

Questionnaire 2 on Impact of COVID-19 on Your Business

 Corporate Name

 (1) Industry/Sector:

(2) How has the following evolved since the re-opening of the economy in the UAE?

(AED '000)	June 2020	September 2020	December 2020 (Forecast)
Cash position			
Accounts receivable			
Accounts payable			
Inventory			
Operating Costs			
Finance Costs			
Alternate source of revenue			
Revised credit terms with suppliers and buyers			

(3) Please provide a breakdown of the impact on your workforce as per the below table:

Total Workforce as of December 2019	Layoffs as of September 2020	Additions as of September 2020	New Total Workforce

(4) Have any previously cancelled major contracts or orders been reinstated?

 Yes No Not Applicable (i.e. no major contracts or orders were cancelled because of COVID)

If yes, please provide further details (minimum information required: name of the customer and value of the contract)

(5) If your answer to Question (4) was "No" or "Not Applicable", please skip this question and go directly to Question (6). Have you managed to source new deals / business to replace previous cancelled orders?

 Yes No

If yes, please provide further details (minimum information required: name of the customer and value of the contract)

(6) Compared to the initially expected strategy and action plan put in place in early 2020 to manage the impact of COVID-19, what has actually been done to bring operations back to normal?

Action Plan	Executed/ Not executed	Outcome	If not executed, please provide details

- (7) How has the structure of your expenses (fixed vs variable) evolved in 2020 to compensate for revenues contraction? Please provide a detailed explanation in the box below.

- (8) Is the company considering ceasing operations partially or totally?

Yes No

Please provide additional details (if necessary):

- (9) If the Bank approves continuation of loan deferrals in 2021, do you believe you will be able to recommence payments of loan instalments from July 1st, 2021?

Yes No

- (10) **Financial statement analysis:** Financial information related to 2019 audited financials, September 2020 (in-house) and forecasted full-year 2020 and June 2021:

Particulars (AED '000)	2019	September 2020 (in-house)	December 2020 (Forecast)	June 2021 (Forecast)
Revenue /Turnover				
Gross Profit				
Net Profit				
Operating Expenses (fixed)				
Operating Expenses (variable)				
EBITDA				
Total Assets				
Total Equity				
Short-Term Liabilities				
Long-Term Liabilities				
Bank Debt				
Debt to Equity Ratio				
Receivables				
Inventory				
Working Capital				
Net Operating Cash Flow				

Remarks:

Completed by: _____ Mobile No.: _____

Email ID: _____