

# Sector monitoring 2021

## Automotive industry in Saxony



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### Summary

The automotive industry is stabilizing further. Sales are currently still below the previous year's level, but a recovery is expected. Pre-Corona level not before 2022.

The use of short-time work drops. Payment terms are met to 75%. Still 31% of the companies expect liquidity bottlenecks.

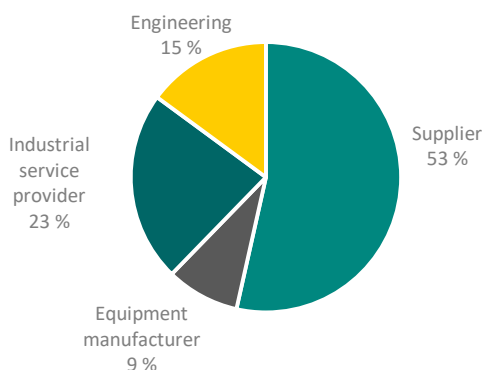
It is positive that 55% of the companies have already received orders in electromobility, 43% expect sales growth from this. The problem remains the staff, only half of the companies can fill vacancies. 80% want home office regulations to be drawn up in the company, not by law.

The Emissions Trading Act leads to a direct increase in costs for 66% of companies and thus worsens competitiveness.

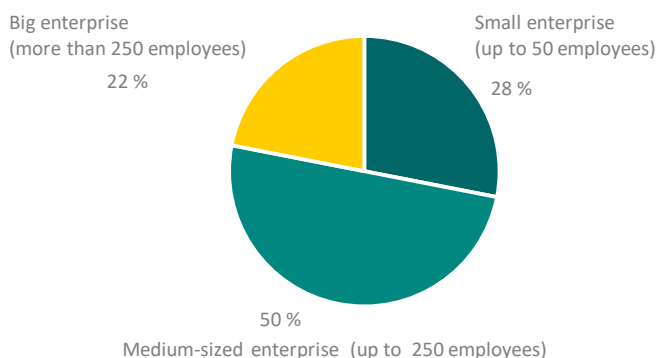
### The survey

From February 8 to 19, 2021, the AMZ team again addressed to companies in the automotive industry in Saxony. 114 suppliers, equipment manufacturers, industrial and engineering service providers replied. We would like to say thank you very much for this representative response rate.

In which areas of automotive industry is your company active?

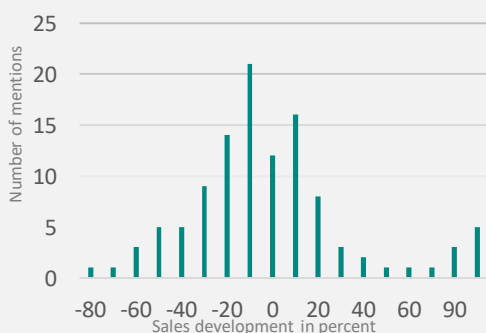


What is the size of your company?

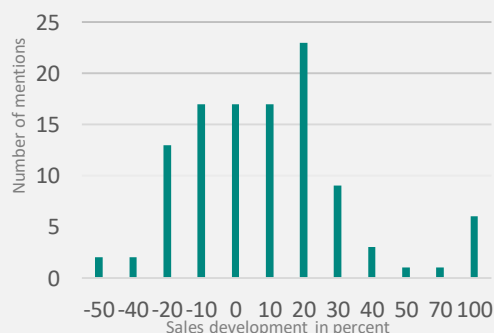


## 1. Sales development

How is your sales development in January and February 2021?



Which sales development do you expect in 2021?



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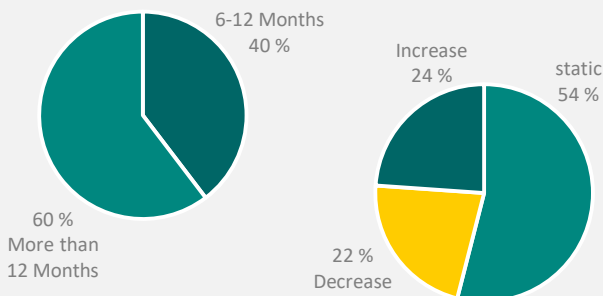
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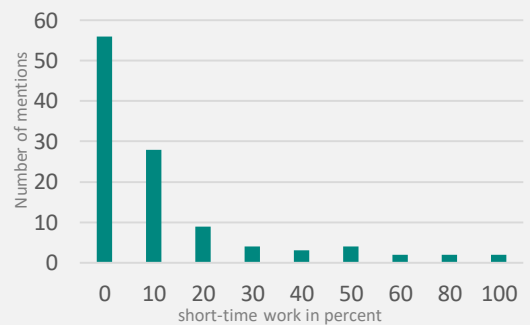
### 2. Employment

When do you expect production at pre-crisis levels again?



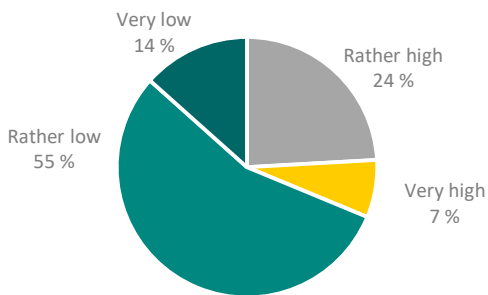
What are your expectations for the employment trend in 2021?

To what extent is short-time working still being used?

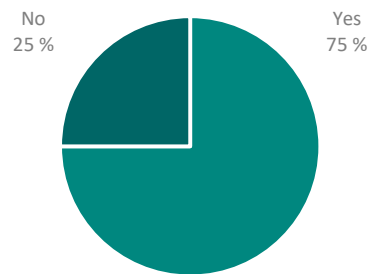


### 3. Liquidity

Do you see liquidity risks coming your way in 2021? How high do you rate the risk?

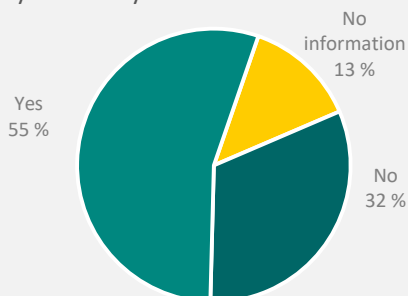


Are the payment terms agreed with your customers being met?

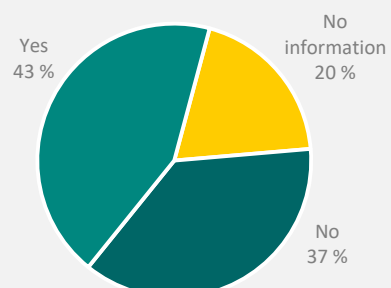


### 4. E-Mobility

The trend reversal towards electromobility has started. Do you already have orders for electric vehicles?



Do you expect a further increase in sales in this area in 2021?



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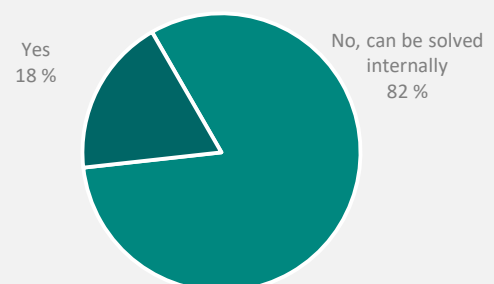


### 5. Human resources

Can all vacancies in your company be filled today?

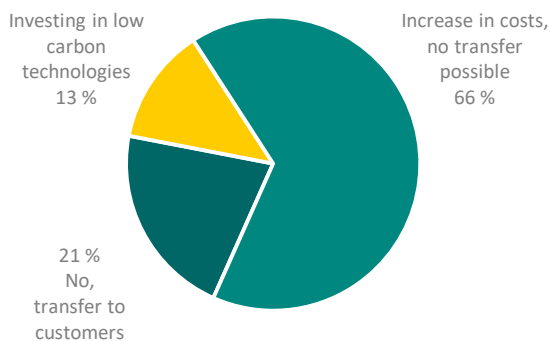


Home office regulation: Are legal regulations helpful from the supplier industry's point of view?

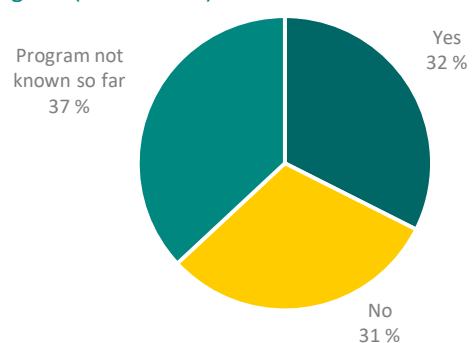


### 6. Current legislative proposals

Emissions Trading Act: What are the effects of the new CO2 pricing for you?



Are you planning to become active with R&D programs in the federal government's economic stimulus program (Section 35c)?



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