



International Survey on the Commercial Agent #COVID19



IUCAB

We Speak the International
Language of Sales

cgac.

Consejo General de
Colegios de Agentes
Comerciales de España

Spring 2021

Objective

- 1** **To demand from each Government those measures of other Governments** that we have considered more efficient and effective in the current situation.
 - 2** **To demand that the European Union put real measures on the table to support member countries** and their self-employed and companies in this situation, probably the strangest and most complicated in recent decades.
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Results

-20 to 80%

In quantitative terms, how many losses do you estimate that the commercial agents of your country will suffer due to this crisis?

over 60%

How many commercial agents do you estimate will be negatively affected?

What CONSEQUENCES is this health and economic crisis having for the Commercial Agents in your country?

Loss of customers, delivery problems, loss of business.

Depends on the sector (health, food and beverage, online formation or furniture have had no affection or not much for the rest high affection)

Very much reduced commissions in almost all sectors; time-lag in payment of the commissions due to lockdowns. **Financial difficulties** with customers and principals; cancelation of agreement .

What CONSEQUENCES is this health and economic crisis having for the Commercial Agents in your country?

Some of the agents have **difficulty to visit clients**, to take orders. They have **problem to be paid** by principal. Some of them have **breach of contract** with difficulties to obtain the compensation or without compensation.

Reduction of visits of customers (91%), customers rejecting goods due to financial consequences, use of technical communication (76,9%), stock increase (7,4%), Employees working remotely (24,1%), leave of absence of employees (18,8%)

What CONSEQUENCES is this health and economic crisis having for the Commercial Agents in your country?

Substantial commission losses - partly delayed, as commission is only due upon execution of the transaction; new orders with customers cannot be arranged

Above all, a large drop in sales, **especially in certain industries** such as fashion.

Severe but much **depending on branche and product**

What CONSEQUENCES is this health and economic crisis having for the Commercial Agents in your country?

Depends on which sector they are in. Agents serving the **retail sector, restaurants etc. are hit quite hard.**

Significant drop in commissions.

Companies are closing down, agent's fee declines, no regular payments, cut on benefits, lower order-transport problems effect turnover and consequently agent's fee, cancelations of contracts.

What SUPPORT measures for Commercial Agents has your organisation DEMANDED from your Government?

Deferral of taxes, guarantees, wage subsidies, direct subsidies and extension of the observation periods for sales declines until mid-2021, pre-tax deduction and tax reductions relating to cars,

relaxation of travel restrictions for customer visits in neighboring countries, financial support for agents indirectly affected by closed customers during the lockdown, etc.

What SUPPORT measures for Commercial Agents has your organisation DEMANDED from your Government?

Loans & Grants for self employed & SME Ltd Companies

One month's salary support up to 2000€

Payment deadlines, special aid, maintenance of employment

After our intervention, the Government expanded the basis and the way of calculating the **aid**.

Emergency aid - non-repayable grants; subsidised long-term loans with State guarantees;

What support measures for Commercial Agents has your organisation DEMANDED from your Government?

Time extension of financial assistance measures, particularly because agents get their commission with a delay.

Many agents do not have high fixed costs, so that in many cases they are not entitled to support programs which reimburse fixed costs only

The restart support should be raised from 5.000 up to 8.400 Euros minimum

We have sent out a press release urging the agent and the distributor's important role.

What SUPPORT measures for Commercial Agents has your organisation DEMANDED from your Government?

An extraordinary benefit for cessation of activity.

The establishment of loans and public guarantee lines to open the tap of financial liquidity for the self-employed

Suspension or moratorium on taxes and Seguridad Social quotas for the self-employed affected.

What SUPPORT measures has your Government APPROVED for the Commercial Agents affected by this situation?

Deferral of taxes, guarantees, direct subsidies and the extension of the observation periods for sales declines until mid-2021, fixed cost subsidies until March 2021. -> **None** <-

What SUPPORT measures has your Government APPROVED for the Commercial Agents affected by this situation?

Immediate assistance: self-employed people from all sectors and employing no more than 5 people can claim a one-time grant of up to €9,000 for three months.

KfW **loans** for self-employed or freelancer - if they run into financial difficulties because of the coronavirus crisis: KfW loans to improve the liquidity and cover running costs. Apply for the loan through the own house bank to the KfW.

What SUPPORT measures has your Government APPROVED for the Commercial Agents affected by this situation?

Payment deadlines for social and / or tax payments (URSSAF, direct taxes);

In the most difficult situations difficult, direct tax rebates can be decided in the context of an individualized review of requests

The deferral of rent payments, water, gas and electricity bills for the smallest businesses in difficulty.

Aid of up to 1.500 euros

What SUPPORT measures has your Government APPROVED for the Commercial Agents affected by this situation?

Grants up to 80% of earnings per quarter based on previous year's tax returns. Loans, Payment Holidays on VAT / Tax/ Rates.

Extraordinary benefit for cessation of activity, tax deferral and payment to Social Security and loans.

What SUPPORT measures has your Government APPROVED for the Commercial Agents affected by this situation?

Small One-off contributions. In the months of April: INPS; Maggio: INPS; July: Revenue Agency; November: Revenue Agency. Approximately 1.000€

If they have a decrease in turnover with minimum 30% in certain periods they can get 23.000,- DKK pr month from the government.

What SUPPORT measures has your Government APPROVED for the Commercial Agents affected by this situation?

Basic income, no rent payment for public rental, if rental is private, no support - only postponed payments, tax on salary not to be paid but only if annual turnover is less than 80% vs previous year.

6,3 out of 10

What is your opinion of the support measures approved by your government so far?

4,5 out of 10

What is your opinion about the role that international organizations (EU, WTO, G20) are playing to help the economy?

What **ADDITIONAL SUPPORT**
measures does your
organisation consider
necessary **IN YOUR**
COUNTRY?

More support measures

- We believe that the measures was very strict and need to start loosening up
 - Rental costs and more tailor-made measures for different industries and their conditions help for the next month
 - Contribution/amount proportionate with the actual damage of the specific product sector of each sales agent
 - A plan for reopening the society. The companies basically don't want help. They want to work.
 - Support to companies which have to close their business: restaurants, shops, tourism etc
 - Relief to individuals
 - More help for specific industries. restaurants and stores are a special group that is suffering a lot. And then also agents working in these sectors.
 - Difficult to say because it depends on various branches with different market scopes
 - Extension and increase of the tax loss carryover
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More support measures

- Return of money too long (6 mths and over), administration obstacles, rapid test are not reliable (lot of fake results), all test should be free of charge (trade and public), measures are not supported by analyses and covid-19 experts, loans with no add interests...
 - Simplify the exchange and the business between professionals
 - Support for SME Directors being paid dividends rather than wages as well as on-going support for Self Employed & Employees.
 - Funds to make facilities/ public transport more COVID secure.
 - Measures applied in any EU country, would be ok.
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What **ADDITIONAL SUPPORT**
measures does your
organization consider
necessary
INTERNATIONALLY?

More support measures

- Support of the World Trade
 - Free border traffic must be quickly restored; international supply chains must be re-established, unhindered transport of goods without border controls within the
 - EURental costs and more tailor-made measures for different industries and their conditions
 - Help for the next month
 - Safe traveling
 - In practice its very difficult to make exceptions for certain groups internationally, but you can make a united effort with branche organisations.
 - Simplify the exchange and the business beetwen profesionnals
 - Co-ordinated effort on production of vaccines.
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More support measures

- Contribution/amount proportionate with the actual damage of the specific product sector of each sales agent
 - The main problem off course is to get rid of Covid 19, so EU should do everything they can to support the production of vaccines
 - Free vactinations, free tests, overall agreements on basic returns to enterprenurials (write off rentage cost to all!, basic sallary secured with no cost of taxes on sallary...)
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