

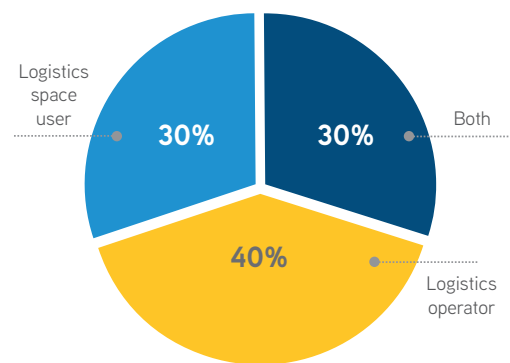
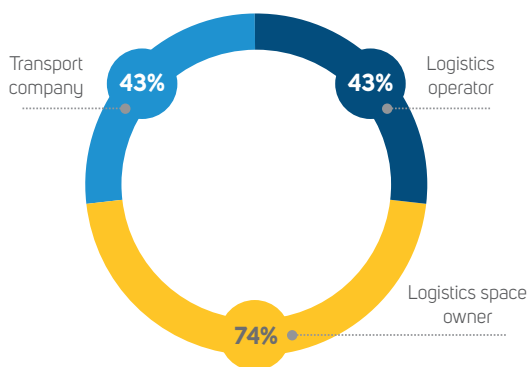
COVID-19 | SURVEY

How does COVID-19 affect the logistics sector in Bulgaria?



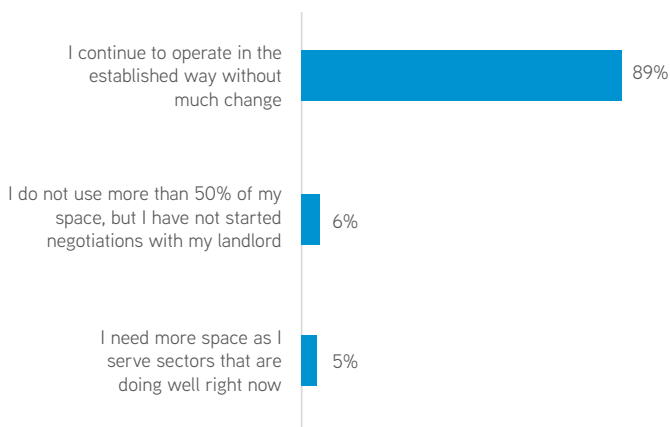
During the period 27.03 – 31.03.2020 Colliers conducted telephone interviews with some of the biggest logistics companies.

What is your company business focus?



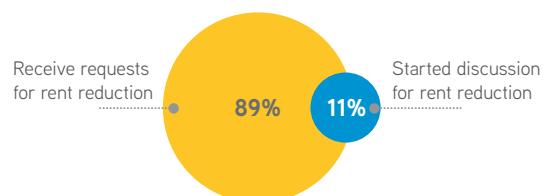
The majority of logistics space users (89%) continue to operate in the established way, only 6% indicate that they do not use more than 50% of their space; 5% will need to rent more as they serve sectors that are currently performing well.

If you are a logistics space user, how does the health crisis affect your need for warehouse space in the short term (next 3 months)?



89% of landlords have received requests for rent reductions, but have not yet responded to them. 11% started discussions for rent reductions.

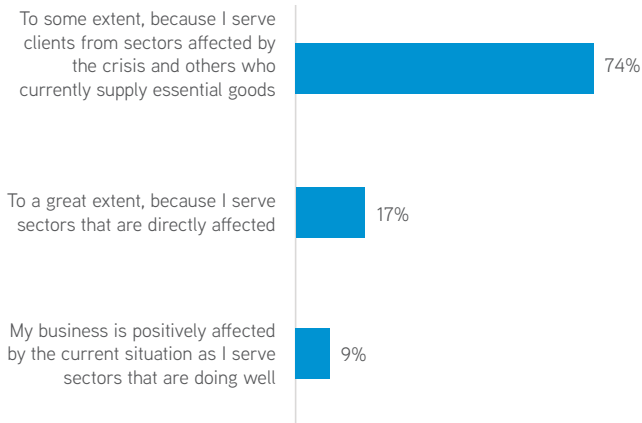
If you are a lessor of logistics space, how does the health crisis affect your operated warehouse space in the short term (next 3 months)?



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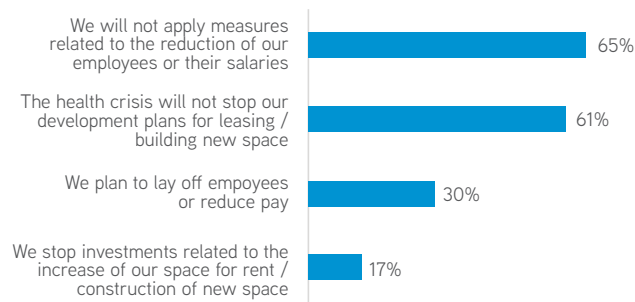
The logistics sector is affected to varying degrees, depending on the type of companies it serves. 74% of the participants share that the health crisis has somewhat negatively impacted their businesses, as they service both sectors that supply essential goods and others, affected by the crisis. 9% experience a positive effect on their activity, and the remaining 17% say that the crisis is hurting their operations.

To what extent is your business negatively affected by the health crisis?



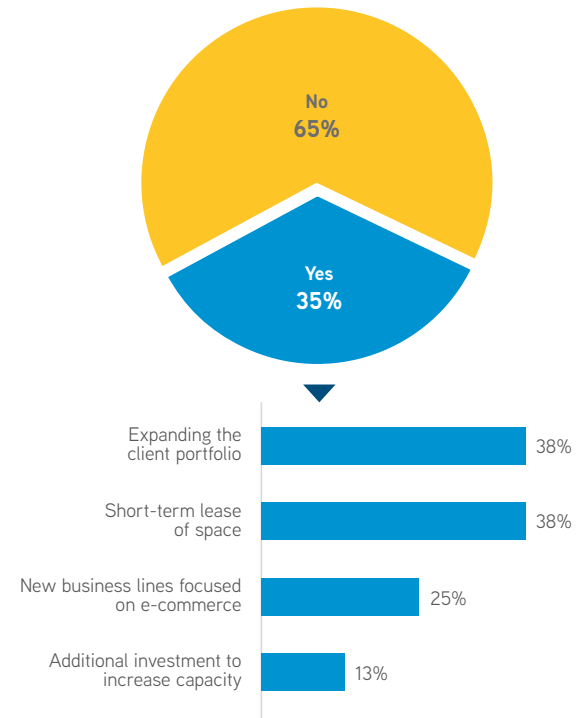
65% of the surveyed companies do not intend to lay off employees or reduce salaries, and 61% will continue their plans to develop and build new facilities.

How is the health crisis affecting your company development?



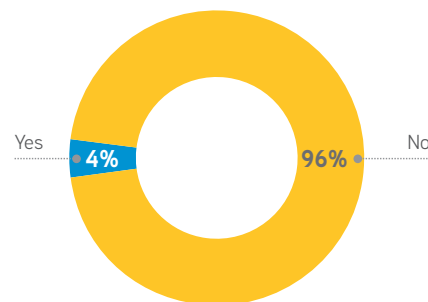
Additional measures to maintain or expand the business will be applied by 35% of the companies. Most of them plan client portfolio expansions and short-term leases of additional space.

Have you considered crisis response measures to support your business / increase your earnings?



Almost all survey participants are adamant that they will not benefit from the measures announced by the government.

Do you plan to take advantage of the measures announced by the government to help business?



FOR MORE INFORMATION

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