

INTERNATIONAL STUDY

RESET AFTER THE SHUTDOWN 2020



STAUFEN.

FACTS AND FIGURES:

FOR THE PRESENT STUDY

THE CONSULTING COMPANY STAUFEN SURVEYED

730 COMPANIES

LOCATED IN GERMANY, USA, CHINA, SWITZERLAND, ITALY, BRAZIL,
MEXICO, POLAND, HUNGARY, CZECH REPUBLIC, SLOVAKIA AND ROMANIA

REGARDING 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 a **weaker demand** for their products
- **30 percent** of companies have to face a **restructuring period** due to financial problems
- **26 percent** of companies need to **reorganize** their **supply chains**



The most important lesson to be learned from the crisis: Secure your global supply chains!

- Look for **additional suppliers**
- Improve management of the **supplier network**
- Intelligent **build-up of inventory levels**



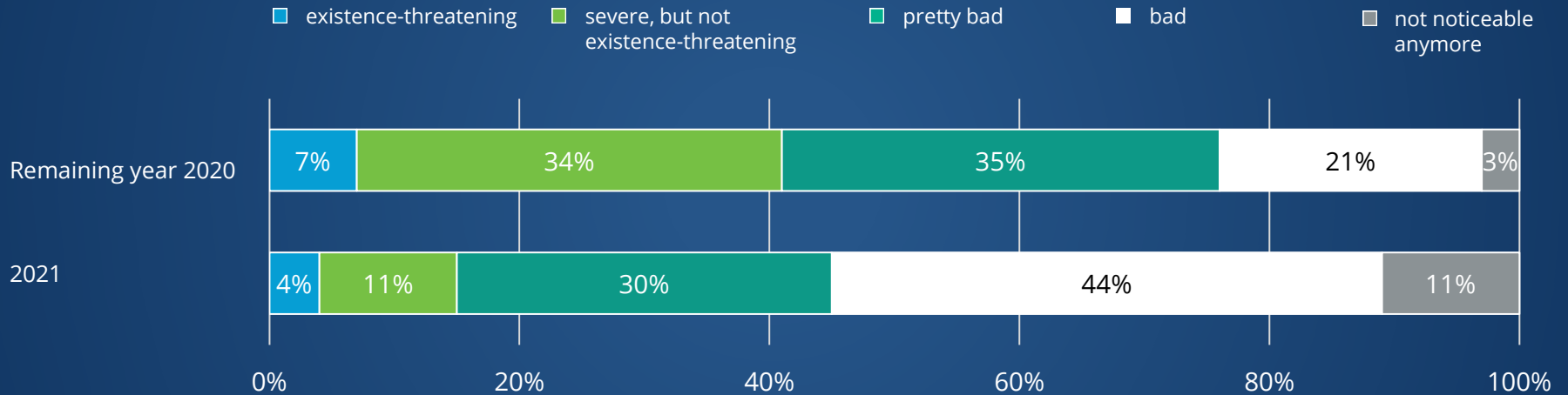
Which immediate measures are being implemented by the interviewed companies?

- 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 will affect the economy for a long time: only **56 percent** of the businesses will operate as they did before the shutdown at the **earliest at the end of 2020**

RESET AFTER THE SHUTDOWN
THE RESULTS.

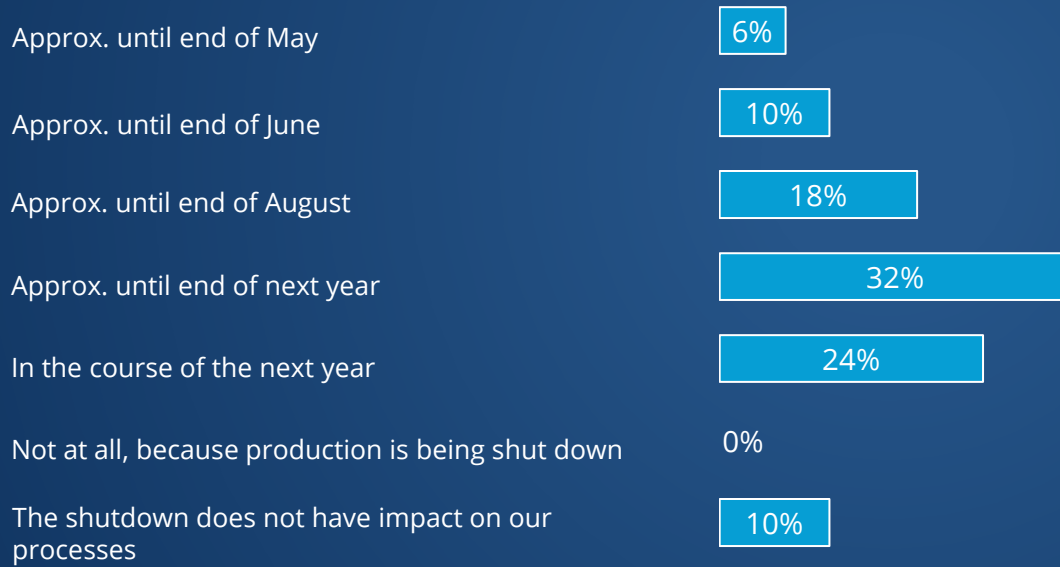
Please assess the extent of economic impact of the current crisis on your company?



The **crisis** will also have an impact on the **following year**

After the COVID-19 pandemic economic life will slowly start to get back on track.

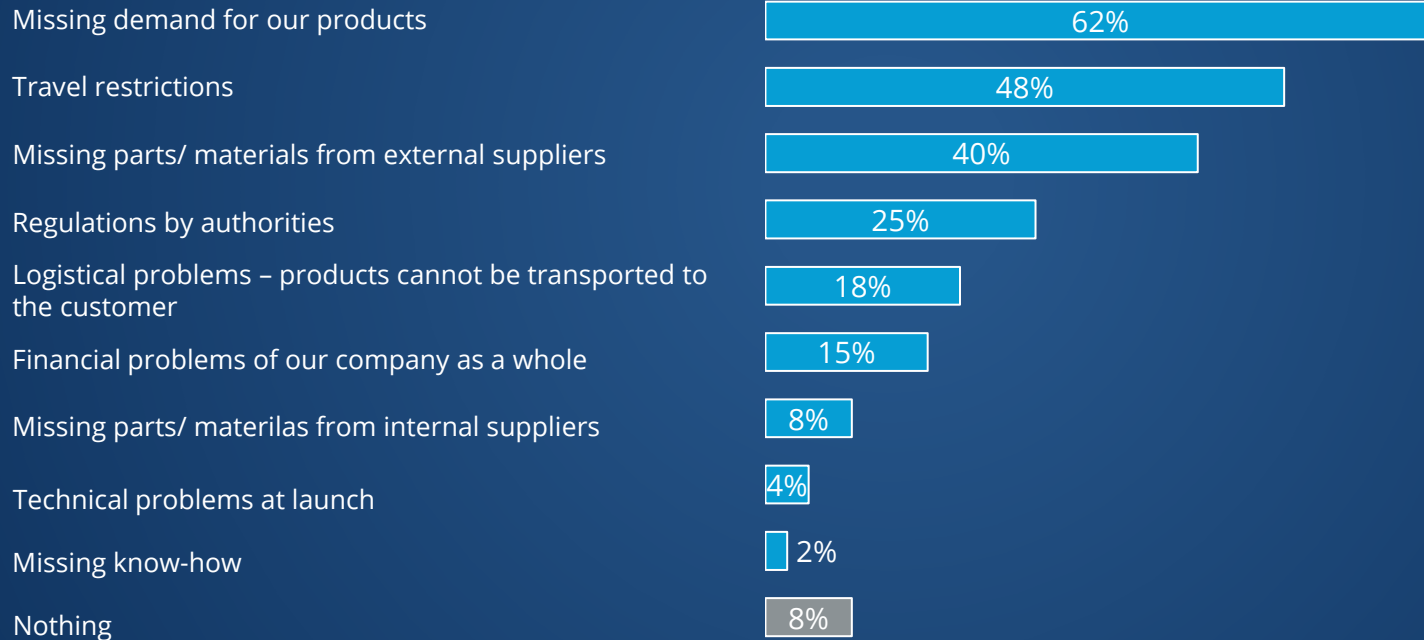
How long do you recon it will take for your company to operate as it did before the shutdown?



The **effects** of the shutdown will last in businesses for the **long term**

Which factors prevent a quick reset of your business?

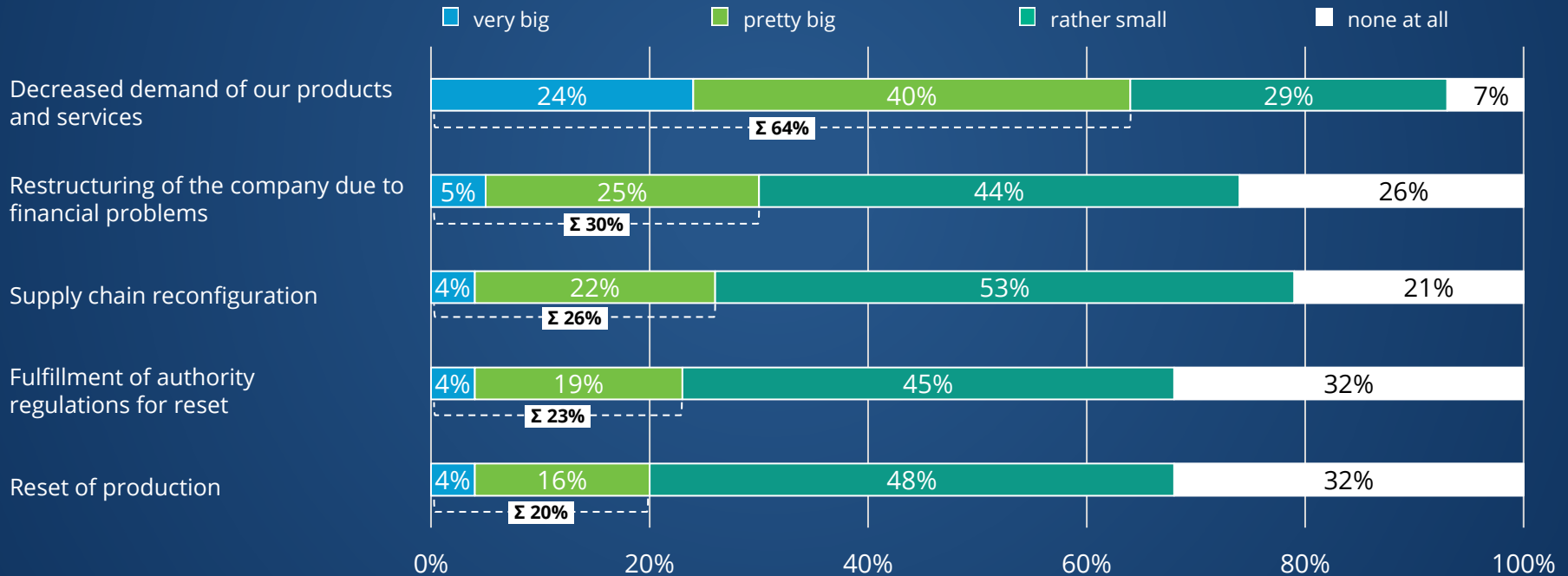
Multiple answers possible



Companies have to face **numerous challenges**

Considering the upcoming months until the end of the year:

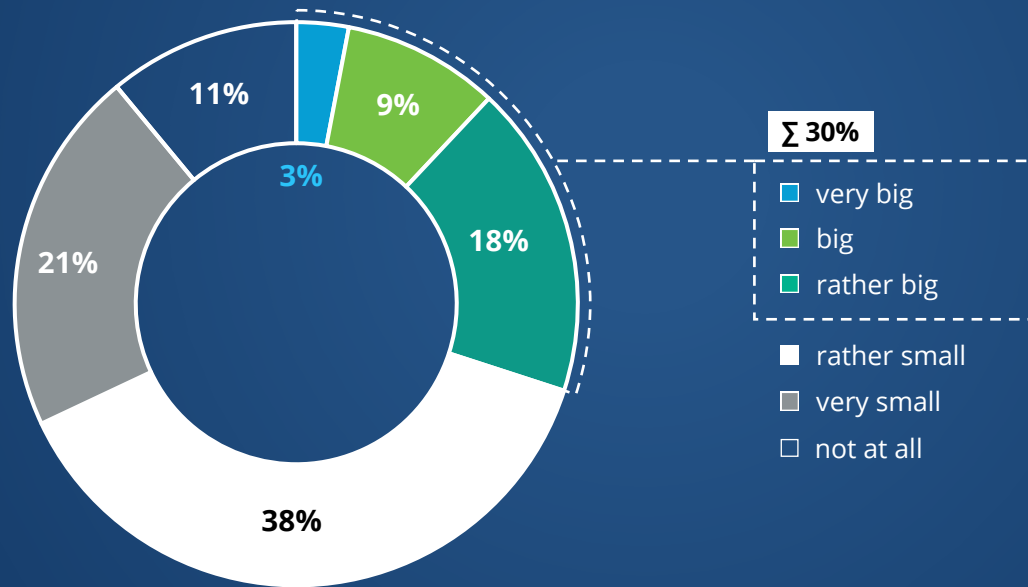
How big do you recon the challenges for your company in the following segments?



New solutions are necessary in various areas

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

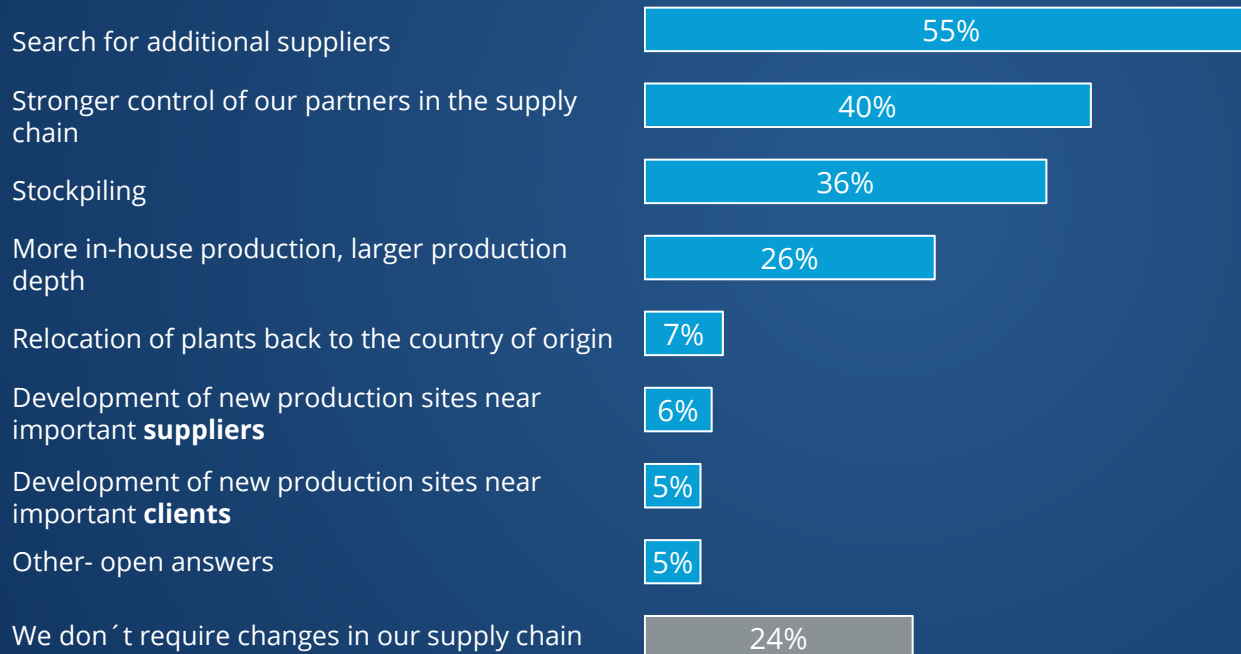
Are you currently experiencing problems with your supply chain(s)?



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

Which measures are suitable for optimizing your supply chain?

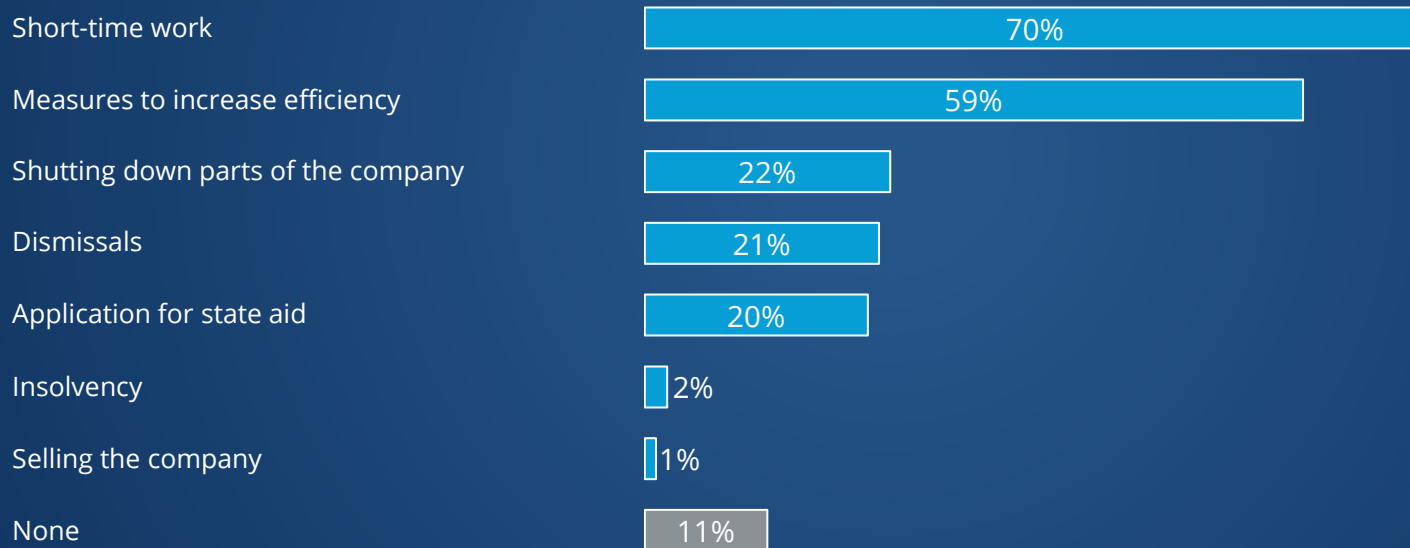
Multiple answers possible



A lesson to be learned from the crisis:
Controlling the risk more broadly

Which of the following measures do you consider to be realistic or have you taken in response to the crisis?

Multiple answers possible



Raising efficiency potentials and providing relief in the short term

RESET AFTER THE SHUTDOWN
STATISTICAL DATA.

In which sectors is your company active?

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.

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INSIDE EVERY COMPANY
THERE IS AN EVEN BETTER ONE.

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