

IGCC questionnaire

Surviving Covid-19: The Impact of the Pandemic on companies' business activity in Poland

RESULTS OF THE SURVEY WITH THE PARTICIPATION OF 189 COMPANIES
CONDUCTED BETWEEN 10 - 24.06.2020

THE FRENCH-POLISH CHAMBER OF COMMERCE TOGETHER WITH OTHER CHAMBERS IN THE IGCC (INTERNATIONAL GROUP OF CHAMBERS OF COMMERCE) INVITED THEIR MEMBER COMPANIES TO TAKE PART IN A SURVEY ASSESSING THE IMPACT OF COVID-19 ON THEIR OPERATIONAL AND FINANCIAL ACTIVITIES ON THE POLISH MARKET AS WELL AS THEIR BUSINESS AND INVESTMENT OUTLOOK FOR THE TIME AFTER THE LOCKDOWN EXIT.

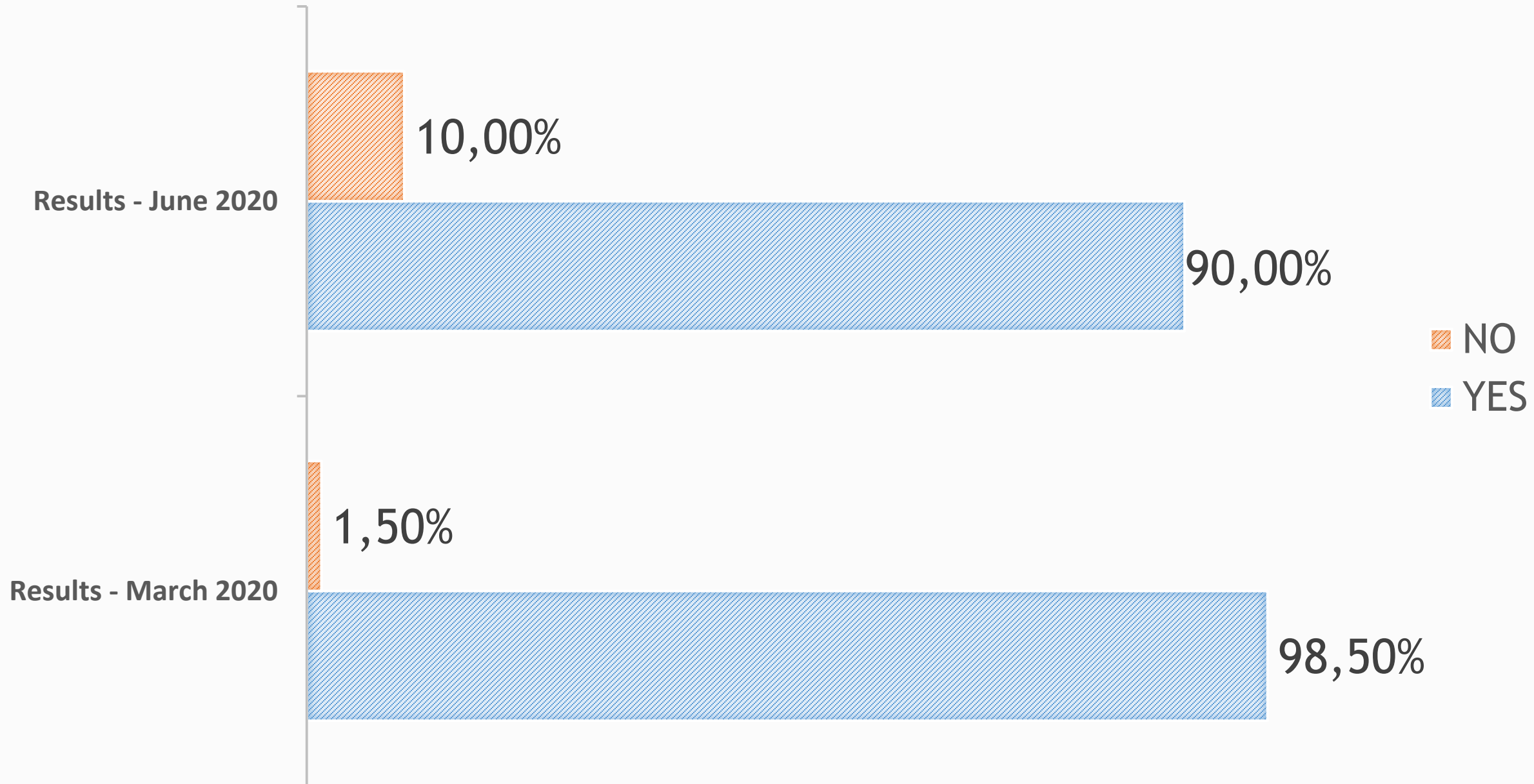
THE RESULTS ARE BASED ON 189 COMPLETED QUESTIONNAIRES.
MULTIPLE & SINGLE CHOICE CLOSED-ENDED QUESTIONS + OPEN-ENDED QUESTIONS
For some of the questions, the results were compared with the results of a survey conducted by CCIFP in March 2020.



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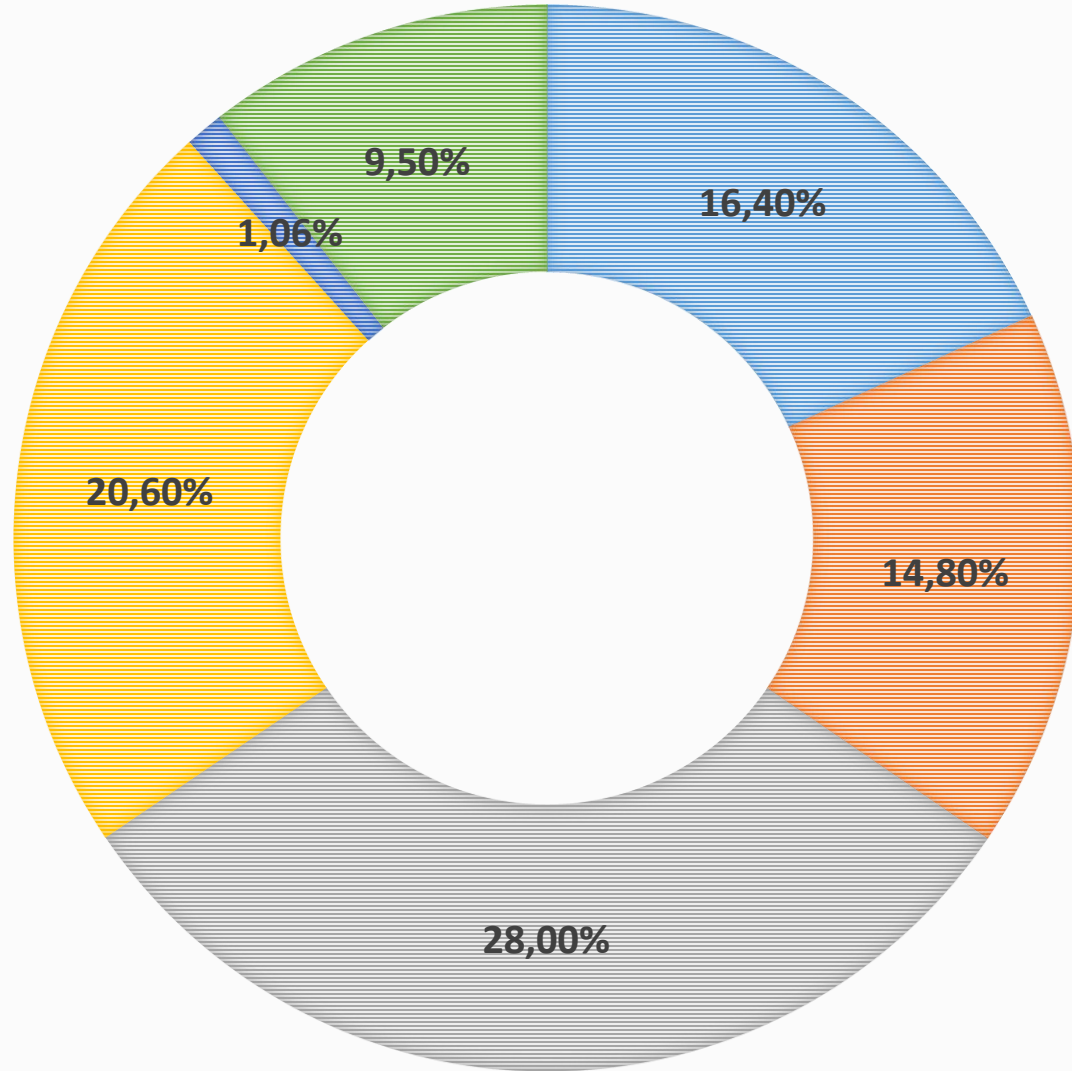
BUSINESS VOLUME
/
CURRENT CHALLENGES

Has the appearance of coronavirus in Poland affected your business?



HOW HAS THE COVID-19 PANDEMIC AFFECTED YOUR SALES?

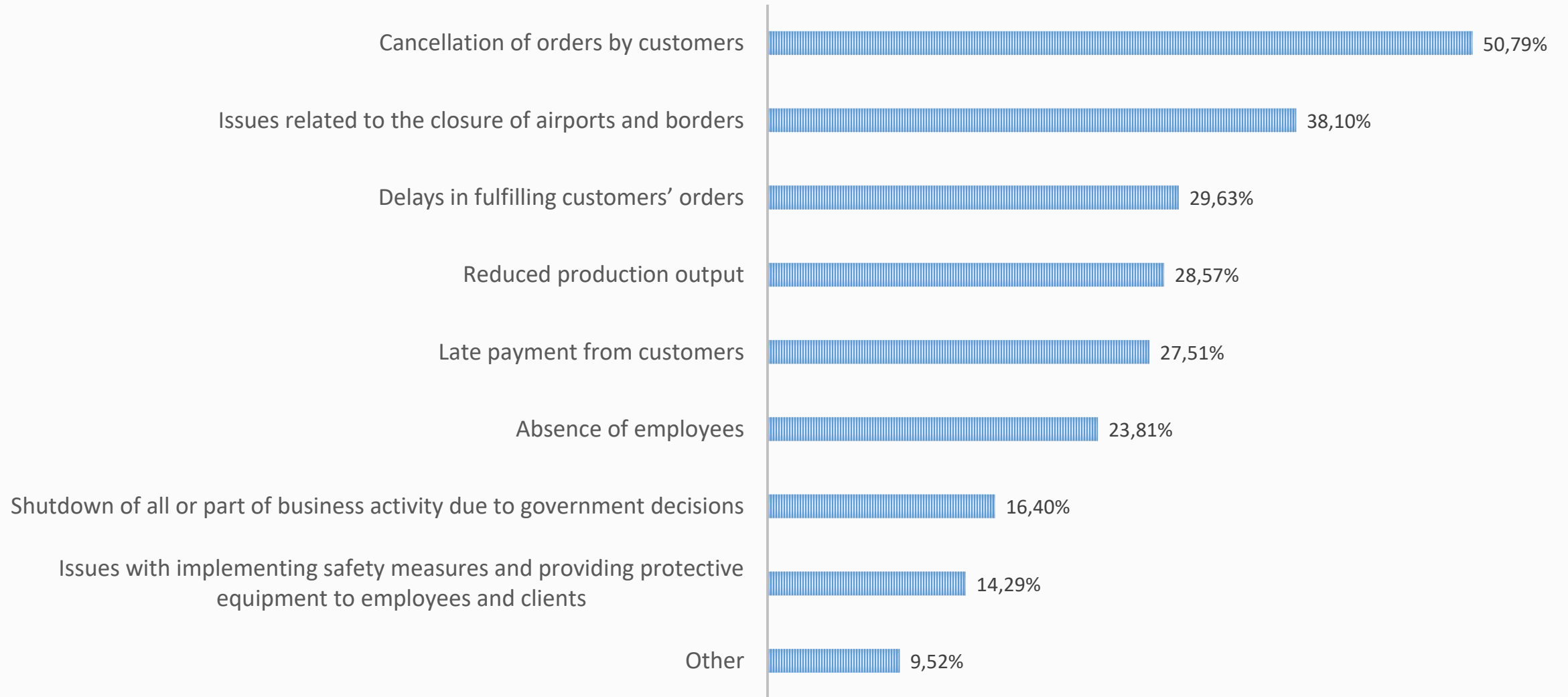
(JUNE 2020 SURVEY RESULTS)



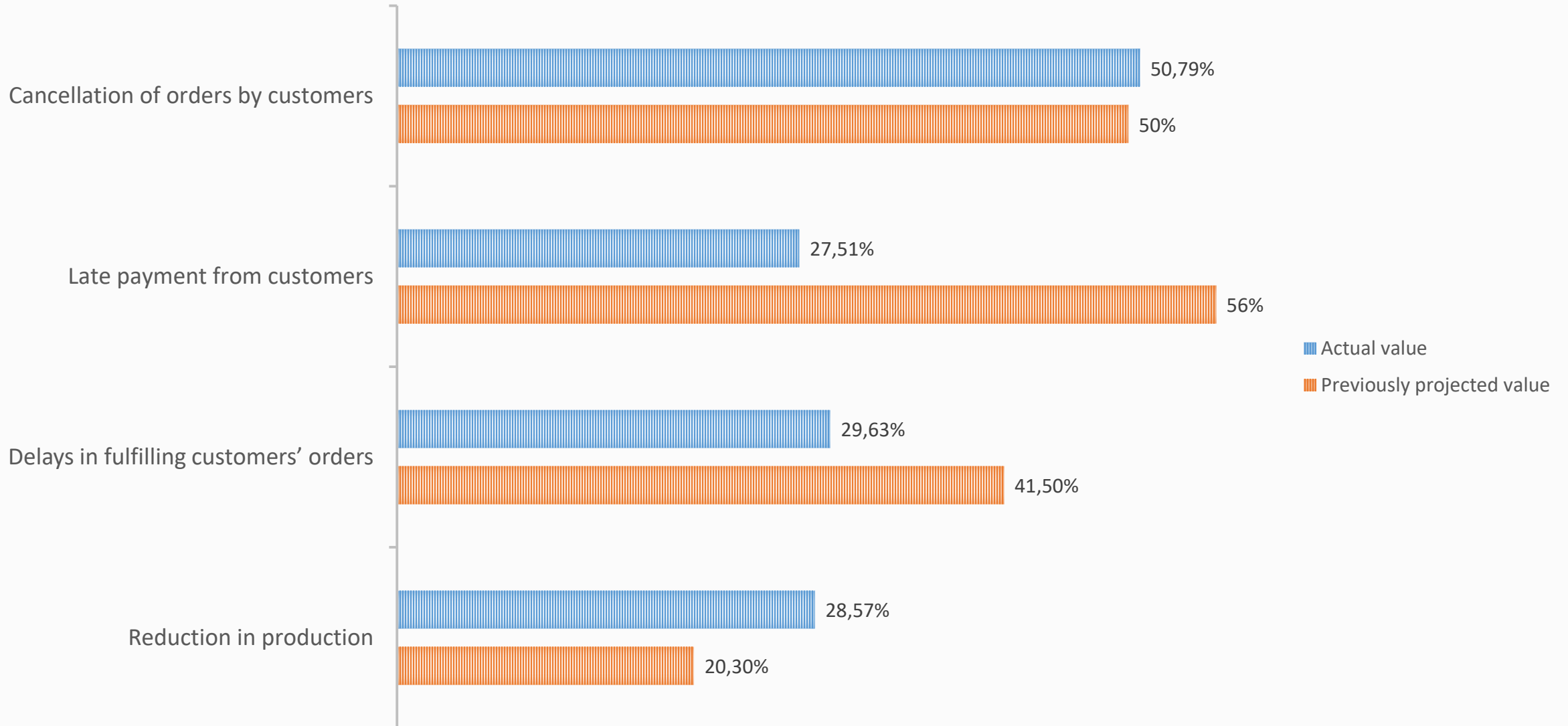
- Reduction in sales Y/Y up to 15%
- Reduction in sales Y/Y by 15%-25%
- Reduction in sales Y/Y above 25%
- Reduction in sales that is difficult to estimate
- Increase in sales
- No impact

WHAT ARE THE MAIN COVID-19 RELATED ISSUES THAT HAVE OCCURRED IN YOUR COMPANY DURING THE LAST THREE MONTHS?

(JUNE 2020 SURVEY RESULTS)

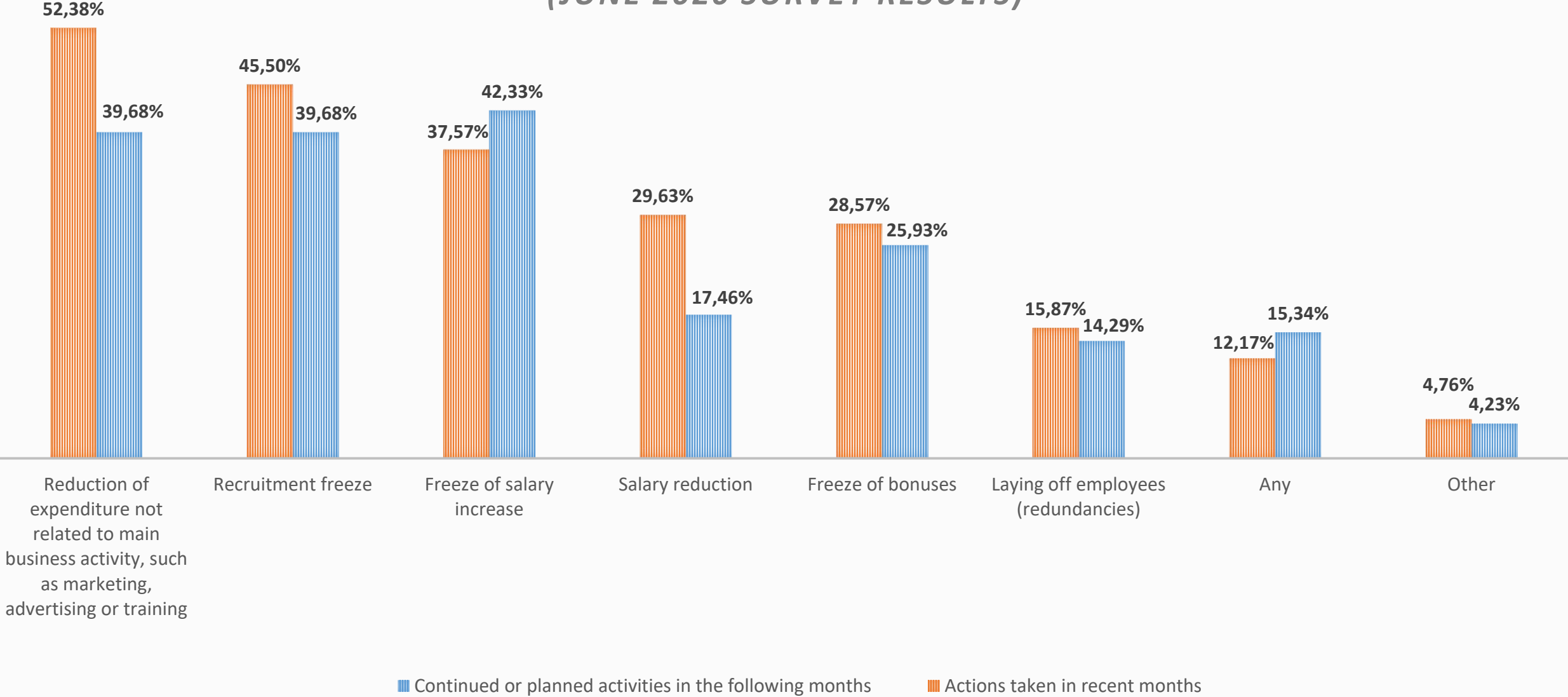


**PROBLEMS/DIFFICULTIES PREDICTED BY COMPANIES
(INDICATED IN THE MARCH 2020 SURVEY)
VS.
THE DIFFICULTIES ENCOUNTERED IN THE LAST 3 MONTHS
(INDICATED IN THE JUNE 2020 SURVEY)**



WHICH OF THESE MEASURES HAVE YOU TAKEN TO ENSURE THE LIQUIDITY OF YOUR COMPANY? WHICH OF THEM WILL CONTINUE TO BE APPLIED IN THE FOLLOWING MONTHS?

(JUNE 2020 SURVEY RESULTS)



AD. MEASURES TAKEN TO ENSURE THE LIQUIDITY OF THE COMPANY (DATA CONCERNING ONLY COMPANIES THAT INDICATED SUCH UNDERTAKEN MEASURES)

Salary reduction

- 45% of companies reduced salaries by 20%
- 27% reduced salaries by 5-15%
- 29% reduced salaries by 30-50%

Redundancies of a part of employees

(in reference to the number of people employed at the end of January 2020)

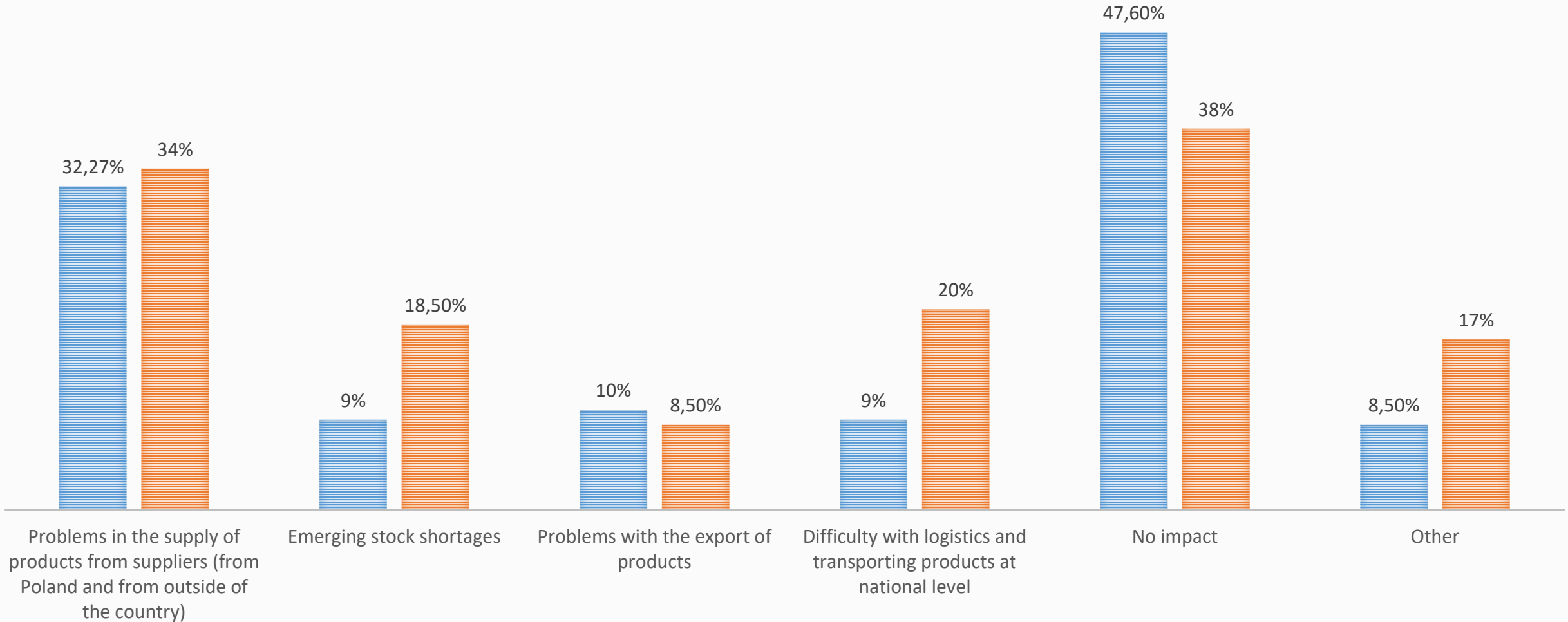
- 27% of companies have laid off 10% of their employees
- 18% have laid off 50% of their employees
- 40% have laid off 2-8% of their employees

Reduction of expenditures not related to the basic activity of the company

- 25% of companies have reduced those expenditures by 100%
- 43% of companies cut them by between 50-90%

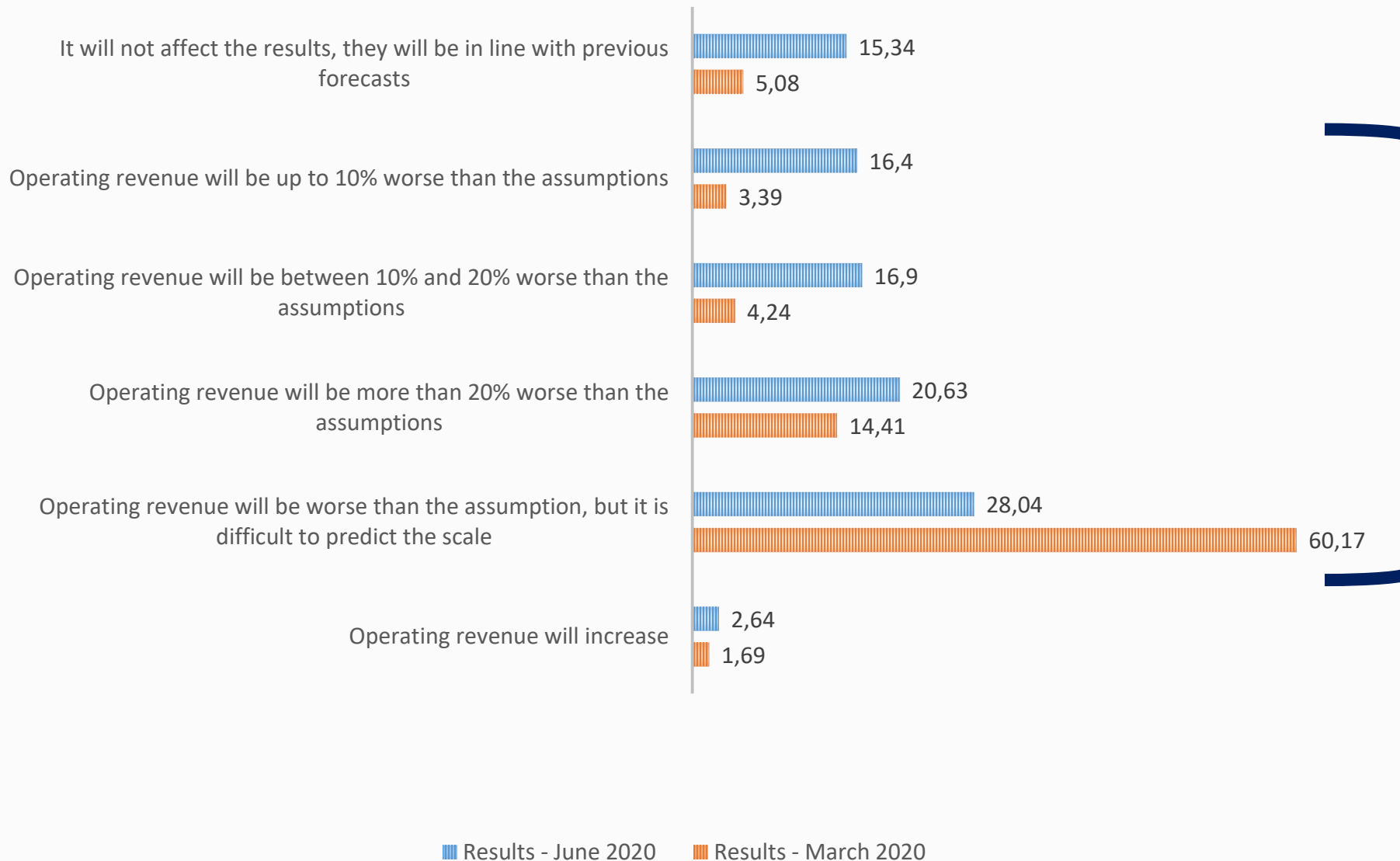
HOW HAS COVID-19 AFFECTED LOGISTICS? (MULTIPLE CHOICE QUESTION)

Results - June 2020 Results - March 2020

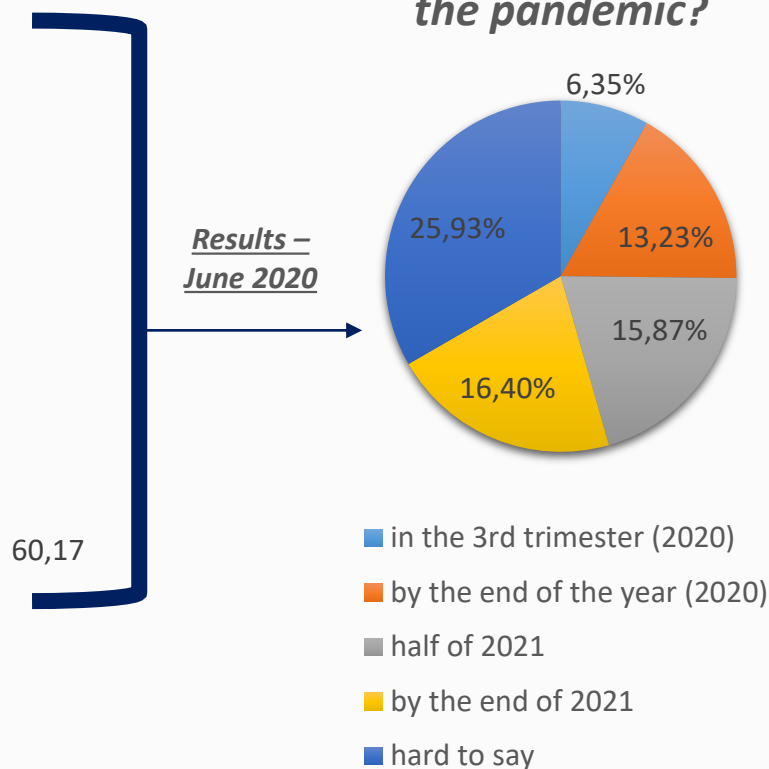


BUSINESS OUTLOOK/PERSPECTIVES

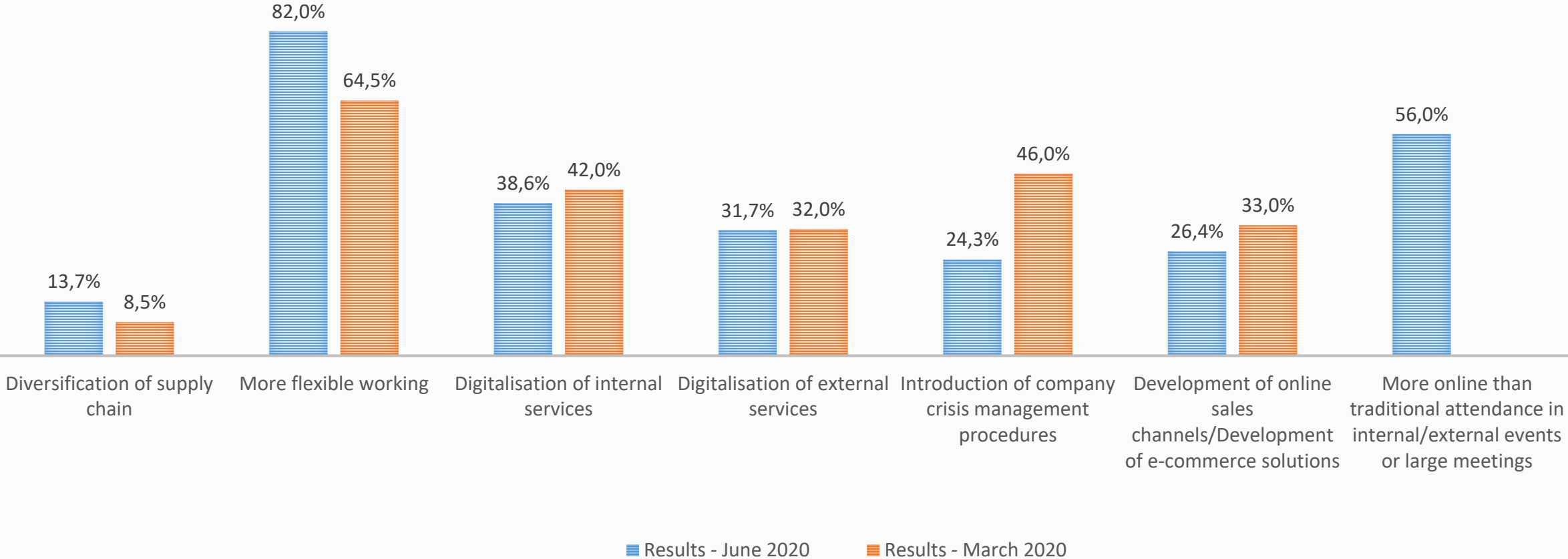
HOW DO YOU THINK THE CURRENT SITUATION WITH COVID-19 WILL AFFECT YOUR FINANCIAL RESULTS BY THE END OF THE YEAR?



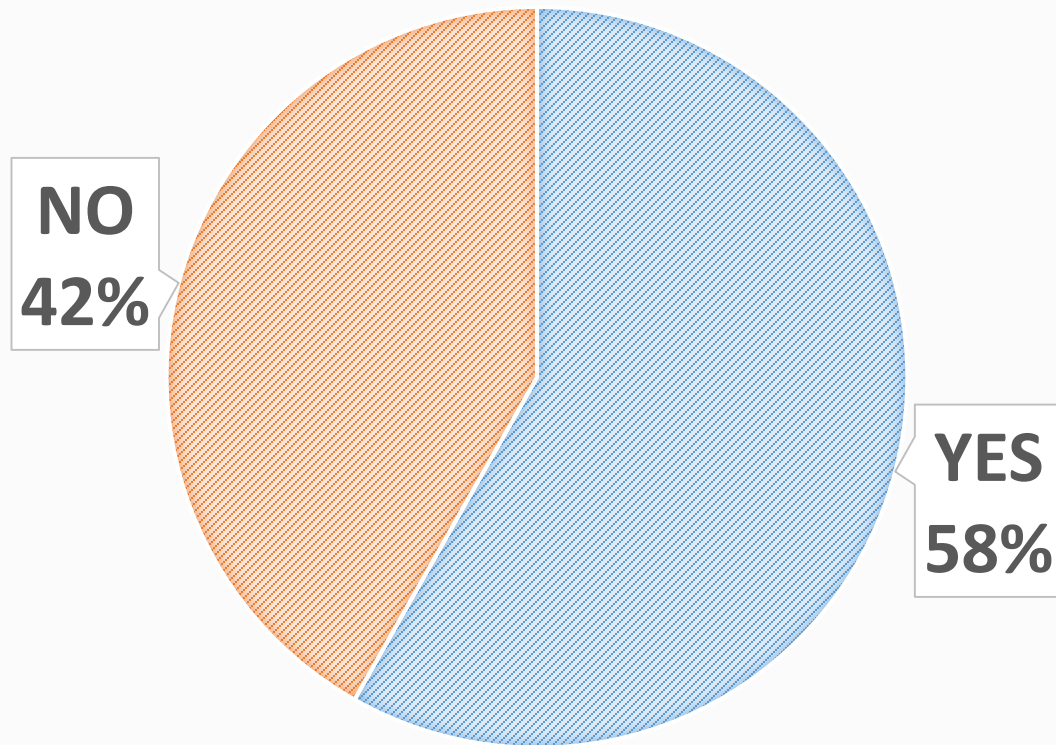
If your financial results were affected, when do you think they will reach the same level as before the pandemic?



WHAT CHANGES IN YOUR COMPANY'S OPERATIONS CAN THE CURRENT SITUATION BRING, WHAT NEW SOLUTIONS AND PROCEDURES DO YOU IMPLEMENT OR INTEND TO IMPLEMENT?



HAS THE COVID-19 CRISIS IMPACTED PLANNED / FUTURE INVESTMENTS?

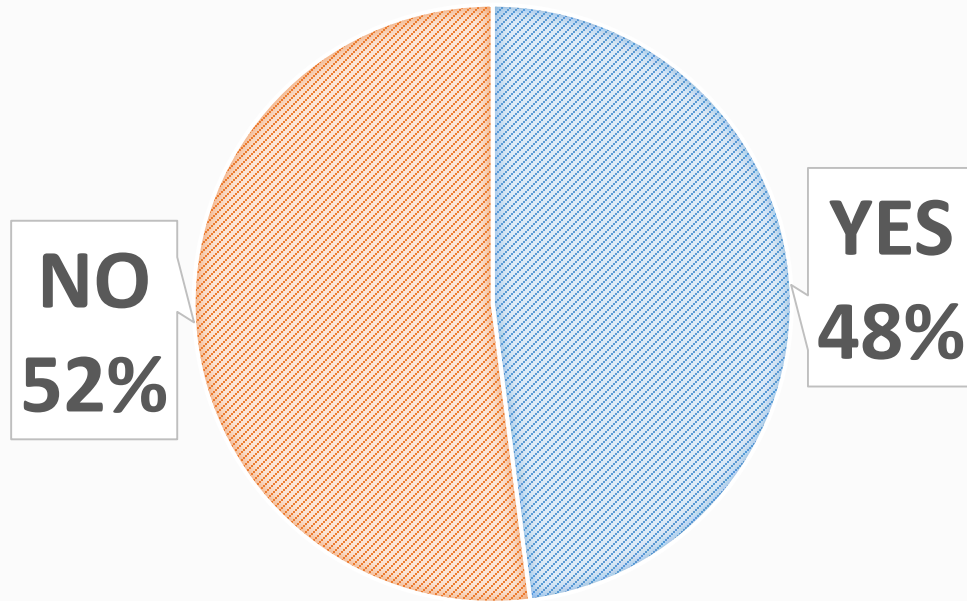


- Most of the investments have been suspended with the possibility of resumption in the second half of 2021.
- Suspended investments are also related to expenses not considered crucial for the business (e.g. purchase of fixed assets, training, marketing)
- Resumption of frozen activities requires an earlier analysis (market condition in the following months, strategy of other companies, activities of subcontractors)

ANTI-CRISIS SHIELD

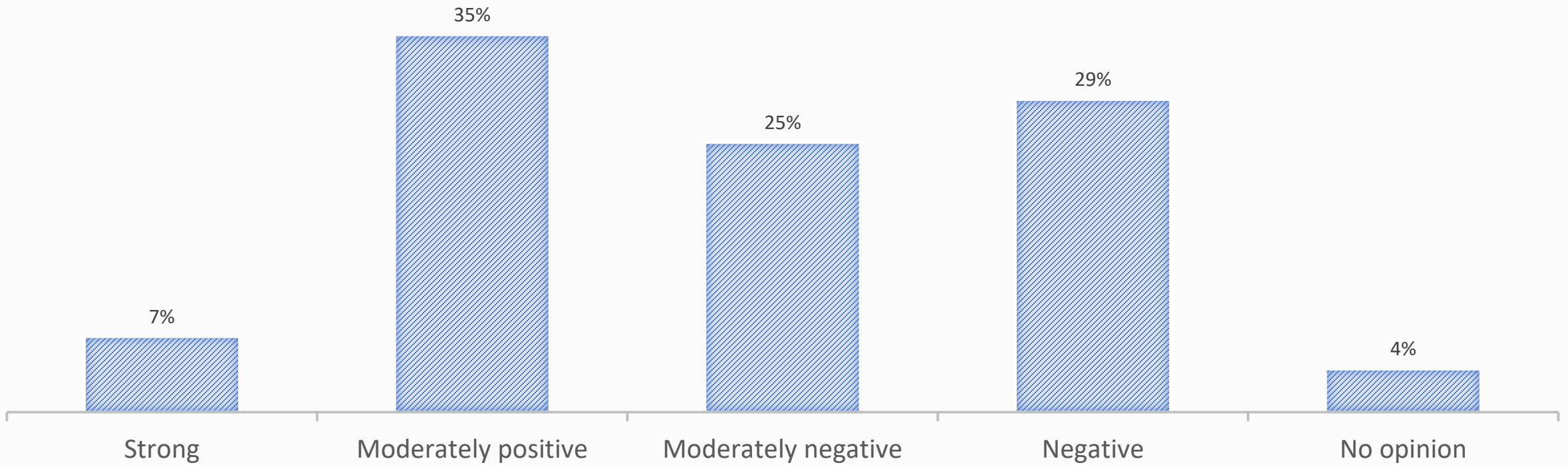
ANTI-CRISIS SHIELD

DID YOU APPLY FOR ANY OF THE MEASURES OF THE ANTI-CRISIS SHIELD?



50% OF COMPANIES THAT DID NOT USE THE ANTI-CRISIS SHIELD INDICATED THAT THEY DID NOT MEET THE REQUIRED QUALIFICATIONS

**HAS GOVERNMENT AID IMPLEMENTED IN THE ANTI-CRISIS SHIELD
MET YOUR COMPANY'S EXPECTATIONS?
(OPINION OF BENEFICIARIES OF THE SHIELD'S MEASURES)**

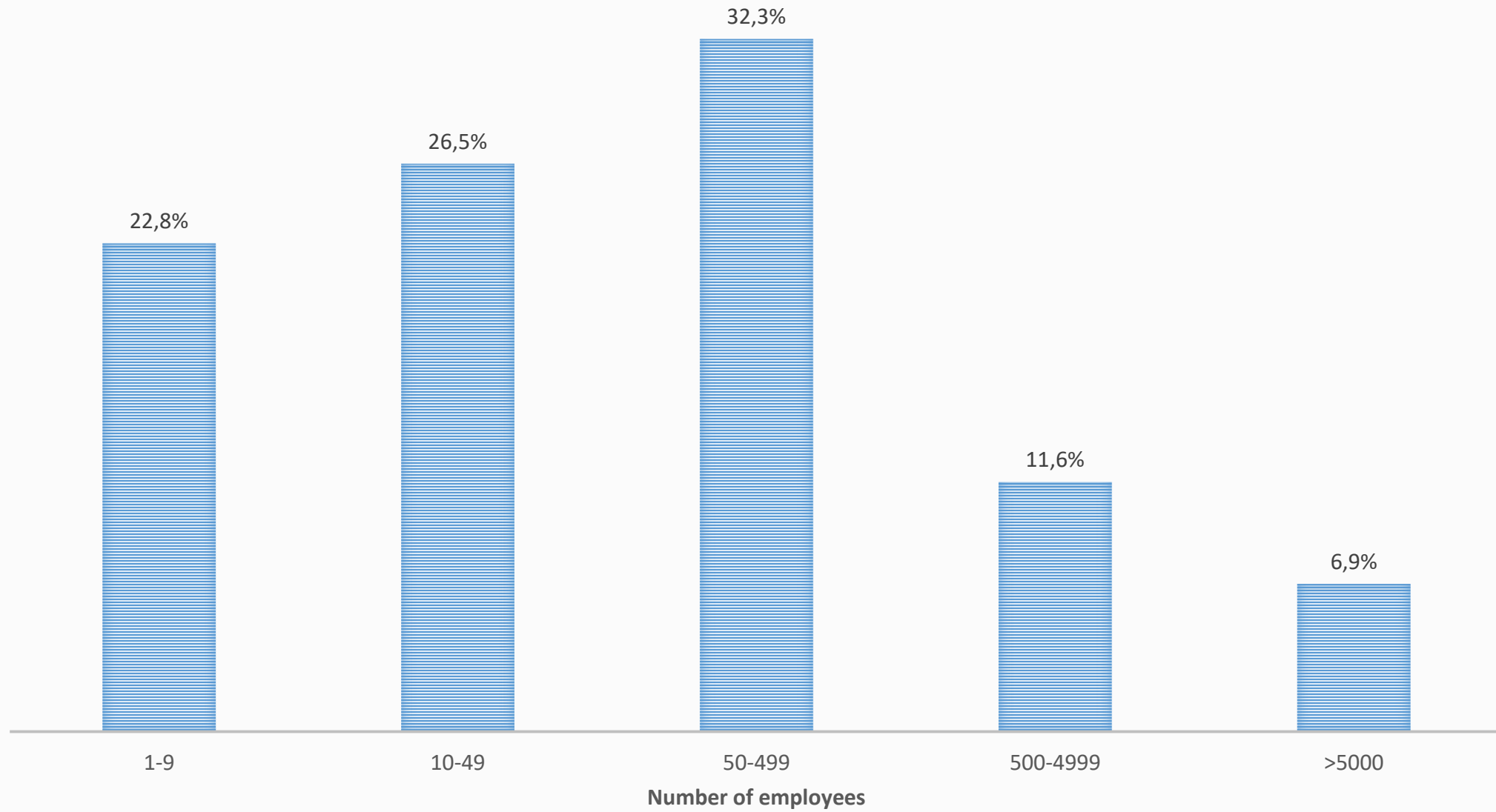


**IF THE MEASURES HAVE NOT MET THE RESPONDER'S
EXPECTATIONS, WHY?**

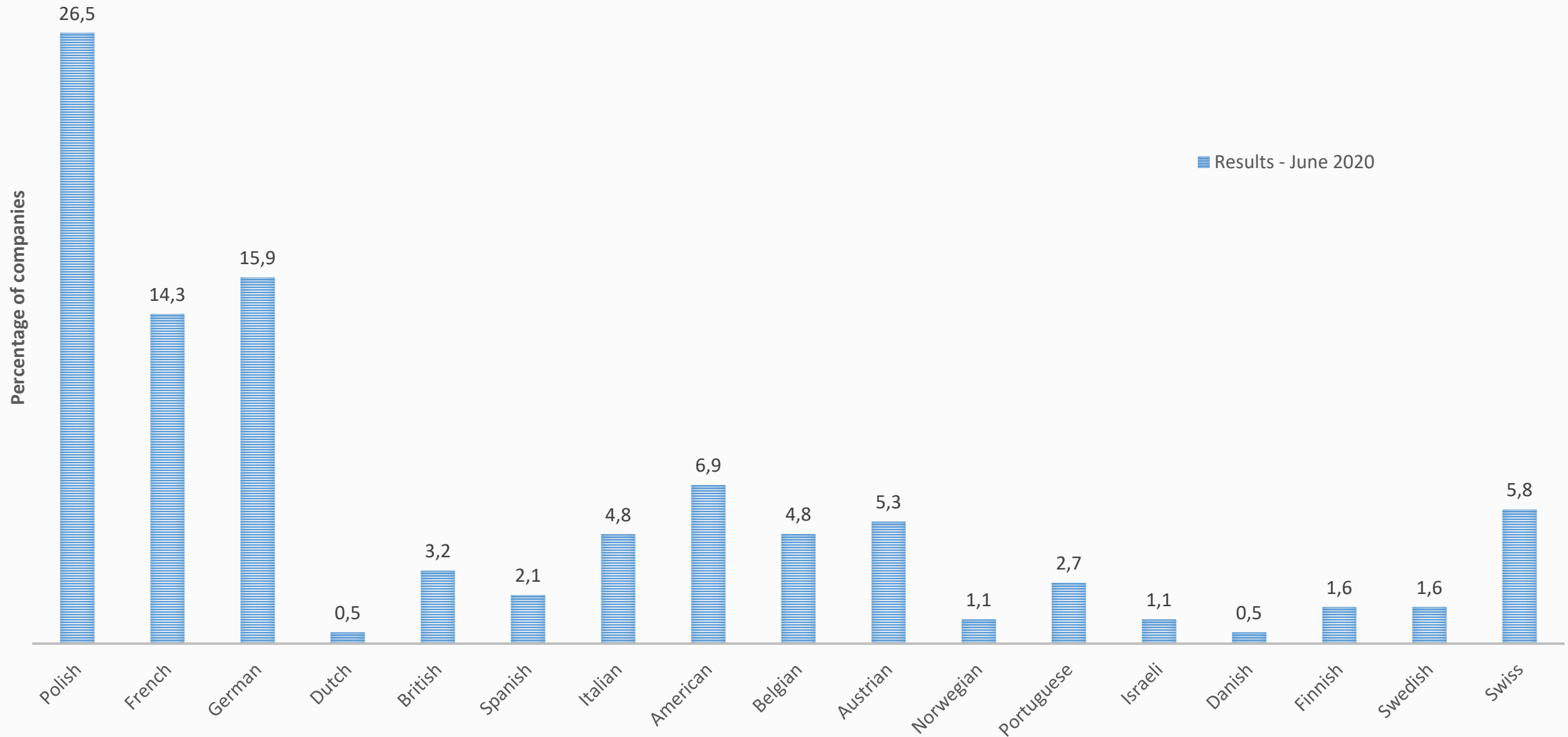
Entrepreneurs were mainly concerned about complicated procedures, unclear rules and long waits for decisions.

GENERAL INFORMATION

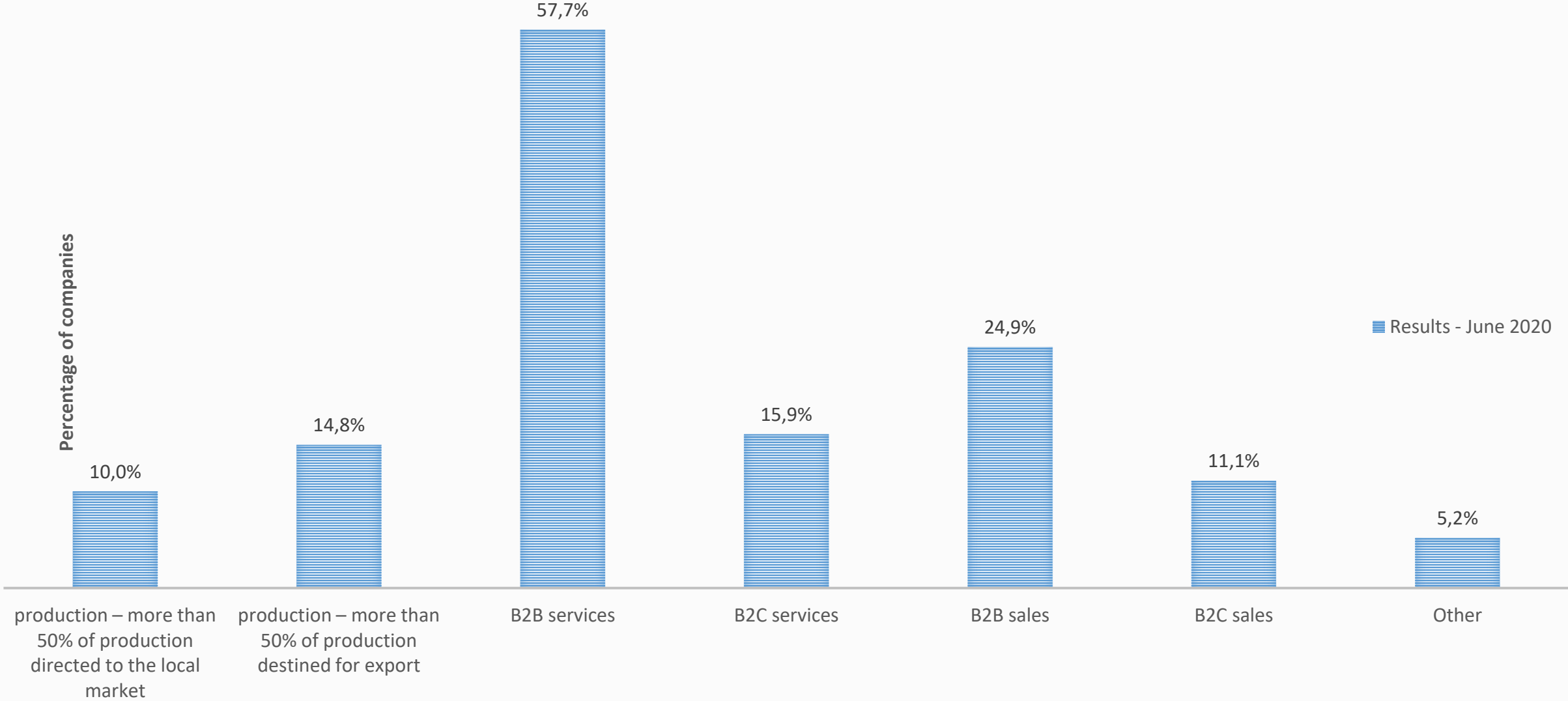
WHAT IS THE NUMBER OF PEOPLE EMPLOYED IN YOUR COMPANY?



WHAT IS THE NATIONALITY OF THE COMPANY'S MAJORITY CAPITAL?

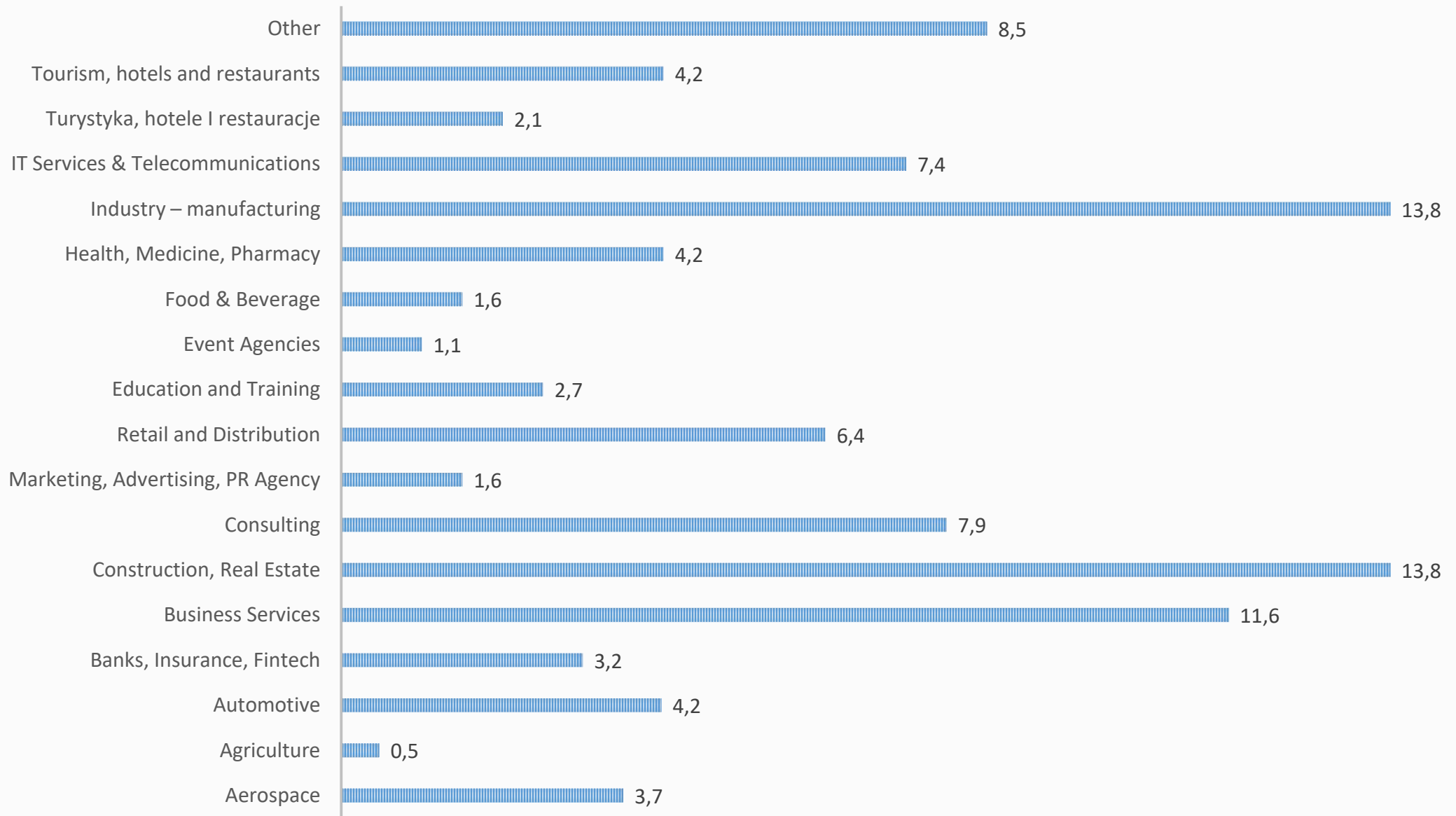


IN WHICH AREAS DOES YOUR COMPANY OPERATE?



STATE THE MAIN SECTOR OF YOUR BUSINESS

■ Results - June 2020



Percentage of companies



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