



FEA Outlook

Q2 2020 Results

Industry insight at your fingertips

FEA Outlook

Introduction

The results displayed in this document reflect answers provided by FEA members in our quarterly FEA Outlook survey which assesses how the land lies within the business landscape and provides an understanding of the issues that members face.

In light of the impact of COVID-19 we have now included questions relating to the impact of coronavirus on business operations.

The survey and subsequent results are published every quarter and we encourage as many of our members as possible to take part.

We hope that you find the information of value.

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 Q2
Adam Lawrence*

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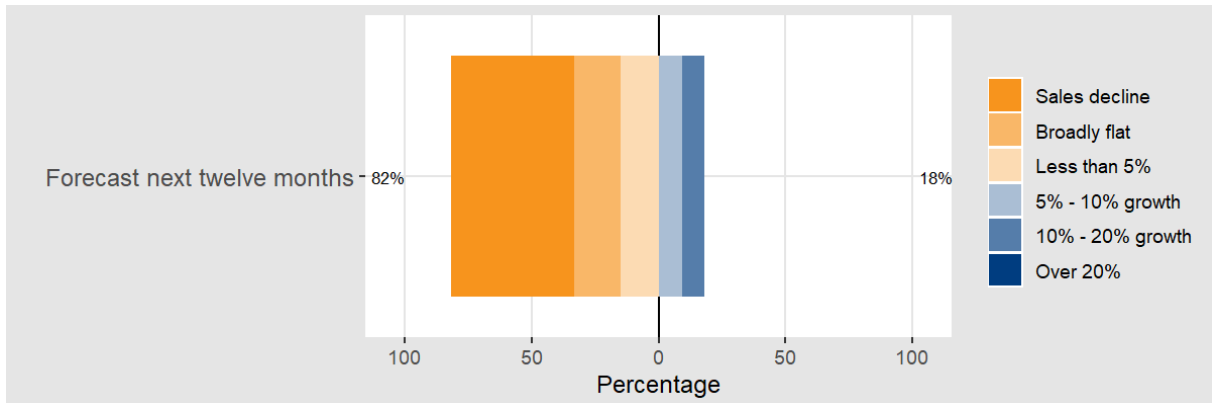
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1 IN SUMMARY

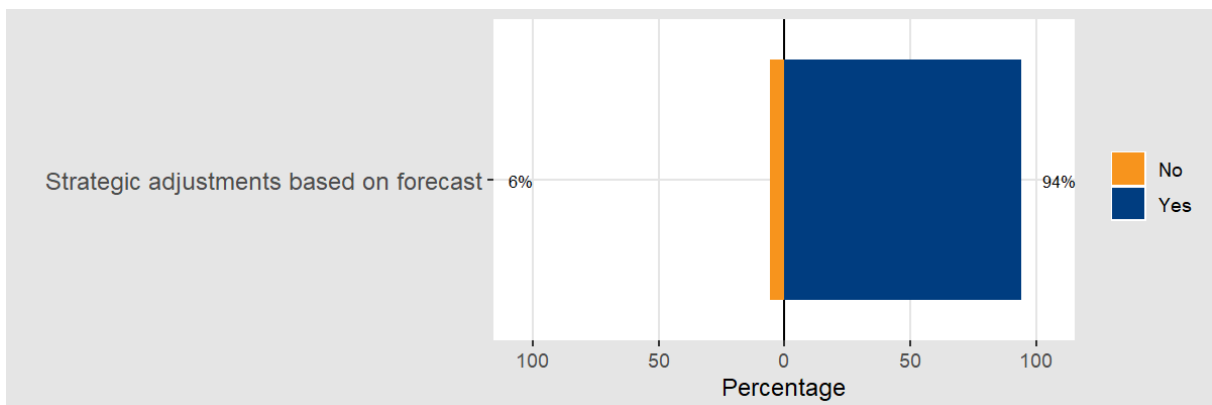
Quarter two 2020 saw the majority of the nation in lockdown and many individuals were placed on furlough as the gravity of the coronavirus pandemic really took hold. In Quarter One, 84% of respondents had made strategic adjustments as a result, in Quarter Two this had increased to 94% with only a fifth of respondents foreseeing any sales growth whatsoever over the next 12 months.

2 COMPANY PERFORMANCE

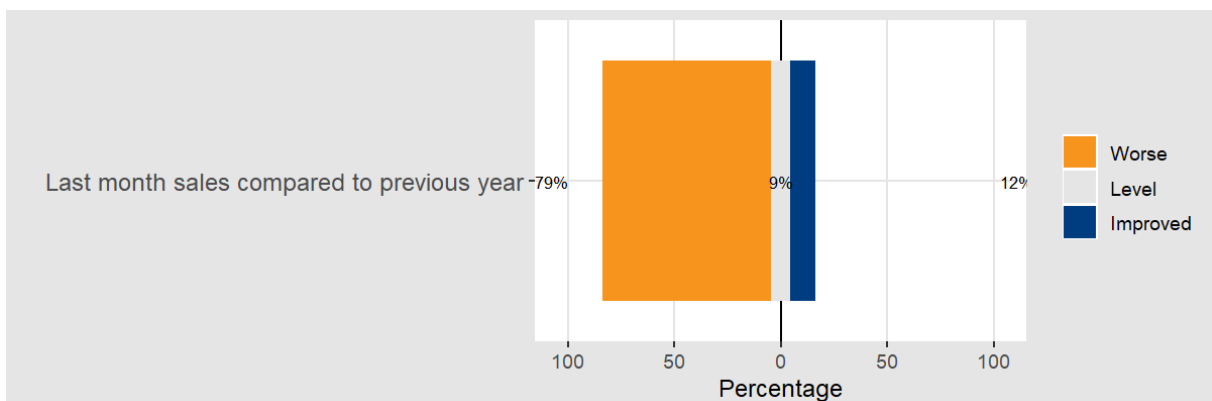
2.1 Forecasted Sales Next Twelve Months



2.2 Strategic Adjustments Based On Forecast



2.3 Last Full Month Compared To Same Period Last Year

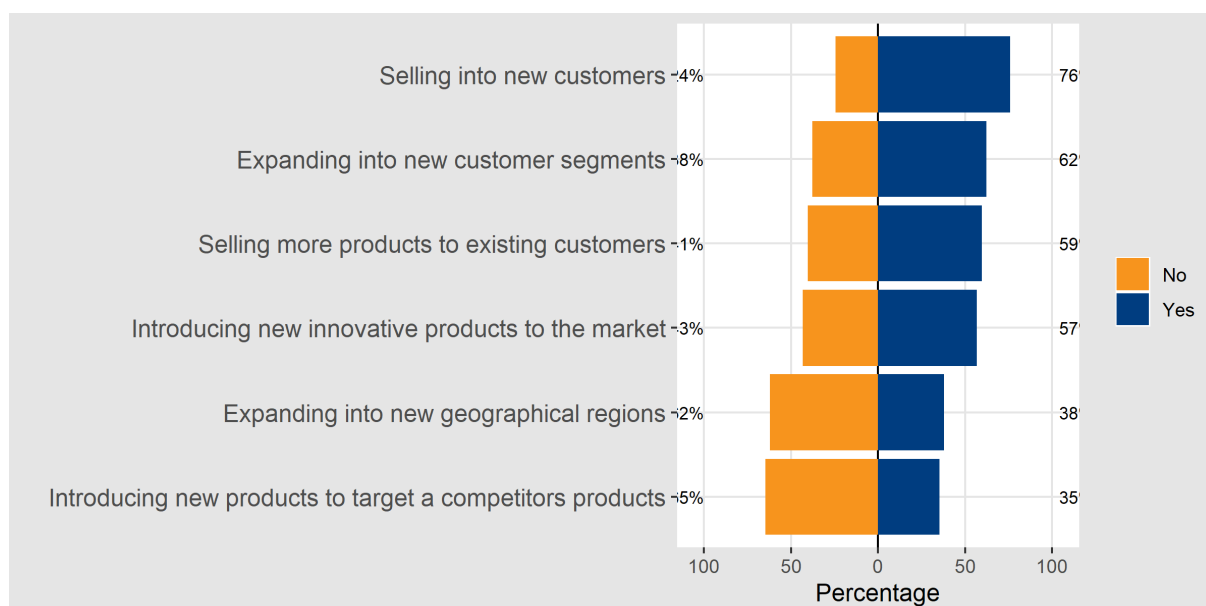


3 CURRENT, NEXT 12 MONTHS AND FUTURE

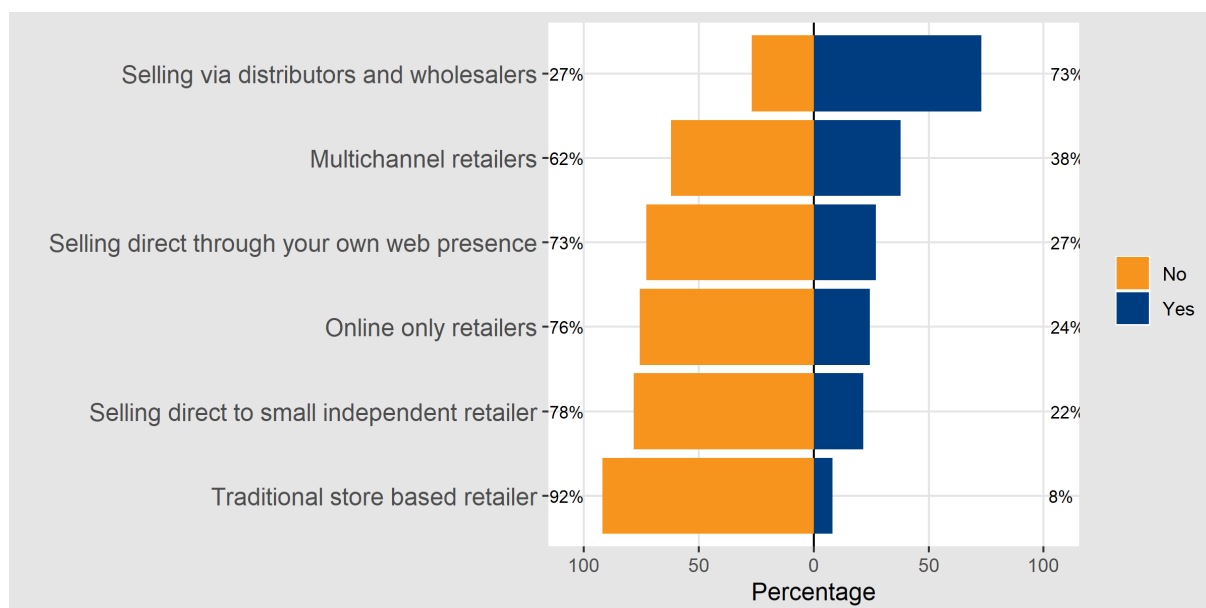
3.1 Current Business Climate: Greatest Threats



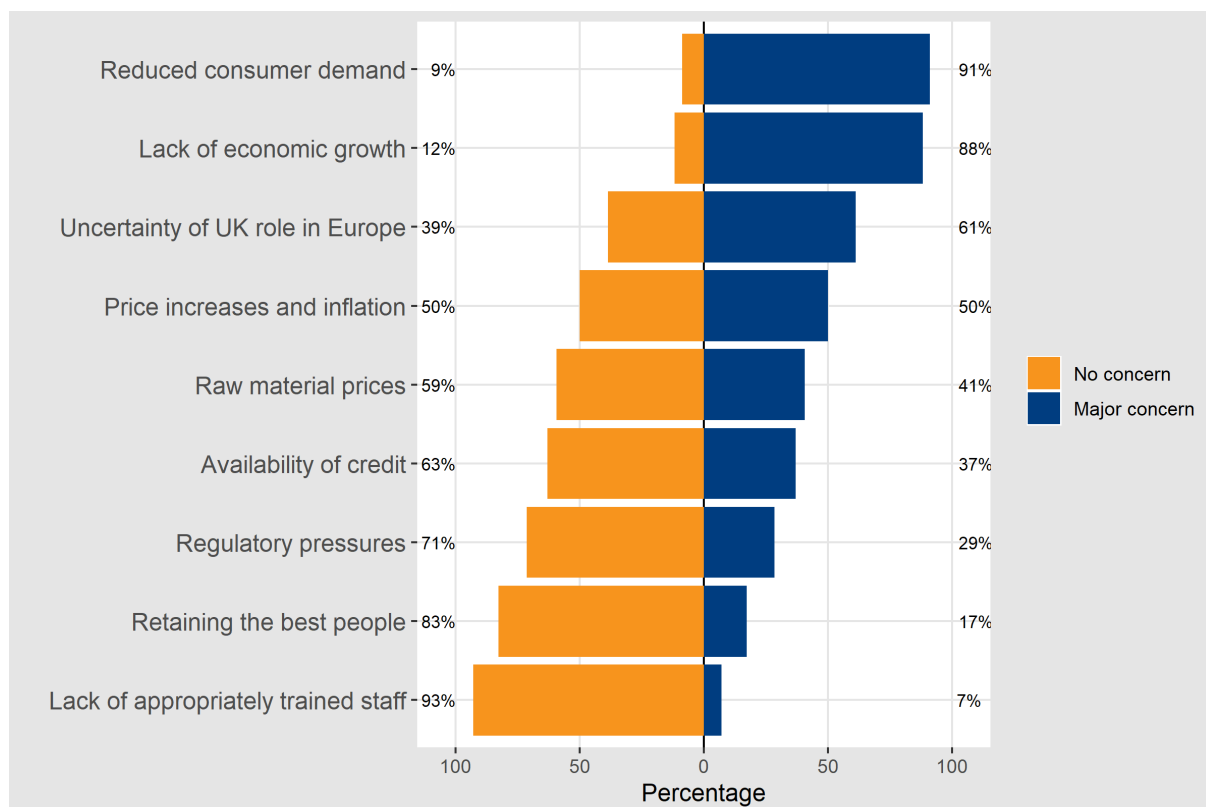
3.2 Next Twelve Months: Important Drivers for Growth



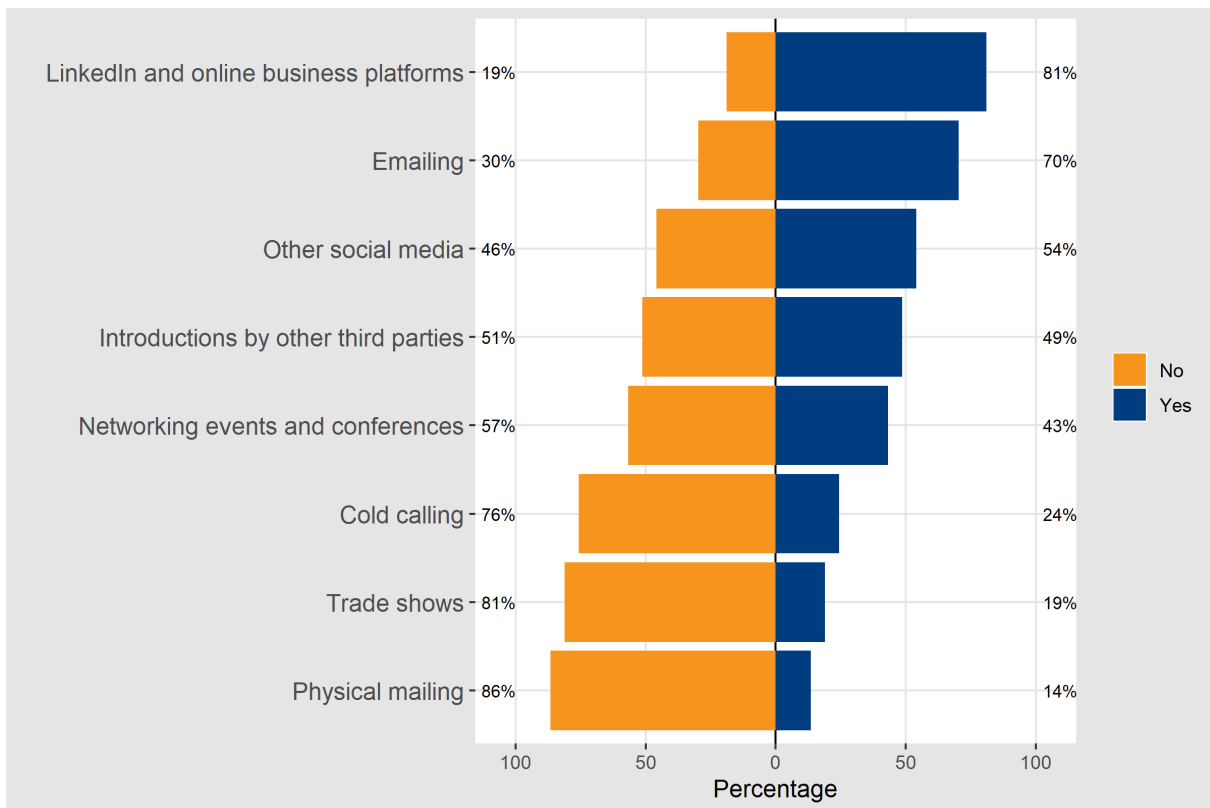
3.3 Next Twelve Months: Expected Sales Focus Change



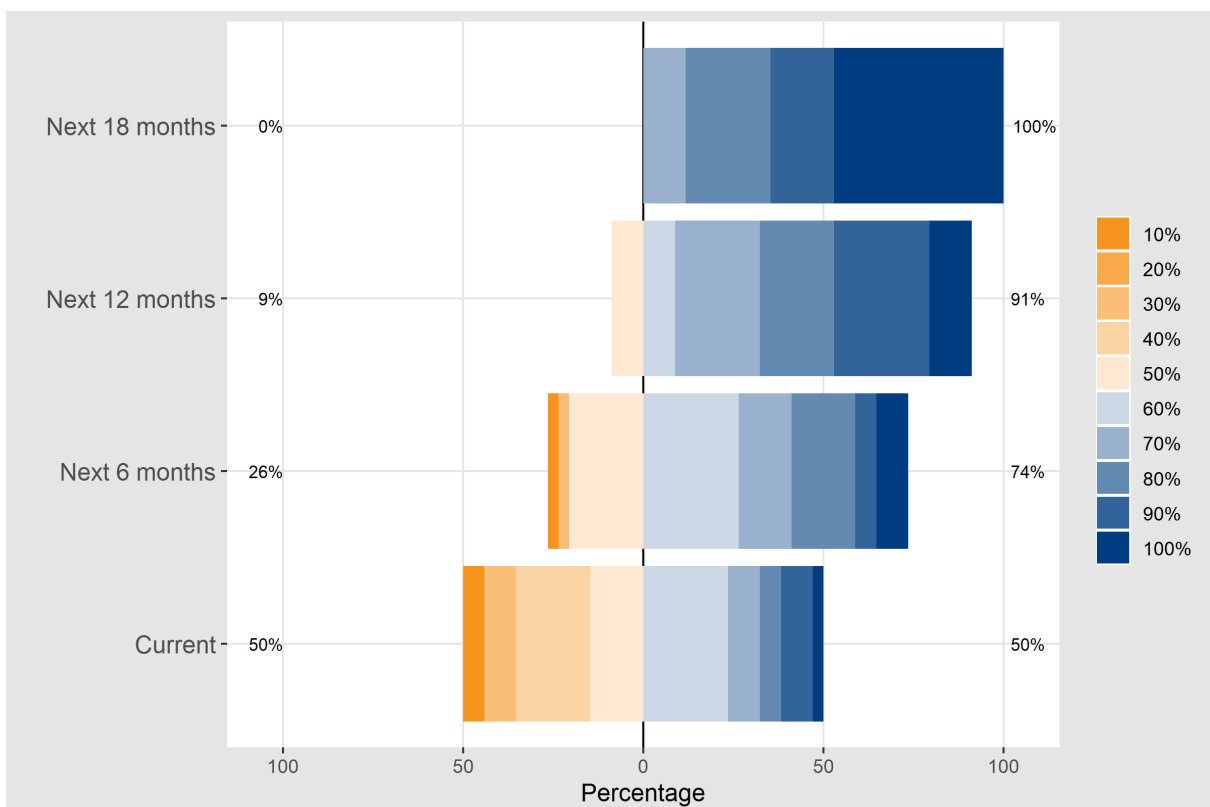
3.4 Next Twelve Months: Major Concerns



3.5 Future: Anticipation of Sales Team Contact with New Buyers

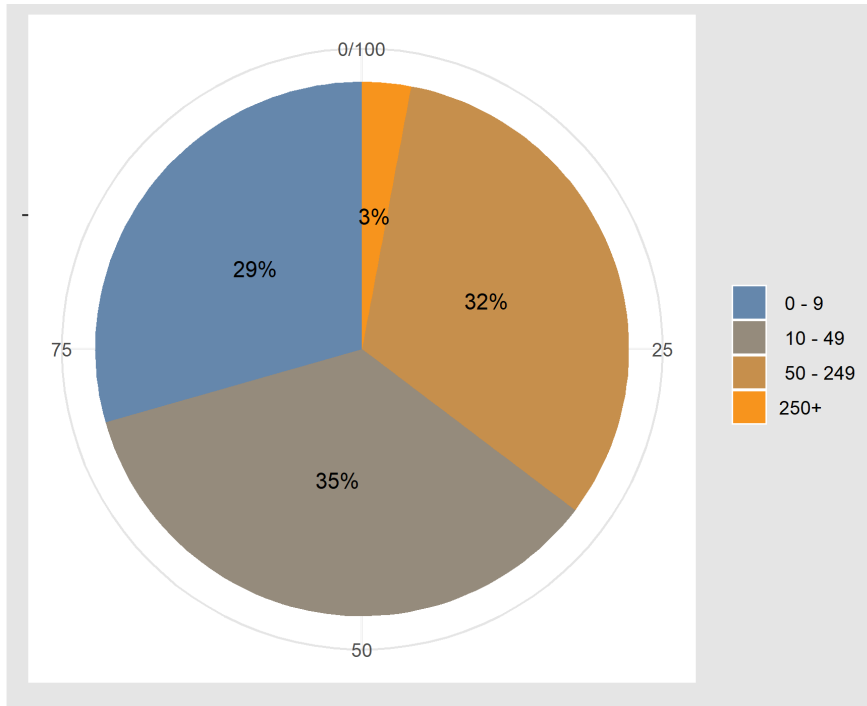


3.6 New Normal: Current and Expected Sales Compared to Pre-Covid

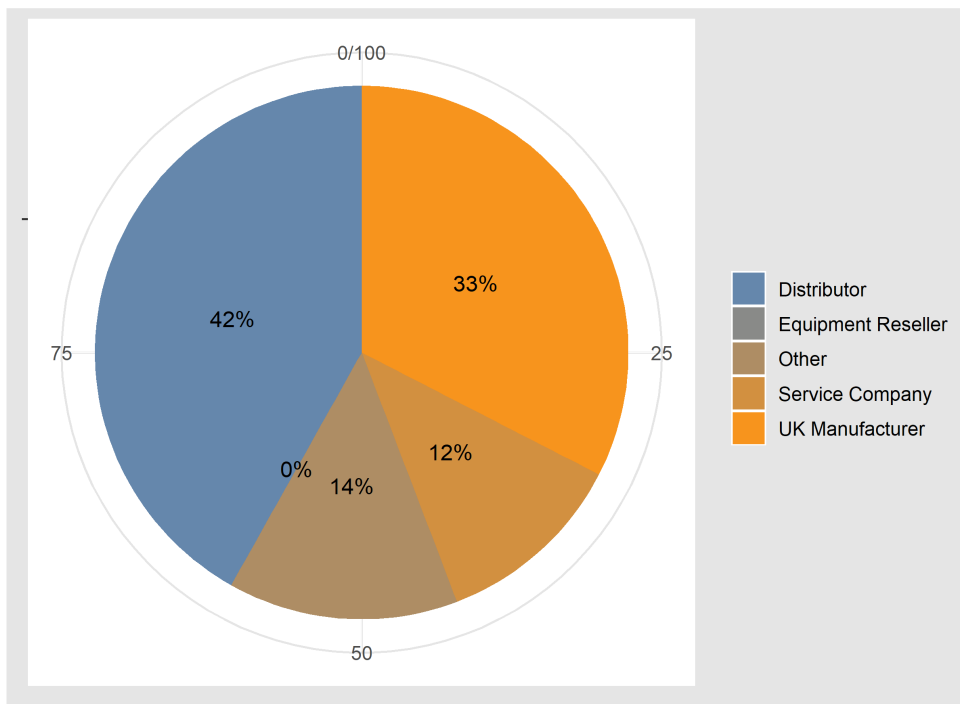


4 BREAKDOWN OF SURVEY RESPONDENTS

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.

For further information please contact:

Adam Lawrence

Marketing Manager

FEA, Rotherwick House,

3 Thomas More St, London, E1W 1YZ

T: 0207 793 3028

E: adam.lawrence@fea.org.uk

W: www.fea.org.uk