

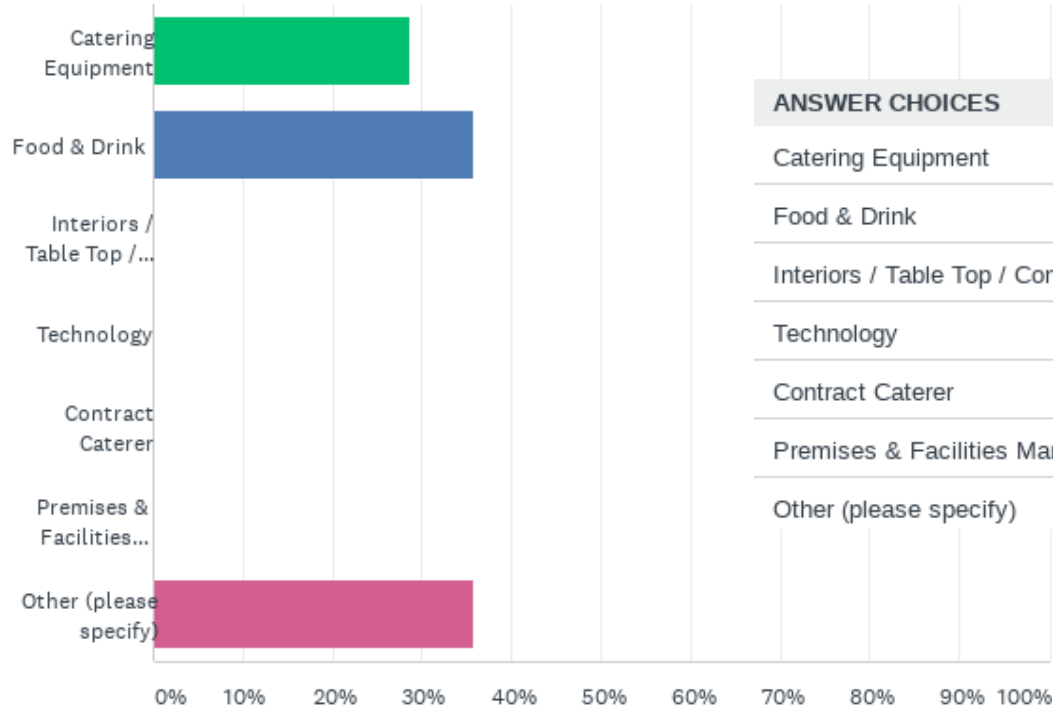


IRISH FOODSERVICE SUPPLIERS ALLIANCE

# IFSA MEMBERS INDUSTRY SENTIMENT INDEX

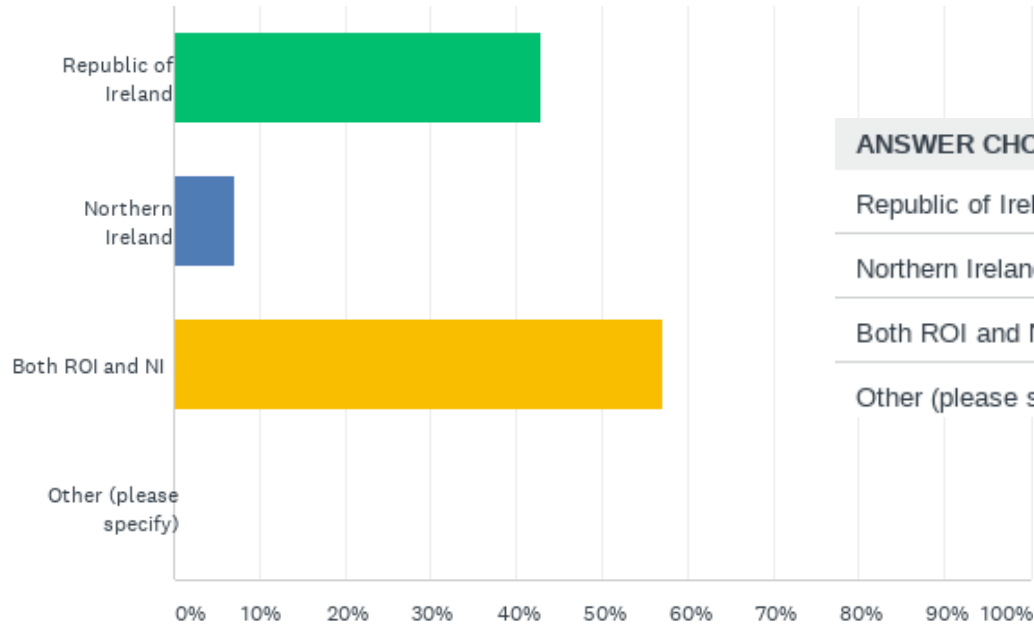
NOVEMBER 2020

# Q1: What Sector Category do you operate in?



ANSWER CHOICES	RESPONSES
Catering Equipment	28.57%
Food & Drink	35.71%
Interiors / Table Top / Consumables	0.00%
Technology	0.00%
Contract Caterer	0.00%
Premises & Facilities Management	0.00%
Other (please specify)	35.71%

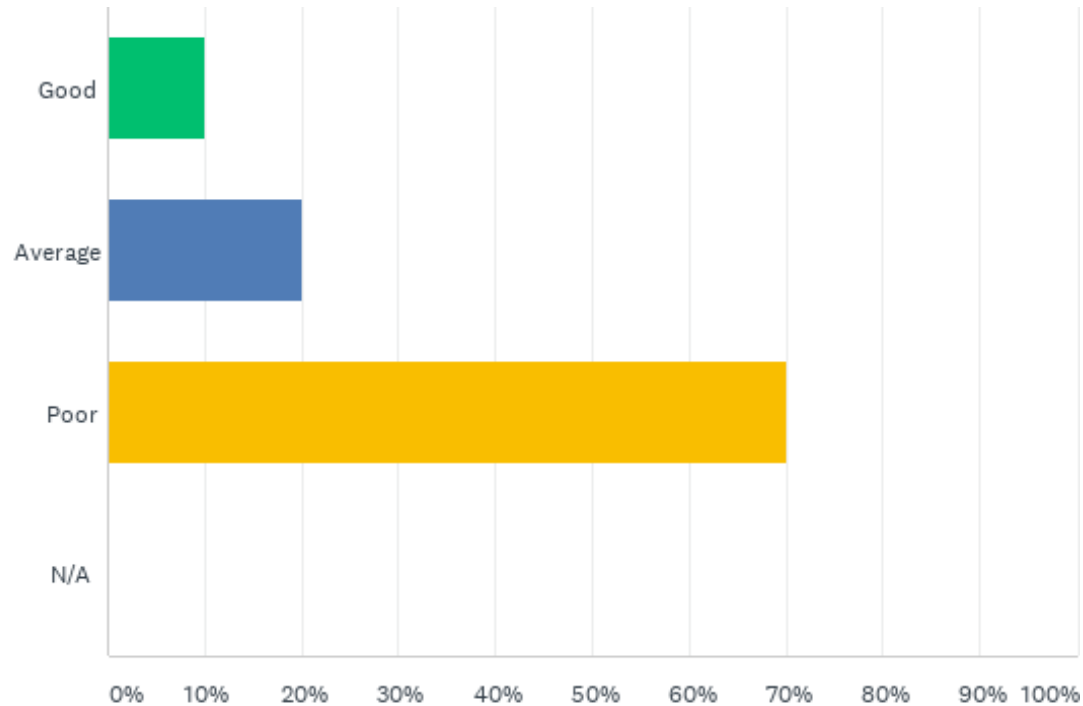
## Q2: What jurisdiction do you operate in?



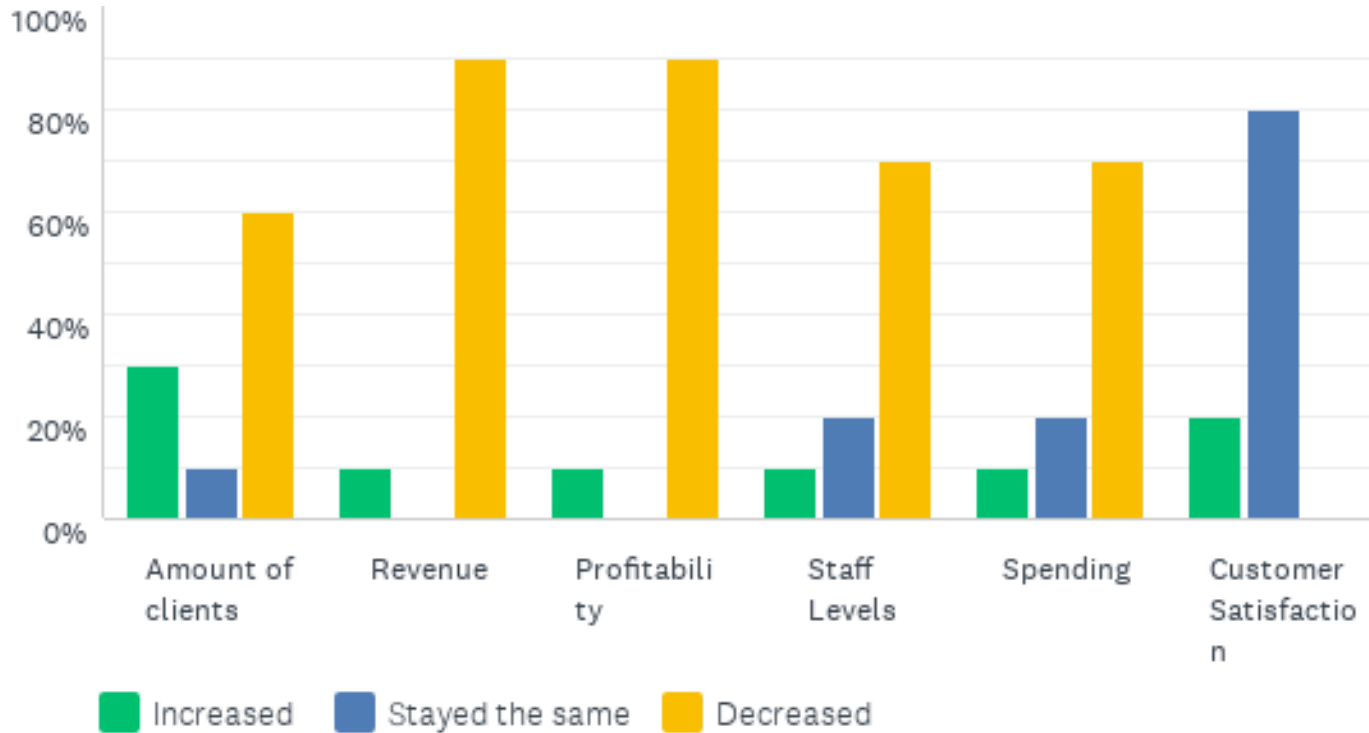
ANSWER CHOICES	RESPONSES
Republic of Ireland	42.86%
Northern Ireland	7.14%
Both ROI and NI	57.14%
Other (please specify)	0.00%

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

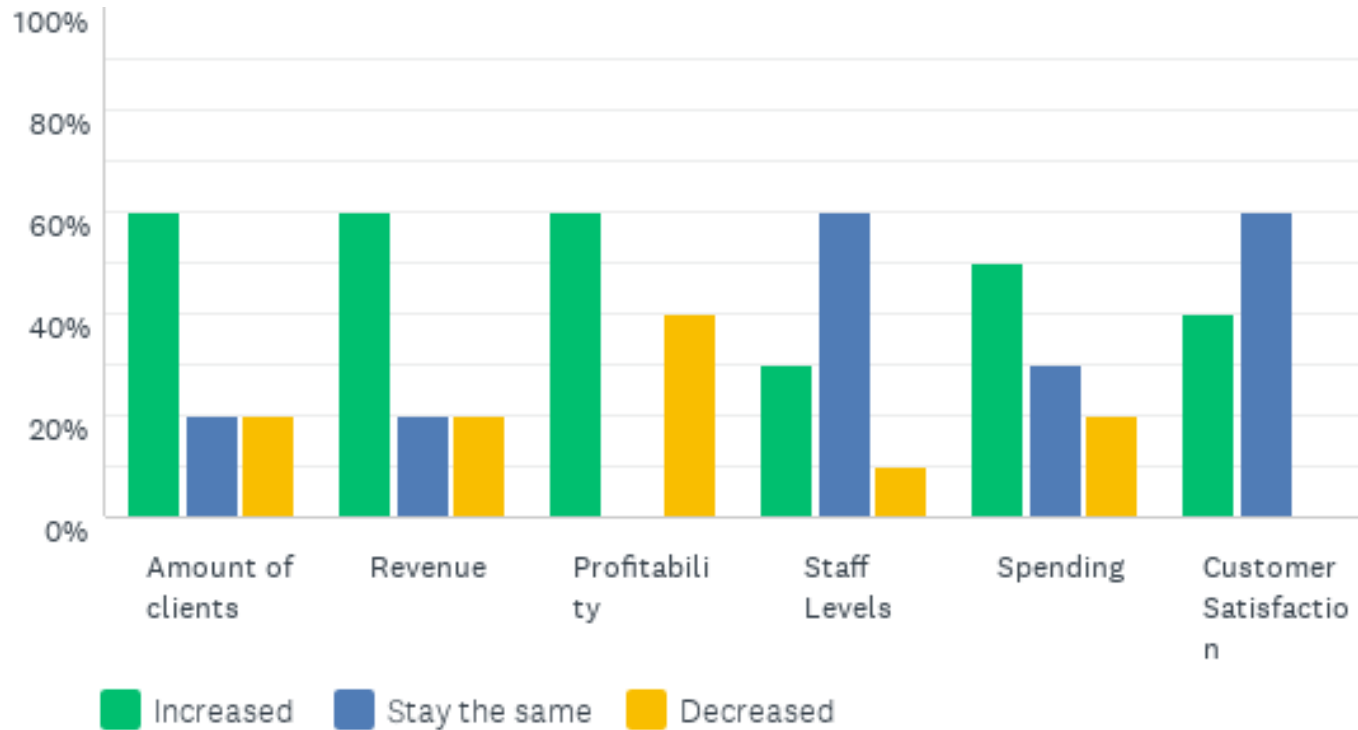
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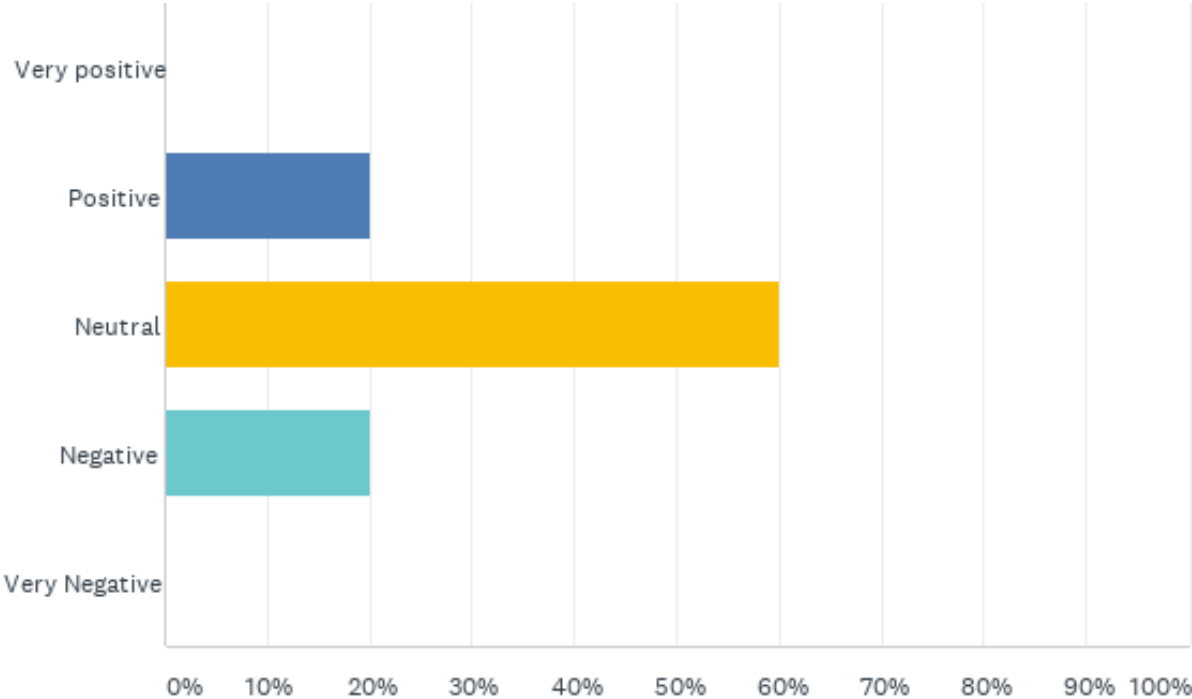
## Q4: Please indicate the performance of your business for each of the criteria below over the LAST 6 months:



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

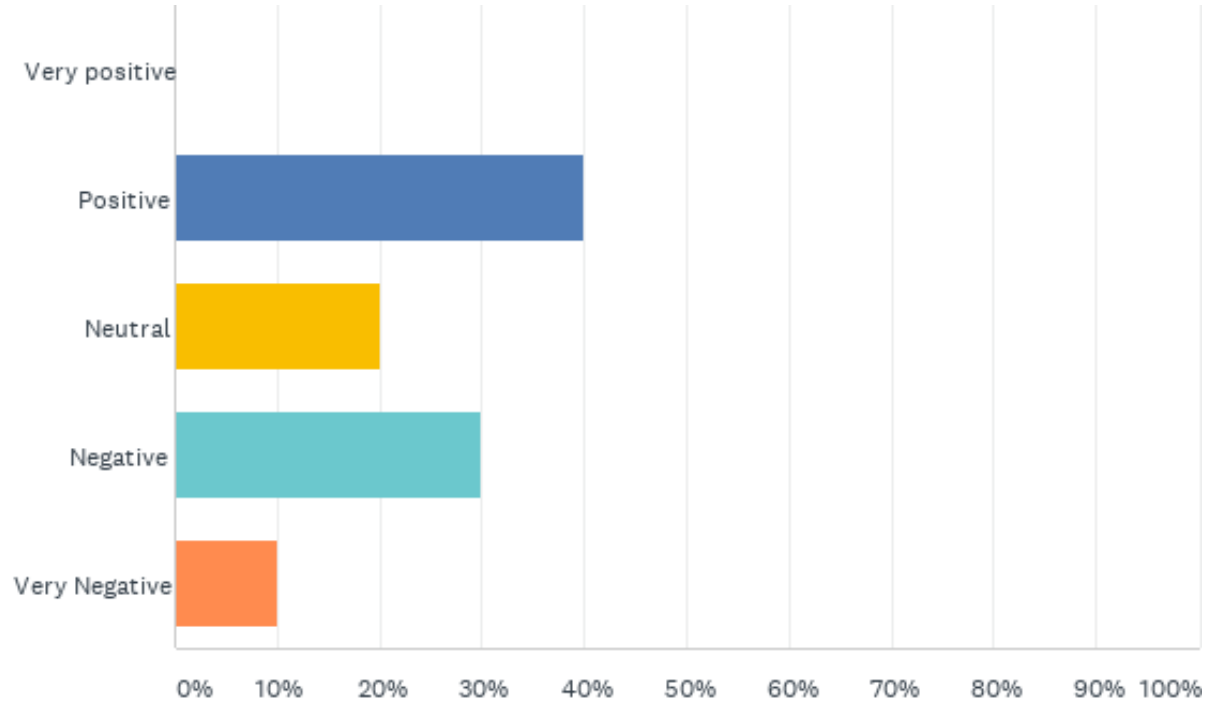


# Q6: What is your attitude to the direction of the industry over the NEXT MONTH?



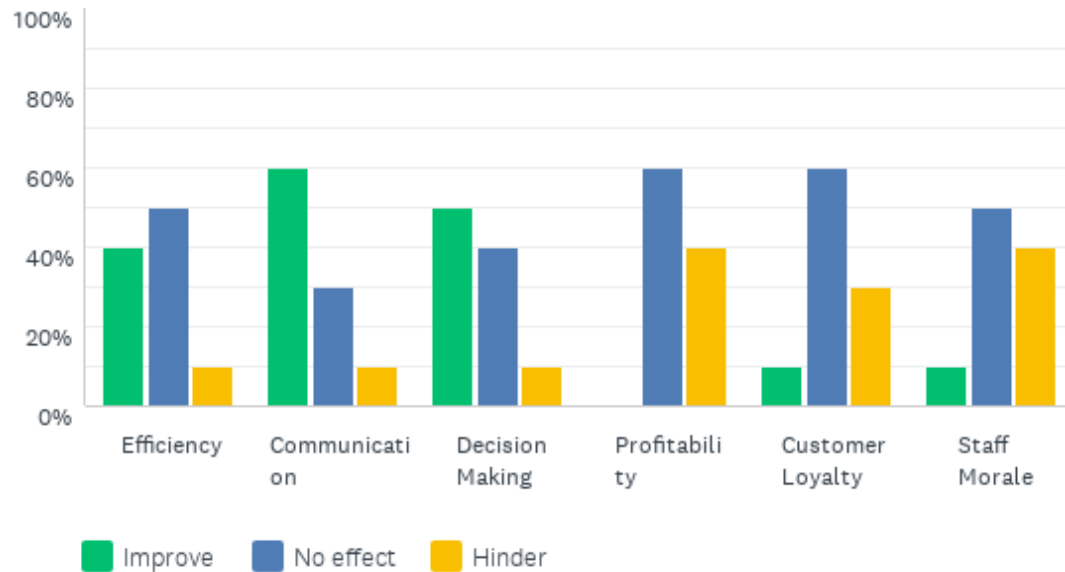
## Q7: What is your attitude to the direction of the industry over the COMING CHRISTMAS period?

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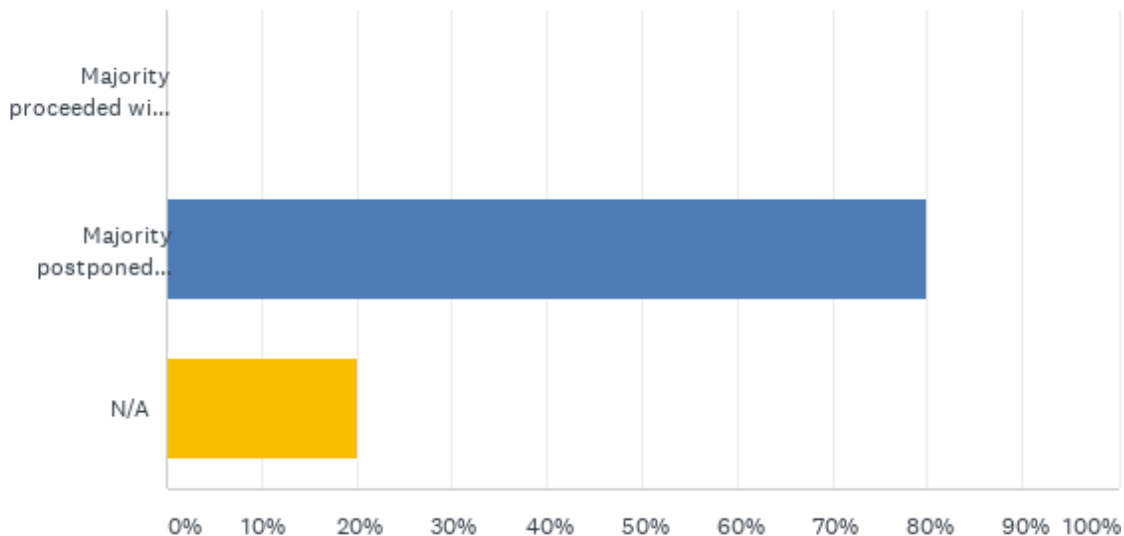


## Q8: How do you feel the current conditions will effect the following areas of your business?



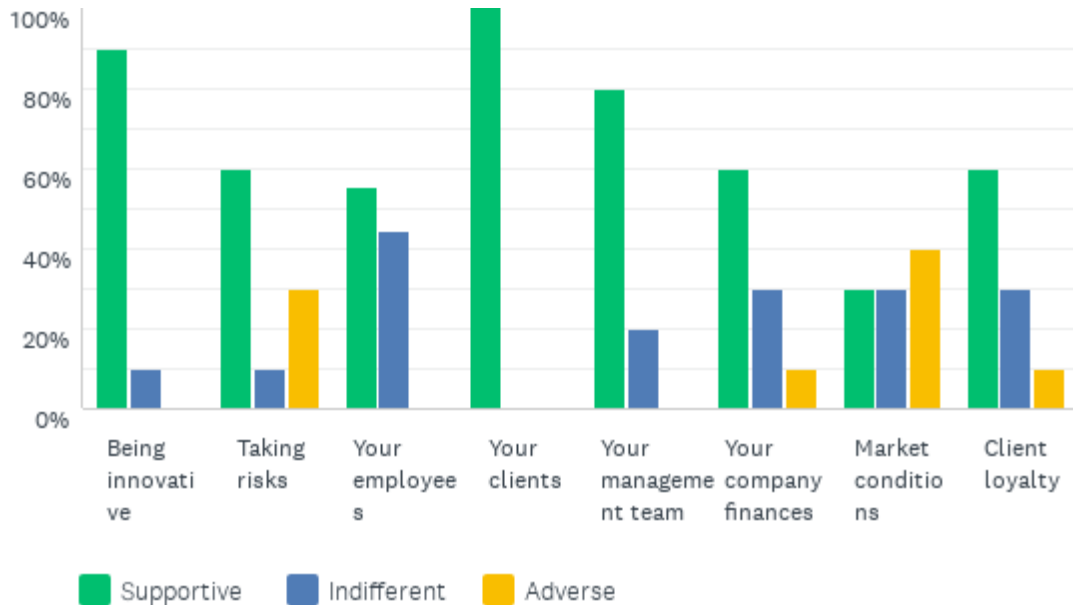
	IMPROVE	NO EFFECT	HINDER
Efficiency	40.00%	50.00%	10.00%
Communication	60.00%	30.00%	10.00%
Decision Making	50.00%	40.00%	10.00%
Profitability	0.00%	60.00%	40.00%
Customer Loyalty	10.00%	60.00%	30.00%
Staff Morale	10.00%	50.00%	40.00%

## Q9: 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	80.00%
N/A	20.00%

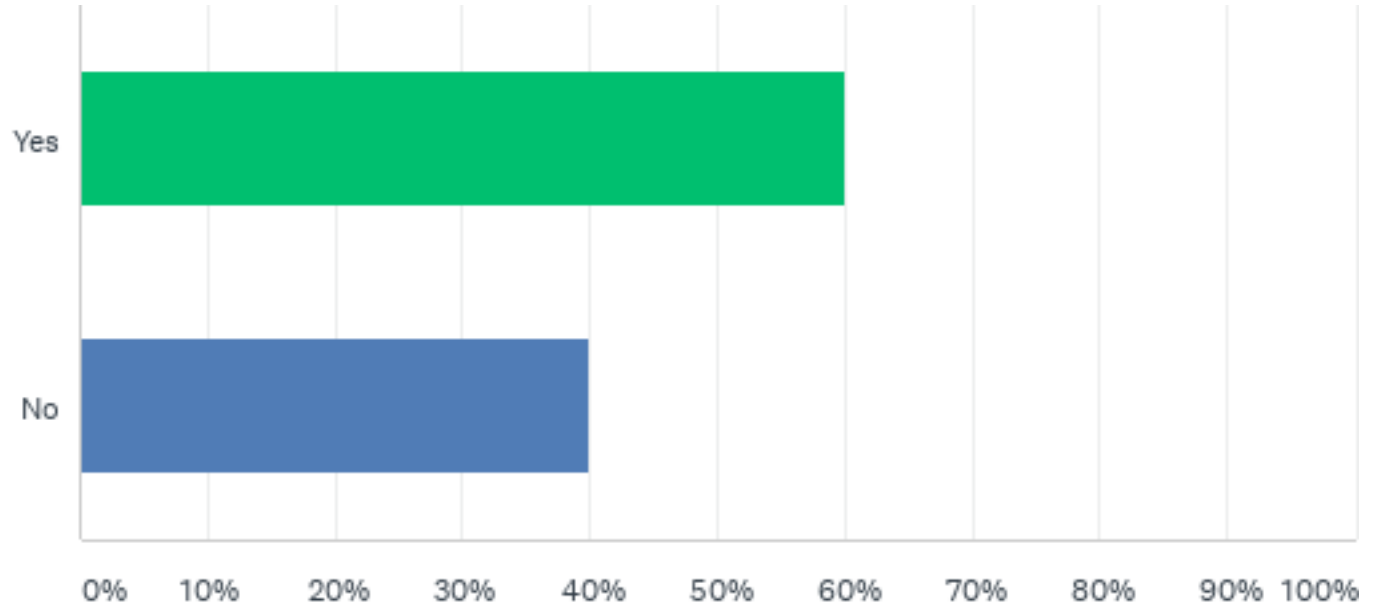
# Q10: In the current climate, what is your attitude (right now) to the following?



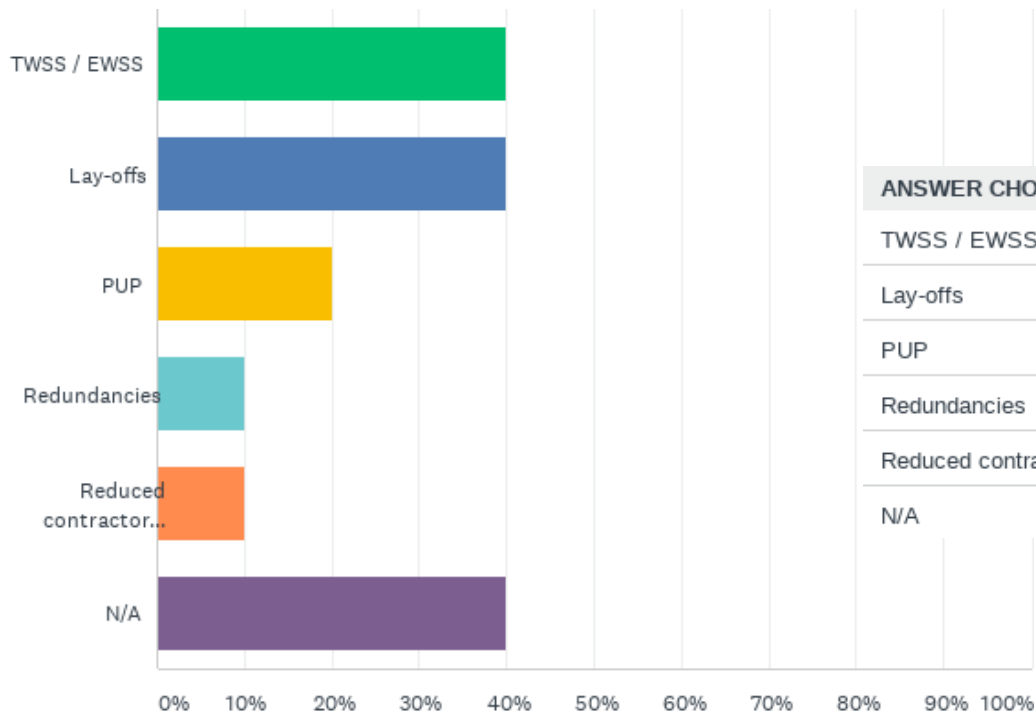
	SUPPORTIVE	INDIFFERENT	ADVERSE
Being innovative	90.00%	10.00%	0.00%
Taking risks	60.00%	10.00%	30.00%
Your employees	55.56%	44.44%	0.00%
Your clients	100.00%	0.00%	0.00%
Your management team	80.00%	20.00%	0.00%
Your company finances	60.00%	30.00%	10.00%
Market conditions	30.00%	30.00%	40.00%
Client loyalty	60.00%	30.00%	10.00%

## Q11: Have you had to reduce your workforce due to current trading conditions?

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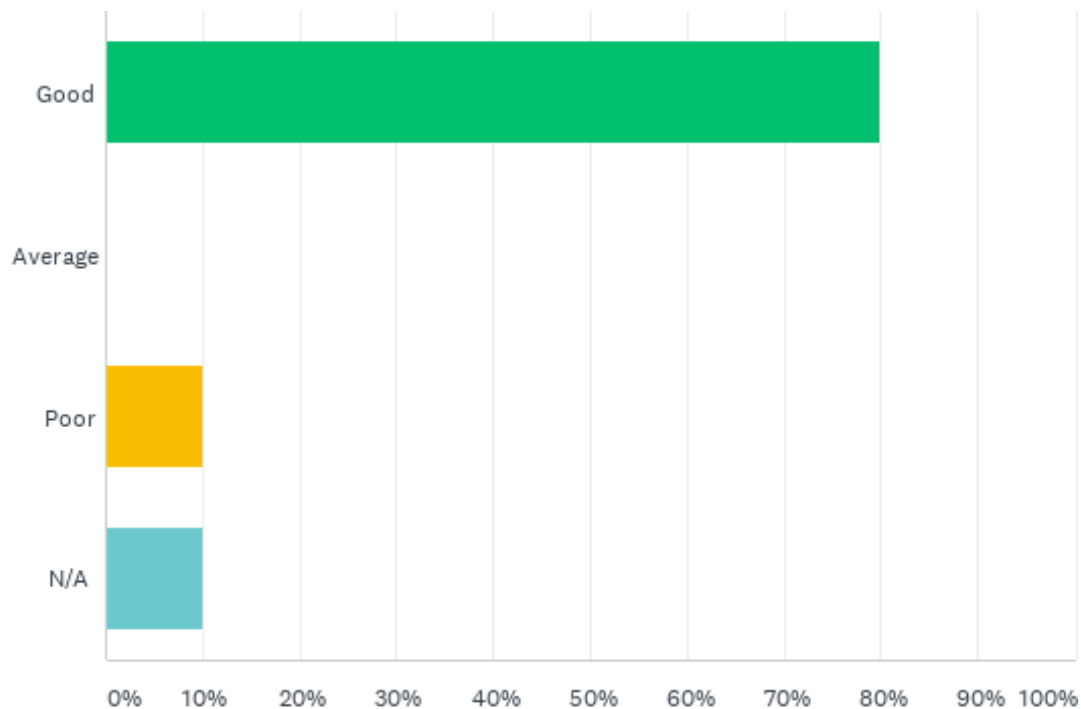


## Q12: If you have had to reduce or implement supports for your workforce, what mechanisms have your implemented to assist with this?

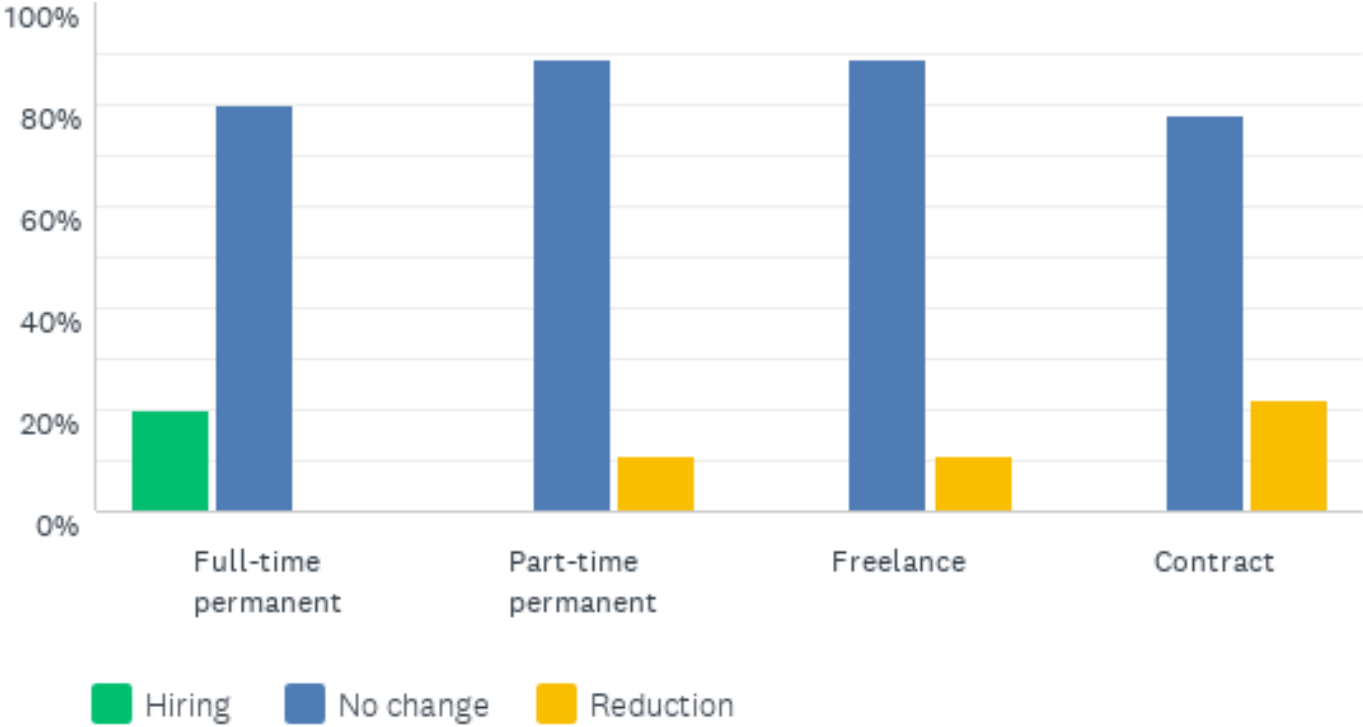


ANSWER CHOICES	RESPONSES
TWSS / EWSS	40.00%
Lay-offs	40.00%
PUP	20.00%
Redundancies	10.00%
Reduced contractor hours	10.00%
N/A	40.00%

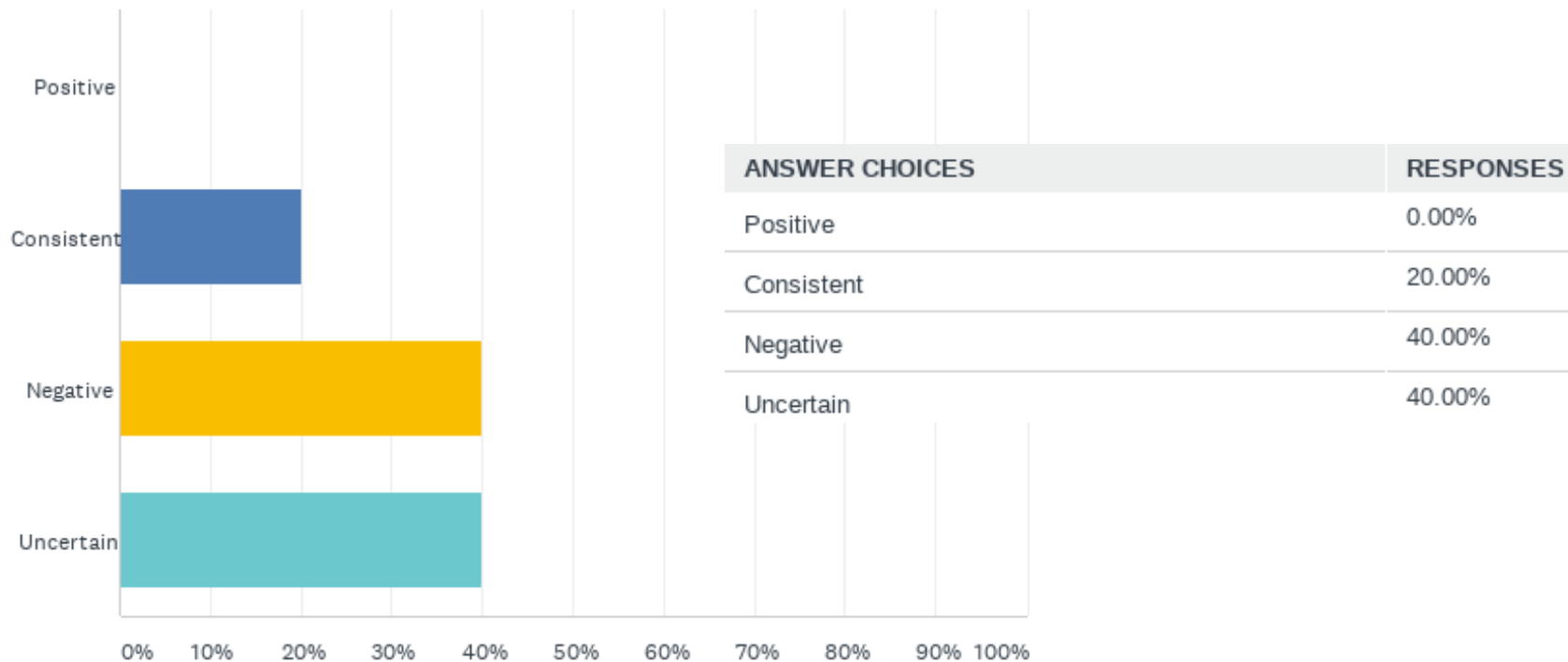
## Q13: How would you describe the overall performance of your team over the last 6 months?



# Q14: What are your current hiring plans for each type of staff?

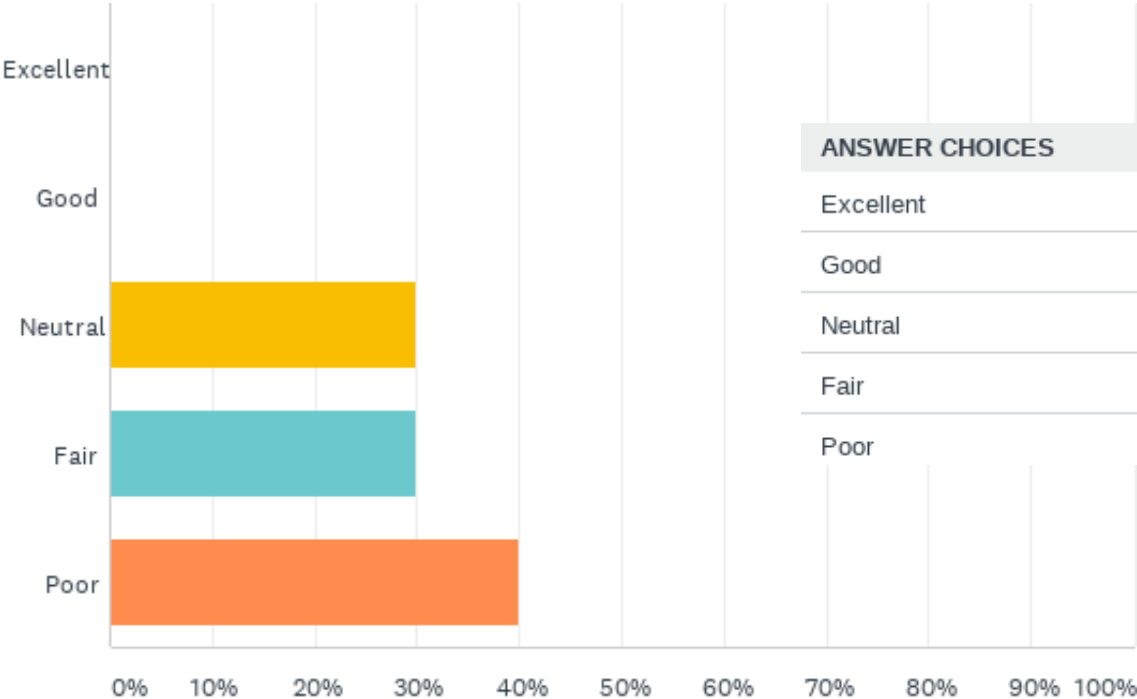


## Q15: How would you describe your overall perception of the hospitality supply sector right now?





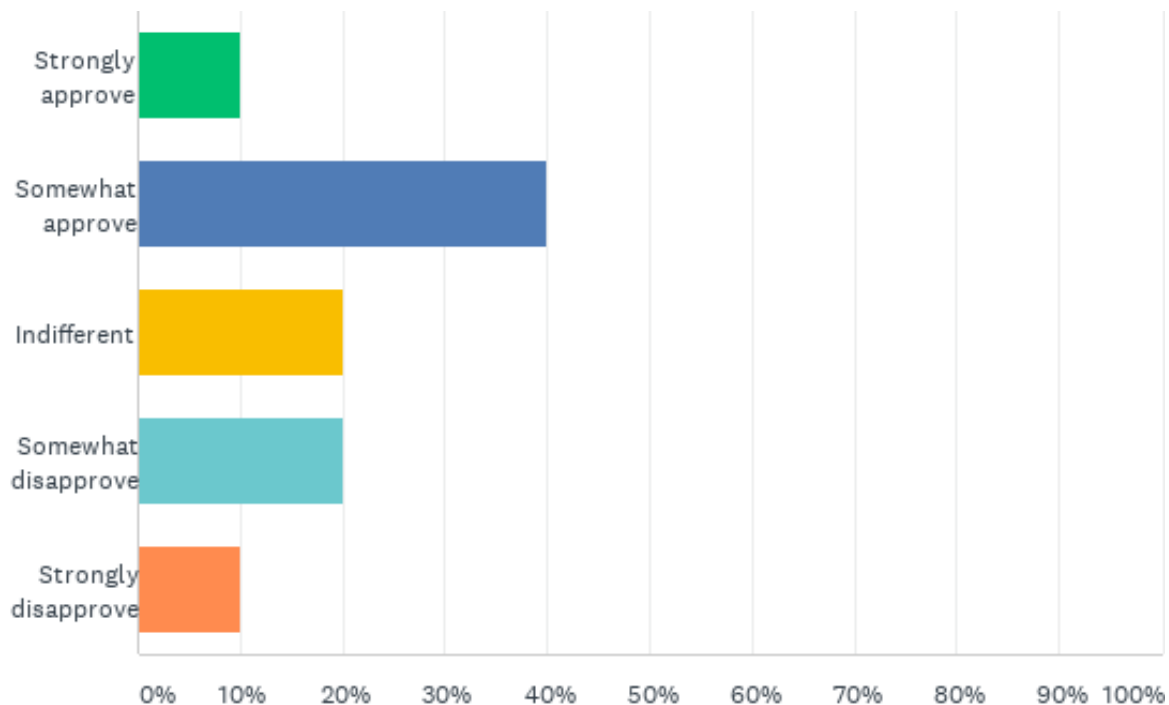
# Q16: What is your opinion of the current economic climate?



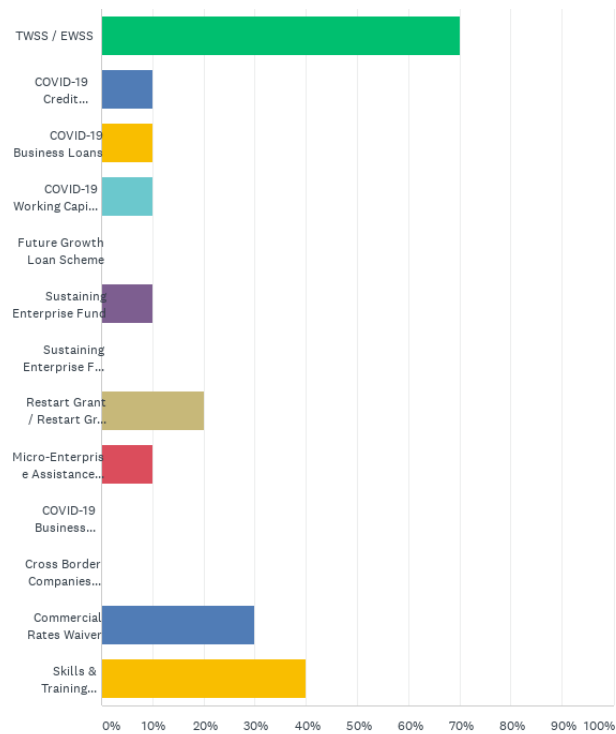
ANSWER CHOICES	RESPONSES
Excellent	0.00%
Good	0.00%
Neutral	30.00%
Fair	30.00%
Poor	40.00%

## Q17: Do you approve or disapprove of the way the current government is operating?

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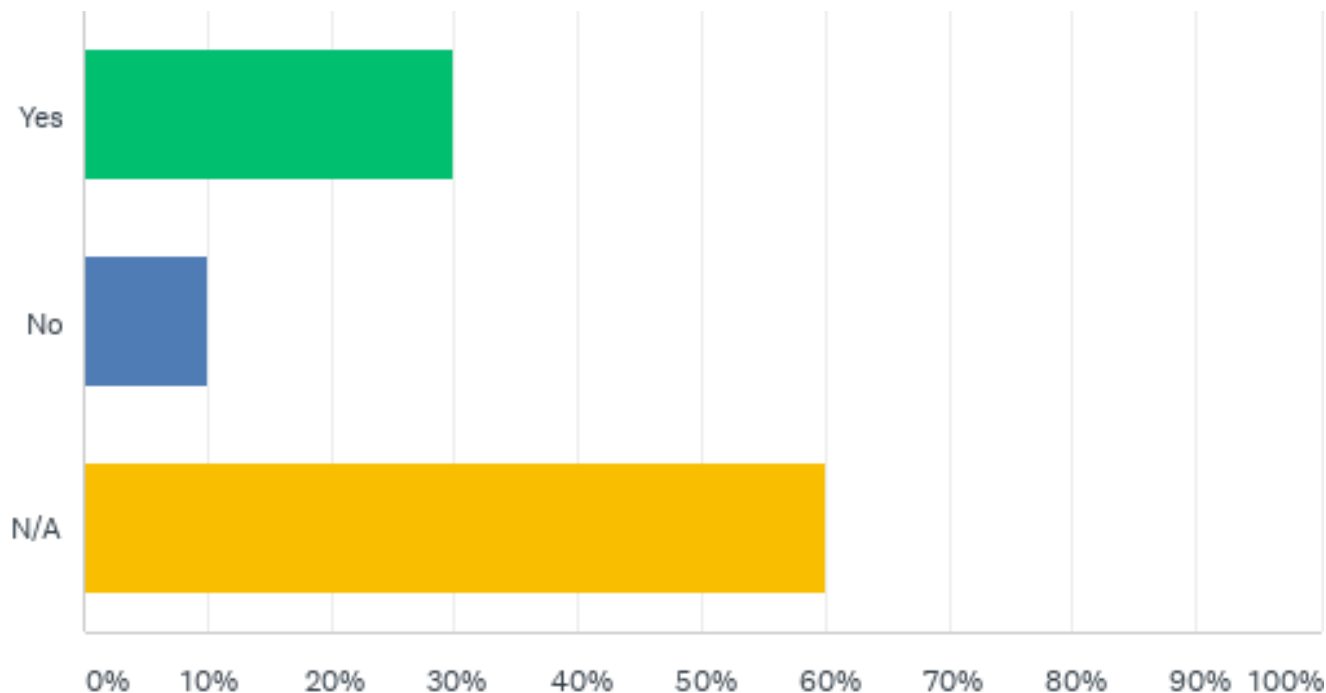


# Q18: What if any Government supports have you availed of in the LAST 6 months?

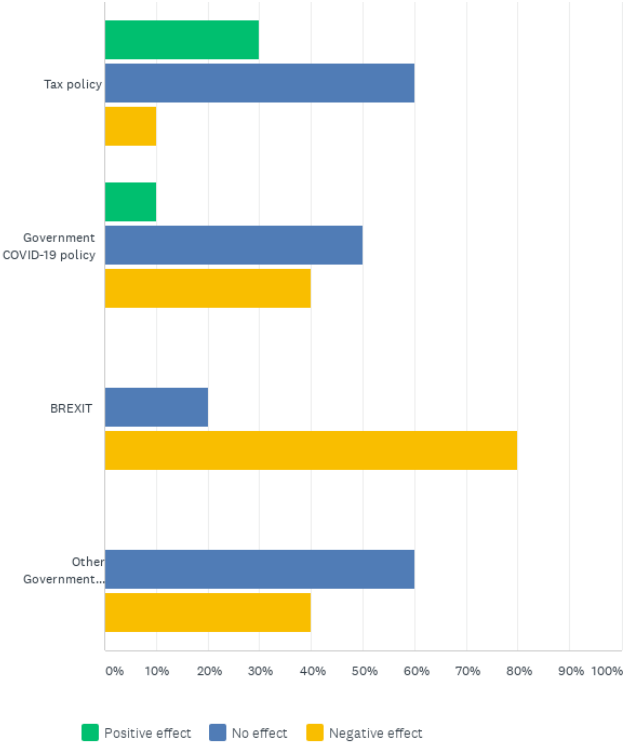


ANSWER CHOICES	RESPONSES
TWSS / EWSS	70.00%
COVID-19 Credit Guarantee Scheme	10.00%
COVID-19 Business Loans	10.00%
COVID-19 Working Capital Scheme	10.00%
Future Growth Loan Scheme	0.00%
Sustaining Enterprise Fund	10.00%
Sustaining Enterprise Fund for Small Enterprise	0.00%
Restart Grant / Restart Grant Plus	20.00%
Micro-Enterprise Assistance Fund	10.00%
COVID-19 Business Financial Planning Grant	0.00%
Cross Border Companies Emergency Business Solutions	0.00%
Commercial Rates Waiver	30.00%
Skills & Training Supports from LEO, Skillnet, Enterprise Ireland	40.00%

## Q19: If you have not yet availed of any Government supports, do you plan to look at these options in the NEXT 6 months?



# Q20: 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?



	POSITIVE EFFECT	NO EFFECT	NEGATIVE EFFECT
Tax policy	30.00%	60.00%	10.00%
Government COVID-19 policy	10.00%	50.00%	40.00%
BREXIT	0.00%	20.00%	80.00%
Other Government regulation	0.00%	60.00%	40.00%

## Q21: What you like to see IFSA doing on your behalf in order to assist your business in the current trading environment?

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- Make sure that the Catex goes ahead with longer opening hours and more days so that people will feel safe coming to the show and be able to socially distance
- Clear concise COVID pathway plan
- Someone to clarify Tariffs quickly
- Lobby for assistance to the hospitality sector and re opening when safe to do so.
- Lobby ministers to insure CATEX goes ahead in a safe manner in March 2021

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