

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**



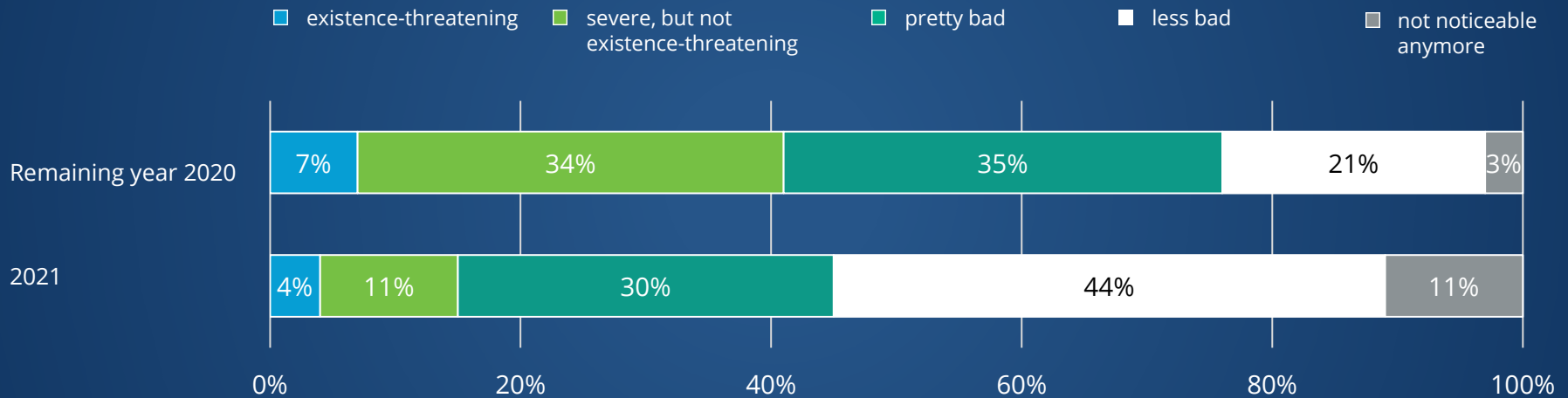
### Which immediate measures are being implemented by the interviewed companies?

- 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.**

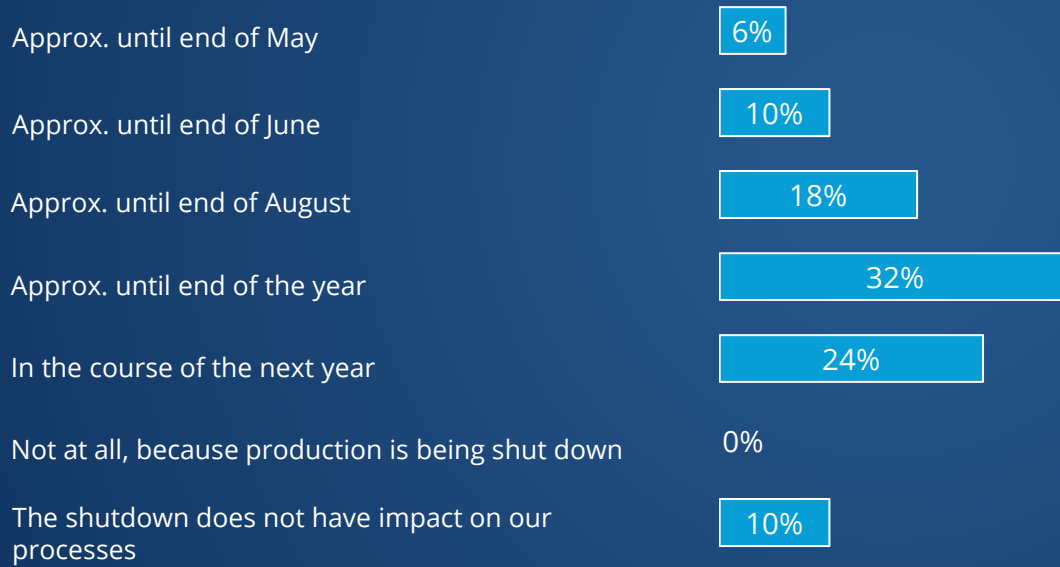
## Please assess the extent of economic impact of the current crisis on your company?



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.

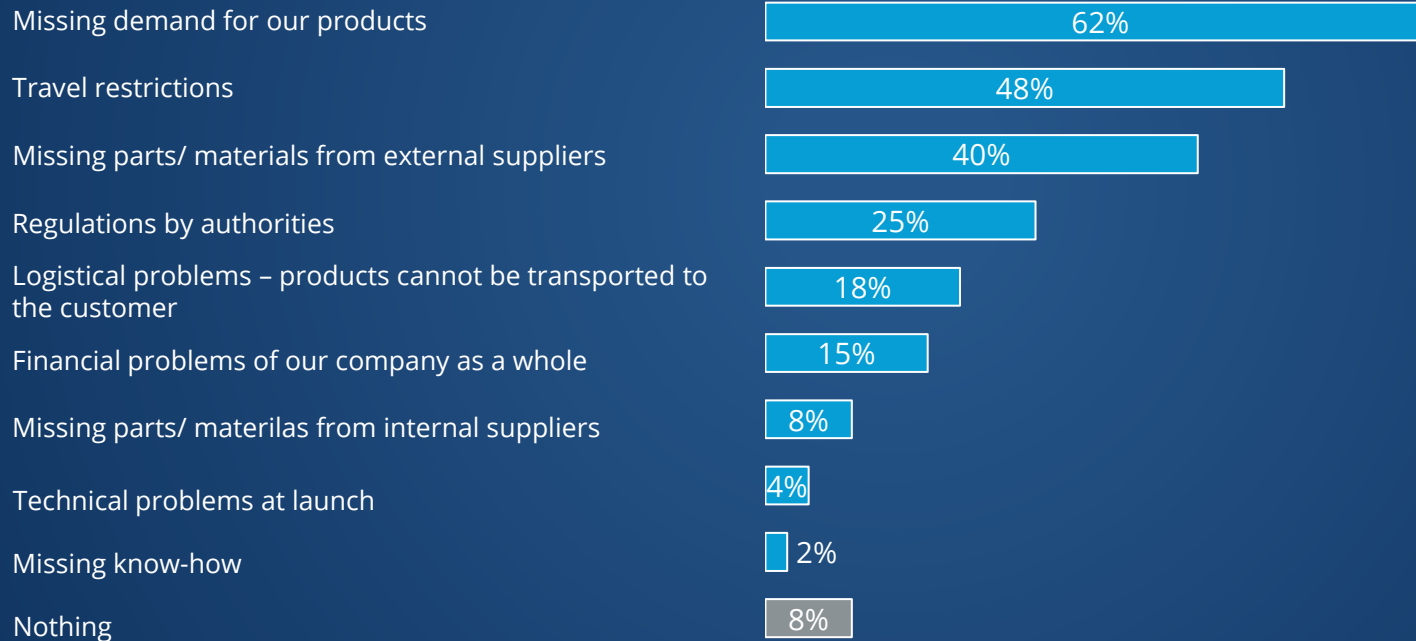
**How long do you recon it will take for your company to operate as it did before the shutdown?**



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

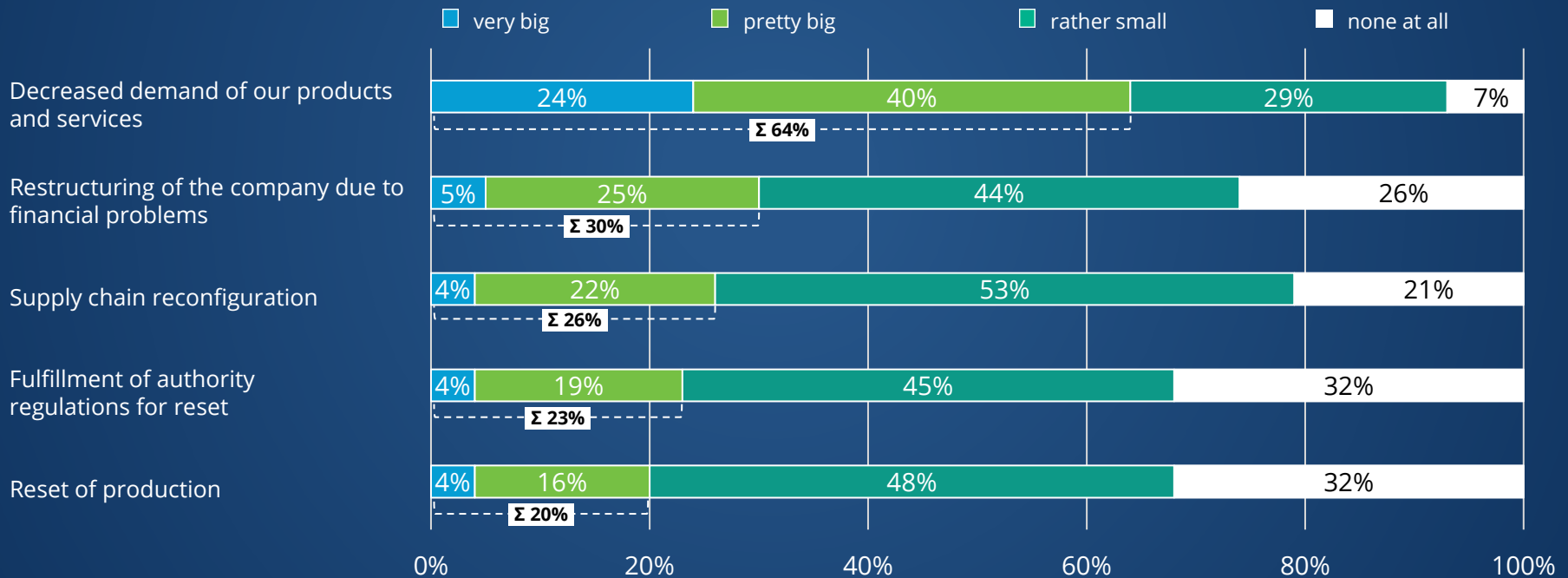


# Companies face numerous challenges



Considering the upcoming months until the end of the year:

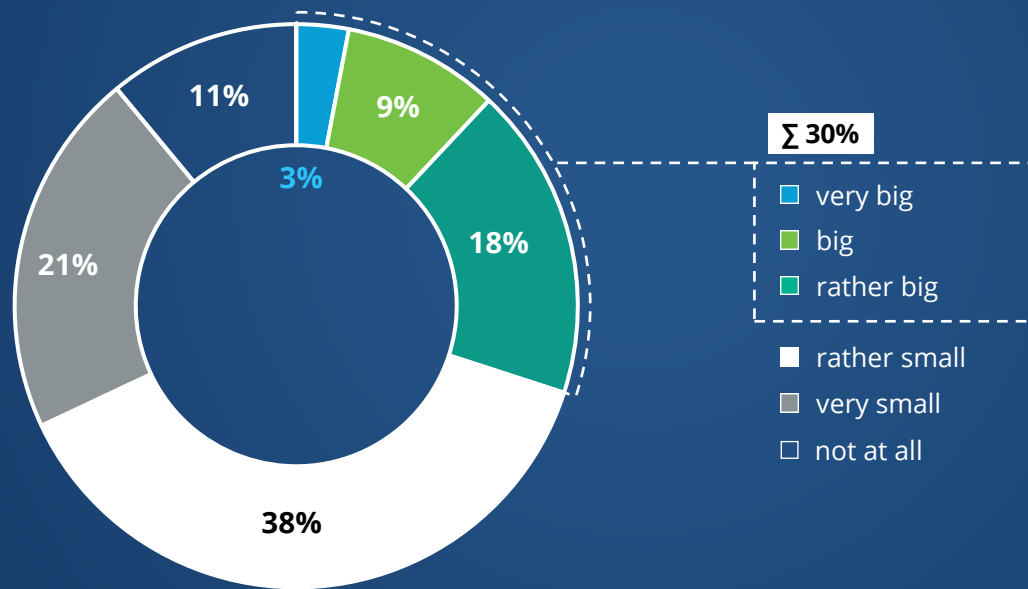
## How big do you recon the challenges for your company are in the following segments?



# Solutions are needed in various sectors

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

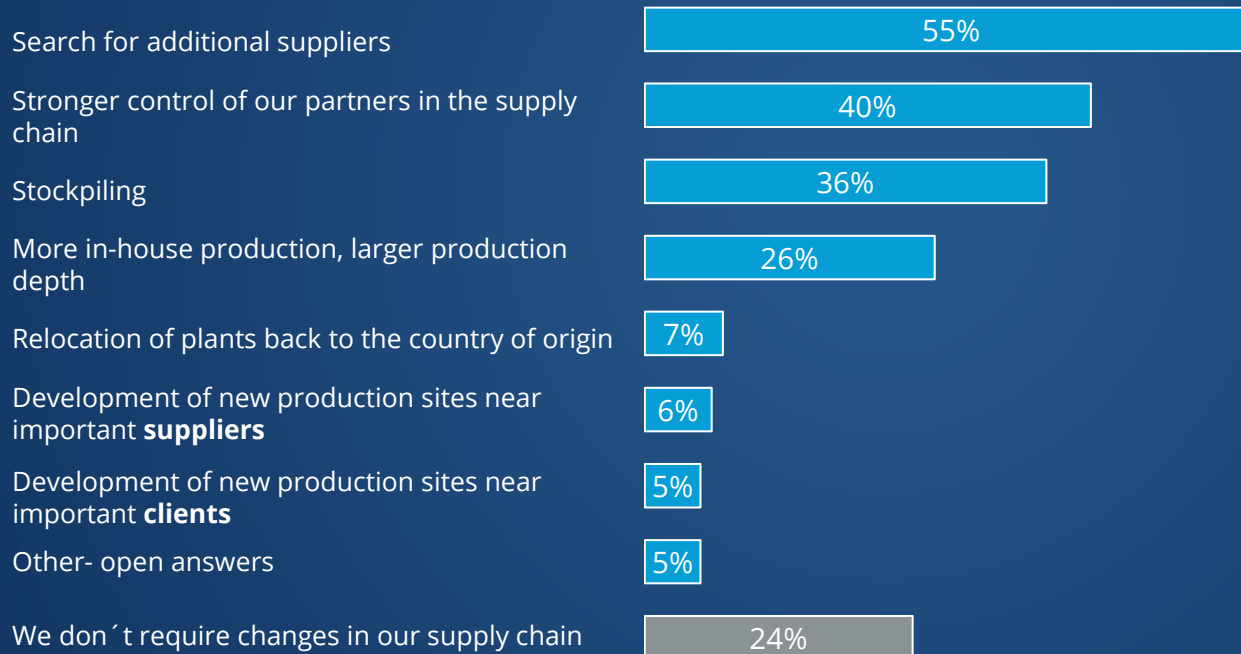
**Do you currently experience problems with your supply chain(s)?**



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

## Which measures are suitable for optimizing your supply chain?

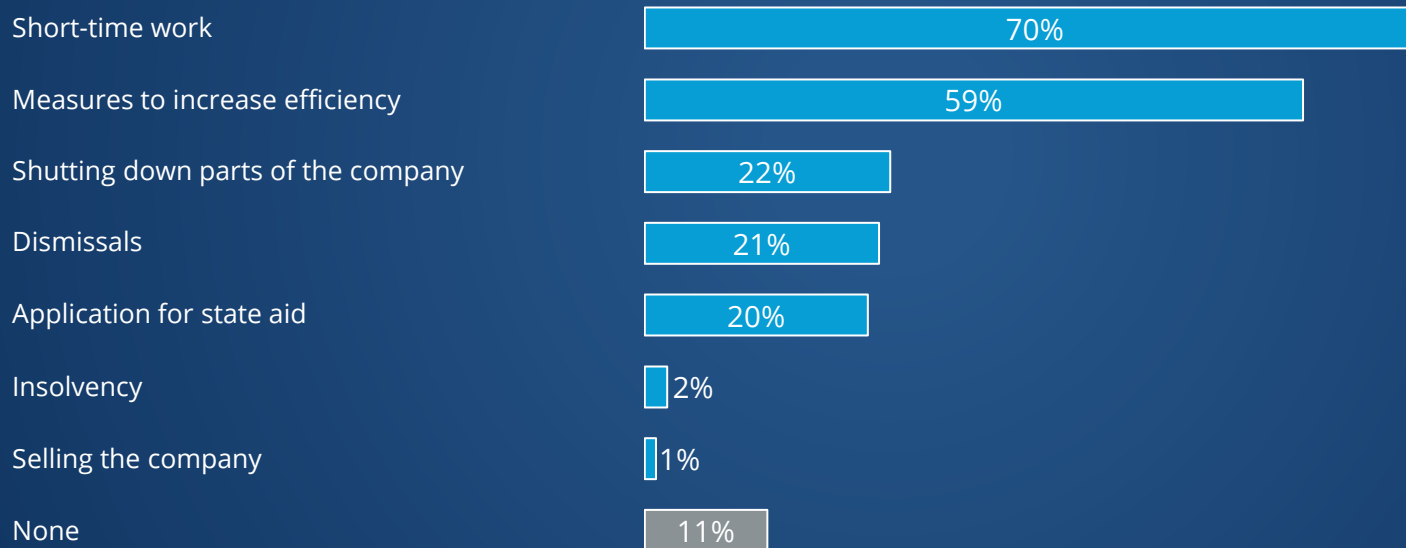
Multiple answers possible



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.

# 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

D-73257 Köngen

+49 7024 8056 0

Krankenhaus 1 . Im Zollhafen 18

D-50678 Köln

+49 221 168819 0

[www.staufen.ag](http://www.staufen.ag)

STAUFEN.