MEMBERSURVEY
APRIL 2020
Situations analysis regarding Covid19
Lene Espersen, CEO
Background

• We wanted to hear from our members who they are affected by the global Covid19 situation.

• Survey to all members – 650
  • 13 question
  • 136 responses = 20% response rate
What is the size of your company

- One-man
- 2-4 employees
- 5-9 employees
- 10-19 employees
- 20-39 employees
- 40+ employees

Membersurvey, April 2020, Covid19
Decrease in activity since early March

- 0-5% decrease
- 5-10% decrease
- 10-20% decrease
- 20-30% decrease
- More than 30% decrease
- Same activity as before
- Increase in activity
One-man companies experience the largest fluctuations

Membersurvey, April 2020, Covid19
What type of clients have lowered their activity?

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private consumers</td>
<td>40%</td>
</tr>
<tr>
<td>Other professional services (e.g. engineers)</td>
<td>10%</td>
</tr>
<tr>
<td>Developers</td>
<td>20%</td>
</tr>
<tr>
<td>Contractors</td>
<td>10%</td>
</tr>
<tr>
<td>National State</td>
<td>5%</td>
</tr>
<tr>
<td>Regions</td>
<td>10%</td>
</tr>
<tr>
<td>Municipalities</td>
<td>20%</td>
</tr>
<tr>
<td>Public housing</td>
<td>5%</td>
</tr>
<tr>
<td>None has lowered their activity</td>
<td>0%</td>
</tr>
</tbody>
</table>

(Membersurvey, April 2020, Covid19)
What type of clients have increased their activity

- Private consumers
- Other professional services (e.g. engineers)
- Developers
- Contractors
- National State
- Regions
- Municipalities
- Public housing
- None has lowered their activity
For those working internationally: How has the Corona crisis affected your international activities?

- Everything has stopped
- No change
- Large decrease
- Medium change
- Little change
How has the Corona crises affected your way of working? (more answers allowed)

<table>
<thead>
<tr>
<th>Response</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Online meetings (Teams, Skype, Zoom…) have worked OK</td>
<td></td>
</tr>
<tr>
<td>The outcome of online meetings has increased during practice</td>
<td></td>
</tr>
<tr>
<td>Online meetings had more impact in the beginning – wearoff has started to show</td>
<td></td>
</tr>
<tr>
<td>Productivity in our projects has increased</td>
<td></td>
</tr>
<tr>
<td>Productivity in our projects is the same</td>
<td></td>
</tr>
<tr>
<td>Productivity in our projects has dropped</td>
<td></td>
</tr>
<tr>
<td>Physical distance means more coordination</td>
<td></td>
</tr>
<tr>
<td>We have lost some “teamsprit” due to physical distance</td>
<td></td>
</tr>
<tr>
<td>The quick brainstorm has gotten more difficult</td>
<td></td>
</tr>
<tr>
<td>Online tools works best when tasks are welldefined</td>
<td></td>
</tr>
<tr>
<td>It has been harder to get payment from our clients</td>
<td></td>
</tr>
</tbody>
</table>
How is your forecast for Q2 2020?

- One-man
- 2-4 employees
- 5-9 employees
- 10-19 employees
- 20-39 employees
- 40+ employees

0-5% 10-20% >30% decrease Status quo Increase Unpredictable
How is your forecast for Q3 2020?

- One-man: 0-5% decrease, 10-20% decrease, >30% decrease, Status quo, Increase, Unpredictable
- 2-4 employees: 0-5% decrease, 10-20% decrease, >30% decrease, Status quo, Increase, Unpredictable
- 5-9 employees: 0-5% decrease, 10-20% decrease, >30% decrease, Status quo, Increase, Unpredictable
- 10-19 employees: 0-5% decrease, 10-20% decrease, >30% decrease, Status quo, Increase, Unpredictable
- 20-39 employees: 0-5% decrease, 10-20% decrease, >30% decrease, Status quo, Increase, Unpredictable
- 40+ employees: 0-5% decrease, 10-20% decrease, >30% decrease, Status quo, Increase, Unpredictable