

Combois AGM Videoconference 2020

Date: 28.09.20

Situation in Norway / Falkenberg caused by covid-19

Close down 12th. of March

Weakness of NOK – 30 % (also due to oil price drop)

Interest down 1,25 %

Lay-off of all employees in average 50 % in April, May & June

All employees taken back 100% by 01th. of July

Government support due to business slow down

Application for each separate month

Criteria is turnover down more than 30 %

Compensation based on fixed costs

Government support due to taking back employees 100%

Application to come

Turnover and forecast 2020

Forecast – 30-40% under budget

Cost saving : personal costs, travel costs, canteen, rent

3 alternative forecast based on potential turnover (low, med, high)

We might still get some orders with delivery this year (Biesse and Altendorf)

We will loose money 2020

Sales activities

There has been increasing sales activities the last couple of months

We have sold machines from our showroom

Our showroom is now more important due to activities and short delivery time

Video meetings (Teams) with the customers

Customer situation

Most customers has been busy

Building industry has so far not slowed down

May it will come due to less new projects started

Suppliers situation

Biesse has been the best for us – delivery time still 2020

Weinig – we have sold our first Conturex

Cefla – some “long lasting projects” hopefully to be landed

Altendorf – we focus now on their complete program

Felder Group – has chosen company Tretek as new partner in Norway

General market situation:

“Buyers market” – more competition and more discount / conditions

2021

We have some interesting projects in the pipeline and hope to start 2021 with a good back order log of machines.