



2020 Covid-19 Survey Results

1st July 2020

Background Sample and Methodology

Objective: to understand the business challenges faced by members caused by the coronavirus pandemic.

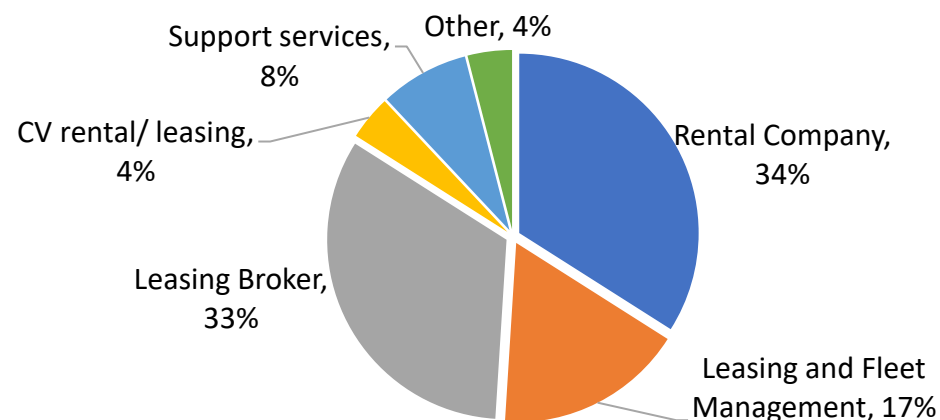
Online research: conducted with key BVRLA member contacts between the 19th and 30th June 2020

Decision Makers: 5% CEO,
26% Managing Director,
47% Director



Participation: 92 responses equivalent to 10% of all member organisations.

Primary Business Operation



Business Size: employees
81% Small (under 50),
13% Medium (50 -249)
6% Large (250+)

Impact on Employment

“What proportion of your workforce do you expect to be furloughed at the end of...”

	July	August	September	October
0%	29	39	59	72
1 - 25%	28	31	28	18
26 - 50%	29	24	7	4
50% +	14	6	6	6
	100	100	100	100

- 71% of members expect to have staff on furlough at the end of July.

- 28% of members expect to have at least some staff furloughed at the end of October.
- Those with the most furloughed at the end of July 6% of members do not foresee an imminent decrease.
- 4 rental operators expect to have more than 50% of staff on furlough and 2 others expect more than 25% at the end of October. Whilst the sample is small (31) this represents c20% of rental members.
- One leasing member and one leasing broker member expect more than 25% of staff on furlough at the end of October.

The impact of the recently announced increase in flexibility relating to the CJRS has been positive. For the businesses for whom it is applicable 70% said it would have a positive outcome. Rental operators were more positive 81%* than leasing brokers 69%* and leasing companies 57%*.

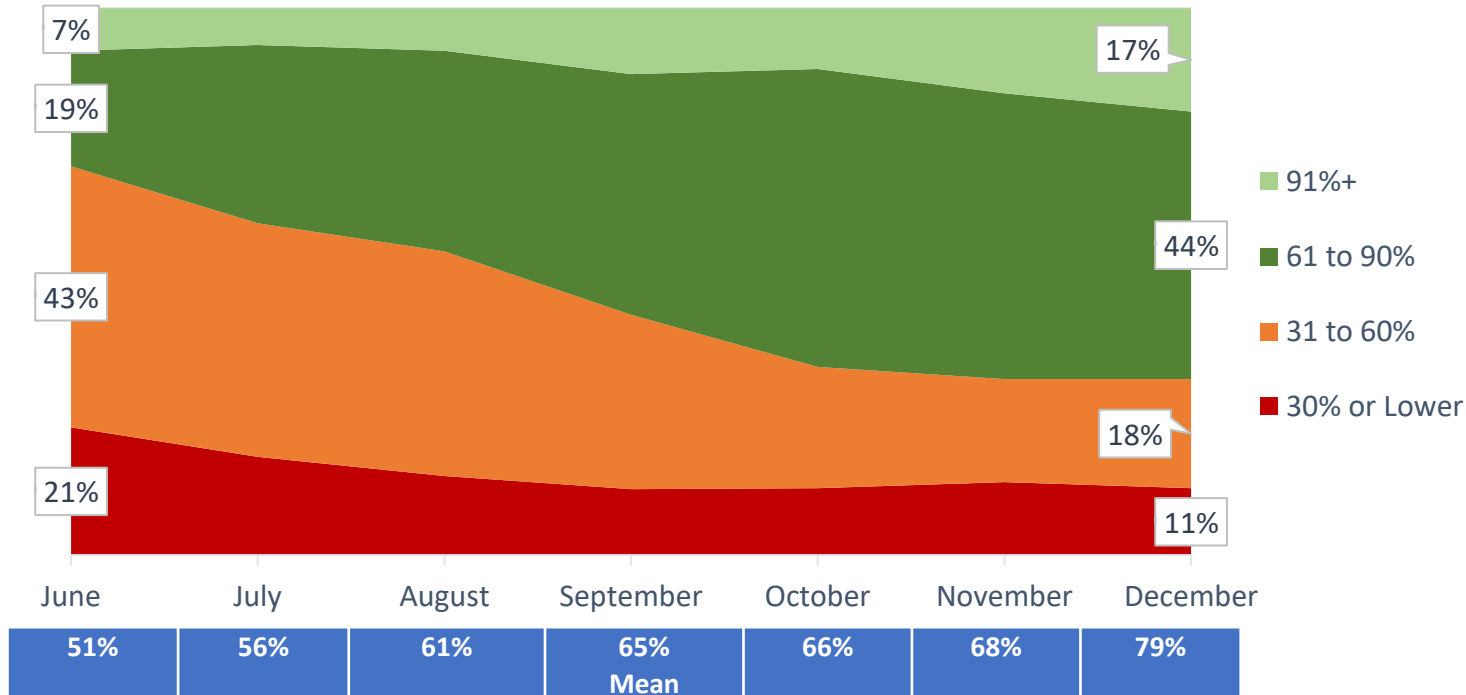
41% of respondents for whom it was applicable thought that the recently announced changes to employer contributions to CJRS were affordable. Leasing companies 62%* were most likely to feel it was affordable, followed by rental companies 44%* and Leasing Brokers 35%*. For 1/3 of leasing brokers this was not applicable.

43% of respondents felt that 10% or more of their staff were at risk of redundancy by the end of November. 15%* of rental companies think that 50% or more of their staff are at risk of redundancy by the end of November

*Small Base sizes.

Financial Impact

Estimated Level of Sales as Percentage of Original Plan



- In June members estimated their level of sales were 51% of what they would have expected.
- By December they expect sales to be at 79% of where they would have expected them to be.
- 7% of respondents in June have been able to operate at or close to their original plan. This rises to 17% in December.
- 2 members are concerned that financially their company is in danger of permanent closure in the next 8 weeks.

Impact On Revenue

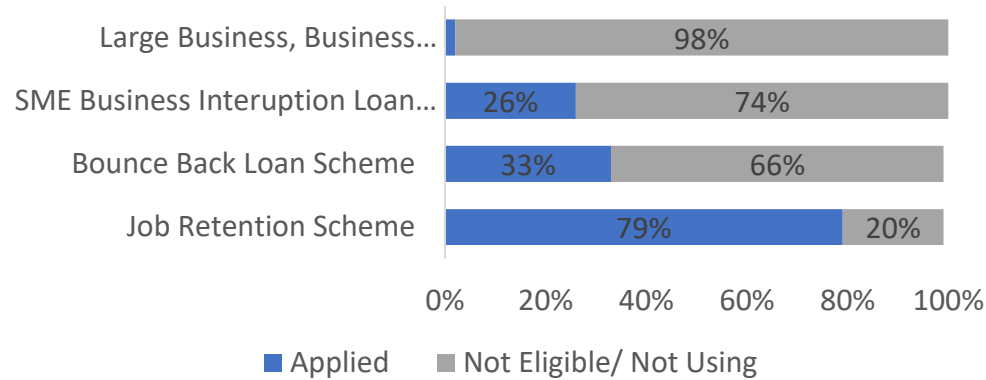


Expected Recovery Time

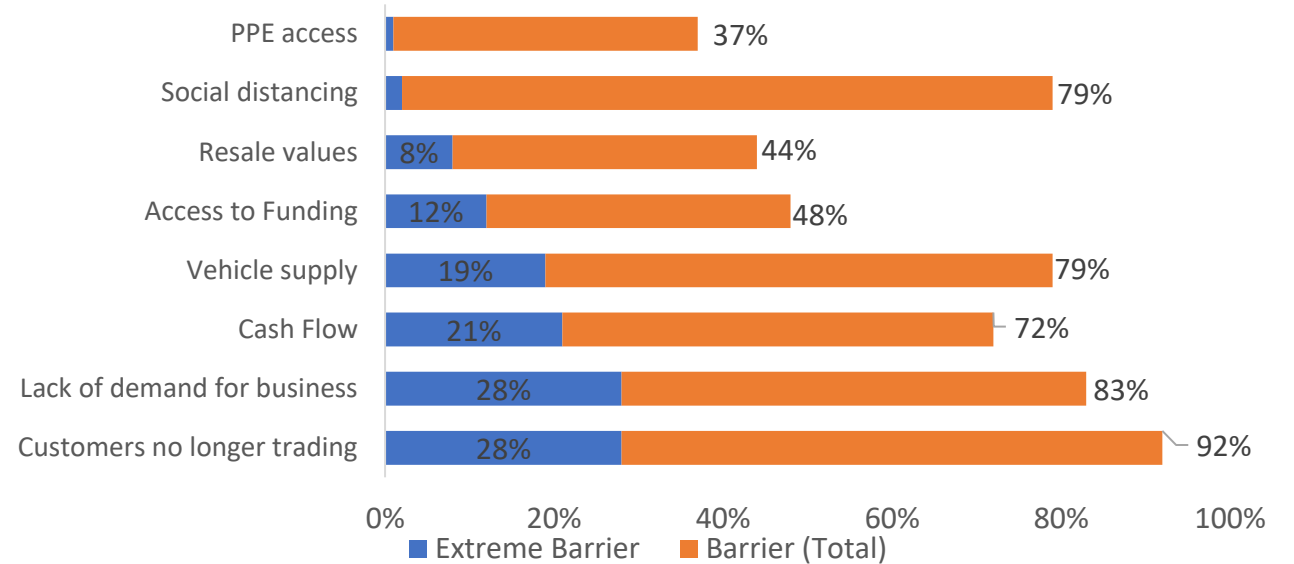


Government Support

Use of Government Schemes to Support Business



Barriers Preventing Businesses Returning To Normal



Two thirds of respondents suggest that their operations came to a stop. 37% of those that halted operations have found it easy to restart whilst the same proportion (37%) suggest it was difficult.

Additional Support from the BVRLA

Continue with the good communications you are providing us

Lobby Government to support the relaxation of the 2m social distance within the workplace.

Get staff back to work as soon as possible The Government telling people to continue to work from home is a disgrace This is the biggest impact on our business

Help with getting minibuses back in use somehow? Getting flights back so international customers can fly in to UK again and hire from us

Compliance guidance model configured around business scale. Inadequate guidance around proportionality response.

Keep Lobbying the Government to reduce BiK on company vehicles to kick start our sector

I feel that the BVRLA needs to encourage the lenders to operate with integrity and to respect the needs of brokers when making decisions

As a seasonal tourism business I'd like the BVRLA to put their backing behind any tourism-related government support.

Representations to Government on vehicle manufacturing in the UK

Supplying of PPE would be a great help at a trade cost as they are very hard to get and costs increased

More support in terms of templates and clear legal guidance that needs to be followed e.g rentals over 90 days require a FCA licence.

Please tell us what other member businesses similar to us are doing.

Ongoing webinars, best practice guidelines, advice, lobbying of government and continued collaboration with other industry bodies

Ensuring that access to funding remains available to the sector. The next few months are the steepest part of the mountain - support falls away, but demand is still constrained.