



# COVID-19 SITUATION REPORT AND BUSINESS SURVEY RESULTS

**RESULTS FOR THE WEEK 7TH JUNE TO 13TH JULY  
(AND EMERGING RESULTS FOR NEW SURVEY IMPLEMENTED IN THE WEEK UP TO 20<sup>TH</sup> JULY)**

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# 1. SUMMARY AND ECONOMIC CONTEXT

## Economy and business

- The Office for Budget Responsibility, the Treasury's official forecaster, has published three possible scenarios for the UK economy as it tries to recover from the coronavirus pandemic: <https://obr.uk/coronavirus-analysis>
  - Central Scenario:** The economy recovers more slowly than previously anticipated, with gross domestic product (GDP) regaining its pre-virus peak by the end of 2022. GDP falls by 12.4% in 2020. Business investment is 6% lower over five years than expected by the OBR in March before Covid-19 spread. Job losses and business failures are significant. Unemployment reaches 3.5 million in 2021, at its peak 13.2%.
  - Best-case scenario:** Activity rebounds quickly, similar to the OBR central scenario. In effect an updated April reference scenario, with a sharp rebound in activity and no medium-term economic scarring. GDP falls by 10.6% in 2020, but returns to the pre-virus peak by the end of March next year, and no enduring economic scarring. Unemployment still however reaches a peak of 10% in the three months to the end of September. As many as 1.9 million people would be out of work next year, as employment gradually rises again.
  - Worst-case scenario:** Economic output recovers even more slowly, returning to its pre-virus peak only by 2024. This results in a more significant loss of business investment, company failures and persistently high levels of unemployment. Due to lasting economic scarring caused by the depth of the crisis and slow recovery, GDP after inflation is 6% lower at the start of 2025 than was expected in March 2020. Unemployment peaks at 13% in the first three months of 2021, and 4 million people would be out of work next year.
- Retail footfall** in the UK rose by 4.5% last week, according to data from retail experts Springboard. The data showed that while footfall on UK high streets rose by 6.8%, there was a 0.7% drop in the number of people visiting retail parks. Footfall is 40% down on a year earlier, suggesting that there will be a slow return of customers to shops over a prolonged period.
- A survey of finance directors** by the financial services firm Deloitte has found that 65% of UK firms plan to cut investment spending over the next three years as they expect a slow recovery from the Covid-19 crisis amongst wider concerns about the global economy. Almost 80% of respondents expect their revenues to decrease in the next 12 months; and only 49% expect a return to pre-Covid 19 levels by the end of Q2 2021.

## Summary of survey results

- This report represents a move to fortnightly reporting of the response to the business survey. 60 firms responded between the 7th and 13<sup>th</sup> July and 97 from 13<sup>th</sup> to 20<sup>th</sup> July. Over 3,600 individual firms in total have responded to the survey since it's inception in 12 March 2020.
- Survey responses up to the 13<sup>th</sup> of July continue to highlight the main impacts on business are decreased sales, cashflow, visiting clients and minor supply chain disruption. These have remained the main impacts since survey inception. However, there are early signs from the new survey – implemented in the week up to 20<sup>th</sup> July that suggest the sales position of firms has improved significantly, with 22% of firms suggesting increased sales (8% on average since March) in the latest surveys up to 20<sup>th</sup> of July. We will continue to monitor this closely to see if the trend continues.
- The proportion of firms furloughing staff continues to fall. Whilst the survey still shows little signs of firms having made redundancies to date, the proportion of firms suggesting they haven't yet but consider making redundancies in future has risen significantly, up to 14% in the latest week.
- Looking to the future, the five main challenges reported by businesses are: access to new markets and customers within the UK, managing the finances of businesses, developing a firms planning, developing new products and services, and access to new international markets. The Growth Company continues to support businesses through the crisis, and the main areas of support are detailed in section 3 of this report.

## Insolvency risk data up to 20 July

- Data on insolvency risk shows that 12.3% of firms in Greater Manchester reported as having one or more red flags (a sign of financial stress / insolvency risk) compared to an average of 11.2% in the UK and 11.5% in the North West. There continued to be a gradual rise in the proportion of firms with 1-3 flags up to the start of July (compared to 10% reported back in April 2020), and since the start of the month the level has remained broadly static – at just over 12% in GM.
- By volume and sector, the highest numbers of red flags are reported (same as last week) in Wholesale and Retail, Construction (and Real Estate), Business Administration and Support Services sectors, and Manufacturing. The sectors with the highest concentration of 1-3 flags (as a % of all firms with risk ratings) are Agriculture and Mining/Quarrying, Energy and Waste Management, Construction (and Real Estate), and Business and Administrative sectors.

*This report is produced by a cross organisational team, with input and support from Growth Company, Business Growth Hub, MIDAS, Trade North West, Marketing Manchester & CityCo/Manchester BID, and the GMCA research team. For more information, please contact: [Sabirah.chowdhury@growthco.uk](mailto:Sabirah.chowdhury@growthco.uk) The findings of this report are fed into the **Greater Manchester Resilience Forum**, which continues to meet weekly to share intelligence, and to co-ordinate a response to the crisis.*

## 2. LOCAL BUSINESS SURVEY DATA

- The survey has had additional questions and responses added and reporting has moved to a fortnightly cycle. Reporting by size, sector, and locality will return to the report when the response rate for all questions is fully representative of the local business base. Detailed time-series data are included in the appendix to this report, and the following data is mostly drawn from the week 6<sup>th</sup> to 13 July, but with emerging trends for the most recent week 13<sup>th</sup> to 20<sup>th</sup> July from the new survey (*reported by exception, given an over-representation from large firms*).
- 60 firms responded 7 to 13<sup>th</sup> July and 97 from 13<sup>th</sup> to 20<sup>th</sup> July. Over 3,600 individual firms in total have responded to the survey since its inception in 12 March 2020. All figures presented below have been rounded to the nearest whole percentage point and figures relate to the response from the most recent survey completed. Some firms have completed the survey more than once.

***Survey responses up to the 13<sup>th</sup> of July continue to highlight the main impacts on business are decreased sales, cashflow, visiting clients and minor supply chain disruption. These have remained the main impacts since survey inception. However, there are early signs from the new survey that suggest the sales position of firms has improved significantly, with 22% of firms suggesting increased sales (8% on average since March) in the latest response up to 20 July.***

- Looking at time series (see appendix) the sharp fall in demand through March and April, was mirrored by a sharp increase in GC survey respondents reporting significant problems with cashflow, up from just over 20% of respondents on 10 March to over 40% at the start of April). The response remained at this level from the second week of May, then falling gradually to the 15% of firms reporting cashflow problems in the most recent survey (by 13 July). The latest results from the new survey suggest a slight rise to 22% of firms reporting cashflow challenges, up to 20<sup>th</sup> July.
- The return to operation of many firms has started to surface more operational challenges and risks. In particular there has been continued growth in the proportion of firms reporting minor supply chain issues. This issue was reported by 15% of firms (up to 13 July), and by 22% of firms in the new survey (up to 20<sup>th</sup> July). However, the additional questions also highlight positive impacts during the last week, the most notable being ‘increased digitalisation’, ‘increase in new customers’, and ‘increased productivity’. The survey will continue to track these issues by firm size, sector, and locality.
- The latest position on total cash reserves marks an improvement on previous surveys. 42% of firms said they have reserves to last over 6 months in responses up to the 13<sup>th</sup> of July, and the latest responses suggests this figure has increased to 62%. (It is important to note that the latest week’s surveys have a higher representation of large firm, more likely to hold larger reserves than SMEs).

***The proportion of firms furloughing staff continues to fall, however, the survey still shows little signs of firms having made redundancies to date. However, the number suggesting they may make redundancies in future has risen significantly.***

- The proportion of firms that have made redundancies remains similar to that reported previously at 4.5%, whereas the proportion of firms that say they are considering making redundancies in future stands at 14%, up from 9% reported in the week leading up to the 13<sup>th</sup> of July. The timing of those redundancies varies, half of firms reporting August-July, and half reporting September to October.

***Looking to the future, the five main challenges reported by businesses are: access to new markets and customers within the UK, managing the finances of businesses, developing a firm's business model / business planning, developing new products and services, and access to new international markets.***

- Optimistically, over half of firms in the last week expect their turnover to rise, and profits to rise over the next 12 months. However, just under half are still unsure how long they think it will take for the UK economy to fully recover, just over a quarter suggesting that it will be at least a year, and a further quarter over a year. Interestingly 21% of firms said that they were currently recruiting staff, and 27% said they would be interested in more information about skills brokerage services.

### **International Trade case study analysis (Data up to 17<sup>nd</sup> of July)**

- Analysis of a further 617 firms case study surveyed by the North West International Trade team shows that 74% of all issues raised by firms in the case studies related to negative impacts from C19 (same as last week). The main impacts are: decreased sales, cashflow issues, supply chain disruption / disruption to operations; and orders cancelled. Of those reporting a positive impact, 50% of all positive issues are related to increasing sales (up from the 48% reported two weeks ago), and 33% said they had introduced improvements to production; and 16% were exploring new global markets.

### 3. GROWTH COMPANY - SUPPORT ACTIVITIES

The Growth Company continues to pro-actively undertake a range of activities to engage and support businesses. Developments over the last week are set out below.

#### Business enquiry data for the last week

- Since the 1st of March the Growth Hub has seen more than 6,636 enquiries, including 3,355 calls, with over 1,633 Covid-19 related issues logged. Enquiry levels have tailed off (despite recent weekly rises) reflecting the increase in the awareness and uptake of Government aid and business advice available.
- The enquiry volume last week was 321 compared with from 287 the previous week and 295 enquiries from three weeks ago. 37 enquiries related to Covid-19 with 57% about Government grants; 23% (10) Small Business grants, 27% (12) Top up Business Grant Fund and 6% (3) Retail and Hospitality Grants.

#### Website traffic

- To date there have been more than 181,930 unique visitors to the Growth Hub website with 7,056 unique visitors engaged with the site between the 13th and the 5th of July.
- The Coronavirus pages have seen over 79,288 unique visits to date. Recent data shows that just over 1,937 unique visitors engaged with the site between the 13th and the 19th of July. As with enquiries there is a gradual slowing down of visitor numbers as businesses have been able to access Government support available locally and nationally.

#### Outbound calling campaign

- The programme has now reached out to over 13,030 businesses. 61 companies were contacted during the last week and overall 851 businesses have received further support following engagement. The programme is now evolving based on the experience to date to focus on engaging those businesses who have furloughed staff to help engage and support a return to business and to protect jobs.

#### Employ GM website

- The Employ GM website has now been redeveloped to include a retail specific campaign. The site has now seen 24,110 visitors. Of these, there were 925 unique visitors to the website in the last week. 127 individuals having enquired about vacancies to date.

#### Strive and Thrive workshop programme

- As of last week, 333 delegates from 177 businesses have registered to attend the Strive and Thrive workshop programme which supports business recovery from the impact of Covid-19. To date, 163 businesses have attended the workshops.

#### Support for access to Visitor economy grant funds

- Following the recent announcement by Government that it will fund a £10m national Kick Start Tourism programme for businesses providing grants of up to £5,000, the Growth Hub is now working jointly with Marketing Manchester to develop and implement the scheme locally. At early stage details are to follow around the local application process and criteria once contracting is finalised with MH CLG.

## 4. HOSPITALITY, LEISURE, TOURISM - IMPACTS AND SUPPORT

### Summary of the current situation

- **Accommodation.** The Chancellor's statement overall was positive news for the accommodation sector but doesn't solve the long-term challenges they face. The furlough bonus scheme will not generally help the sector and it was disappointing that there wasn't a sector specific announcement on additional furlough support. Redundancies are still expected unless this happens very soon. The accommodation providers welcomed the dining vouchers initiative and hoped that this would stimulate their food and beverage outlets.
- **Transport.** Fared positively with the opening of the hospitality sector, patronage on the network was up 25% compared to the previous Saturday and over the whole weekend up 52%. The trams are still only running until 11pm and taxis reported that they were able to cope with demand and there were no issues. Face .
- **Night time Economy.** Some venues have had a good week whilst others continue to struggle. The venues with outdoor seating have done well with some venues trading up year on year and not just bringing staff back of furlough but hiring more. All of the new outdoor space has been a success and venues have adhered to social distancing and music volumes. A further 5 outdoor schemes have been approved for the city centre and are due to go live between the 25th and 27th July. Venues with outside space are fairing much better than venues without. In the Northern Quarter, The Village and Ancoats, with plenty of outdoor space, businesses are trading between 30% and 4% down with some actually trading 20% up.
- **Retail & Public Realm.** Now a month on from non-essential retail opening and two weekends on from the hospitality sector re-opening. In both sectors, recovery has been steady and public reaction better than anticipated but major issues remain. The majority of retailers are now open, there have been 7 closures and 10 units where the company has gone into administration. Footfall remains at 50% of the same time last year, due to the impact of lack of office workers and footfall at the weekend is down 30%, due to lack of tourists and major events in the city centre. In August Marketing Manchester and the BID will be promoting the 'Eat Out to Help Out' campaign, and in September promoting the city centre to staycation visitors to encourage greater return.
- **Leisure, sport and cultural sectors.** The £1.57bn cultural rescue package is welcomed by the sector but they now await timelines and detail around how to benefit from this and what businesses are eligible to apply for either loans or grants. This package doesn't fix the issue and the sector, particularly theatres require a start date. There is growing anxiety that this will now be post-Christmas and the much-needed Panto season will not be able to go ahead which puts the sector in an extremely challenging situation.

### National Picture – The 'Enjoy Summer Safely' Campaign

- This is a Government-run short-term UK wide economic campaign, directly aimed at stimulating consumer spending by giving permission and motivation for an immediate and safe return to retail, tourism, leisure and hospitality. The lack of consumer demand is a barrier to some SMEs reopening ,and 27% of SMEs say that Government support is needed to reassure consumers. Despite reservations about returning to the high street, the public are generally receptive to the idea of a campaign to encourage people to go out safely.
- Recognising the need for an immediate response to motivate local residents to return to the things they had given up during the lockdown, DMOs have been invited to submit applications with local proposals for their participation in the 'Enjoy Summer Safely' Campaign. Awards of up to £300,000 will be made to successful applicants that have marketing recovery campaign proposals in a high state of preparedness using their own creative.
- **VisitBritain UK Covid-19 Consumer Tracker Report 6-10 July.** The national mood average is 6.7 which is largely consistent to the last 7 weeks. 14% described their mood as 0-4/10 which has decreased 3% since week 7 (pre-covid levels). 18% consider the 'worst has passed' regarding Covid-19, while more consider the 'worst is yet to come' (42%) which is the highest proportion since the research began, although only marginally higher than last week.
- There continues to be little expectation things will be returning to normal anytime soon, with slightly fewer expecting 'normality' by September (11% versus 15% last week); 26% now think that there will be a return to normality by December. Confidence in the ability to take a domestic short break or holiday is beginning to improve from last week, at 24% for July, higher than in week 7.

### Marketing Manchester Campaigns and engagement with partner organisations

- Marketing Manchester last week launched a consumer campaign to help the recovery and rebuild confidence in Greater Manchester as a place to visit, live, work and study. **Find Your Space** inspires consumers to take time to discover Greater Manchester's rich and diverse leisure and tourism offer, whilst prioritising well-being, kindness and safety. To date the campaign has received 1,900 views, Face Book reach of 30,000, Twitter reach of 20,000.
- **The Tourism & Hospitality Support Hub** [www.MarketingManchester.com](http://www.MarketingManchester.com) has had 12,700 visitors since the beginning of April: the most visited pages are FAQ's and webinars. Bi-weekly Barometer set up with a panel of 20 tourism businesses to monitor trends such as occupancy, employment etc as the sector open this begins on the 20th July.

## 5. CENTRAL GOVERNMENT MEASURES AND OTHER ANNOUNCEMENTS

### Some key announcements last week

- On 14th July, the government announced that face masks will become mandatory in shops across England from Friday 24th July. Police will have the power to issue £100 fines to those who do not comply with the guidance. Face masks are also compulsory on all public transport in England, Scotland and Northern Ireland, with the measure set to come into in Wales on 27th July.  
<https://www.theguardian.com/world/2020/jul/13/face-masks-shops-england-24-july-boris-johnson>
- On 17th July, the Prime Minister announced new powers for local authorities to deal with coronavirus outbreaks in their local area. Local authorities will be able to close premises (where these form part of essential infrastructure), restrict access to or shut public outdoor spaces and cancel events.  
<https://www.gov.uk/government/publications/local-authority-powers-to-impose-restrictions-under-coronavirus-regulations/local-authority-powers-to-impose-restrictions-health-protection-coronavirus-restrictions-england-no3-regulations-2020>
- On 17th July, the Prime Minister also announced that business events and conferences will be permitted to resume from 1st October 2020, provided that rates of infections remain at current levels.. In preparation for their return, a series of pilot events will be finalised in the coming weeks in partnership with the sector to test how best to implement social distancing practices. The prime minister also announced that fans will return to sports venues from October 1, with a target of 50 per cent occupation, if test events starting next week are a success.  
<https://www.gov.uk/government/news/business-events-and-conferences-given-go-ahead-to-resume-from-1-october>
- From 1st August, theatres, music and performance venues will be allowed to reopen under social distancing guidelines. A series of pilot events are currently underway ahead of the reopening which follows an earlier government announcement of £1.57 billion in financial support for the arts, culture and heritage earlier this month.  
<https://www.gov.uk/government/news/audiences-back-in-theatres-from-1-august>

### Easing of lockdown August onward – A full time-line is shared on the Growth Company site:

<https://www.businessgrowthhub.com/coronavirus/resources/2020/06/the-uk-government-recovery-strategy-what-does-this-mean-for-your-business>

- “Our plan to rebuild”: The UK Government’s COVID-19 recovery strategy – New Chapter. From 1 August (provided COVID-19 prevalence remains around or below current levels), the government will:
  - Provide businesses with more discretion on how they ensure their staff can work safely. Working from home will remain an option, but employers can also make their workplaces COVID-19 secure following safety guidelines published. <https://www.gov.uk/guidance/working-safely-during-coronavirus-covid-19>
  - Reopen most remaining leisure settings such as bowling alleys, skating rinks and casinos, following safety guidelines. However, this will not include high-risk activities and settings such as nightclubs.
  - Allow indoor performances to a live audience to restart, following COVID-19 secure guidelines, subject to the success of pilots that will be taking place.  
<https://www.gov.uk/government/news/audiences-back-in-theatres-from-1-august>
  - Enable all close contact services to resume, including any treatments on the face (e.g. eyebrow threading, make-up application and others) which are currently classed as high-risk. Businesses in the sector will be required to follow government guidance on operating safely. <https://www.gov.uk/guidance/working-safely-during-coronavirus-covid-19/close-contact-services>
  - Carry out pilots in venues with a range of sizes of audience, including sports stadiums and business events. The pilots, which will be closely monitored and evaluated will inform future decisions on any further relaxation of the rules aiming for a full, socially distanced return in the autumn. <https://www.gov.uk/government/news/pilots-announced-for-return-of-spectators-to-elite-sports-events>
  - Enable wedding receptions; sit-down meals for a maximum of 30 people, subject to COVID-19 Secure guidelines.
  - In September: Schools, nurseries and colleges will restart for all children and young people on a full-time basis; and from 1 October: If prevalence remains around or below current levels into the autumn, the government is planning on bringing back audiences in stadiums, and allowing conferences and other business events to recommence following COVID-19 safety guidelines.



## **APPENDIX COVID-19 SURVEY RESULTS**

**RESULTS FOR THE WEEK 7TH JUNE TO 13TH JULY  
(AND EMERGING RESULTS FOR NEW SURVEY IMPLEMENTED IN THE WEEK UP TO 20<sup>TH</sup> JULY)**

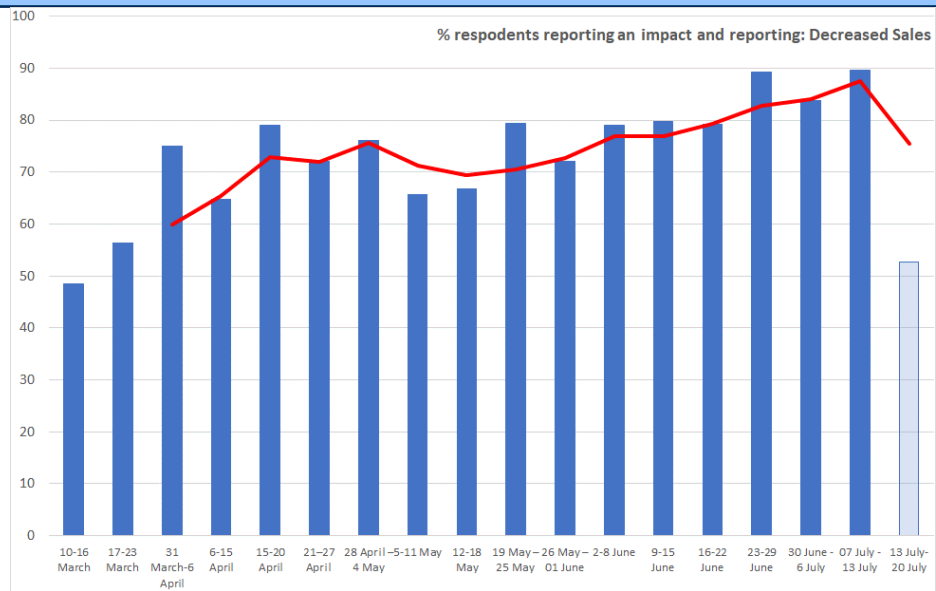
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| <b>MAIN IMPACTS (WEEKLY TIME-SERIES)</b>  | 10-16 March | 17-23 March | 31 March-6 April | 6-15 April | 13-20 April | 21-27 April | 28 April – 4 May | 5-11 May  | 12-18 May | 25 May – 19 June | 26 May– 1 June | 2-8 June   | 9-15 June  | 16-22 June | 23-29 June | 30 June – 06 July | <b>07 -13 July</b> | <b>13 – 20 July</b> |
|---|-------------|-------------|------------------|------------|-------------|-------------|------------------|-----------|-----------|------------------|----------------|------------|------------|------------|------------|-------------------|--------------------|---------------------|
| <b>MAIN IMPACTS</b> <i>(Note: response rates of less than 5 firms have been suppressed and marked #)</i> <b>**Note – the latest survey response is based on the new survey design, and there was an over-representation of large firms, weeks results should be treated with caution**</b>              |             |             |                  |            |             |             |                  |           |           |                  |                |            |            |            |            |                   |                    |                     |
| <b>Business Travel to Clients</b>   | 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       | 13.5              | 20.8               | <b>34.1</b>         |
| <b>Business Travel to Suppliers</b>   | 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        | 6.8               | 6.3                | <b>15.4</b>         |
| <b>Cashflow issues %</b>  | 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       | 16.2              | 14.6               | <b>22.0</b>         |
| <b>Conference/Event Cancel Int'l</b>  | 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        | 1.4               | 0                  | <b>9.9</b>          |
| <b>Conference/Event Cancel UK</b>   | 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        | 5.4               | 4.2                | <b>12.1</b>         |
| <b>Decreased sales</b>  | 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       | 83.8              | 89.6               | <b>52.7</b>         |
| <b>Increased sales</b>  | 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        | 10.8              | 6.3                | <b>22.0</b>         |
| <b>Staff in isolation</b>   | 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        | 1.4               | 6.3                | <b>4.4</b>          |
| <b>Staff sick pay</b>   | 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        | 0                 | 0                  | <b>2.2</b>          |
| <b>Supply chain (major issues)</b>  | 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        | 13.5              | 4.2                | <b>5.5</b>          |
| <b>Supply chain (minor issues)</b>  | 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       | 12.2              | 14.6               | <b>22</b>           |
| <b>Respondents n= for question</b>  | <b>56</b>   | <b>348</b>  | <b>210</b>       | <b>260</b> | <b>159</b>  | <b>118</b>  | <b>121</b>       | <b>61</b> | <b>87</b> | <b>175</b>       | <b>154</b>     | <b>167</b> | <b>183</b> | <b>102</b> | <b>133</b> | <b>88</b>         | <b>48 (60)</b>     | <b>97</b>           |
| <b>IMPACT STAFF FURLOUGH (PERCENTAGE OF THOSE SAYING 'YES')</b> <i>Note: response rates of less than 5 firms are suppressed &amp; marked # . 60 respondents to the survey, but 48 respondents to the impacts question – all weekly impact response levels are less than total number of respondents</i> |             |             |                  |            |             |             |                  |           |           |                  |                |            |            |            |            |                   |                    |                     |
| <b>Staff Furlough – Yes</b>   | 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       | 61.0              | 57.1               | <b>51.0</b>         |
| <b>&gt; Furlough 50% + of staff</b>   | 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       | 56.3              | 27.5               | <b>43.0</b>         |
| <b>Respondents n= for question</b>  | <b>Na</b>   | <b>Na</b>   | <b>Na</b>        | <b>108</b> | <b>176</b>  | <b>59</b>   | <b>121</b>       | <b>67</b> | <b>89</b> | <b>133</b>       | <b>154</b>     | <b>183</b> | <b>171</b> | <b>106</b> | <b>137</b> | <b>80</b>         | <b>49</b>          | <b>63</b>           |
| <b>CASH RESERVES (PERCENTAGE ABLE TO SURVIVE BY DURATION):</b> <i>Note: response rates of less than 5 firms have been suppressed and marked #</i>   |             |             |                  |            |             |             |                  |           |           |                  |                |            |            |            |            |                   |                    |                     |
| <b>&lt; 1 Month</b>   | Na          | Na          | Na               | 2.1        | 3.7         | 1.7         | 4.6              | 0         | 0         | 0                | 0              | 1.7        | 0          | 0          | 0.7        | 0                 | 0.0                | <b>0</b>            |
| <b>1 up to 3 months</b>   | 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       | 12.7              | 16.0               | <b>9.9</b>          |
| <b>3 up to 6 months</b>   | 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       | 25.4              | 30.0               | <b>13.2</b>         |
| <b>More than 6 months</b>   | 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       | 38.1              | 42.0               | <b>61.5</b>         |
| <b>Unsure</b>   | 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       | 23.8              | 12.0               | <b>15.4</b>         |
| <b>Respondents n= for question</b>  | <b>Na</b>   | <b>Na</b>   | <b>Na</b>        | <b>242</b> | <b>191</b>  | <b>121</b>  | <b>131</b>       | <b>69</b> | <b>91</b> | <b>191</b>       | <b>167</b>     | <b>179</b> | <b>170</b> | <b>105</b> | <b>137</b> | <b>80</b>         | <b>50.0</b>        | <b>91</b>           |

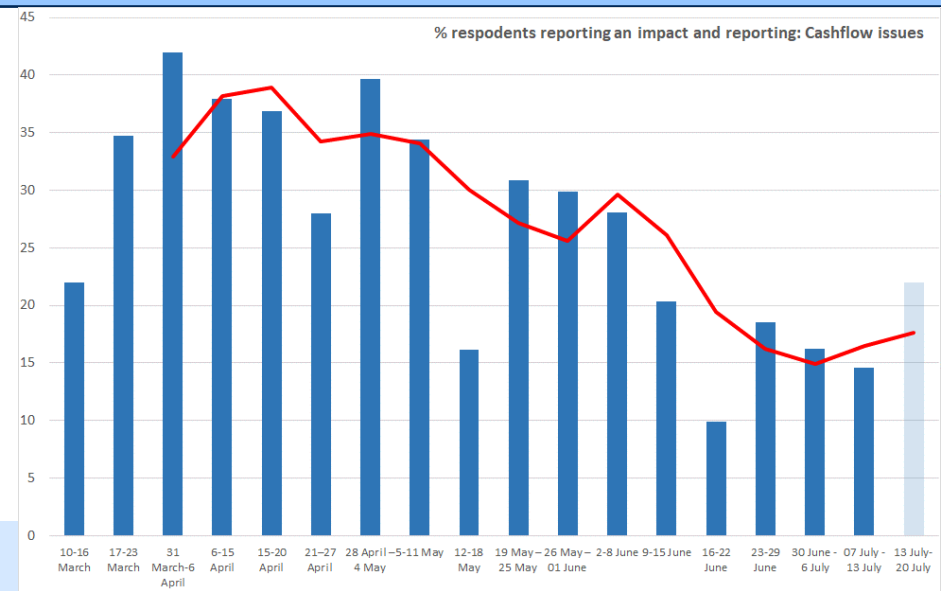


# WEEKLY RESULTS TIMESERIES (NOTE : NOT ALL QUESTIONS LIVE SINCE MARCH 12)

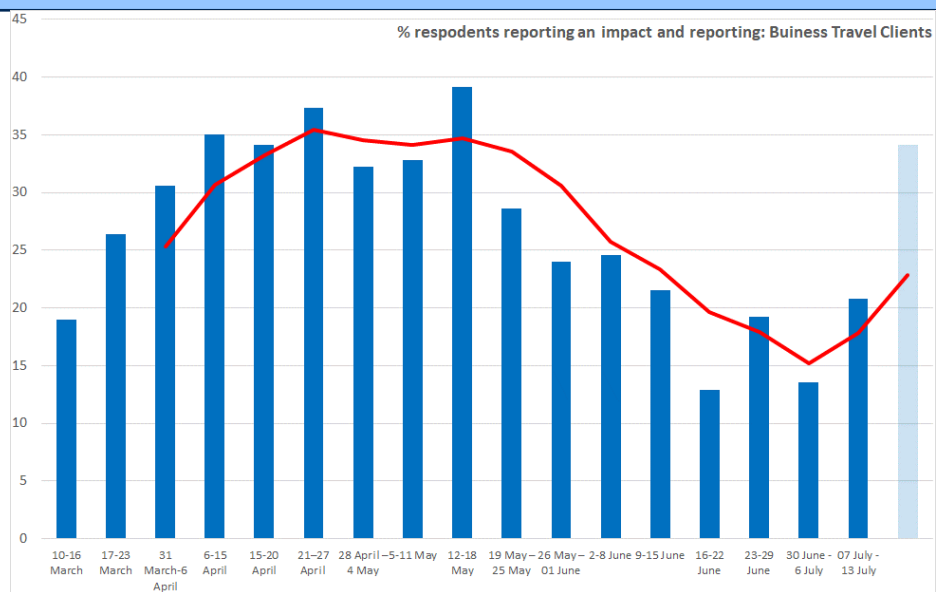
## Decreased Sales (Red line = 3 week moving average)



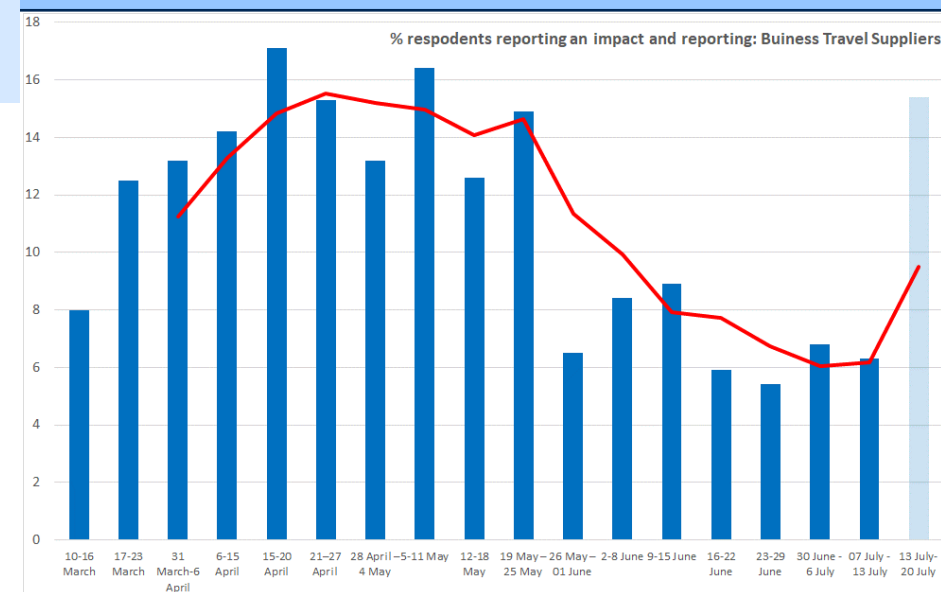
## Cashflow



## Travel to see clients



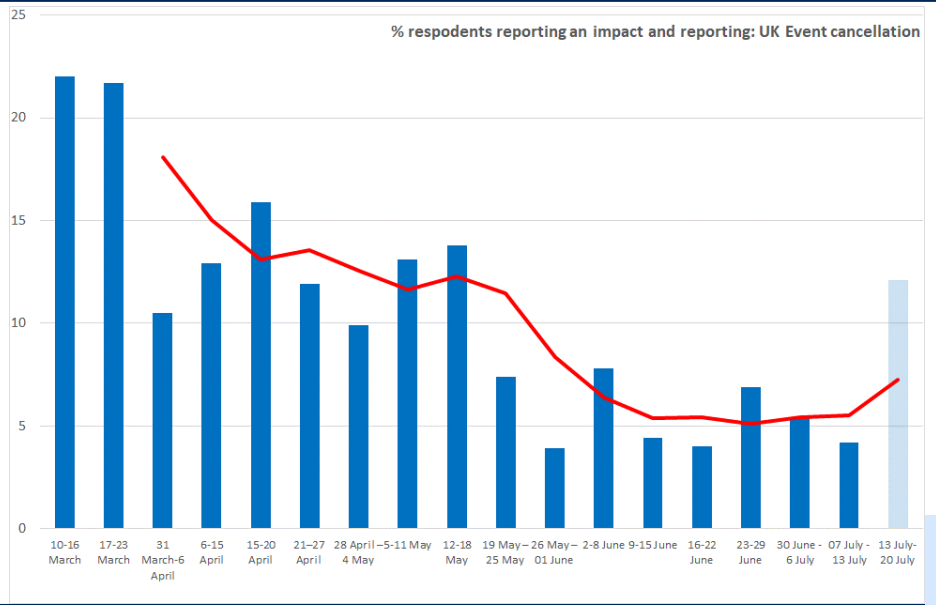
## Travel to see suppliers



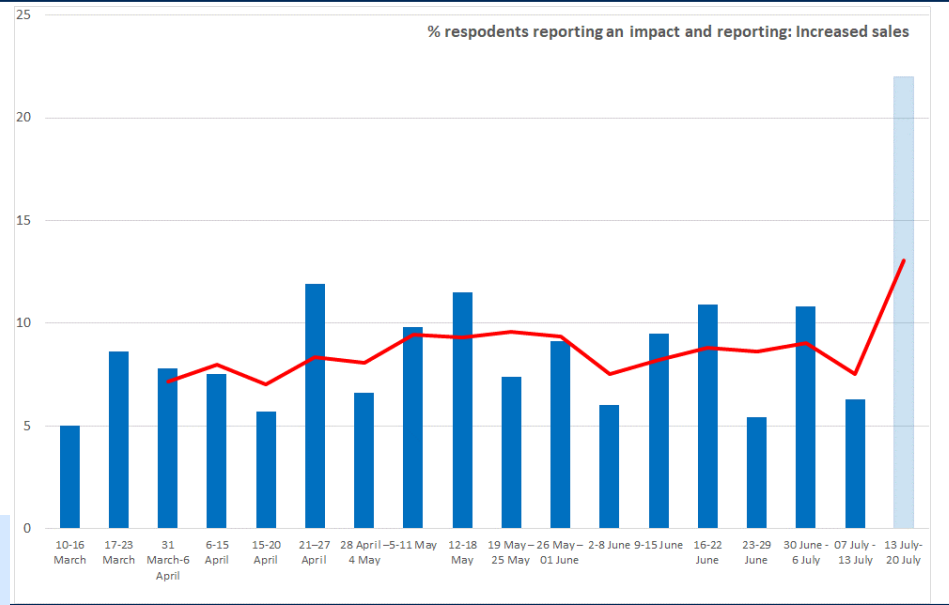
Note: Latest survey week has an over-representation of large firms, and are more likely to report a better position than micro and SME firms. Latest figures treated with caution, and presented as a light coloured blue bar in the charts.

# WEEKLY RESULTS TIMESERIES ON MAIN IMPACT VARIABLES (NOTE: NEW QUESTIONS TO BE ADDED)

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

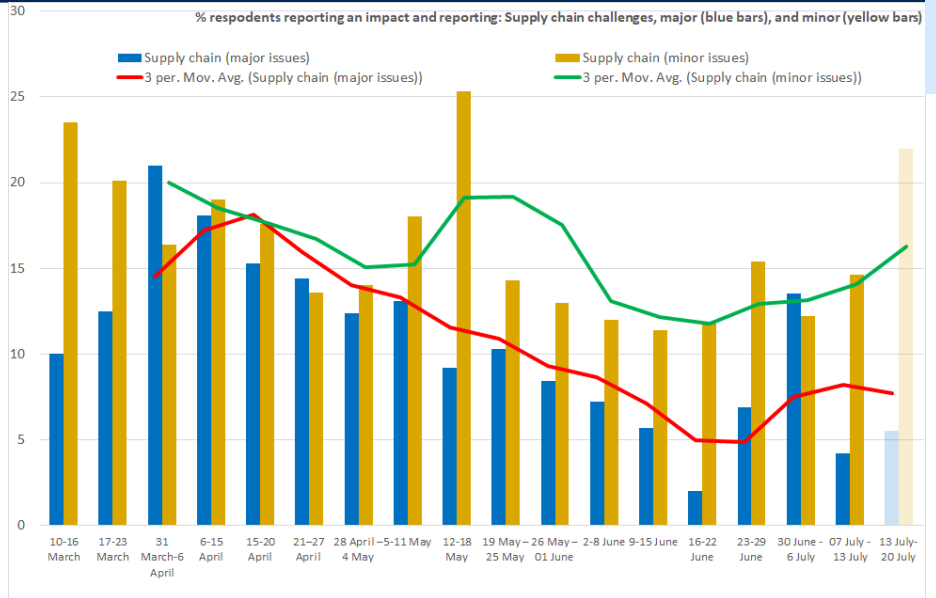


**Increased sales**

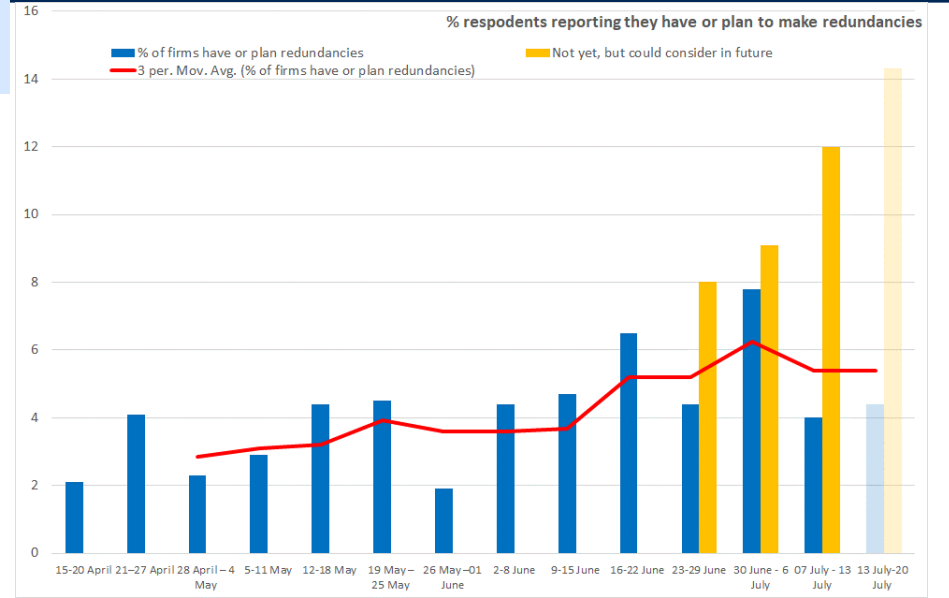


Note: Latest survey week has an over-representation of large firms, and are more likely to report a better position than micro and SME firms. Latest figures treated with caution, and presented as a light coloured blue bar in the charts.

**Major (blue) and minor (orange) supply chain challenges**

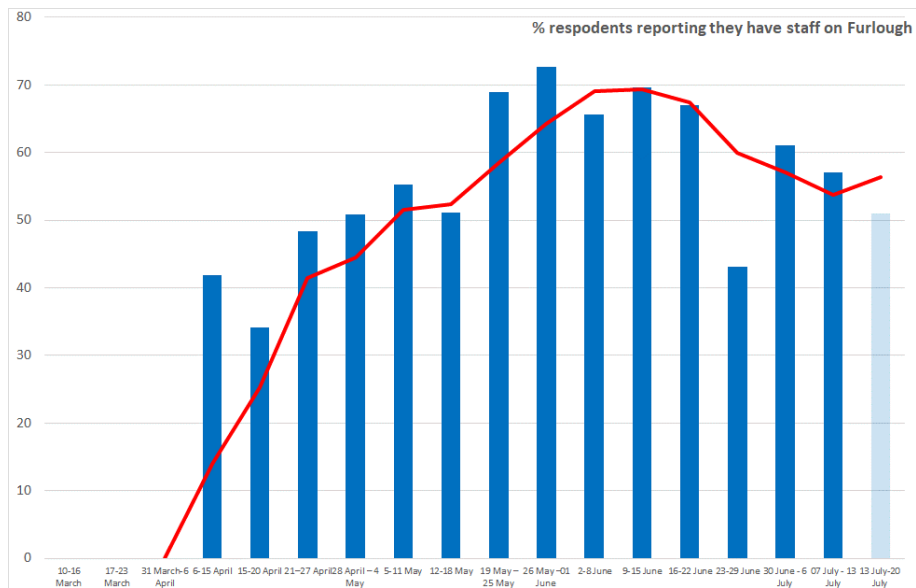


**Have made (blue) or could make redundancies (orange)**

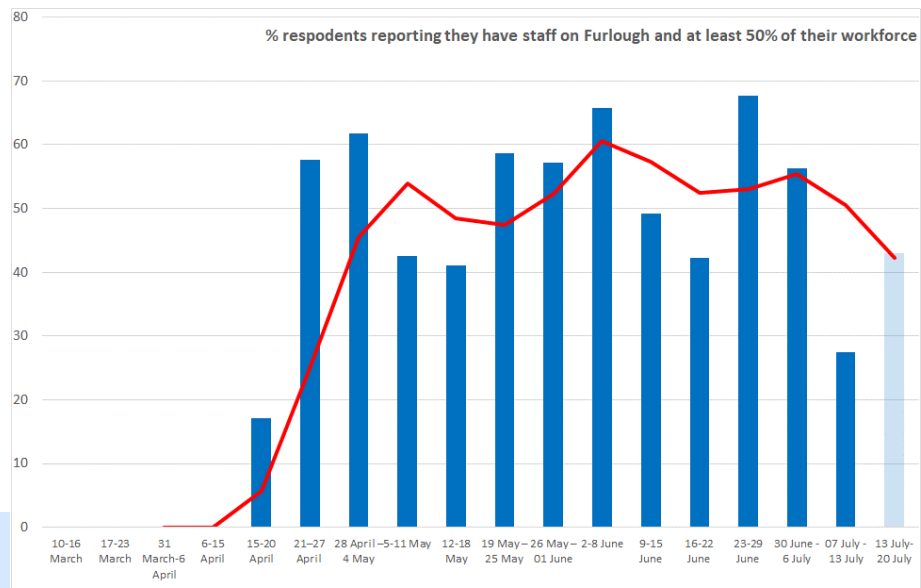


# WEEKLY RESULTS TIME-SERIES

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

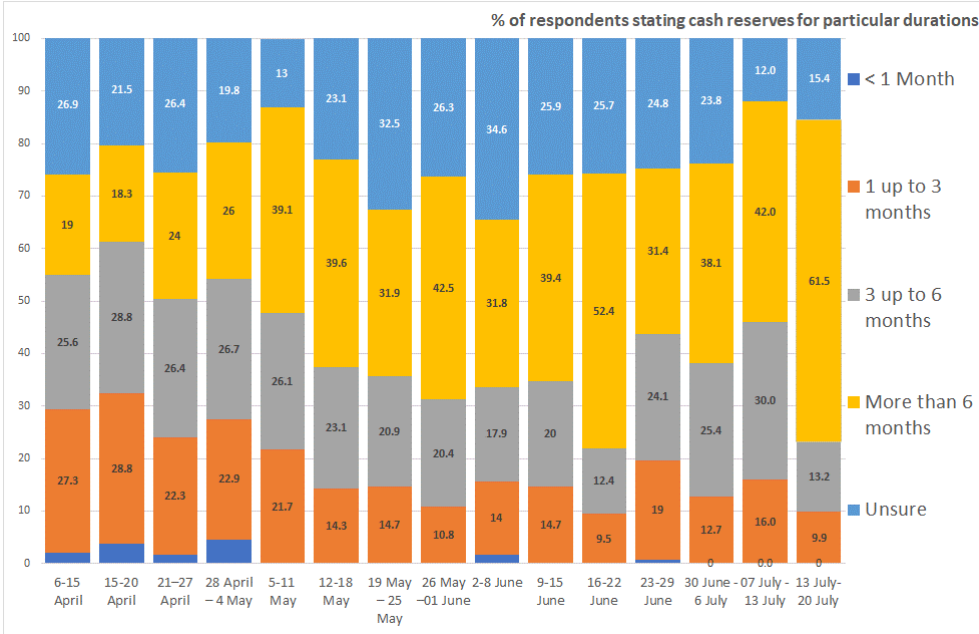


**Of furloughing firms, those furloughing at least 50 or staff**



Note: Latest survey week has an over-representation of large firms, and are more likely to report a better position than micro and SME firms. Latest figures treated with caution, and presented as a light coloured blue bar in the charts.

**<<< 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