INTERNATIONAL STUDY

RESET AFTER THE SHUTDOWN 2020



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



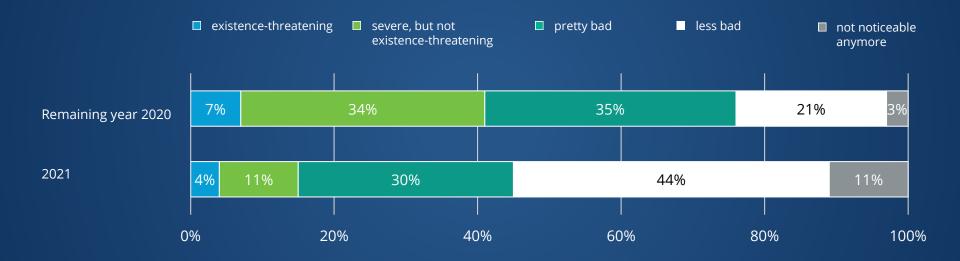
Which immediate measures are being implemented by the interviewed companies?

- 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.**

THE RESULTS.

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

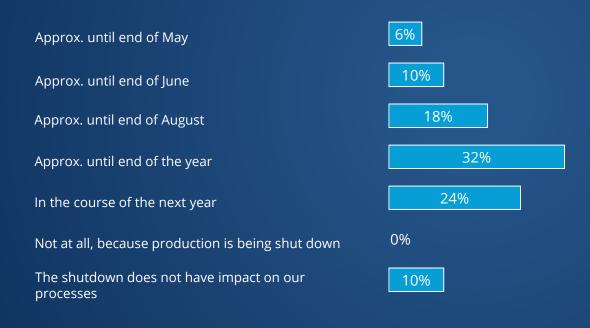


The impact of the crisis will have **a long-lasting effect** until the upcoming year

STAUFEN.

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 **longterm burden** on the companies

Which factors prevent a quick reset of your business? Multiple answers possible Missing demand for our products Travel restrictions 48% Missing parts/ materials from external suppliers 40% Regulations by authorities 25% Logistical problems – products cannot be transported to the customer

15%

8%

2%

Financial problems of our company as a whole

Missing parts/ materilas from internal suppliers

Technical problems at launch

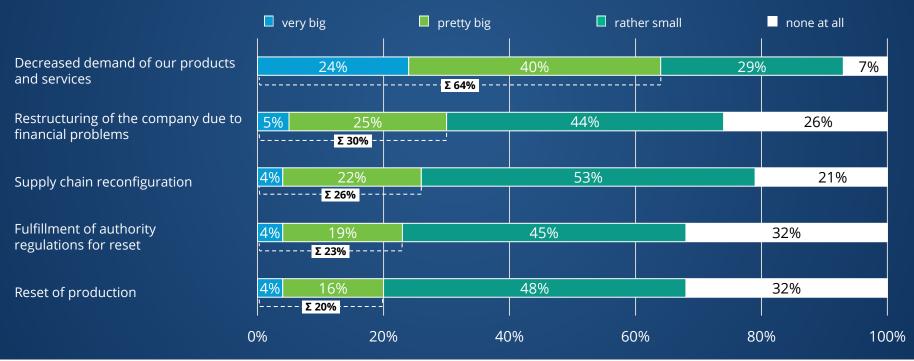
Missing know-how

Nothing

Companies face numerous challenges

Considering the upcoming months until the end of the year:

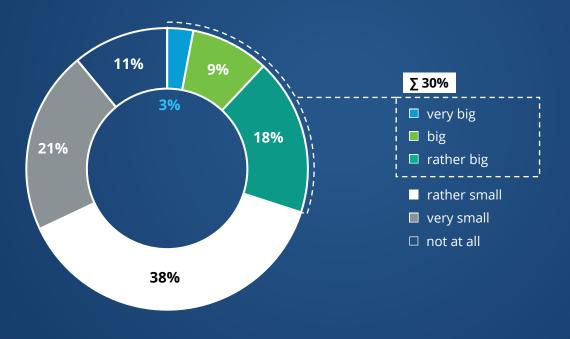
How big do you recon the challenges for your company are in the following segments?



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 55% Search for additional suppliers Stronger control of our partners in the supply 40% chain 36% Stockpiling More in-house production, larger production 26% depth 7% Relocation of plants back to the country of origin Development of new production sites near 6% important suppliers Development of new production sites near 5% important clients Other- open answers We don't require changes in our supply chain 24%

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?

Short-time work

Measures to increase efficiency

Shutting down parts of the company

22%

Dismissals 21%

Application for state aid 20%

Insolvency 2%

Selling the company 1%

Multiple answers possible

None 11%

Exploit efficiency potencial for short-term remedy

STATISTICAL DATA.

What industry does operate in?	your company
Industry	76 %
Service	19 %
Trade	4 %
Public sector	1 %

How big was your annua before the crisis?	l turnover
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.

STAUFEN.

INSIDE EVERY COMPANY
THERE IS AN EVEN BETTER ONE.

Contact



Wilhelm Goschy
Member of the Board
w.goschy@staufen.ag
+49 7024 8056 0

Media Contact



Werner Bärtle
Director Marketing
w.baertle@staufen.ag
+49 7024 8056 157

STAUFEN.AG

Beratung.Akademie.Beteiligung

Blumenstraße 5 Kranhaus 1. Im Zollhafen 18

D-73257 Köngen D-50678 Köln +49 7024 8056 0 +49 221 168819 0

www.staufen.ag