



FEA Outlook

Q1 2020

Industry insight at your fingertips

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Introduction

The results displayed in this document assess how the land lies within the business landscape and give an understand of the major concerns that members face.

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We hope that you find the information of value.

Please keep your eyes peeled for our next FEA Outlook survey as we encourage as many of our members to take part as possible.

What does the data show?

The graphs used in FEA Outlook take zero as a base, and the total percentage of a particular question is displayed either side of that. Where there are multiple choice questions, for example question 2.1, the bars to the left-hand-side of zero represent the negative answers whilst the bars to the right-hand-side represent the positive answers.

If you have any questions please don't hesitate to ask.

*2020 Q1
Adam Lawrence*

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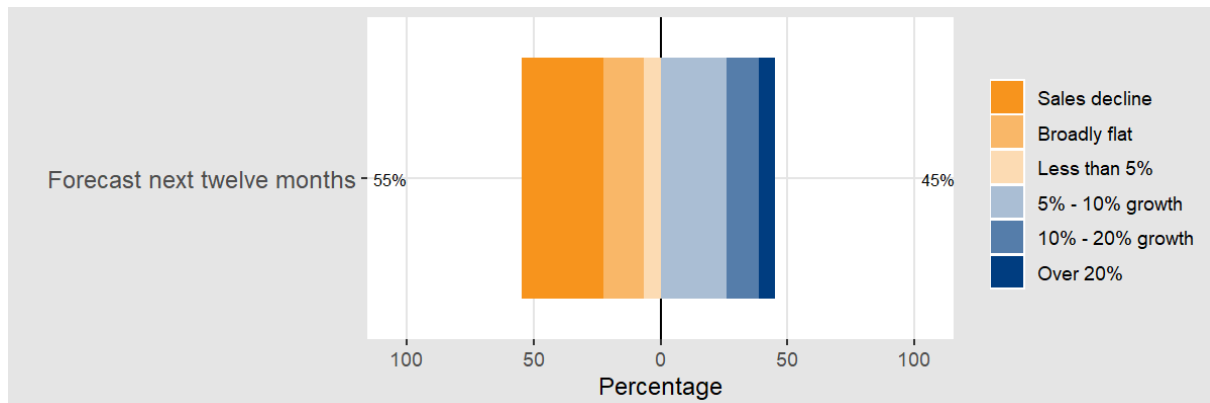
1 IN SUMMARY

Where do we go from here?

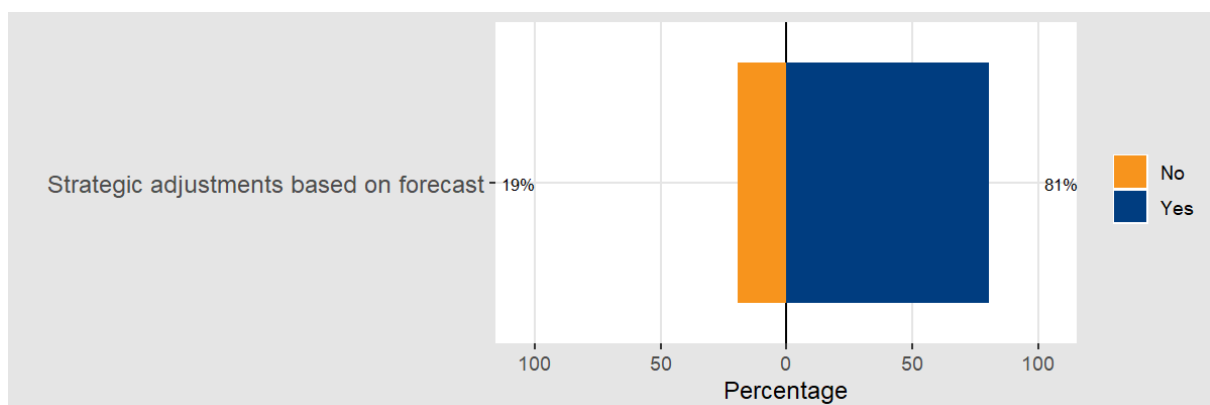
The quarter began with the optimism of a new year and new decade and ended in a way that no one could have predicted with the nation on lockdown. What's telling is that 81% of respondents have made strategic adjustments based on their forecast (2.1). With the weakening economic environment seen as the main threat over the next 12 months quarter two's results are likely to highlight an even deepening crises.

2 COMPANY PERFORMANCE

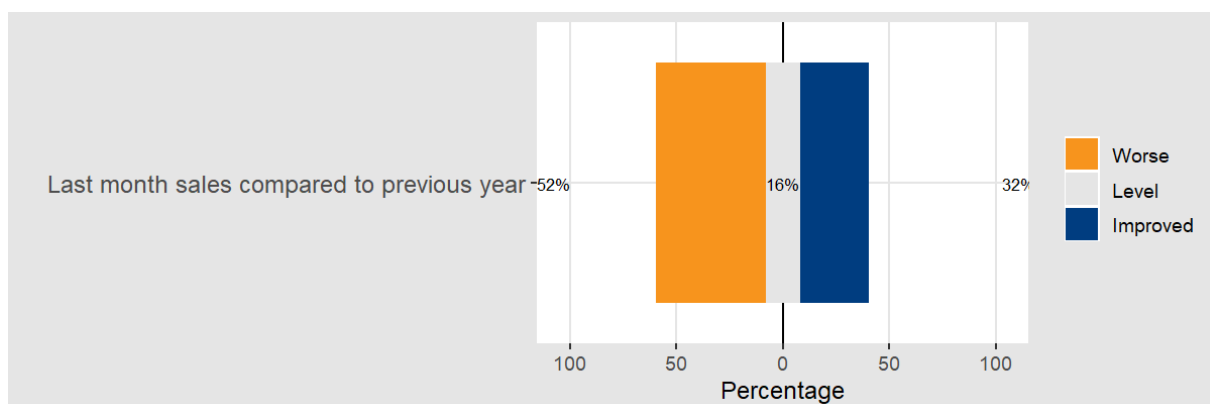
2.1 Forecasted Sales Next Twelve Months



2.2 Strategic Adjustments Based On Forecast

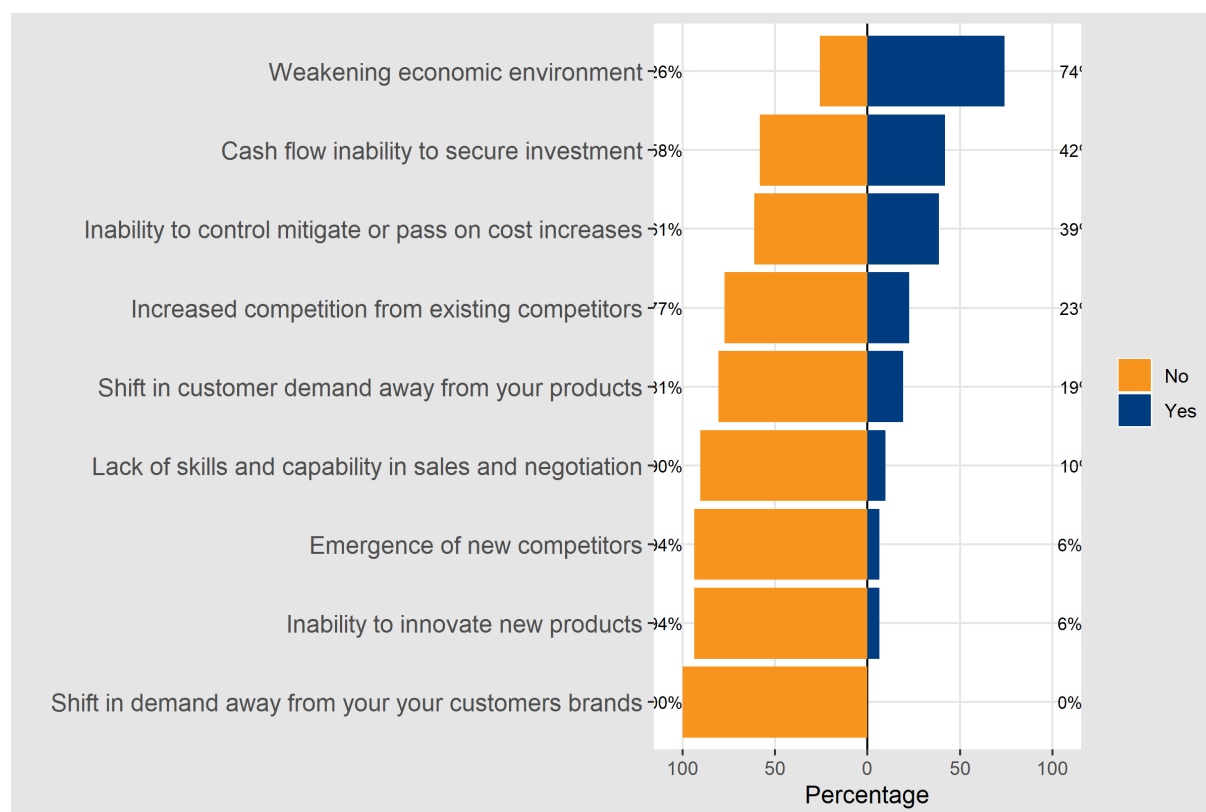


2.3 Last Full Month Compared To Same Period Last Year

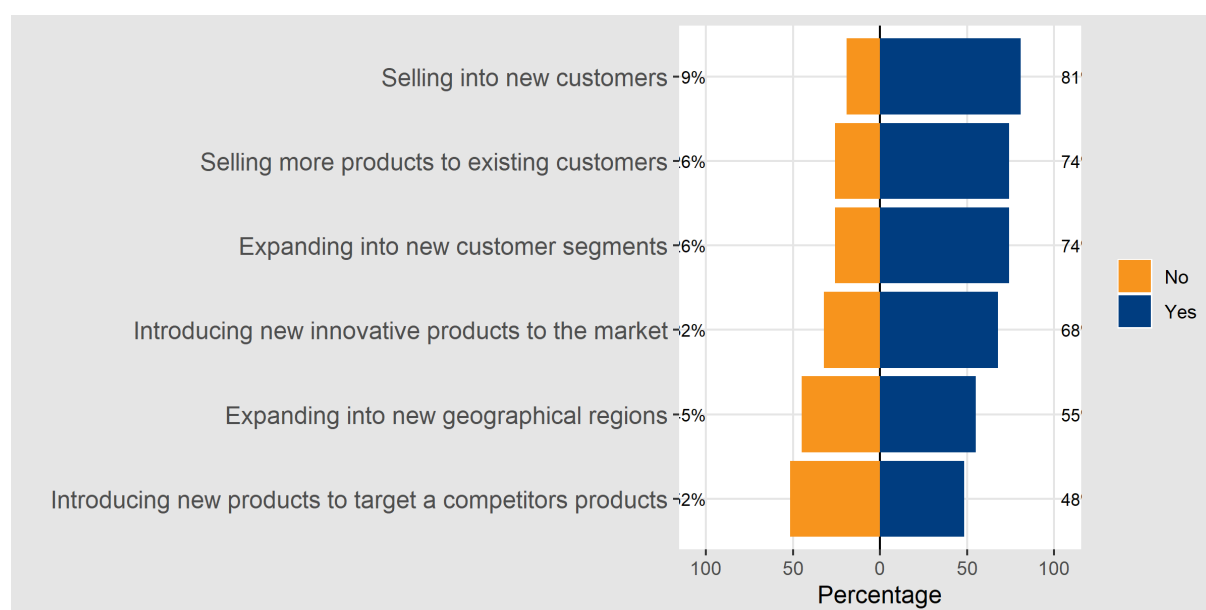


3 CURRENT, NEXT 12 MONTHS AND FUTURE

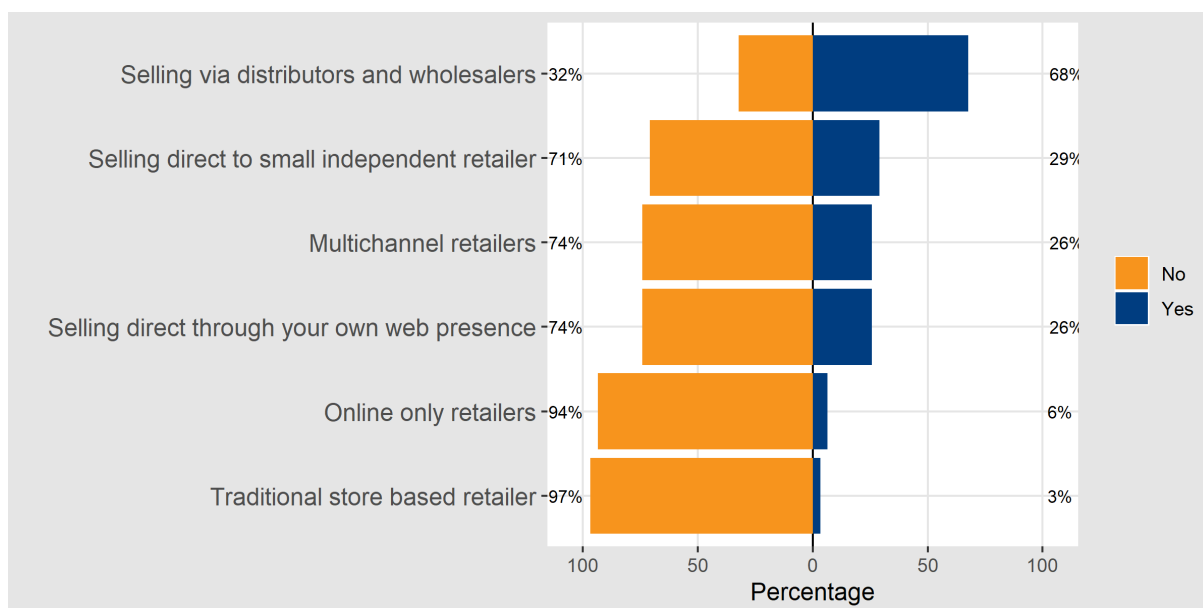
3.1 Current Business Climate: Greatest Threats



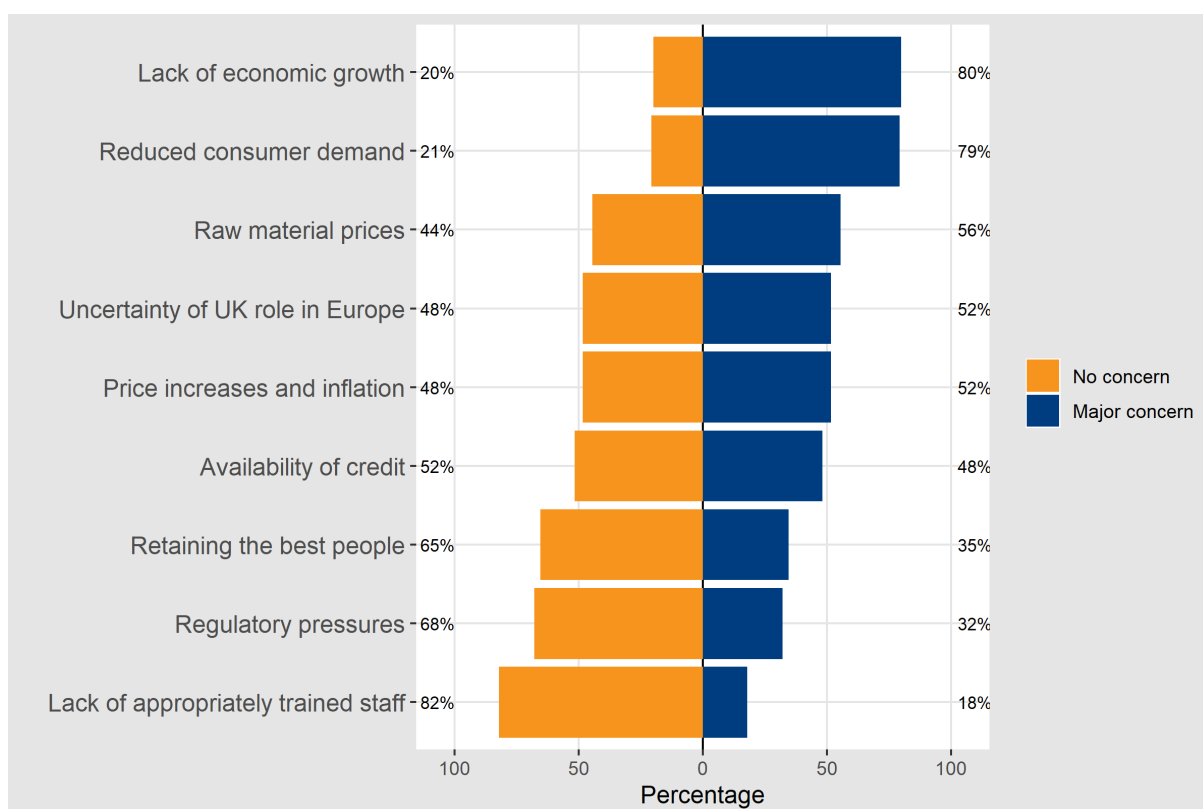
3.2 Next Twelve Months: Important Drivers for Growth



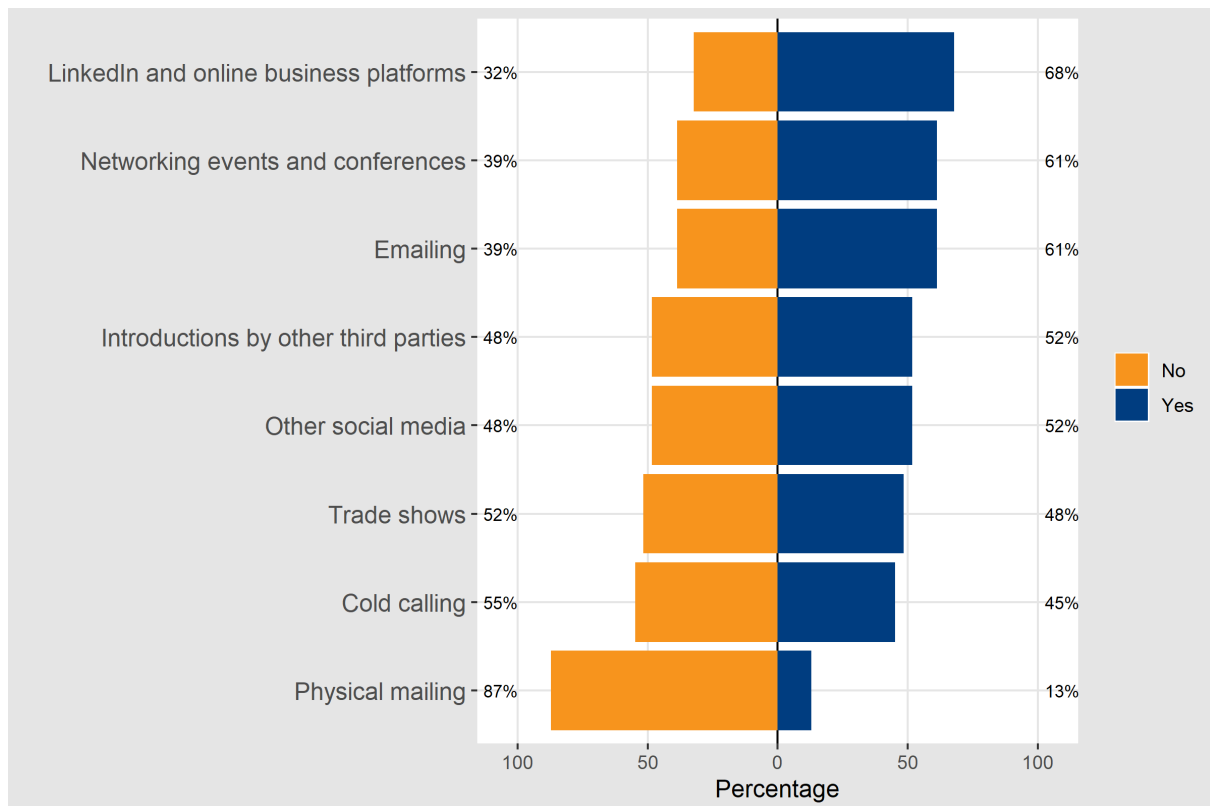
3.3 Next Twelve Months: Expected Sales Focus Change



3.4 Next Twelve Months: Major Concerns

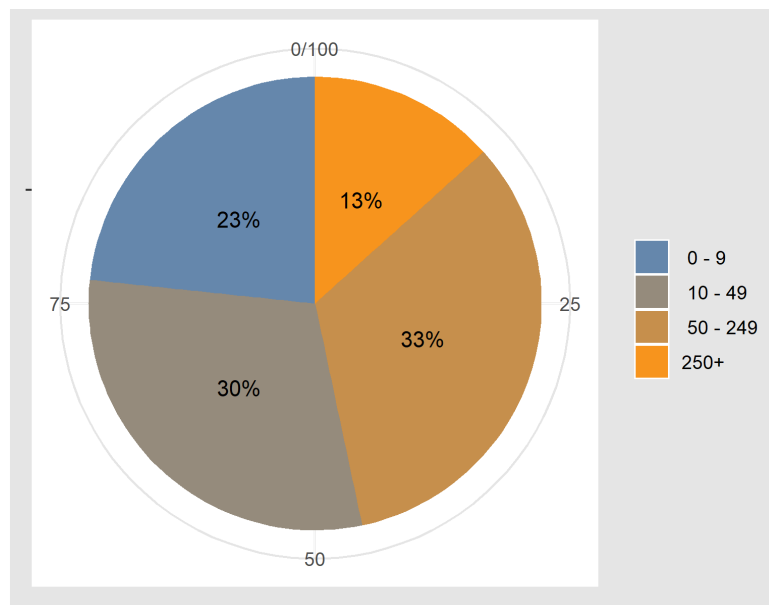


3.5 Future: Anticipation of Sales Team Contact with New Buyers

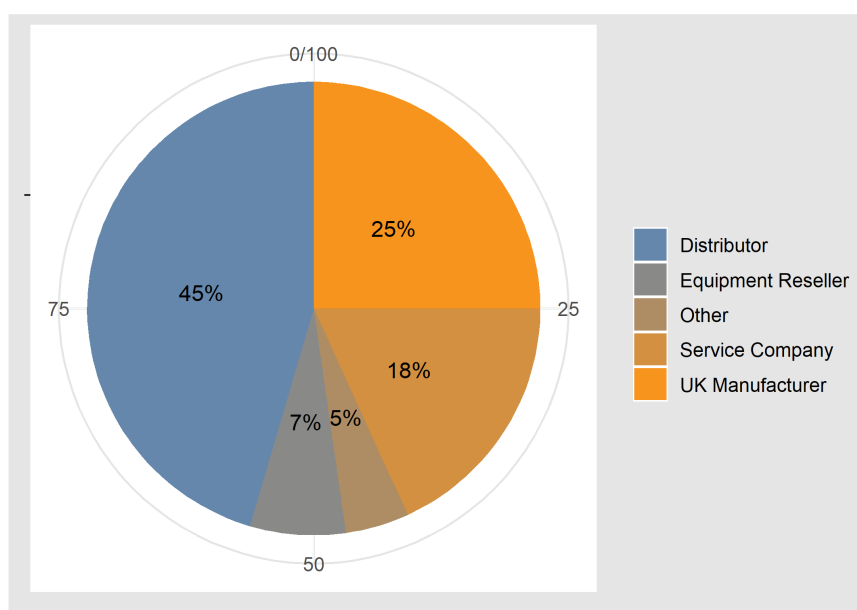


4 BREAKDOWN OF SURVEY RESPONDENTS

4.1 Number of Staff



4.2 Type of Business



Information about FEA

The FEA Press Office can provide comment, opinion and information on any issue relating to catering equipment and a wide range of general business and economic news in the UK.

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