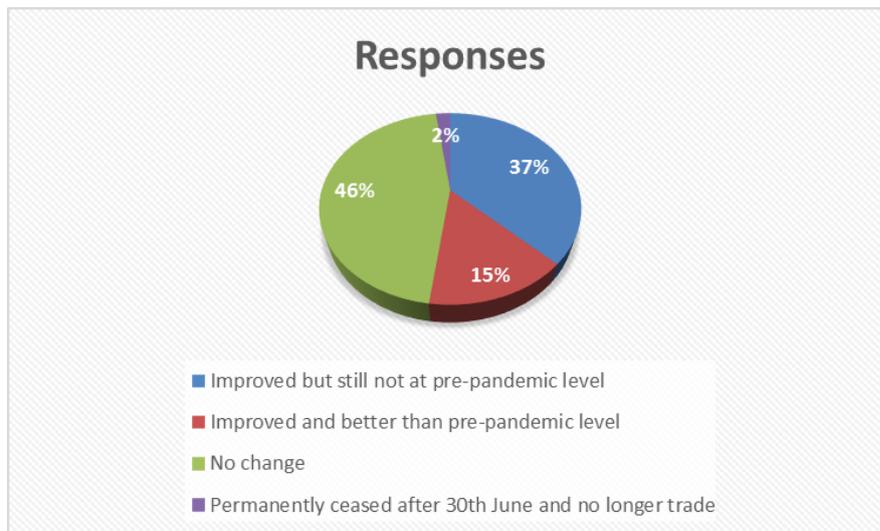


## BUSINESS COVID SURVEY PART 2

In August we conducted our first survey to gauge how the pandemic was affecting local businesses. The response was good and feedback was positive. Our follow up survey in December asked how things had changed since the first survey.

### Question 1

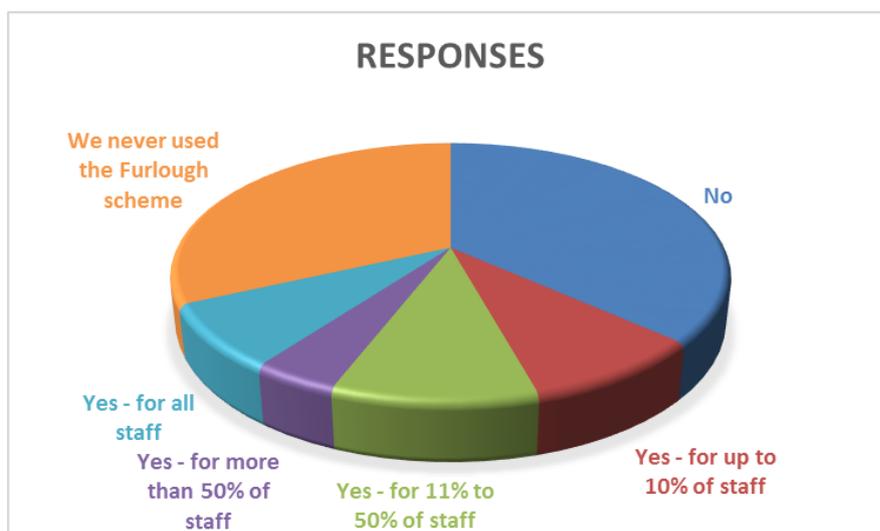
How has the profitability of your business been affected during the COVID-19 pandemic during the period 1<sup>st</sup> July to 30<sup>th</sup> November compared to the initial period of the pandemic from 23<sup>rd</sup> March until 30<sup>th</sup> June?



### Question 2

Are you still making use of the Furlough scheme?

Almost one third of our respondents never used the Furlough scheme. Of the remaining two thirds that did make a claim at some point, over half have now stopped claiming, with only 12% still claiming for all their staff.

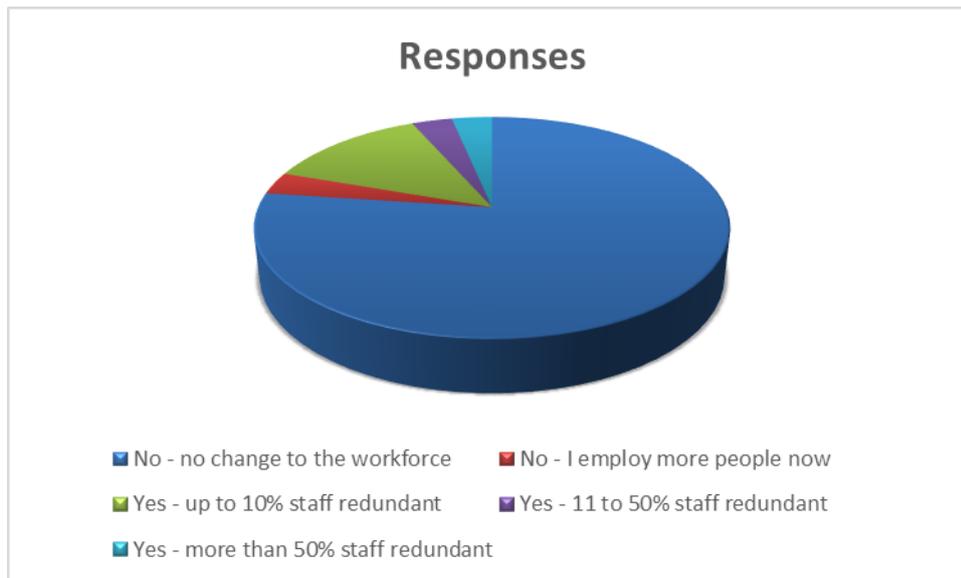


## BUSINESS COVID SURVEY PART 2

### Question 3

#### Do you expect to, or have you made staff redundant?

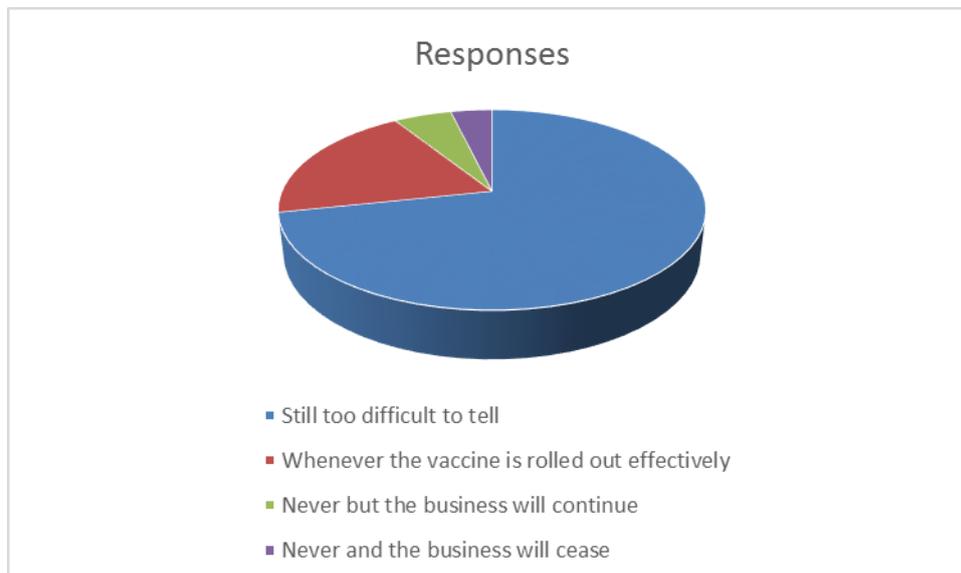
Of those businesses who employ staff, 80% said they had either made no change to the workforce or were now employing more people. Only 6.5% of respondents have made more than 10% of their workforce redundant.



### Question 4

#### How quickly do you think profitability in your business will return to pre-pandemic levels?

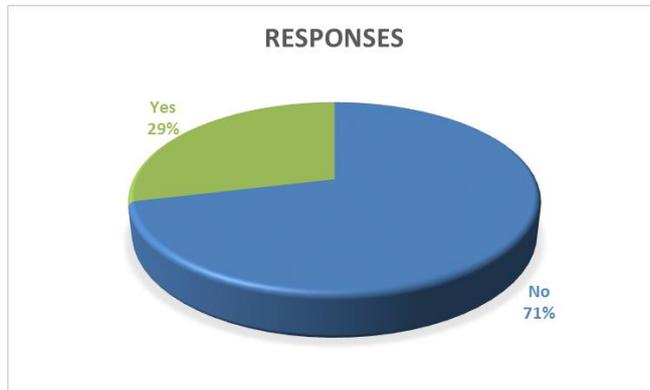
One in five businesses have returned to pre-pandemic profit levels. Of those remaining, two thirds of businesses say that it is still too difficult to tell when their business will return to pre-pandemic levels and only 18% believe that it will be when the vaccine programme is effectively rolled out.



## BUSINESS COVID SURVEY PART 2

### Question 5

Has anything positive happened in your business since July 1<sup>st</sup> that will help you going forward?



Over a third of respondents replied positively. The main themes what were mentioned included winning new contracts, higher levels of enquiries, developing new ways of working and gratitude for government support.

- refined our business model and enhanced profit margins
- improved funding from Scot Gov
- higher level of enquiries and acceptances
- new equity investment
- greater team working and focus on solutions/thinking out the box
- new business wins from Europe and further Internationally
- new partnerships
- working from home has proved very productive
- we have expanded by employing staff and expanding our services
- volume of work increased and profit margin adjusted

### Question 6

**Do you feel optimistic about the future?**

Almost three quarters of respondents said they felt optimistic about the future, slightly up from 70% in the first survey.

