

Impact assessment of Coronavirus (Covid-19) outbreak on companies based in the UAE

Survey answered by 53 managers of companies based in the UAE.

Survey was communicated online to managers of companies members of the French Business Council and the French Business Group.

Period to respond was between Tuesday, 10th March 2020 and Thursday, 12th March 2020.

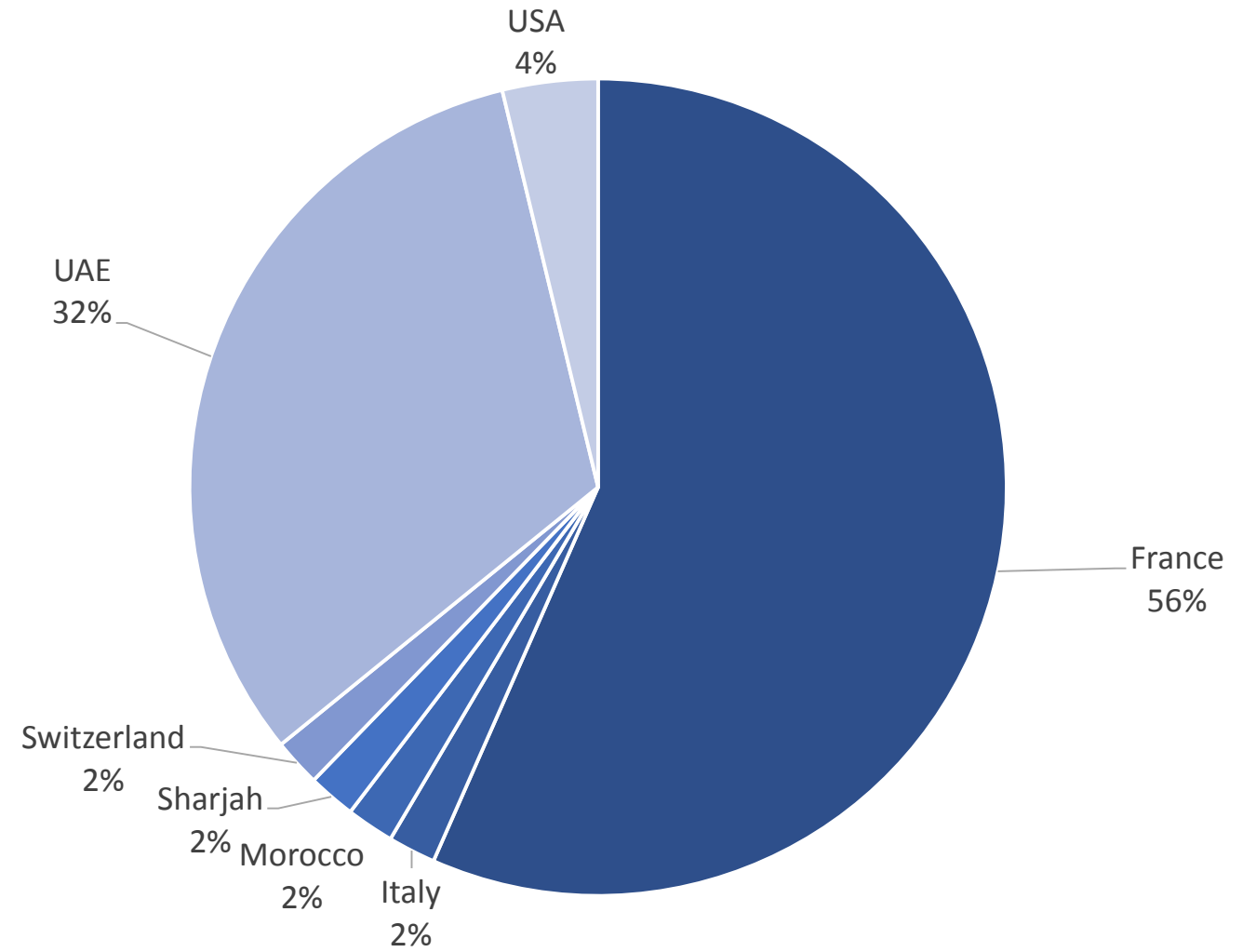
Survey was made anonymously, administrated online via [Google Forms](#).

About your company

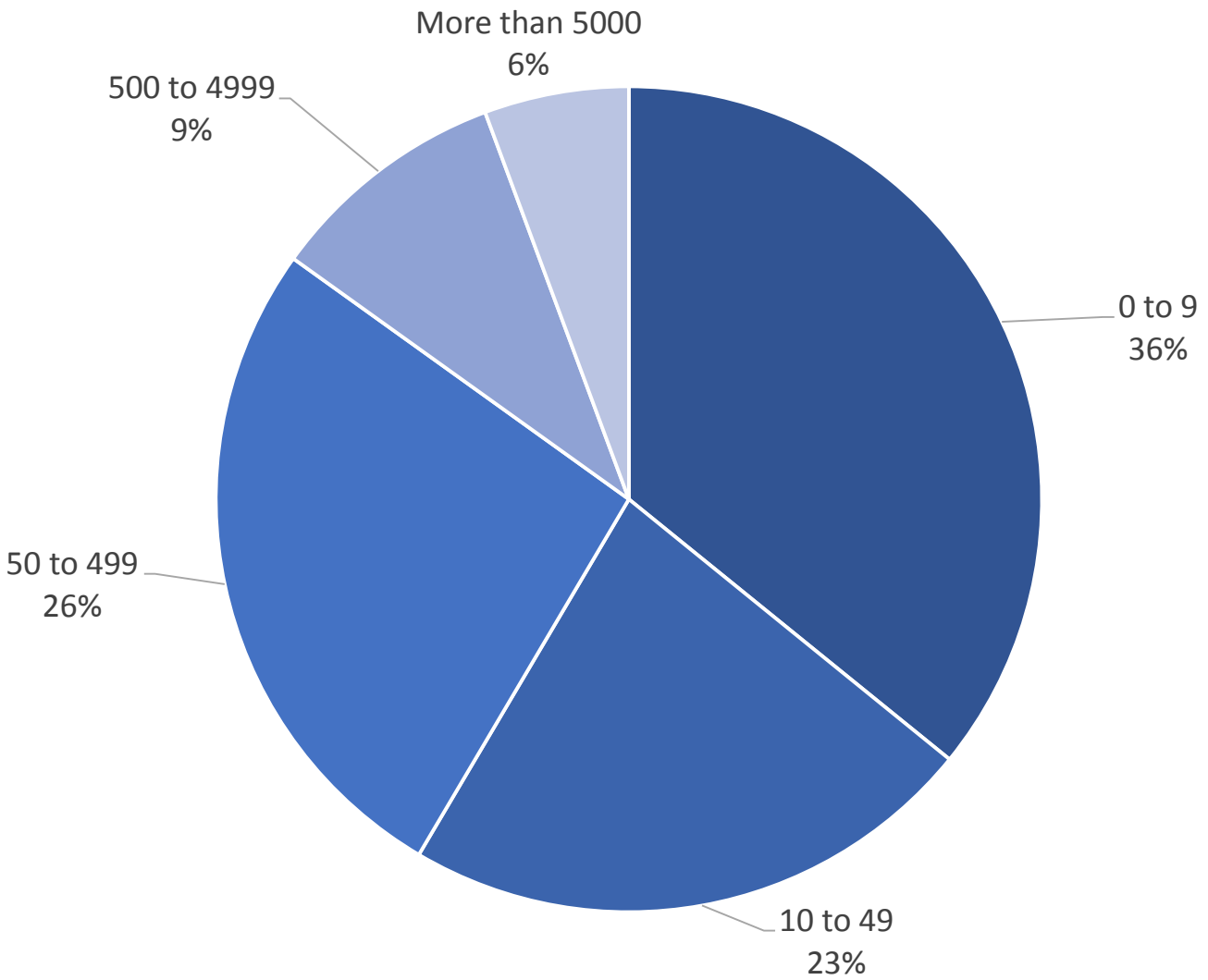
Questions:

- From which country is your company?
- How many employees are there in your company in the UAE/Region?
- What is the sector of your company?
- What is the structure of your company?
- What is your geographical perimeter?
- What is your company turnover?

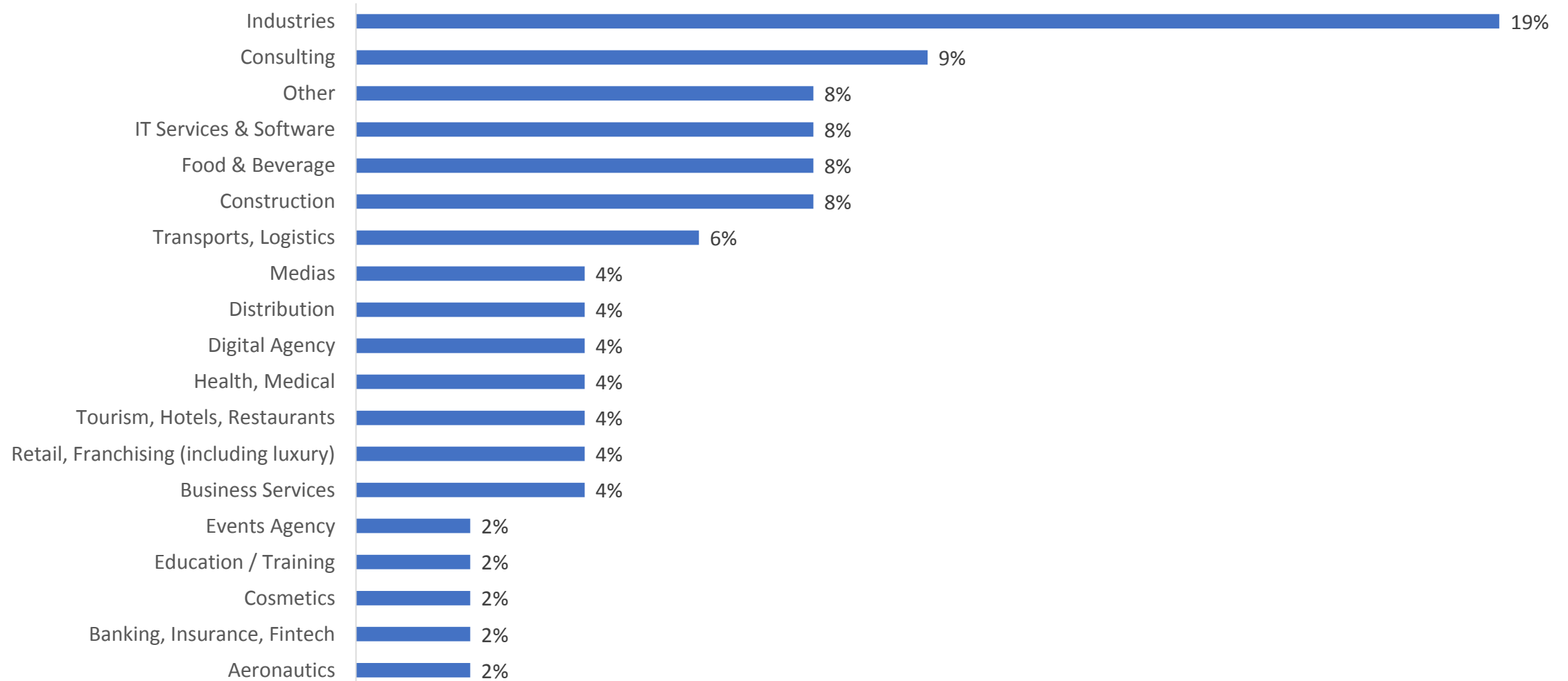
Company countries



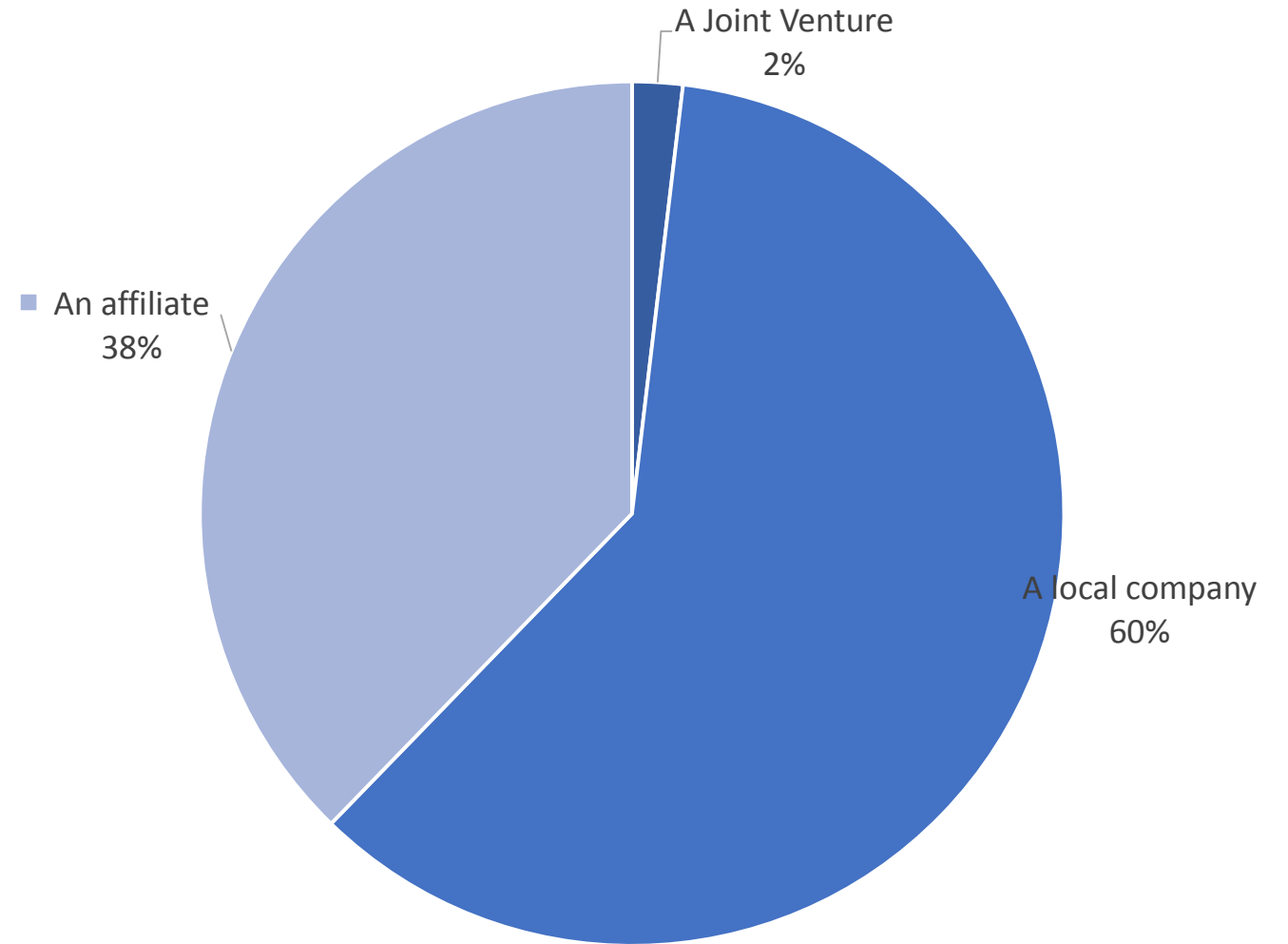
Number of employees in the UAE/Region



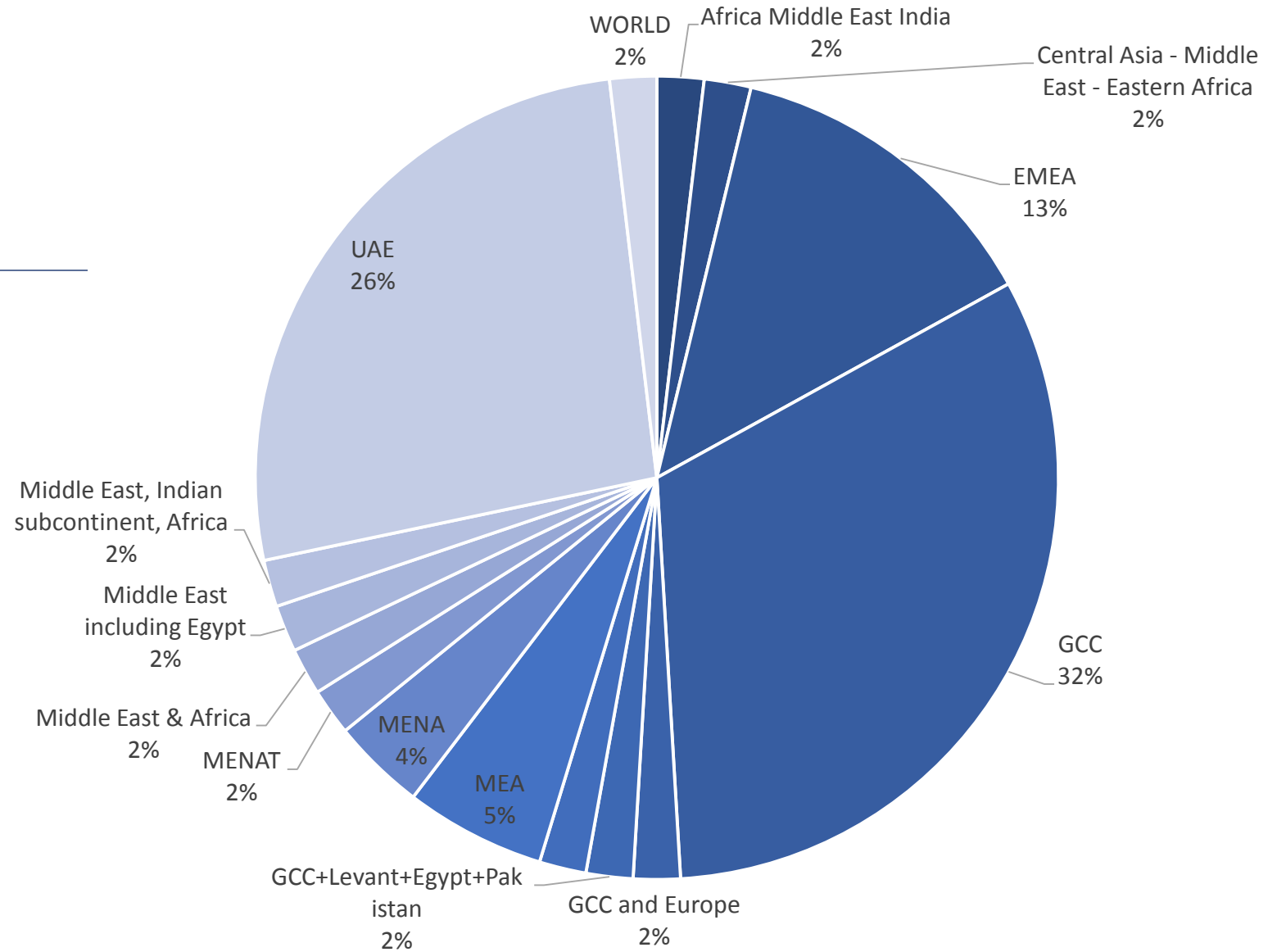
Company sector



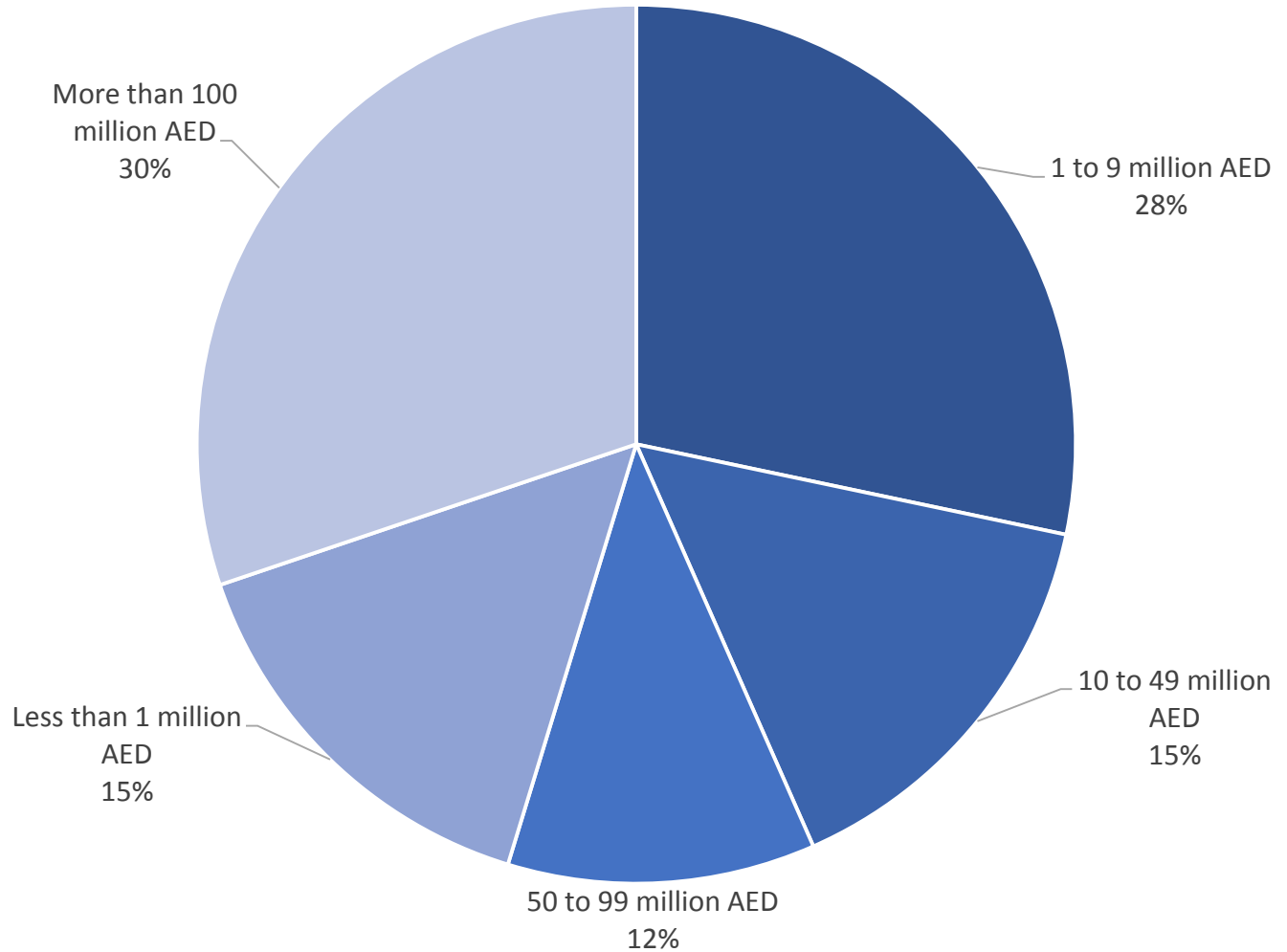
Company structure



Geographical perimeter



Company turnover



Financial impact of Covid-19 in your company

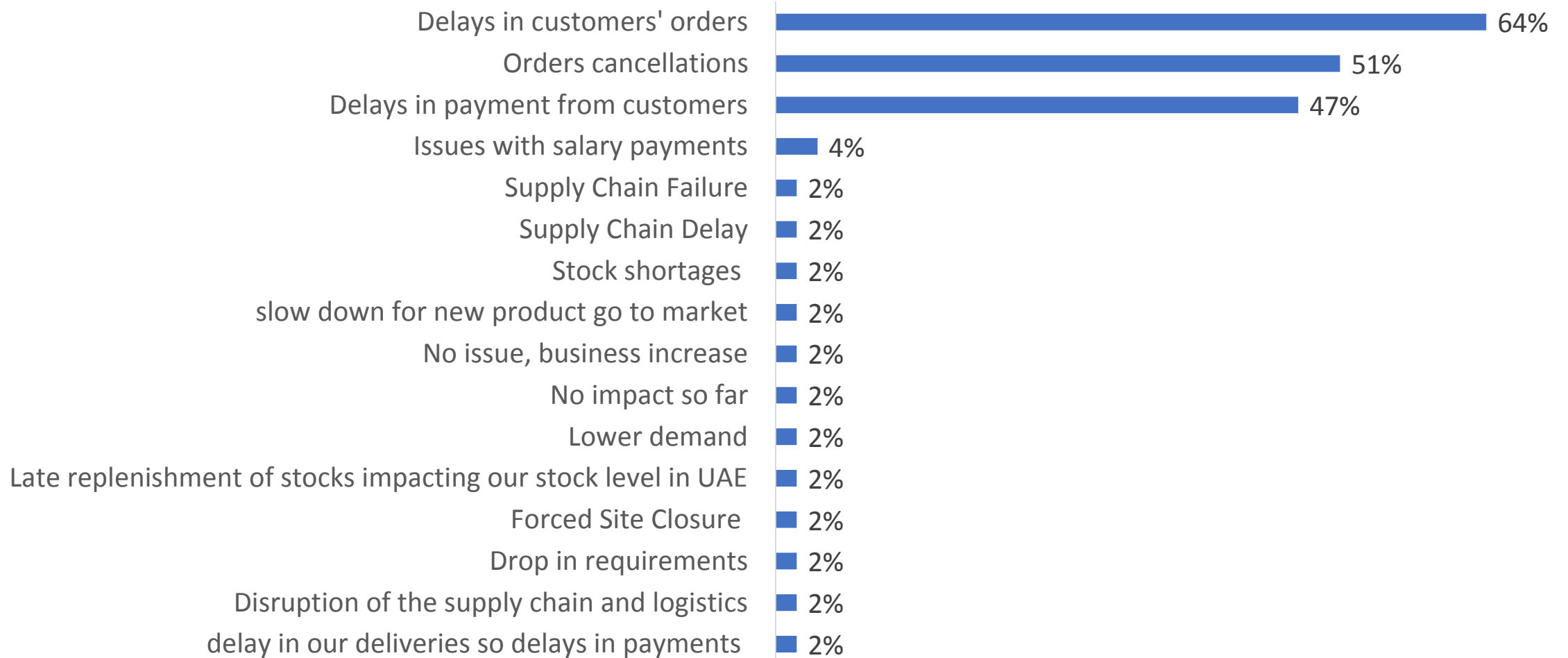
Questions:

- With the Coronavirus outbreak, what financial impacts do you anticipate?
- In your opinion, which country in the area you cover will be the most impacted?
- What is your S1 2020 forecast?

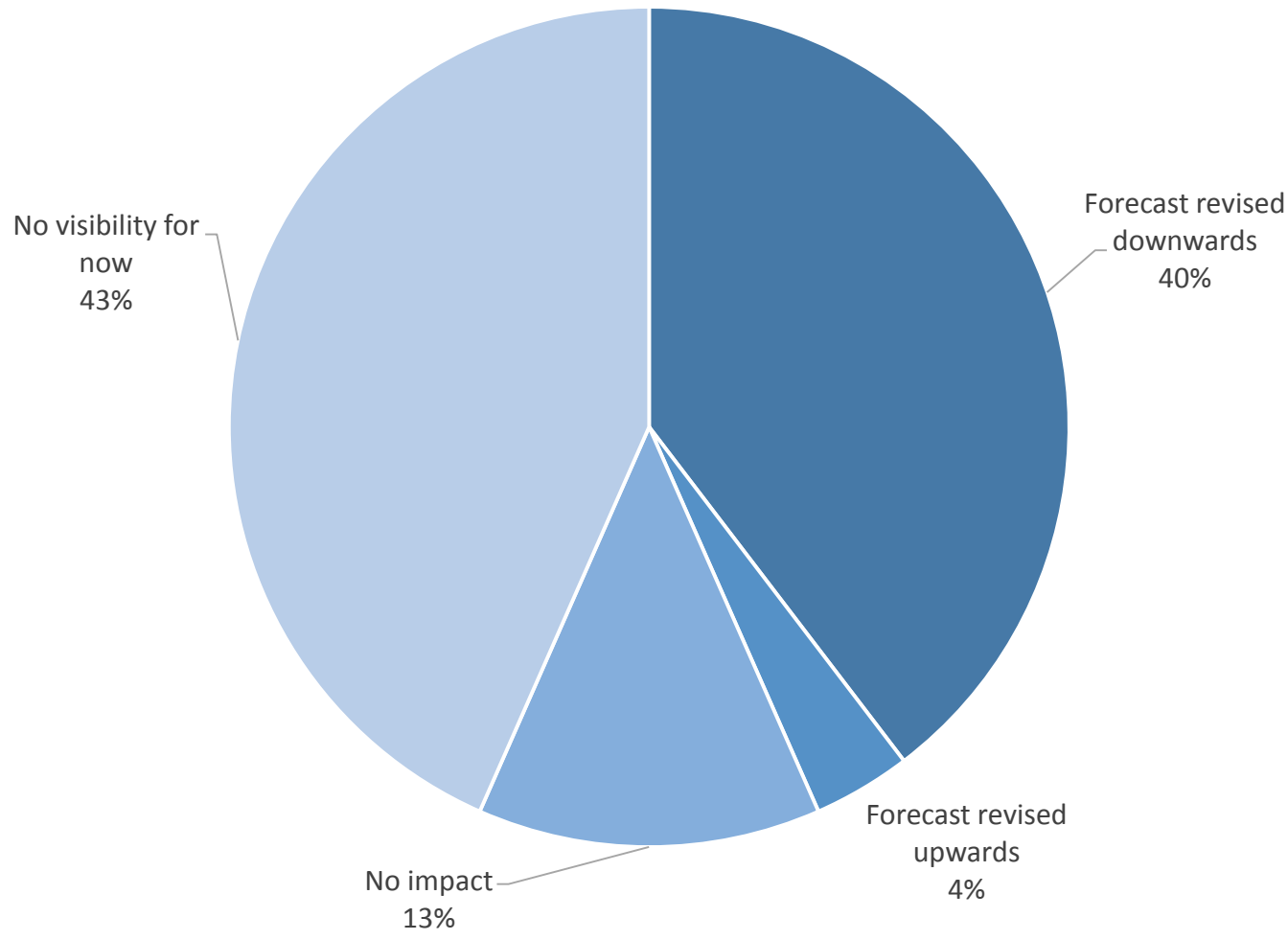
If forecast downwards, of what percentage do you think your turnover might decrease?

- Any other comments on financial impact?

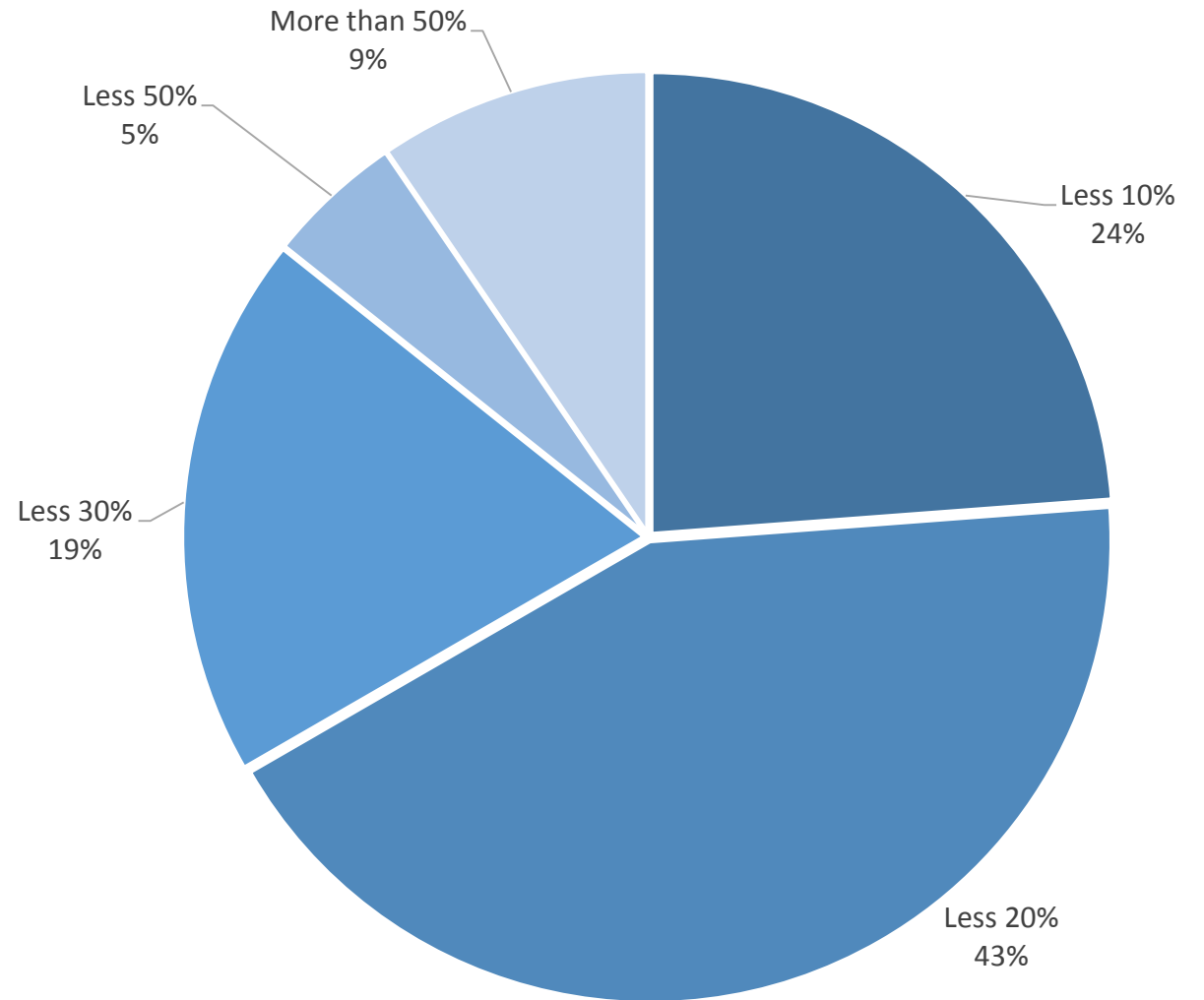
Financial impact



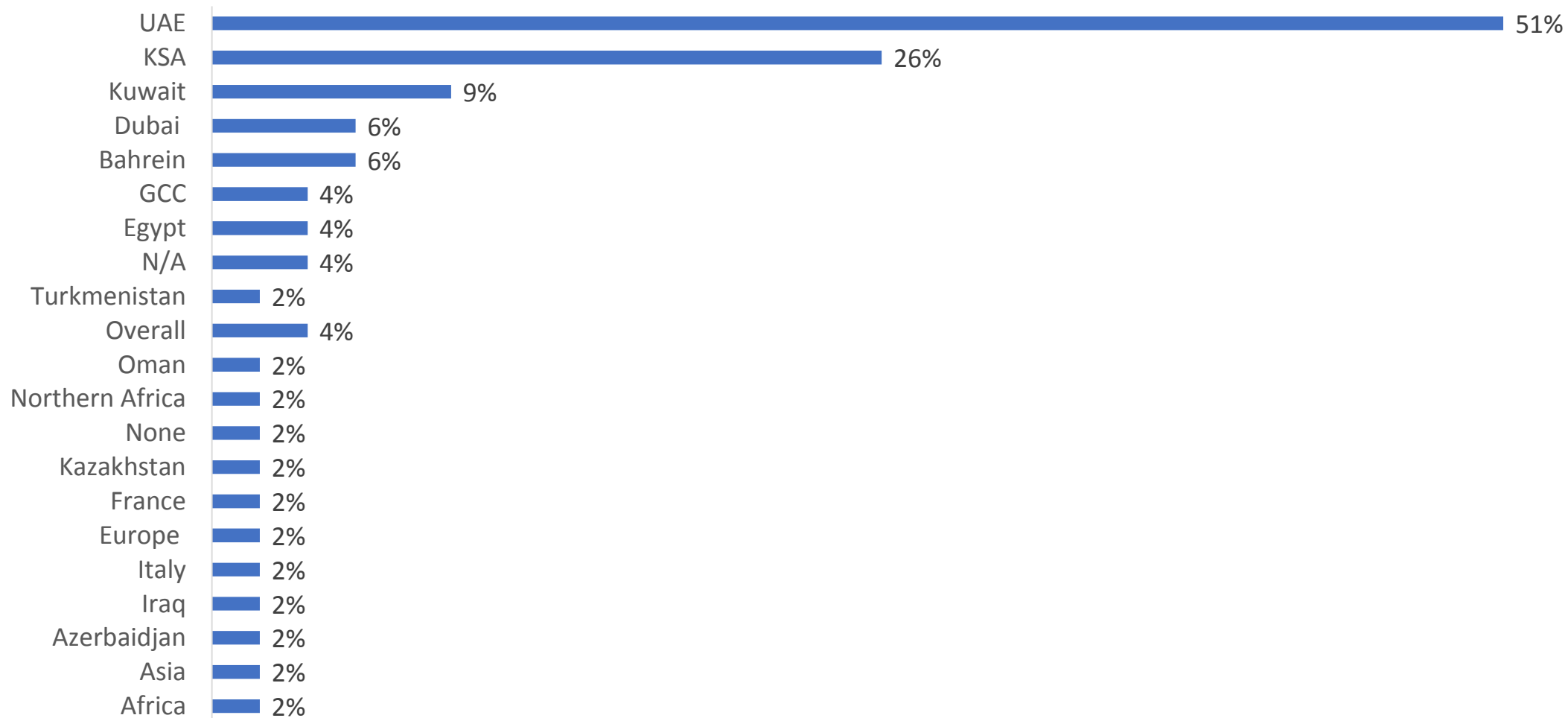
S1 forecast



If revised downwards, on what percentage do you think your turnover might decrease?



Most impacted country in the area you cover



Any other comments on financial impact?

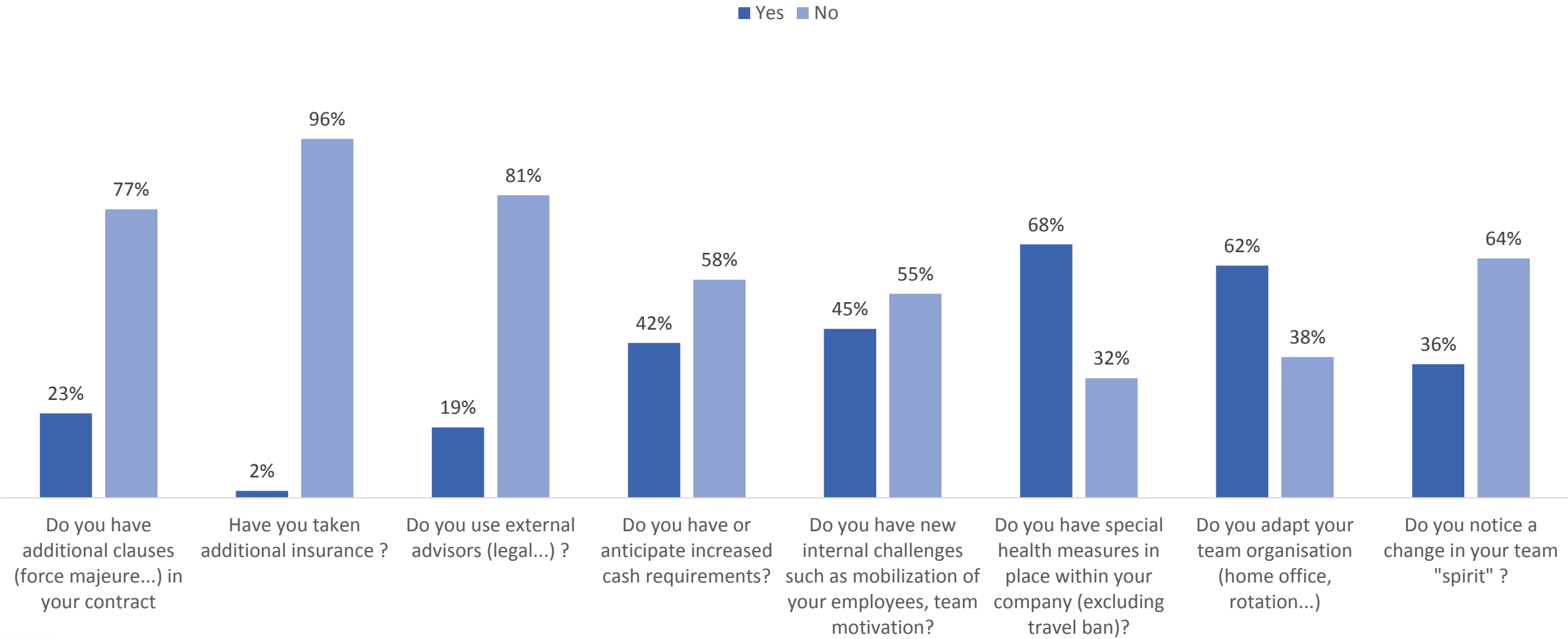
- Postponement of projects / resources scarce / invoicing postponement and possibly cancellations/ Budget revision
- No visibility
- Will delay launches and access to reimbursement as priorities of MoH will be focused on the ongoing crisis
- We begin preparing for a very significant downturn
- Reduction of salaries
- Impact to be defined once activity will resume normally
- According to the speediness suppliers will react on pending orders the Q2 will be crucial
- So far so good, most probably a downturn is expected on Q2, but would be compensated on Q3, Q4
- Difficult to estimate for now, but clearly risky
- We don't foresee any impact if situation improve in the next 3-4 weeks
- Impact to be defined once activity will resume normally
- Elevating can benefits from the situation
- Still at starting stage
- Many activities postponed to Q3-Q4, which means S2 could recovered part of S1 losses
- We need to be prudent and save on cost
- Because of all the event cancellation, we missed a lot of international campaign...

Intra-company management

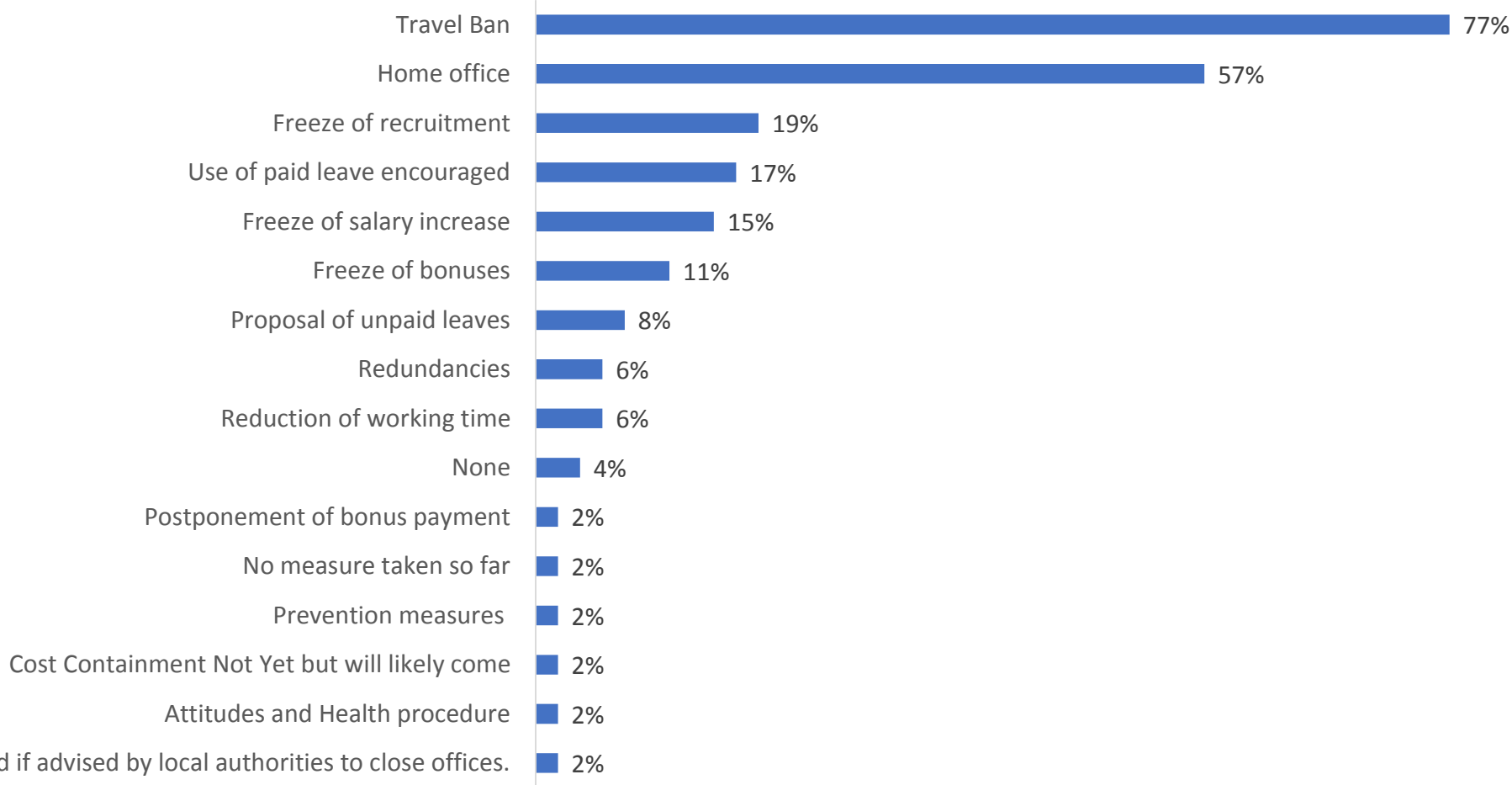
Questions:

- What measures did you take to face the impact of Coronavirus?
- What measures have you put in place in your company to limit the HR impact?
- Managing your company activities
- When do you plan a recovery of activity in your company?
- What positive impacts/new practices do you plan to implement now and/or in the future?
- Any other comments?

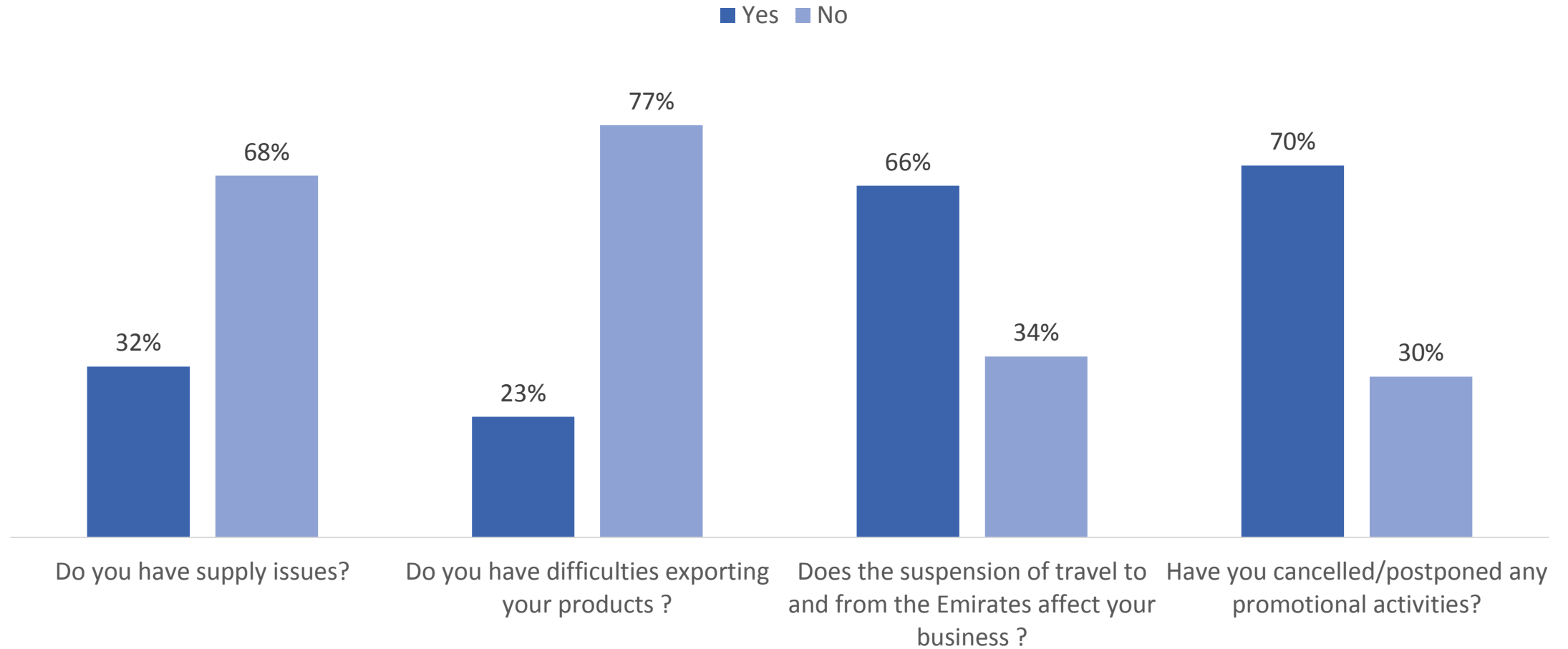
Measures taken to face the impact of Coronavirus



Measures put in place to limit the HR impact



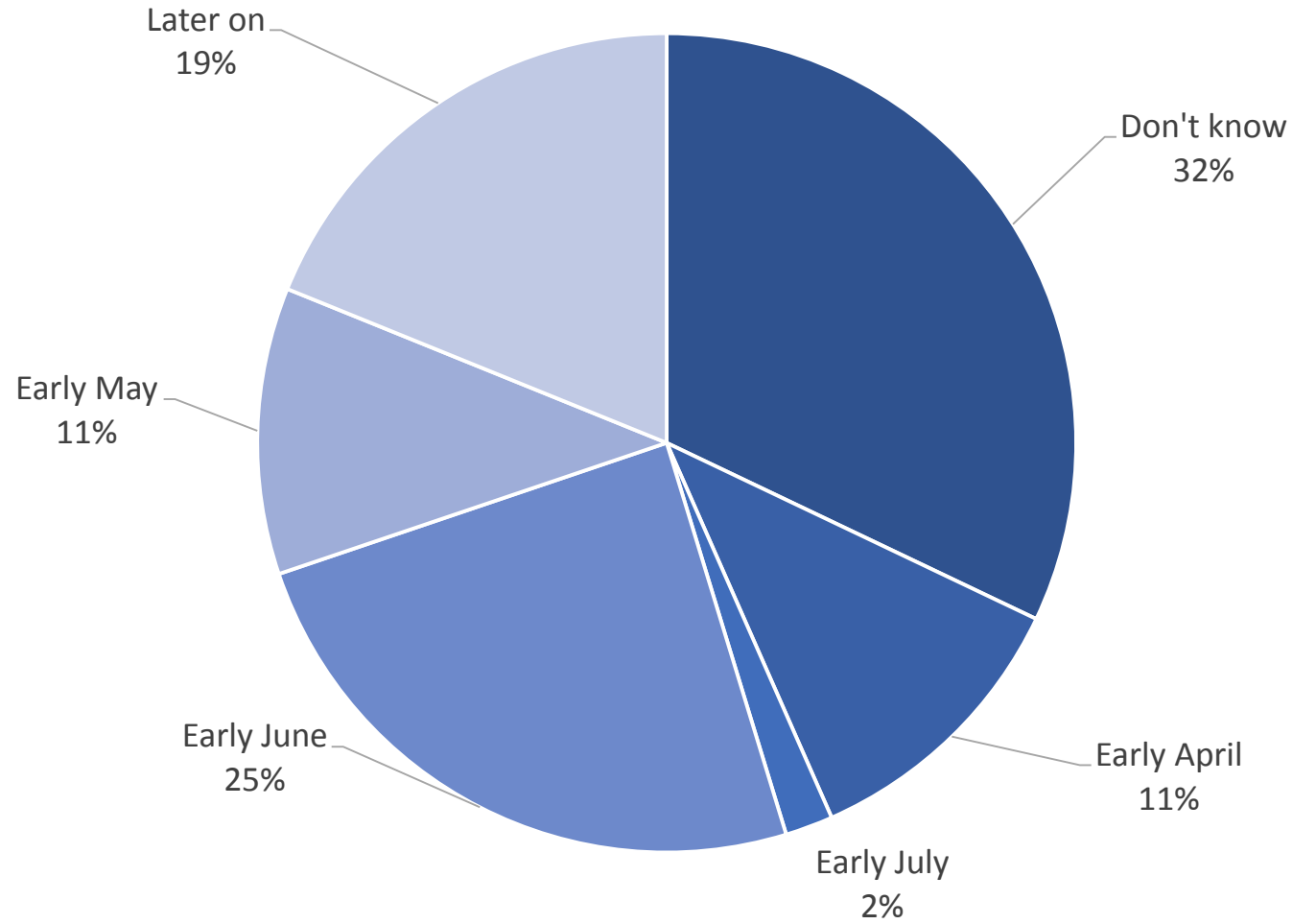
Managing your company activities



Other comments on Operational Impact

- “Supply and export of products for our customers is closely monitored and may be impacted if the situation deteriorates.”
- “This can however be seen as an opportunity to try new ways of working, new promotional models like using more digital tools.”
- “Main Impact will come if social distancing forces closures , supply continuity will become difficult.”
- “Re-route the prospection efforts on companies which will benefit of the crisis.”
- “Our R&D Headquarters are in Milan, Italy - we are anticipating delays in production and manufacturing.”
- “Some raw material are out of stock from supplier but it is more a question of bad organisation than outbreak.”
- “All exhibitions we wanted to participate until July are cancelled.”

When do you plan a recovery of activity for your company?



Other general comments

- “This is not easy to answer to questions about time to recover or impact on business as we do not know when the outbreak will start to be controlled. The biggest issue for a Software Vendor is about the travel freeze which block the business and customers meeting to demonstrate the value of our solutions portfolio and sell.”
- Some traditional business (Hospitality, Airlines, Entertainment,...) will suffer but some other will gain (E-entertainment, Gaming, e-commerce, e-learning, e-banking, etc ...) and of course it will change the habits and will be good for the planet.”
- “Even though the business is going down as a whole, such crisis encourage business to adopt cloud solution like ours more rapidly, so in a way it helps us.”
- “Diversification of services - Think out of the box.”

What positive impacts/new practices do you plan to implement now and/or in the future?

