

NordicApproach

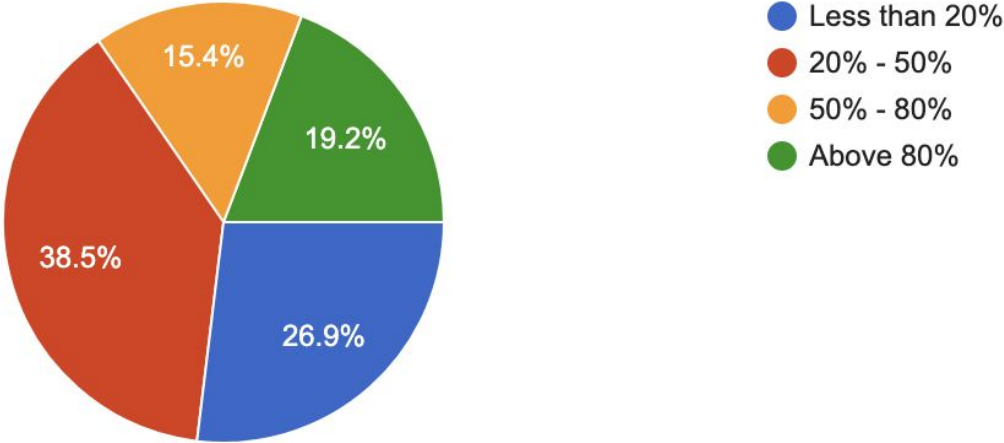
# COVID-19 Business Survey Results

## April 2020

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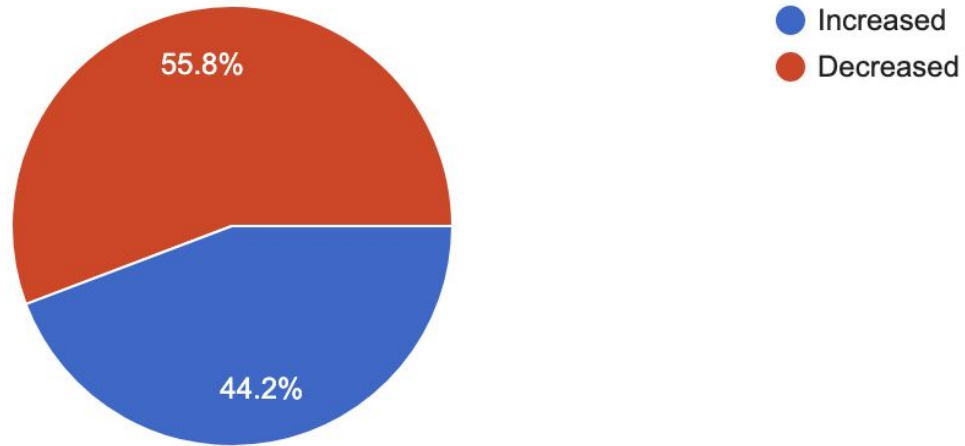
# At what capacity are you currently operating compared to the months before Covid-19?

52 responses



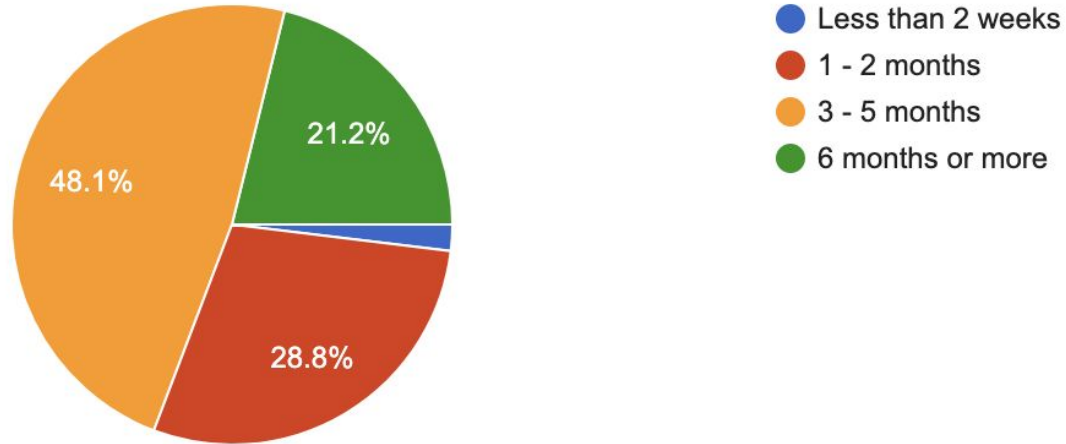
## In the last two weeks my production has...

52 responses



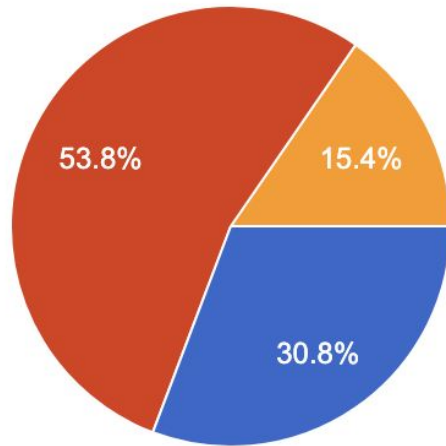
## My current stock and reservations should last me:

52 responses



## How do you think the current crisis will affect your green coffee buying for the couple of months?

52 responses

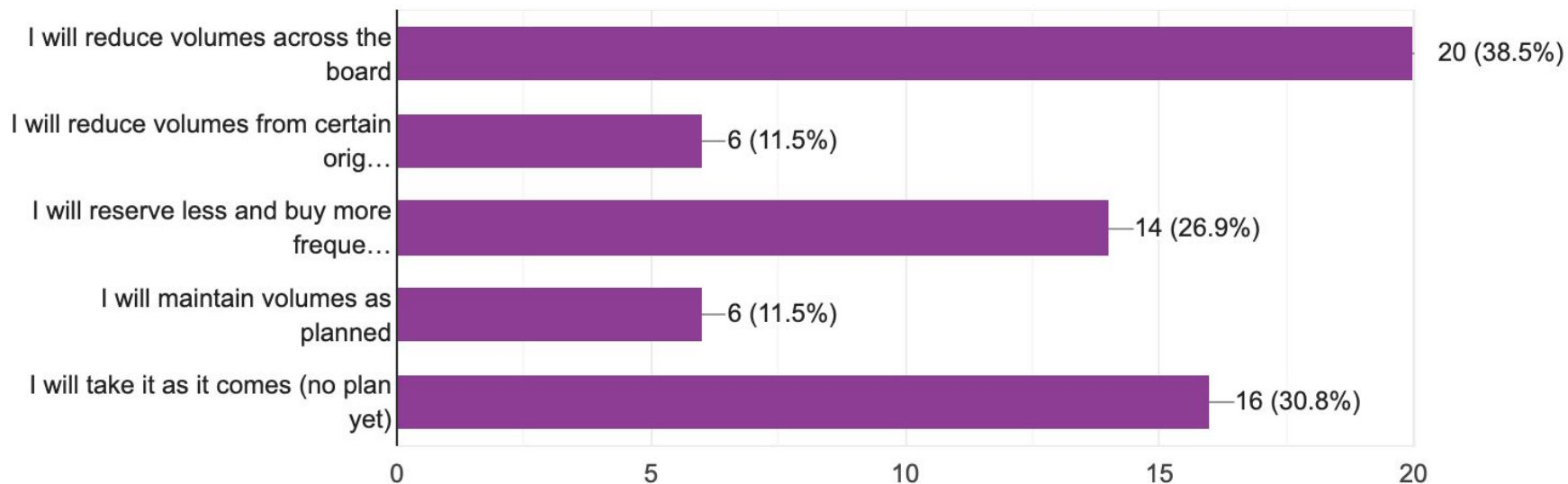


- No change. I will buy or ship planned amounts
- I will buy or ship less than planned
- I will not buy or ship any coffees



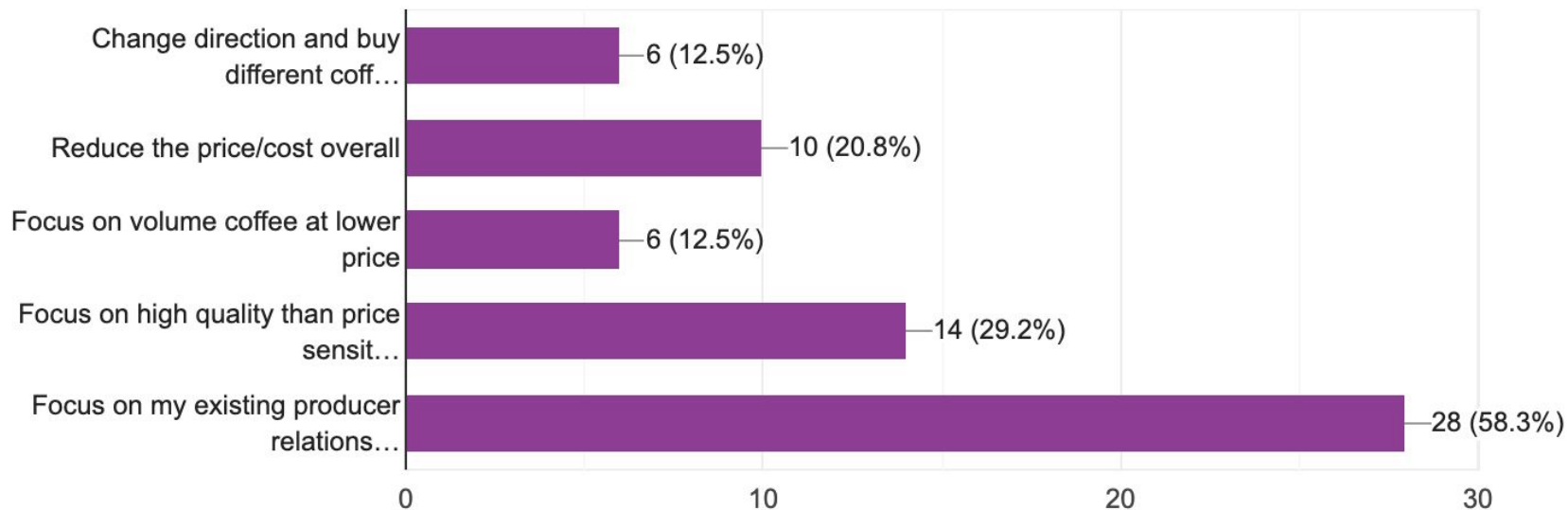
## How do you see this will affect your buying for the next 3 to 8 months?

52 responses



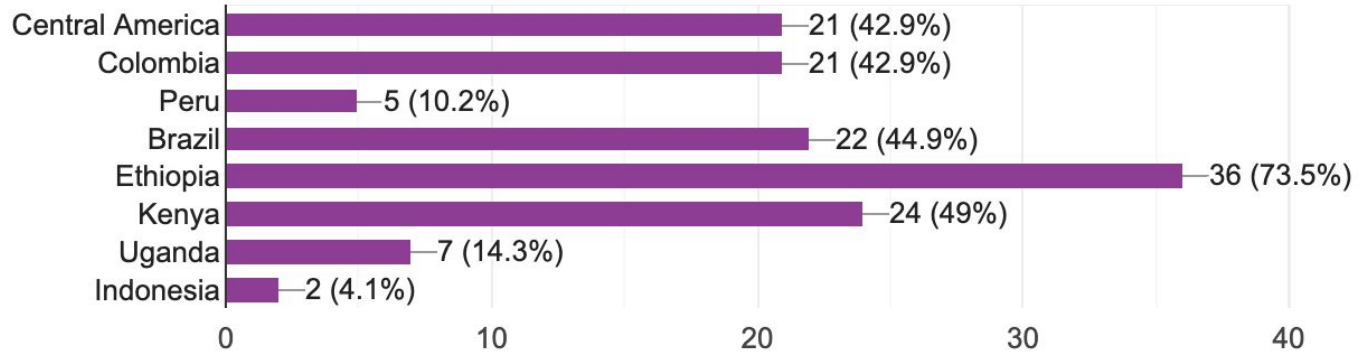
## To account for losses due to Covid-19, I will...

48 responses



## What origins will be your highest priority in the next 3 - 8 months?

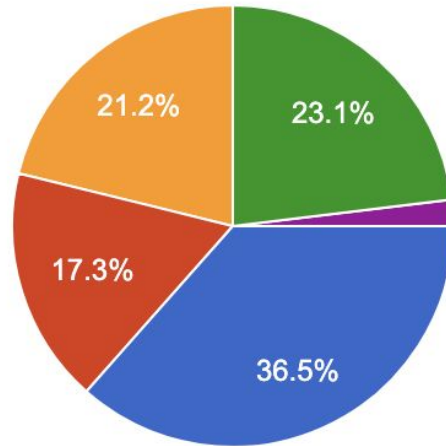
49 responses





Which of the following would be MOST helpful for you to make solid purchasing decisions in the next months?

52 responses

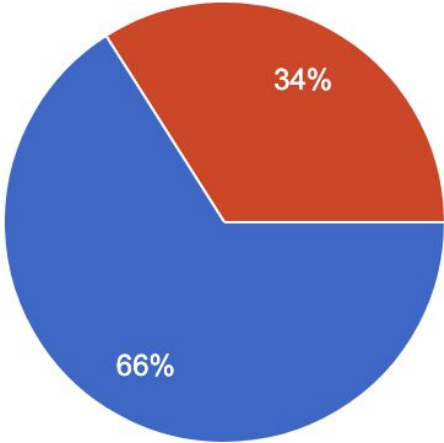


- Longer financing terms when you ship coffees
- Longer drawdown times (finance free warehousing for an agreed period)
- Reduced shipping costs
- Lower coffee cost (increased discount or lower priced coffees)
- Other: \_\_\_\_\_



# What kind of contract solutions will you seek in the next 3 months?

50 responses



- More flexibility, even if it comes at a cost
- Lower price contracts, even if it means less flexibility



Thank you for your responses



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