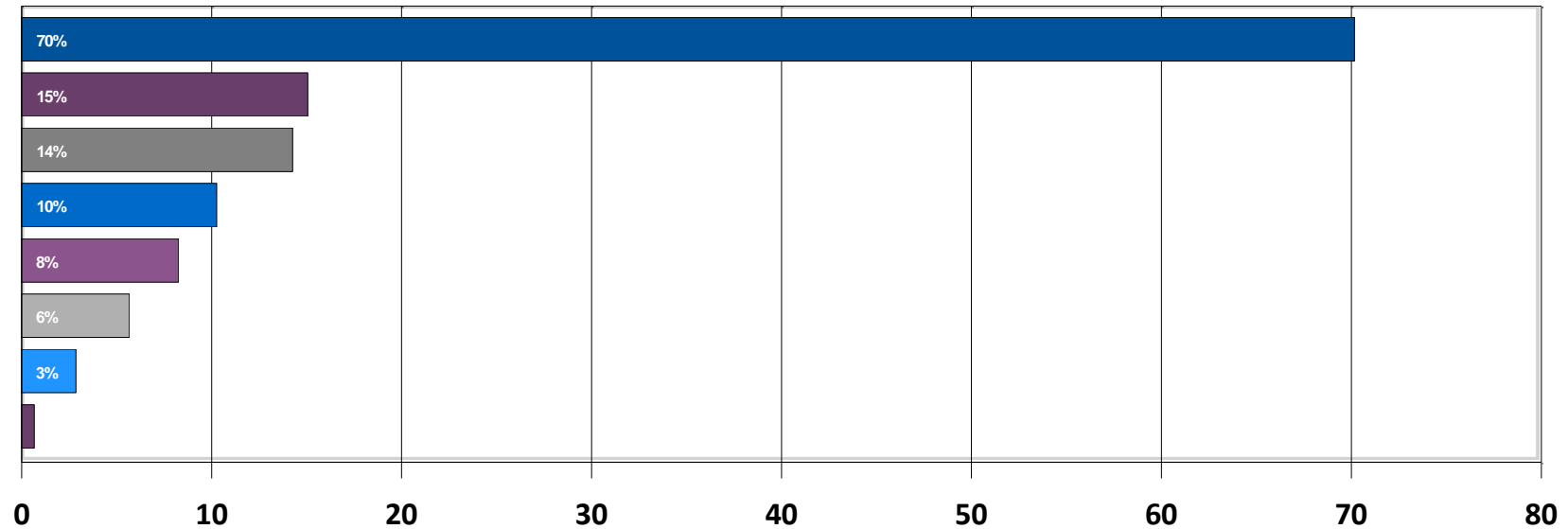
If yes, how did you finance the case?



- On an hourly rate basis
- On another pay-as-you-go basis (such as fixed fees)
- The solicitor was only paid on successful conclusion of the case
- Other, please specify
- Another party paid the legal fees in return for a share of the damages

Question Two

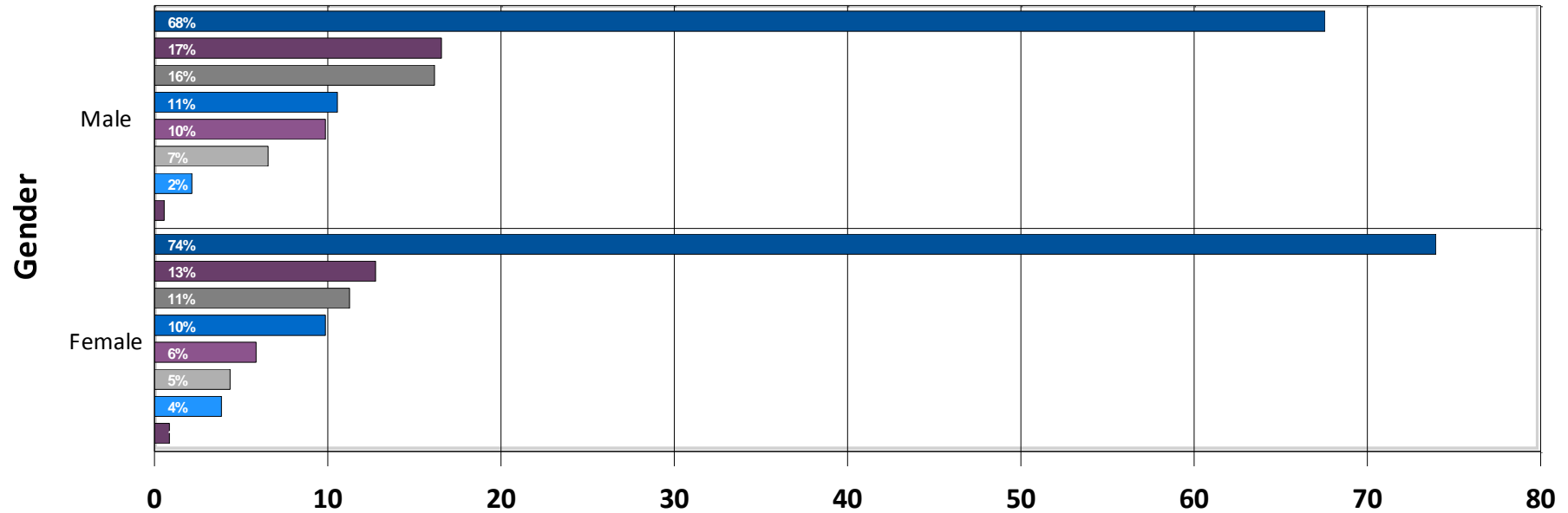
Have you not pursued a potential case in the last five years for any of the following reasons?



- None of the above / The firm has not needed to pursue a potential case
- Too expensive
- Takes up too much time
- Uncertainty over outcome/fear of losing
- Process too complex
- Lack of information and advice on the process
- Had a negative legal experience in the past
- Other, please specify

Question Two Cross Tabulation With Gender

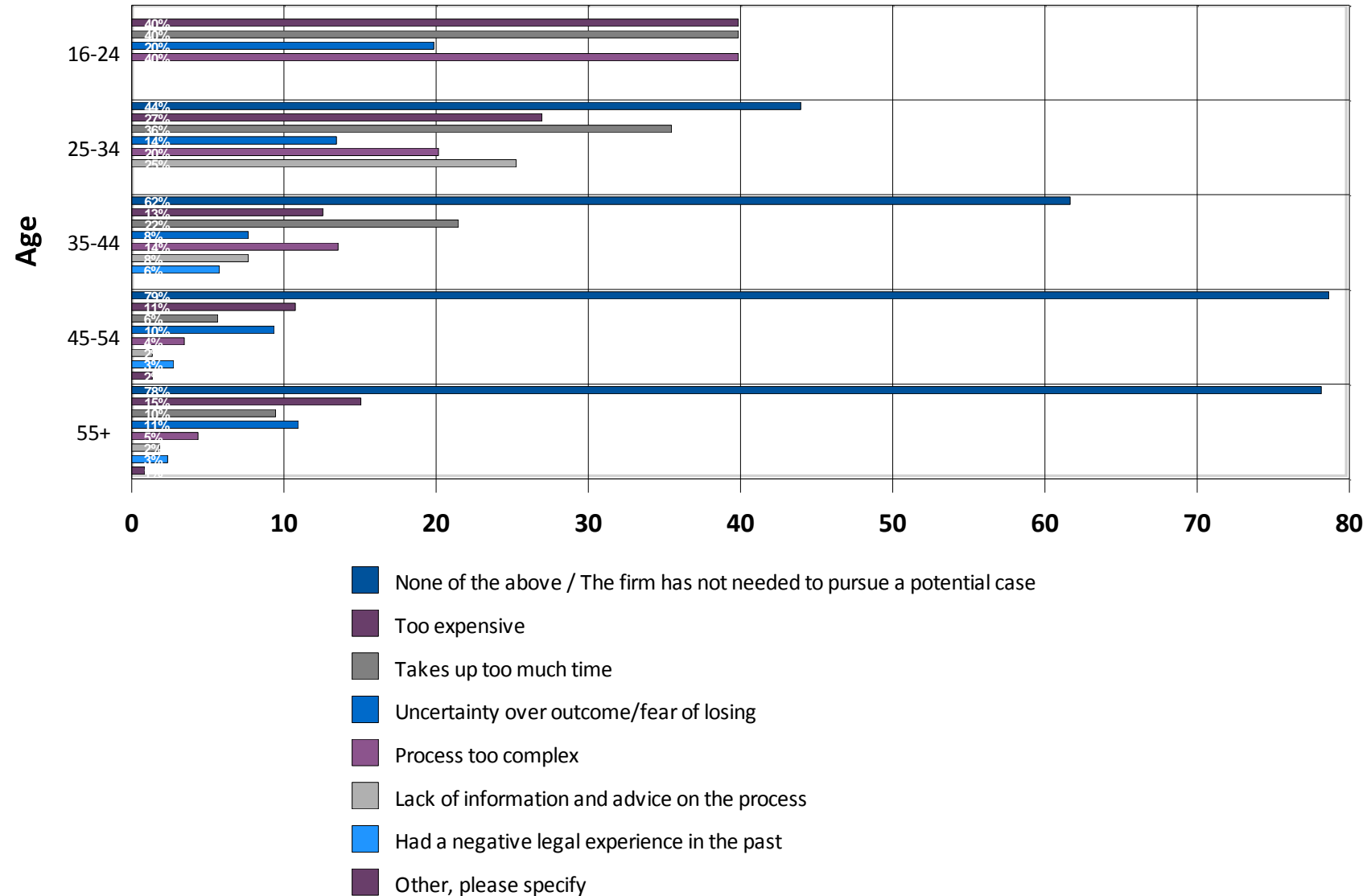
Have you not pursued a potential case in the last five years for any of the following reasons?



- None of the above / The firm has not needed to pursue a potential case
- Too expensive
- Takes up too much time
- Uncertainty over outcome/fear of losing
- Process too complex
- Lack of information and advice on the process
- Had a negative legal experience in the past
- Other, please specify

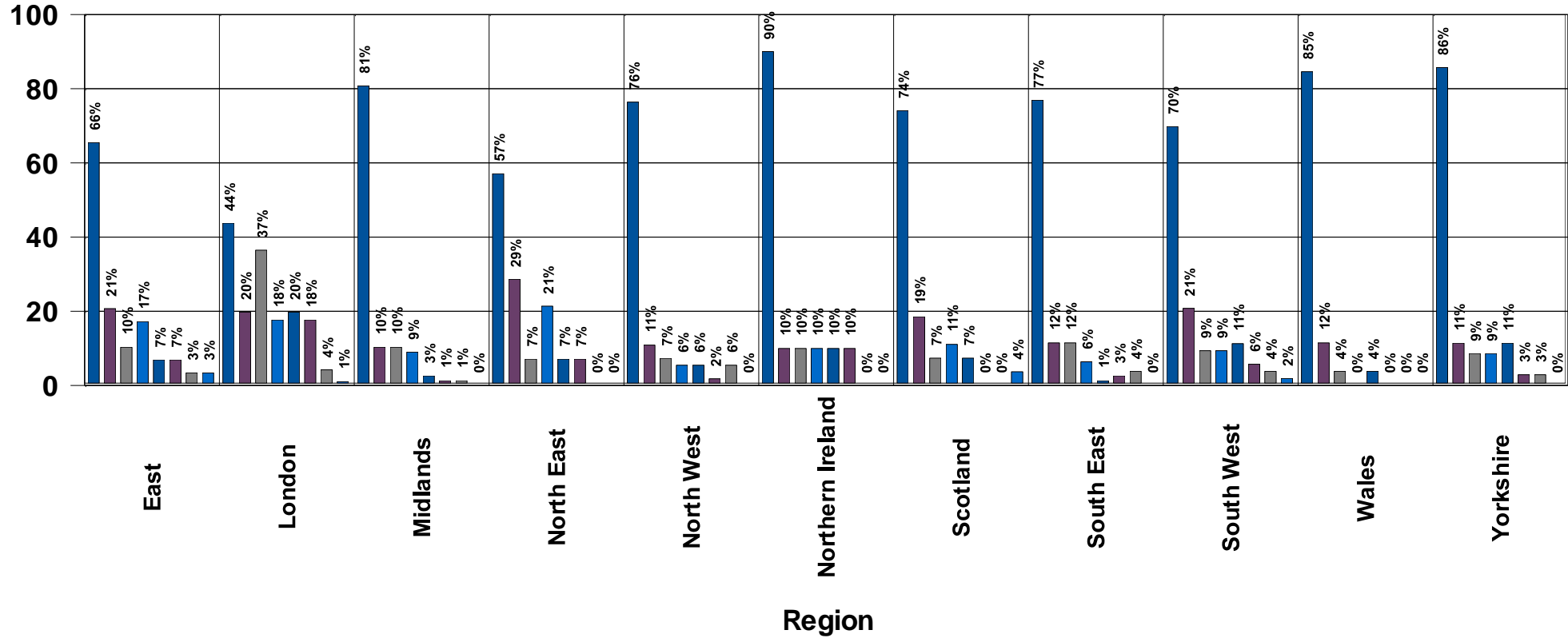
Question Two Cross Tabulation With Age

Have you not pursued a potential case in the last five years for any of the following reasons?



Question Two Cross Tabulation With Region

Have you not pursued a potential case in the last five years for any of the following reasons?



- None of the above / The firm has not needed to pursue a potential case
- Too expensive
- Takes up too much time
- Uncertainty over outcome/fear of losing
- Process too complex
- Lack of information and advice on the process
- Had a negative legal experience in the past
- Other, please specify

Question Three

If you have chosen not to pursue a case in the last 5 years, what would the likely damages have been if you pursued that claim successfully?

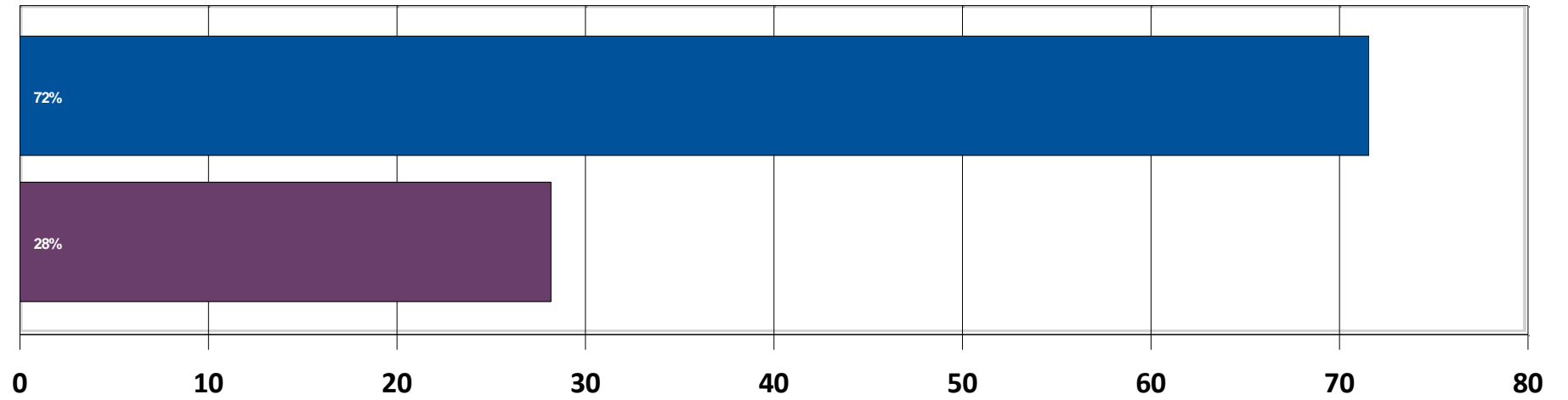
Mean - £171,544.10

Male - £196,907.70

Female - £124,231.20

Question Four

Have you ever felt bullied by a larger company or corporation when concerned with general business matters?

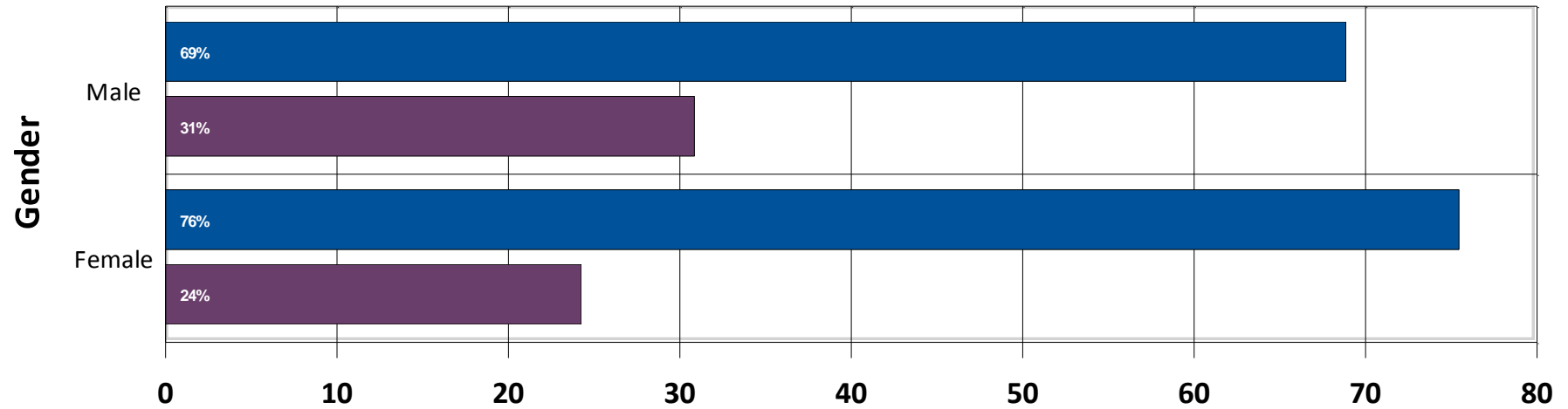


■ No

■ Yes

Question Four Cross Tabulation With Gender

Have you ever felt bullied by a larger company or corporation when concerned with general business matters?

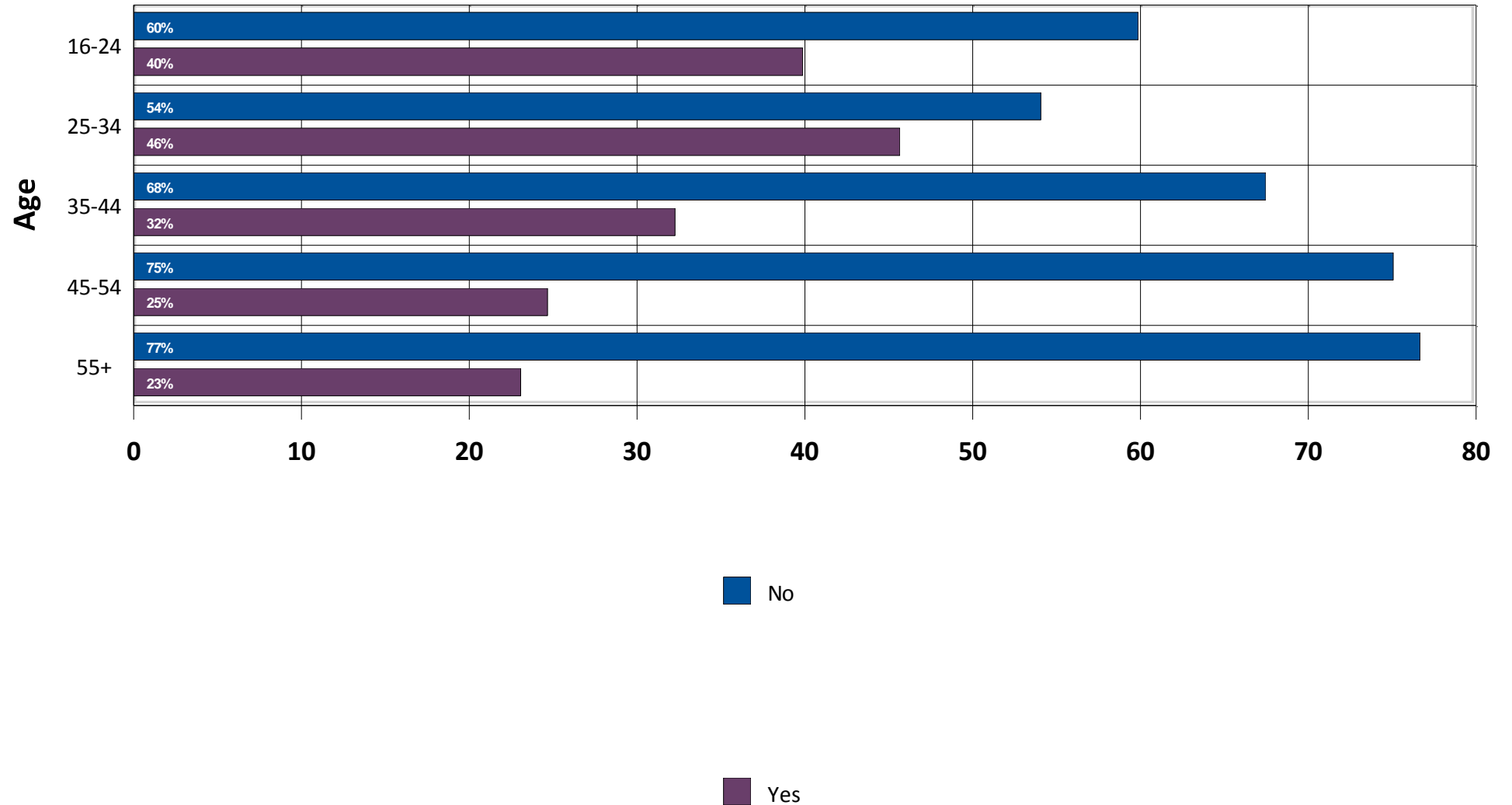


No

Yes

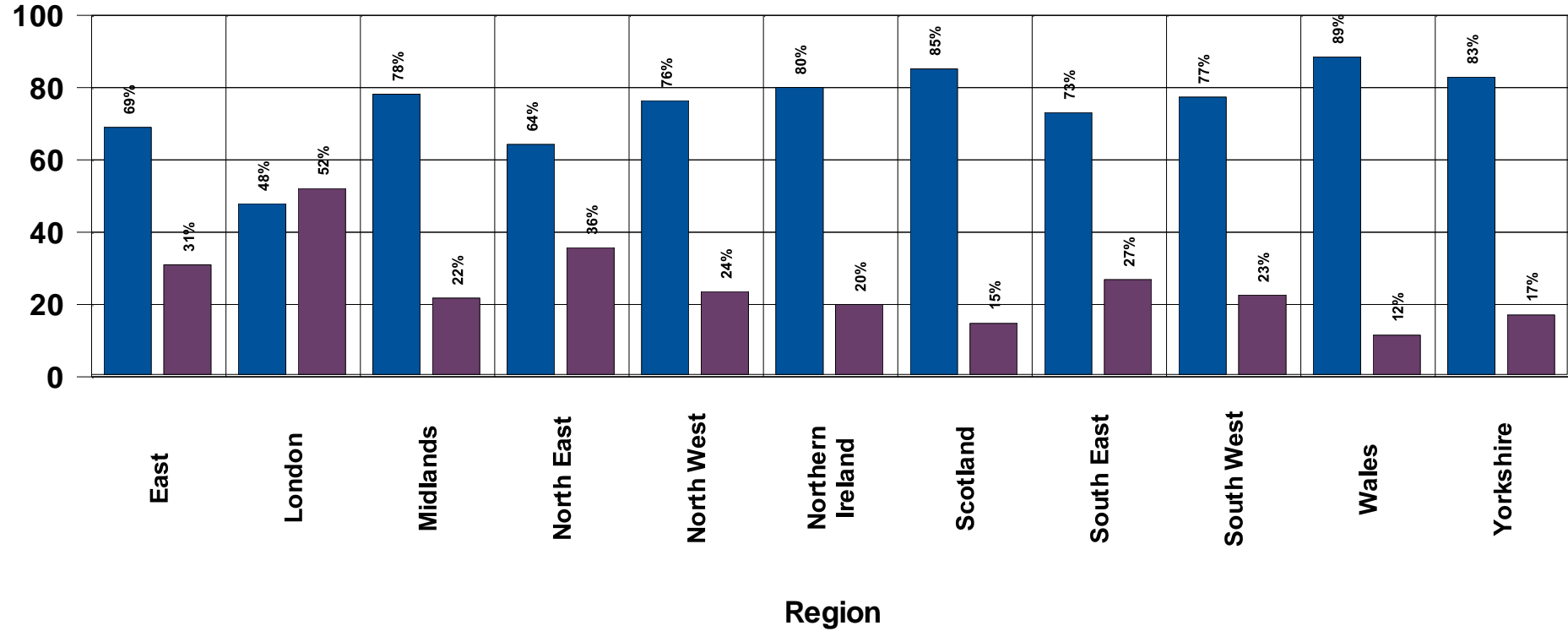
Question Four Cross Tabulation With Age

Have you ever felt bullied by a larger company or corporation when concerned with general business matters?



Question Four Cross Tabulation With Region

Have you ever felt bullied by a larger company or corporation when concerned with general business matters?

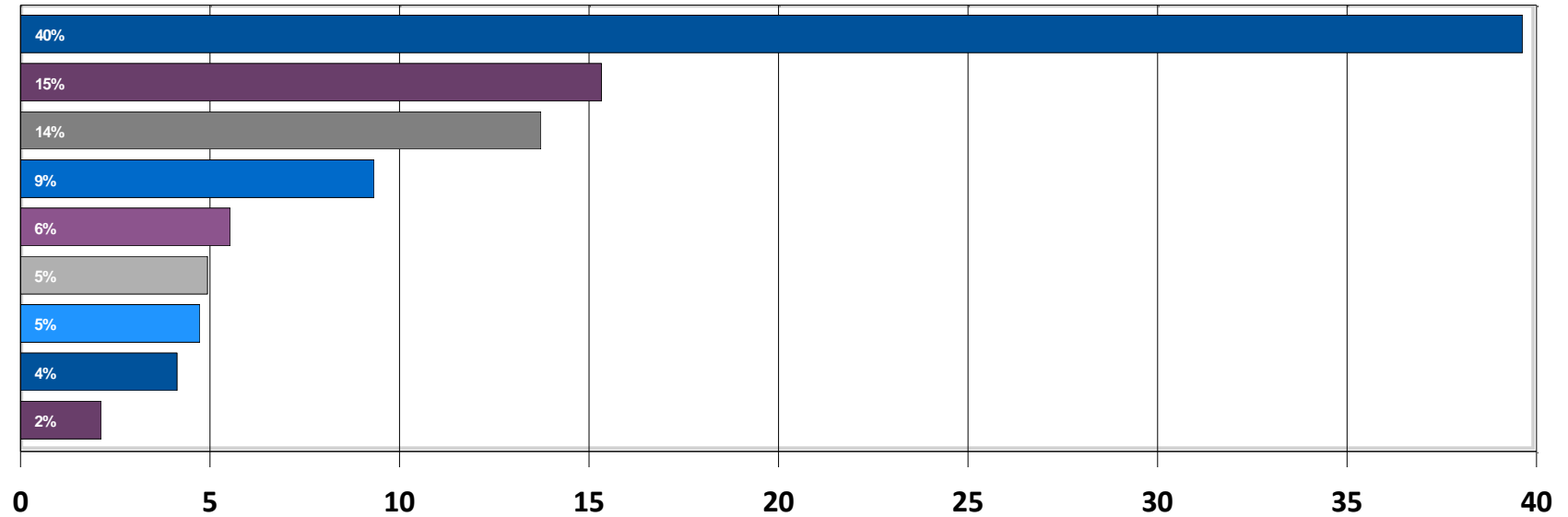


No

Yes

Question Five

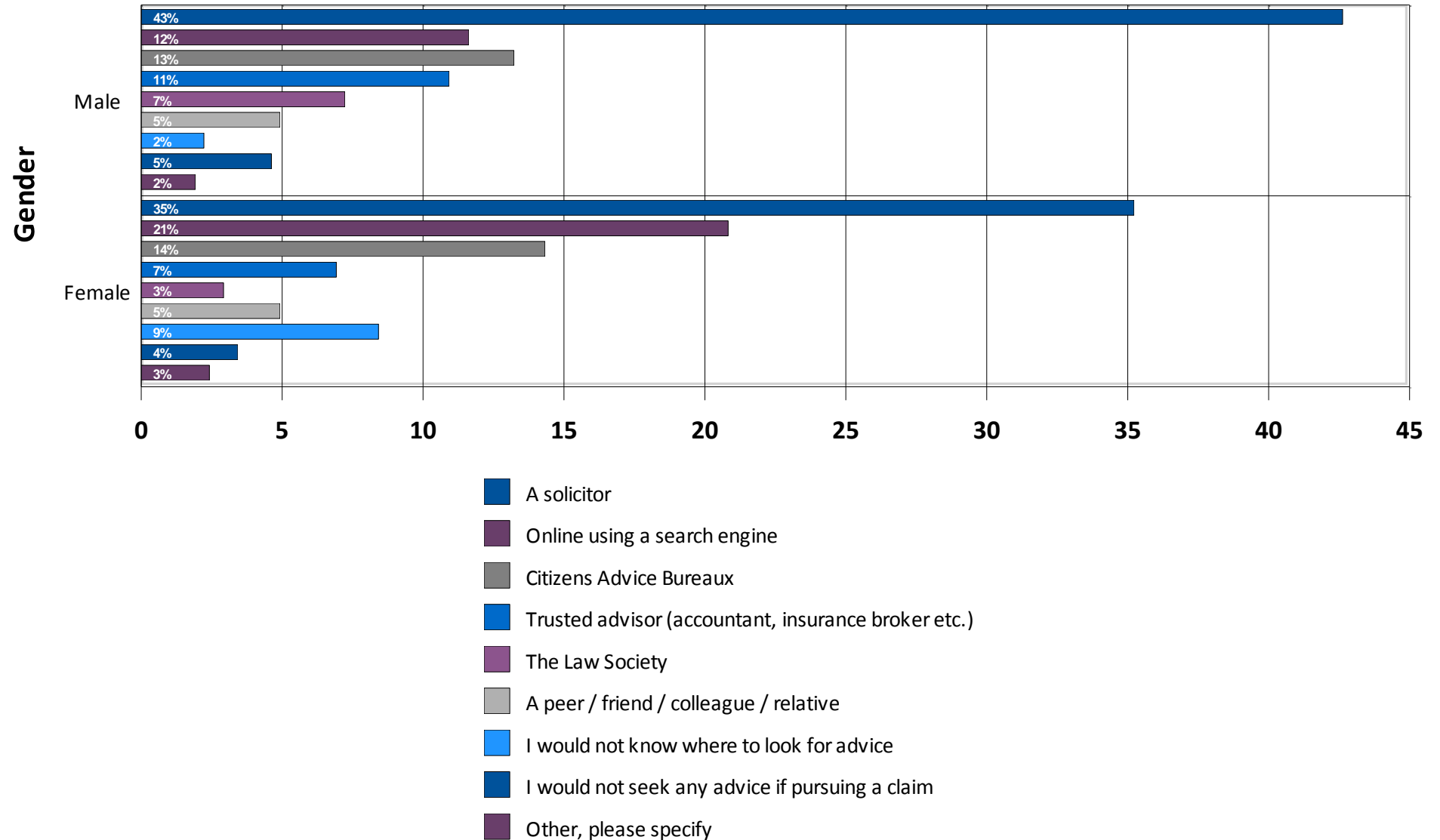
If you had to, where would you look for advice on pursuing a litigation claim?



- A solicitor
- Online using a search engine
- Citizens Advice Bureaux
- Trusted advisor (accountant, insurance broker etc.)
- The Law Society
- A peer / friend / colleague / relative
- I would not know where to look for advice
- I would not seek any advice if pursuing a claim
- Other, please specify

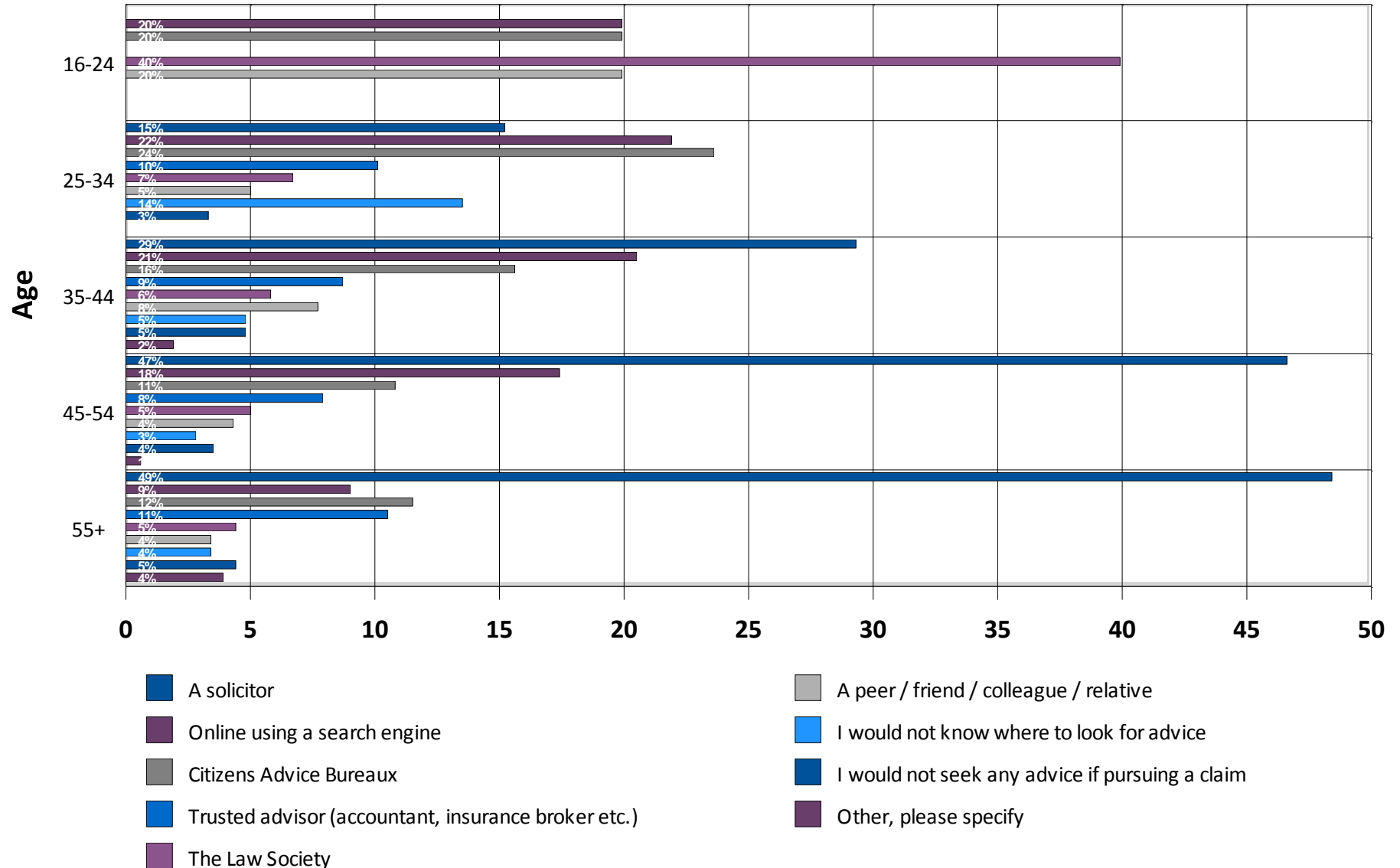
Question Five Cross Tabulation With Gender

If you had to, where would you look for advice on pursuing a litigation claim?



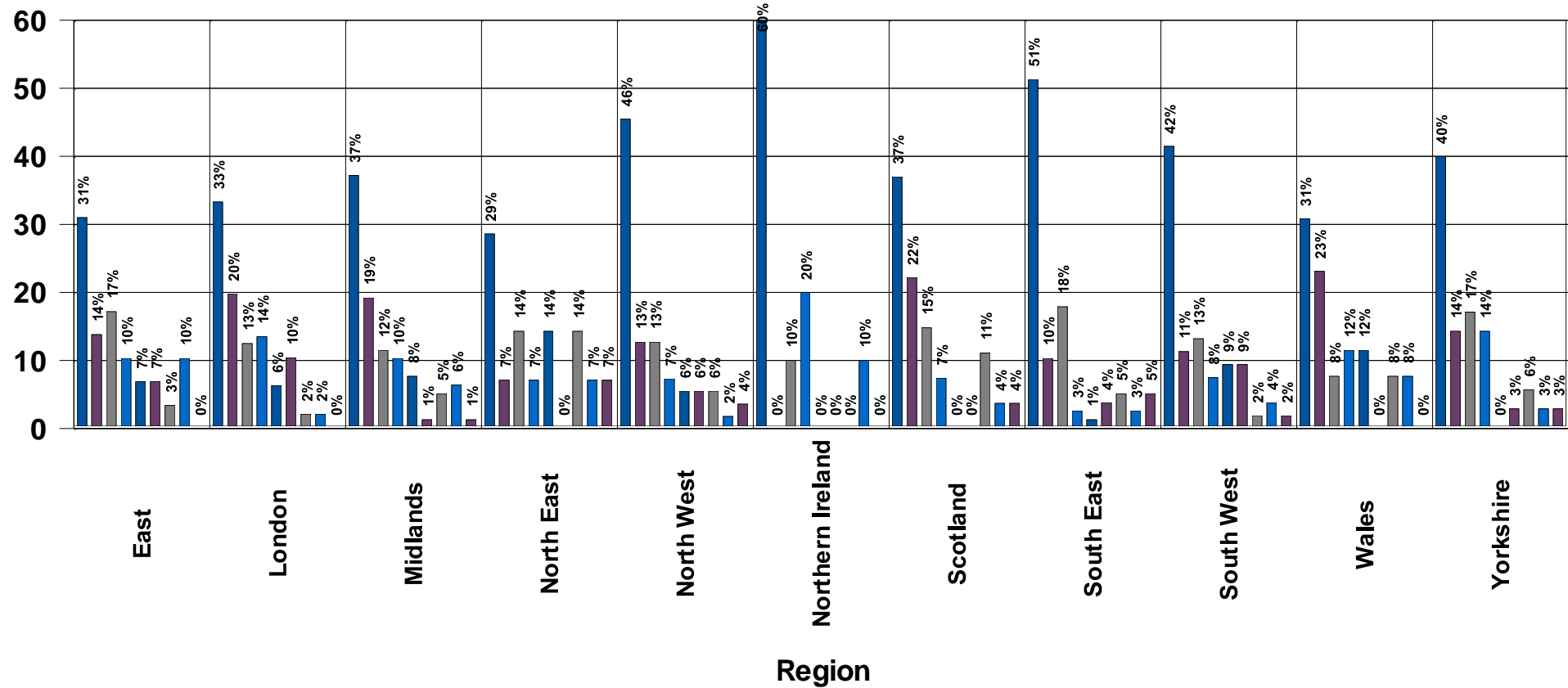
Question Five Cross Tabulation With Age

If you had to, where would you look for advice on pursuing a litigation claim?



Question Five Cross Tabulation With Region

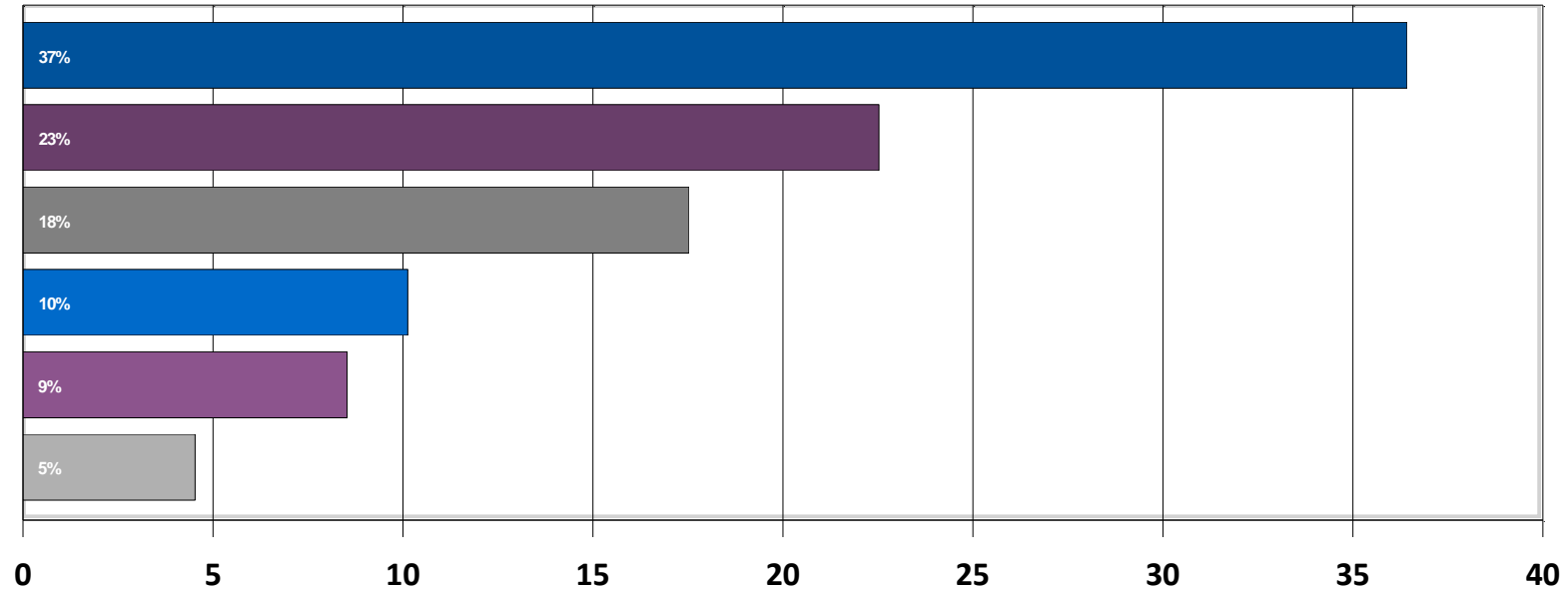
If you had to, where would you look for advice on pursuing a litigation claim?









- A solicitor
- Online using a search engine
- Citizens Advice Bureaux
- Trusted advisor (accountant, insurance broker etc.)
- The Law Society
- A peer / friend / colleague / relative
- I would not know where to look for advice
- I would not seek any advice if pursuing a claim
- Other, please specify

Question Six

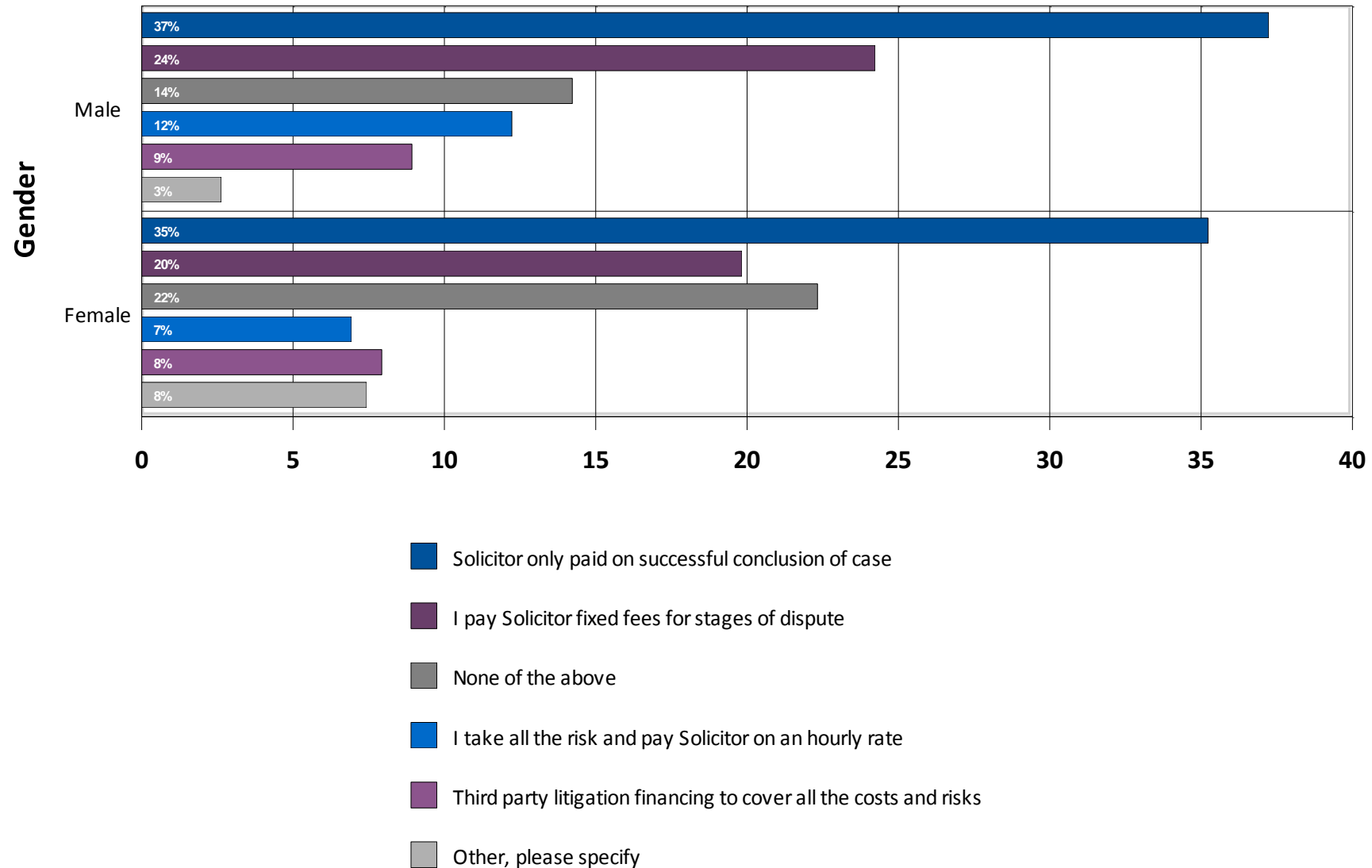
In the event that you were to have a legal claim for damages in the future, how would you prefer to fund it?



-  Solicitor only paid on successful conclusion of case
-  I pay Solicitor fixed fees for stages of dispute
-  None of the above
-  I take all the risk and pay Solicitor on an hourly rate
-  Third party litigation financing to cover all the costs and risks
-  Other, please specify

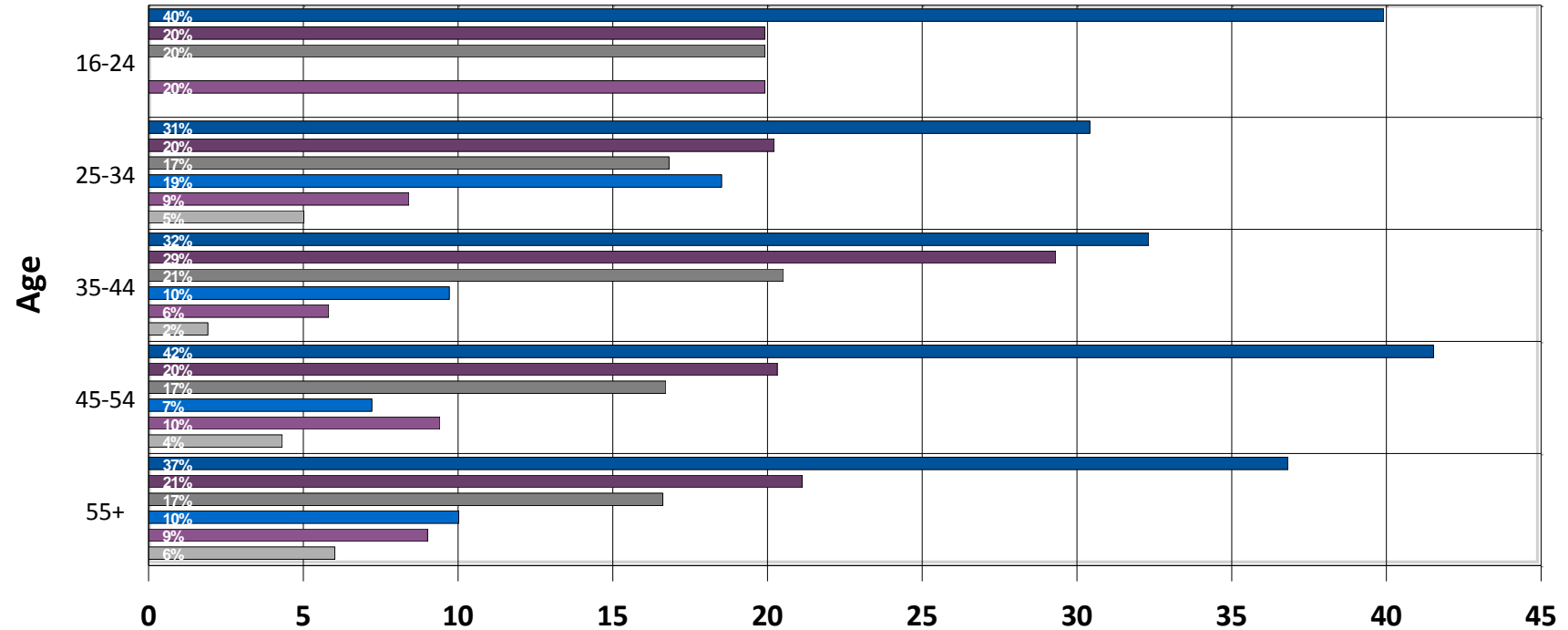
Question Six Cross Tabulation With Gender

In the event that you were to have a legal claim for damages in the future, how would you prefer to fund it?



Question Six Cross Tabulation With Age

In the event that you were to have a legal claim for damages in the future, how would you prefer to fund it?



- Solicitor only paid on successful conclusion of case
- I pay Solicitor fixed fees for stages of dispute
- None of the above
- I take all the risk and pay Solicitor on an hourly rate
- Third party litigation financing to cover all the costs and risks
- Other, please specify

Question Six Cross Tabulation With Region

In the event that you were to have a legal claim for damages in the future, how would you prefer to fund it?

