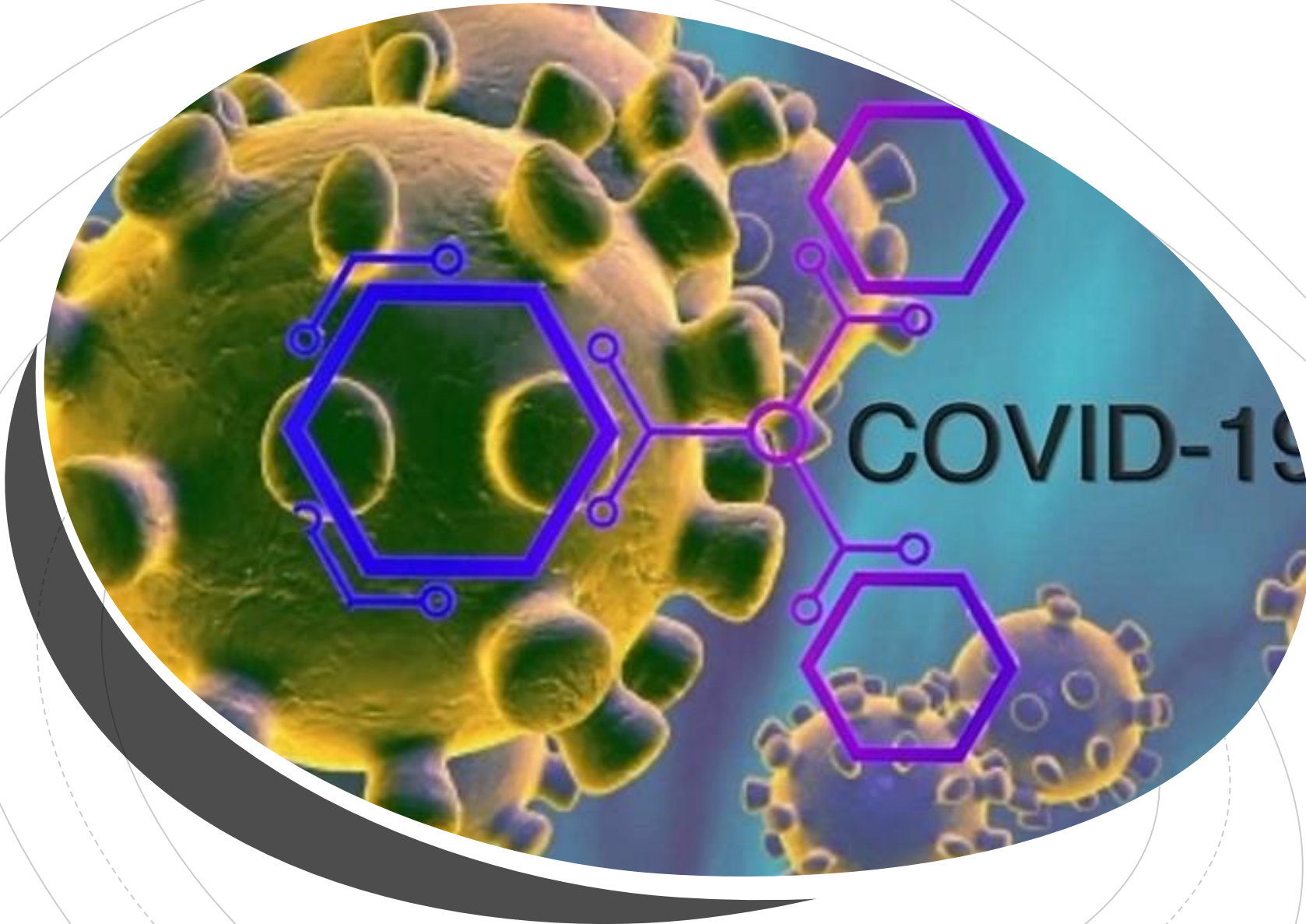


*CLIMMAR COVID-19
SURVEY
May 2020*





CLIMMAR COVID-19 SURVEY

- Purpose: a quick scan assessment of the COVID-19 situation amongst the European dealers
- Running time: the survey was held between 8-29 of May 2020
- Participation: 14 countries participated in the survey
- Responses: in total 660 dealercompanies responded to the survey

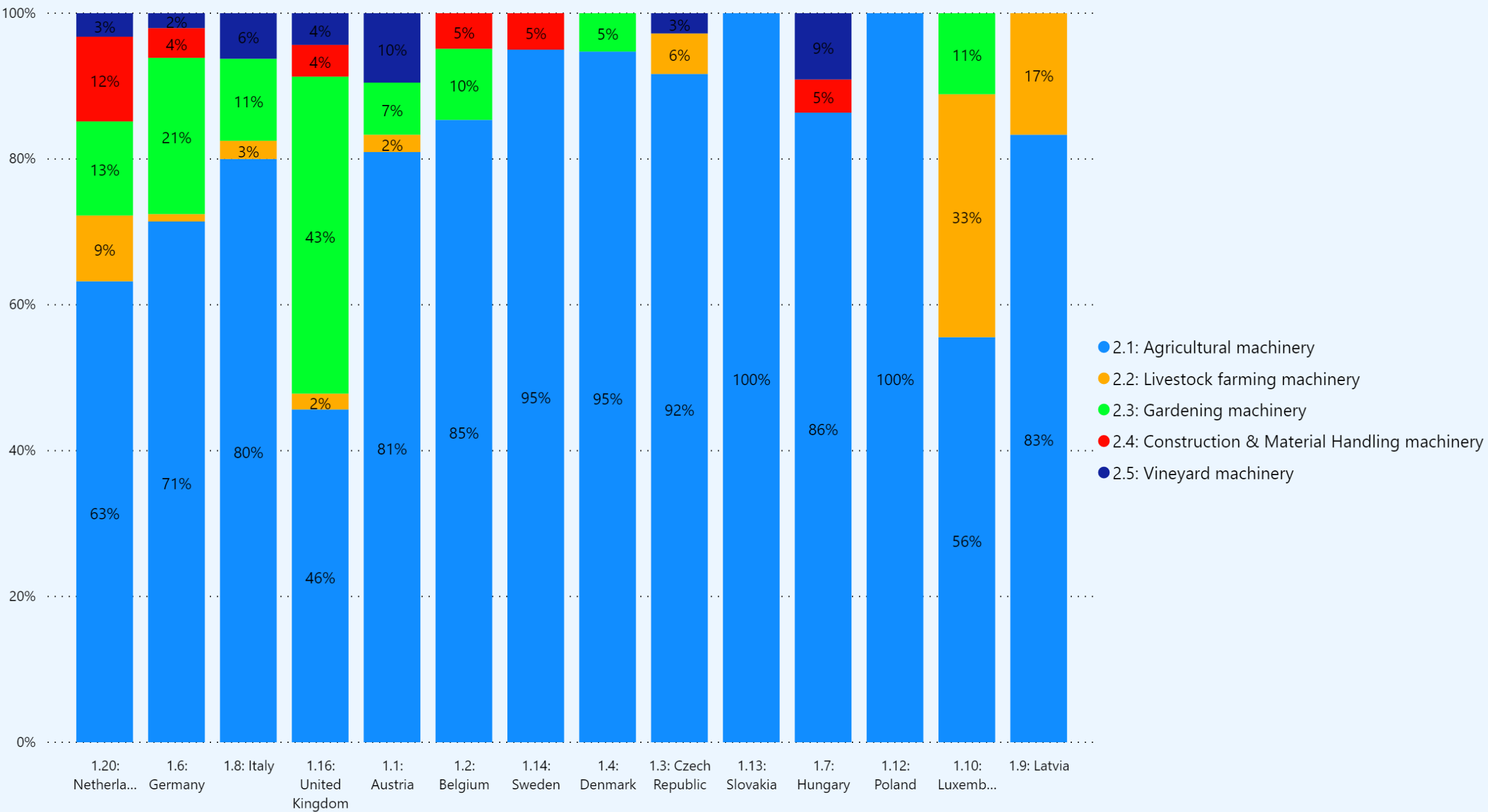


CLIMMAR COVID-19 SURVEY

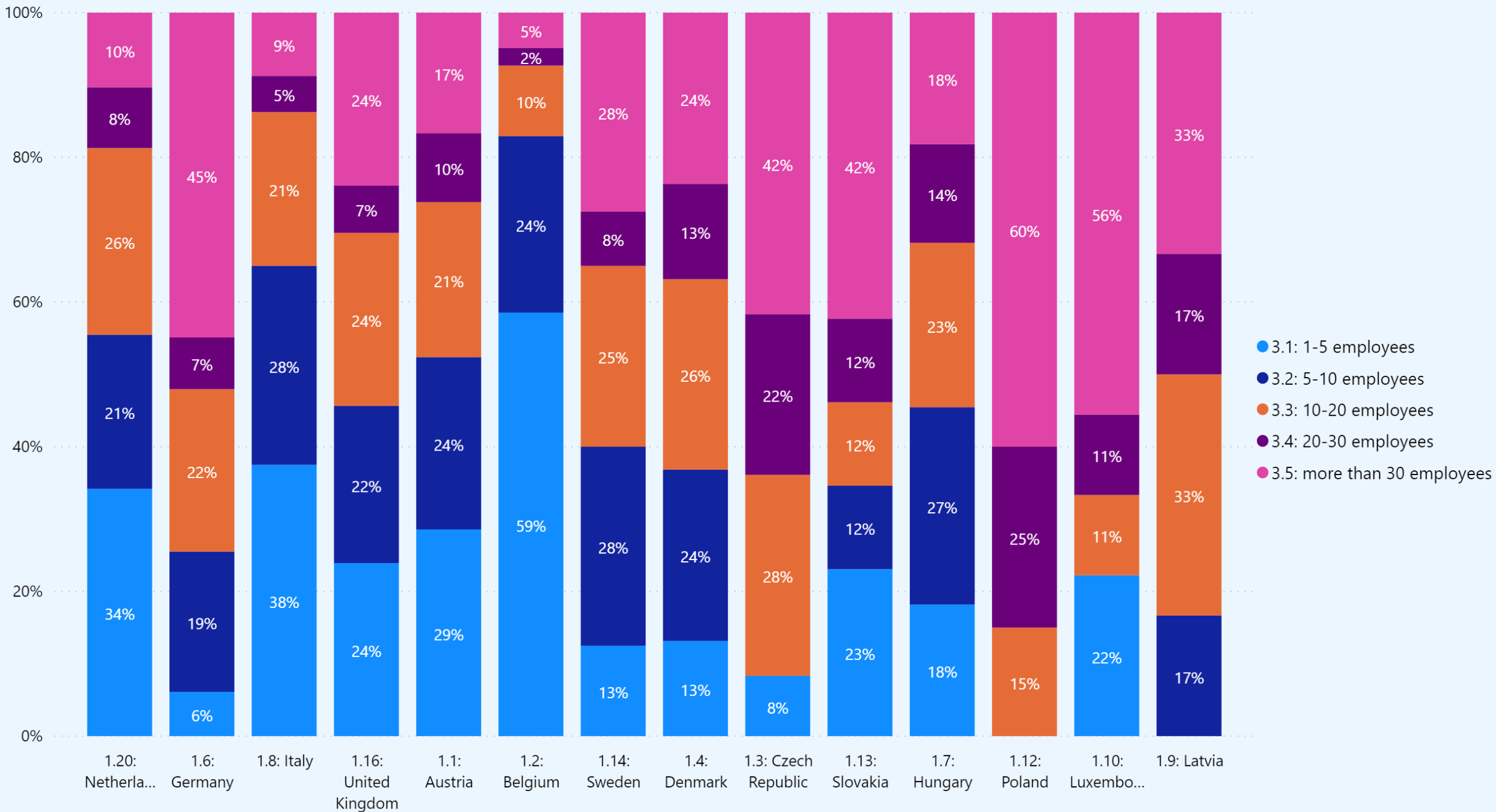
PART 1: Comparison between the participating countries



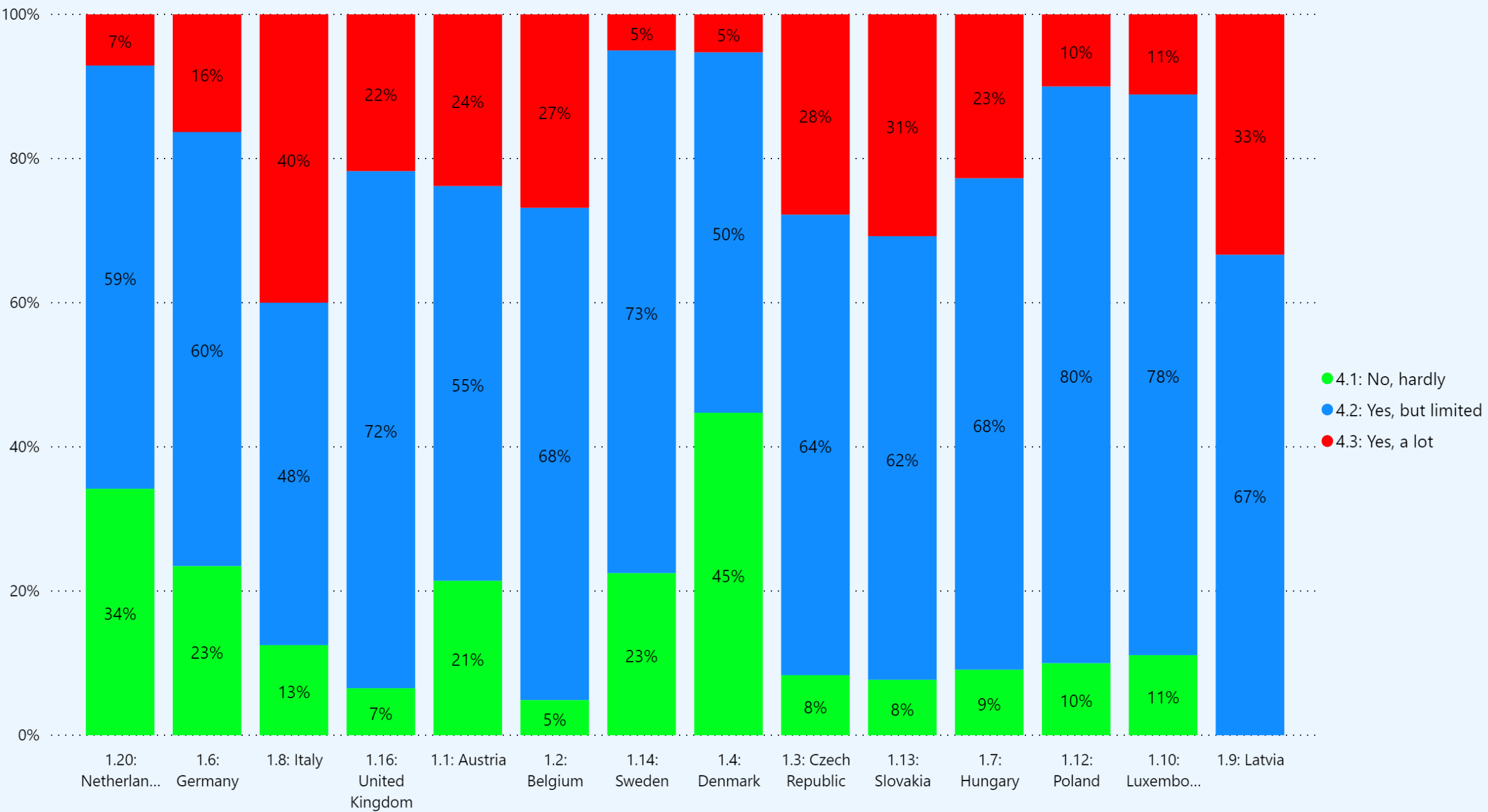
In which segment are your main activities ?



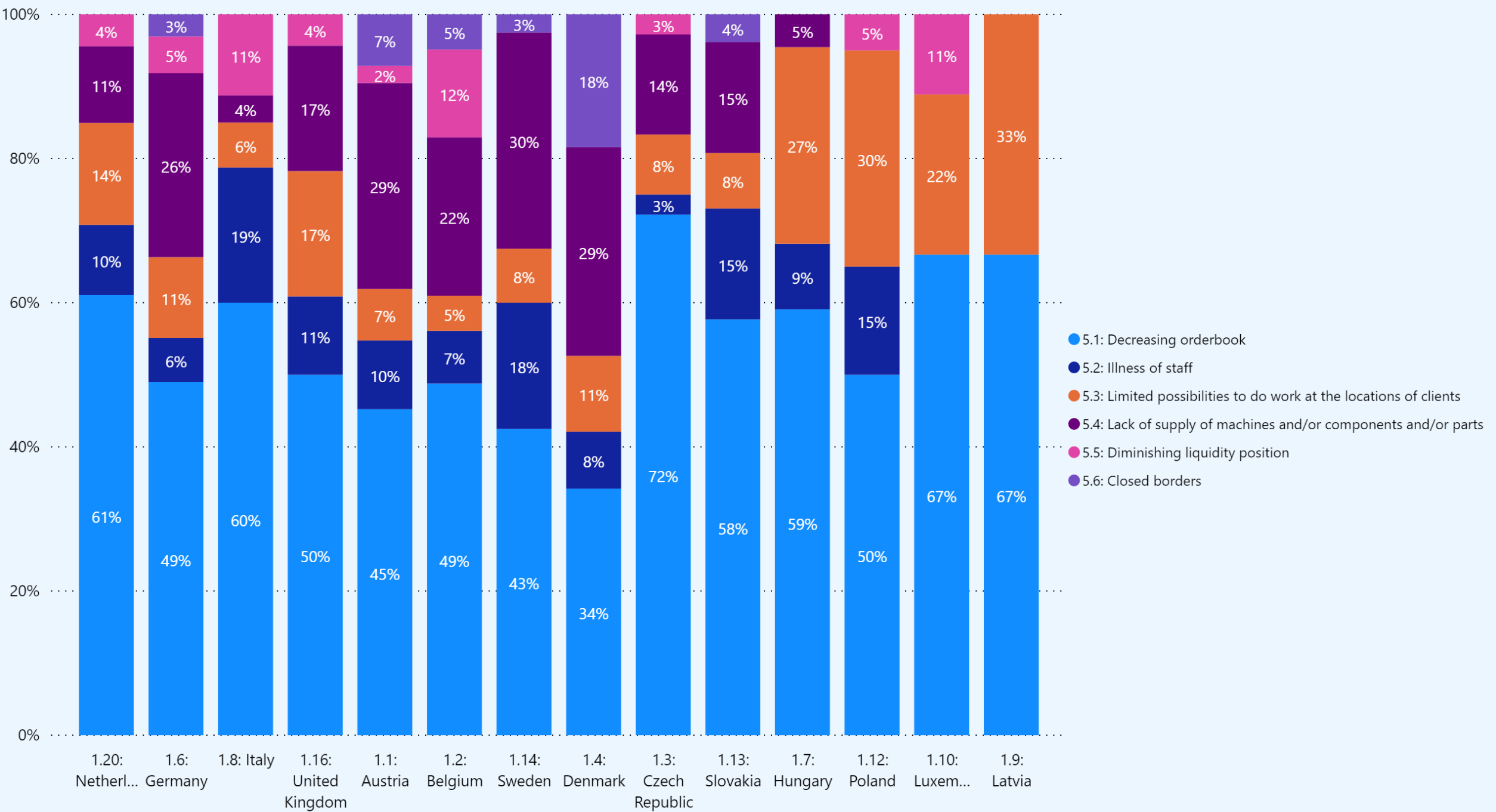
How many employees do you have (full time) ?



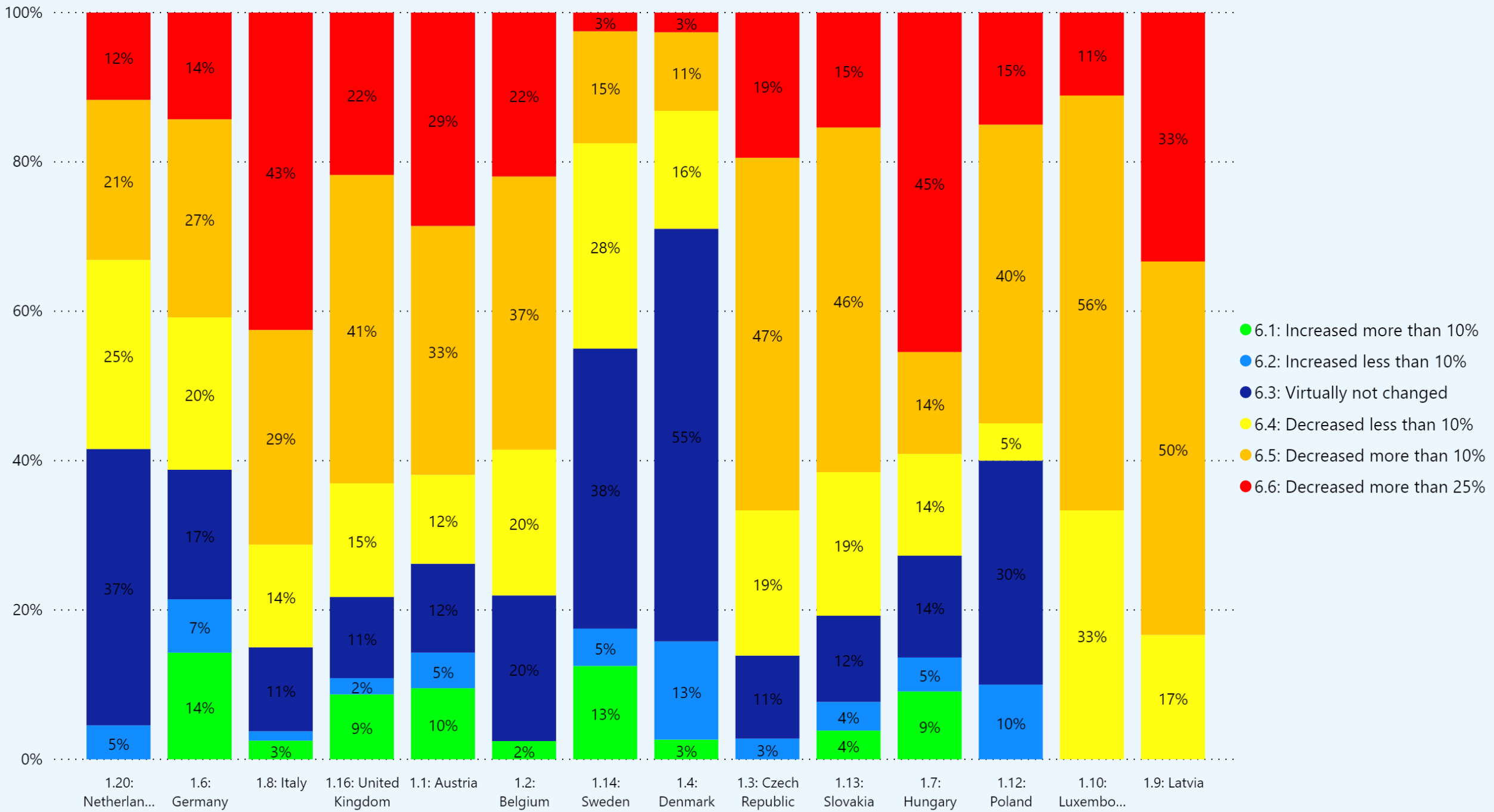
Are you currently experiencing consequences due to the COVID-19 crisis?



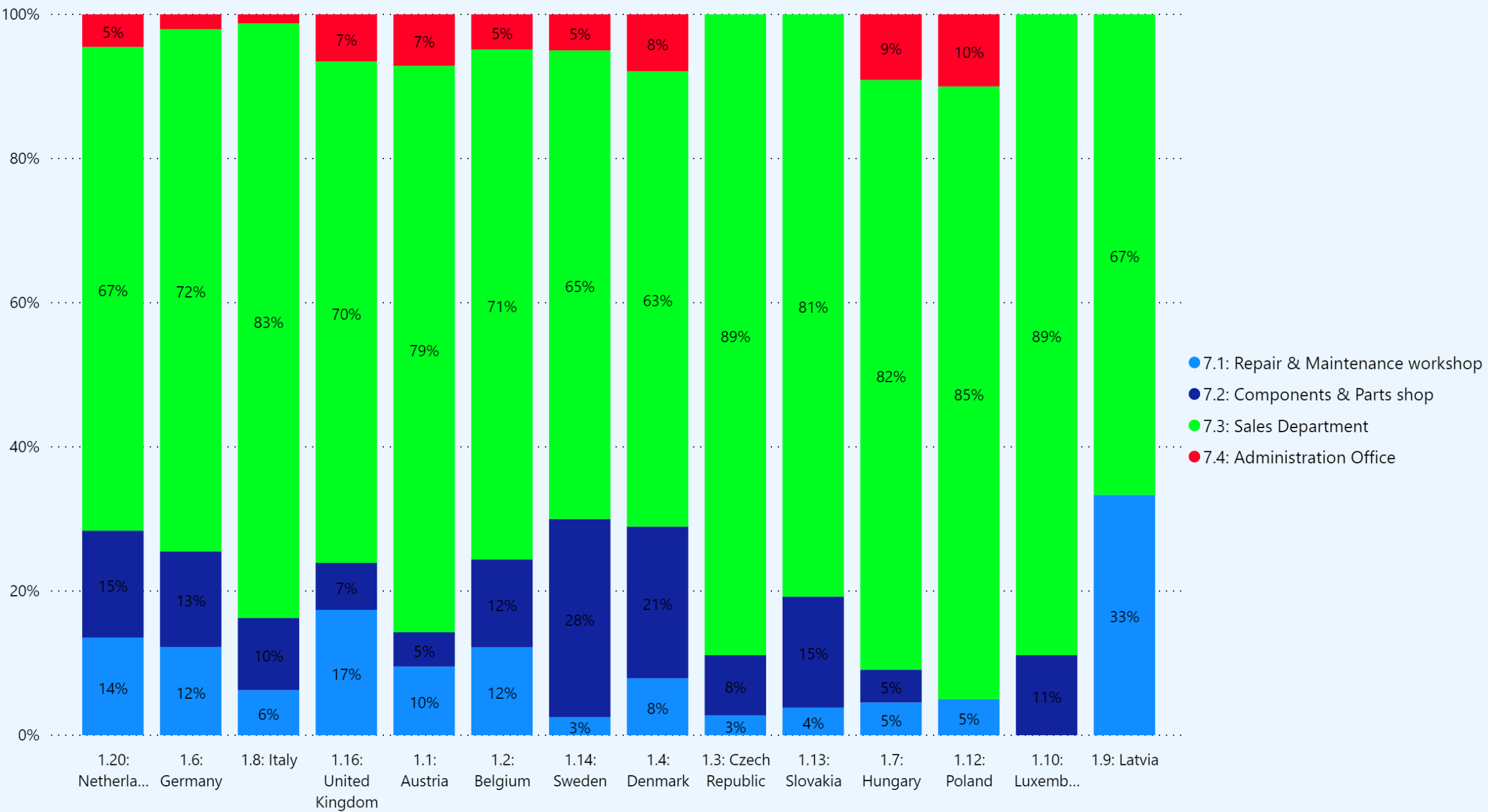
Main consequences for you company today



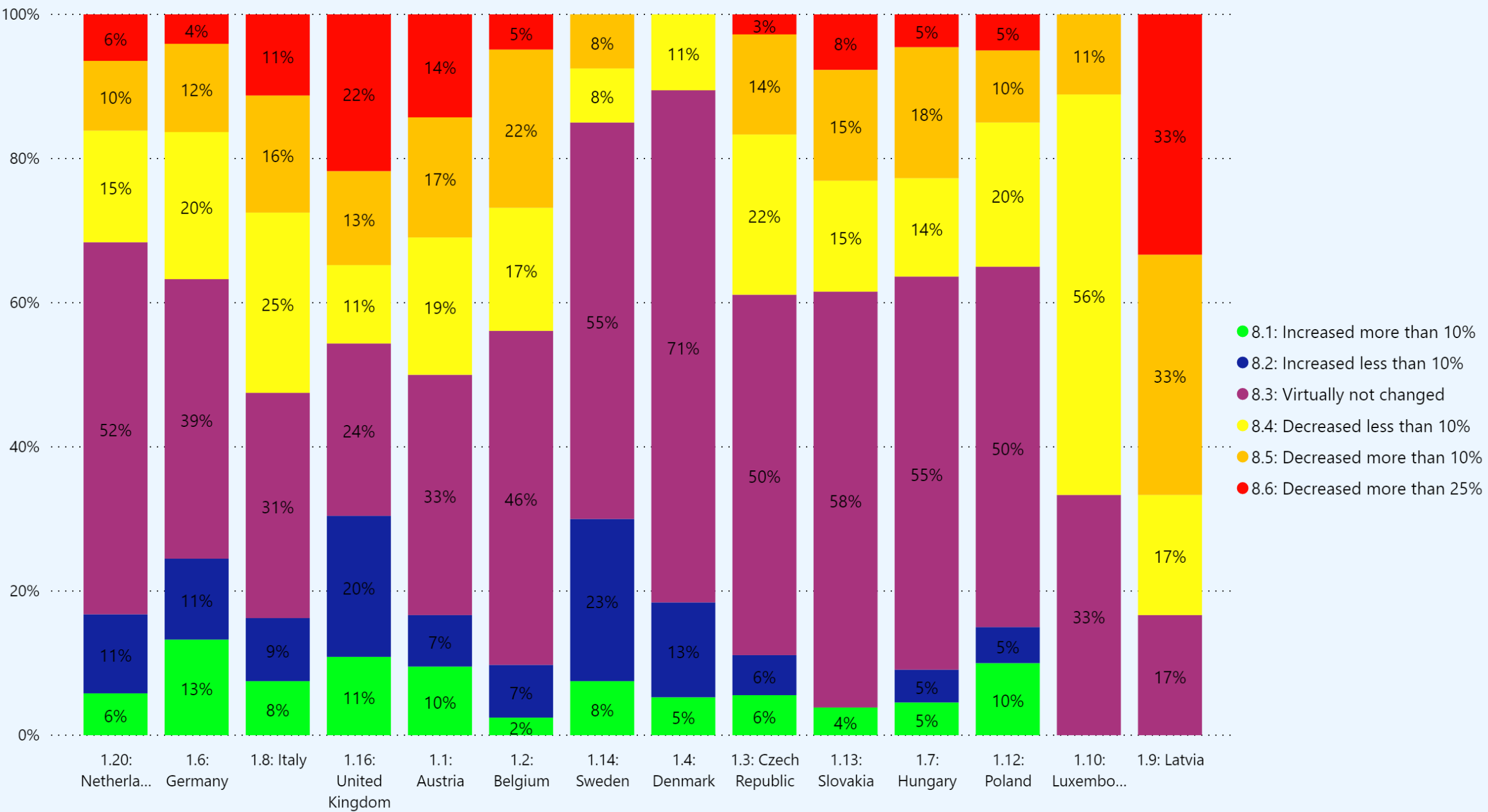
Has your turnover and order book already been affected compared to 2019?



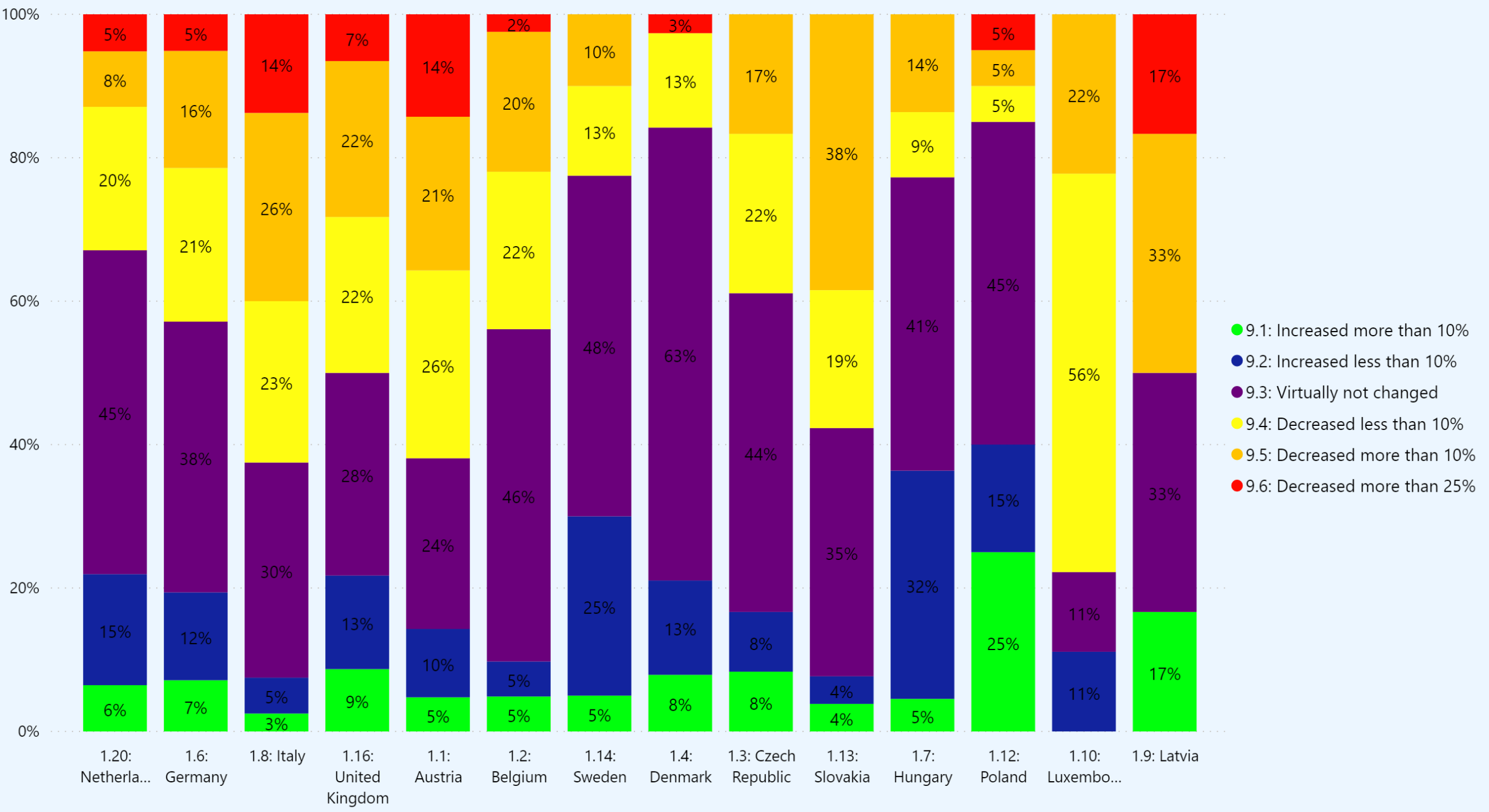
In which part of your company do your experience the most impact of the COVID-19 Crisis ?



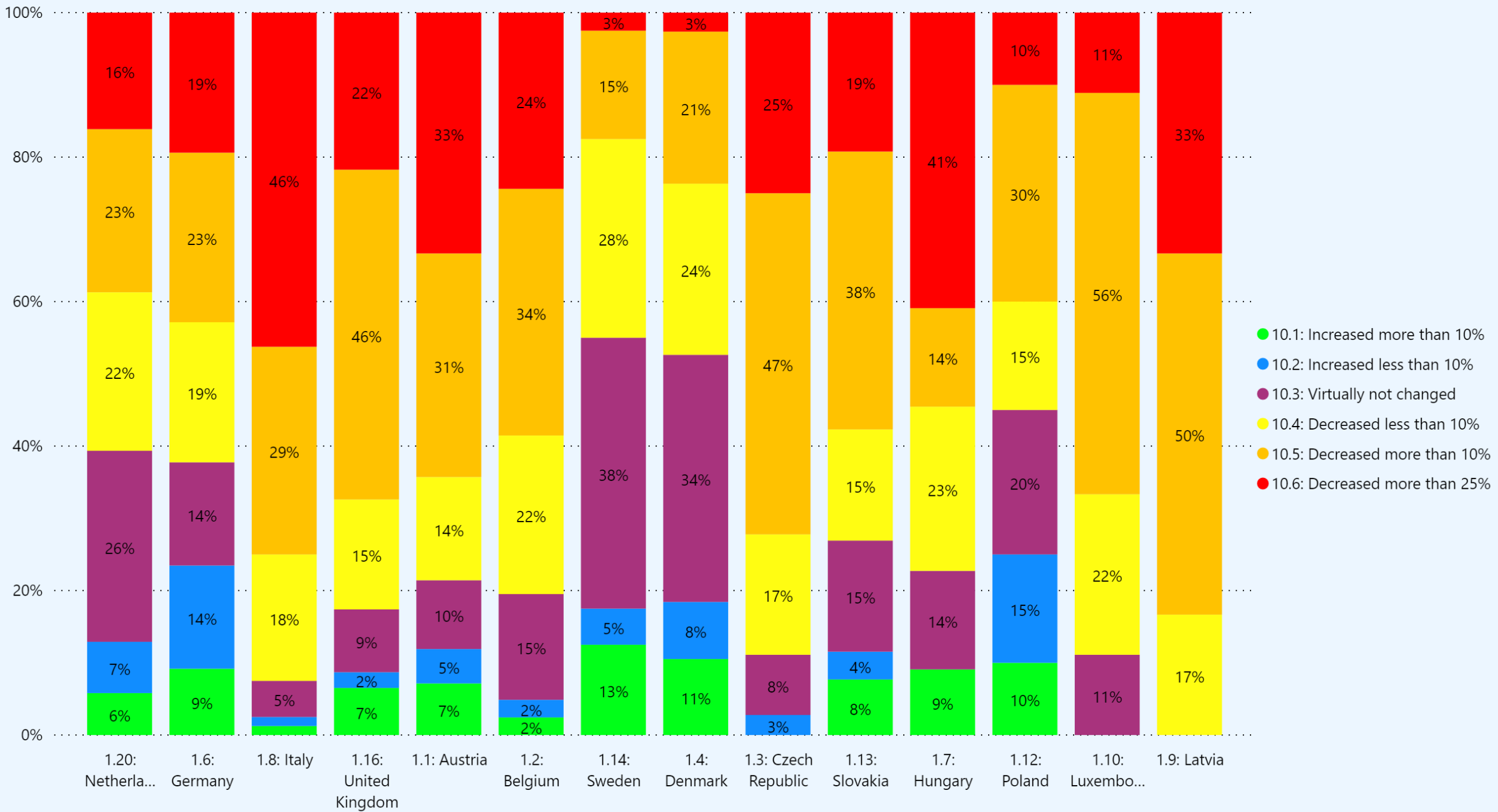
What is the current turnover situation in the Repair&Maintenance Workshop compared to 2019 ?



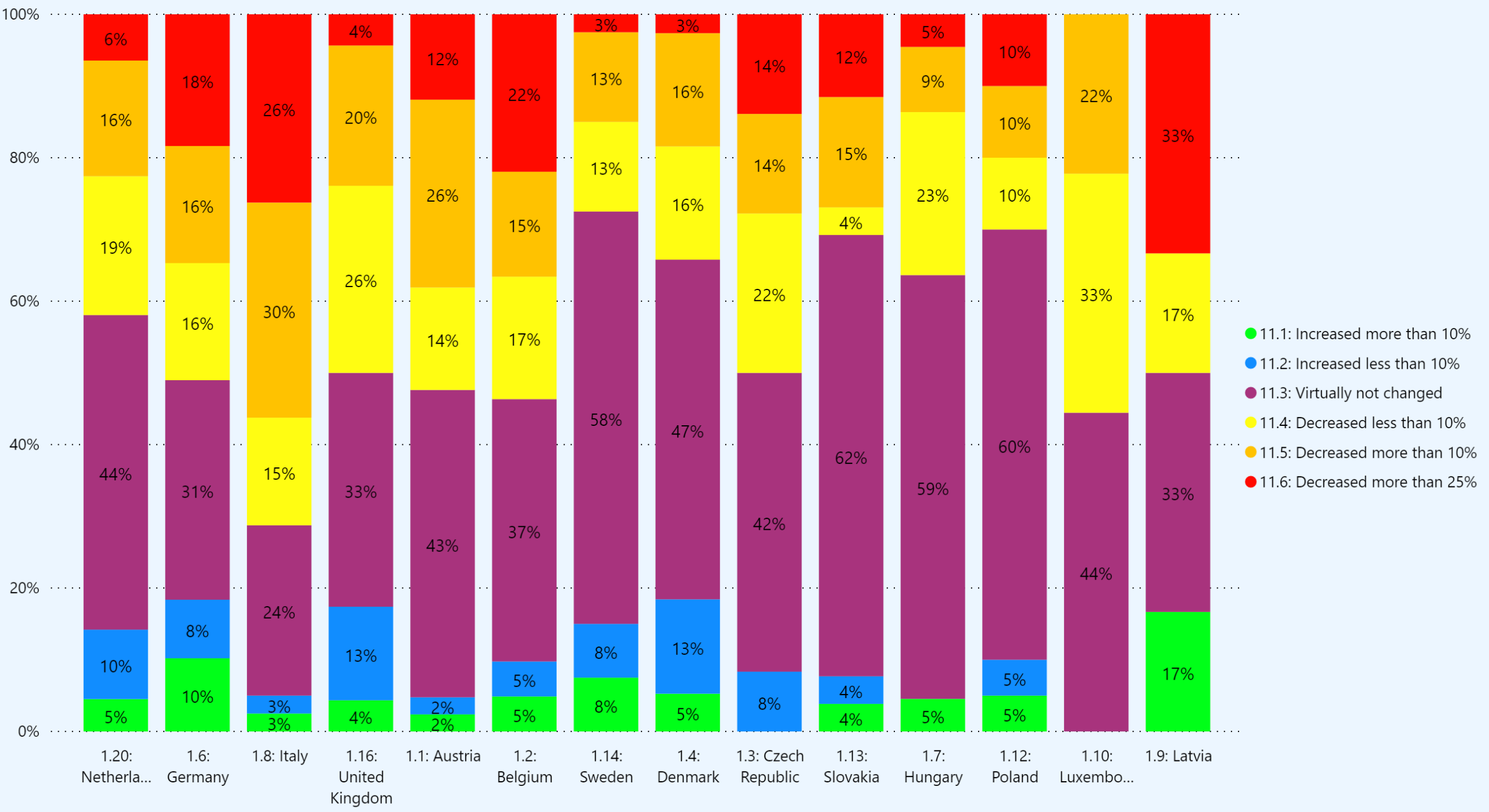
What is the current turnover situation in the Component & Parts shop compared to 2019 ?



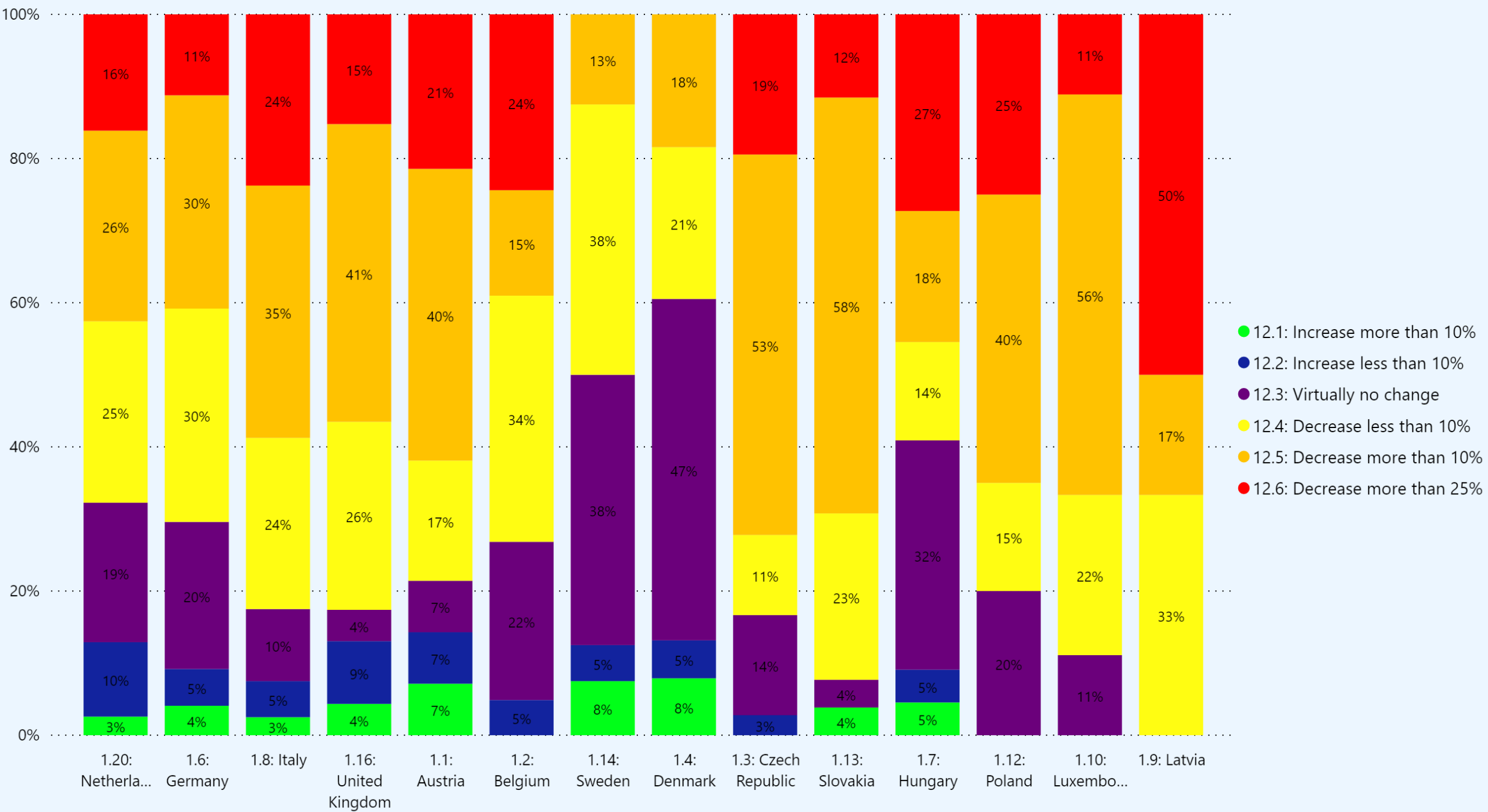
What is the current turnover and orderbook situation with sales of new machinery compared to 2019?



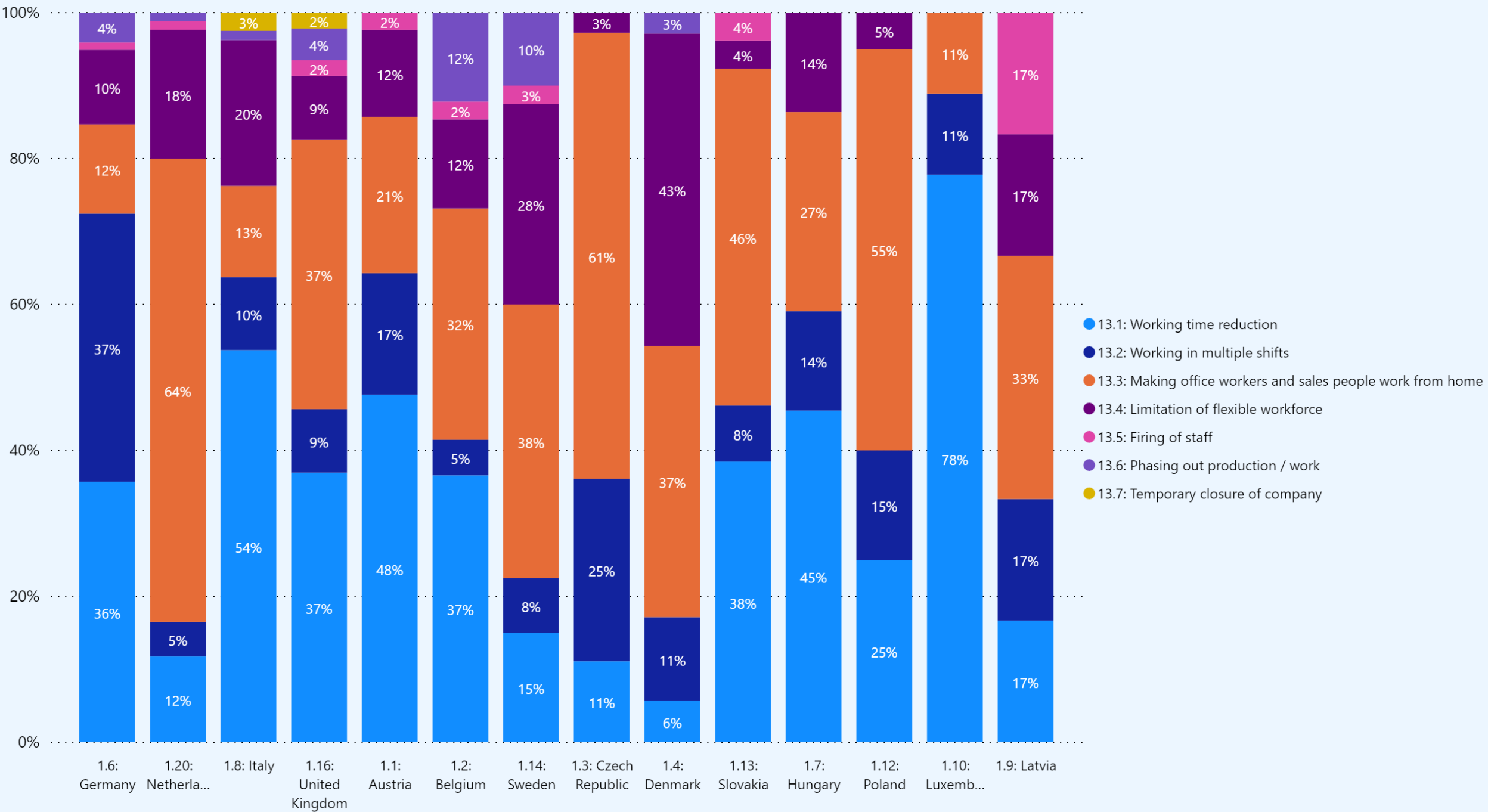
What is the current turnover situation with sales of used machinery compared to 2019 ?



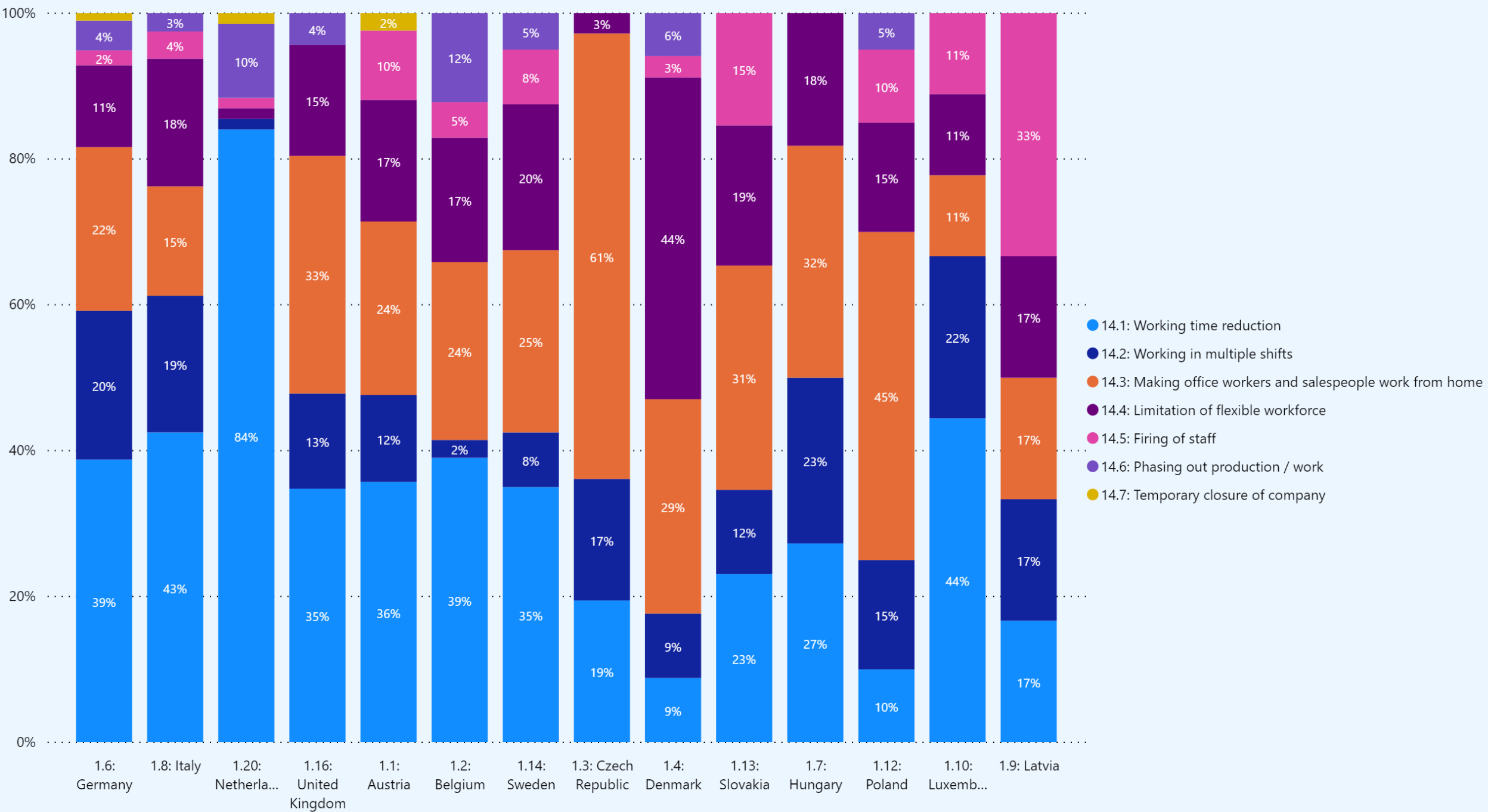
What do you expect your company's turnover and orderbook to be affected in the coming 3 months?



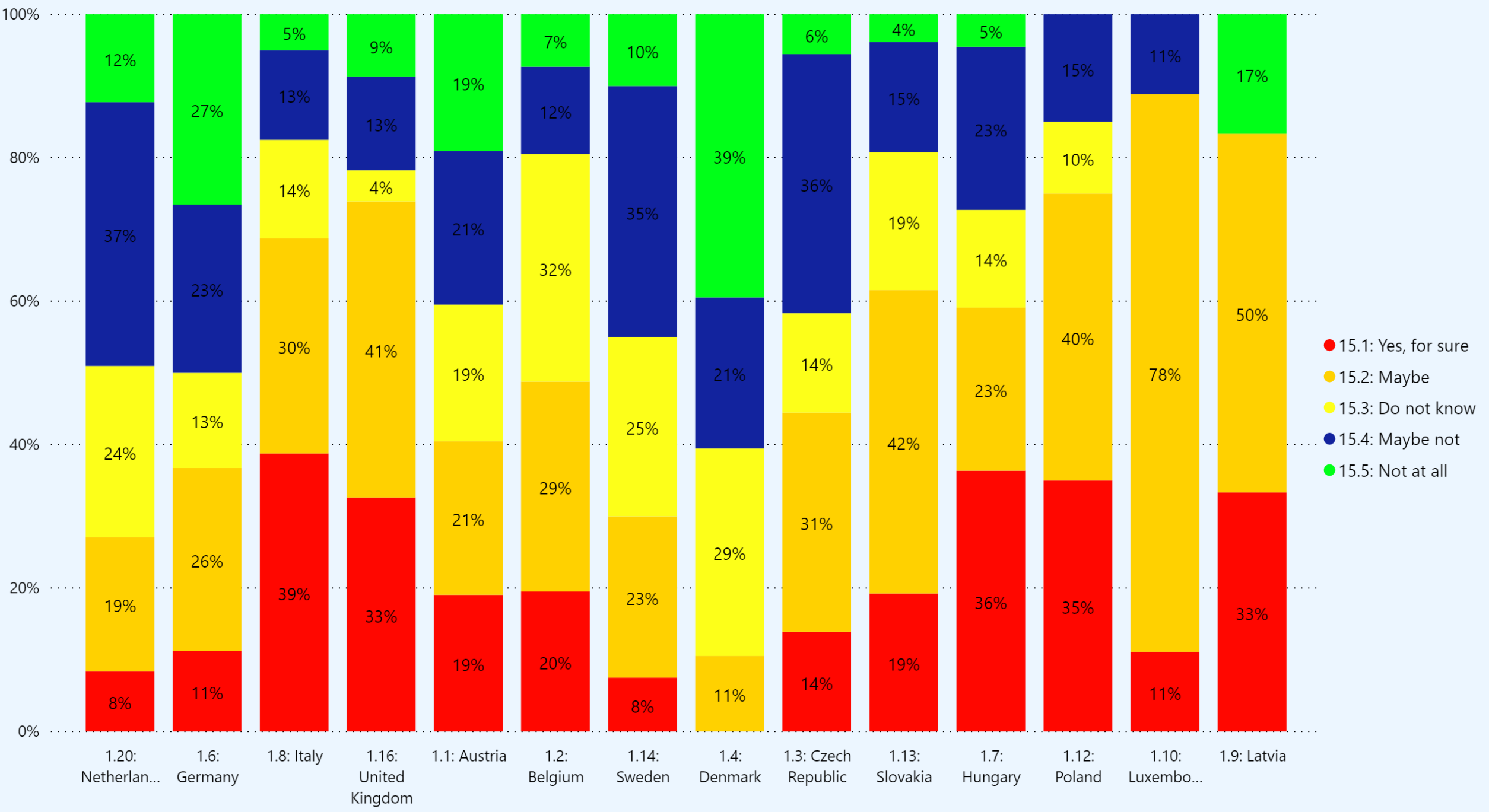
What measures are already been taken to minimize the consequences?



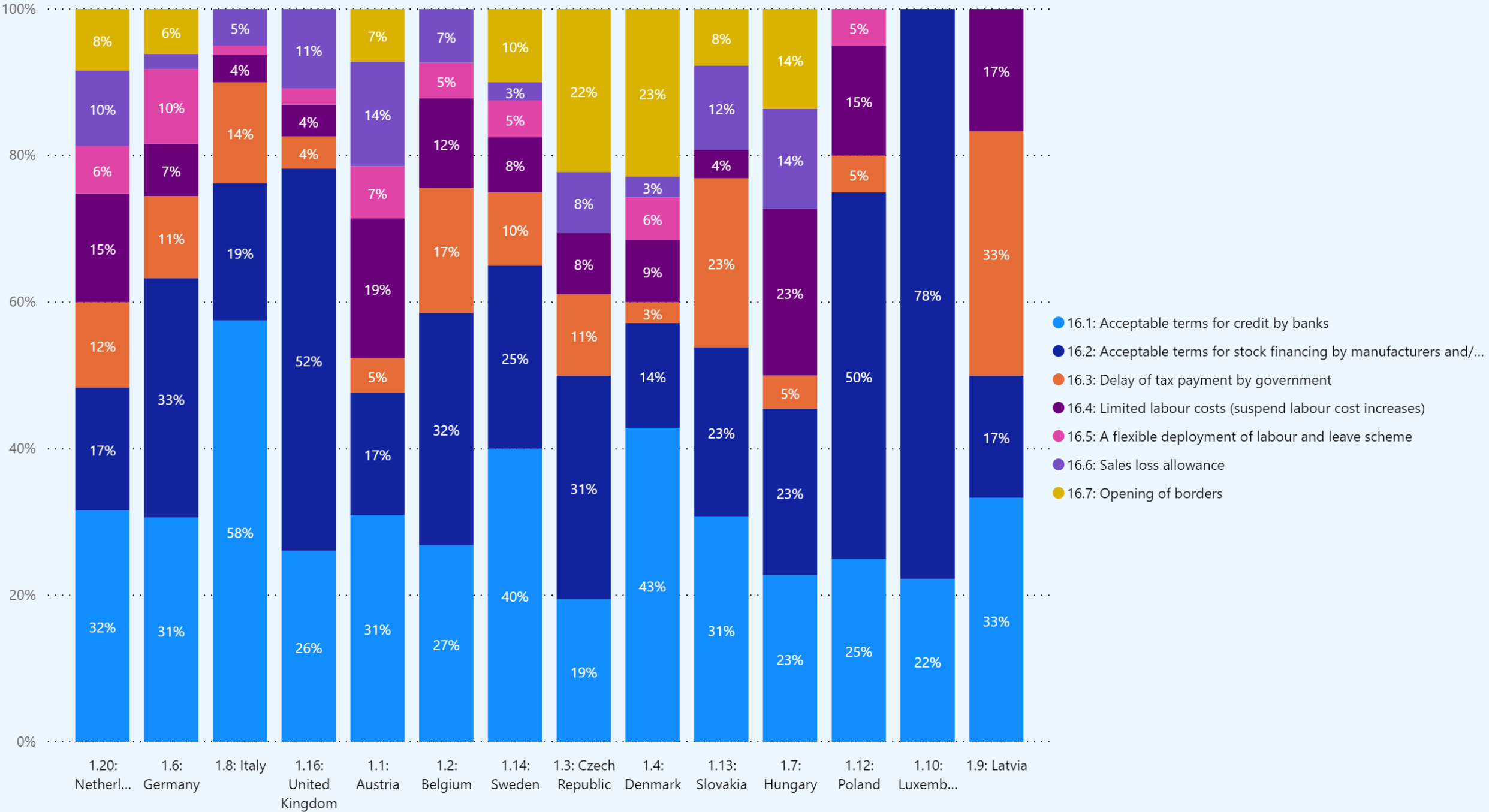
First choice additional measures to take in the coming 3 months



Do you need support to overcome this COVID-19 crisis ?



If you need support, what measures do you expect to need?



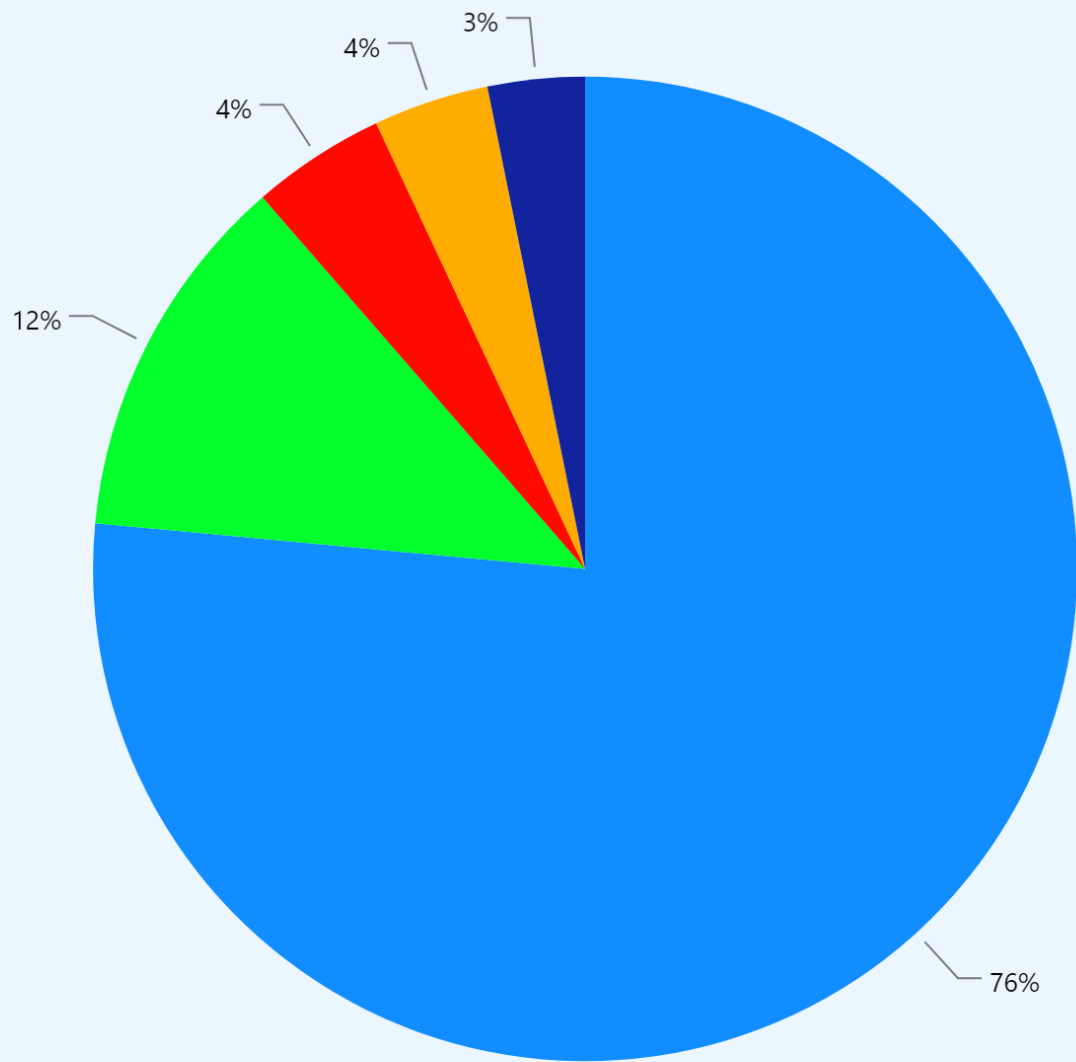


CLIMMAR COVID-19 SURVEY

PART 2: Compiled results of all participating countries

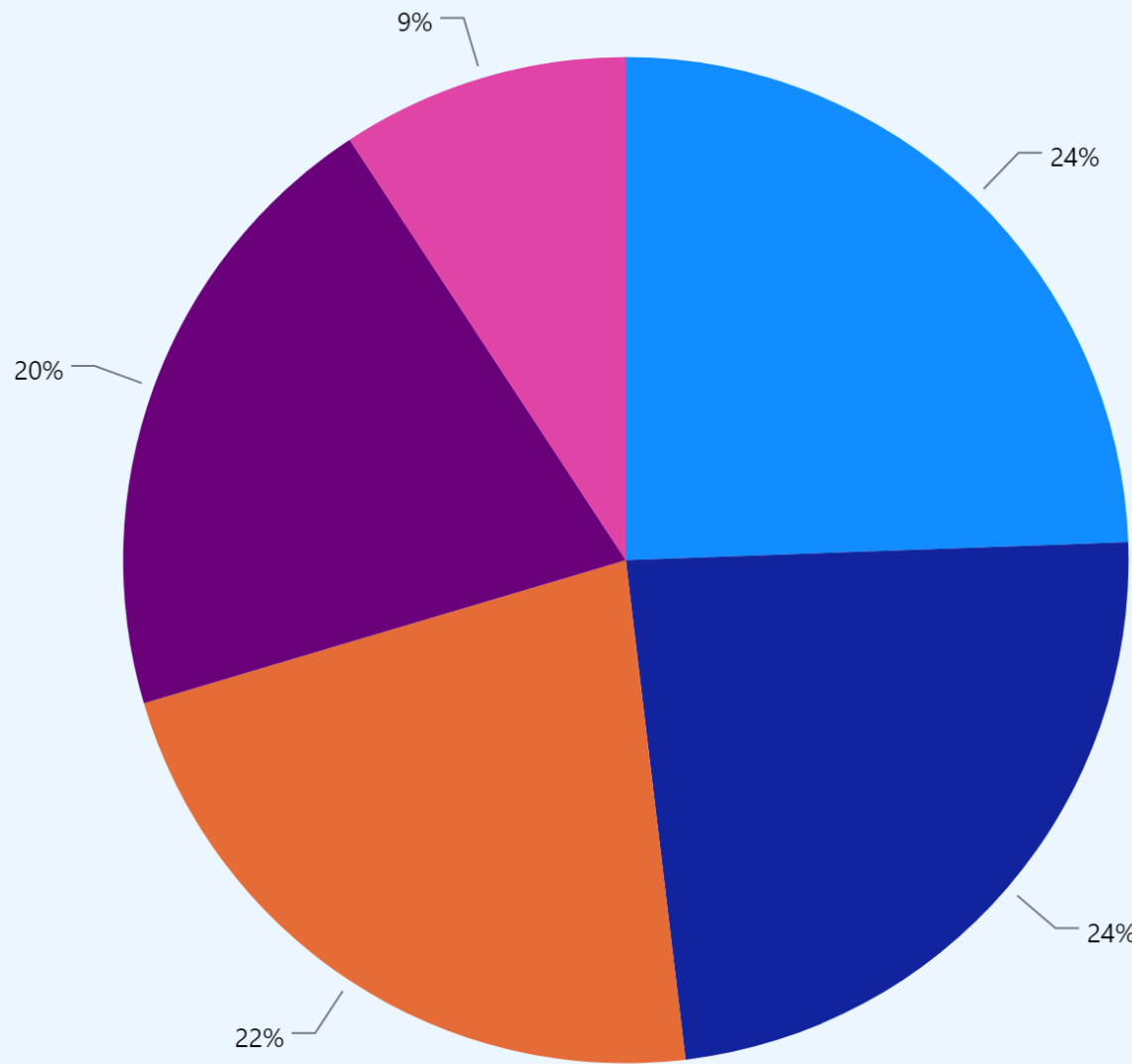


In which segment are your main activities ?



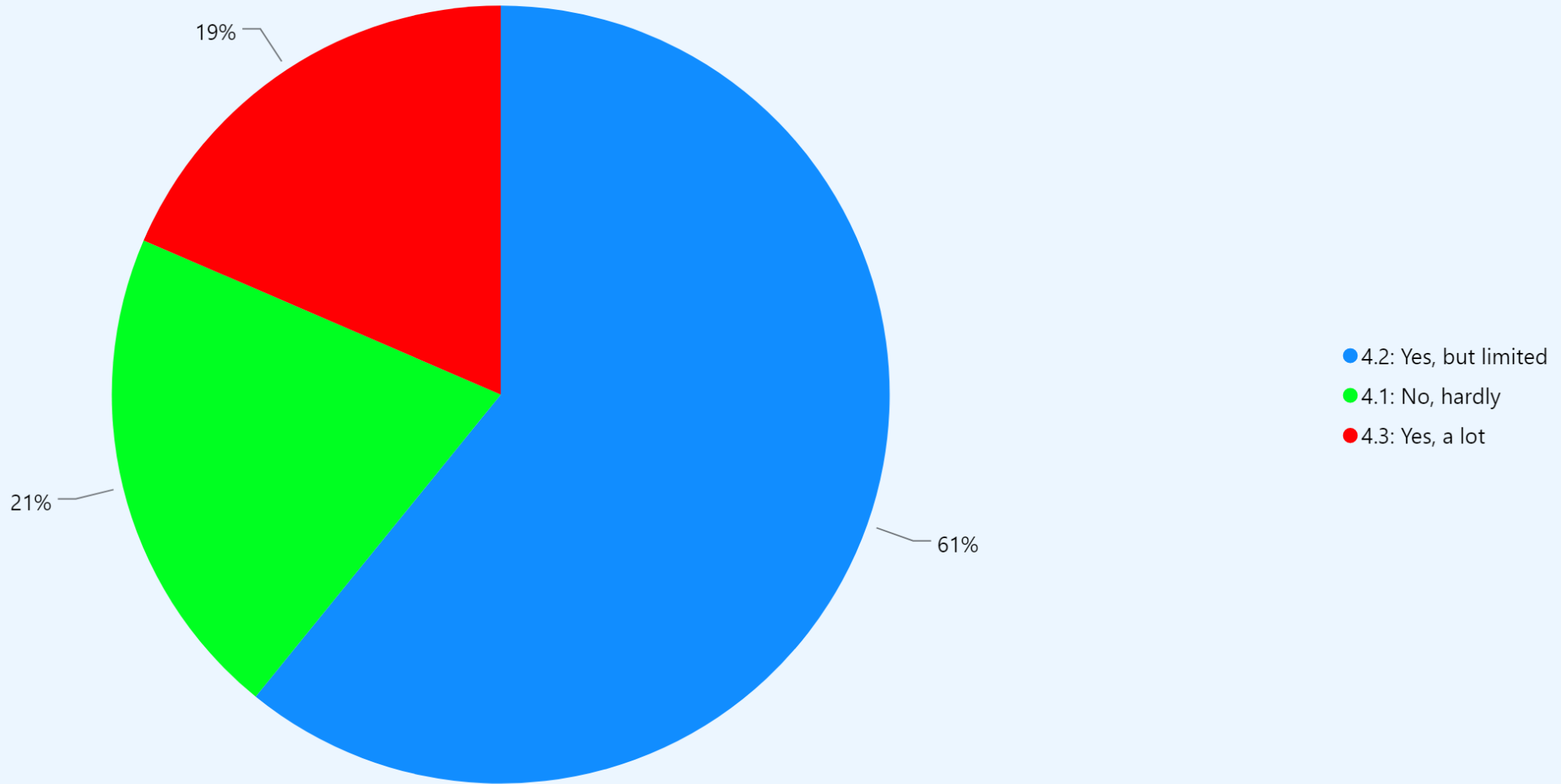
- 2.1: Agricultural machinery
- 2.3: Gardening machinery
- 2.4: Construction & Material Handling machinery
- 2.2: Livestock farming machinery
- 2.5: Vineyard machinery

How many employees do you have (full time) ?

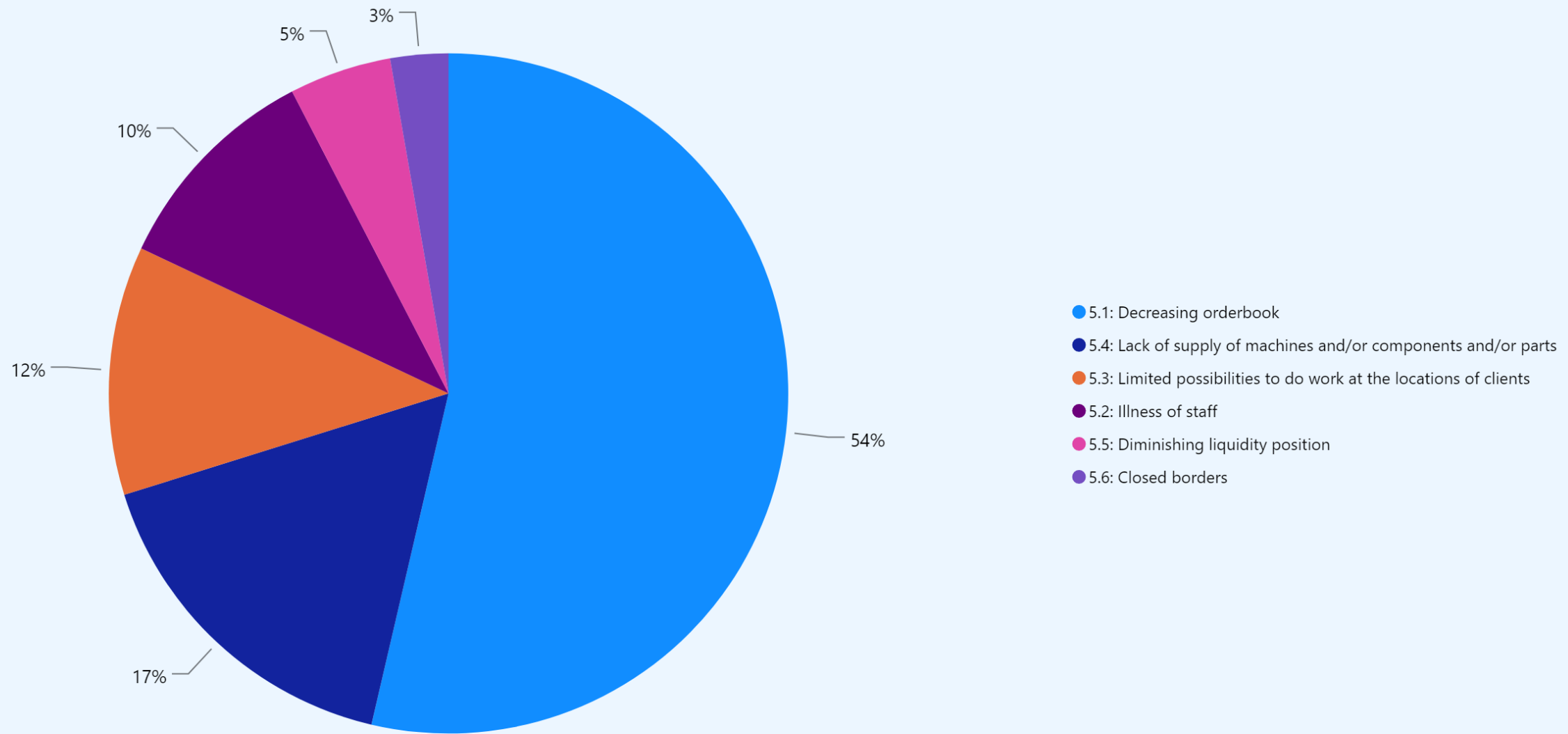


- 3.1: 1-5 employees
- 3.2: 5-10 employees
- 3.3: 10-20 employees
- 3.4: 20-30 employees
- 3.5: more than 30 employees

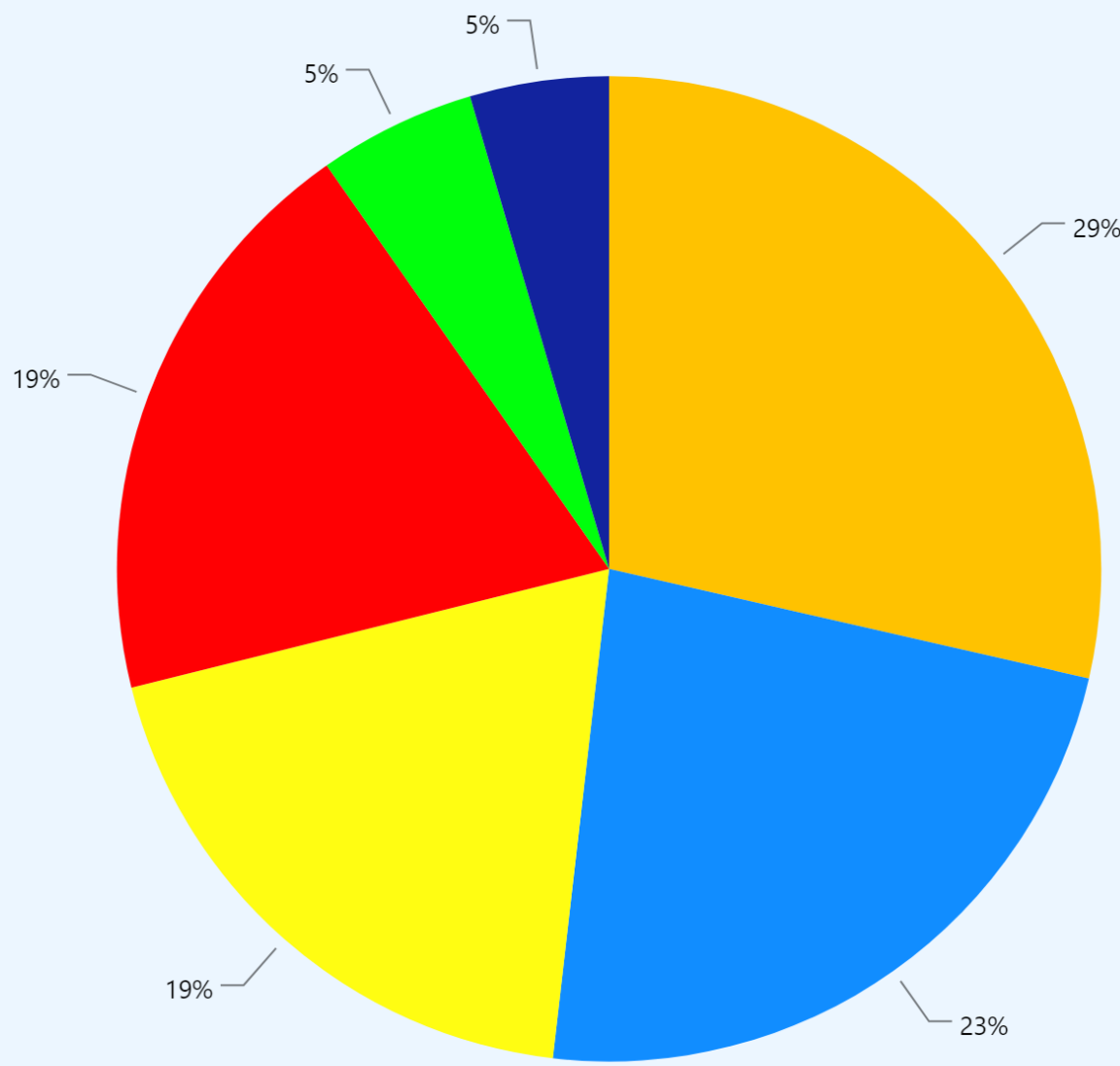
Are you currently experiencing consequences due to the COVID-19 crisis?



Main consequences for you company today

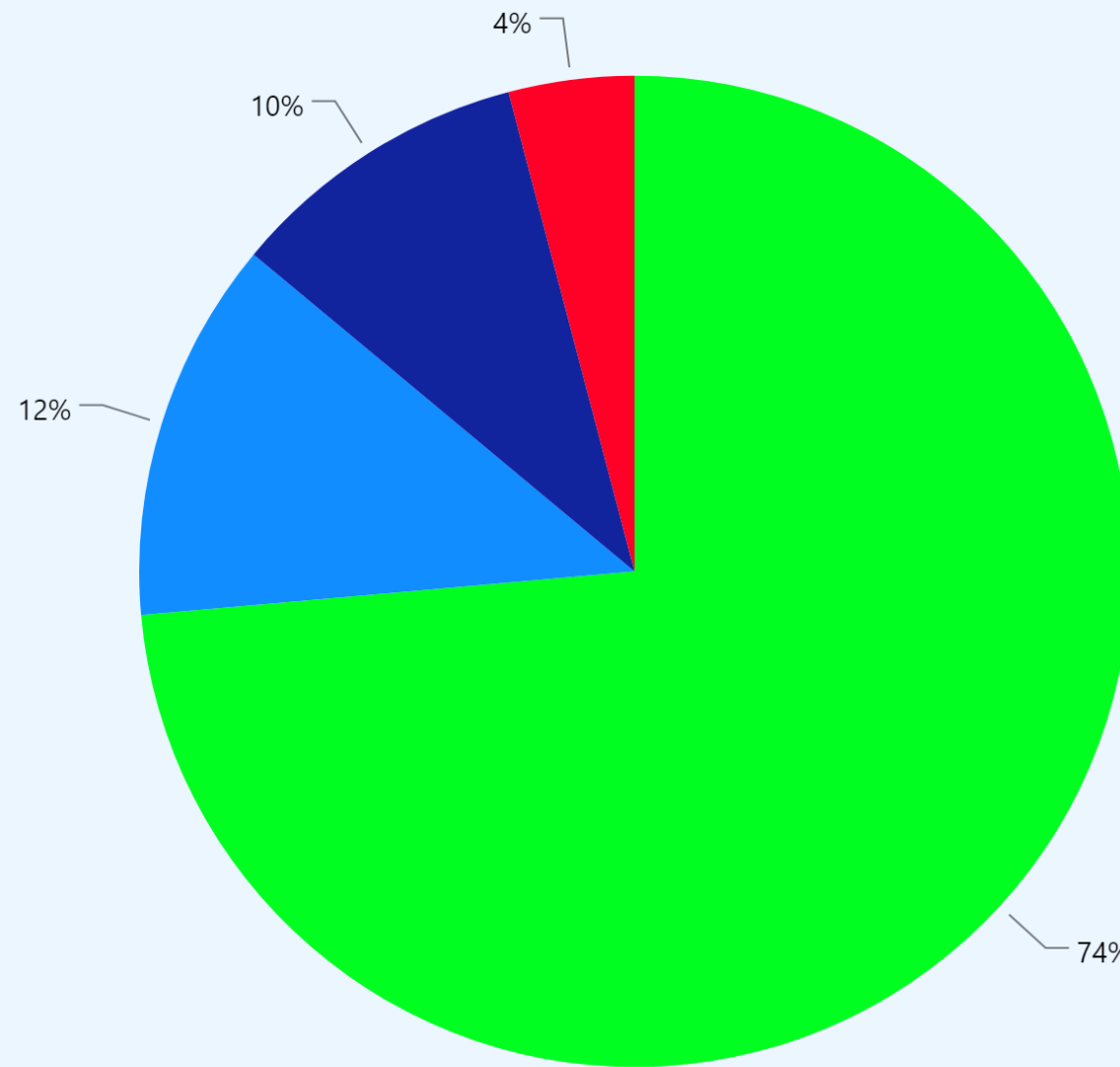


Has your turnover and order book already been affected compared to 2019?



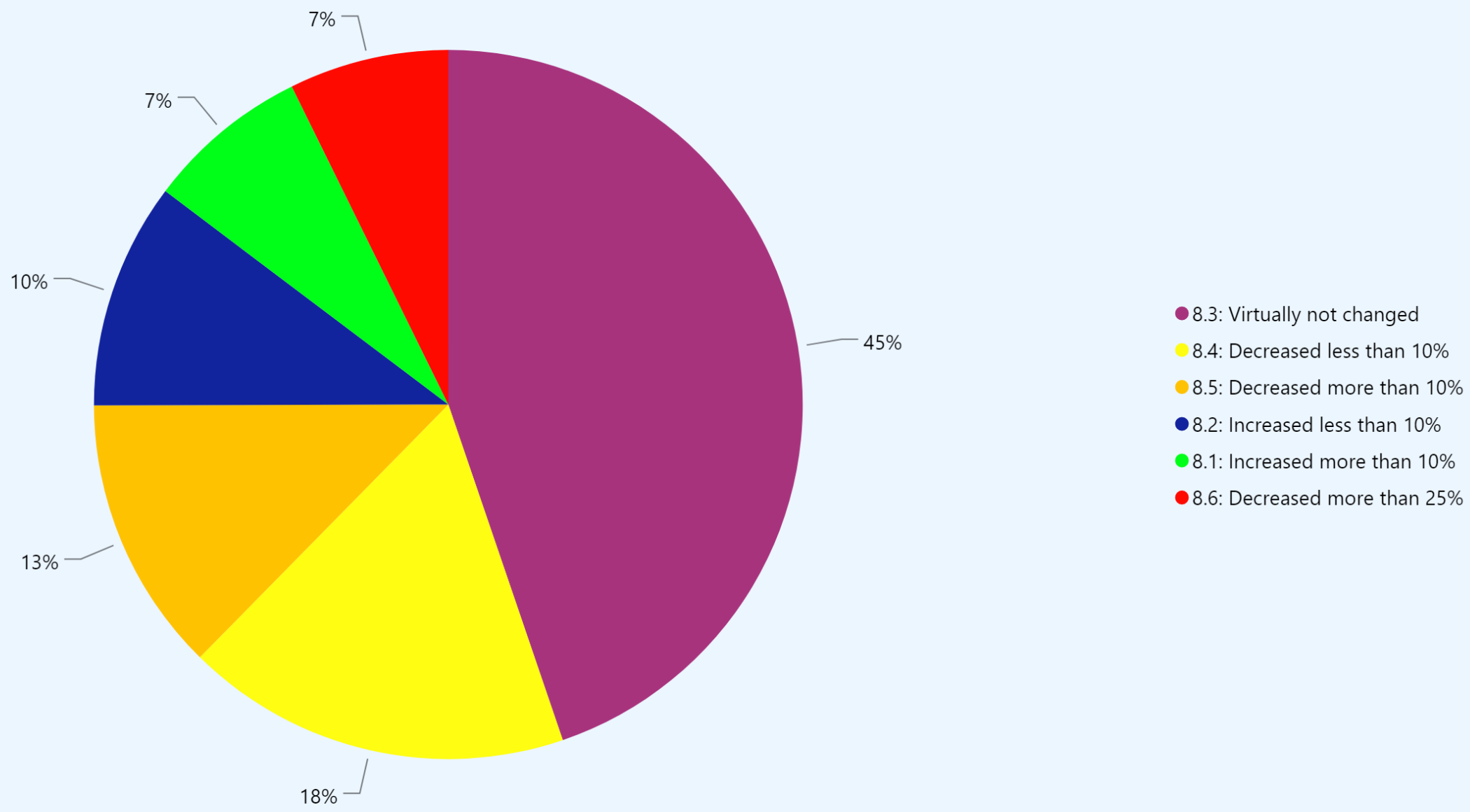
- 6.5: Decreased more than 10%
- 6.3: Virtually not changed
- 6.4: Decreased less than 10%
- 6.6: Decreased more than 25%
- 6.1: Increased more than 10%
- 6.2: Increased less than 10%

In which part of your company do your experience the most impact of the COVID-19 Crisis ?

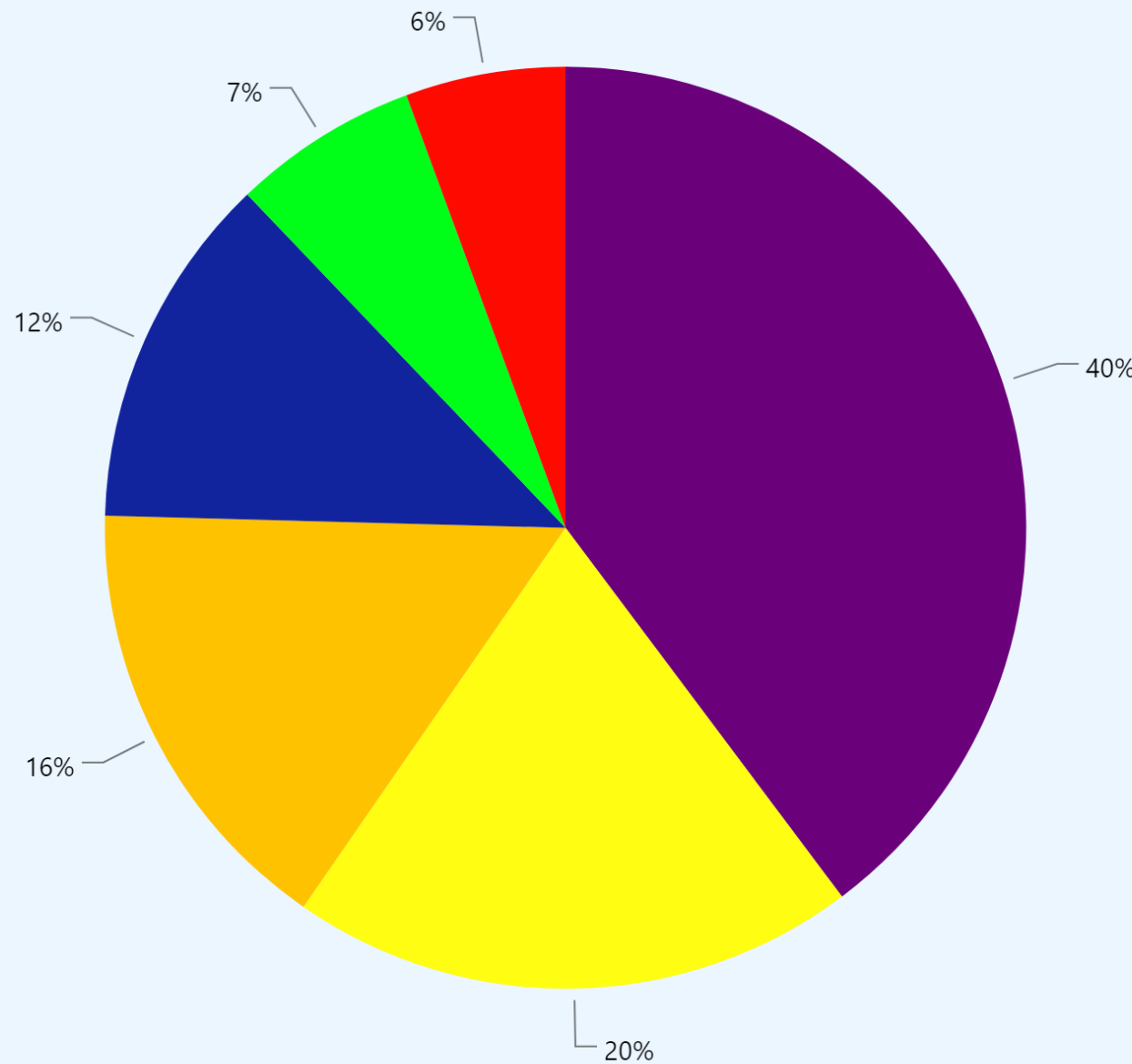


- 7.3: Sales Department
- 7.2: Components & Parts shop
- 7.1: Repair & Maintenance workshop
- 7.4: Administration Office

What is the current turnover situation in the Repair&Maintenance Workshop compared to 2019 ?

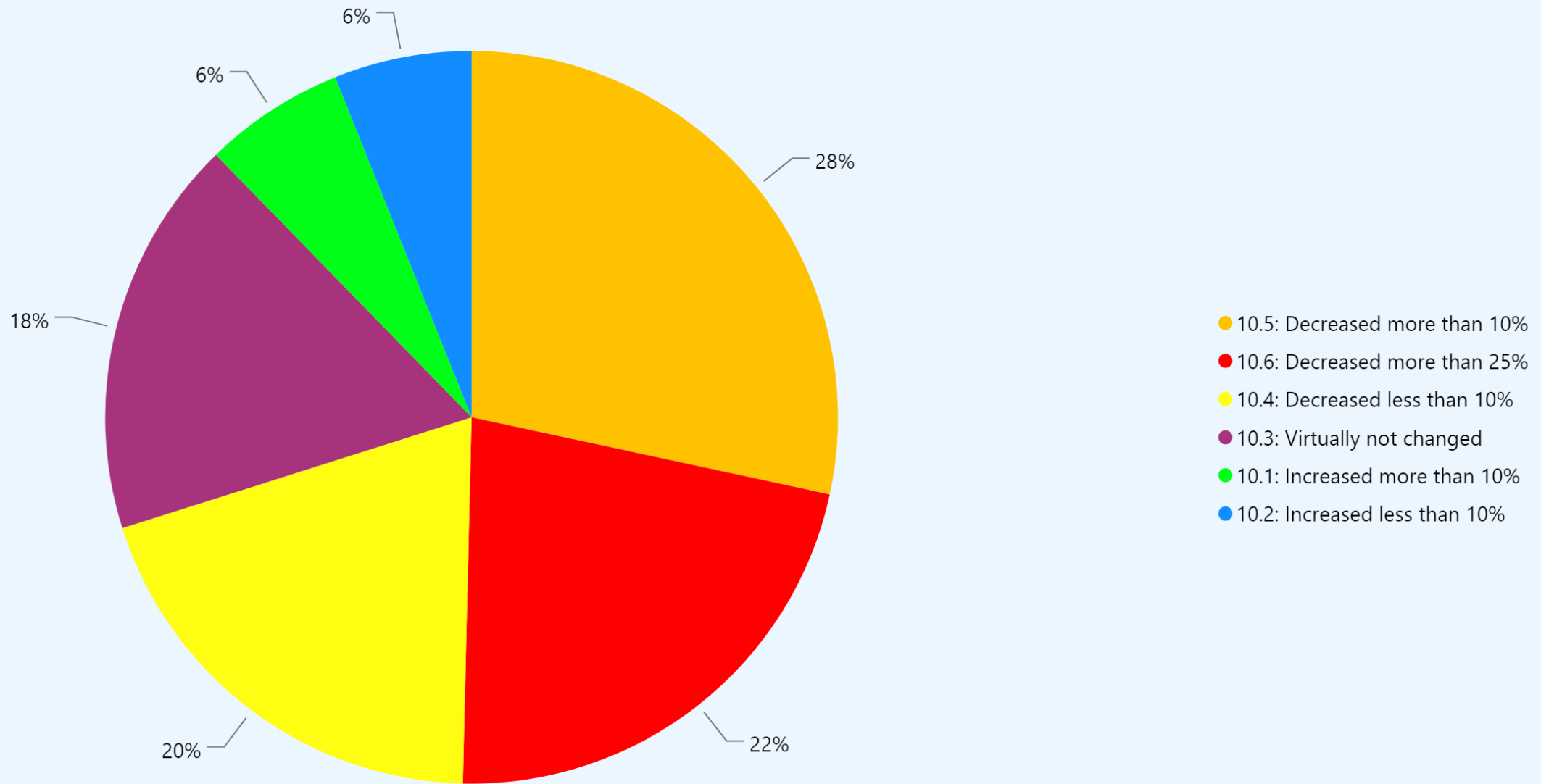


What is the current turnover situation in the Component & Parts shop compared to 2019 ?

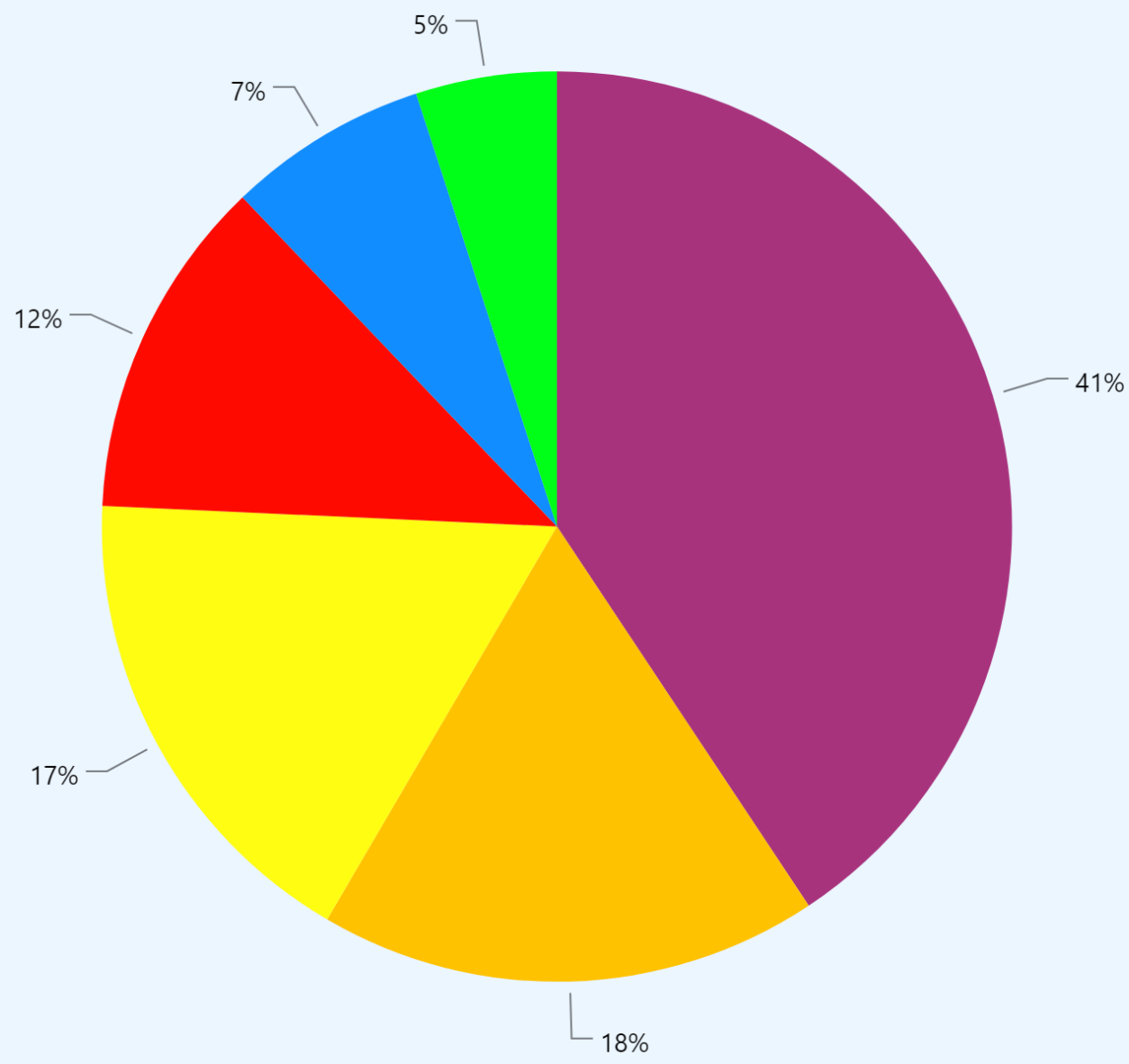


- 9.3: Virtually not changed
- 9.4: Decreased less than 10%
- 9.5: Decreased more than 10%
- 9.2: Increased less than 10%
- 9.1: Increased more than 10%
- 9.6: Decreased more than 25%

What is the current turnover and orderbook situation with sales of new machinery compared to 2019?

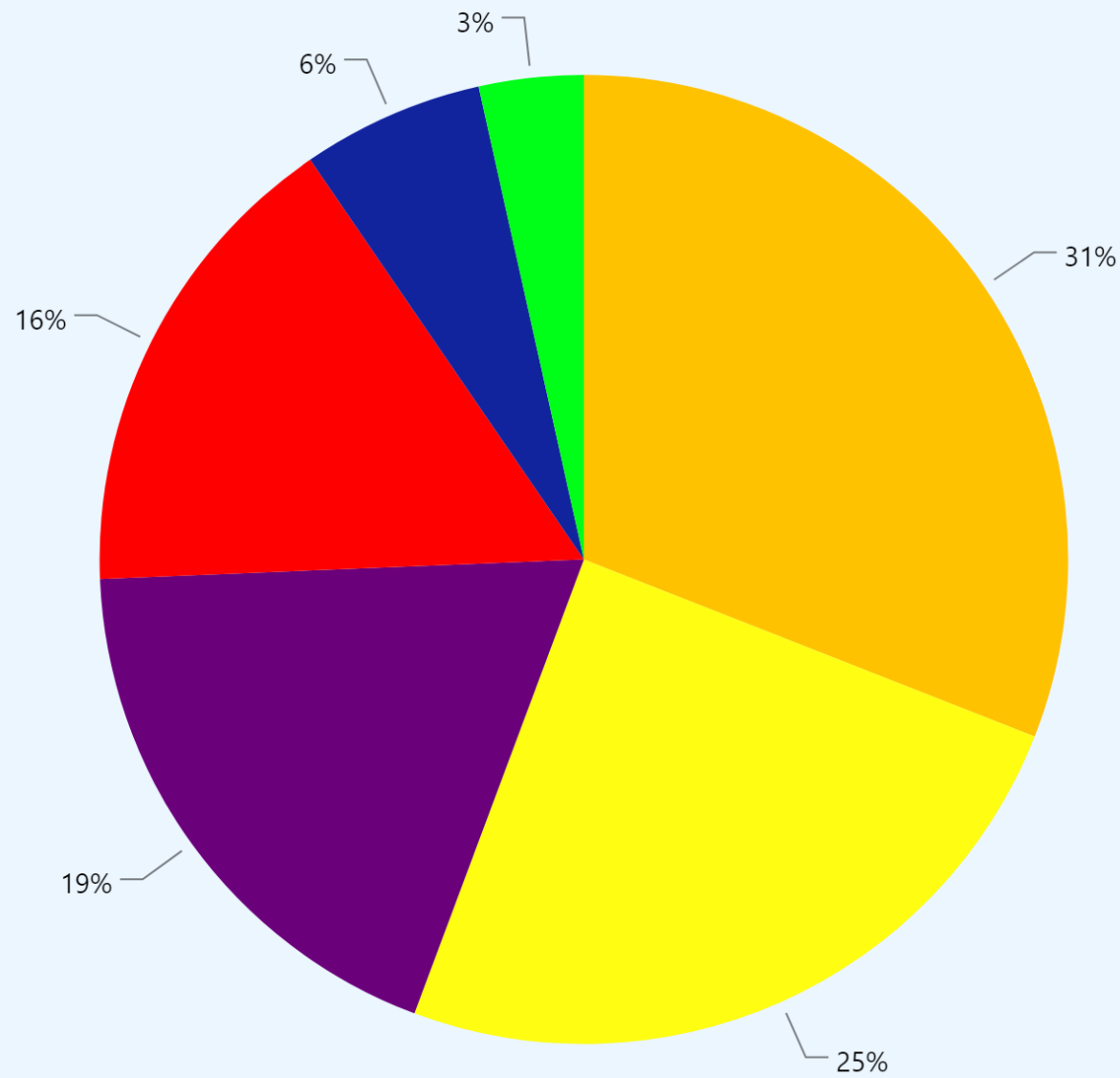


What is the current turnover situation with sales of used machinery compared to 2019 ?



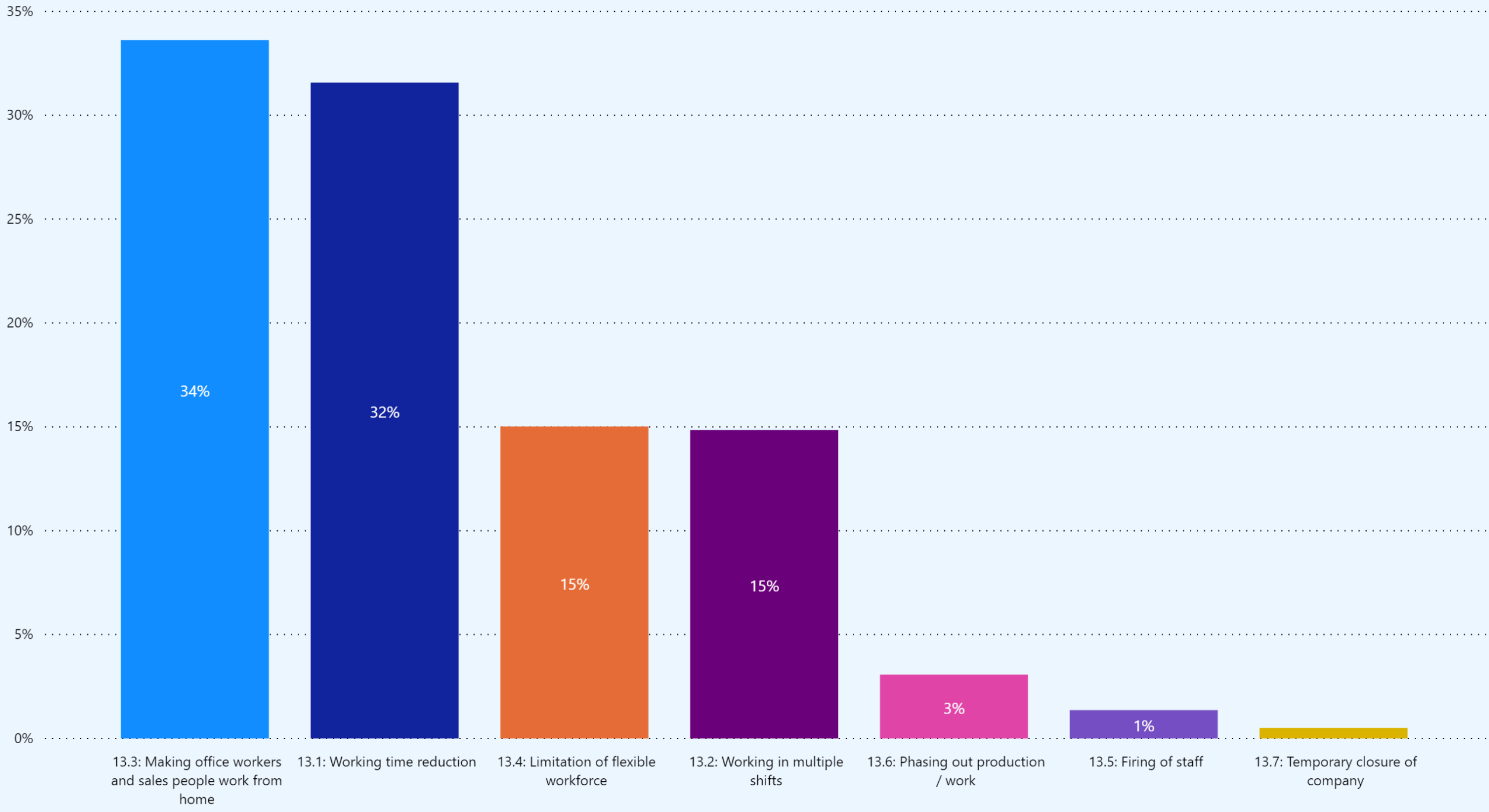
- 11.3: Virtually not changed
- 11.5: Decreased more than 10%
- 11.4: Decreased less than 10%
- 11.6: Decreased more than 25%
- 11.2: Increased less than 10%
- 11.1: Increased more than 10%

What do you expect your company's turnover and orderbook to be affected in the coming 3 months?

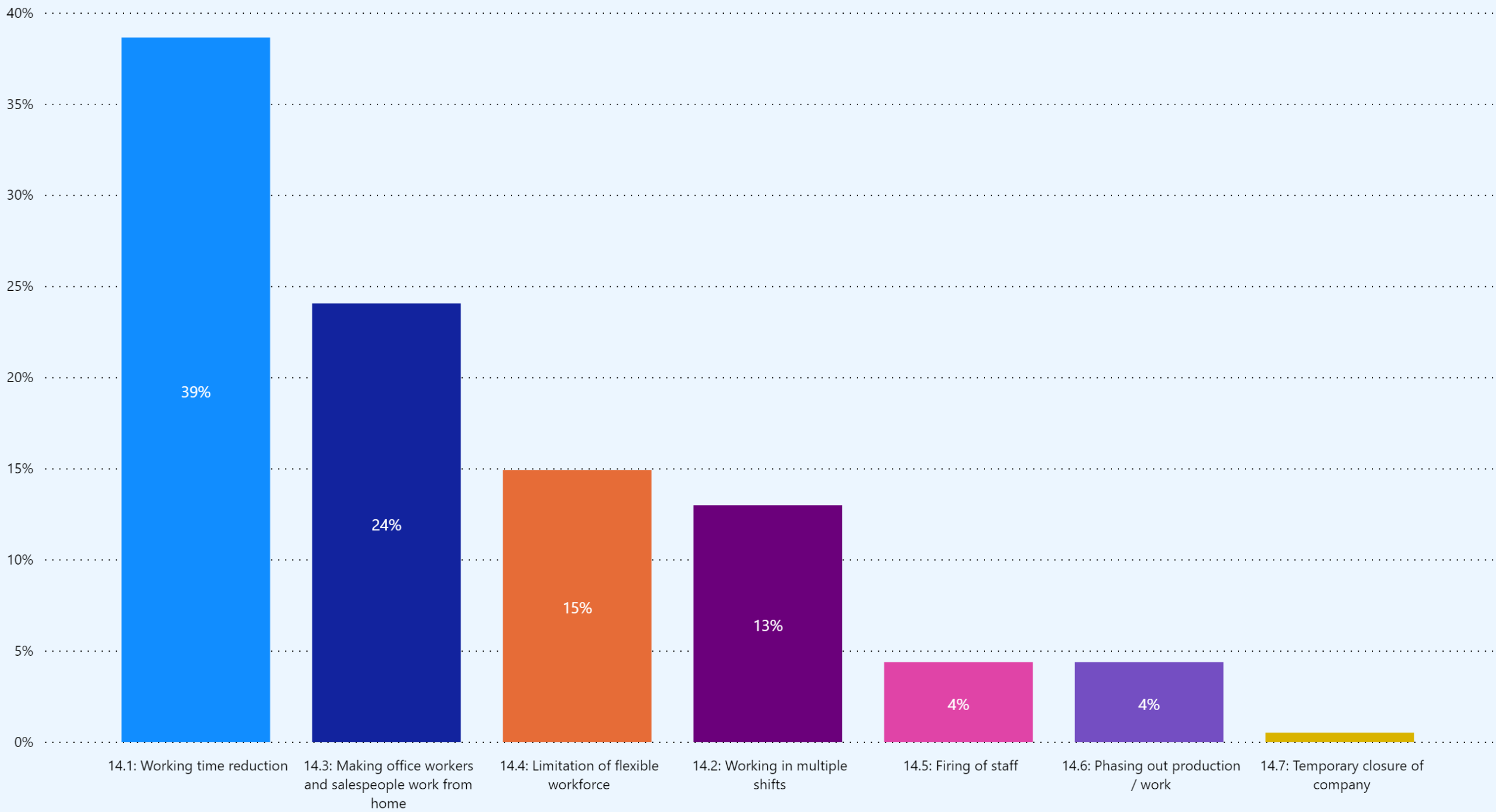


- 12.5: Decrease more than 10%
- 12.4: Decrease less than 10%
- 12.3: Virtually no change
- 12.6: Decrease more than 25%
- 12.2: Increase less than 10%
- 12.1: Increase more than 10%

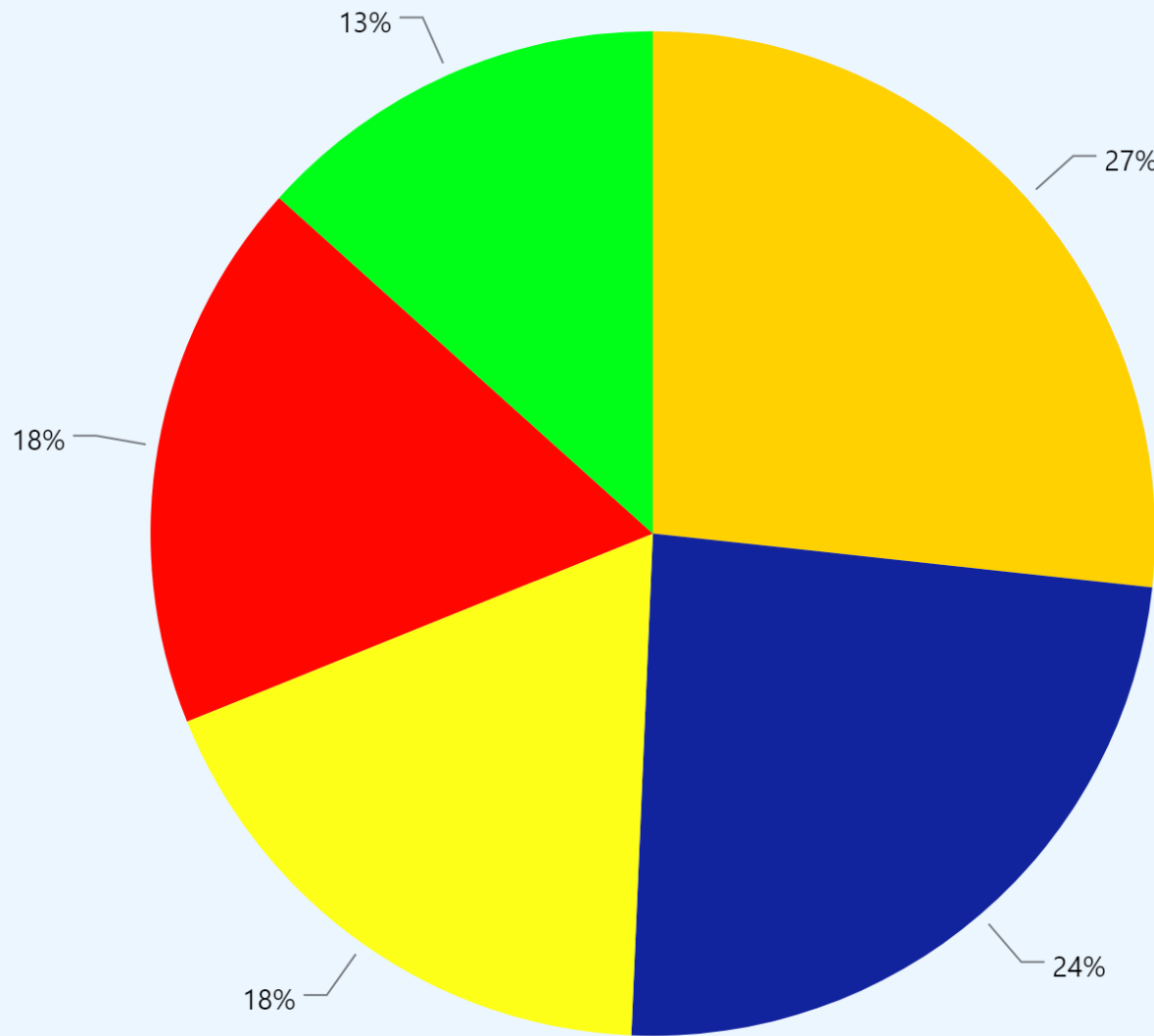
What measures are already been taken to minimize the consequences?



First choice additional measures to take in the coming 3 months



Do you need support to overcome this COVID-19 crisis ?



- 15.2: Maybe
- 15.4: Maybe not
- 15.3: Do not know
- 15.1: Yes, for sure
- 15.5: Not at all

If you need support, what measures do you expect to need?

