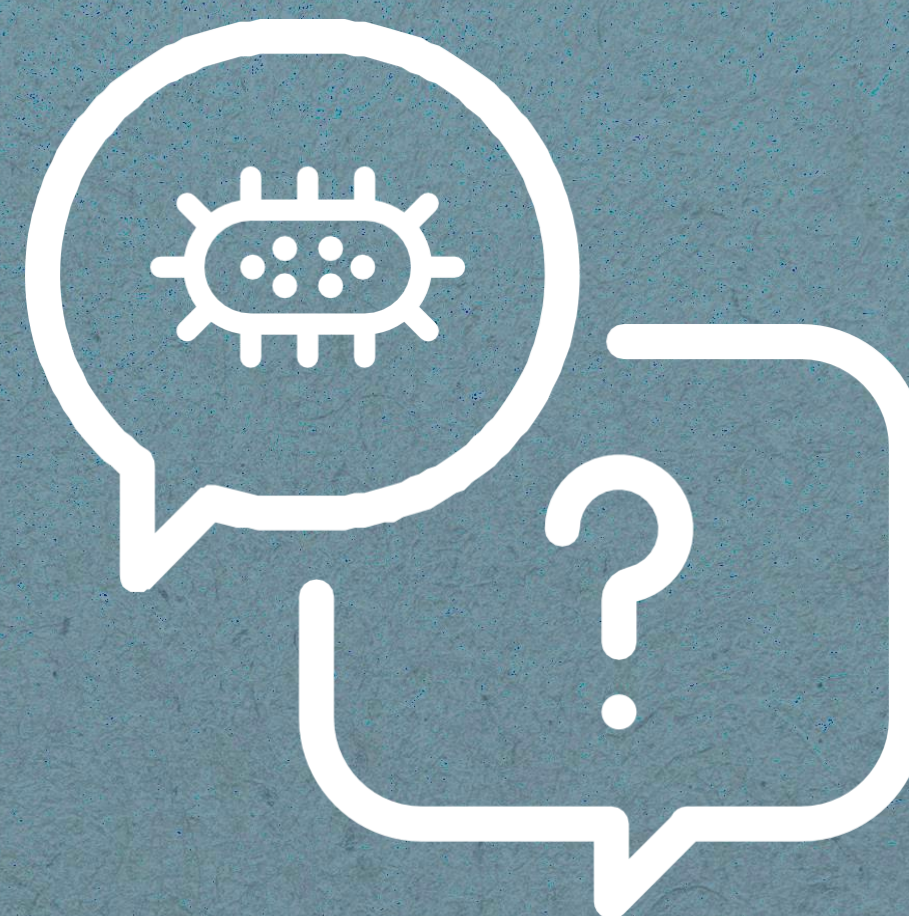


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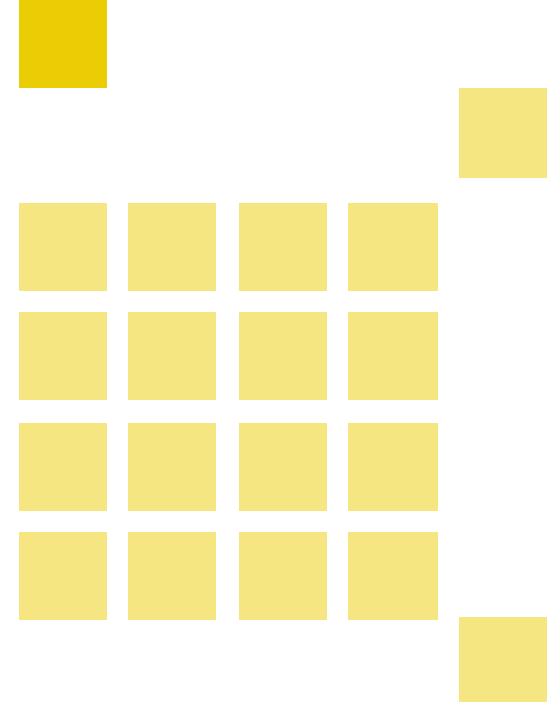
COVID-19 SURVEY

PHASE III

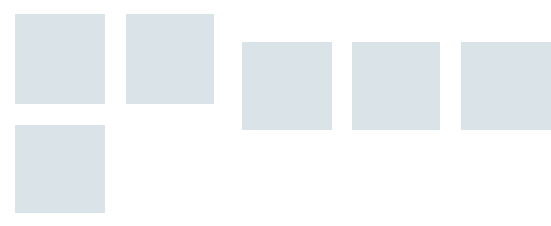
Focus on Export Recovery Plans

19

participants



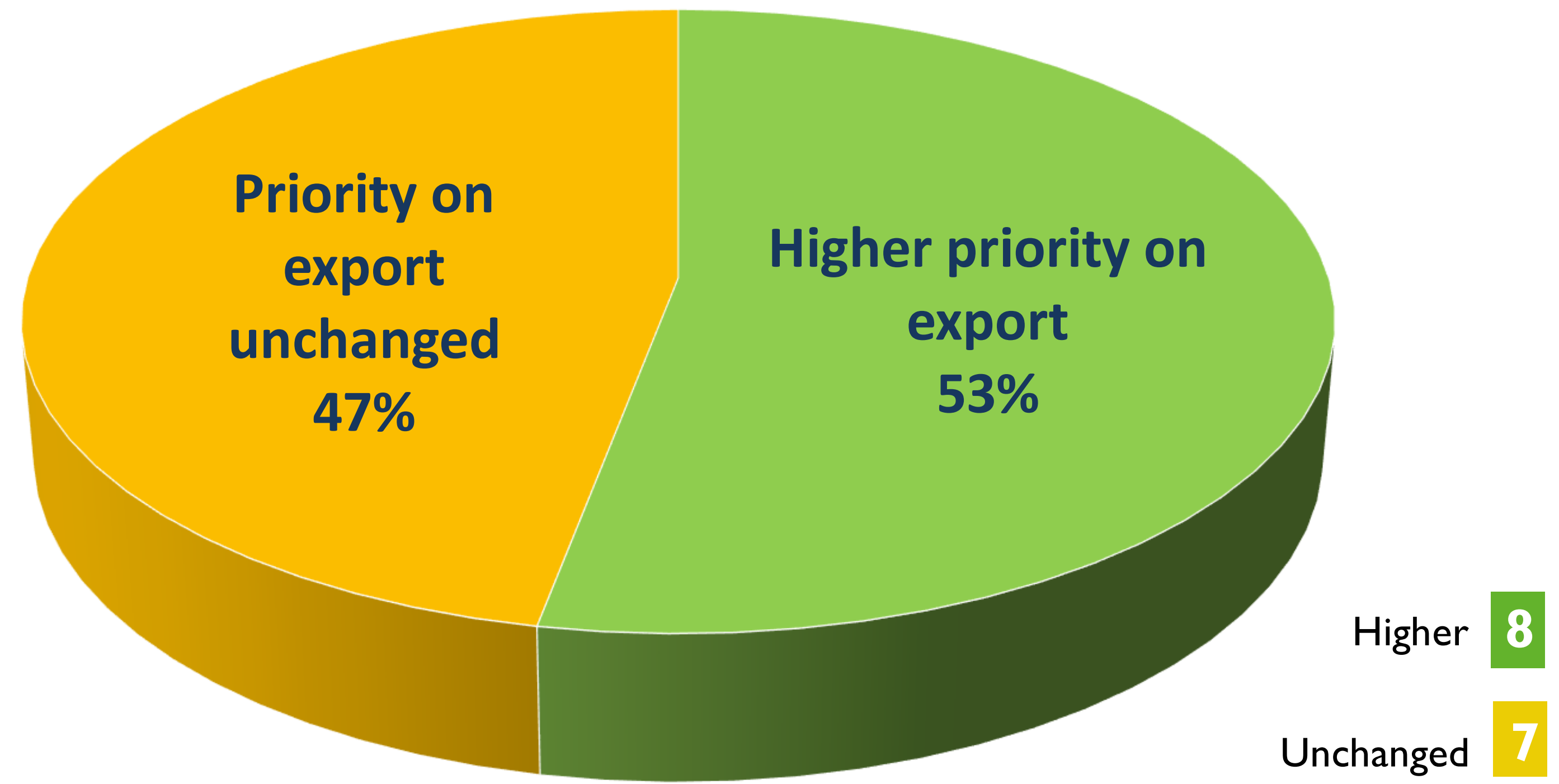
15 Countries
France, Estonia, Cyprus, Spain, Bulgaria, Ireland, Italy, Netherlands, Finland, Portugal, Slovenia, Hungary, Belgium, Malta, Greece



I. Export priority

Export promotion remains an important priority

Compared to the period prior to the COVID-19 crisis, is export promotion a priority for your government now?



II. Export Recovery Plan

70% of respondents say their country has an Export Recovery Plan

Does your country have an Export Recovery Plan?



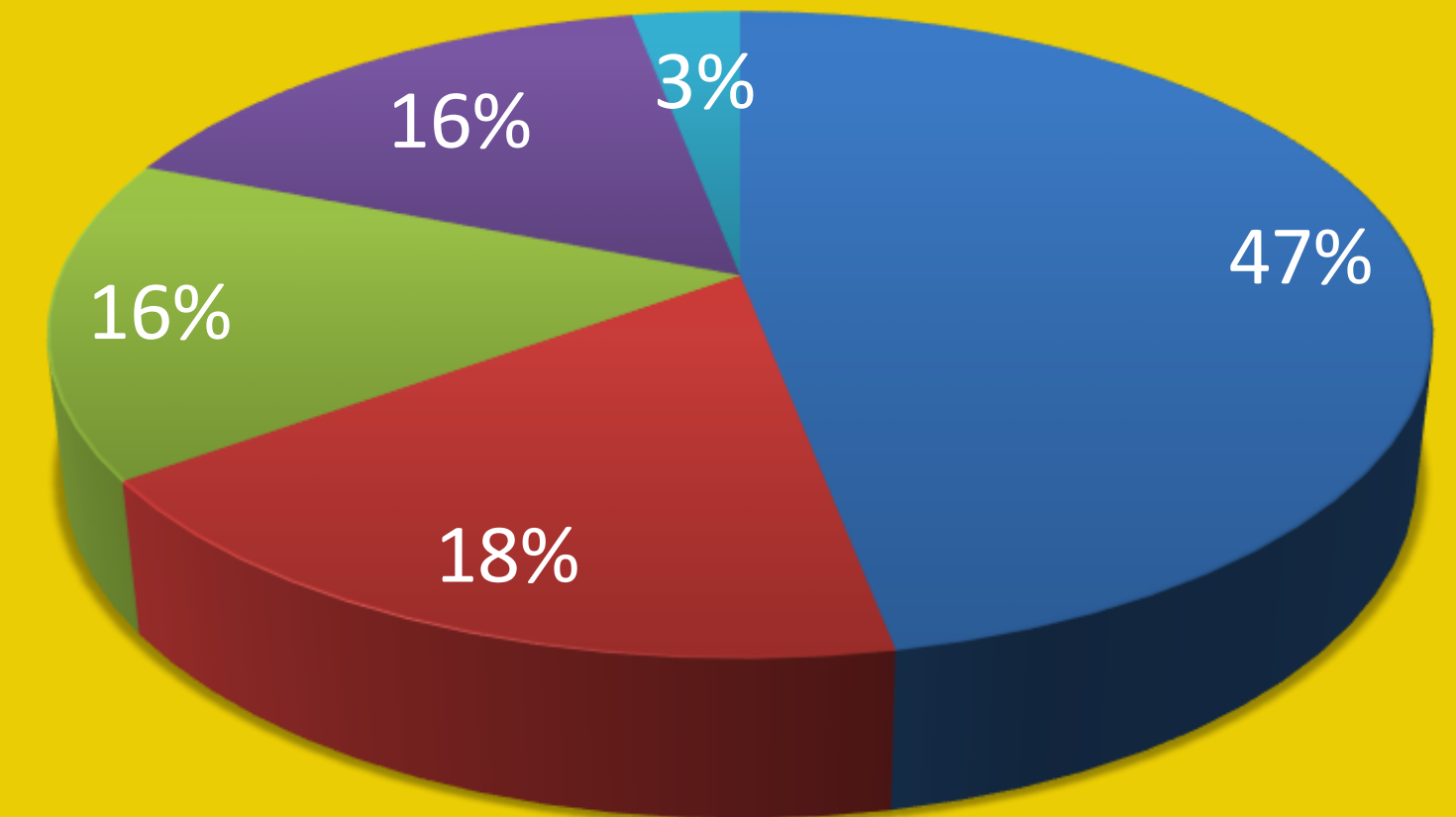
Yes under preparation 7
Yes and ready 4
No Export Recovery Plan 4

15 respondents to this question

II. Export Recovery Plan

In an approximate way, the budget of the countries' recovery plans is used for...

■ >50% ■ 20-50% ■ 1-20%



- Financial support to SMEs
- Boost export promotion
- Branding on foreign markets
- Communication on local market
- Virtual services, training

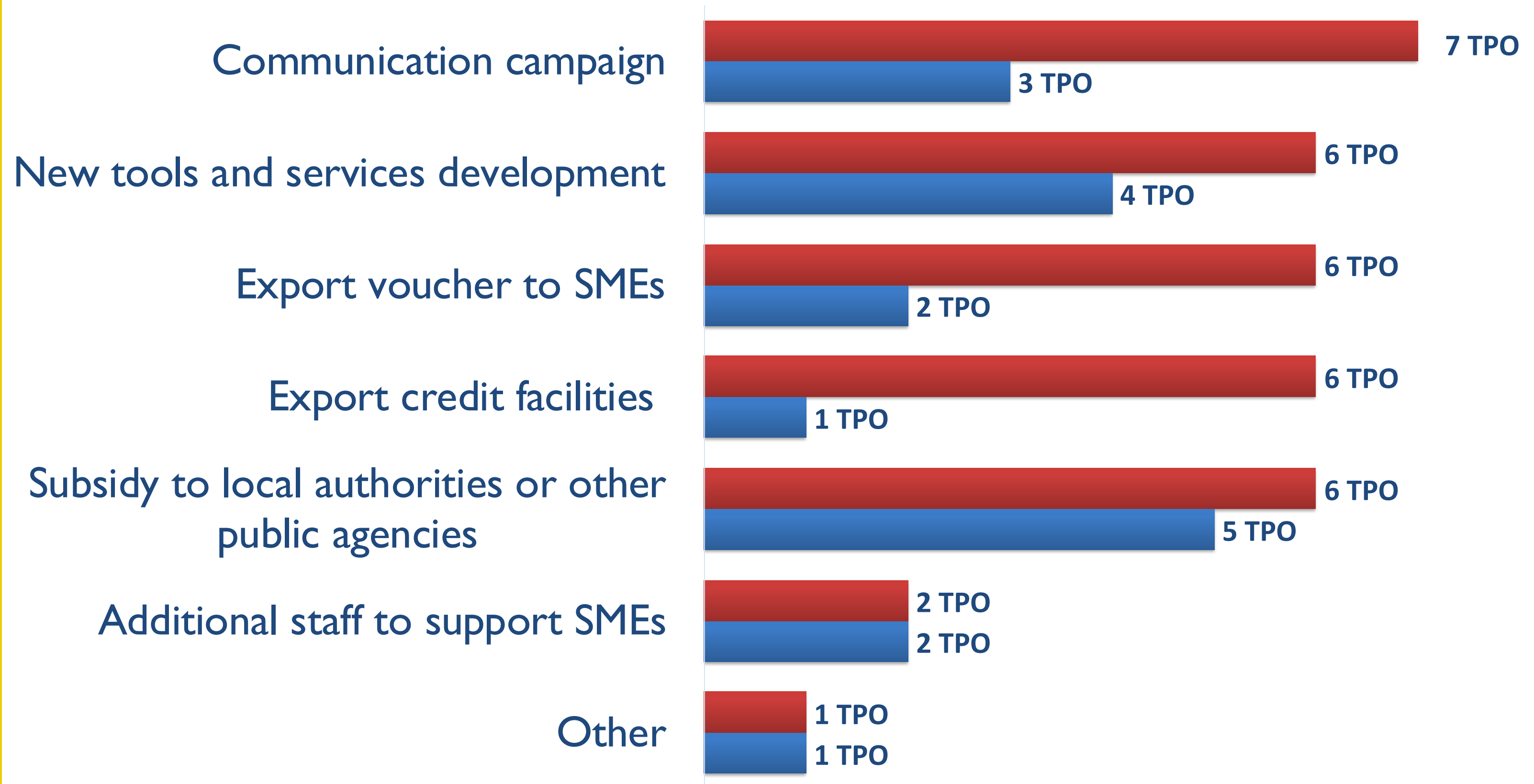


9 respondents to this question

II. Export Recovery Plan

The two main avenues involve reinforcing the capacity of TPOs

Avenues used to implement the Export Recovery Plans



■ avenues using less than 20% of the budget
■ avenues using more than 20% of the budget

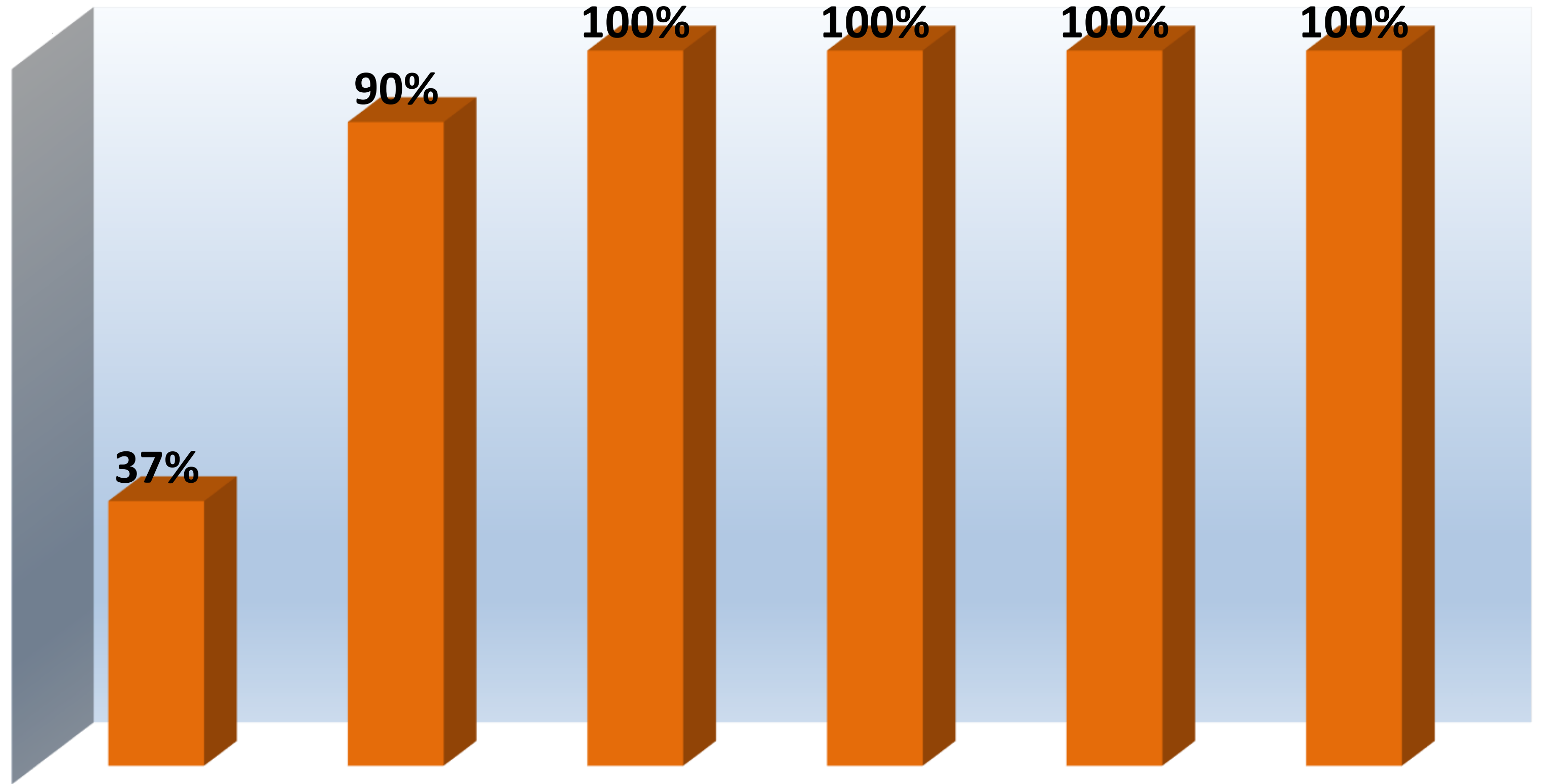
11 respondents to this question



II. Export Recovery Plan

Shared priorities on export training and preparation and on the development of virtual services

For the part of the ERP which consists of non-financial measures, what are the main priorities?



Program for young interns abroad **Market information** **Export training and export preparation** **Trade development services** **Virtual trade missions and B2B** **Virtual trade fairs**



11 respondents to this question

II. Export Recovery Plan

Swift adaptation of activities and services in general and expansion with new virtual activities

Have you adapted your activities and services?

Increased activities

Export awareness and training to non or irregular exporters

9 organisations

General information on market updates

8 organisations

Customised advice on export strategy preparation and financing

9 organisations

Virtual B2B matchmaking events

6 organisations

Stable activities

Specific program for youth employment abroad

8 organisations

Joint trade missions with other European partners

8 organisations

Participation in other EU sponsored activities: Gateways, missions of EU Commissioners

7 organisations

Product testing, contacts with buyers, distributors

5 organisations

Decreased activities

National pavilion on trade fairs

6 organisations

Collective missions (buying, B2B, bespoke sectorial missions)

6 organisations

Individual trade mission for SME

5 organisations

Product testing, contacts with buyers, distributors

3 organisations

New activities

Virtual collective trade missions

7 organisations

Virtual trade fairs with 3D booths

6 organisations

Virtual B2B matchmaking events

5 organisations

EEN participation

3 organisations

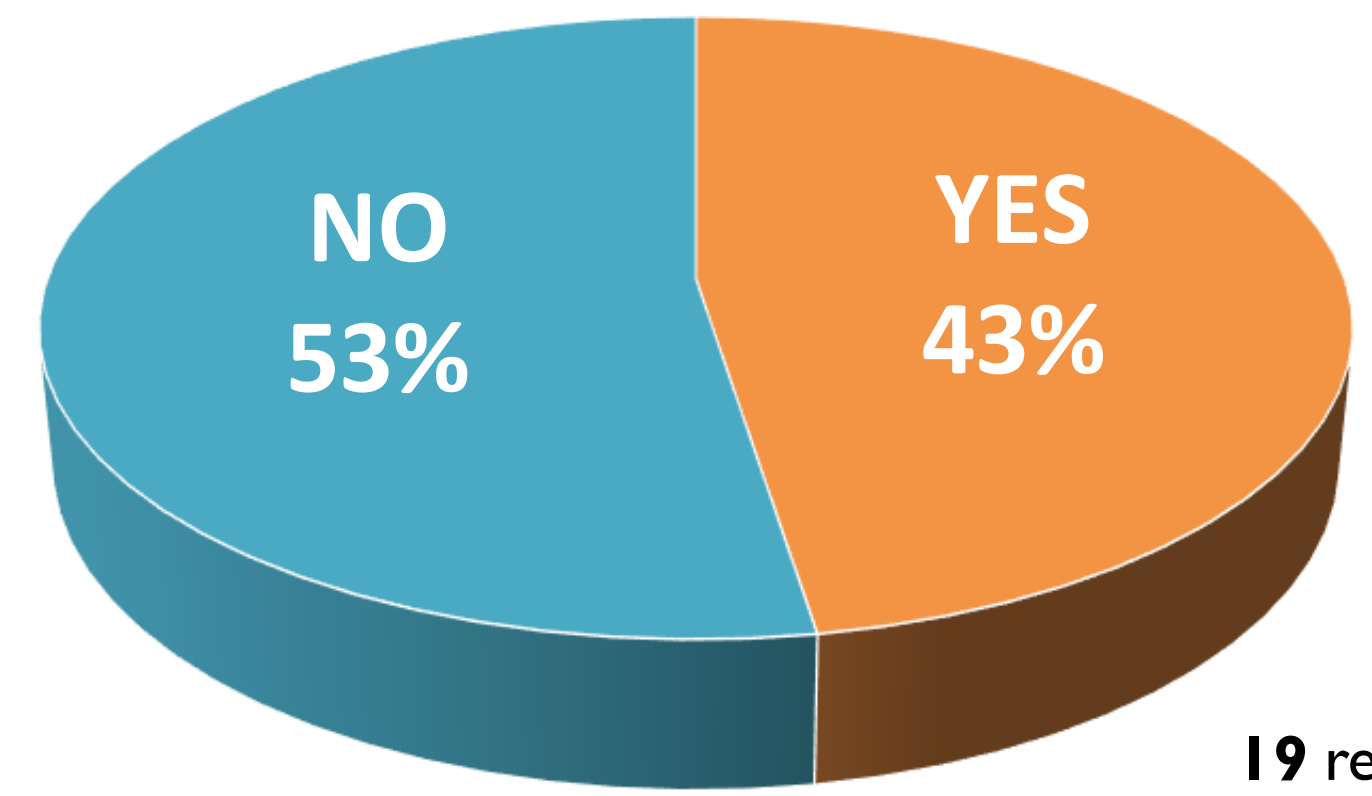
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II. Export Recovery Plan

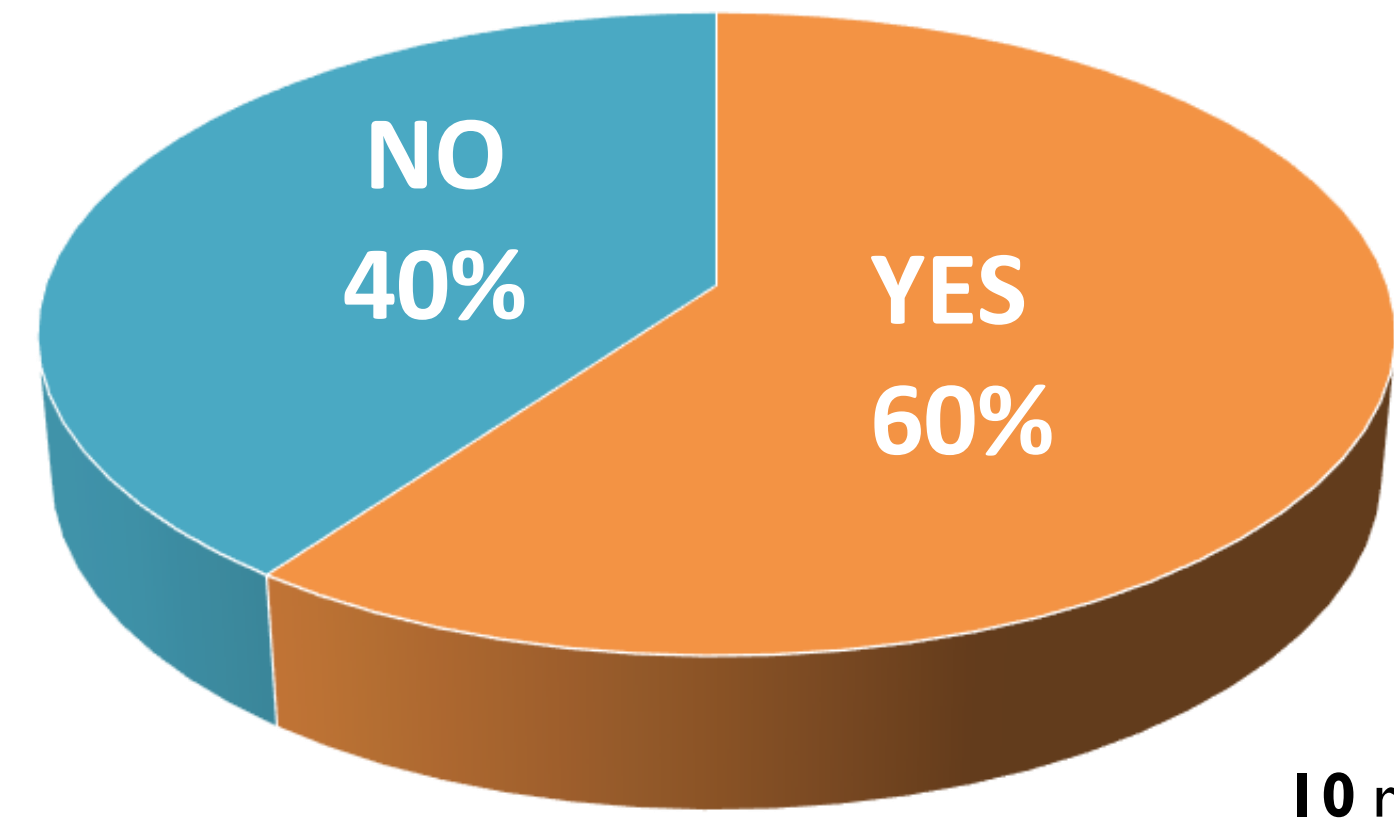
Cost of services provided to SMEs were reduced or waived

In the context of the ERP, will your services be provided for free?



19 respondents to this question

If no, will your services to SMEs be charged a lower price than before the pandemic?

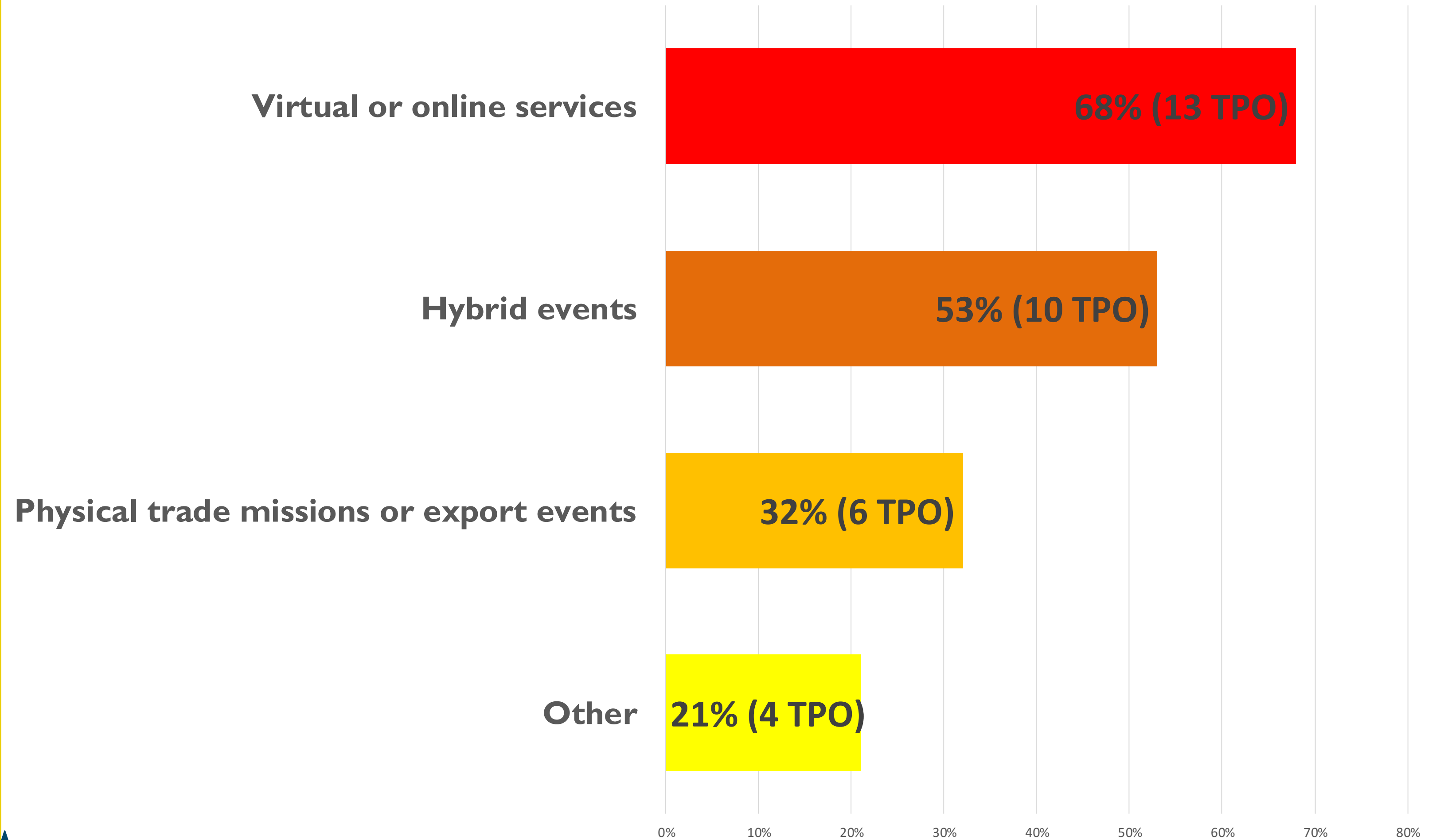


10 respondents to this question

II. Export Recovery Plan

Strong expectation from SMEs for more virtual or hybrid services

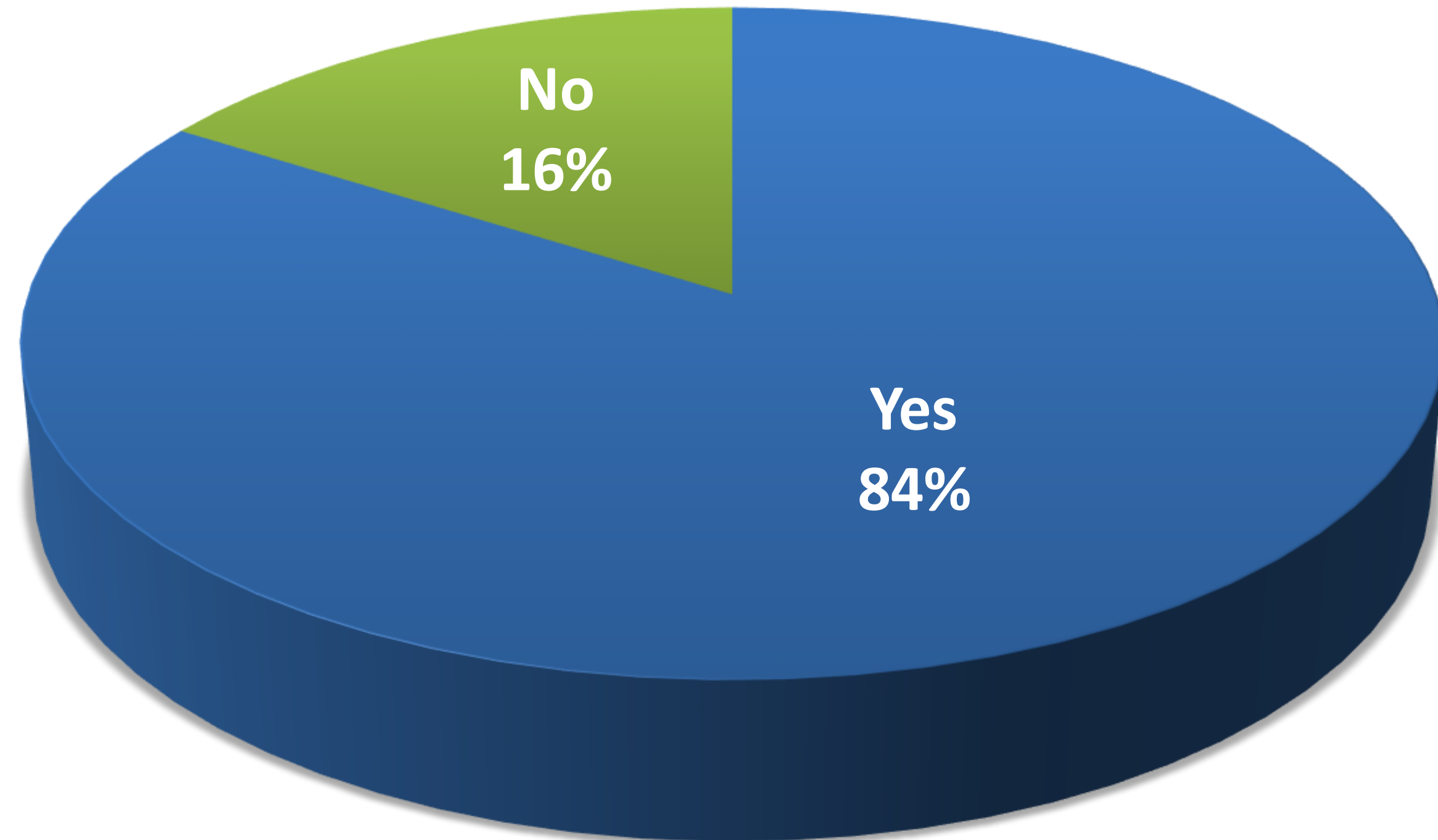
What are the main expectations of the SMEs you provide services to?



II. Export Recovery Plan

A large majority of customers are satisfied with the new virtual services

Did you get positive feedback on the virtual services you provide to your customers?

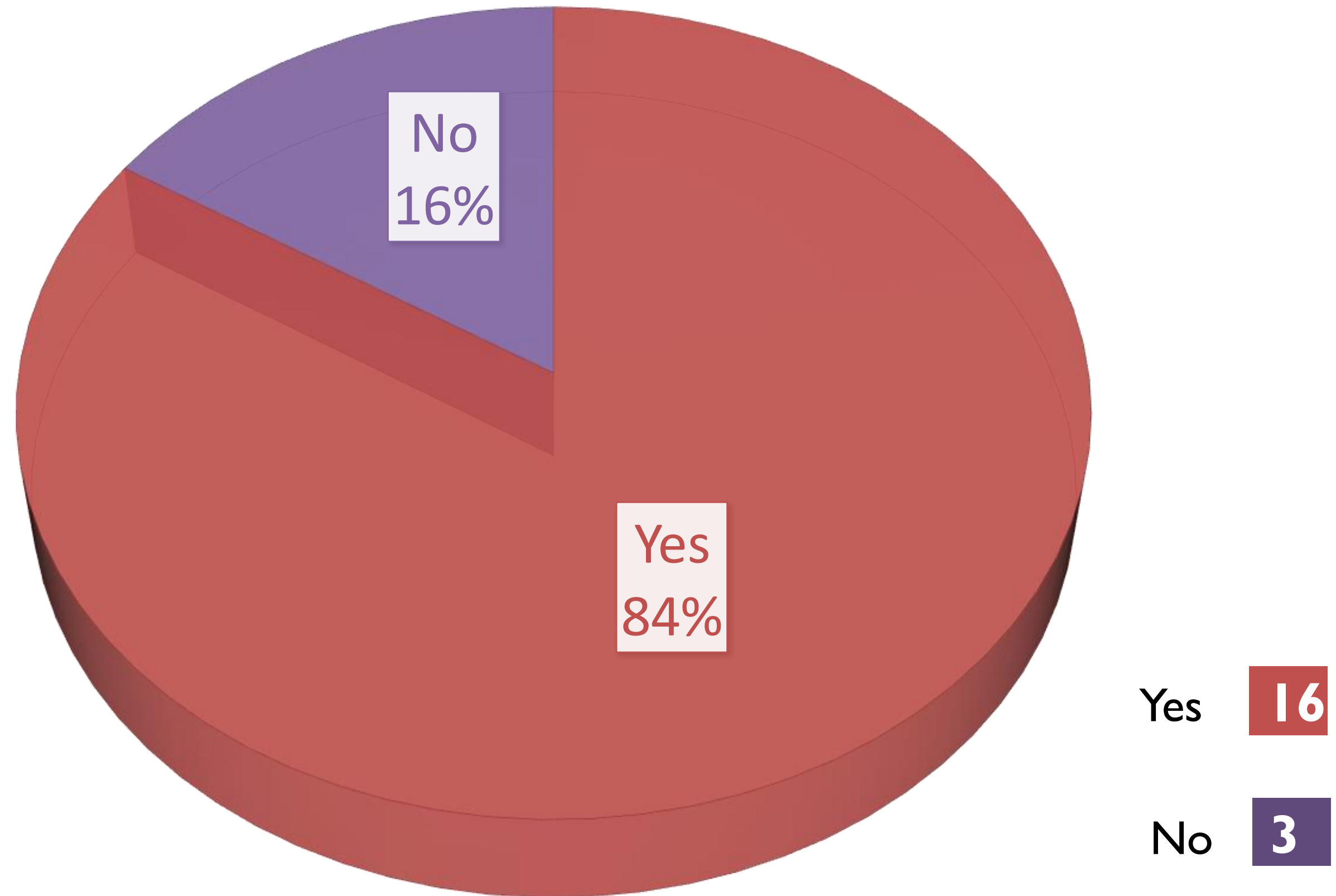


Yes **16**
No **3**

II. Export Recovery Plan

Significant increase in the number of participants to virtual exhibitions and virtual B2B matching

Did you bring an increasing number of participants to virtual exhibitions or virtual B2B matching?

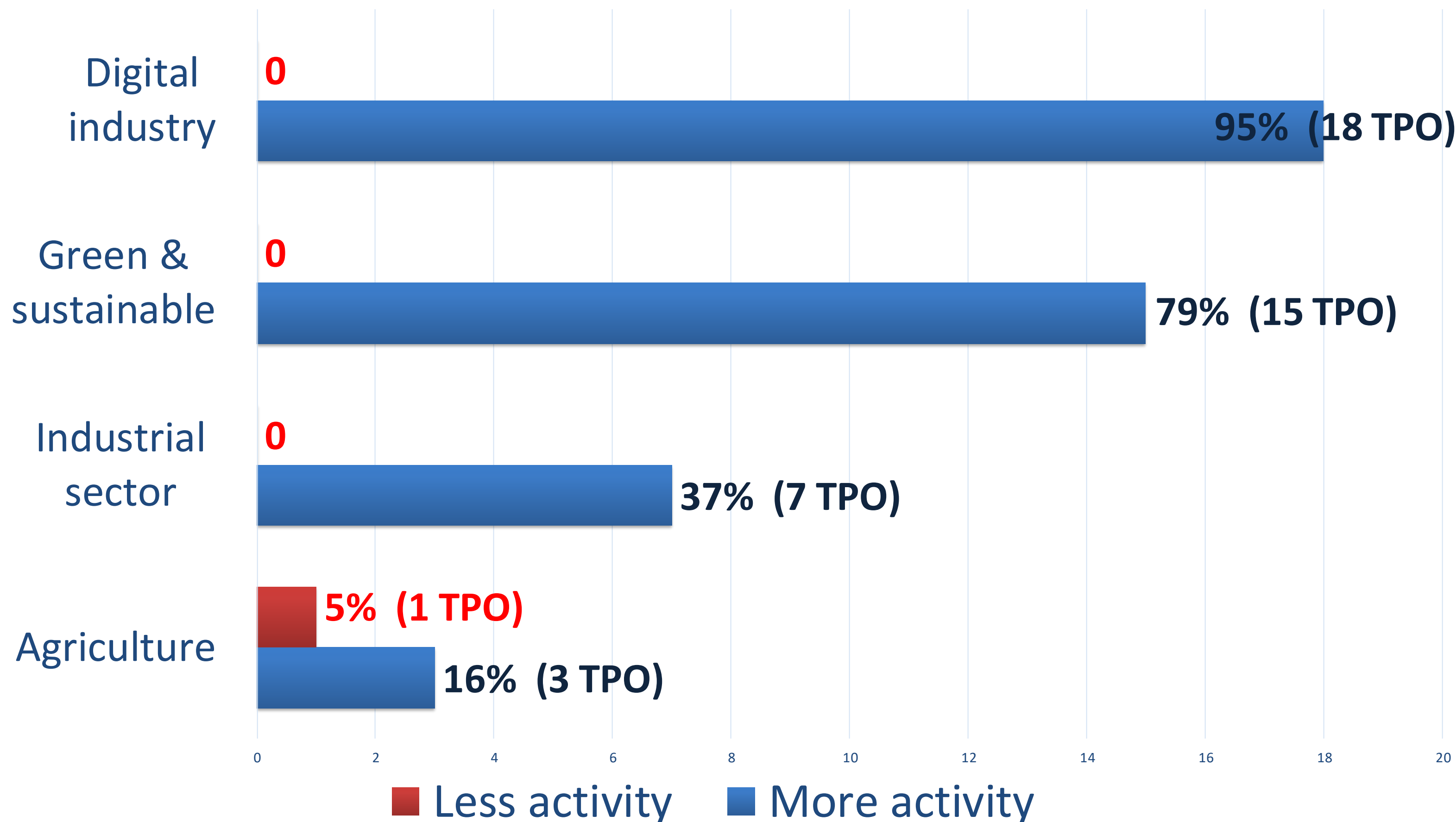


19 respondents to this question

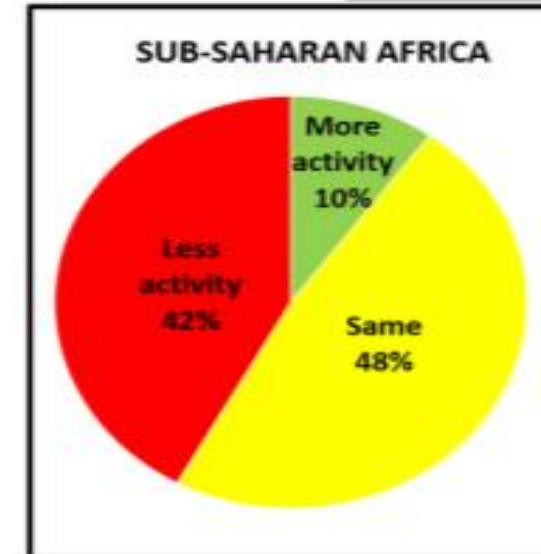
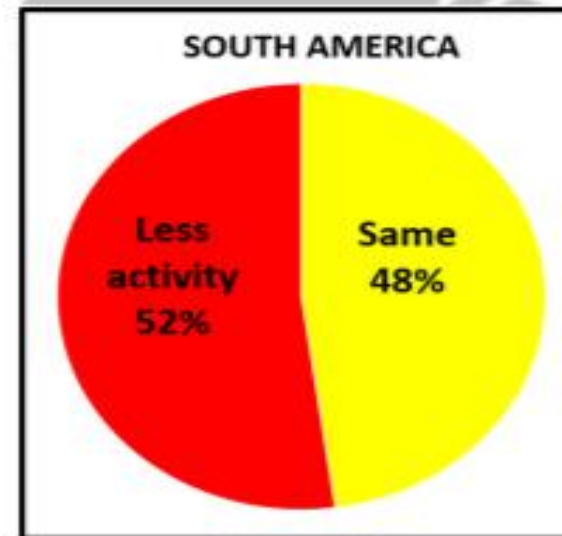
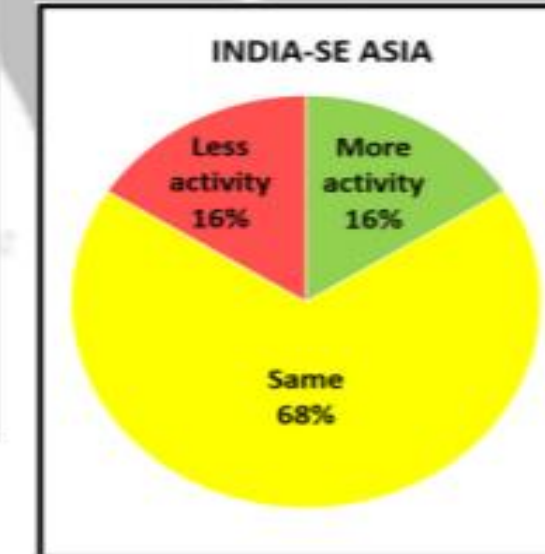
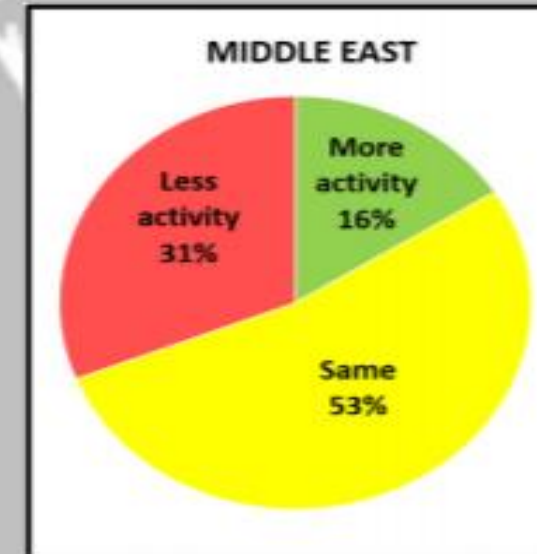
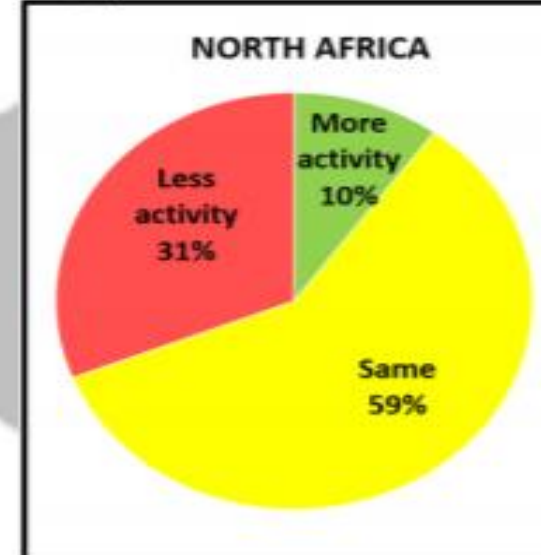
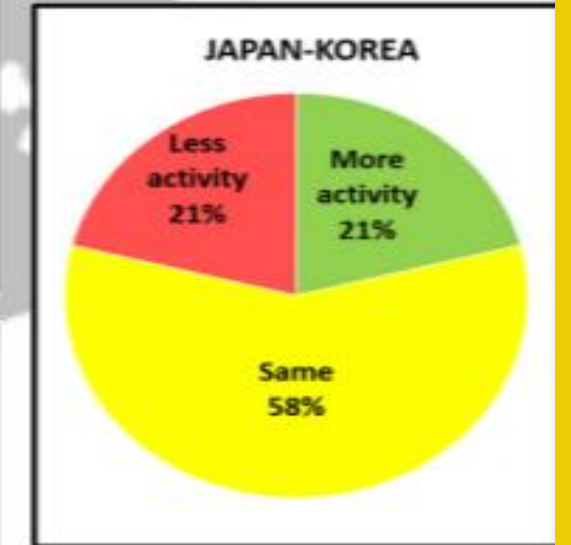
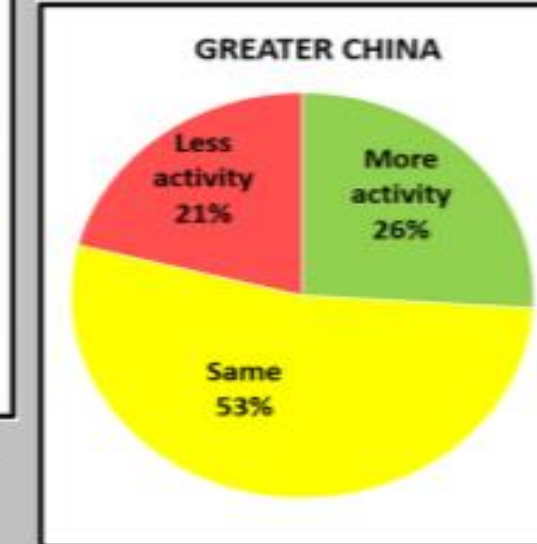
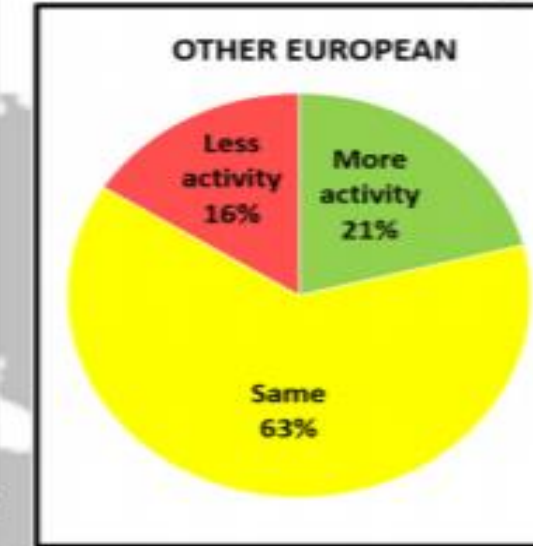
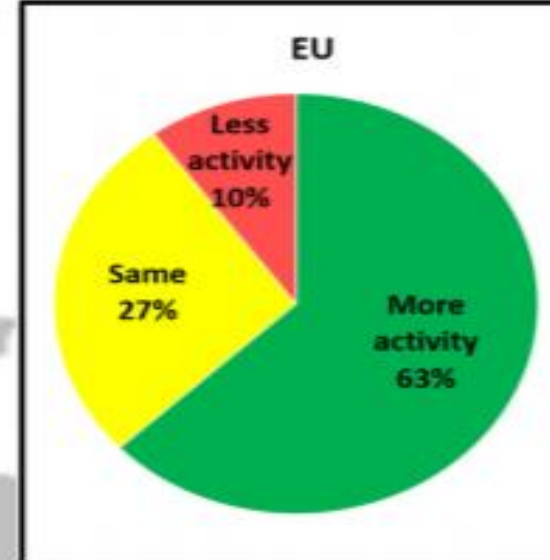
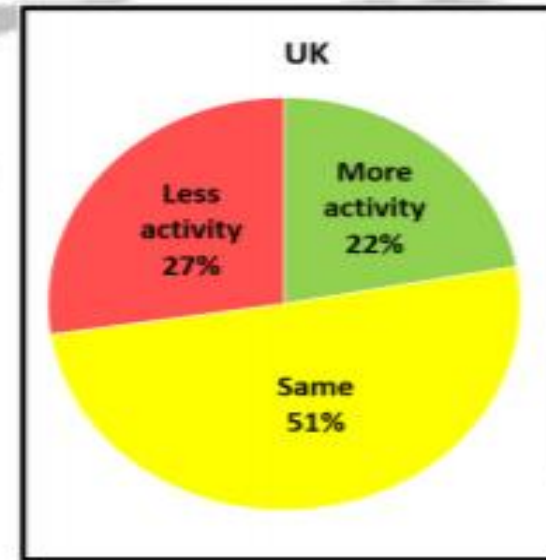
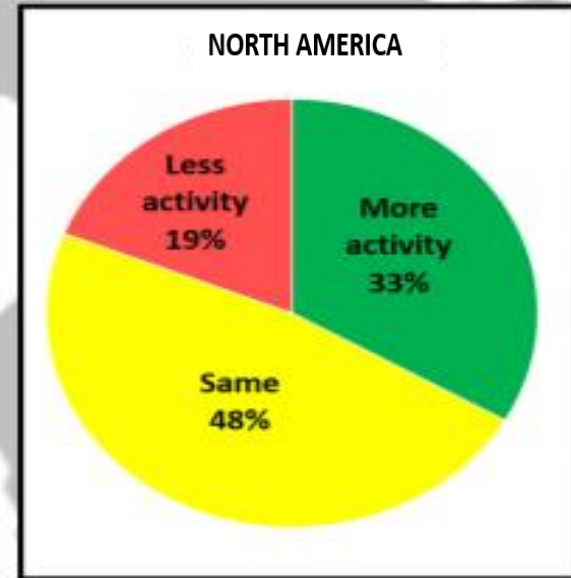
II. Export Recovery Plan

Strong increase of activities in the digital and sustainable development sector

Has your organisation increased or reduced its activities in the following sectors?



Has the crisis increased or decreased your activities in the following geographical areas?



 **INCREASE**

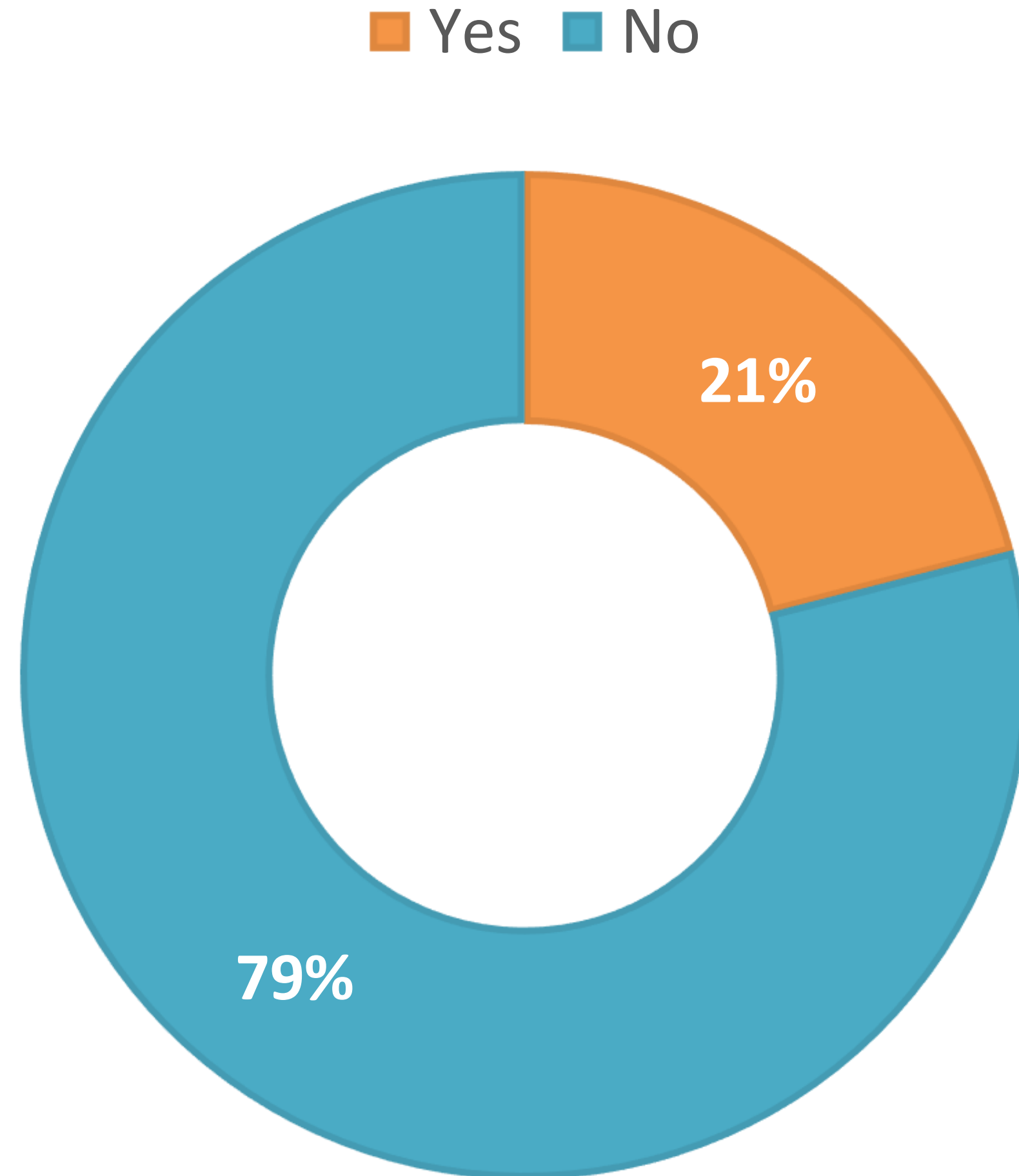
 **UNCHANGED**

 **DECREASE**

III. European supply chain initiative

The majority are not involved in a process of relocating (part of) the supply chain back to Europe

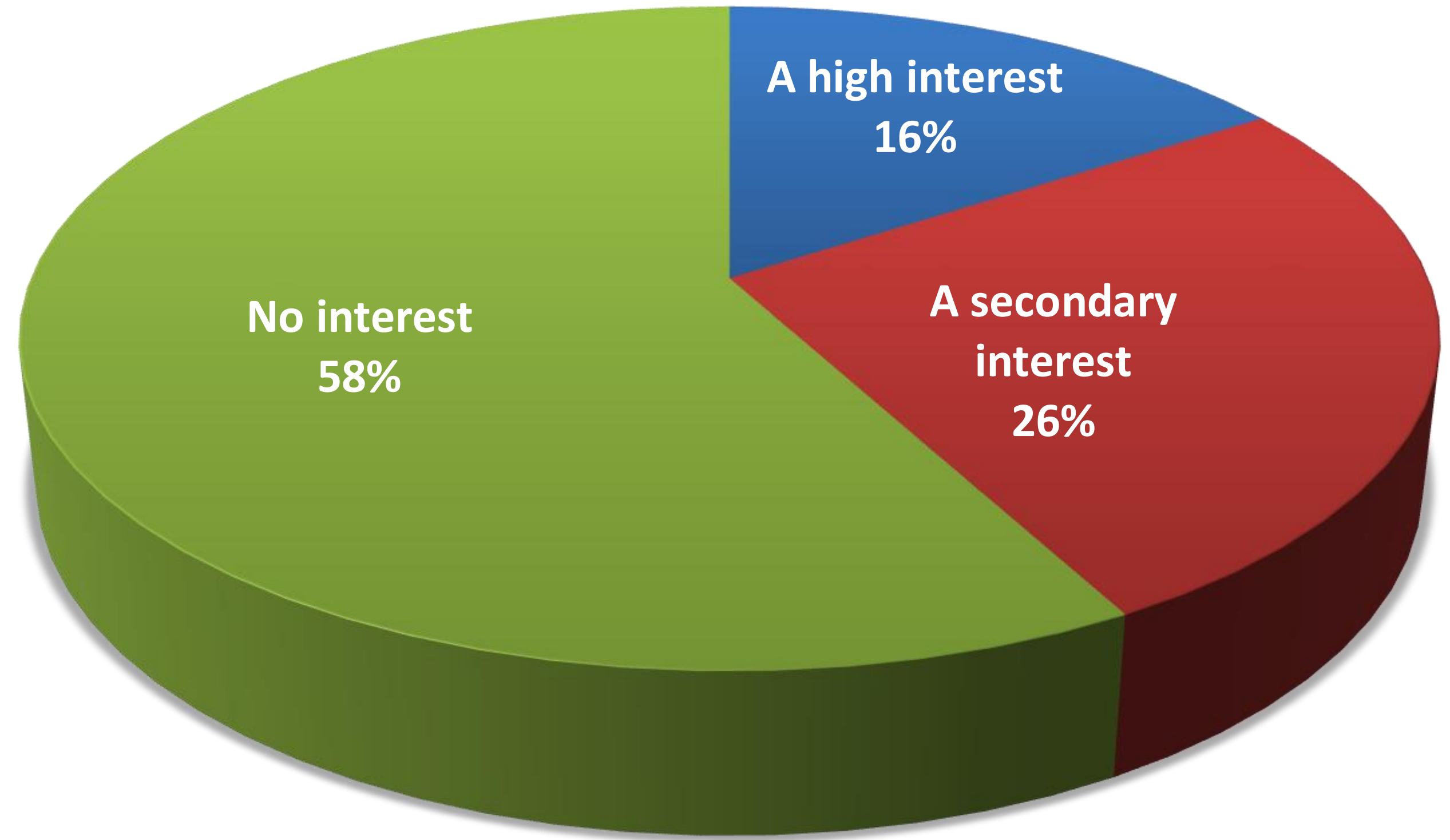
Have you dealt with relocation/reshoring of (part of) the supply chain back to Europe?



III. European supply chain initiative

No interest in participating in a European supply chain for a majority of organisations

Does your organisation have an interest in participating in a European supply chain?

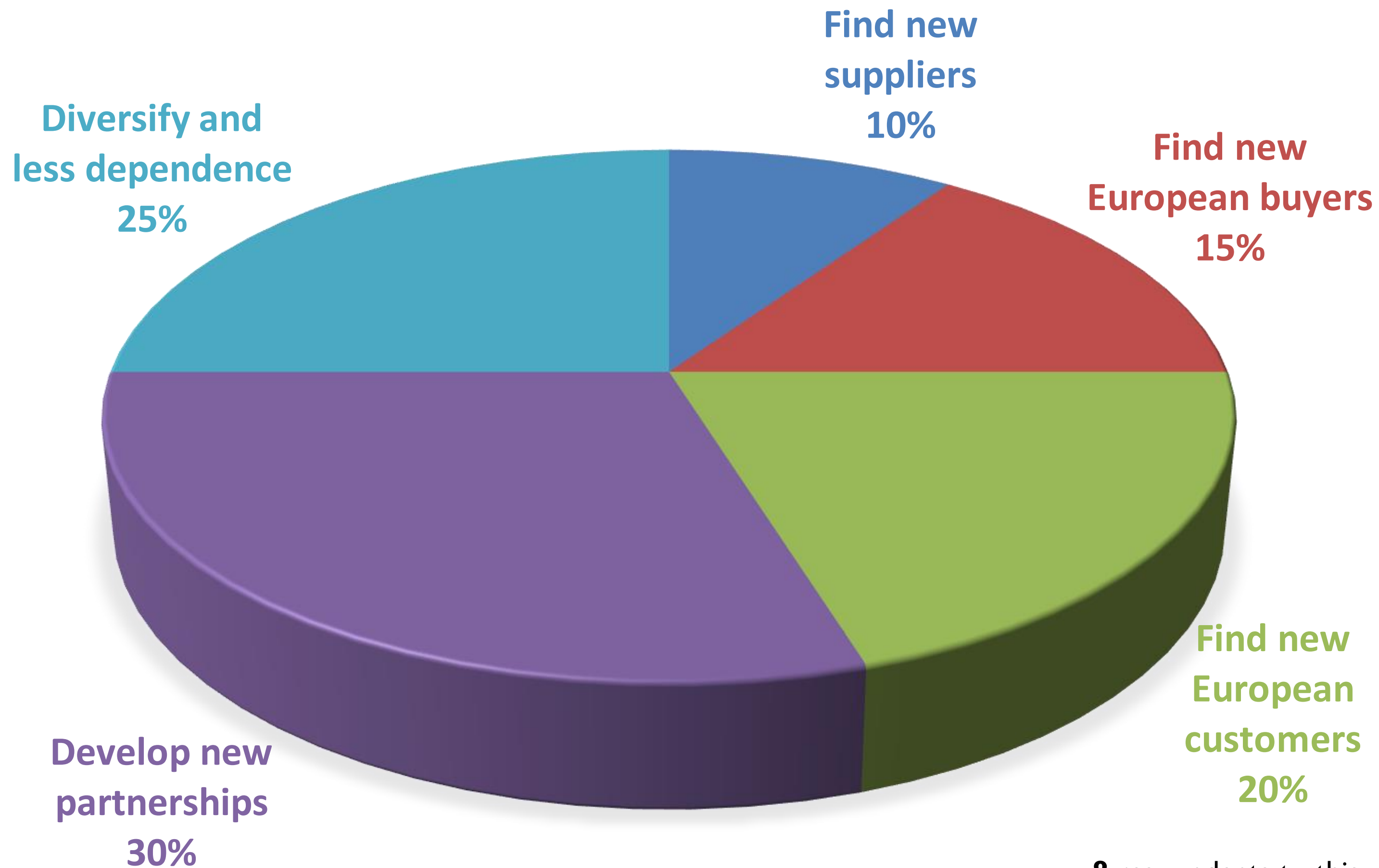


■ A high interest ■ A secondary interest ■ No interest

III. European supply chain initiative

Many different actions of interest in the framework of the European supply chain

If your organisation is interested in the European supply chain, what are your priority actions?



8 respondents to this question

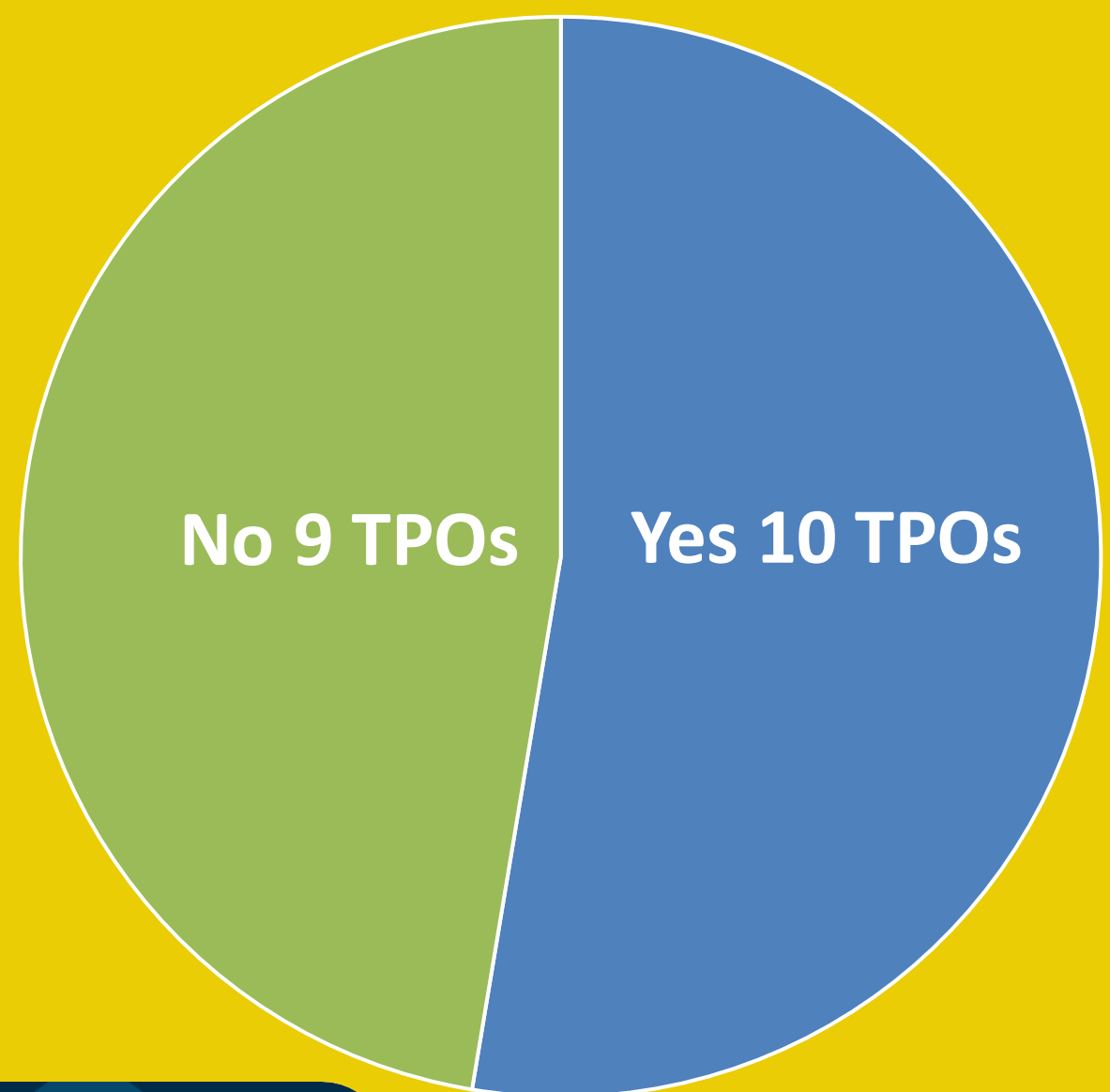
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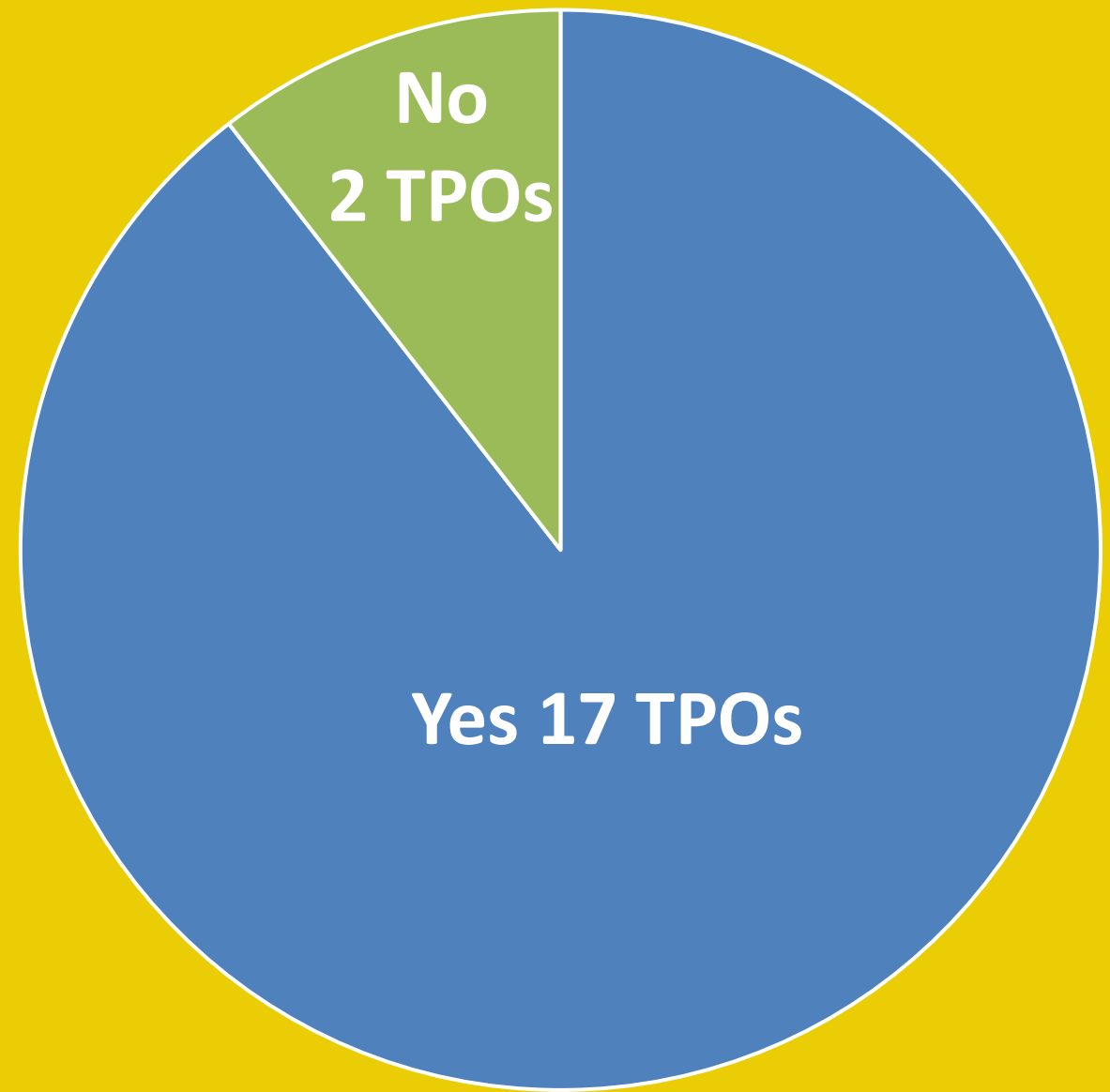
III. European supply chain initiative

New European Supply Chain

Interest in sourcing more products in the EU rather than in third countries



Interest in a European platform to bring European exporters and European importers and distributors together



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Thank you!



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