

INTERNATIONAL STUDY

RESET AFTER THE SHUTDOWN 2020



STAUFEN.

FACTS AND FIGURES:

FOR THE PRESENT STUDY

THE MANAGEMENT CONSULTANCY STAUFEN SURVEYED

730 COMPANIES

LOCATED IN GERMANY, USA, CHINA, SWITZERLAND, ITALY, BRAZIL,
MEXICO, POLAND, HUNGARY, CZECH REPUBLIC, SLOVAKIA AND ROMANIA

WITH REGARD TO THE TOPIC

RESET AFTER THE SHUTDOWN.

THE SURVEY WAS CONDUCTED IN APRIL 2020.

RESET AFTER THE SHUTDOWN
MANAGEMENT
SUMMARY.



The main challenges for a successful reset after the shutdown:

- **62 percent** of companies suffer from **weaker demand** for their products
- **30 percent** of companies need to undertake a **restructuring** due to financial problems
- **26 percent** of companies need to **reorganize** their **supply chains**



One main lesson learned from the crisis: better secure global supply chains!

- Collaborate with **additional suppliers**
- Improve regulation of the **supplier network**
- Intelligent **build-up of stock levels**



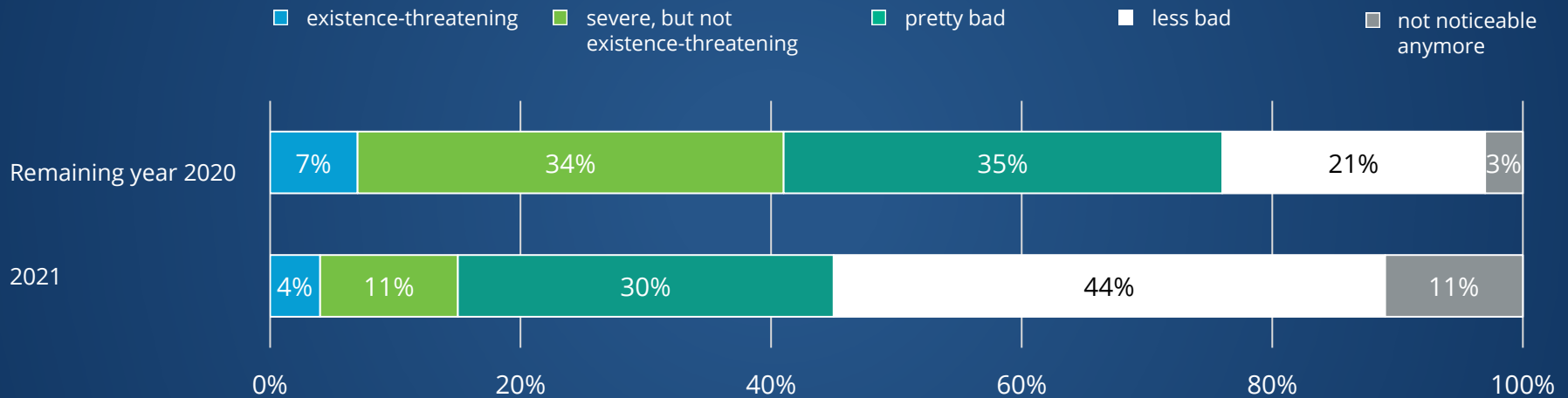
Which immediate measures are being implemented by the interviewed companies?

- Measures to **secure liquidity** - from short-time work to direct state aid
- Measures to **increase efficiency** - e.g. process optimization and digitization

The Corona crisis causes long-term effects on the economy: **56 percent** of all companies interviewed will not return to pre-shutdown operation before the **end of 2020 at the earliest.**

RESET AFTER THE SHUTDOWN
THE RESULTS.

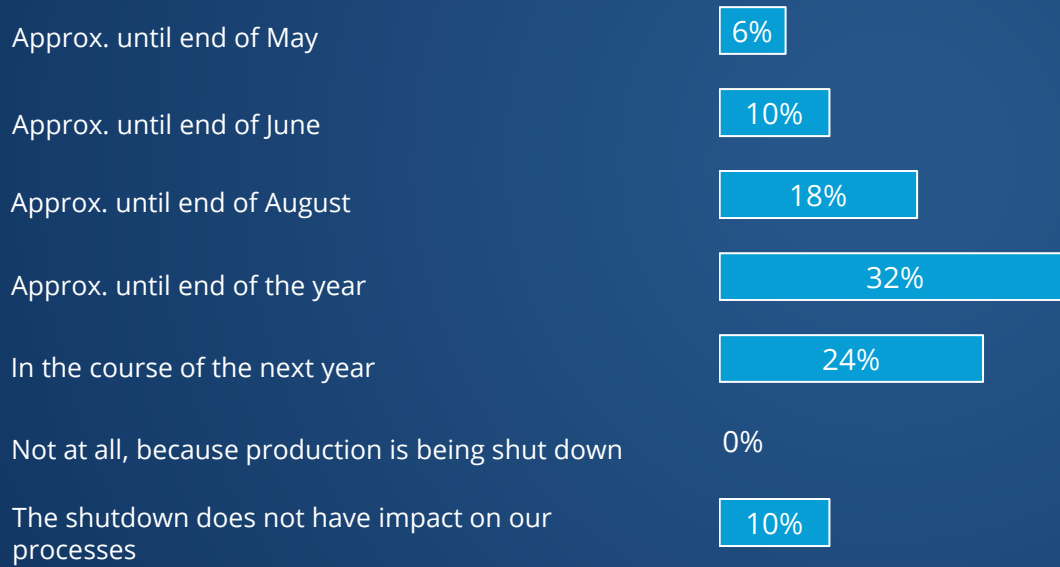
Please assess the extent of economic impact of the current crisis on your company?



The impact of the crisis will have a **long-lasting effect** until the upcoming year

After the COVID-19 pandemic economic life will slowly start to get back on track.

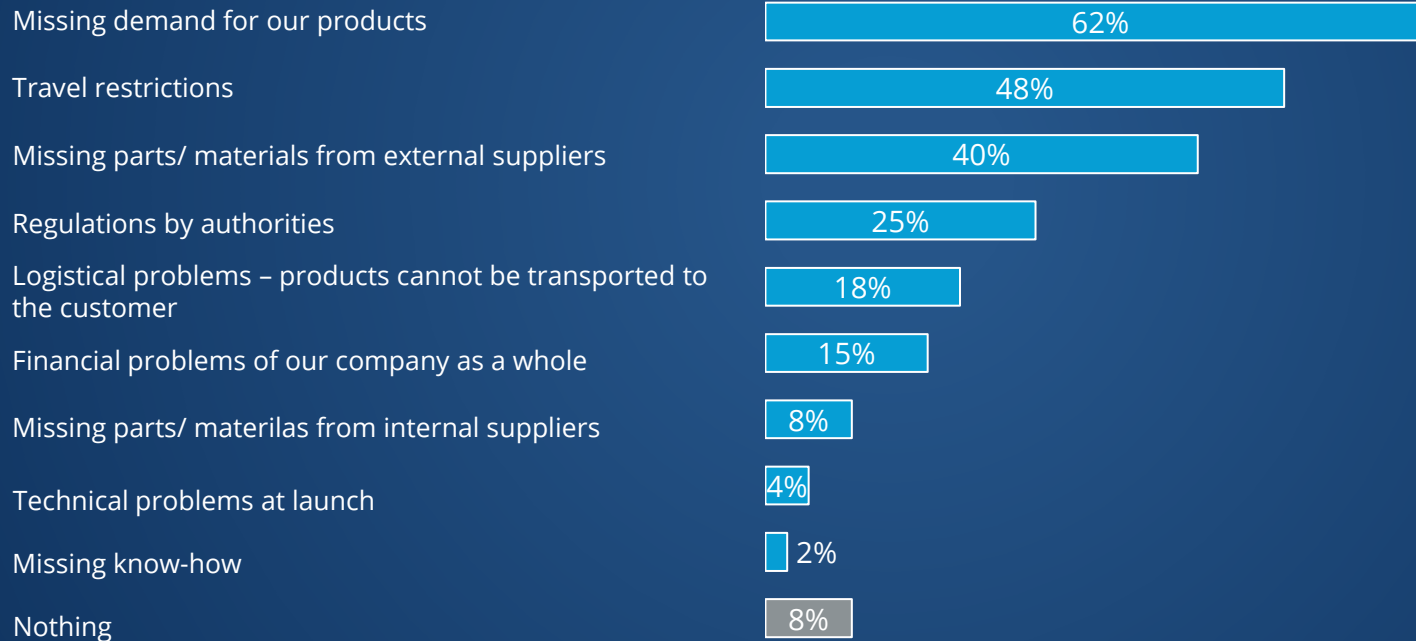
How long do you recon it will take for your company to operate as it did before the shutdown?



The effects of the shutdown are a **long-term burden** on the companies

Which factors prevent a quick reset of your business?

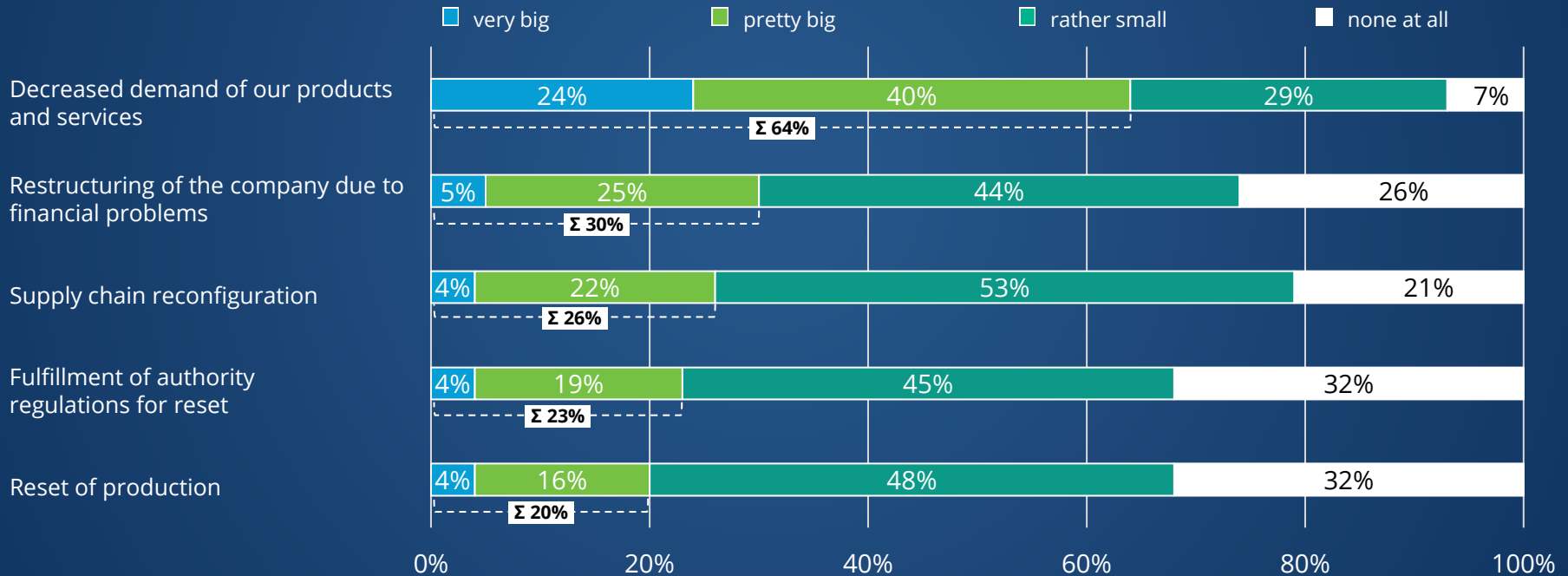
Multiple answers possible



Companies face numerous challenges

Considering the upcoming months until the end of the year:

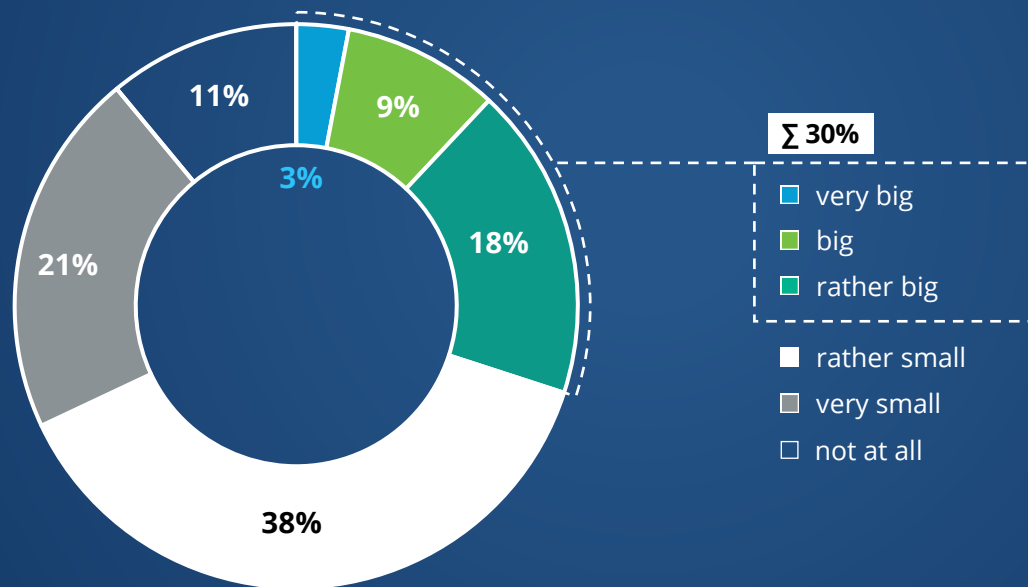
How big do you recon the challenges for your company are in the following segments?



Solutions are needed in various sectors

Due to the crisis one big area of concern for many companies are the supply chains.

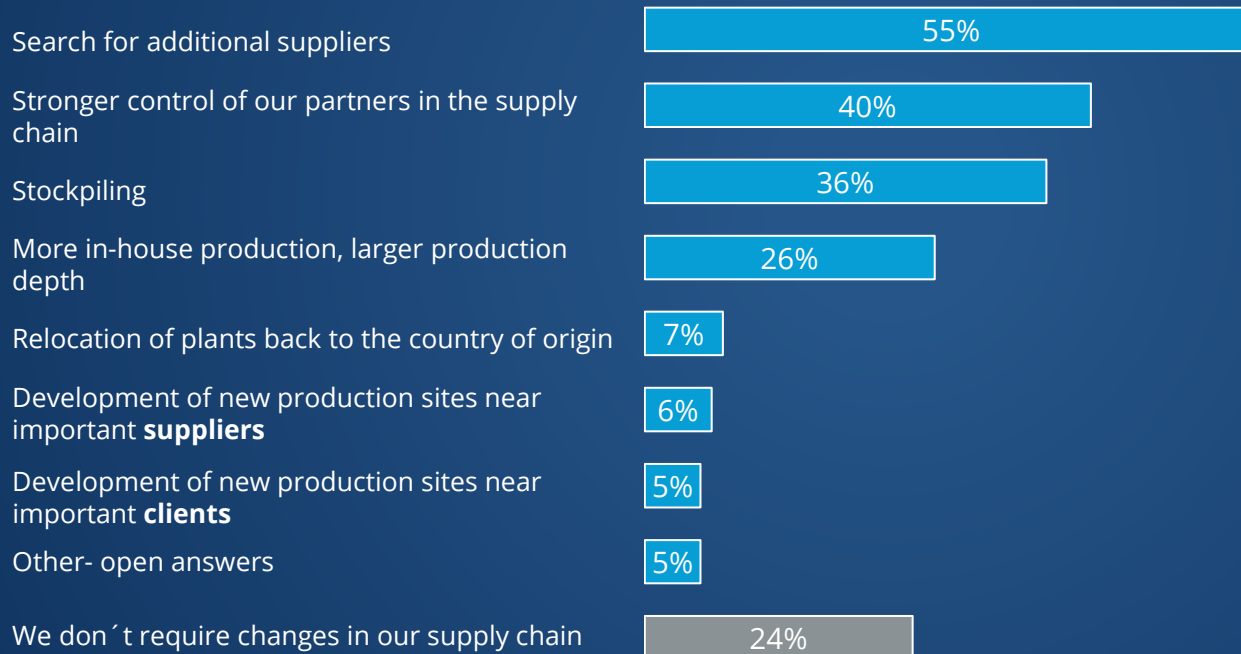
Do you currently experience problems with your supply chain(s)?



Potential **deficiencies** in supply chains have been **detected**

Which measures are suitable for optimizing your supply chain?

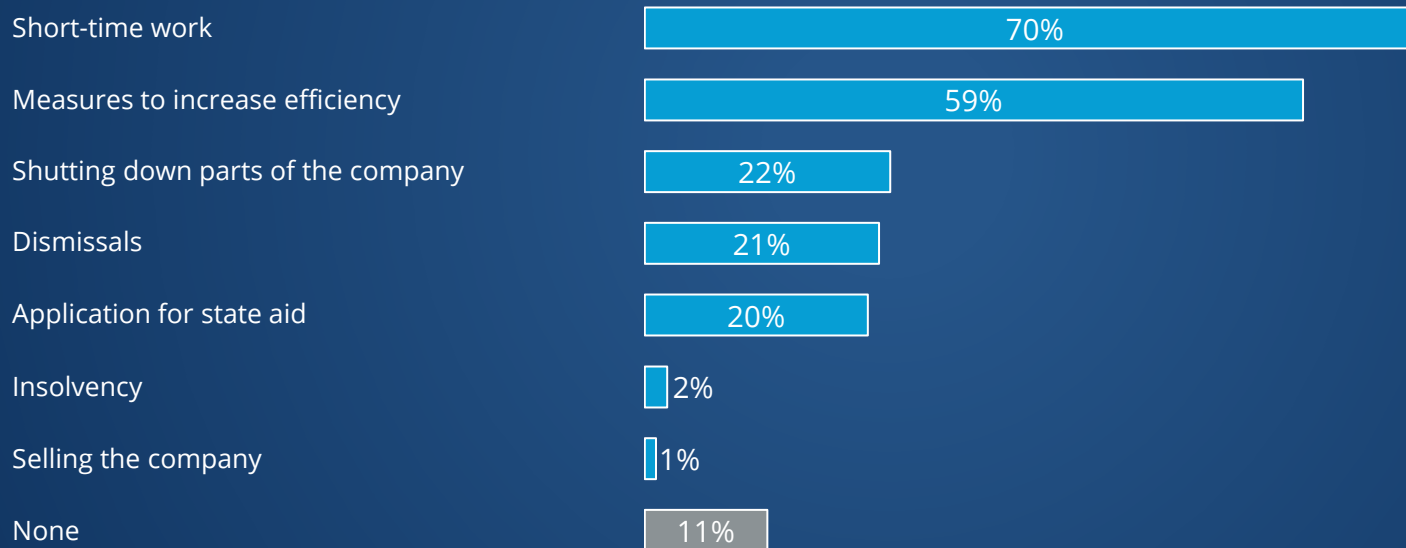
Multiple answers possible



One lesson learned from the crisis:
Disperse the risk more widely

Which of the following measures do you consider realistic or have you taken in response to the crisis?

Multiple answers possible



Exploit efficiency potential for short-term remedy

RESET AFTER THE SHUTDOWN
STATISTICAL DATA.

What industry does your company operate in?

Industry	76 %
Service	19 %
Trade	4 %
Public sector	1 %

How big was your annual turnover before the crisis?

up to 50 m. euros	29 %
50 – 250 m. euros	23 %
250 – 500 m. euros	12 %
500 m. – 1 bn. euros	5 %
more than 1 bn. euros	13 %
no details	18 %

What is your position in the company?

Shareholder/ Owner	8%
Managing Partner	9 %
Managing Director/ Board	26 %
Division Manager	22 %
Main Department Manager	6 %
Department Manager	14 %
Other	15 %

Statistical Data.

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INSIDE EVERY COMPANY
THERE IS AN EVEN BETTER ONE.

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