COVID-19 WEEKLY SITUATION REPORT AND BUSINESS SURVEY RESULTS

RESULTS FROM SURVEY INCEPTION TO DATE AND FOR THE WEEK 23RD TO 29TH JUNE

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LOCAL BUSINESS SURVEY SUMMARY

170 firms responded from 23rd June to 29th June (141 last week). Over 3,400 individual firms in total have responded to the survey since it's inception in 12 March 2020. All figures below have been rounded to the nearest whole percentage point; and figures relate to the response from the most recent survey completed, as some firms have completed the survey more than once.

The proportion of firms reporting decreased sales has increased significantly over the last week

- Decreased sales and cashflow remain the main impacts reported by business. 89% of firms reported decreased sales this week (72% of all respondents since March). This represents a 10% increase on last week (79%), and is significantly higher than the 35% of respondents reported in early March. 18.5% (10% last week) of firms reported cashflow issues (31% of all respondents since March).

There has been a decrease in the proportion of firms with more than 6 months case reserves. Sectors with the most severe stress continue to be HLT, Waste & Energy, and Construction.

- 31% of firms respondent this week claim to have more then 6 months cash reserves compared to 52% last week, and the proportion claiming up to 3 months has risen to 19% up from 9.5% last week. The sectors reporting the highest proportion of cashflow issues are Hospitality/Leisure/Tourism, Waste & Energy, and Construction; and highest by LA area in Tameside, Bolton and Oldham.

The propensity of firms to furlough staff has fallen compared to last week suggesting firms are returning their workforce. The number of firms planning on making redundancies has fallen slightly.

- 43% of firms said that they had furloughed staff, compared with 67% last week. Sectors with the highest furlough levels are Construction Waste & Energy, Hospitality, Leisure, and Manufacturing.
- There was a decrease in the proportion of firms suggesting they are likely to return to operations in the next 2 weeks. 52% of firms said they are likely to return all staff compared with 69% last week; and of those returning – 54% said 'all staff' and a further 8% said 'almost all staff'.
- There has been a slight fall in the proportion of firms stating that they have, or intend to make, redundancies - falling to 4.4% of respondents this week, down from 6.5% last week.
- Financial support and advice: 47% (35% last week), remains the main area of support suggested by respondents. 27% of respondents (28% last week) said Business planning advice. **There has been a marked rise in firms suggesting support with staffing issues (13% compared to 2% last week).**

International Trade case study analysis (Data up to 19 June)

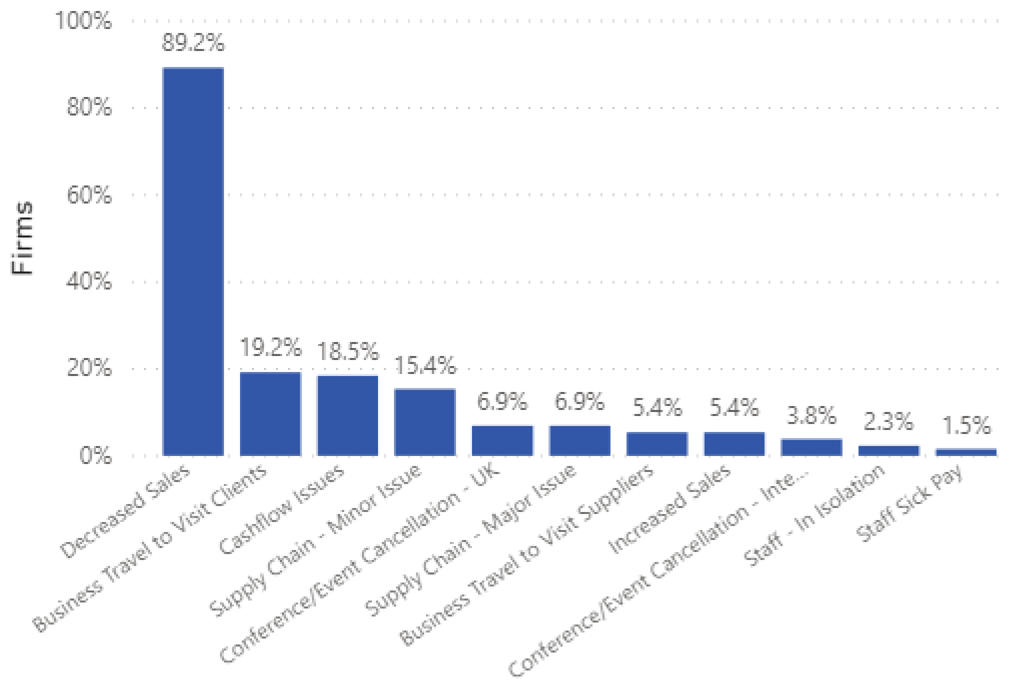
- **Analysis of a further 606 firms surveyed by** the **North West International Trade team shows that over three-quarters 75% of issues raised by firms related to the negative impacts from C19**. The main impacts remain decreased sales, cashflow issues, supply chain disruption / disruption to operations; and orders cancelled. Of those reporting a positive impact, 50% said the positive news was linked to increasing sales, and 35% said they had introduced improvements to production. Just over 13% said they had started to explore new global markets.

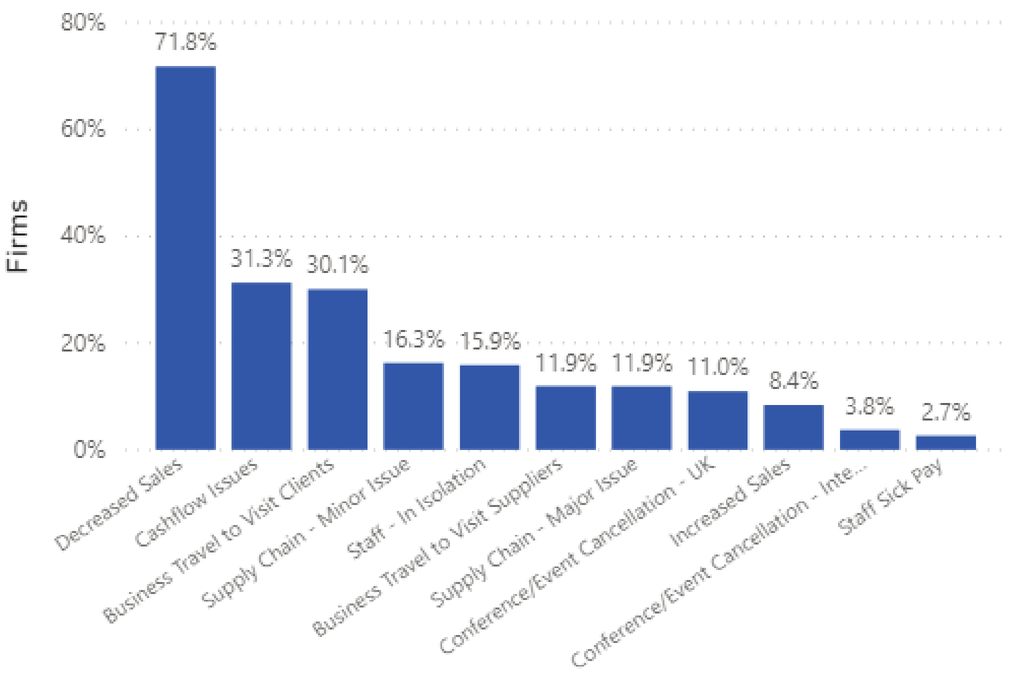
RedflagAlert – Insolvency risk data for Greater Manchester (Data up to 09 June)

- **12.0% of firms reported as having one or more red flags (a sign of financial stress / insolvency risk) compared to an average of 11.0% in the UK and 11.3% in the North West.**
- All figures are similar to the week before, however there has been a gradual rise in the proportion of firms with 1-3 flags compared to 10% reported in April 2020. The latest data show a rise in risk in large firms, with 15.2% of firms with a rating having 1-3 red flags, compared with 14.3% reported at the beginning of June, and a UK average of 11.4%.
- By volume and sector, the highest numbers of red flags are reported in Wholesale and Retail, Construction (and Real Estate), Business Administration and Support Services sectors. **The sectors with the highest concentration of 1-3 flags continue to be Agriculture and Mining/Quarrying, Energy, Construction and Real Estate, and Business, Administrative and Support sectors**.

LOCAL BUSINESS INTELLIGENCE – HEADLINE IMPACTS

In week figures (23 June to 29 June)	*All respondents from start of survey (since 12 March)*





What are the main impacts on your business? Top issues ranked (*previous weeks figures in brackets*)

- **Decreased sales: 89.2% (79.2%, 79.8%, 79.0%, 72.1%, 79.5%)**
- Cashflow issues: 18.5% (9.9%, 20.3%, 28.1%, 29.9%, 30.7%)
- Business travel to visit clients: 19.2% (12.9%, 21.5%, 24.6%, 24.0%, 28.4%)
- Minor supply impacts 15.4% (11.9%, 11.4%, 12.0%, 13.0%, 14.2%), major supply issues 6.9%, 2.0%, 5.7%, 7.2%, 8.4%, 10.2%)
- Business travel to visit suppliers: 5.4% (5.9%, 8.9%, 8.4%, 6.5%, 14.8%)
- Conference / major event cancellation in the UK 6.9% (4.0%, 4.4%, 7.8%, 3.9%, 7.4%)
- Staff in isolation 2.3% (1.0%, 5.1%, 6.0%, 3.9%, 9.7%)
- **Sales increased 5.4% (10.9%, 9.5%, 6.0%, 9.0%, 7.4%)**

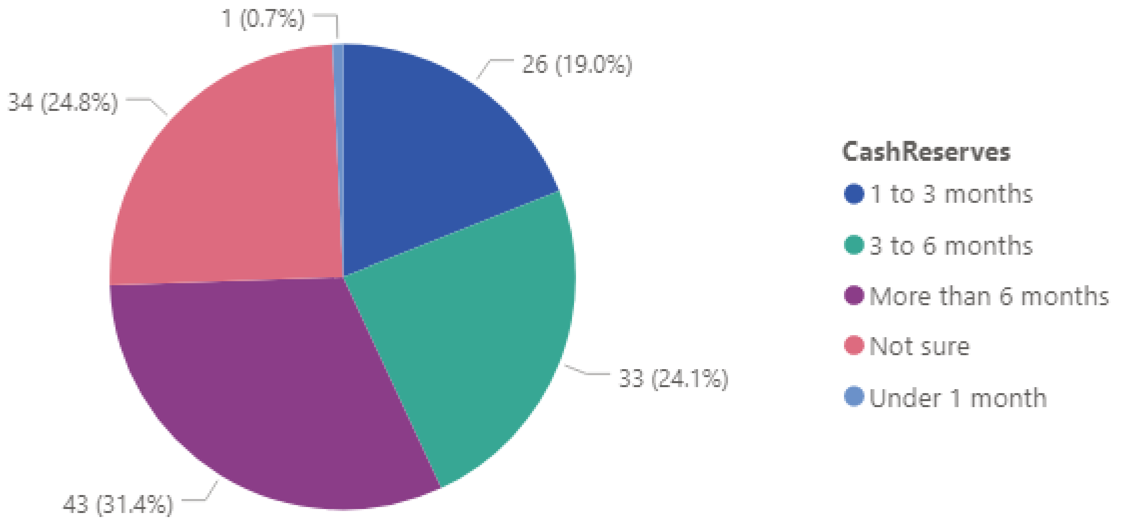
What are the main impacts on your business? Top issues ranked (*previous figures in brackets*)

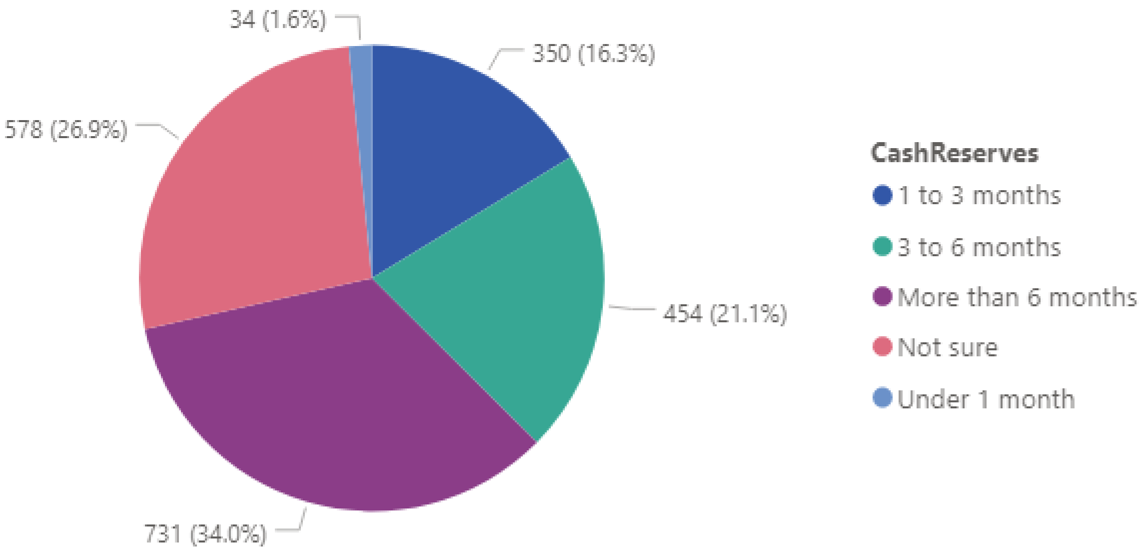
- **Decreased sales: 71.8% (71.1%, 70.4%, 69.4%, 68.3%, 68.1%)**
- Cashflow issues: 31.3% (31.8%, 32.8%, 33.8%, 34.6%, 34.8%)
- Business travel to visit clients: 30.1% (30.5%, 31.4%, 32.2%, 32.8%, 33.3%)
- Staff in isolation 15.9% (16.5%, 17.4%, 18.4%, 19.3%, 20.3%)
- Minor supply impacts 16.3% (16.3%, 16.5%, 16.7%, 17.3%, 17.6%); major supply 11.9% (12.2%, 12.6%, 13.2%, 13.8%, 14.1%)
- Conference / major event cancellation in the UK 11.0% (11.1%, 11.5%, 12.1%, 12.5%, 13.1%)
- Business travel to visit suppliers: 11.9% (12.3%, 12.7%, 13.2%, 13.6%, 14.0%)
- **Sales increased 8.4% (8.8%, 8.7%, 8.7%, 8.9%, 8.8%)**

Notes: Figures based on number of respondents, previous figure in brackets.

LOCAL BUSINESS INTELLIGENCE – CASH RESERVES IMPACTS

In week figures (23 June to 29 June)	*All respondents from start of survey (since 12 March)*





How long do you believe you can sustain your organisation on your existing financial reserves?

- **<1 Month: 0.7% (0%, 0%, 1.7%, 0.0%, 0.0%) *previous weeks figures in brackets***
- **1-3 Months: 19.0% (9.5%, 14.7%, 14.0%, 10.8%, 14.6%)**
- 3-6 Months: 24.1% (12.4%, 20.0%, 17.9%, 20.4%, 20.8%)
- 6+ Months: 31.4% (52.4%, 39.4%, 31.8%, 42.5%, 31.8%)
- Not Sure: 24.8% (25.7%, 25.9%, 34.6%, 26.3%, 32.8%)

- 48.2% of firms this week said they had applied loans or grants, and 18.2% said ‘Not Yet’

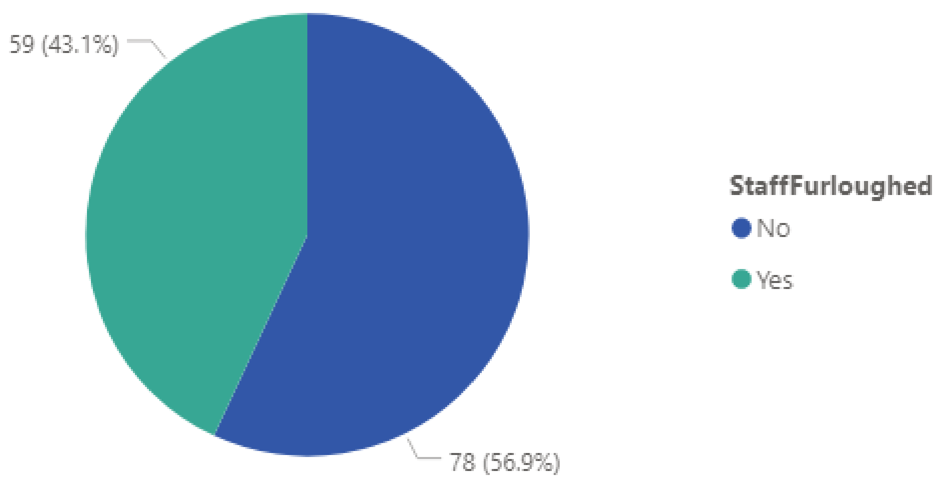
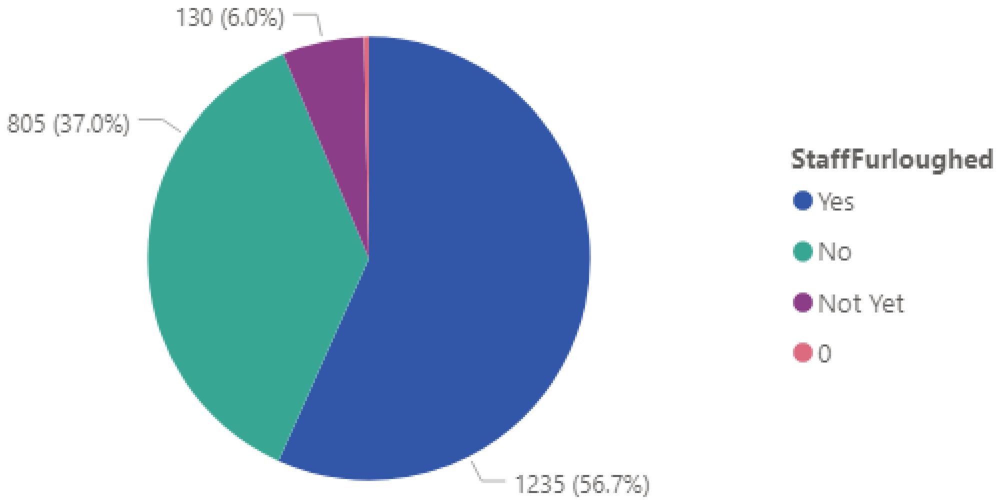
How long do you believe you can sustain your organisation on your existing financial reserves?

- **<1 Month: 1.6% (1.6%, 1.7%, 1.8%, 1.9%, 2.1%)**
- **1-3 Months: 16.3% (16.6% , 17.1%, 17.3%, 18.1%, 19.1%)**
- 3-6 Months: 21.1% (20.9%, 21.6%, 22.5%, 23.2%, 23.2%)
- 6+ Months: 34.0% (33.9%, 33.0%, 32.2%, 32.0%, 31.0%)
- Not Sure: 26.9% (27.0%, 26.6%, 26.2%, 24.8%, 24.6%)

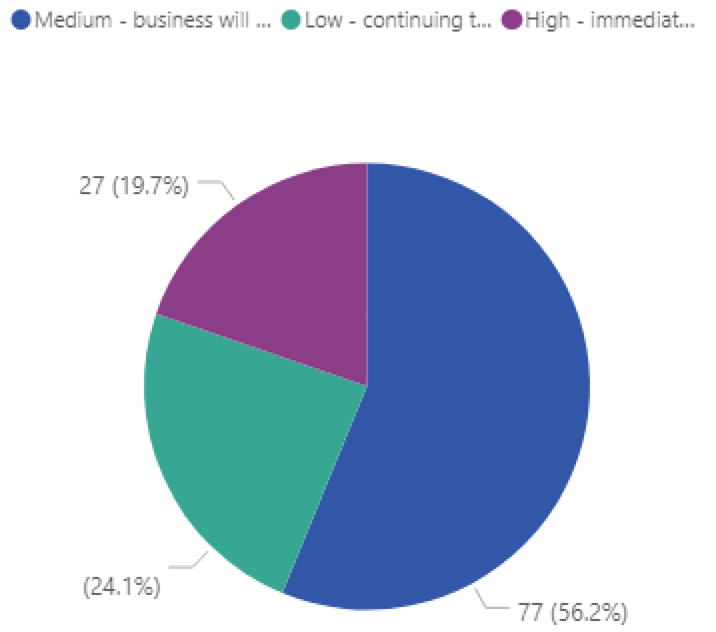
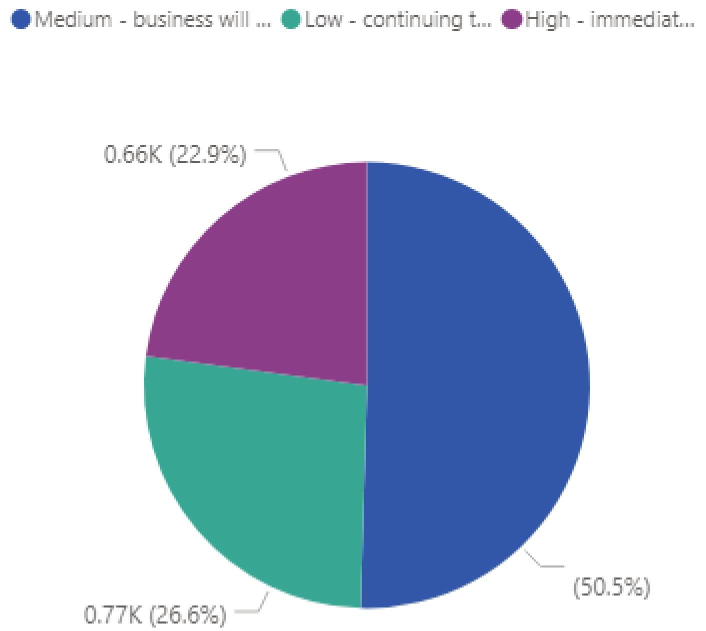
- 42.4% (41.6%, 40.4%, 41.0%, 39.0%, 37.7%) of firms said they had applied for or intended to access loans or grants.

Notes: Figures based on number of respondents, previous figure in brackets.

LOCAL BUSINESS INTELLIGENCE – STAFF IMPACTS, FURLOUGH

In week figures (23 June to 29 June)	*All respondents from start of survey (since 12 March)*
	
Have you furloughed staff? ➢ **Yes: 43.1% (67.0%, 69.6%, 65.6%, 72.7%, 69.0%)** *previous weeks figures in brackets* ➢ Not Yet: 0% (0%, 0.6%, 5.5%, 1.3%, 3.0%) ➢ No: 56.9% (33.0%, 29.8%, 29.0%, 26.0%, 27.9%) **How many employees have you / do you anticipate having to furlough?** ➢ Yes: 67.7% (42.3%, 49.2%, 63.6%, 57.2%, 58.2%) of firms that had furloughed staff said that they have furloughed more than half their staff. **Do you plan to make redundancies?** ➢ 4.4% (6.5%, 4.7%, 4.4%, 1.9%, 4.5%) of respondents in the last week said that they planned to make redundancies; and a further 8.0% said 'Not Yet'. **Do you plan to return to operations in the next 2 weeks? What percentage will return?** ➢ **52.0% (69.2%, 48.2%, 27.6%, 29.7%) of firms said they were considering returning some of their workforce**. Of these, (53.9%) said all staff, and a further 7.7% said 51-99% of their staff.	**Have you furloughed staff?** ➢ **Yes: 56.7% (56.9%, 56.1%, 54.6%, 53.3%, 51.4%)** ➢ Not Yet: 6.0% (6.4%, 6.7%, 7.3%, 7.7%, (8.3%) ➢ No: 37.0% (36.3%, 36.7%, 38.1%, 39.0%, 40.2%) ➢ Don't know 0.4% (0.4%) **How many employees have you / do you anticipate having to furlough?** ➢ Yes: 49.8% (48.8%, 48.1%, 52.4%, 50.8%, 47.2%) of firms said that they have furloughed more than half their staff **Do you plan to make redundancies?** ➢ 3.6% (3.5%, 3.5%, 3.3%, 3.1%, 3.2%) of respondents said that they planned to make redundancies to date. However 19.8% stated 'Not Yet'.

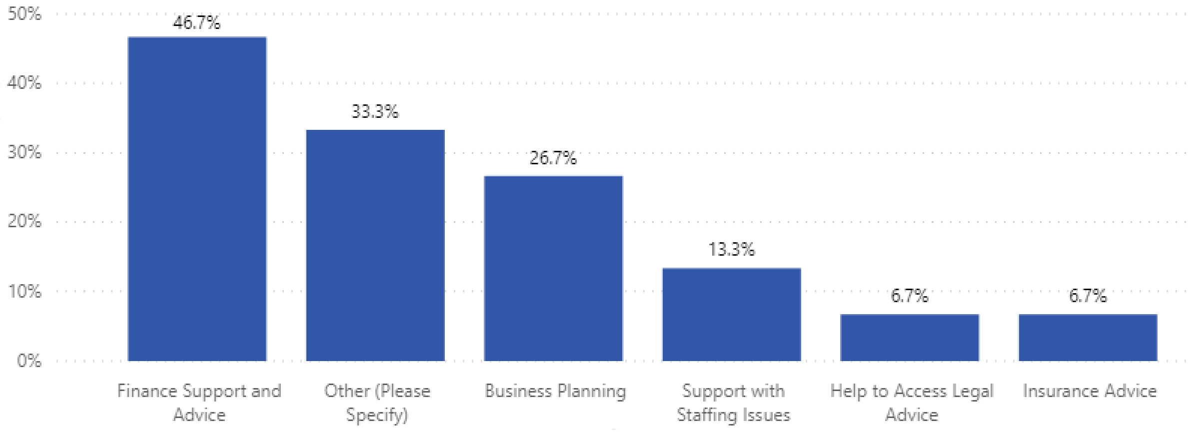
LOCAL BUSINESS INTELLIGENCE – OVERALL IMPACTS (SEVERITY)

In week figures (23 June to 29 June)	*All respondents from start of survey (since 12 March)*
	
What is the overall impact on your business? (advisor judgement based on interview content) ➢ **High: Immediate risks of employees being lost / businesses cease trading 19.7% (14.8%, 12.3%, 21.9%, 11.6%, 18.8%)** *previous weeks figures in brackets* ➢ Medium: Businesses likely to continue to trade but at reduced sales and staffing 56.2% (61.1%, 67.8%, 57.9%, 64.2%, 54.9%) ➢ Low: Businesses likely to continue to trade without major risks 24.1% (24.1%, 19.9%, 20.2%, 24.3%, 26.3%)	**What is the overall impact on your business? (advisor judgement based on interview content)** ➢ **High: Immediate risks of employees being lost / businesses cease trading 22.9% (23.1%, 23.6%, 24.4%, 24.7%, 25.7%)** ➢ Medium: Businesses likely to continue to trade but at reduced sales and staffing 50.5% (50.2%, 49.8%, 48.4%, 47.6%, 46.4%) ➢ Low: Businesses likely to continue to trade without major risks 26.6% (26.7%, 26.7%, 27.2%, 27.7%, 27.9%)

Notes: Figures based on number of respondents, previous figure in brackets.

LOCAL BUSINESS INTELLIGENCE – BUSINESS SUPPORT

In week figures (23 June to 29 June)



Where would you appreciate further business support and information? (multiple response)

- Financial support and advice: 46.7% (34.7%, 34.7%, 41.6%, 43.2%, 41.0%) *previous figures brackets*
- Business planning: 26.7% (28.4%, 26.6%, 25.5%, 20.9%, 31.1%)
- Support with staffing issues: 13.3% (2.1%, 7.3%, 5.4%, 6.5%, 9.3%)
- Finding alternative suppliers: 0.0% (1.1%, 3.1%, 1.3%, 2.2%, 3.7%)
- Other: 33.3% gave 'other' responses no classified above, the main responses relate to remote working, workforce development

How would you like to find out more about business support? (multiple response)

- Phone 39.1% (41.0%, 38.0%, 42.7%)
- Website 26.4% (26.0%, 44.9%, 40.5%)
- Webinars 14.9% (11.0% , 22.8%, 15.1%)
- Online courses 1.1% (6.0%, 8.9%, 5.4%)
- Coaching sessions 1.1% (2.0%, 4.4%)

All respondents from start of survey (since 12 March)

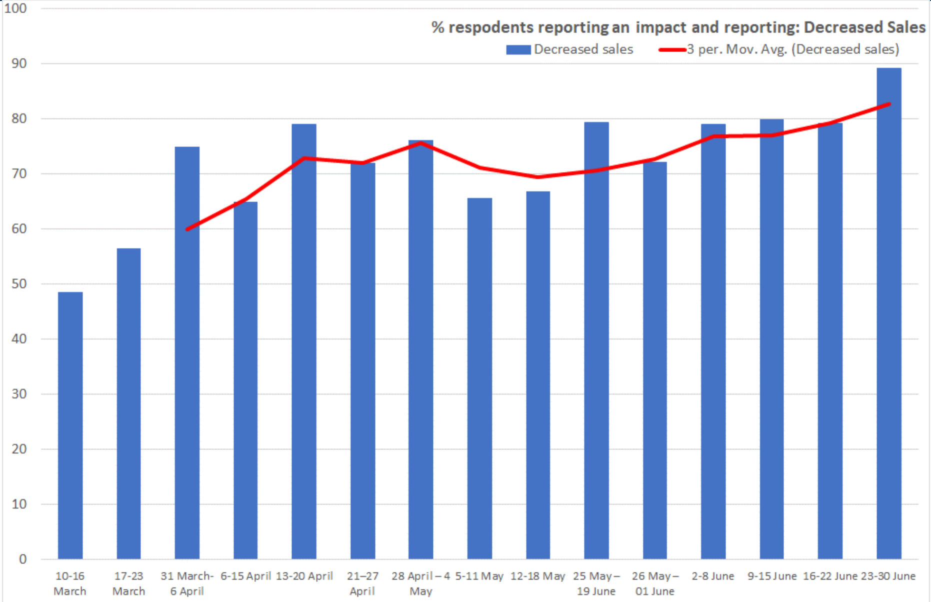
Where would you appreciate further business support and information? (multiple response)

- **Financial support and advice: 46.0% (45.9%, 47.1%, 46.9%, 47.4%, 47.7%)**
- Business Planning: 27.7% (28.3%, 28.6%, 29.5%, 30.2%, 30.7%)
- Support with staffing issues: 10.0% (10.2%, 12.2%, 10.9%, 11.5%, 11.9%)
- Help to access legal advice: 3.6% (3.8%, 4.7%, 4.0%, 4.4%, 4.6%)
- Finding alternative suppliers 3.3% (3.3%)
- Other: 35.4% (34.9%) of firms, on average, since the survey began , have flagged 'other' types of support. The main themes have been to date:
  - Advice on company access to finance and grants
  - Supporting businesses in how to operate safely once open again
  - Application of new digital technologies
  - Remote working, staffing and workforce development

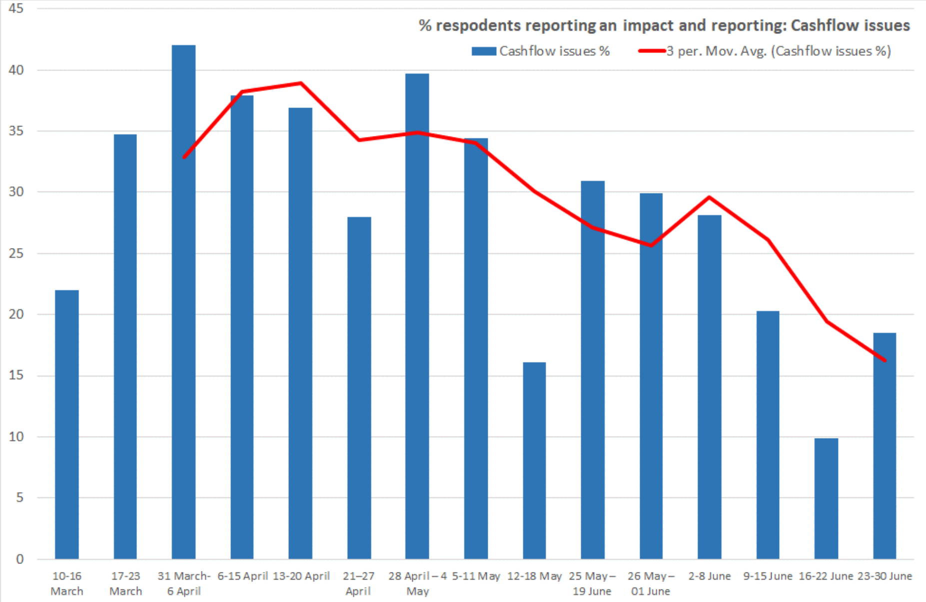
Notes: Figures based on number of respondents, previous figure in brackets.

WEEKLY RESULTS TIMESERIES (NOTE : NOT ALL QUESTIONS LIVE SINCE MARCH 12)

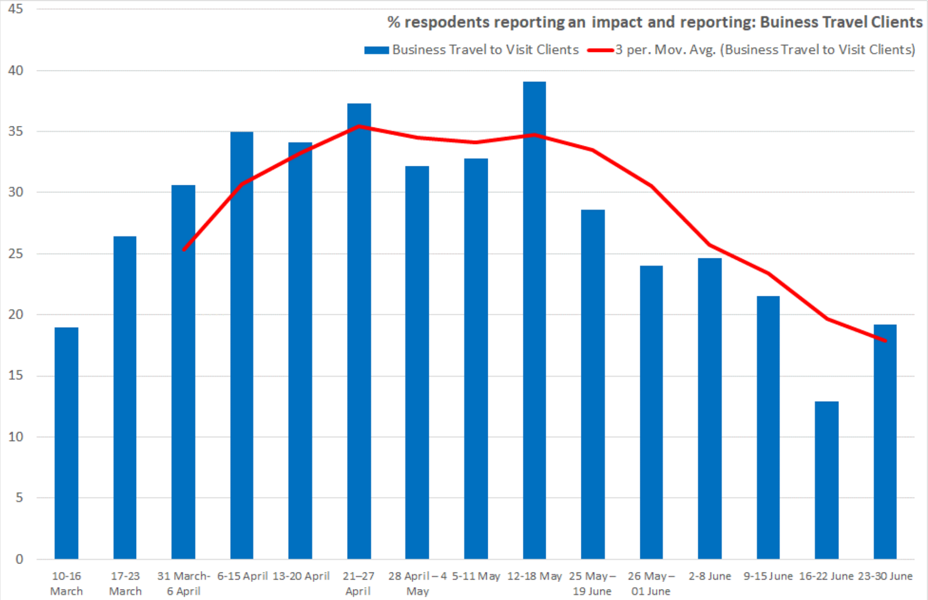
Decreased Sales (Red line = 3 week moving average)



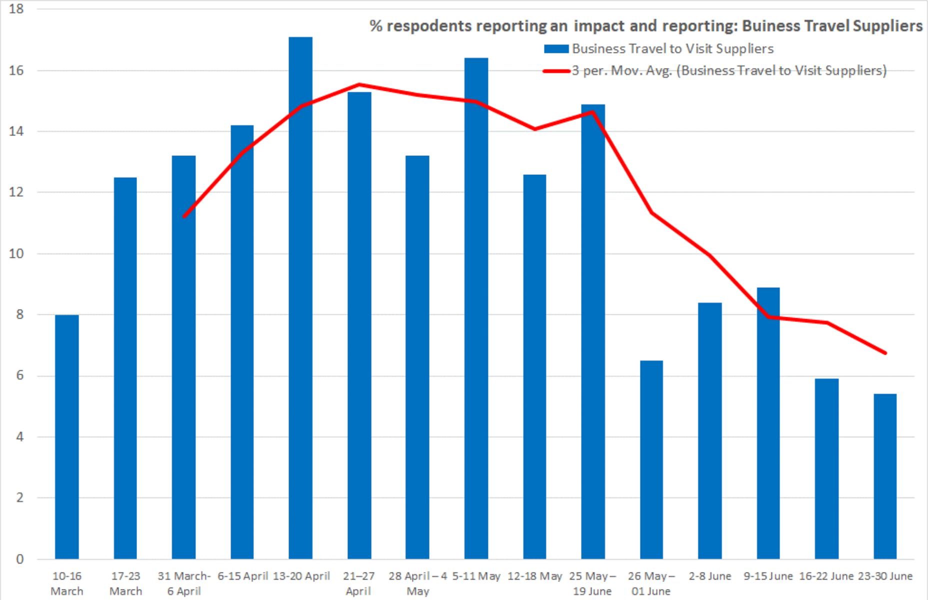
Cashflow



Travel to see clients



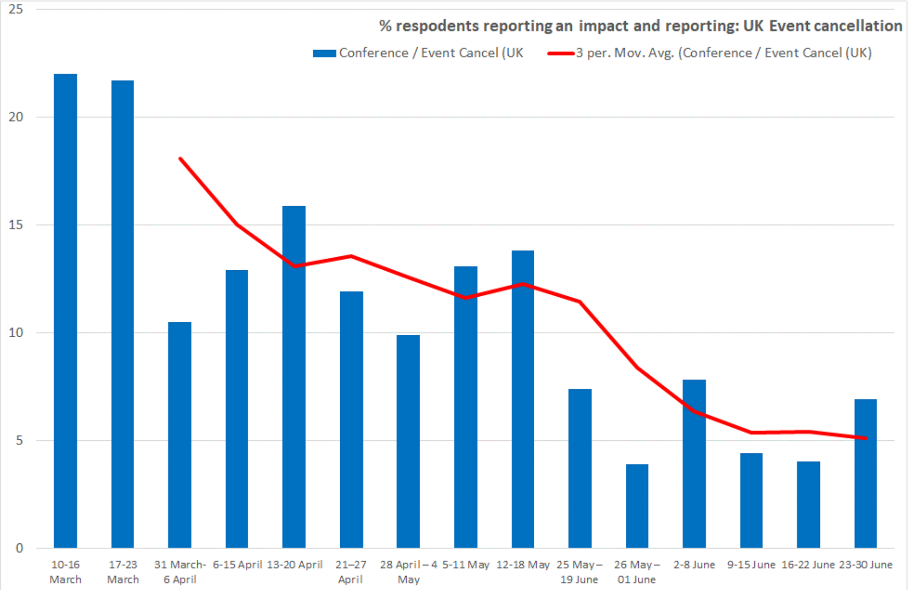
Travel to see suppliers



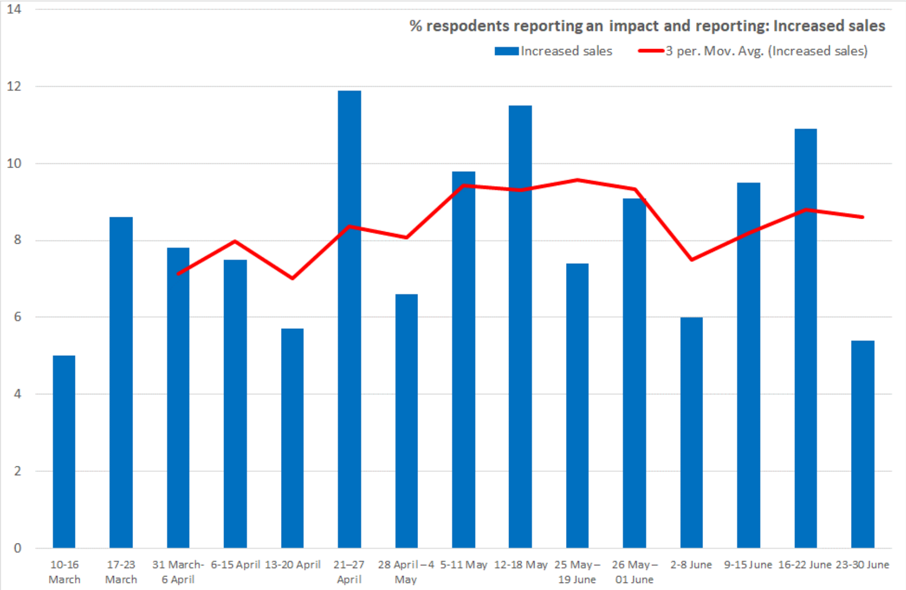
Classified: Internal Personal and Confidential

WEEKLY RESULTS TIMESERIES (NOTE : NOT ALL QUESTIONS LIVE SINCE MARCH 12)

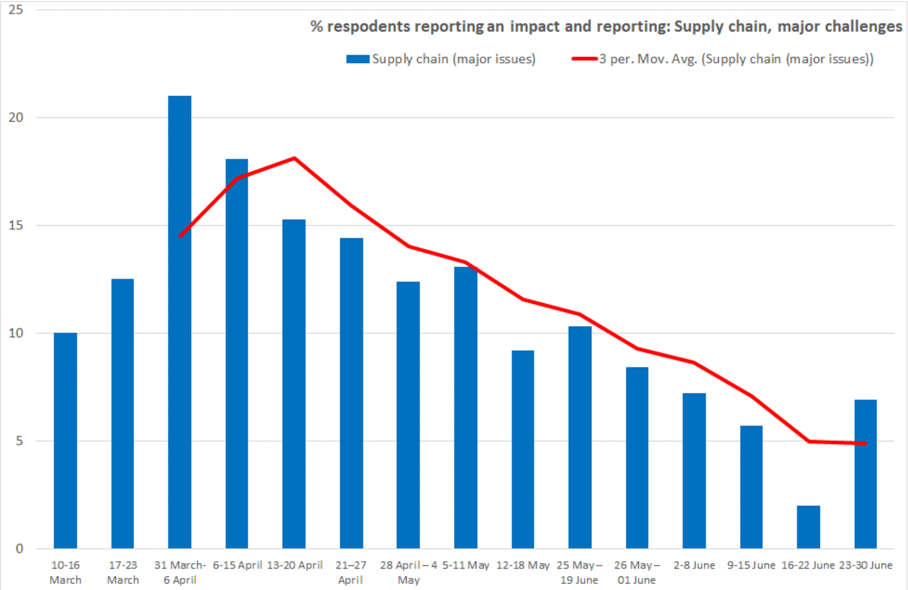
Cancellation of UK events (Red line = 3 week moving average)



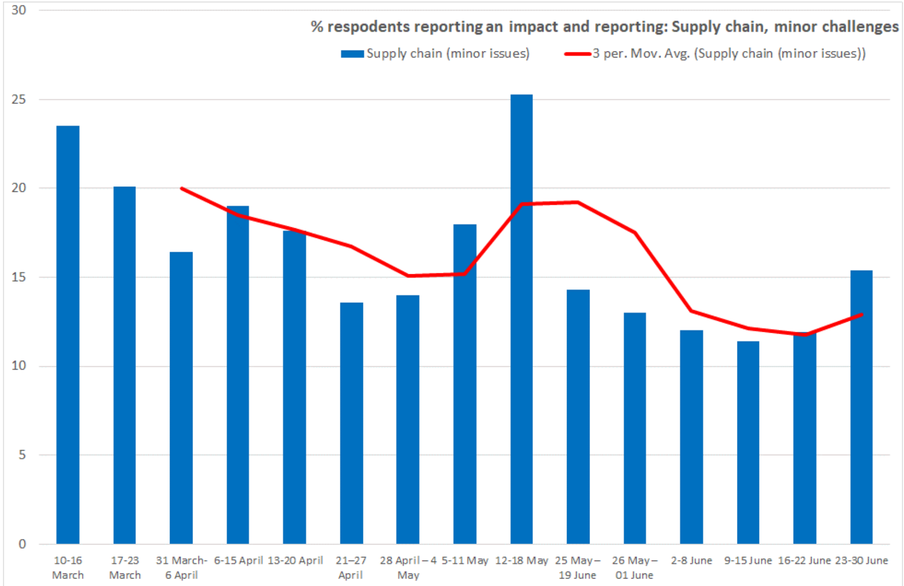
Increased sales



Major supply chain challenges

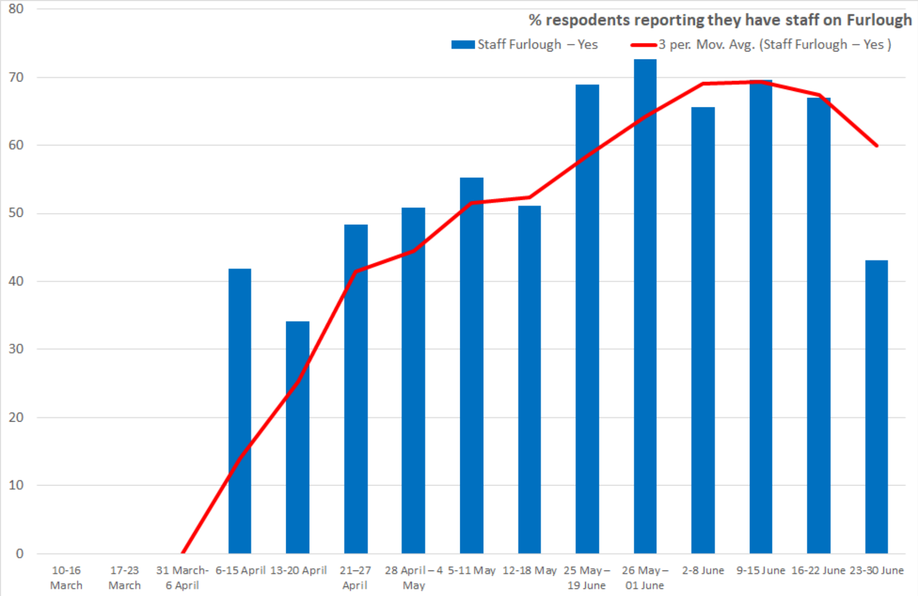


Minor supply chain challenges

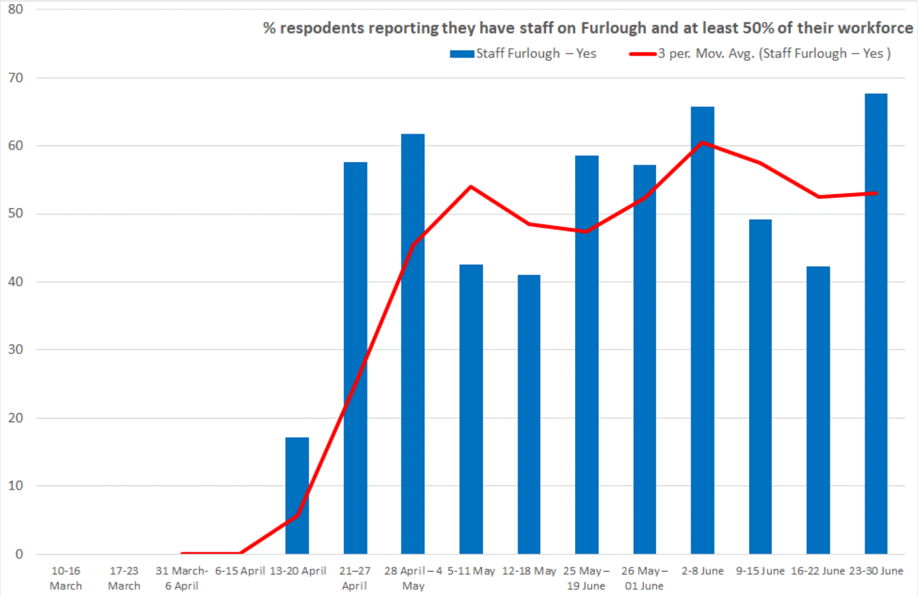


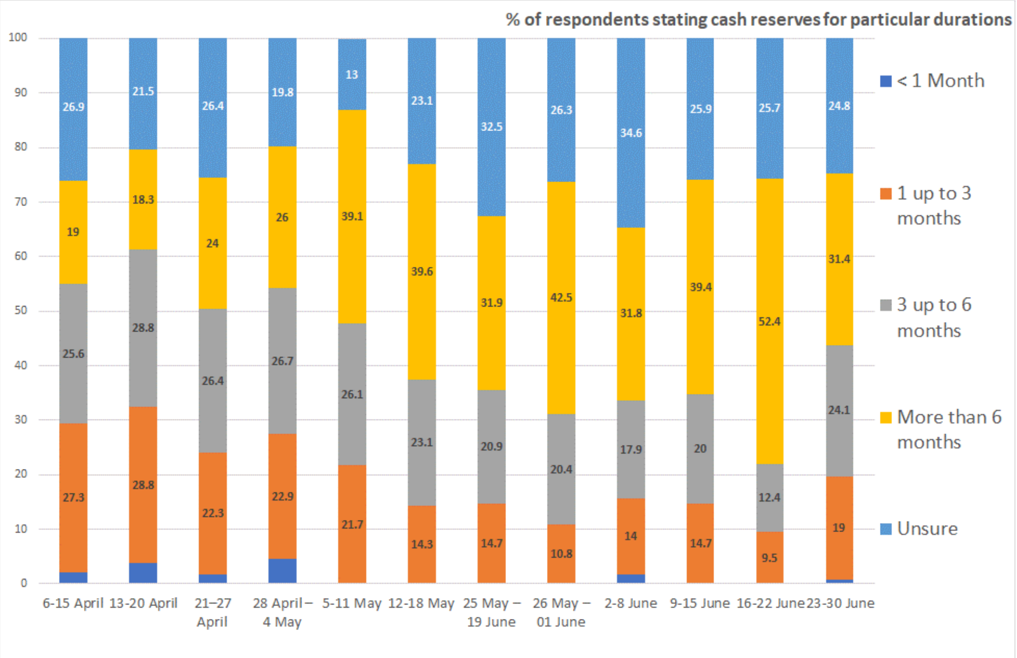
WEEKLY RESULTS TIME-SERIES

Firms furloughing staff (Red line = 3 week moving average)



Of furloughing firms, those furloughing at least 50 or staff





Percentage of respondents stating cash reserves by duration

- Note : Not all questions are live since March 12
- If printed in black and white, cashflow chart – bar order top to bottom: top = unsure, >6 months, 3-6 months, 1-3 months, < 1 month at bottom of bar

MAIN IMPACTS (WEEKLY TIME-SERIES)	10-16 March	17-23 March	31 March-6 April	6-15 April	13-20 April	21–27 April	28 April – 4 May	5-11 May	12-18 May	25 May – 19 June	26 May–1 June	2-8 June	9-15 June	16-22 June	**23-30 June**
PACT ISSUES (PERCENTAGE OF THOSE SAYING 'YES') *Note: response rates of less than 5 firms have been suppressed and marked #*															
Business Travel to Visit Clients	19.0	26.4	30.6	35.0	34.1	37.3	32.2	32.8	39.1	28.6	24.0	24.6	21.5	12.9	19.2
Business Travel to Visit Suppliers	8.0	12.5	13.2	14.2	17.1	15.3	13.2	16.4	12.6	14.9	6.5	8.4	8.9	5.9	5.4
Cashflow issues %	22.0	34.7	42.0	37.9	36.9	28.0	39.7	34.4	16.1	30.9	29.9	28.1	20.3	9.9	18.5
Conference / Event Cancel (Intern'l)	5.0	8.4	4.6	4.8	6.3	4.2	4.1	3.3	3.4	3.4	0.6	0.6	0.6	0.0	3.8
Conference / Event Cancel (UK	22.0	21.7	10.5	12.9	15.9	11.9	9.9	13.1	13.8	7.4	3.9	7.8	4.4	4.0	6.9
Decreased sales	48.5	56.4	74.9	64.8	79.0	72.0	76.0	65.6	66.7	79.4	72.1	79.0	79.8	79.2	89.2
Increased sales	5.0	8.6	7.8	7.5	5.7	11.9	6.6	9.8	11.5	7.4	9.1	6.0	9.5	10.9	5.4
Staff in isolation	8.0	18.5	26.9	20.4	14.2	17.8	12.4	6.6	16.1	9.7	3.9	6.0	5.1	1.0	2.3
Staff sick pay	5.0	3.4	6.4	2.9	1.1	0.9	0.8	0.5	4.6	0.5	4.6	1.8	0.6	0	1.5
Supply chain (major issues)	10.0	12.5	21.0	18.1	15.3	14.4	12.4	13.1	9.2	10.3	8.4	7.2	5.7	2.0	6.9
Supply chain (minor issues)	23.5	20.1	16.4	19.0	17.6	13.6	14.0	18.0	25.3	14.3	13.0	12.0	11.4	11.9	15.4
Respondents n=	**56**	**348**	**210**	**260**	**34.1**	**118**	**121**	**61**	**87**	**175**	**154**	**167**	**183**	**102**	**133**
IMPACT STAFF FURLOUGH (PERCENTAGE OF THOSE SAYING 'YES') *Note: response rates of less than 5 firms have been suppressed and marked #*															
Staff Furlough – Yes	Na	Na	Na	41.8	34.1	48.4	50.8	55.2	51.1	68.9	72.7	65.6	69.6	67.0	43.1
> Furlough (of yes) 50+ of staff	*Na*	*Na*	*Na*	*na*	*17.1*	*57.6*	*61.8*	*42.5*	*41.1*	*58.6*	*57.2*	*65.8*	*49.2*	*42.3*	*67.7*
Respondents n=	**Na**	**Na**	**Na**	**108**	**176**	**59**	**121**	**67**	**89**	**133**	**154**	**183**	**171**	**106**	**137**
CASH RESERVES (PERCENTAGE ABLE TO SURVIVE BY DURATION): *Note: response rates of less than 5 firms have been suppressed and marked #*															
< 1 Month	Na	Na	Na	2.1	3.7	1.7	4.6	0	0	0	0	1.7	0	0	0.7
1 up to 3 months	Na	Na	Na	27.3	28.8	22.3	22.9	21.7	14.3	14.7	10.8	14.0	14.7	9.5	19.0
3 up to 6 months	Na	Na	Na	25.6	28.8	26.4	26.7	26.1	23.1	20.9	20.4	17.9	20.0	12.4	24.1
More than 6 months	Na	Na	Na	19.0	18.3	24.0	26.0	39.1	39.6	31.9	42.5	31.8	39.4	52.4	31.4
Unsure	Na	Na	Na	26.9	21.5	26.4	19.8	13.0	23.1	32.5	26.3	34.6	25.9	25.7	24.8
Respondents n=	**Na**	**Na**	**Na**	**242**	**191**	**121**	**131**	**69**	**91**	**191**	**167**	**179**	**170**	**105**	**137**

IMPACTS (ALL TO DATE) BY SECTOR	Agriculture Forestry Fishing	Business, Finance, Prof Services	Constructio n	Creative, Digital & Technology	Education	Engineering	Green (Waste, Energy Recycling)	Health and Social Care	Hospitality, Tourism & Sport	Life Science	Logistics	Manufact-uring	Retail & Wholesale	Other services	Low Carbon Env Goods & Services
Total respondents n=	***15***	**426**	**140**	**425**	**60**	**70**	**66**	**92**	**103**	**36**	**55**	**661**	**259**	**90**	**Tba**
IMPACT ISSUES (PERCENTAGE OF THOSE SAYING 'YES') *Note: response rates of less than 5 firms have been suppressed and marked #*															
Business Travel to Visit Clients	**50**	37.6	46.5	34.4	31.0	37.9	52.6	26.3	17.8	34.5	22.9	31.1	26.8	18.2	Tba
Business Travel to Visit Suppliers	**25**	8.5	16.7	9.3	5.2	15.5	17.5	5.3	8.9	20.7	4.2	20.3	18.0	6.5	Tba
Cashflow issues	**25**	33.5	39.5	28.5	32.8	25.9	42.1	35.5	56.7	27.6	31.3	26.4	36.4	28.6	Tba
Conference / Event Cancel (Intern'l)	**8.3**	5.2	0.9	6.5	3.4	8.6	1.8	2.6	3.3	6.9	2.1	4.0	6.6	3.9	Tba
Conference / Event Cancel (UK	**16.7**	13.5	3.5	19.2	24.1	6.9	7.0	15.8	26.7	10.3	6.3	8.2	14.0	5.2	Tba
Decreased sales	**50**	69.8	71.9	73.5	67.2	63.8	70.2	72.4	86.7	37.9	68.8	62.8	71.1	77.9	Tba
Increased sales	**33.3**	6.3	4.4	8.2	13.8	6.9	5.3	2.6	2.2	34.5	6.3	12.5	13.6	9.1	Tba
Staff in isolation	**16.7**	14.3	17.5	14.1	6.9	22.4	19.3	25.0	15.6	34.5	16.7	25.9	18.0	13.0	Tba
Staff sick pay	**0**	2.2	3.5	2.0	3.4	1.7	0	13.2	1.1	0	0	5.4	3.1	2.6	Tba
Supply chain (major issues)	**16.7**	10.7	20.2	7.3	5.2	12.1	14.0	6.6	6.7	13.8	16.7	15.3	24.6	9.1	Tba
Supply chain (minor issues)	**16.7**	12.9	28.1	8.7	8.6	20.7	7.0	10.5	13.3	34.5	8.3	25.2	21.9	10.4	Tba
Respondents n=	**12**	**364**	**114**	**355**	**58**	**58**	**57**	**76**	**90**	**29**	**48**	**576**	**228**	**77**	Tba
IMPACT STAFF FURLOUGH (PERCENTAGE OF THOSE SAYING 'YES') *Note: response rates of less than 5 firms have been suppressed and marked #*															
Staff Furlough – Yes %	**20.0**	44.5	75.6	35.8	22.0	61.3	65.1	28.9	61.1	23.8	44.7	58.9	54.8	28.8	tba
> Furlough (of yes) % 50%+ of staff	***100***	49.5	65.5	36.1	33.3	52.6	46.4	40.0	69.7	60.0	52.9	48.4	54.1	76.3	tba
Respondents n=	5	**245**	**78**	**232**	**41**	**30**	**43**	**52**	**54**	**21**	**38**	**428**	**155**	**59**	**tba**
CASH RESERVES (PERCENTAGE ABLE TO SURVIVE BY DURATION): *Note: response rates of less than 5 firms have been suppressed and marked #*															
< 1 Month	**0**	1.2	1.3	3.1	0	0	4.7	5.8	7.4	0	0	0.2	2.6	1.7	Tba
1 up to 3 months	**40.0**	19.3	29.9	20.6	19.5	10.0	11.6	21.2	35.2	4.8	18.9	11.1	13.6	27.1	Tba
3 up to 6 months	**0**	25.1	20.8	25.9	39.0	13.3	16.3	36.5	14.8	14.3	18.9	19.4	28.6	22.0	Tba
More than 6 months	**20.0**	32.9	23.4	31.1	17.1	46.7	39.5	17.3	13.0	57.1	21.6	43.1	36.4	23.7	Tba
Unsure	**40.0**	21.5	24.6	19.3	24.4	30.0	27.9	19.2	29.6	23.8	40.6	26.2	18.8	25.5	Tba
Respondents n=	5	**243**	**77**	**228**	**41**	**39**	**43**	**52**	**54**	**21**	**37**	**422**	**154**	**59**	**Tba**

IMPACTS (ALL TO DATE) BY LOCAL AUTHORITY	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan	GM - percent	ALL - percent
Total respondents n=	**271**	**224**	**756**	**245**	**243**	**296**	**325**	**211**	**304**	**228**	**3,103**	**3,417**
IMPACT ISSUES (PERCENTAGE OF THOSE SAYING 'YES') *Note: response rates of less than 5 firms have been suppressed and marked #*												
Business Travel to Visit Clients	31.2	24.5	35.1	22.2	28.0	33.7	28.3	28.4	29.7	32.0	30.4	30.1
Business Travel to Visit Suppliers	14.5	8.2	12.4	11.3	13.2	13.1	10.0	9.3	8.9	14.4	11.7	11.9
Cashflow issues	36.7	33.2	32.8	35.0	34.9	27.4	25.9	37.7	26.0	32.6	31.9	31.3
Conference / Event Cancel (Intern'l)	5.0	3.3	6.5	1.5	1.6	4.0	0.8	4.3	1.2	4.4	3.7	3.8
Conference / Event Cancel (UK)	12.7	8.2	16.0	5.9	3.7	16.7	7.6	6.8	7.7	13.3	11.0	11.0
Decreased sales	75.1	74.5	70.8	72.4	69.3	77.8	74.9	75.3	70.7	71.3	72.9	71.8
Increased sales	9.5	6.5	7.2	7.9	11.6	7.1	9.2	4.3	9.3	9.9	8.2	8.4
Staff in isolation	10.9	13.6	17.1	16.7	14.3	11.1	16.7	14.2	10.6	20.4	14.8	15.9
Staff sick pay	3.2	2.2	1.3	2.5	4.8	1.6	2.4	2.5	2.4	3.3	2.4	2.7
Supply chain (major issues)	16.7	10.3	11.9	10.8	11.1	10.7	7.2	14.8	10.6	11.0	11.5	11.9
Supply chain (minor issues)	18.1	16.3	15.8	15.3	19.0	18.7	10.8	14.8	12.2	22.1	16.1	16.3
Respondents n=	**221**	**184**	**613**	**203**	**189**	**252**	**251**	**163**	**246**	**181**	**2,503**	**2,801**
IMPACT STAFF FURLOUGH (PERCENTAGE OF THOSE SAYING 'YES') *Note: response rates of less than 5 firms have been suppressed and marked #*												
Staff Furlough – Yes %	62.0	57.1	49.1	61.9	65.9	55.1	55.7	60.7	52.7	60.9	56.6	56.7
> Furlough (of yes) % 50%+ of staff	*55.5*	*58.1*	*40.1*	*55.4*	*50.8*	*45.6*	*57.8*	*55.1*	*45.9*	*55.2*	*50.1*	*49.8*
Respondents n=	**184**	**140**	**460**	**160**	**164**	**198**	**192**	**135**	**201**	**151**	**1,985**	**2,178**
CASH RESERVES, ABLE TO SURVIVE: ***Note: response rates of less than 5 firms have been suppressed and marked #***												
< 1 Month	1.1	1.4	2.7	2.5	0.6	1.0	0	1.5	0.5	0.7	1.4	1.6
1 up to 3 months	14.3	20.9	14.4	24.2	8.0	12.8	18.3	19.8	18.3	13.7	16.0	16.3
3 up to 6 months	24.7	15.8	22.3	18.5	19.8	26.2	18.8	16.0	19.8	24.0	21.1	21.1
More than 6 months	28.6	29.5	36.9	26.8	40.1	39.0	40.3	29.0	29.9	33.6	34.1	34.0
Unsure	31.3	32.4	23.7	28	31.5	21.0	22.6	33.7	31.5	28	27.4	26.9
Respondents n=	**182**	**139**	**452**	**157**	**162**	**195**	**191**	**131**	**197**	**146**	**1,952**	**2,147**

WEEKLY IMPACTS (GM & ALL RESPONDENTS)	CURRENT WEEK TOTALS		PREVIOUS WEEK TOTALS		DATA FROM START OF SURVEY TO DATE	
	GM - percent	ALL - percent	GM - percent	ALL - percent	GM - percent	ALL - percent
Total respondents n=	**168**	**170**	**131**	**141**	**3,103**	**3,417**
IMPACT ISSUES (PERCENTAGE OF THOSE SAYING 'YES') *Note: response rates of less than 5 firms have been suppressed and marked #; and Live data, so figured in table may differ to those presented elsewhere in the report*						
Business Travel to Visit Clients	19.2	19.2	14.1	12.9	30.4	30.1
Business Travel to Visit Suppliers	5.4	5.4	5.4	5.9	11.7	11.9
Cashflow issues	19.2	18.5	9.8	9.9	31.9	31.3
Conference / Event Cancel (Intern'l)	3.8	3.8	0.0	0.0	3.7	3.8
Conference / Event Cancel (UK)	6.9	6.9	4.3	4.0	11.0	11.0
Decreased sales	90.0	89.2	80.4	79.2	72.9	71.8
Increased sales	5.4	5.4	10.9	10.9	8.2	8.4
Staff in isolation	2.3	2.3	1.1	1.0	14.8	15.9
Staff sick pay	1.5	1.5	0.0	0.0	2.4	2.7
Supply chain (major issues)	6.9	6.9	2.2	2.0	11.5	11.9
Supply chain (minor issues)	15.4	15.4	13.0	11.9	16.1	16.3
Respondents n=	**132**	**133**	**93**	**102**	**2,503**	2,801
IMPACT STAFF FURLOUGH (PERCENTAGE OF THOSE SAYING 'YES') *Note: response rates of less than 5 firms have been suppressed and marked #*						
Staff Furlough – Yes %	43.5	43.1	66.7	67.0	56.6	56.7
> Furlough (of yes) % 50%+ of staff	*70.0*	*67.7*	*40.9*	*42.3*	*50.1*	*49.8*
Respondents n=	**136**	**137**	**99**	**106**	**1,985**	**2,178**
CASH RESERVES (PERCENTAGE ABLE TO SURVIVE BY DURATION): *Note: response rates of less than 5 firms have been suppressed and marked #*						
< 1 Month	0.7	0.7	0	0	1.4	1.6
1 up to 3 months	18.1	19.0	10.2	9.5	16.0	16.3
3 up to 6 months	24.6	24.1	12.2	12.4	21.1	21.1
More than 6 months	29.0	31.4	50.0	52.4	34.1	34.0
Unsure	27.5	24.8	27.6	25.7	27.4	26.9
Respondents n=	**136**	**137**	**98**	**105**	**1,952**	**2,147**