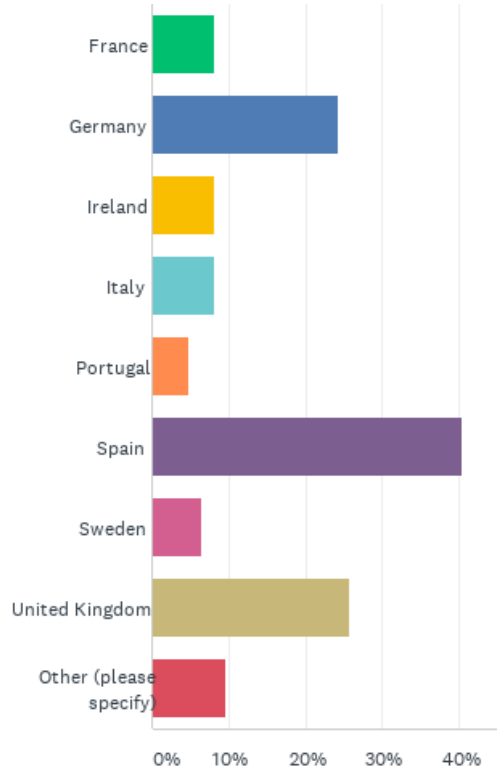


EFCEM Industry Survey June 2021

Total responses: 62

Q5: Please select your country of operation:

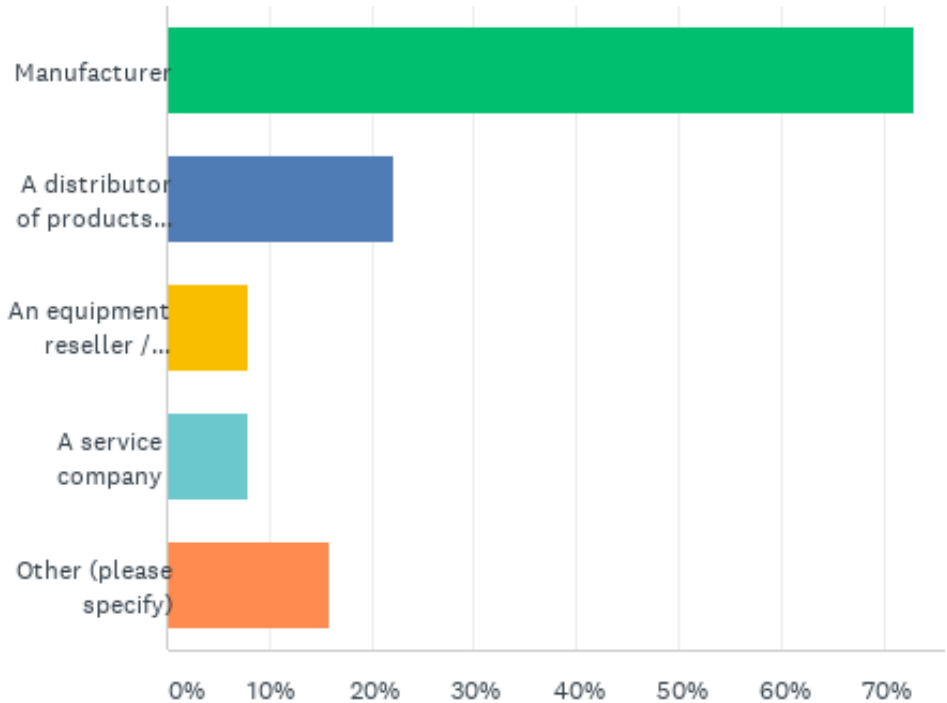


ANSWER CHOICES	RESPONSES	
France	8.06%	5
Germany	24.19%	15
Ireland	8.06%	5
Italy	8.06%	5
Portugal	4.84%	3
Spain	40.32%	25
Sweden	6.45%	4
United Kingdom	25.81%	16
Other (please specify)	9.68%	6
Total Respondents: 62		

“Other” included Switzerland and ‘global responsibility’.

Q6: Which of the following descriptions applies to your business? (Select all that apply)

Answered: 63 Skipped: 0

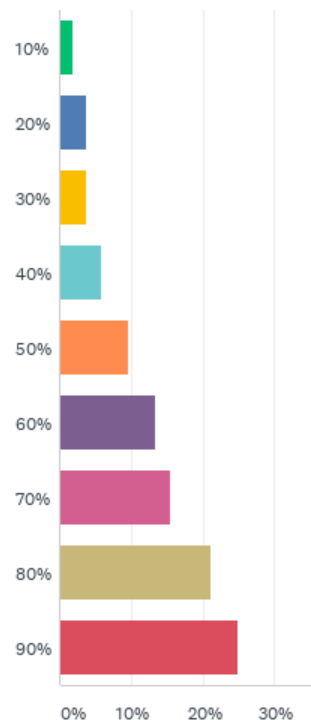


ANSWER CHOICES	RESPONSES	
Manufacturer	73.02%	46
A distributor of products manufactured	22.22%	14
An equipment reseller / dealer	7.94%	5
A service company	7.94%	5
Other (please specify)	15.87%	10
Total Respondents: 63		

“Other” included trade association, manufacturers agent, software, design consultant.

Q7: Compared to your pre-Covid sales what are your current sales as a % ?

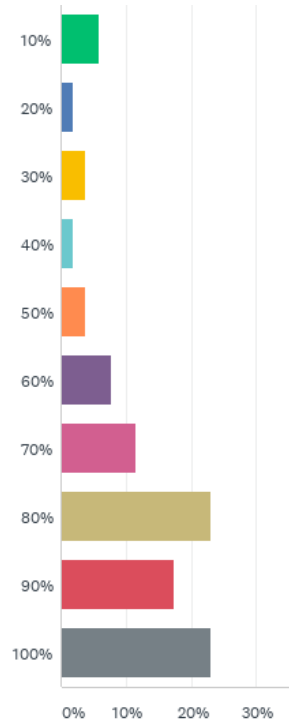
Answered: 52 Skipped: 11



ANSWER CHOICES	RESPONSES
10%	1.92% 1
20%	3.85% 2
30%	3.85% 2
40%	5.77% 3
50%	9.62% 5
60%	13.46% 7
70%	15.38% 8
80%	21.15% 11
90%	25.00% 13
TOTAL	52

Q8: What % of your pre-Covid sales do you expect to achieve in 6 months time (November 2021)?

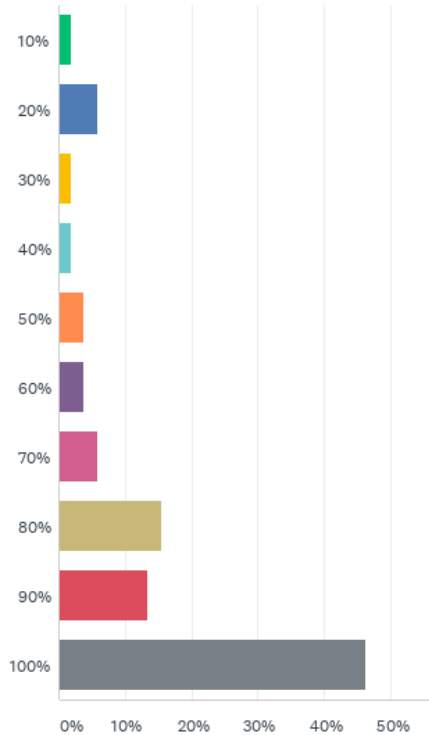
Answered: 52 Skipped: 11



ANSWER CHOICES	RESPONSES
10%	5.77% 3
20%	1.92% 1
30%	3.85% 2
40%	1.92% 1
50%	3.85% 2
60%	7.69% 4
70%	11.54% 6
80%	23.08% 12
90%	17.31% 9
100%	23.08% 12
TOTAL	52

Q9: What % of your pre-Covid sales do you expect to achieve in 12 months time (May 2022)?

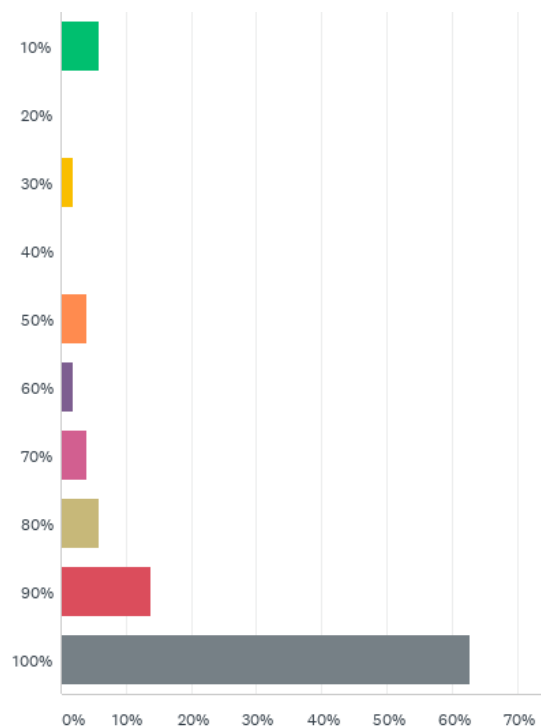
Answered: 52 Skipped: 11



ANSWER CHOICES	RESPONSES	
10%	1.92%	1
20%	5.77%	3
30%	1.92%	1
40%	1.92%	1
50%	3.85%	2
60%	3.85%	2
70%	5.77%	3
80%	15.38%	8
90%	13.46%	7
100%	46.15%	24
TOTAL		52

Q10: What % of your pre-Covid sales do you expect to achieve in 18 months time (November 2022)?

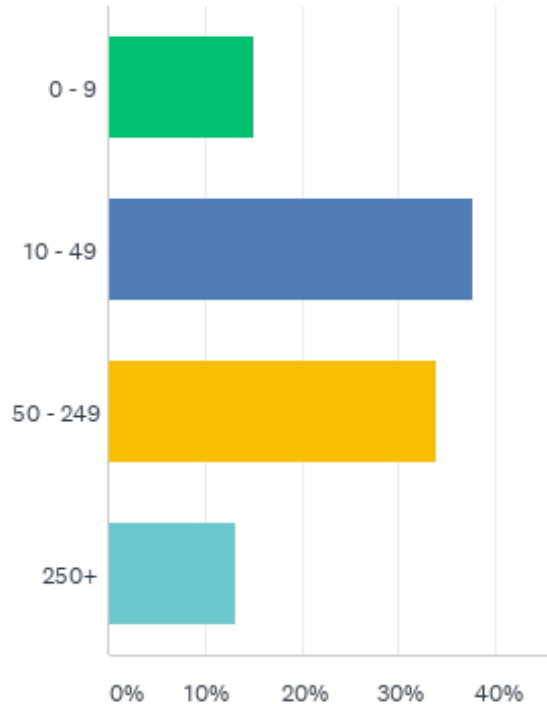
Answered: 51 Skipped: 12



ANSWER CHOICES	RESPONSES
10%	5.88% 3
20%	0.00% 0
30%	1.96% 1
40%	0.00% 0
50%	3.92% 2
60%	1.96% 1
70%	3.92% 2
80%	5.88% 3
90%	13.73% 7
100%	62.75% 32
TOTAL	51

Q11: How many staff do you employ?

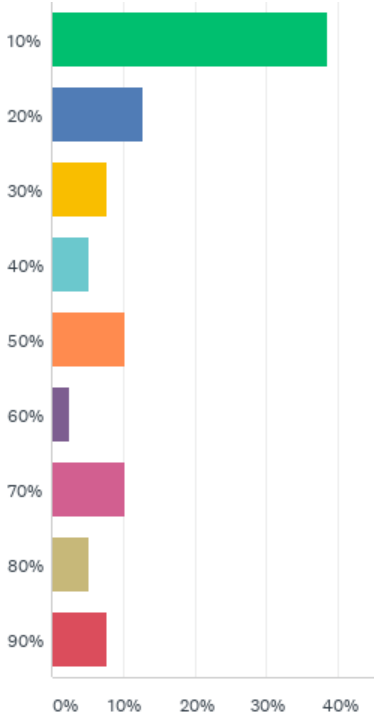
Answered: 53 Skipped: 10



ANSWER CHOICES	RESPONSES
0 - 9	15.09% 8
10 - 49	37.74% 20
50 - 249	33.96% 18
250+	13.21% 7
TOTAL	53

Q12: What % of staff are receiving Government supported salaries?

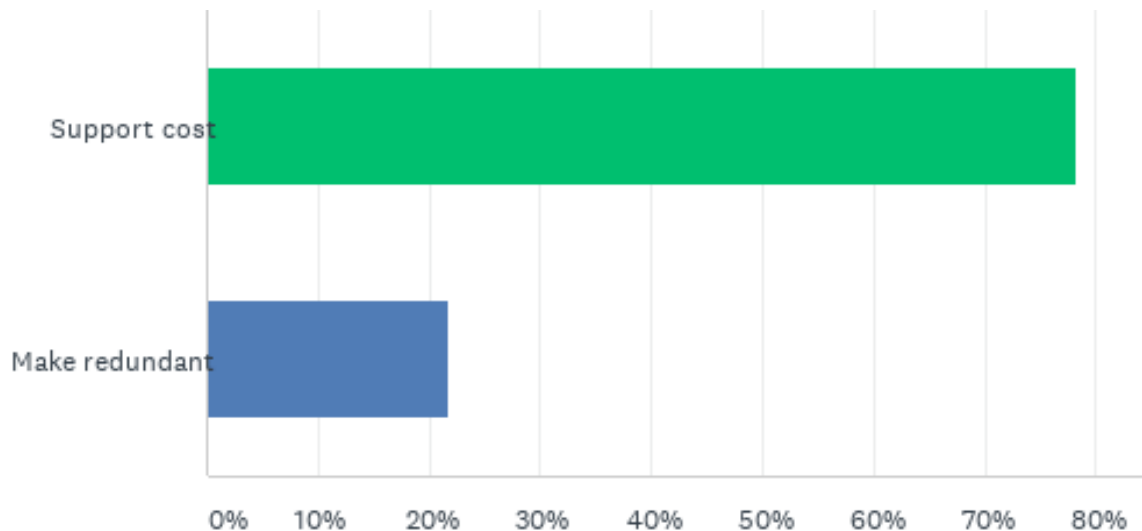
Answered: 39 Skipped: 24



ANSWER CHOICES	RESPONSES	
10%	38.46%	15
20%	12.82%	5
30%	7.69%	3
40%	5.13%	2
50%	10.26%	4
60%	2.56%	1
70%	10.26%	4
80%	5.13%	2
90%	7.69%	3
TOTAL		39

Q13: Will you support costs to the employer, or make staff redundant?

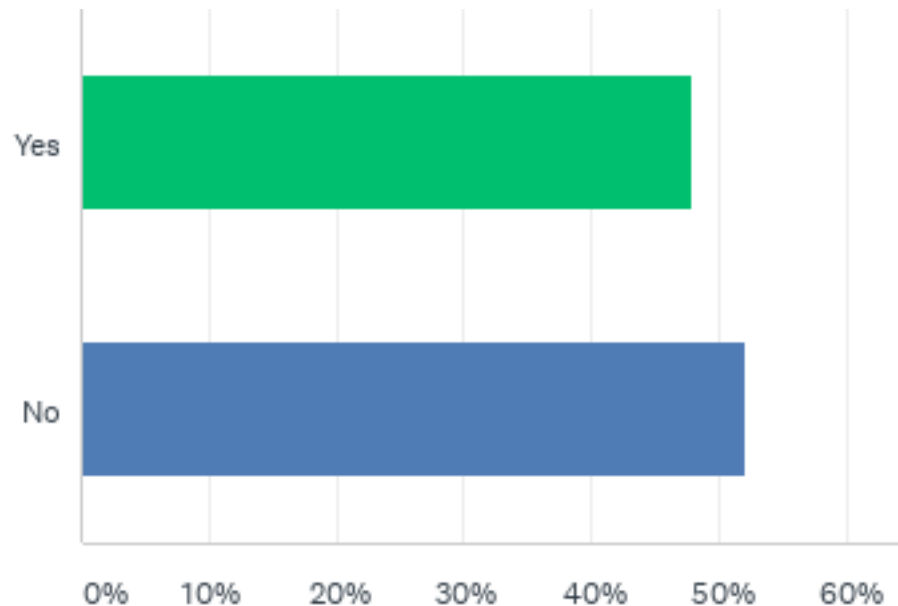
Answered: 46 Skipped: 17



ANSWER CHOICES	RESPONSES
Support cost	78.26% 36
Make redundant	21.74% 10
TOTAL	46

Q14: Have you applied for GRANTS or LOANS to support your business?

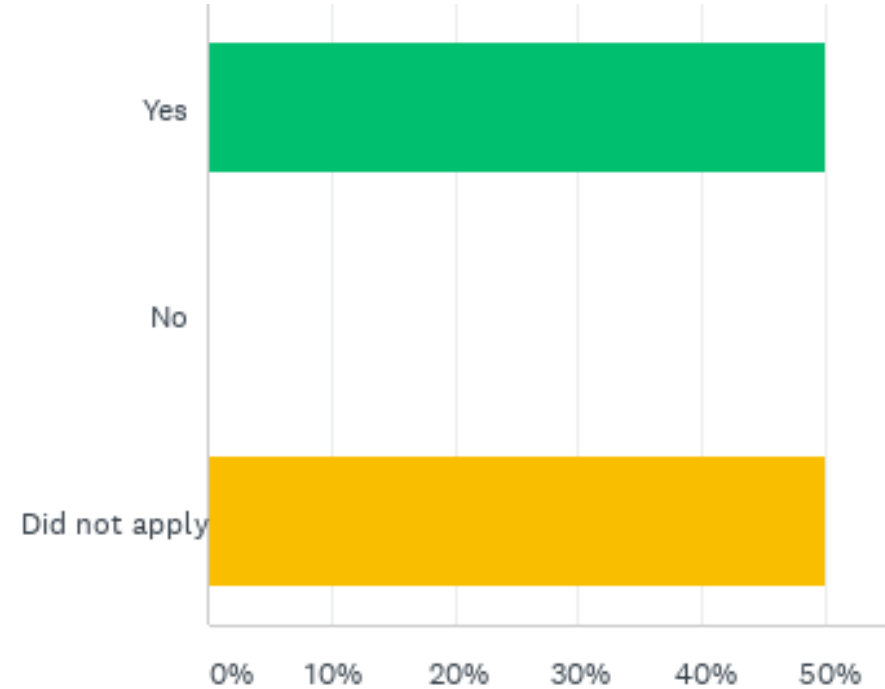
Answered: 46 Skipped: 17



ANSWER CHOICES	RESPONSES	
Yes	47.83%	22
No	52.17%	24
TOTAL		46

Q15: Was your grant or loan application successful?

Answered: 44 Skipped: 19

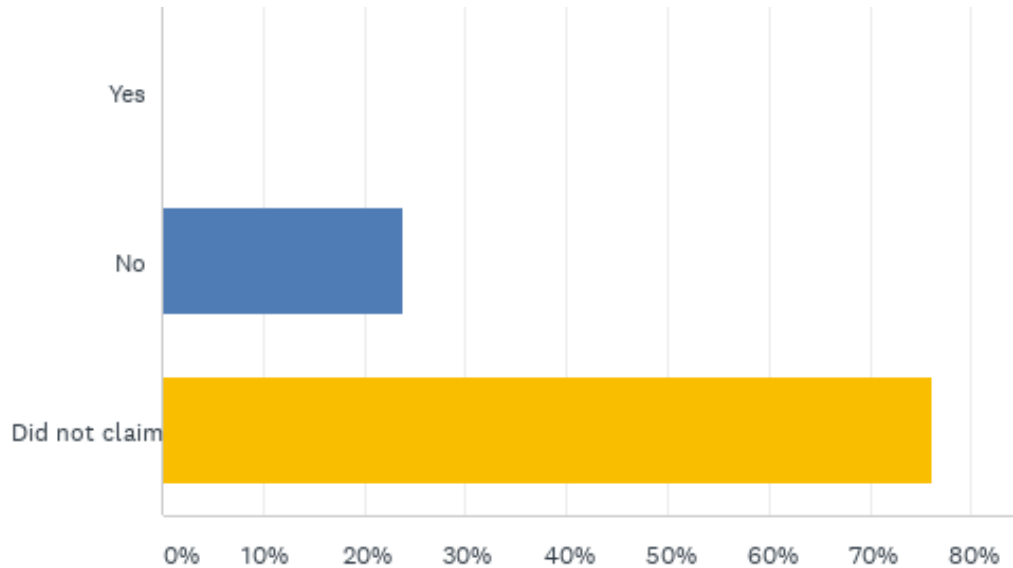


As with last time, all grant applications were successful

ANSWER CHOICES	RESPONSES	
Yes	50.00%	22
No	0.00%	0
Did not apply	50.00%	22
TOTAL		44

Q17: Have any COVID related INSURANCE claims been successful?

Answered: 46 Skipped: 17

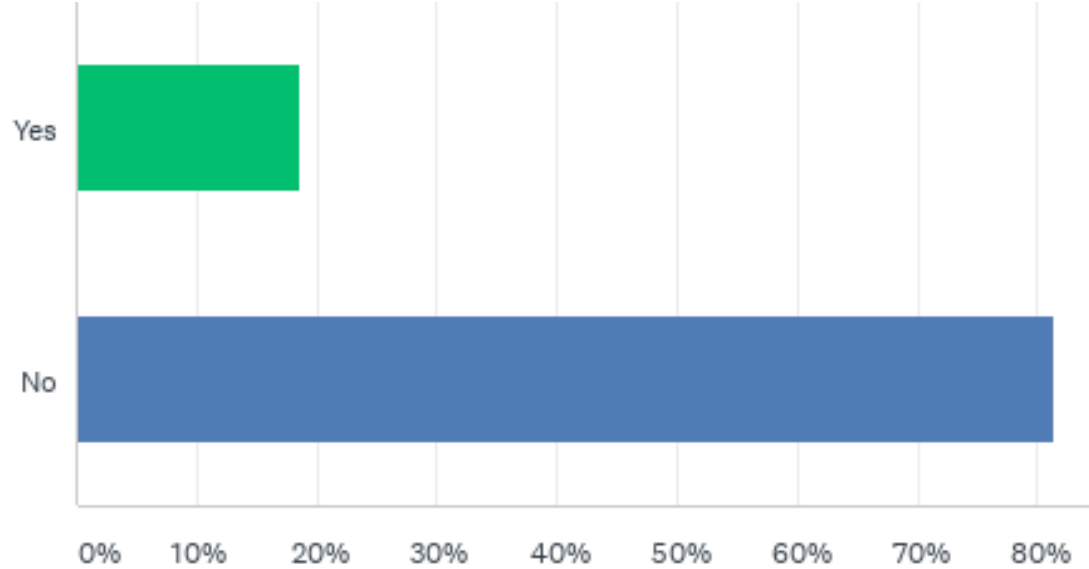


Those that applied for a claim have not been successful

ANSWER CHOICES	RESPONSES	
Yes	0.00%	0
No	23.91%	11
Did not claim	76.09%	35
TOTAL		46

Q21: Are you experiencing problems collecting payments from customers?

Answered: 43 Skipped: 20

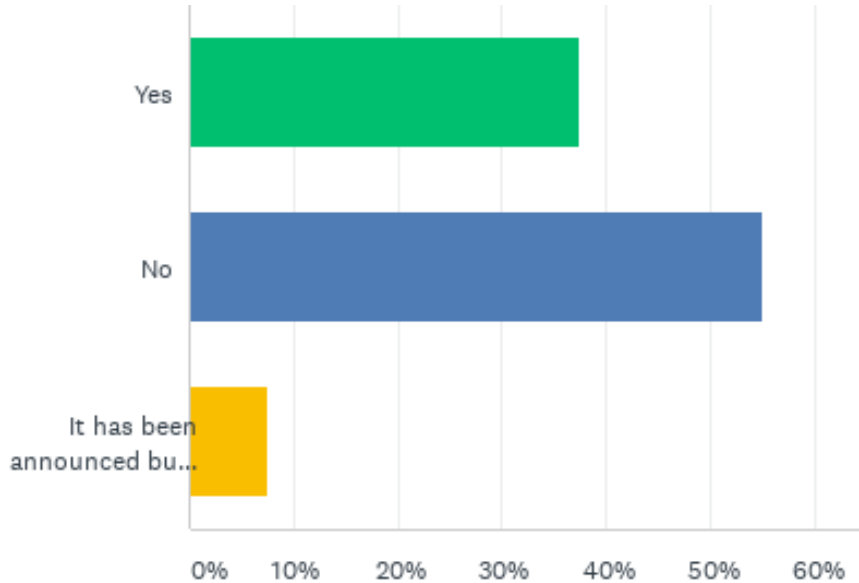


More customers are now paying on time

ANSWER CHOICES	RESPONSES	
Yes	18.60%	8
No	81.40%	35
TOTAL		43

Q23: Have your national government announced or put in place any specific plans to support the Operator or equipment supply chain?

Answered: 40 Skipped: 23



ANSWER CHOICES	RESPONSES	
Yes	37.50%	15
No	55.00%	22
It has been announced	7.50%	3
Total Respondents: 40		

Q24: If yes, what have they put in place?

Answered: 40 Skipped: 23

Financial aid to staff.
- Sweden

Continued employment subsidy.
Re-opening grants. Sustainability loan
requiring only 50% repayment (EU Funding).
- Ireland

30% higher subsidies in 2021
on energy-optimized kitchen
appliances – across Europe

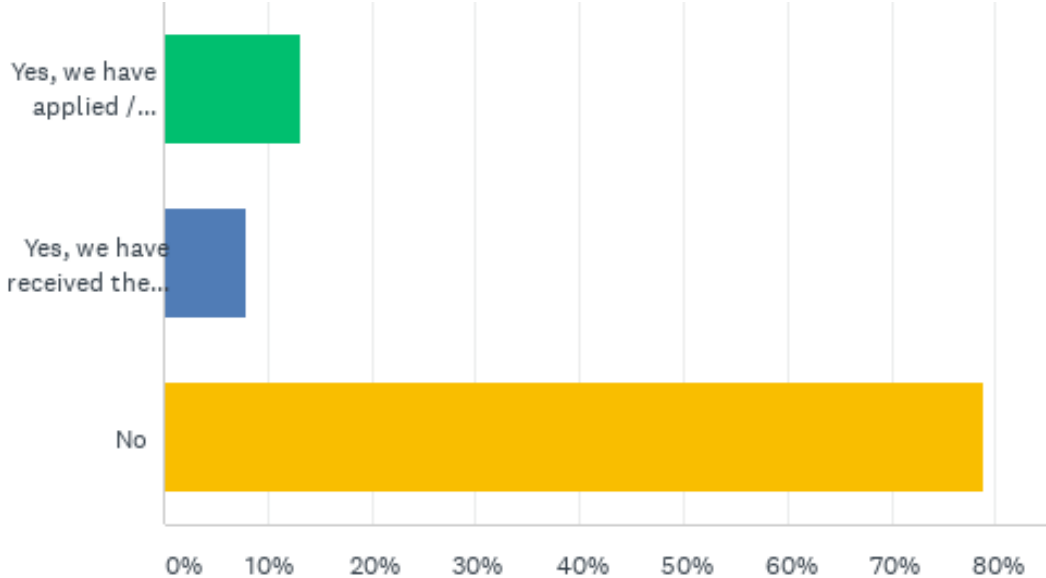
Grants for operators forced to close.
**Additional restrictions grants for
businesses effected** but not forced to close.
- UK

Financial aid for investments.
- Germany

“Bonus Chef” incentive. This bonus allows to obtaining a **tax credit of up to 40%** (for a maximum of € 6000) of the cost of purchasing durable capital goods, such as among others: high energy class machinery for conservation, the processing, transformation, and cooking of food products and the purchase of professional tools and equipment for catering. The credit is intended for subjects exercising the activity of **professional chefs in hotels and restaurants**.
- Italy

Q25: Are you planning to take advantage to the recovery plan?

Answered: 38 Skipped: 25



ANSWER CHOICES	RESPONSES	
Yes, we have applied / submitted the	13.16%	5
Yes, we have received the support	7.89%	3
No	78.95%	30
Total Respondents: 38		

Q26: If yes, can you give any details on the type of initiative?

Answered: 40 Skipped: 23

Digitalization of products Sustainability plan /
implementation of specialist roles
- Spain

We are planning to apply to be listed with
more energy-optimized products
- Switzerland

Swiss government prolongs the '**reduced**
labour time' subsidies until March 2022.
- Switzerland