

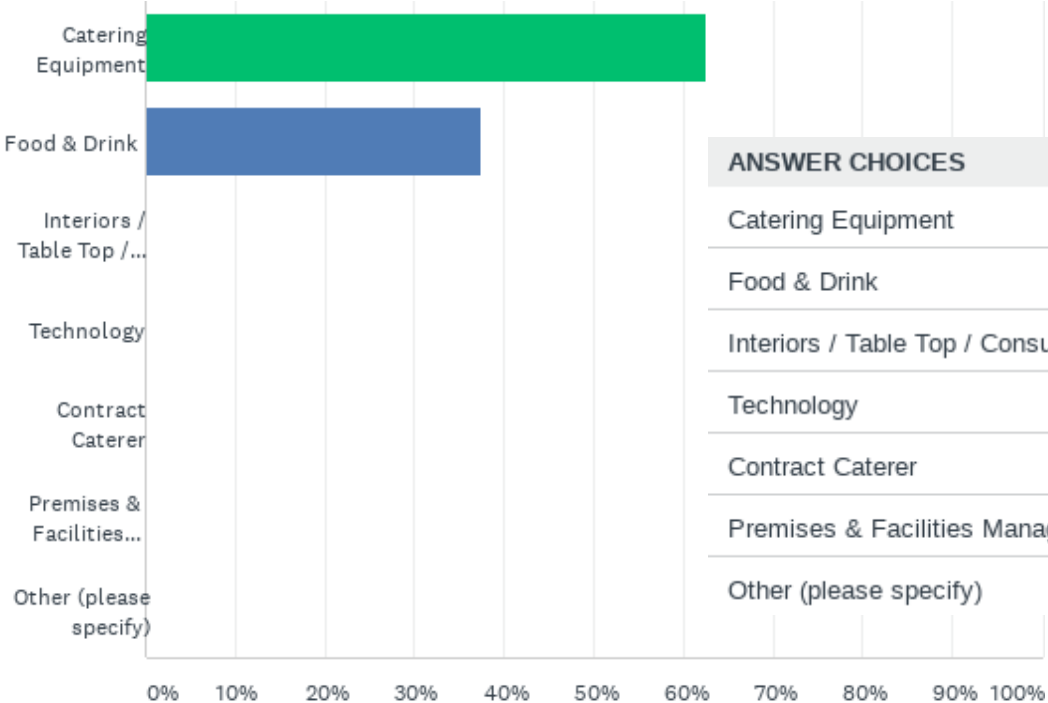


IRISH FOODSERVICE SUPPLIERS ALLIANCE

IFSA MEMBERS INDUSTRY SENTIMENT INDEX

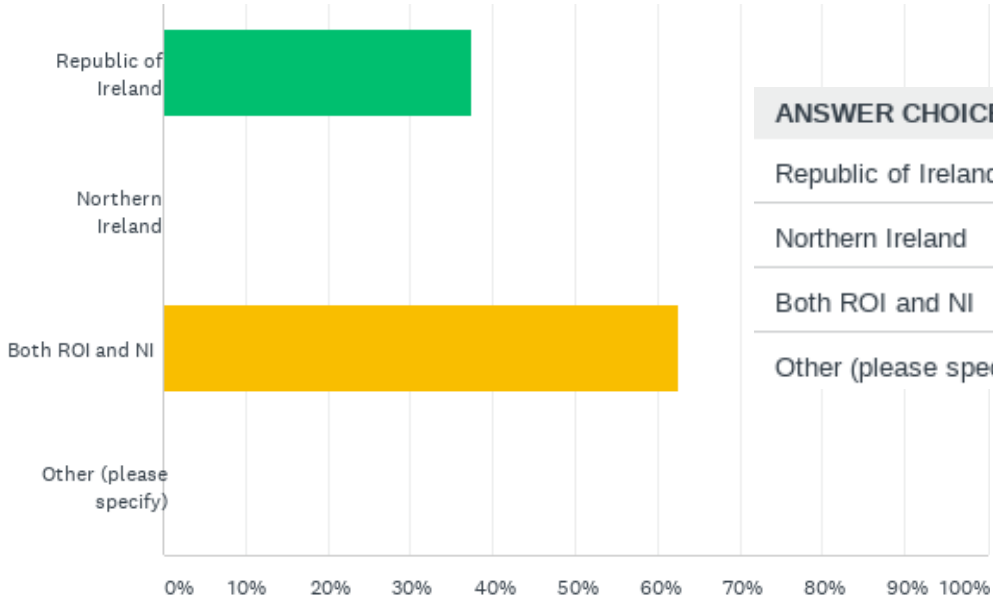
FEBRUARY 2021

Q1: What Sector Category do you operate in?



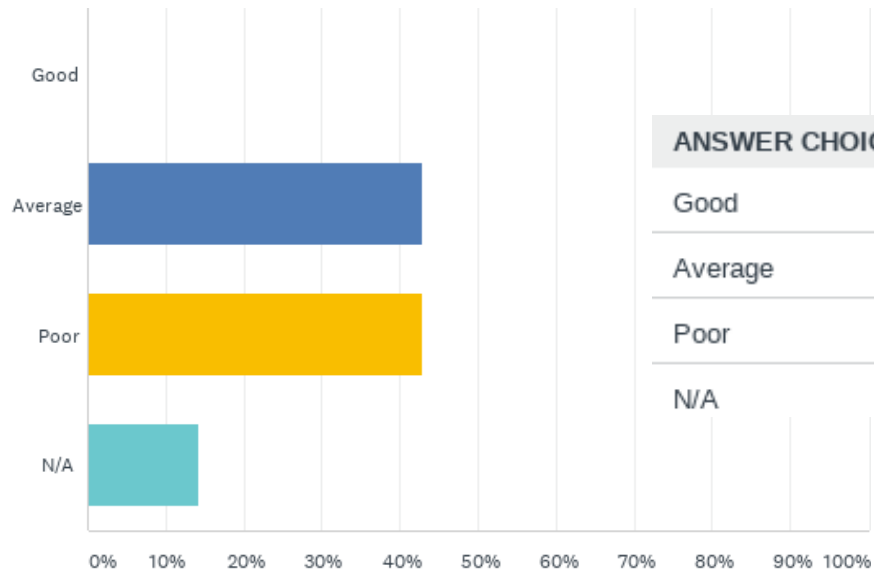
ANSWER CHOICES	RESPONSES
Catering Equipment	62.50%
Food & Drink	37.50%
Interiors / Table Top / Consumables	0.00%
Technology	0.00%
Contract Caterer	0.00%
Premises & Facilities Management	0.00%
Other (please specify)	0.00%

Q2: What jurisdiction do you operate in?



ANSWER CHOICES	RESPONSES
Republic of Ireland	37.50%
Northern Ireland	0.00%
Both ROI and NI	62.50%
Other (please specify)	0.00%

Q3: How would you describe the overall performance of your business over the LAST 6 months?



ANSWER CHOICES	RESPONSES
Good	0.00%
Average	42.86%
Poor	42.86%
N/A	14.29%

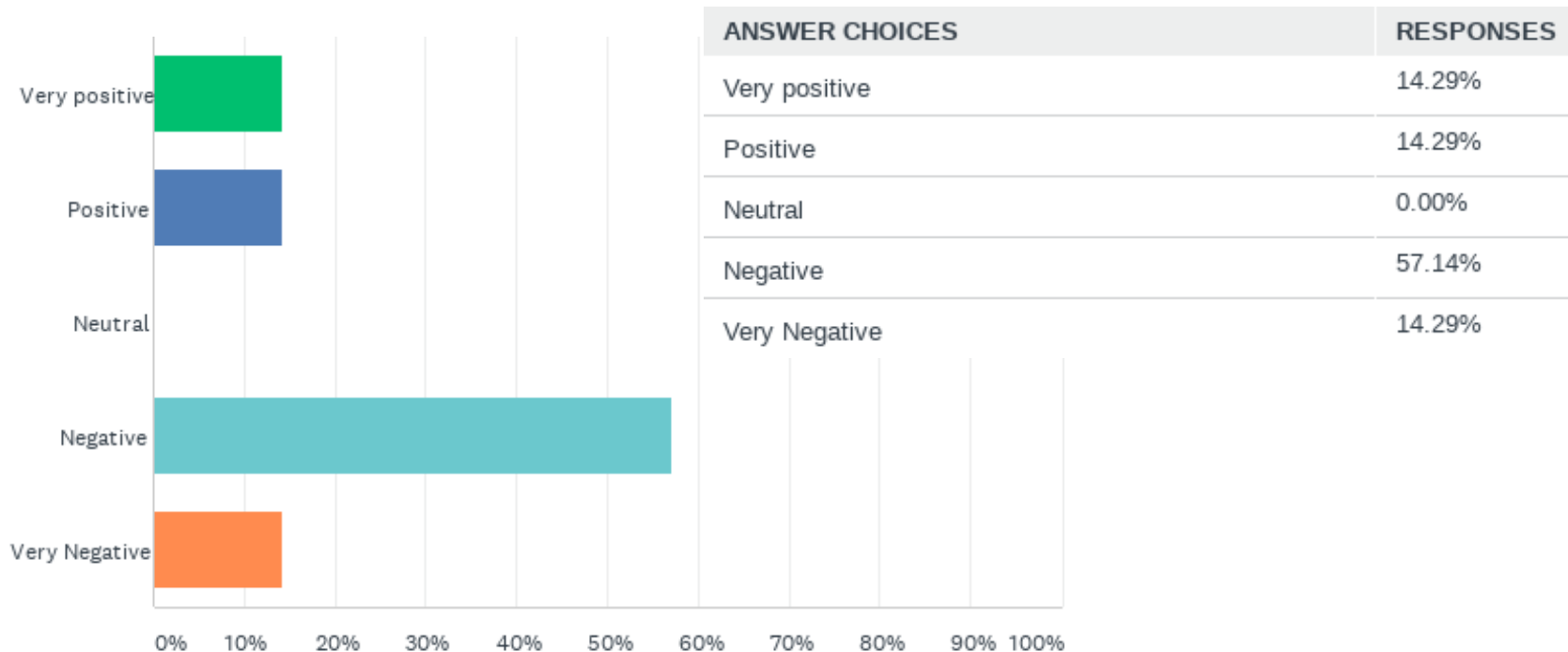
Q4: Please indicate the performance of your business for each of the criteria below over the LAST 6 months:



Q5: Please indicate the EXPECTED performance of your business for each of the criteria below over the NEXT 6 months:



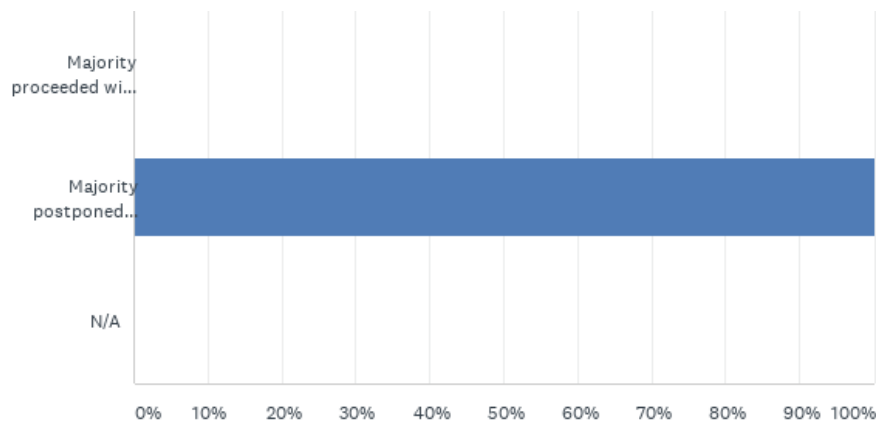
Q6: What is your attitude to the direction of the industry over the NEXT MONTH?



Q7: How do you feel the current conditions will effect the following areas of your business?

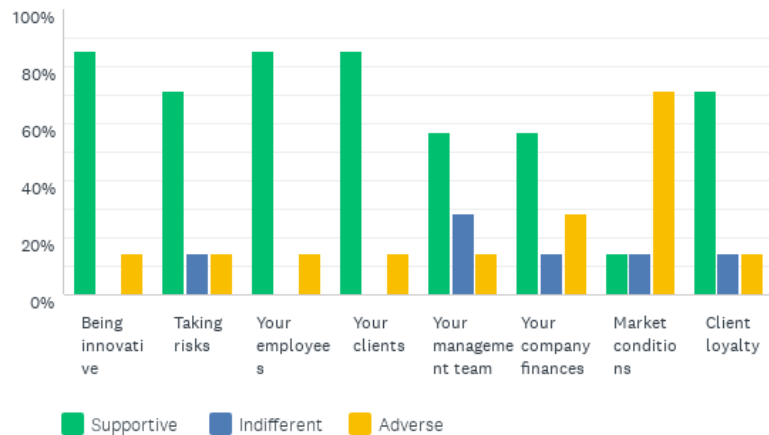


Q8: To the best of your knowledge, how has COVID-19 affected your customers planned capital expenditure ?



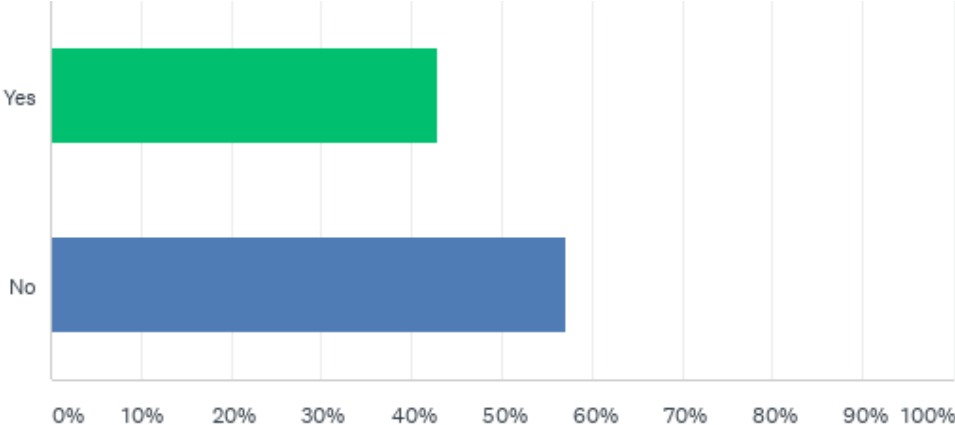
ANSWER CHOICES	RESPONSE
Majority proceeded with the planned capital expenditure	0.00%
Majority postponed planned capital expenditure until COVID-19 effects have passed	100.00%
N/A	0.00%

Q9: In the current climate, what is your attitude (right now) to the following?



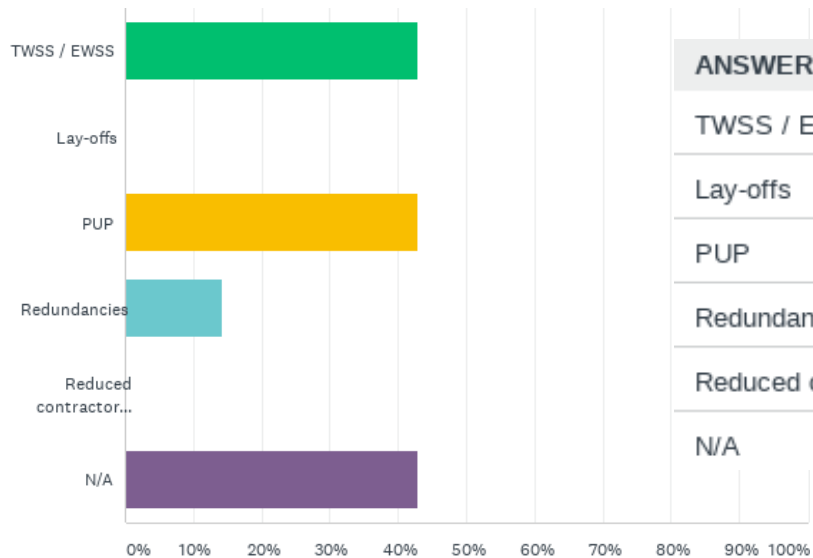
	SUPPORTIVE	INDIFFERENT	ADVERSE
Being innovative	85.71%	0.00%	14.29%
Taking risks	71.43%	14.29%	14.29%
Your employees	85.71%	0.00%	14.29%
Your clients	85.71%	0.00%	14.29%
Your management team	57.14%	28.57%	14.29%
Your company finances	57.14%	14.29%	28.57%
Market conditions	14.29%	14.29%	71.43%
Client loyalty	71.43%	14.29%	14.29%

Q10: Have you had to reduce your workforce due to current trading conditions?



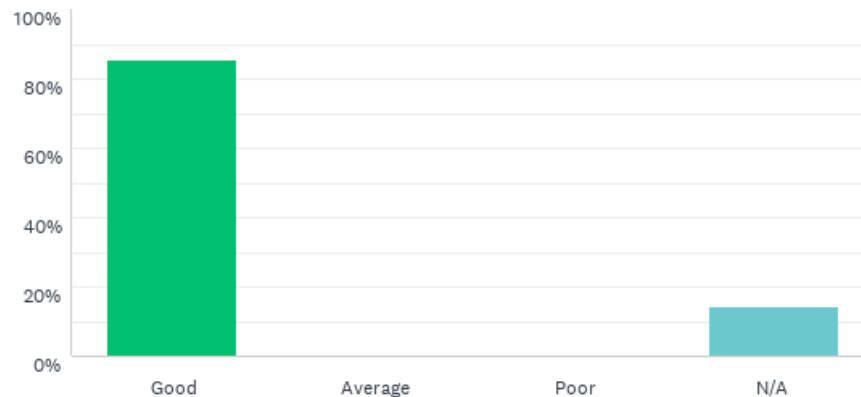
ANSWER CHOICES	RESPONSES
Yes	42.86%
No	57.14%

Q11: If you have had to reduce or implement supports for your workforce, what mechanisms have you implemented to assist with this?



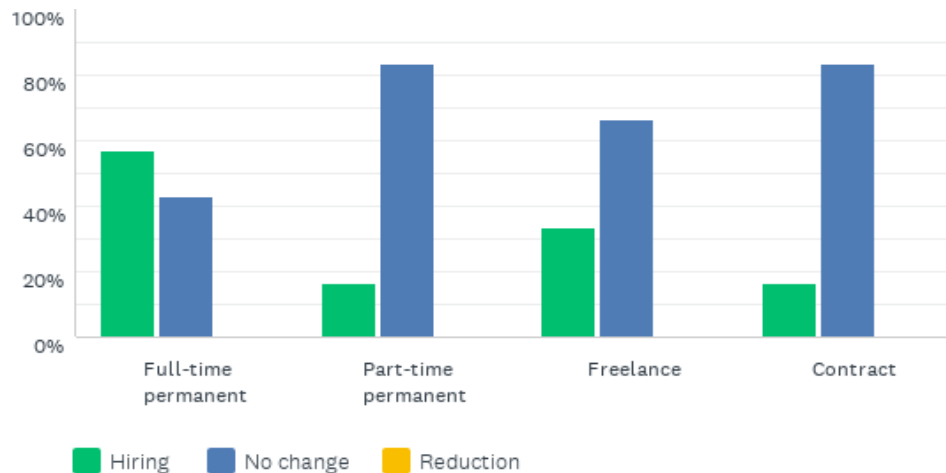
ANSWER CHOICES	RESPONSES
TWSS / EWSS	42.86%
Lay-offs	0.00%
PUP	42.86%
Redundancies	14.29%
Reduced contractor hours	0.00%
N/A	42.86%

Q12: How would you describe the overall performance of your team over the last 6 months?



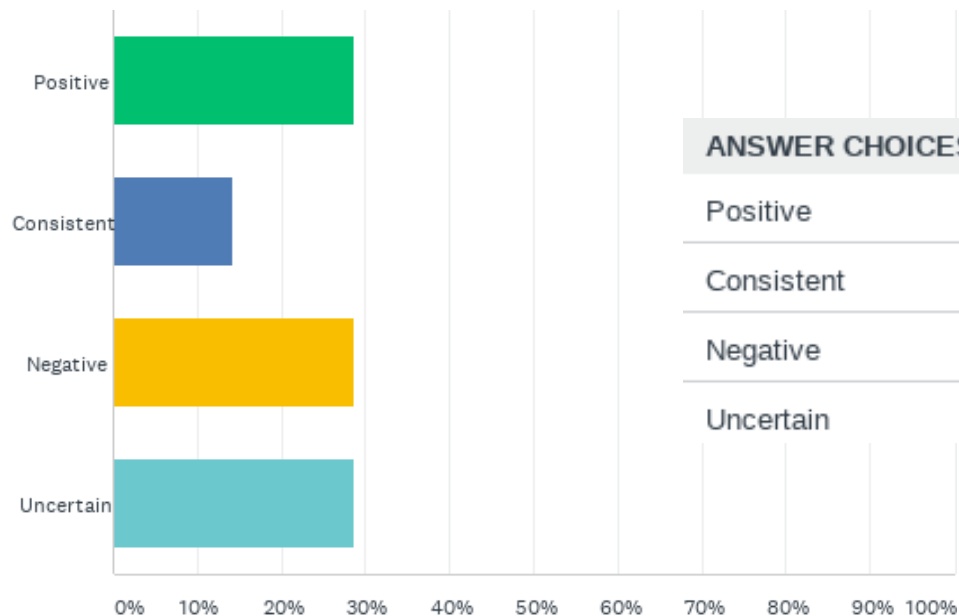
ANSWER CHOICES	RESPONSES
Good	85.71%
Average	0.00%
Poor	0.00%
N/A	14.29%

Q13: What are your current hiring plans for each type of staff?



	HIRING	NO CHANGE	REDUCTION
Full-time permanent	57.14%	42.86%	0.00%
Part-time permanent	16.67%	83.33%	0.00%
Freelance	33.33%	66.67%	0.00%
Contract	16.67%	83.33%	0.00%

Q14: How would you describe your overall perception of the hospitality supply sector right now?



ANSWER CHOICES

RESPONSES

Positive

28.57%

Consistent

14.29%

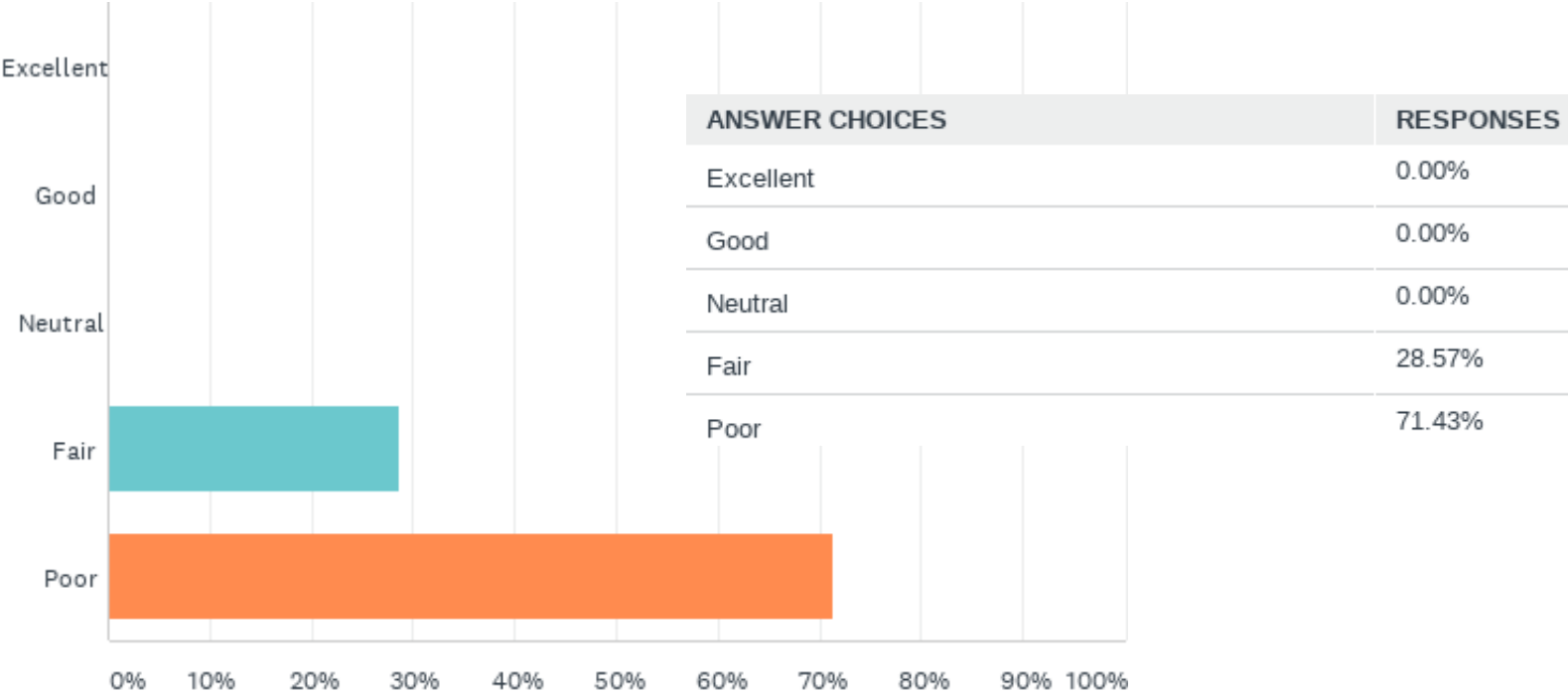
Negative

28.57%

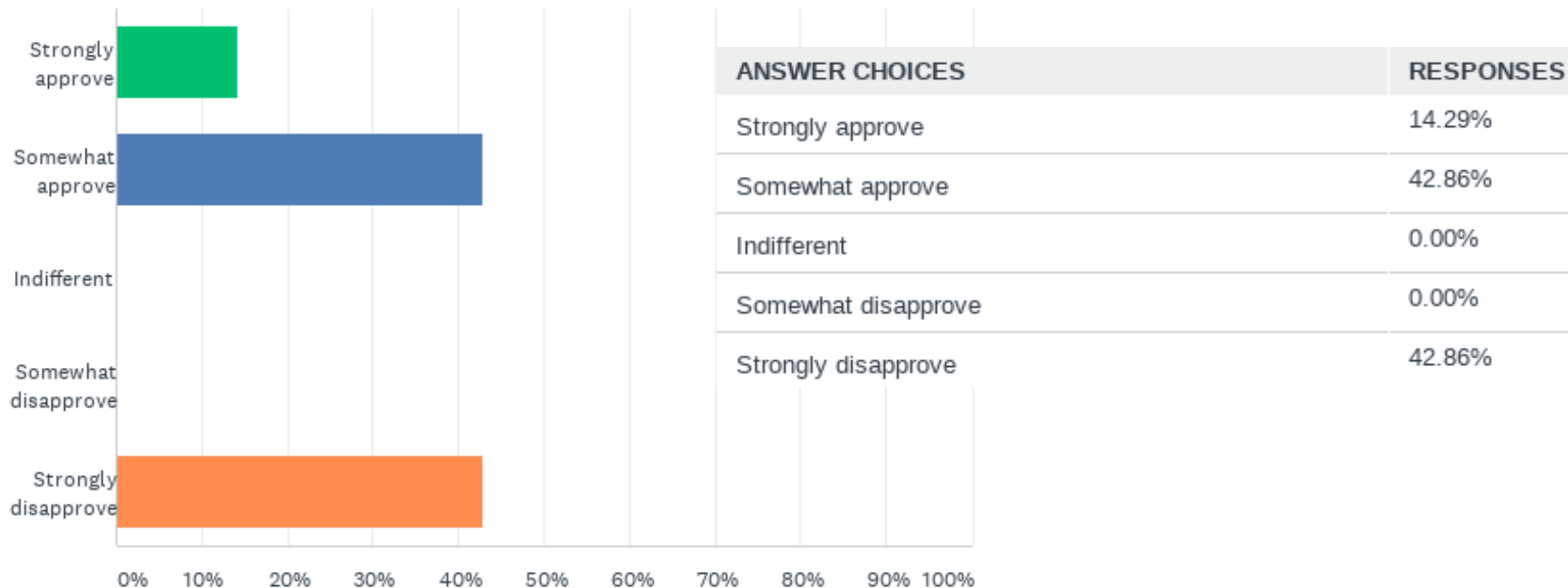
Uncertain

28.57%

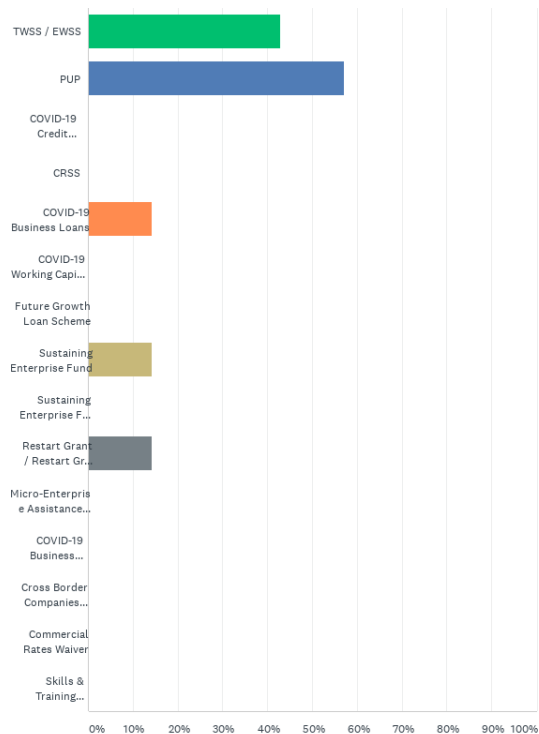
Q15: What is your opinion of the current economic climate?



Q16: Do you approve or disapprove of the way the current government is operating?

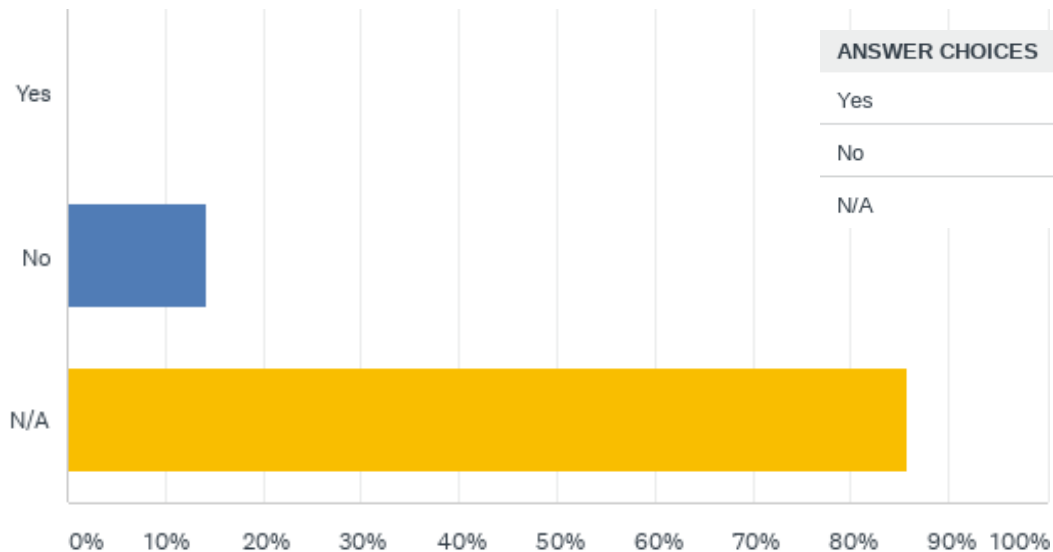


Q17: What if any Government supports have you availed of in the LAST 6 months?



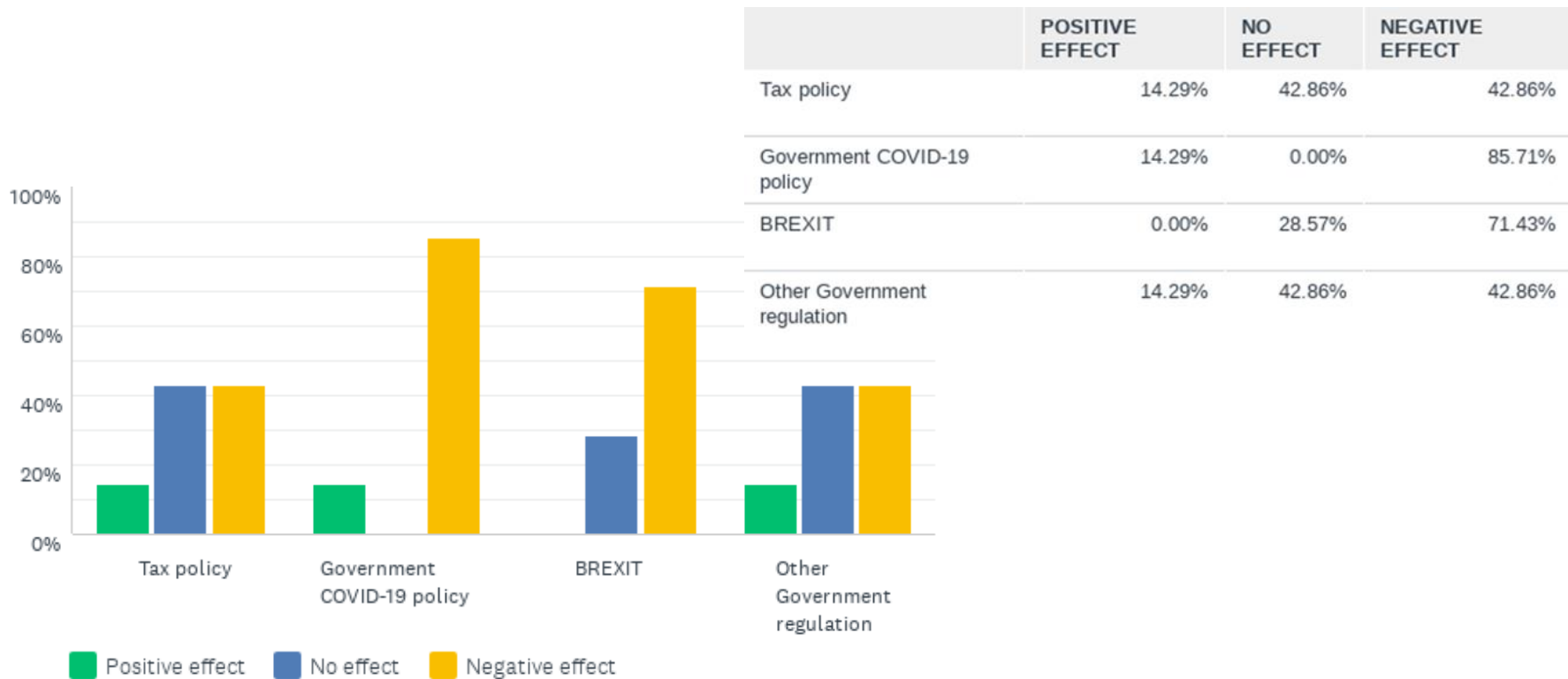
ANSWER CHOICES	RESPONSES
TWSS / EWSS	42.86%
PUP	57.14%
COVID-19 Credit Guarantee Scheme	0.00%
CRSS	0.00%
COVID-19 Business Loans	14.29%
COVID-19 Working Capital Scheme	0.00%
Future Growth Loan Scheme	0.00%
Sustaining Enterprise Fund	14.29%
Sustaining Enterprise Fund for Small Enterprise	0.00%
Restart Grant / Restart Grant Plus	14.29%
Micro-Enterprise Assistance Fund	0.00%
COVID-19 Business Financial Planning Grant	0.00%
Cross Border Companies Emergency Business Solutions	0.00%
Commercial Rates Waiver	0.00%
Skills & Training Supports from LEO, Skillnet, Enterprise Ireland	0.00%

Q18: If you have not yet availed of any Government supports, do you plan to look at these options in the NEXT 6 months?



ANSWER CHOICES	RESPONSES
Yes	0.00%
No	14.29%
N/A	85.71%

Q19: In the NEXT 6 months do you expect the following issues to have a positive effect, no effect or a negative effect on your business?



Q20: What you like to see IFSA doing on your behalf in order to assist your business in the current trading environment?

- Mandatory quarantine for all incoming travellers regardless of business.
 - Challenge Government on clear strategy and guidance
 - Lobby the government.
 - Keep the industry updated
 - Some grants for small suppliers or a stop on bank repayments
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Published in February 2021 by



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