

PIB

Nov. 2020



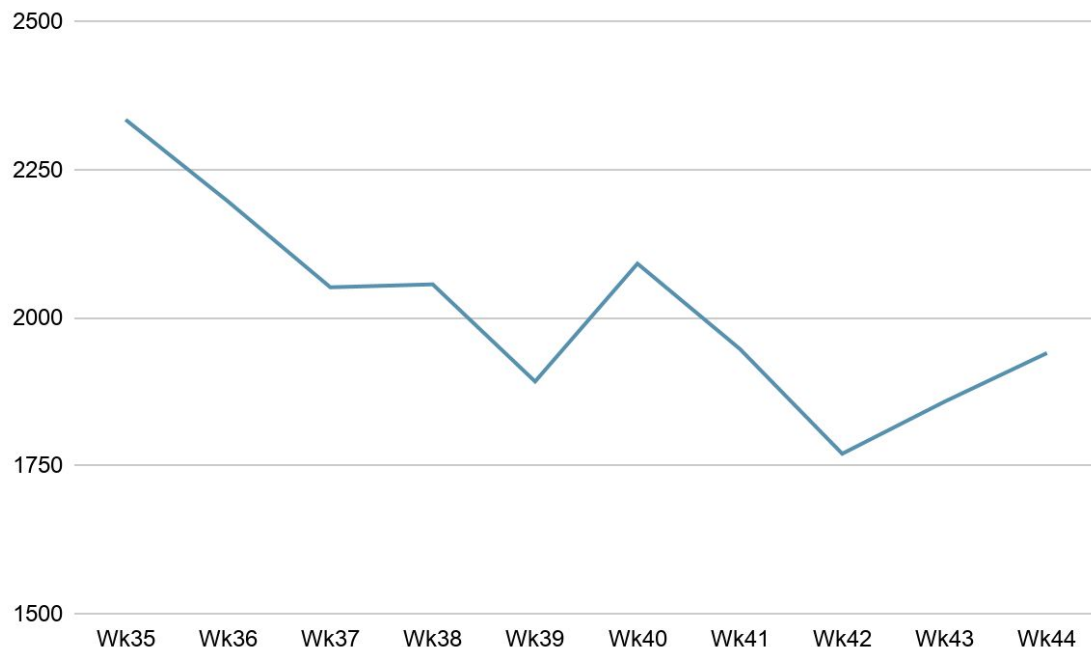
DeCeunynck

Situation in Belgium

- National lockdown for 6 weeks at least
- Schools closed for an extra week
- Most retail shops closed
- Companies can stay opened
- Home working as much as possible
- But, unlike wave 1, Opticiens are allowed to stay opened, with one person at the time

Situation in DC - lenses

Order intake - lenses



Since Wave 2 has started, order intake has been slowly going down.

We see a catch up on the last 2 weeks, as people anticipated the lock down

It is too early to say what will be the order intake in the coming weeks, but our best assumption is between -30 to -50%

Frames

- Most of our sales are done through visits from our reps, but also linked with the volume in store
- It is very unclear as to what is going to happen now:
 - Will ECP accept visits from reps?
 - Will the volume in store be high enough?
 - Will the ECP want to reduce their stock?
- Best estimation during lockdown: -70%

Instruments

- Instrument sales are very linked to the confidence of the ECP to invest
- During CoVID, ECP are scared to invest, and it has already impacted quite a lot our sales (-45% vs Last Year)
- Best estimation during lockdown: -60%

What will happen in DC in coming weeks?



- Until the end of the week: no change in staffing, but as usual, let's maximize home working when possible
- During this week, we will assess the situation on the market
- Depending on the outcome, we will adjust the CoViD unemployment
- But it will likely not go as far as first wave
- As explained earlier, we can expect more impact on frames and instruments vs lenses
- We will also make sure that we rotate the teams as much as possible to avoid having people "unemployed" for too long
- Next step: we will communicate on Friday, and keep everyone updated weekly during the lockdown

Please share your questions in the chat

- I cannot go to work because of school closure, what should I do?
- I need to come to work, do I need an authorization?
- What is the impact on our holidays?
- Do we keep the evening shift?
- If we activate unemployment, will DC compensate?
- Can Sales reps keep visiting stores?
- Can technicians do maintenance visits / new installations?