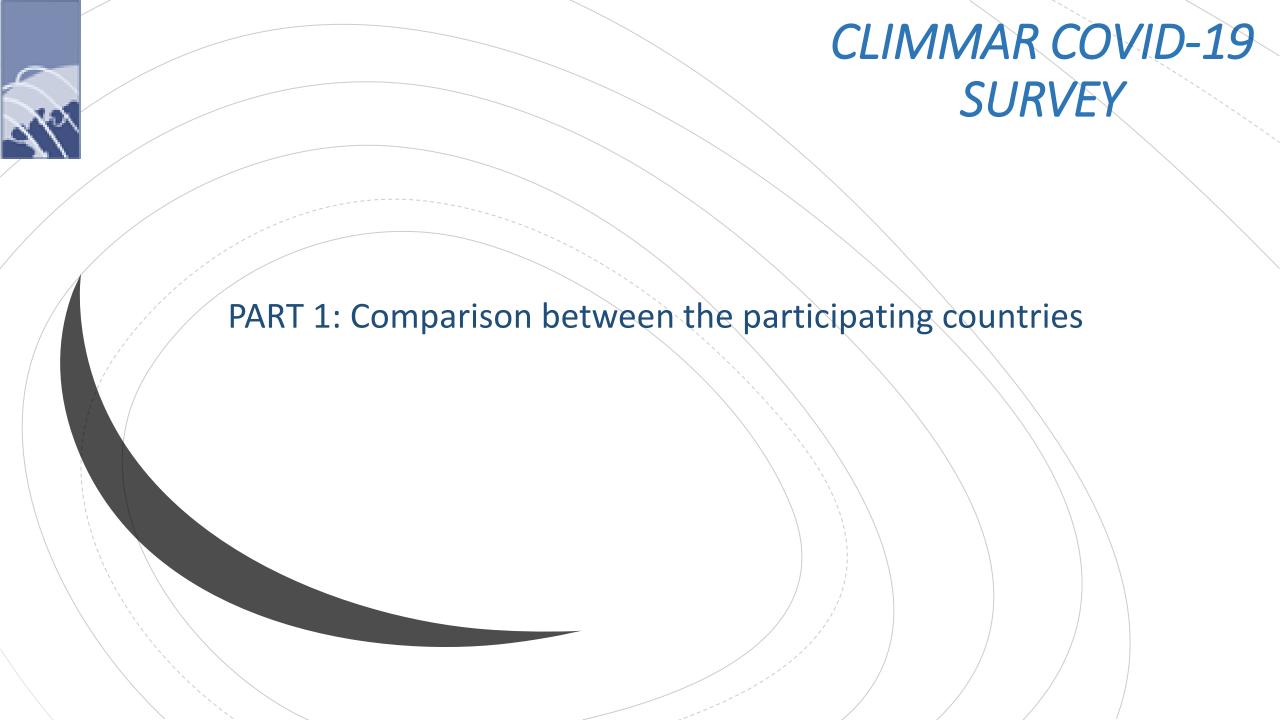




CLIMMAR COVID-19 SURVEY

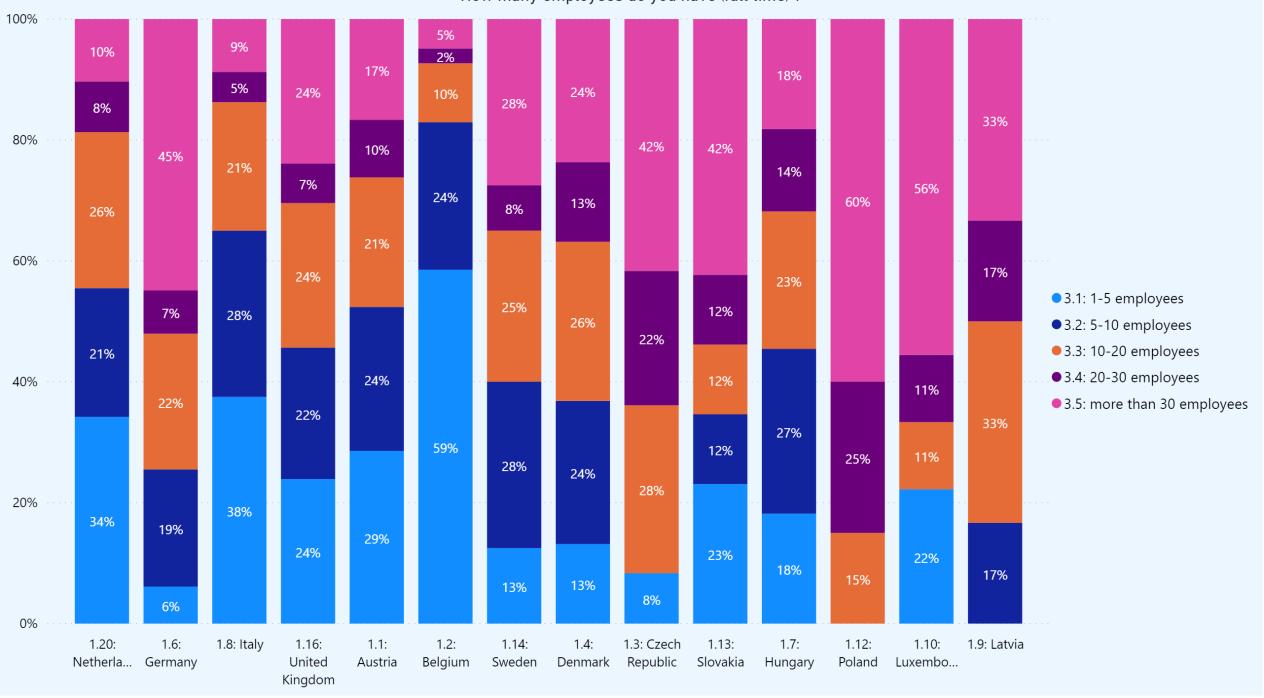
- Purpose: a quick scan assessment of the COVID-19 situation amongst the European dealers
- Running time: the survey was held between 8-29 of May 2020
- Participation: 14 countries participated in the survey
- Responses: in total 660 dealercompanies responded to the survey



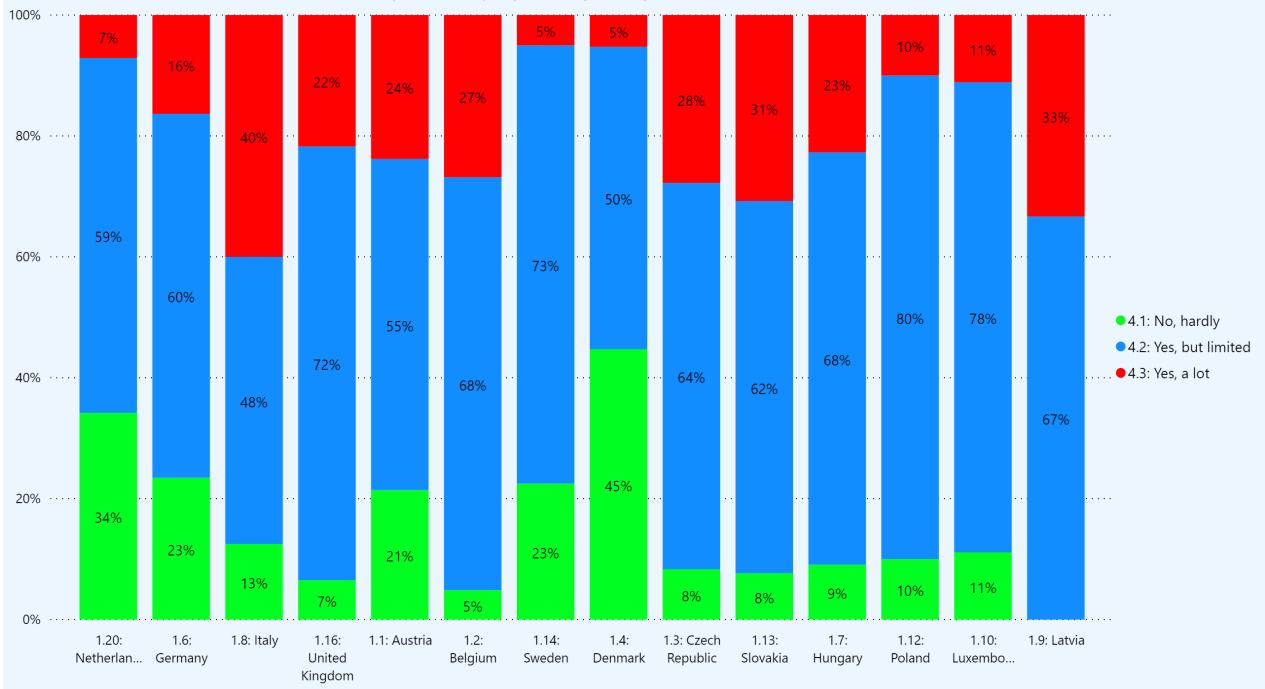
In which segment are your main activities? 100% · · · 5% 11% 6% 4% 17% 12% 10% 5% 11% 7% 21% 3% 80% 13% 33% 43% 9% 60% 2.1: Agricultural machinery 100% 100% 2.2: Livestock farming machinery 95% 95% 2% 92% • 2.3: Gardening machinery 86% 85% 83% • 2.4: Construction & Material Handling machinery 81% 40% 80% ● 2.5: Vineyard machinery 71% 63% 56% 46% 20% 1.8: Italy 1.20: 1.6: 1.16: 1.1: 1.2: 1.3: Czech 1.7: 1.12: 1.9: Latvia 1.14: 1.4: 1.13: 1.10: Netherla... Germany United Austria Belgium Sweden Denmark Republic Slovakia Poland Luxemb... Hungary

Kingdom

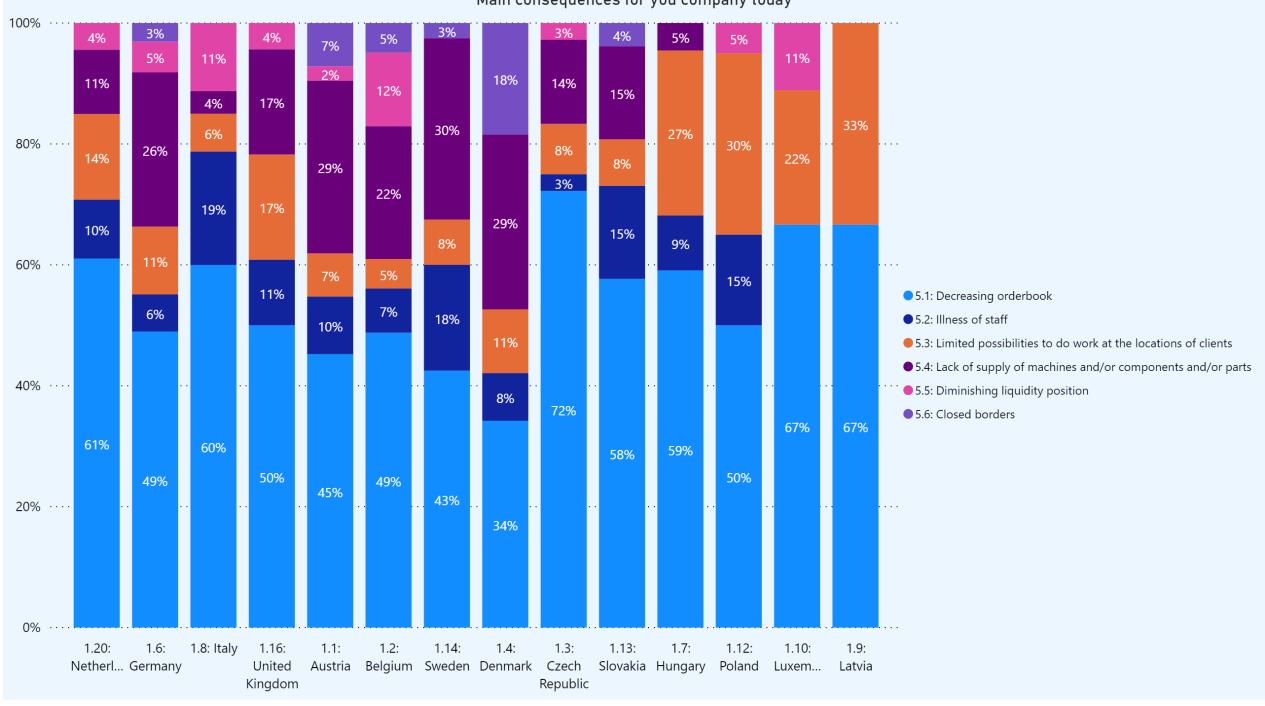
How many employees do you have (full time)?



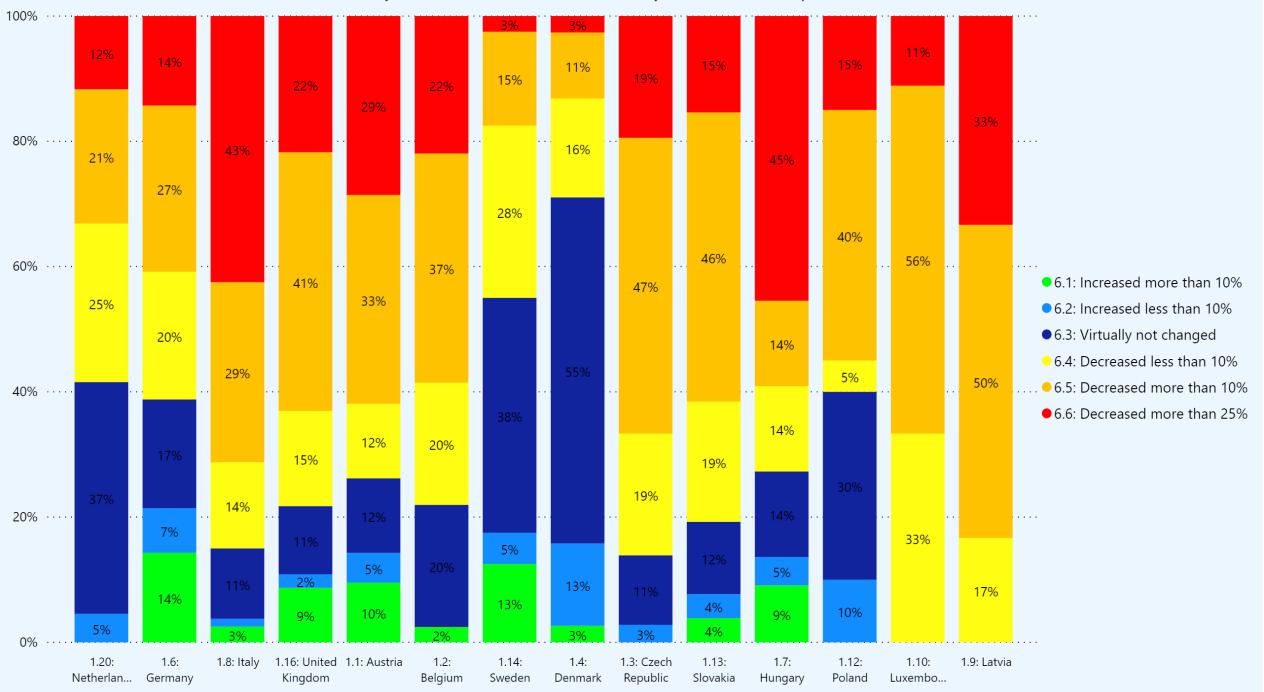
Are you currently experiencing consequences due to the COVID-19 crisis?

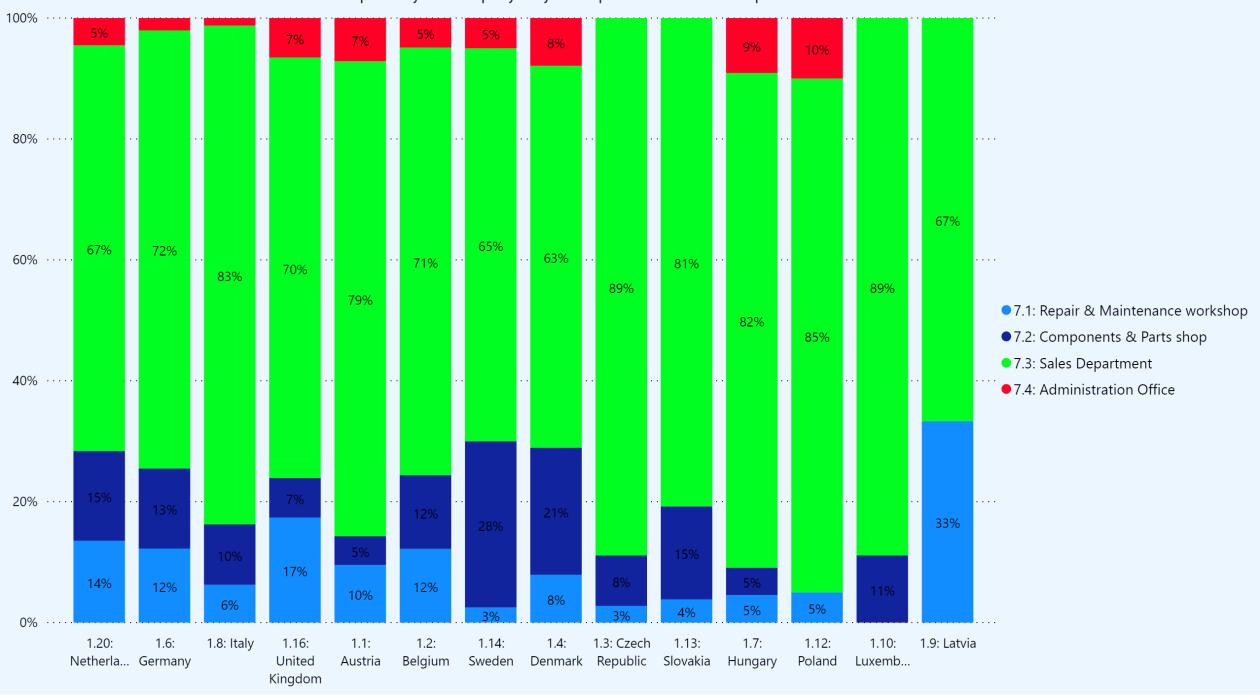


Main consequences for you company today

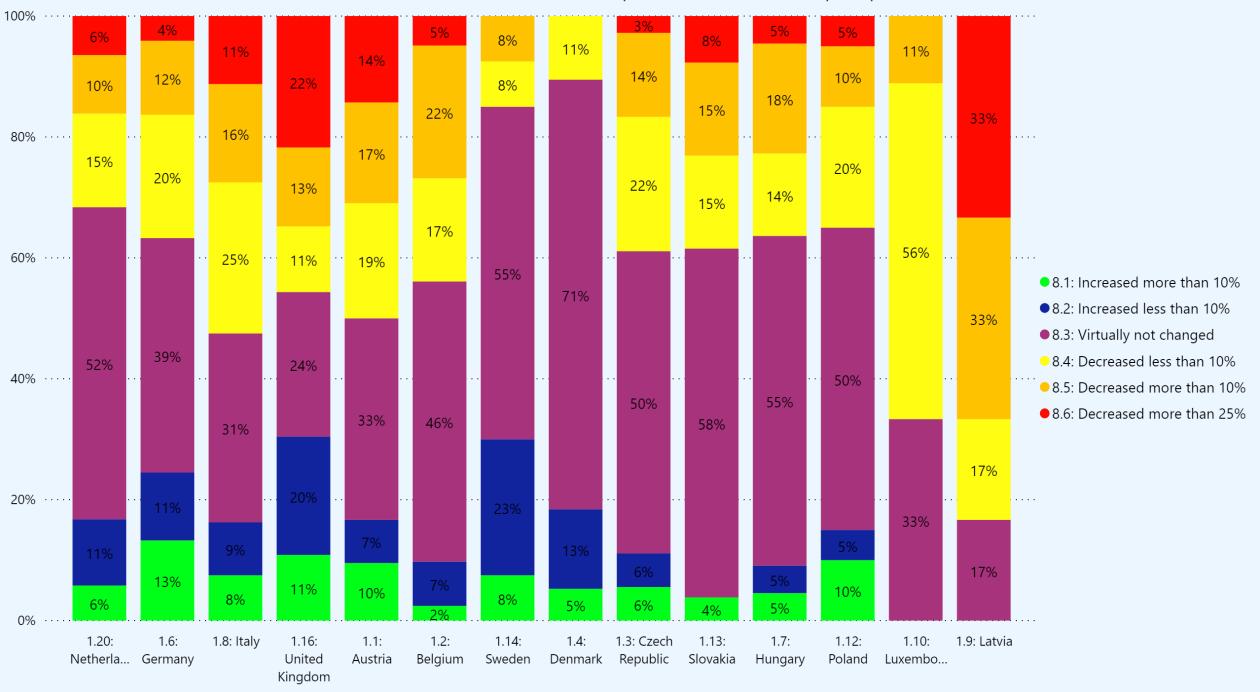


Has your turnover and order book already been affected compared to 2019?

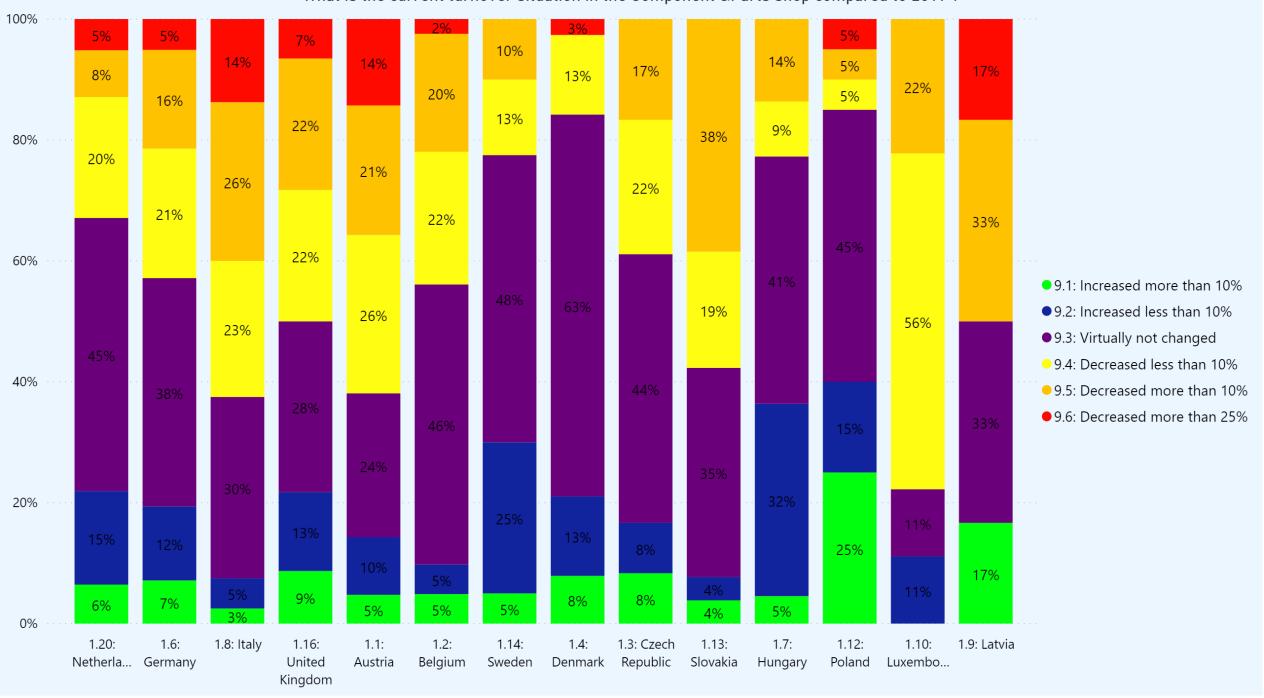




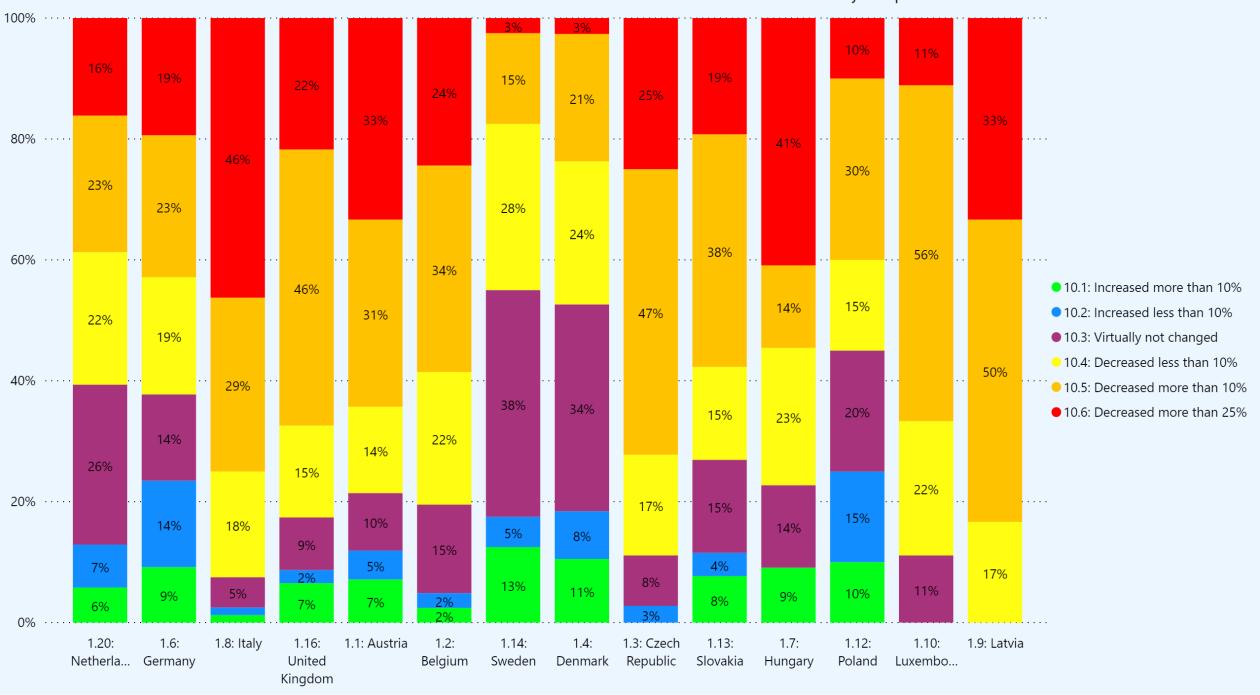
What is the current turnover situation in the Repair&Maintenance Workshop compared to 2019?



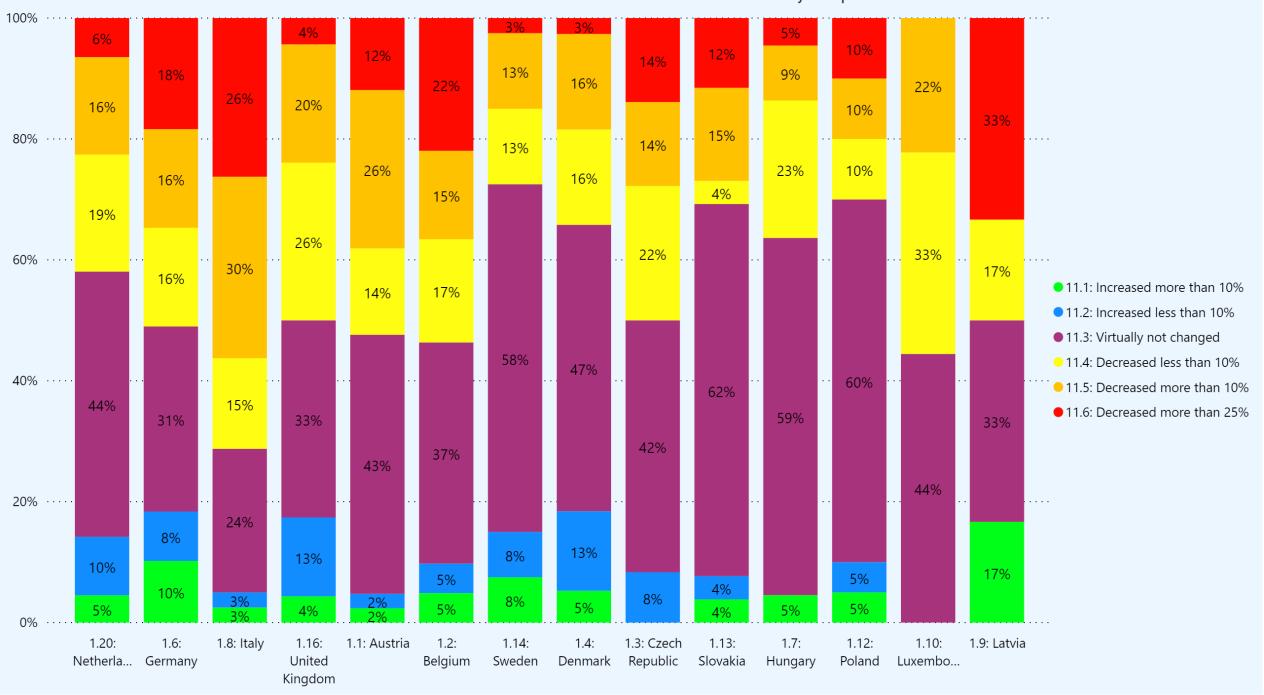
What is the current turnover situation in the Component &Parts shop compared to 2019?

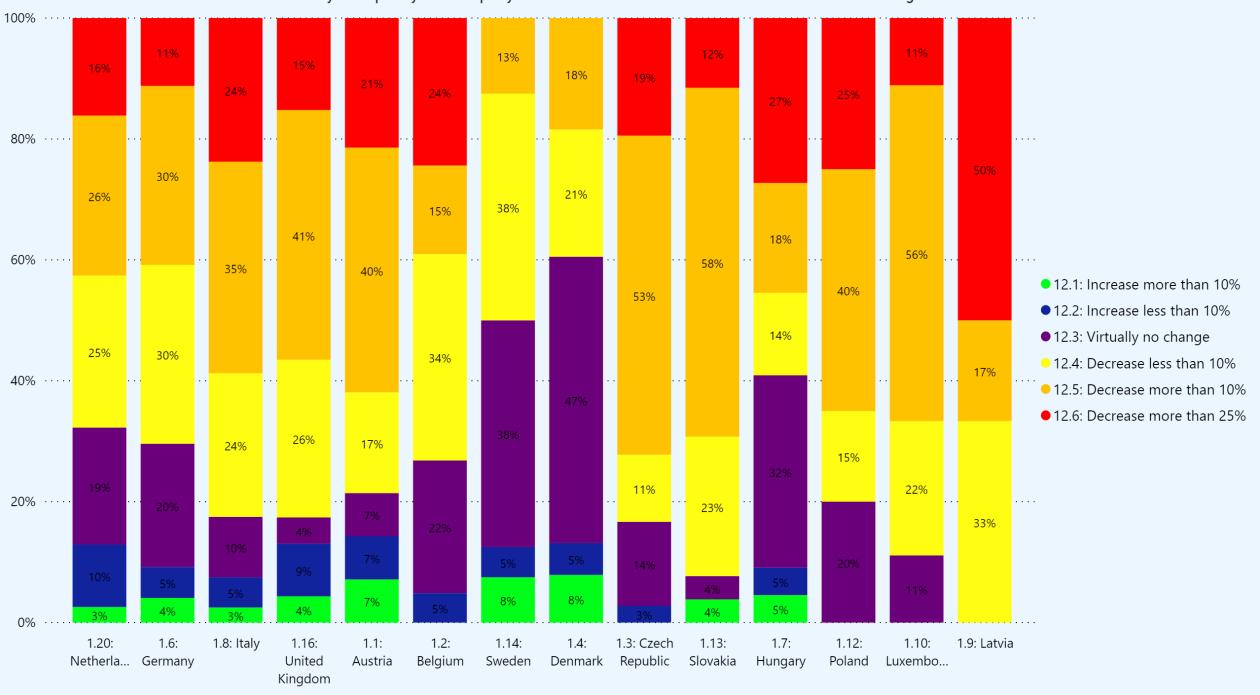


What is the current turnover and orderbook situation with sales of new machinery compared to 2019?



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

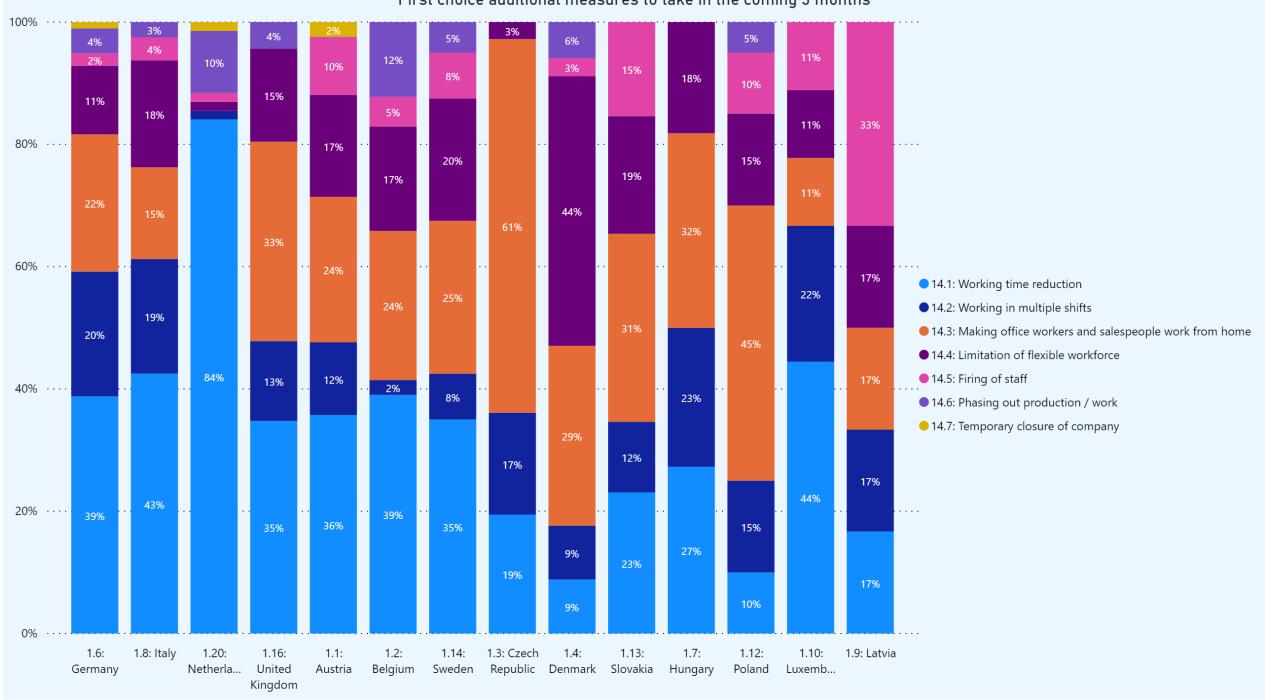




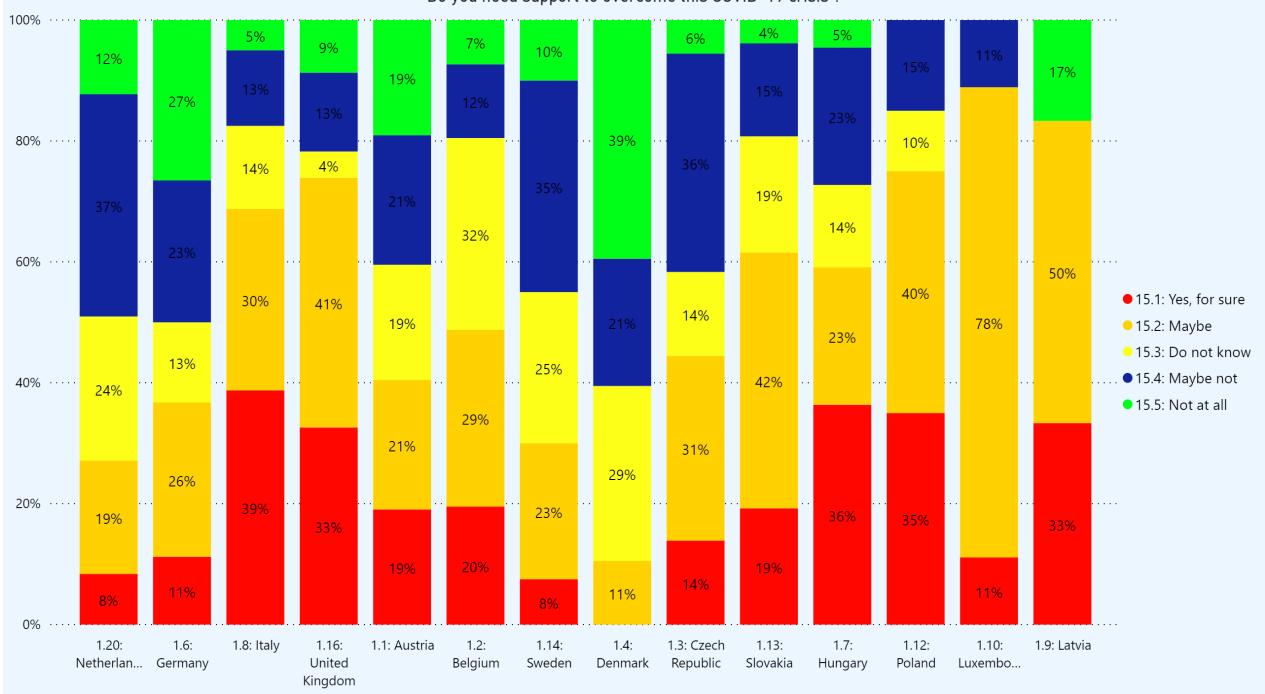
What measures are already been taken to minimize the consequences? 100% ... 10% 4% 12% 14% 12% 17% 10% 18% 9% 20% 11% 80% 12% 12% 43% 21% 17% 28% 27% 37% 60% 10% ● 13.1: Working time reduction 17% 37% ● 13.2: Working in multiple shifts 14% 33% ● 13.3: Making office workers and sales people work from home 64% ● 13.4: Limitation of flexible workforce 8% ● 13.5: Firing of staff 9% 40% 5% 78% ● 13.6: Phasing out production / work 37% • 13.7: Temporary closure of company 15% 54% 17% 48% 25% 45% 20% 38% 37% 8% 37% 36% 5% 25% 11% 17% 15% 12% 11% 0% · 1.20: 1.8: Italy 1.16: 1.1: 1.2: 1.3: Czech 1.7: 1.9: Latvia 1.6: 1.14: 1.4: 1.13: 1.12: 1.10: Germany Netherla... United Austria Belgium Sweden Republic Denmark Slovakia Poland Luxemb... Hungary

Kingdom

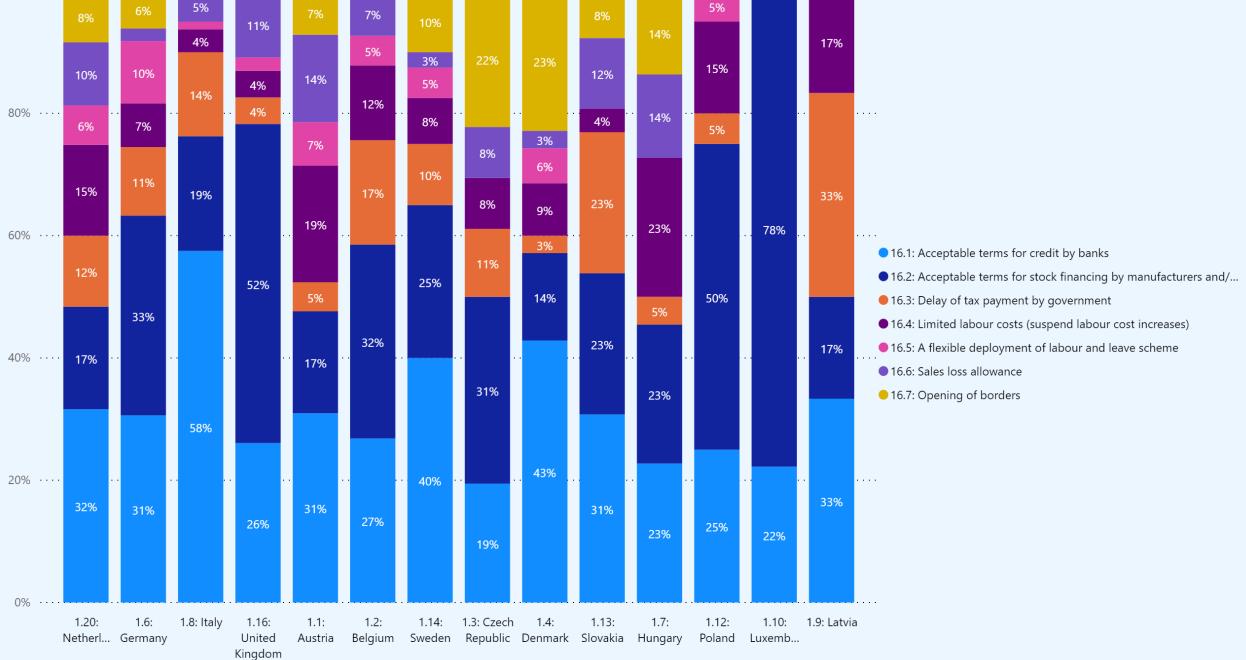
First choice additional measures to take in the coming 3 months



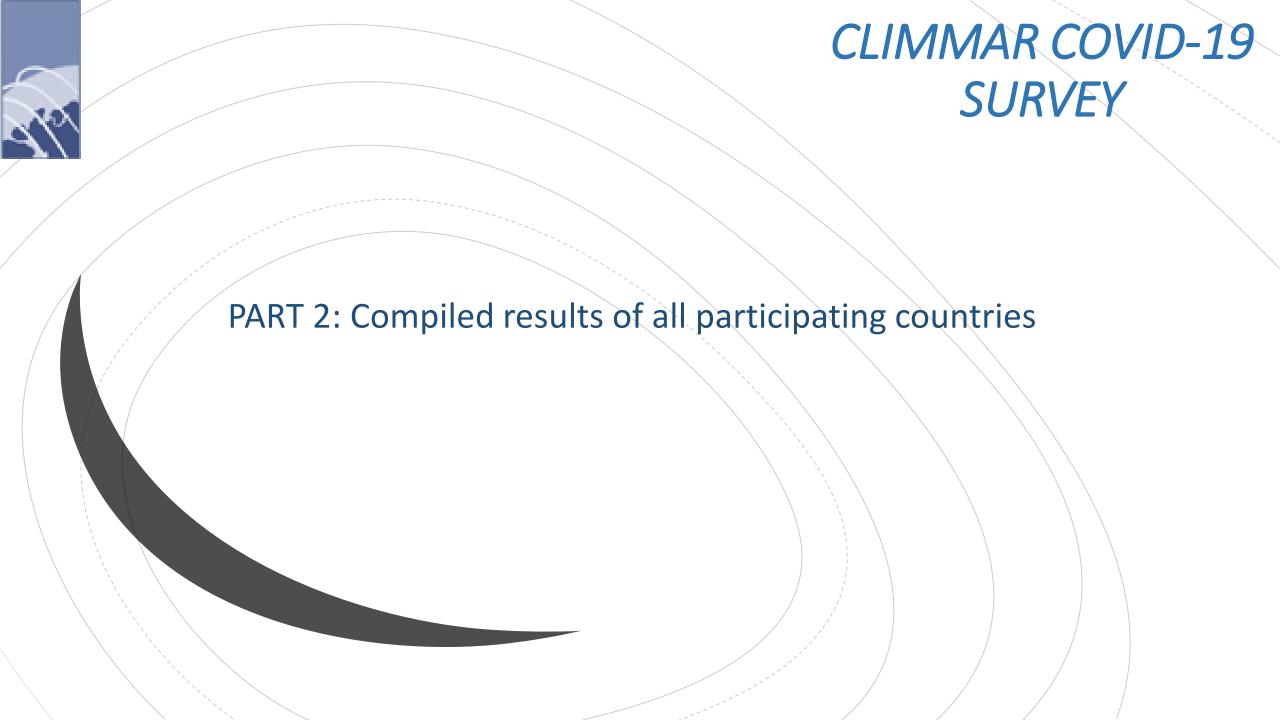
Do you need support to overcome this COVID-19 crisis?



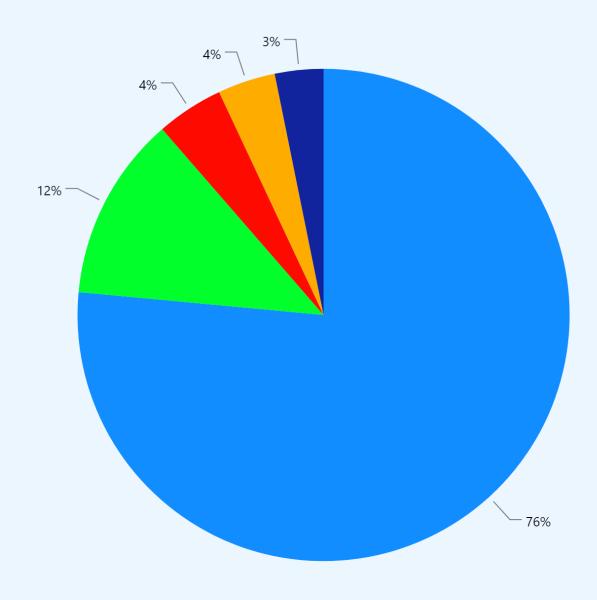
If you need support, what measures do you expect to need? 17% 3% 15% 12% 12% 14% 4% 8% 3% 8%



100%

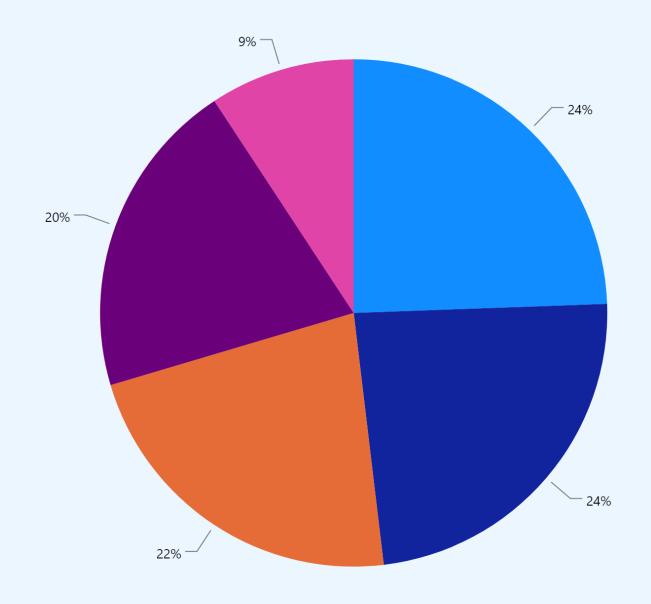


In which segment are your main activities?



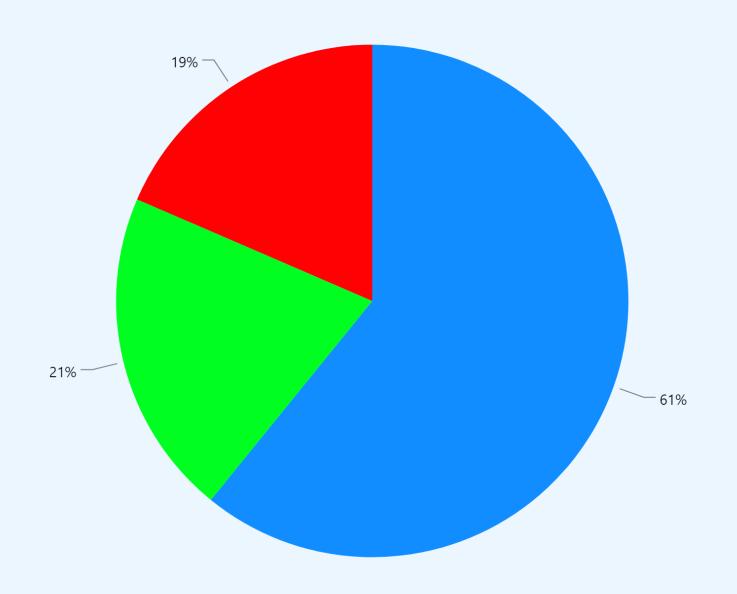
- 2.1: Agricultural machinery
- 2.3: Gardening machinery
- 2.4: Construction & Material Handling machinery
- 2.2: Livestock farming machinery
- 2.5: Vineyard machinery

How many employees do you have (full time)?



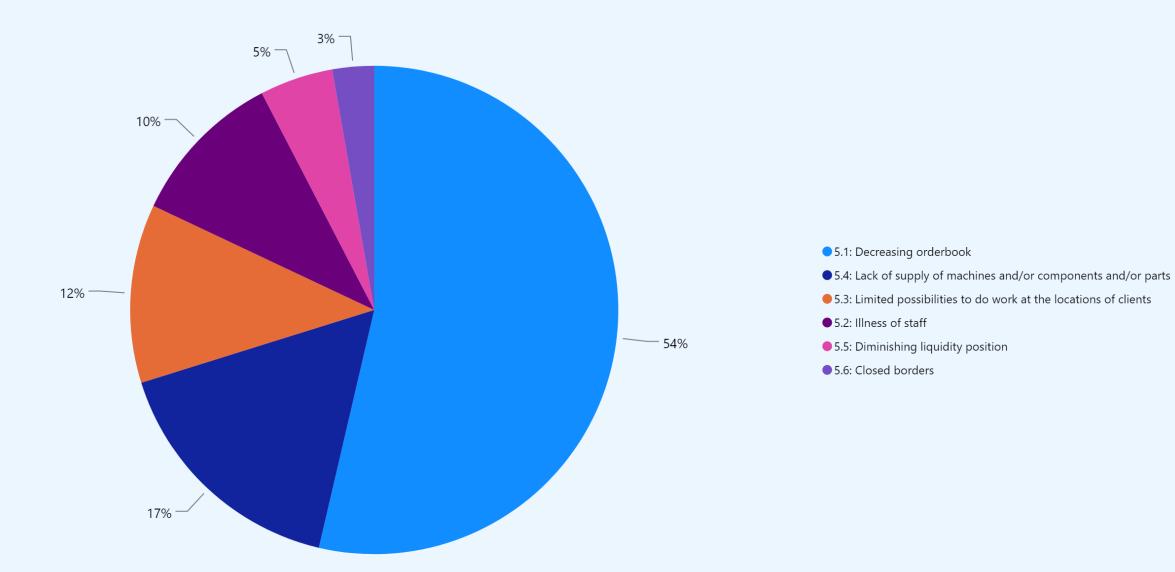
- 3.1: 1-5 employees
- 3.5: more than 30 employees
- 3.3: 10-20 employees
- 3.2: 5-10 employees
- 3.4: 20-30 employees

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

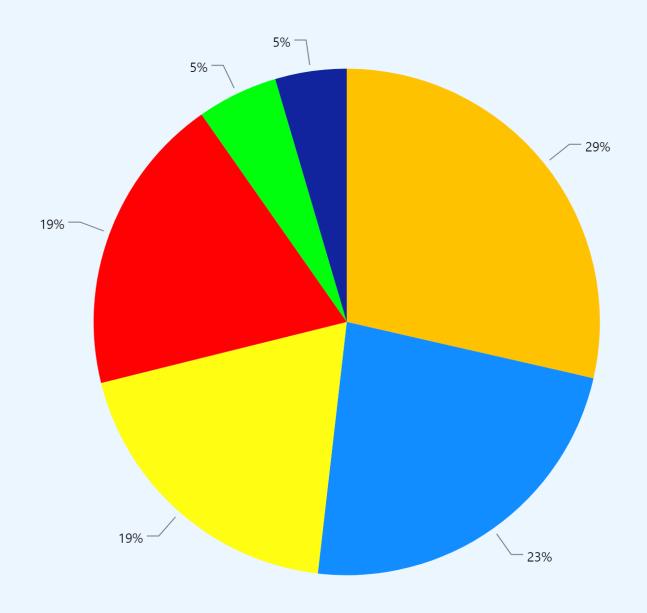


- •4.2: Yes, but limited
- 4.1: No, hardly
- ●4.3: Yes, a lot

Main consequences for you company today

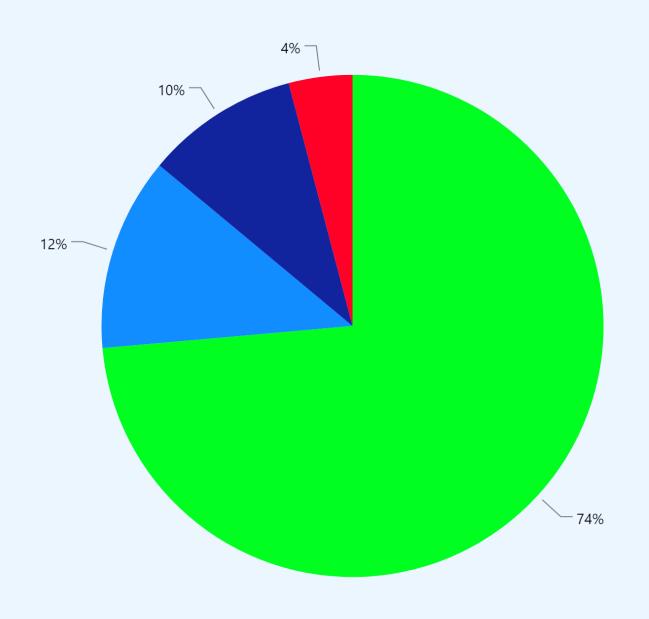


Has your turnover and order book already been affected compared to 2019?

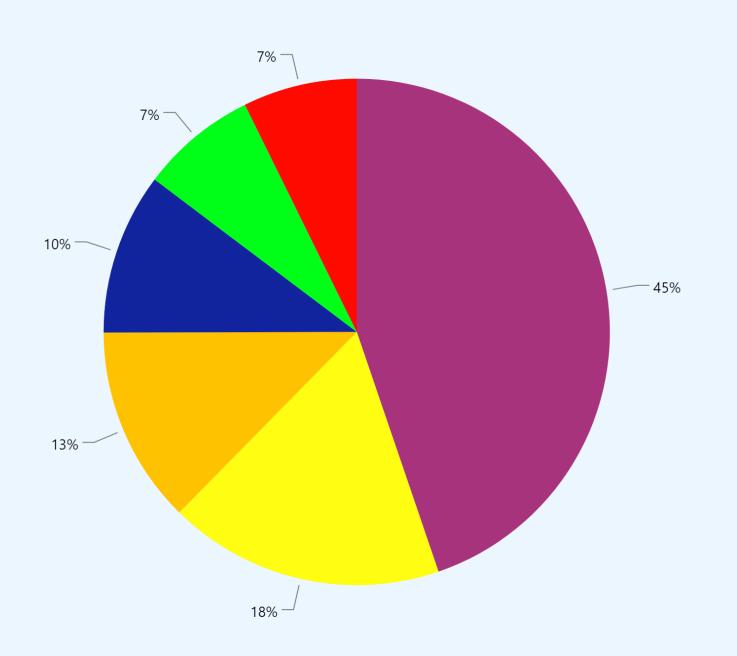


- 6.5: Decreased more than 10%
- 6.3: Virtually not changed
- 6.4: Decreased less than 10%
- 6.6: Decreased more than 25%
- 6.1: Increased more than 10%
- 6.2: Increased less than 10%

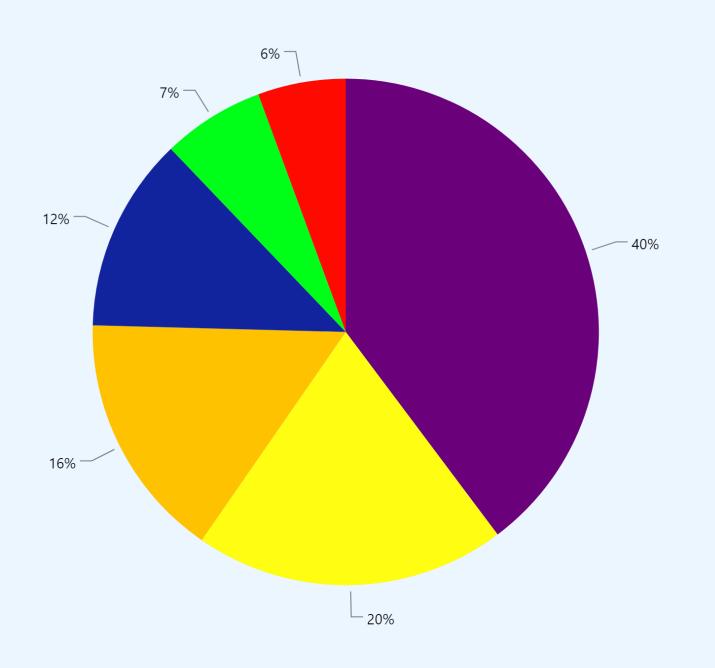
In which part of your company do your experience the most impact of the COVID-19 Crisis?



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

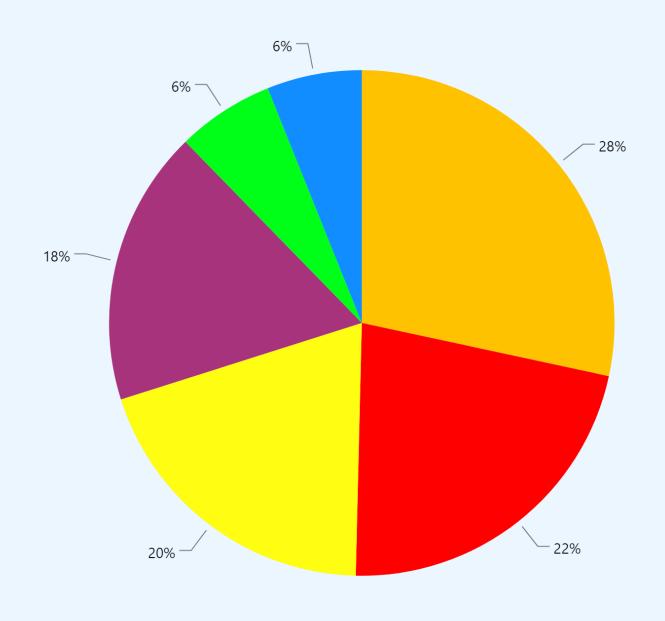


- •8.3: Virtually not changed
- 8.4: Decreased less than 10%
- 8.5: Decreased more than 10%
- 8.2: Increased less than 10%
- 8.1: Increased more than 10%
- 8.6: Decreased more than 25%



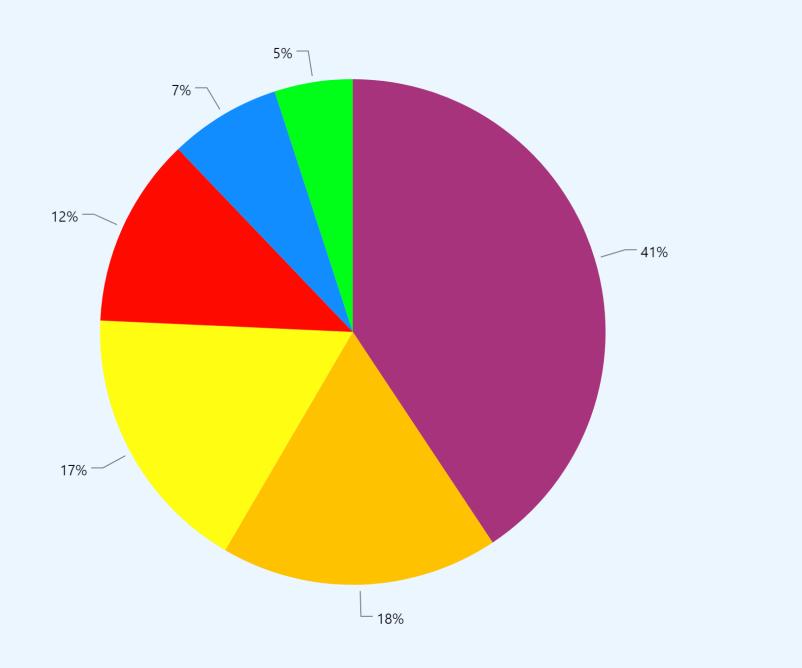
- 9.3: Virtually not changed
- 9.4: Decreased less than 10%
- 9.5: Decreased more than 10%
- 9.2: Increased less than 10%
- 9.1: Increased more than 10%
- 9.6: Decreased more than 25%

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



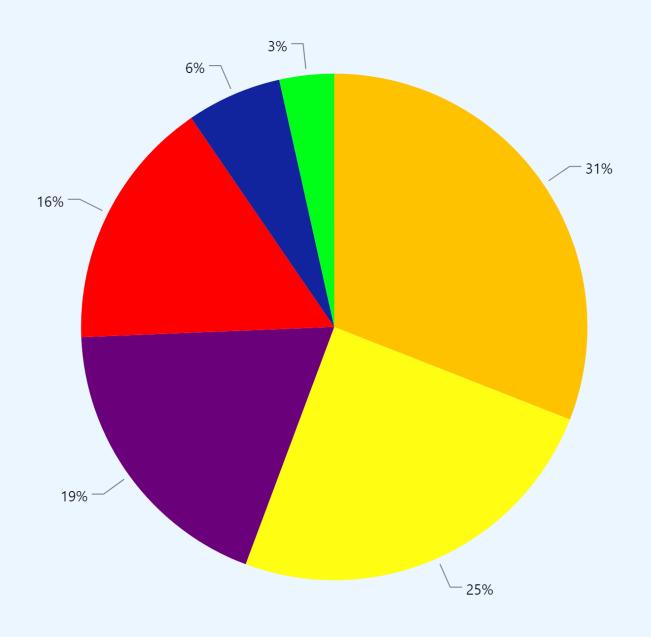
- 10.5: Decreased more than 10%
- 10.6: Decreased more than 25%
- 10.4: Decreased less than 10%
- 10.3: Virtually not changed
- 10.1: Increased more than 10%
- 10.2: Increased less than 10%

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

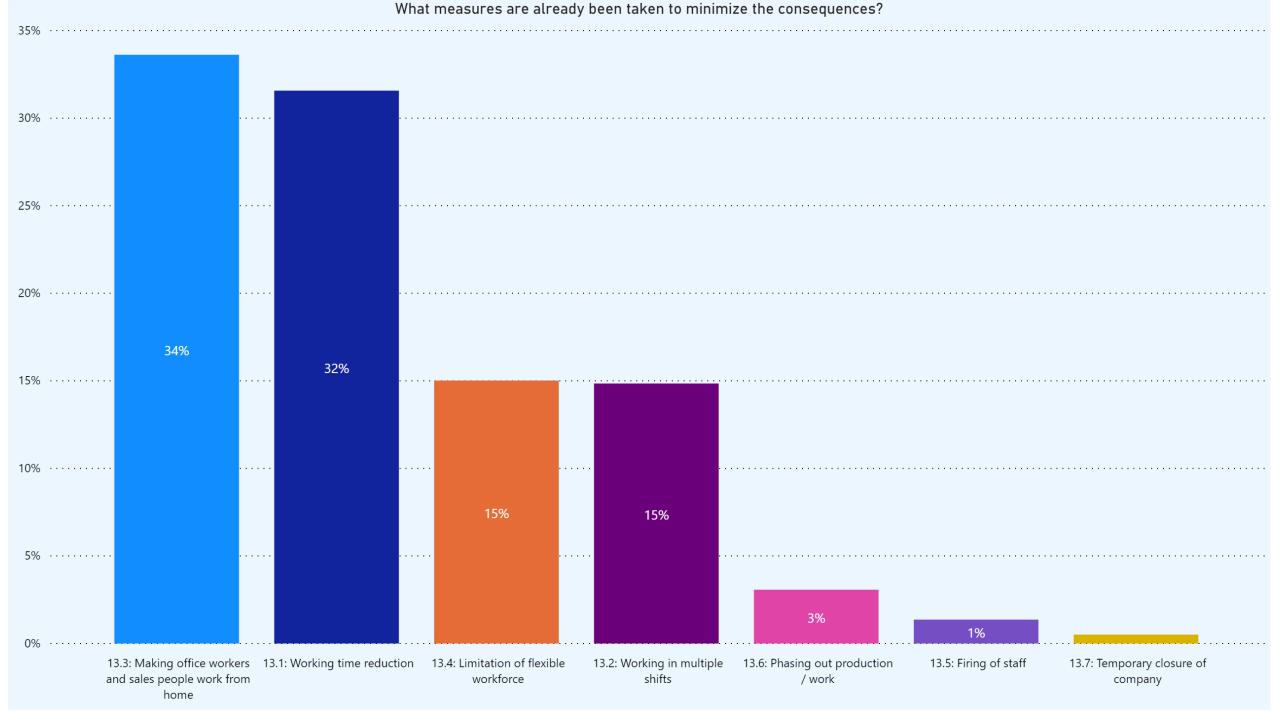


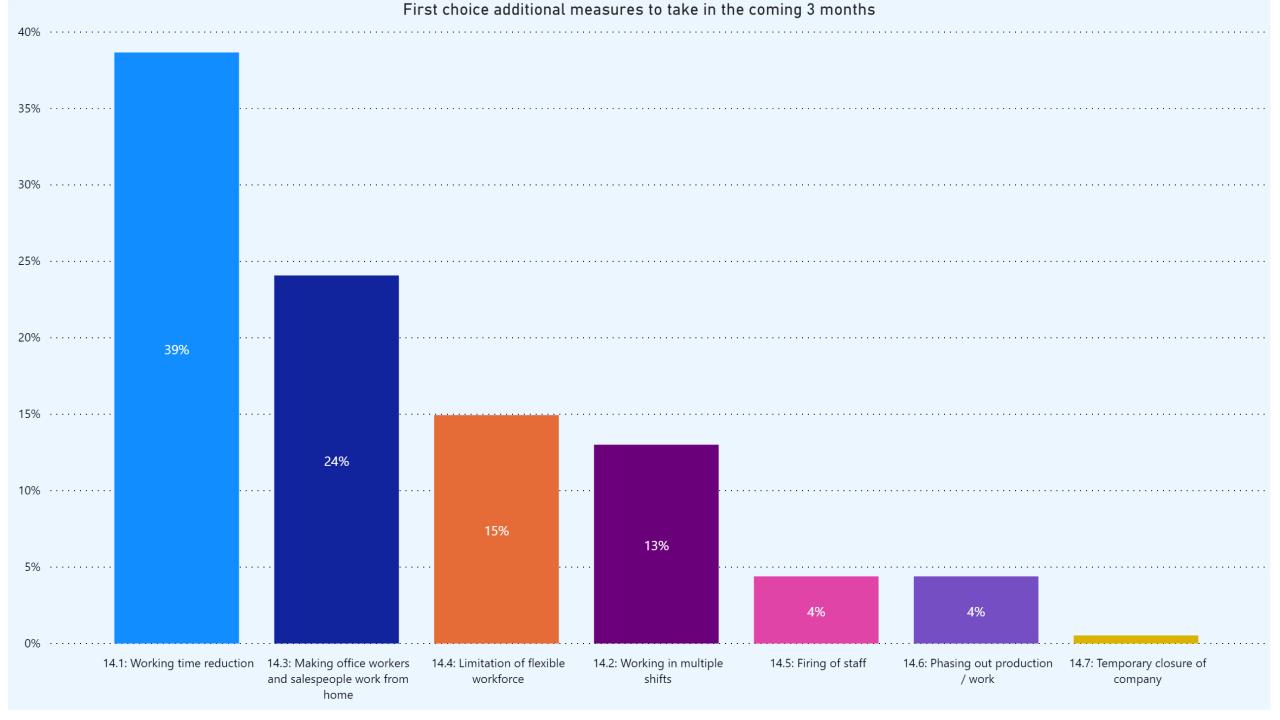
- 11.3: Virtually not changed
- 11.5: Decreased more than 10%
- 11.4: Decreased less than 10%
- 11.6: Decreased more than 25%
- 11.2: Increased less than 10%
- 11.1: Increased more than 10%

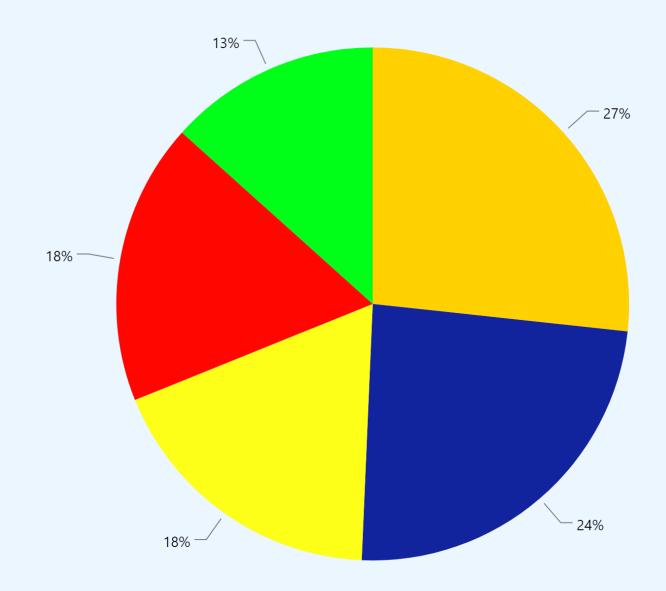
What do you expect your company's turnover and orderbook to be affected in the coming 3 months?



- 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%







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

