



BUSINESS PERFORMANCE SURVEY 2021

Conducted by Malta Chamber Of SMEs



NUMBER OF RESPONDENTS

250



MARGIN OF ERROR

5%



TYPE

Online survey with unique tokens



RESPONDENTS

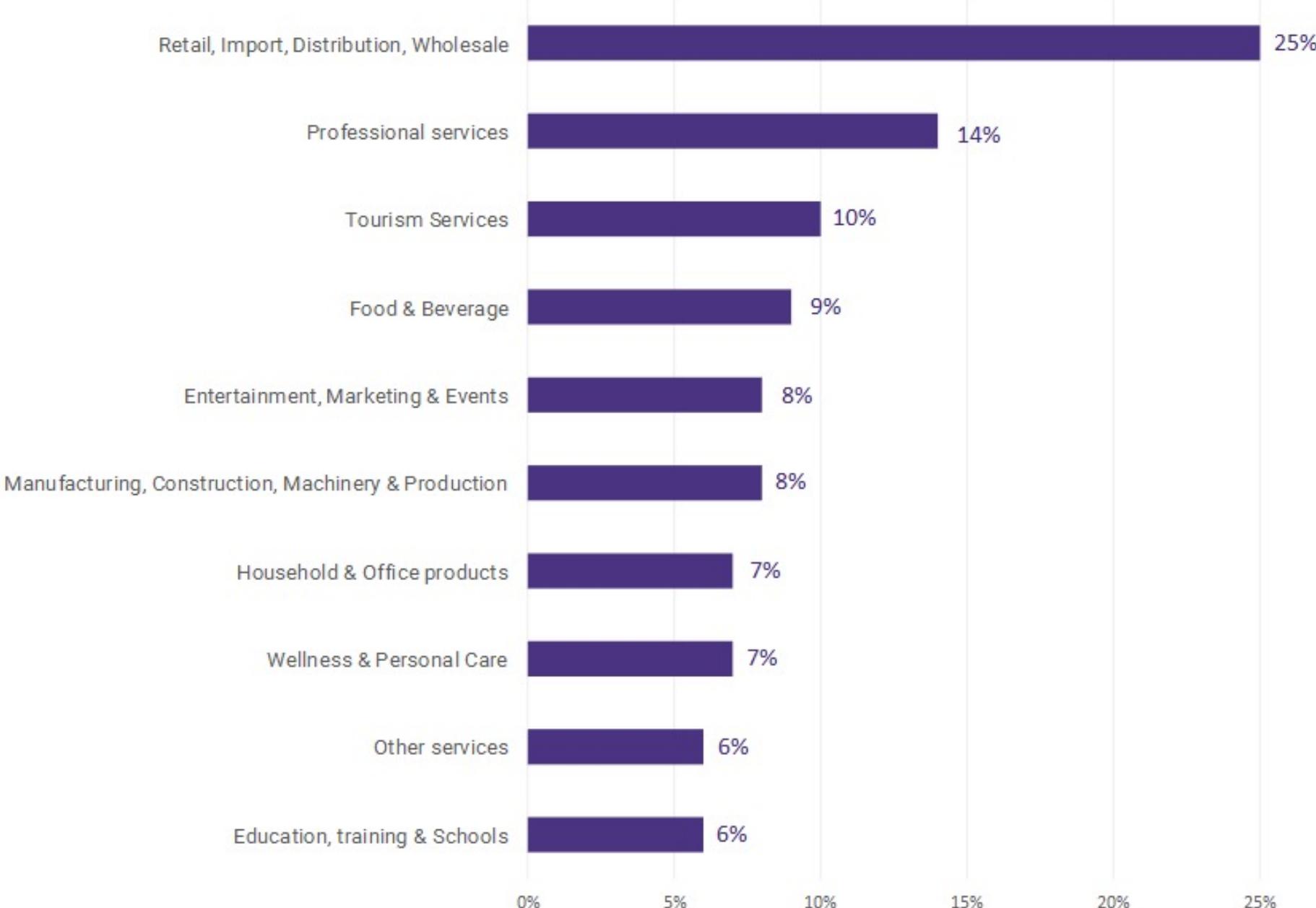
Businesses operating
In Malta



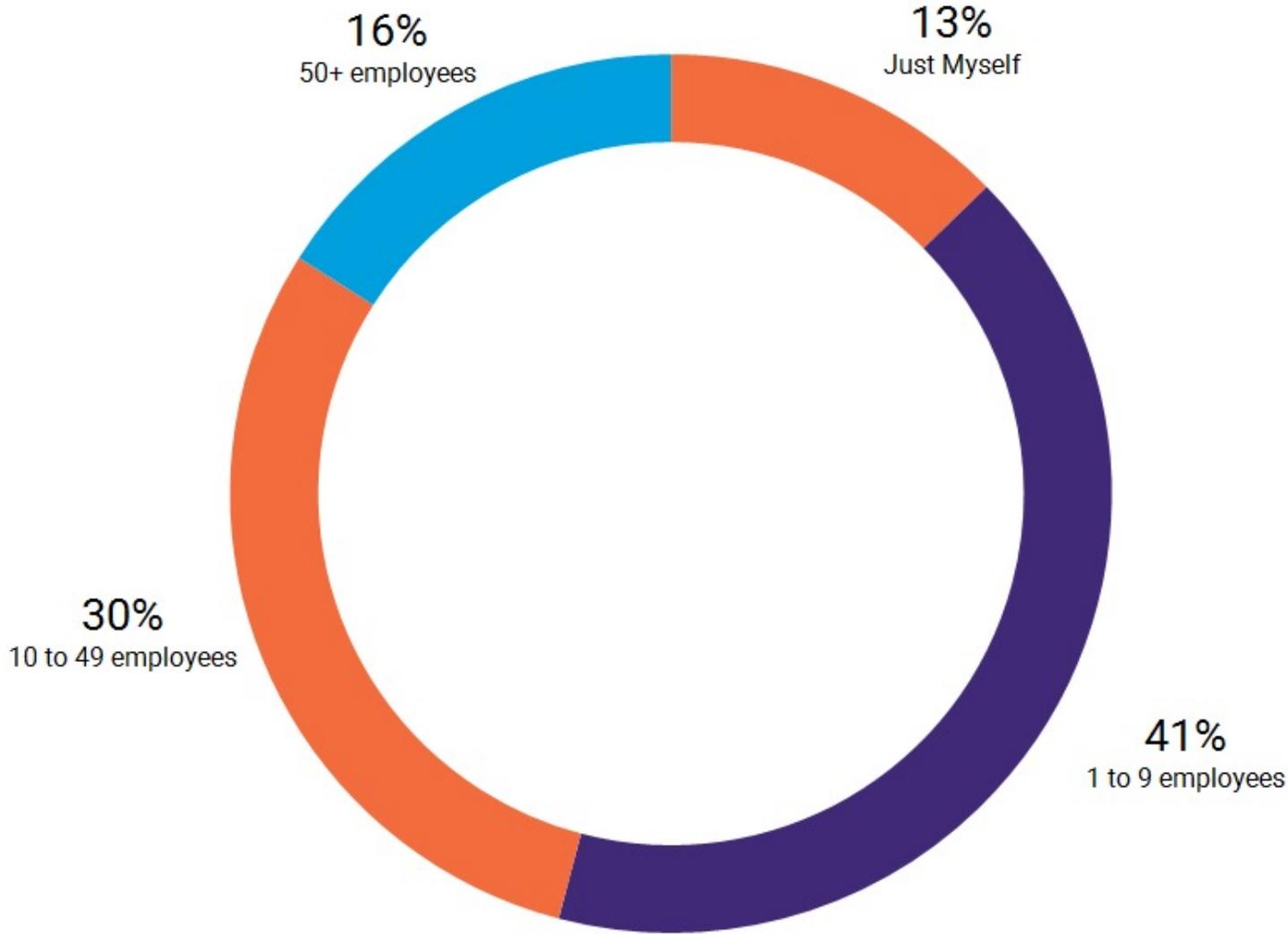
DATE

10th to 27th Jan 2022

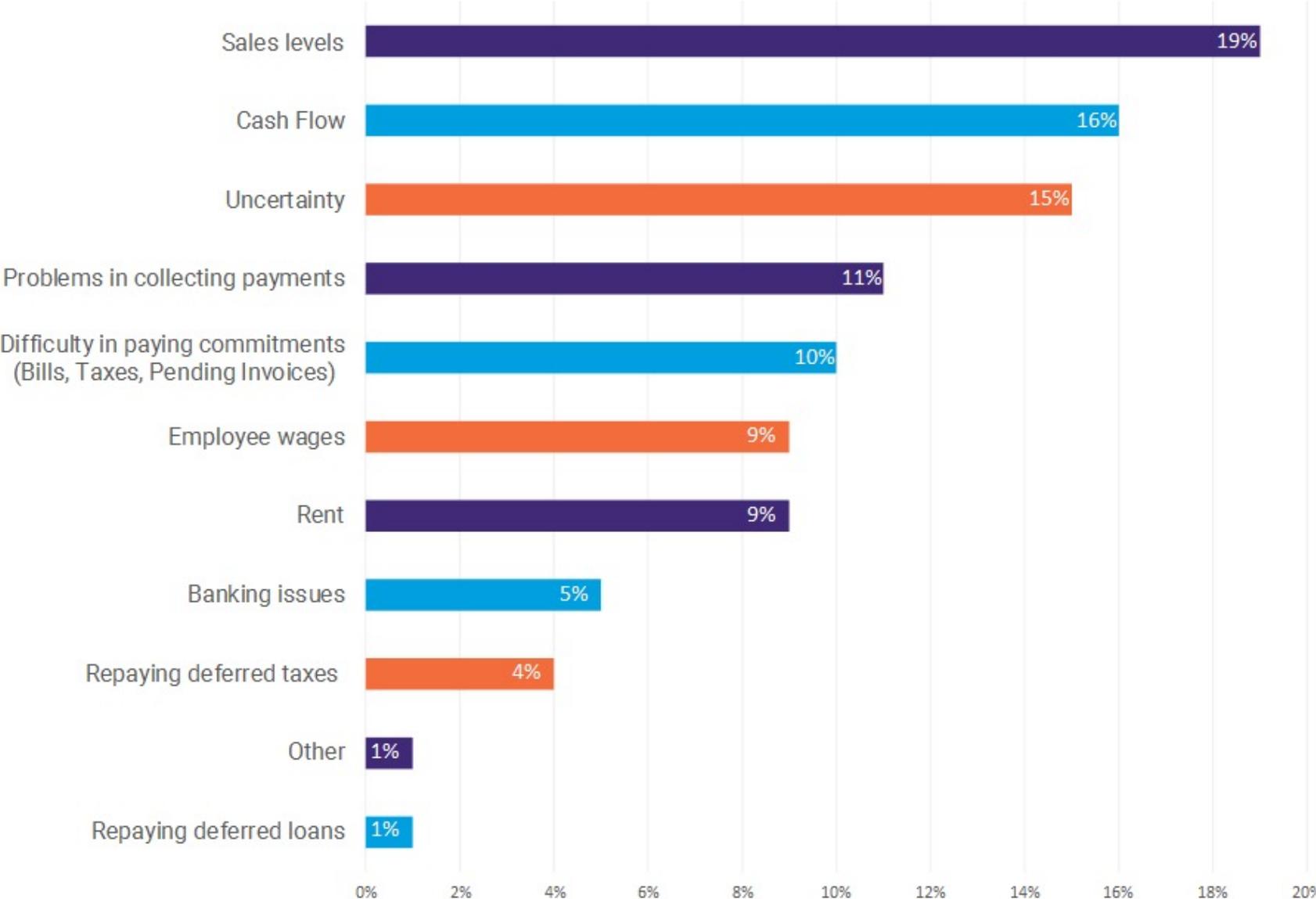
Line of Business



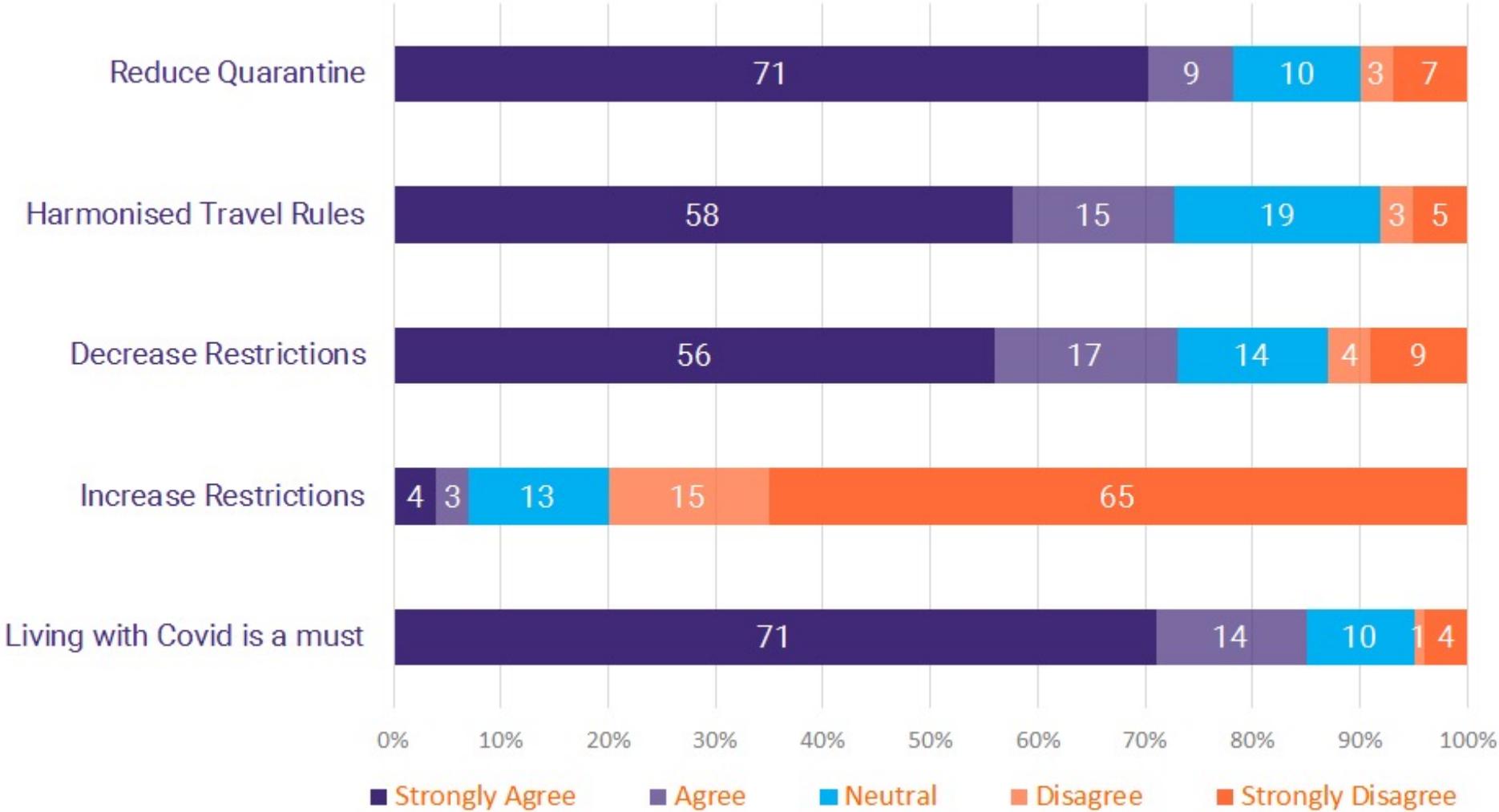
How many people do you employ **other than yourself?**



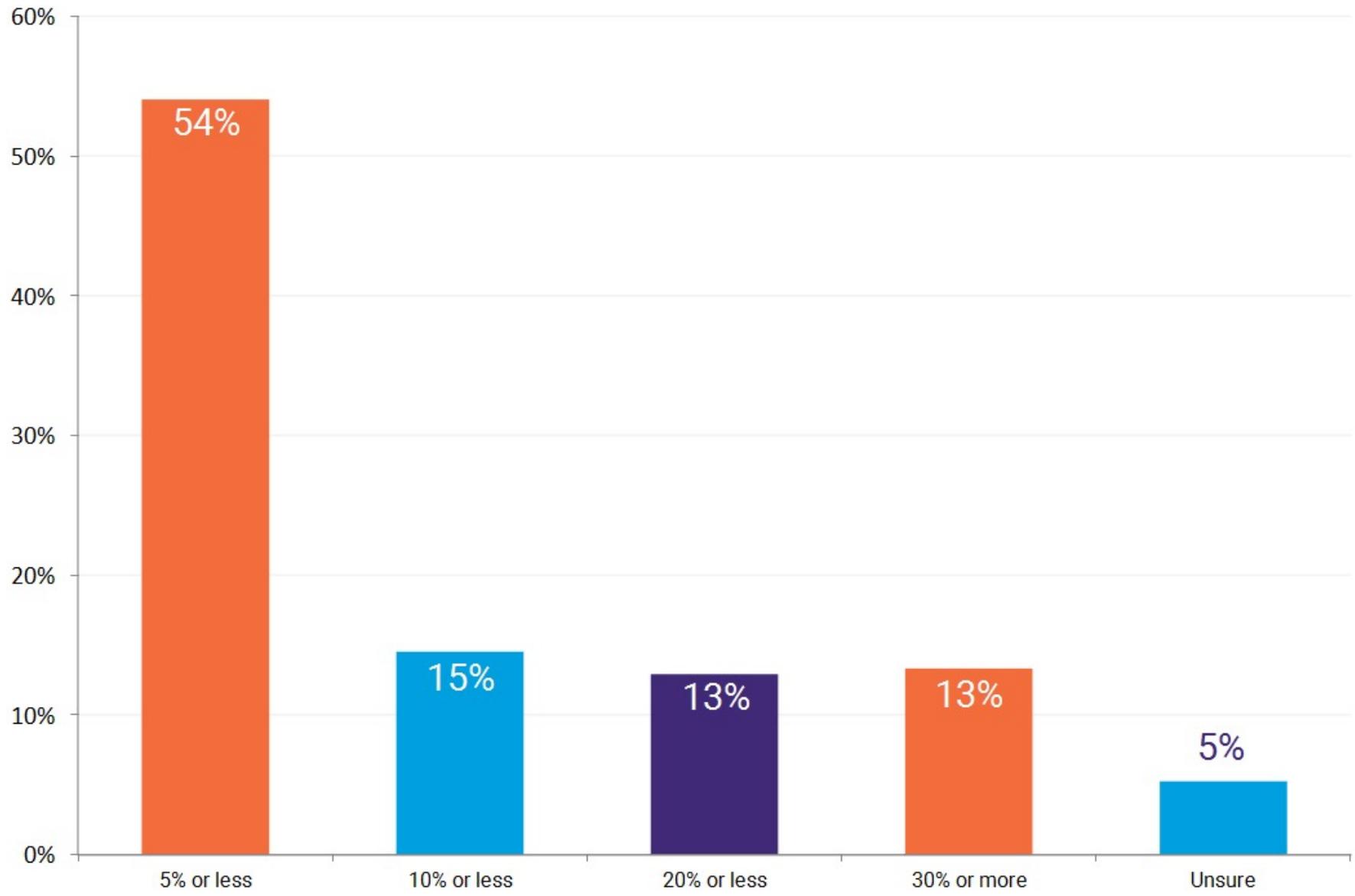
What are your business' biggest concerns in terms of financial constraints?



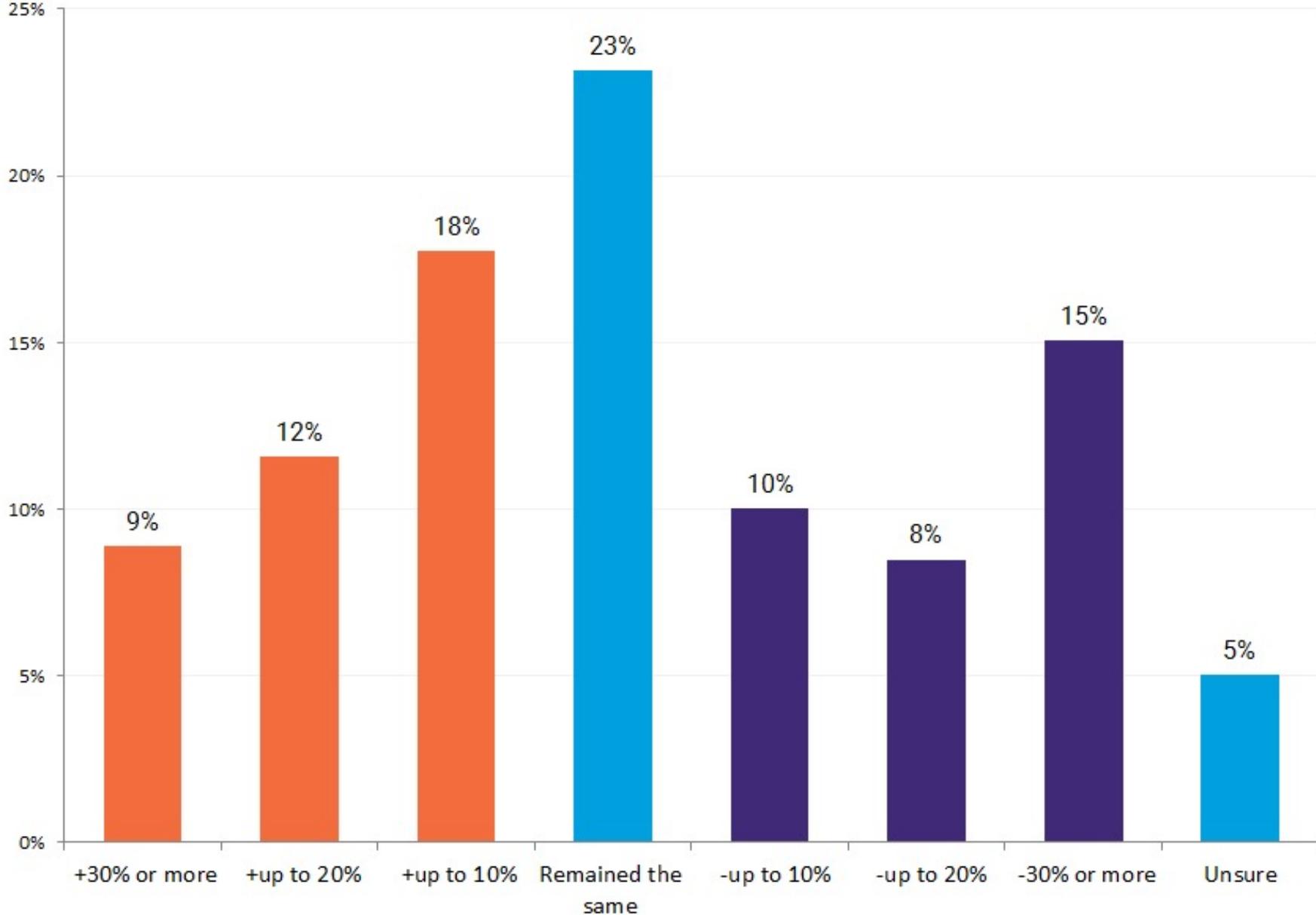
Covid Business Sentiment



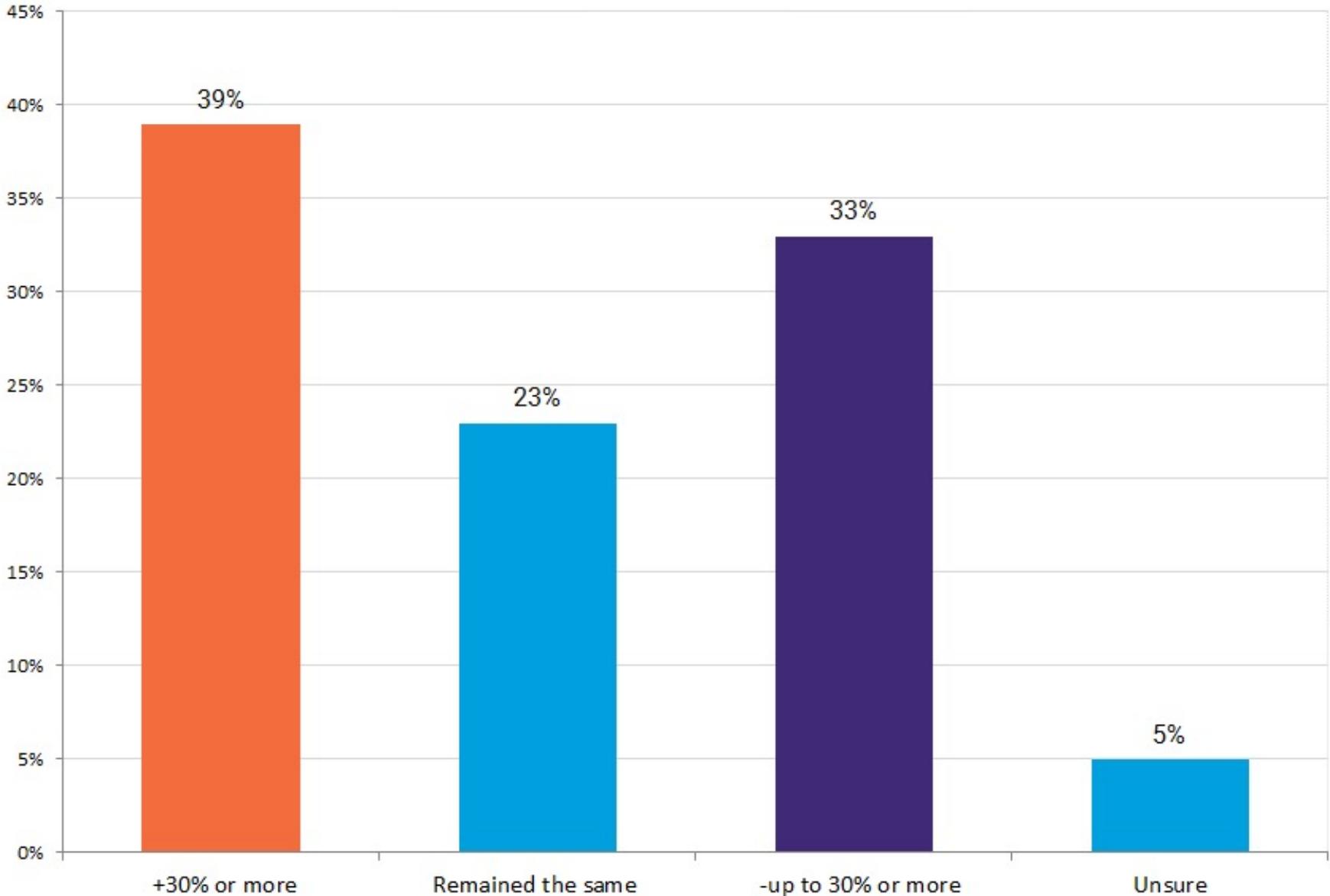
% of employees currently absent from work for quarantine or sick?



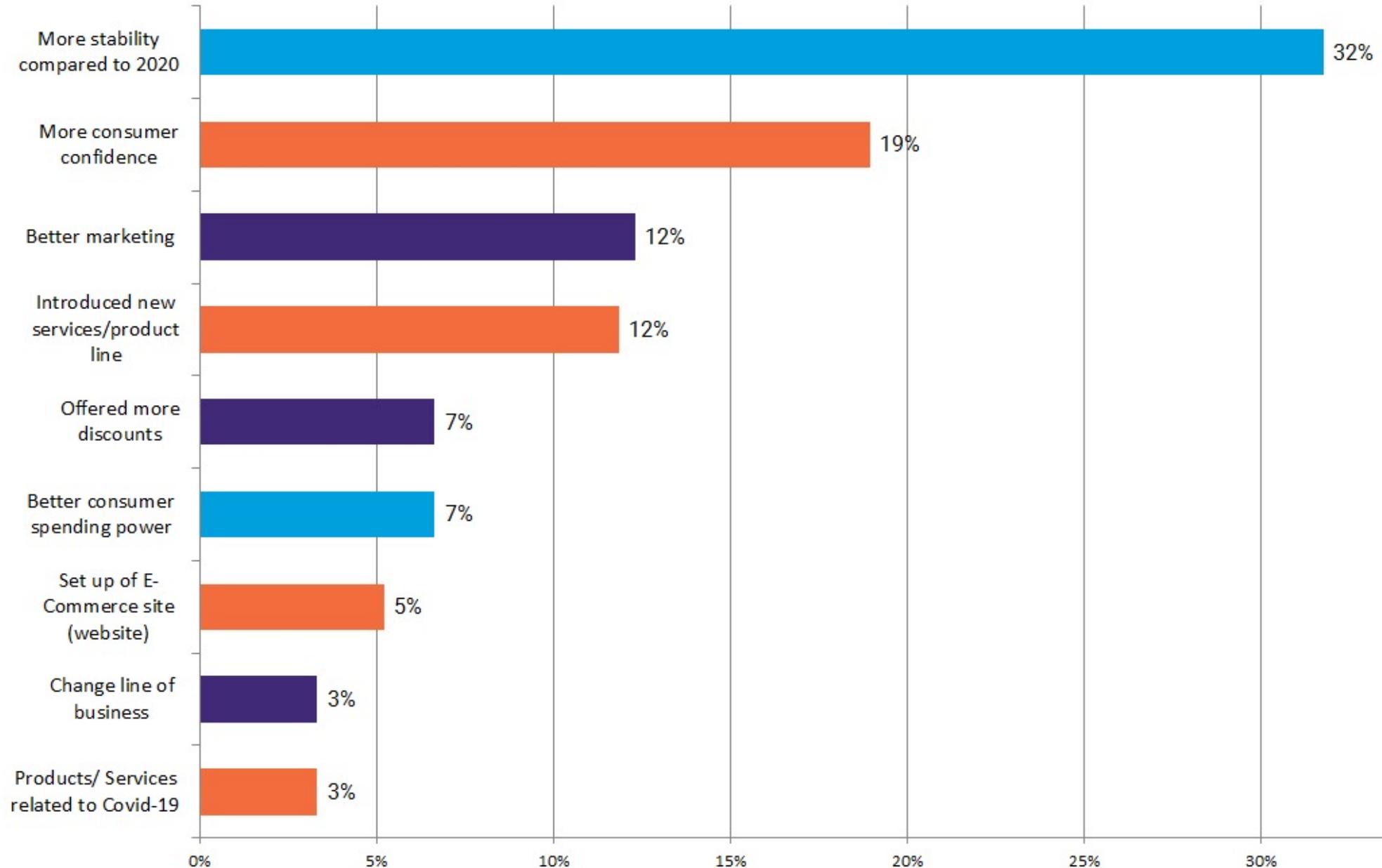
When comparing your turnover to that in the previous year



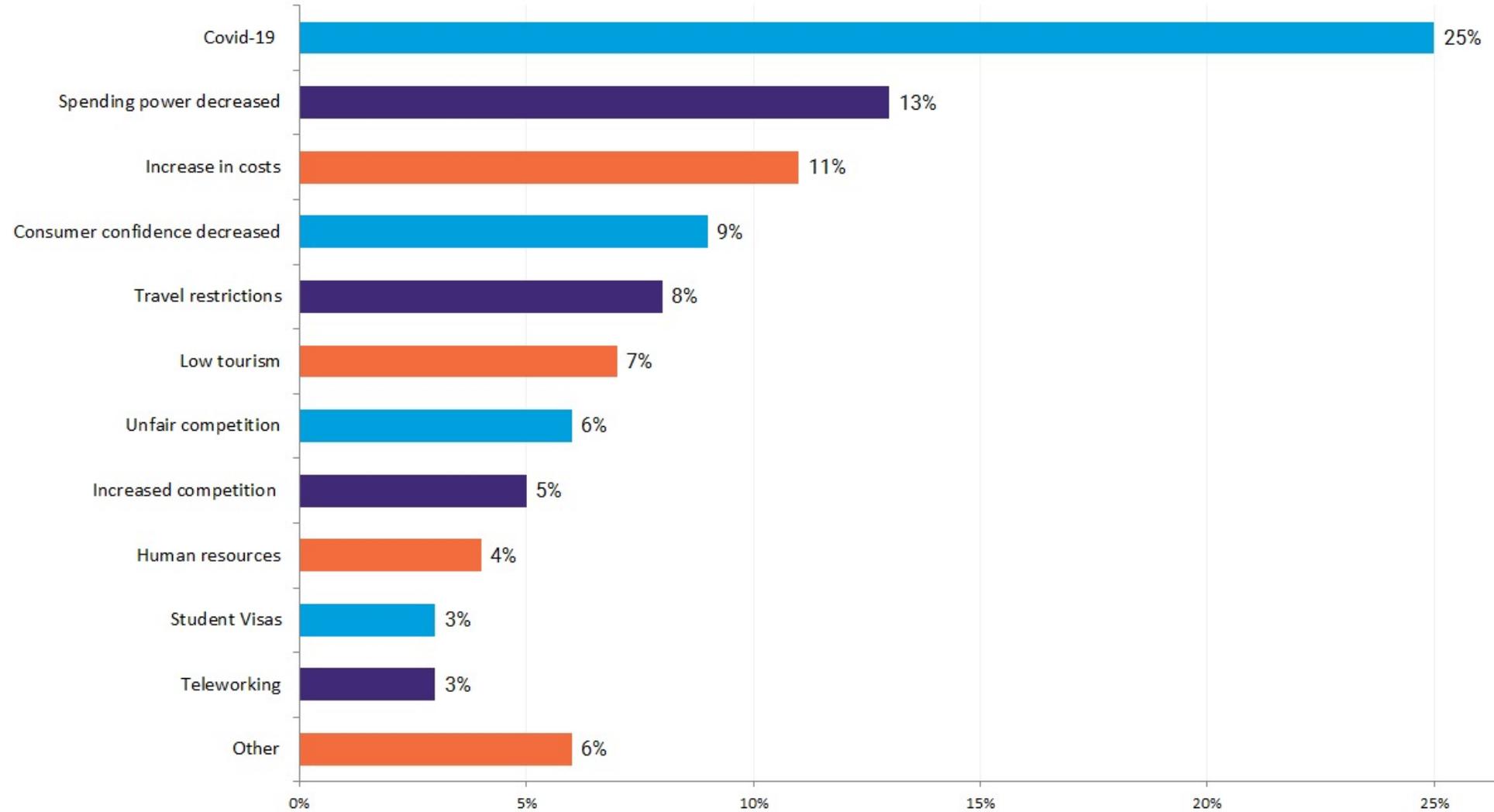
When comparing your turnover to that in the previous year



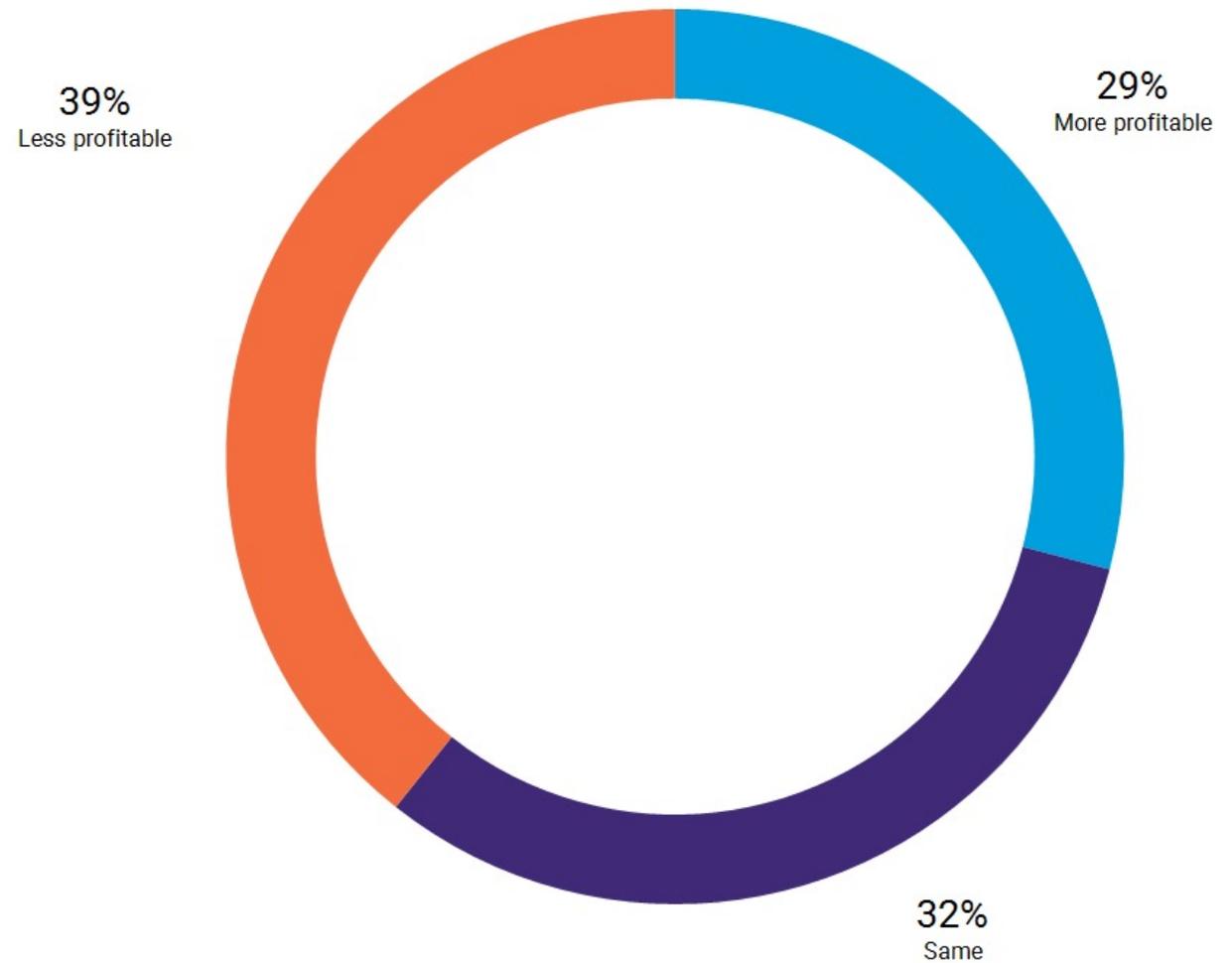
Main reasons that you feel led to an increase in turnover in 2021?



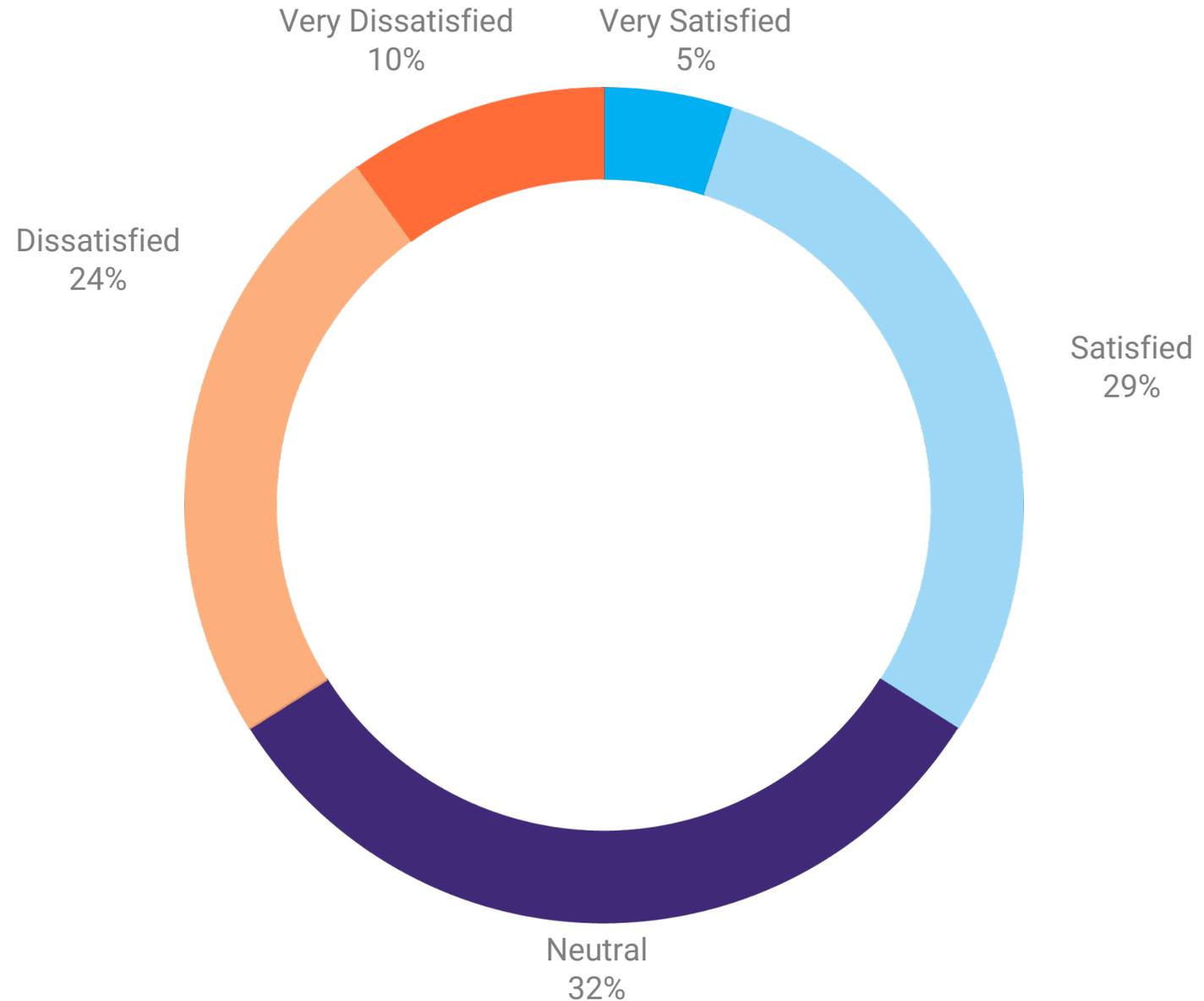
Main reasons that you feel led to a decrease in turnover in 2021?



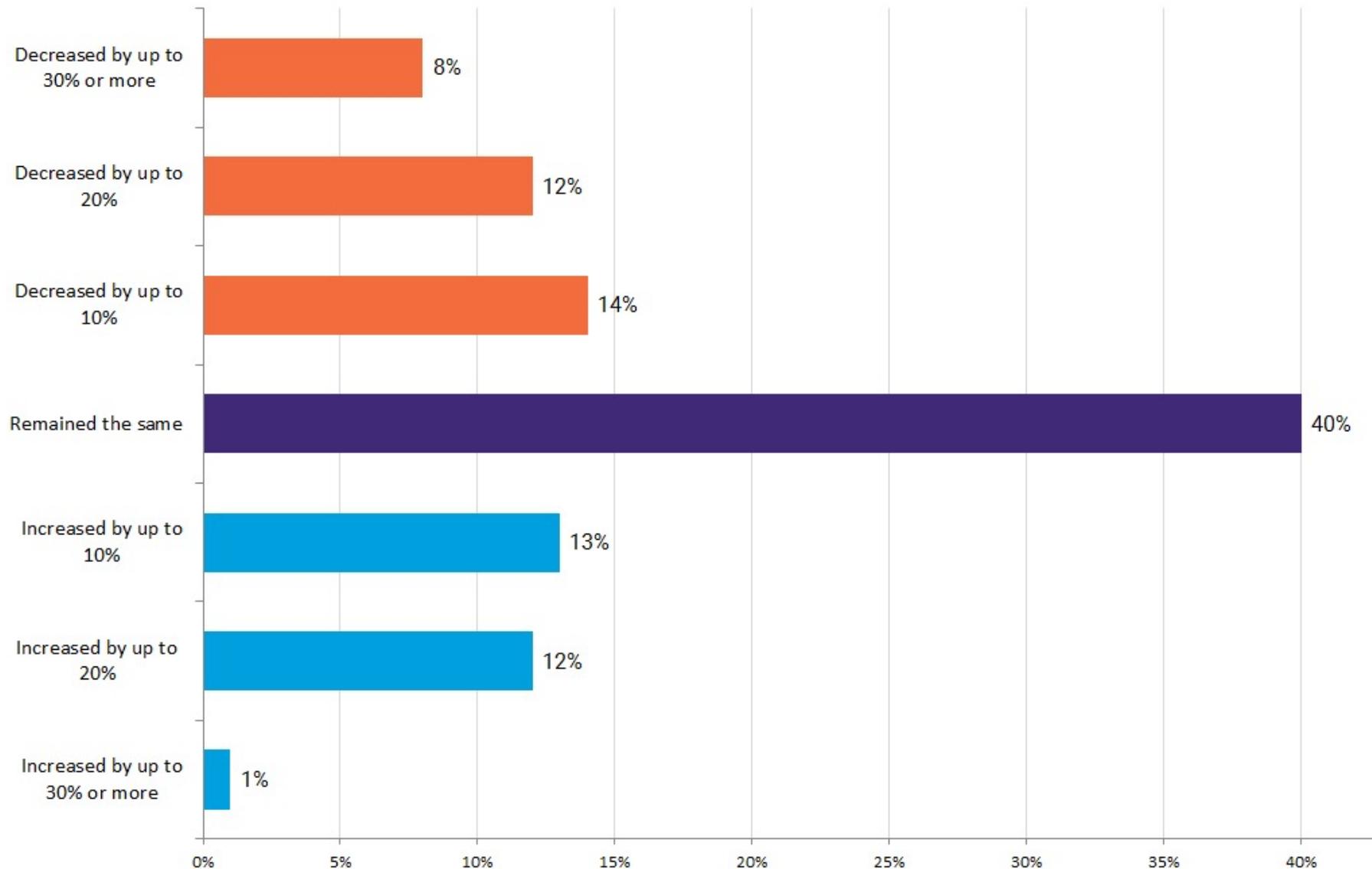
When compared to the previous year (2020), how profitable was your business?



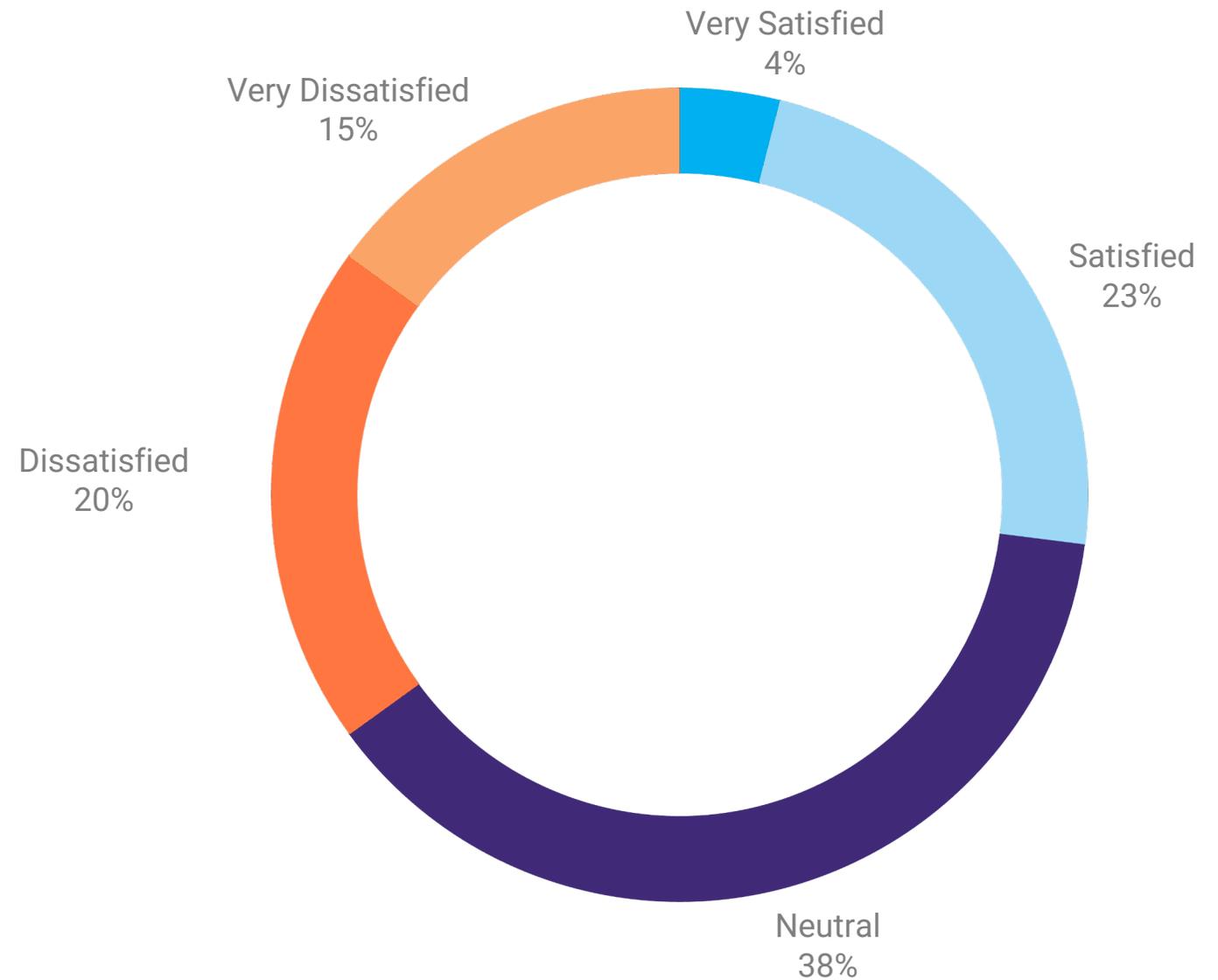
What are the overall views on your business' sales (turnover) during the festivities (Christmas period)?



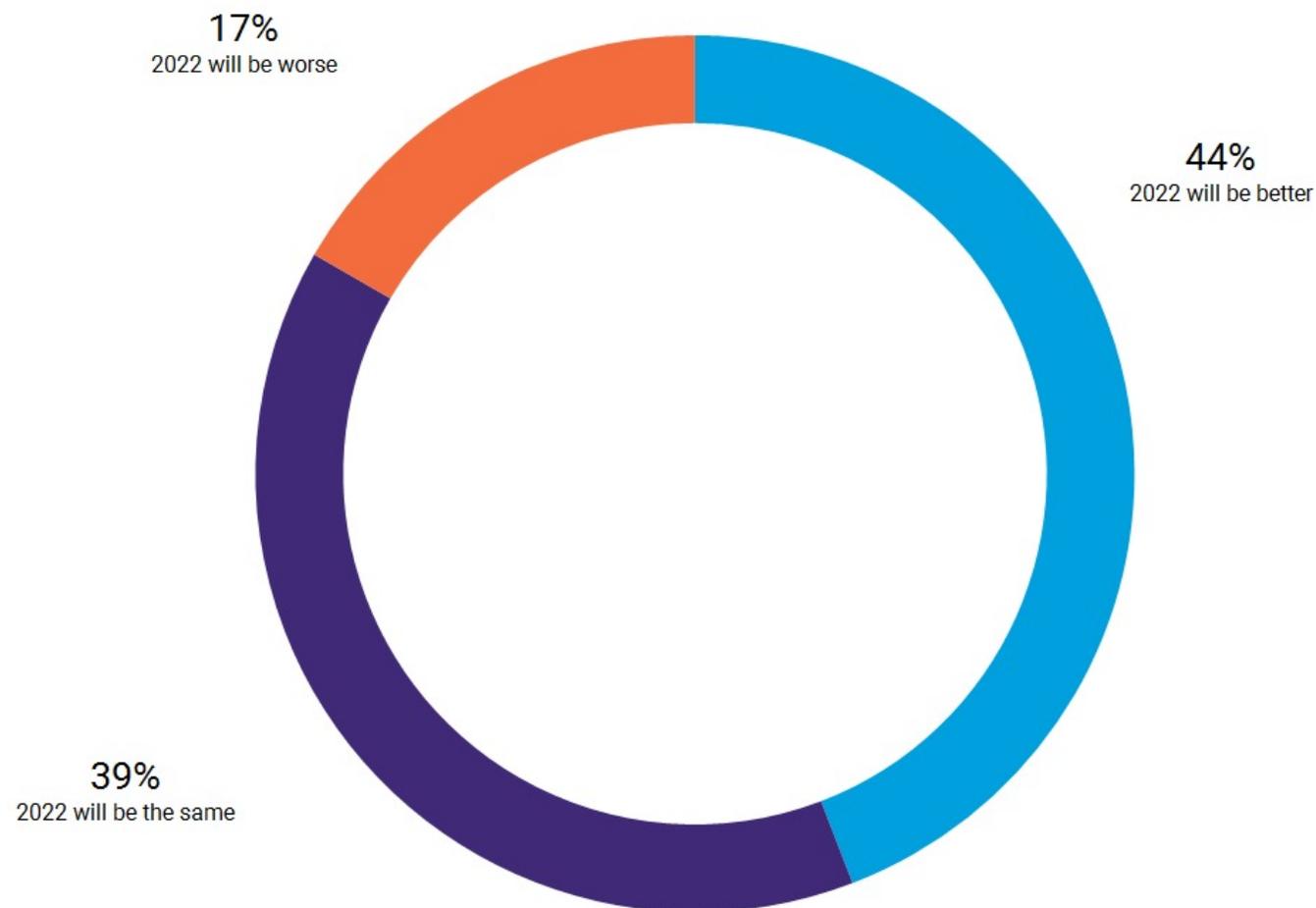
How did your business sales fare when compared to the festive season in the previous year?



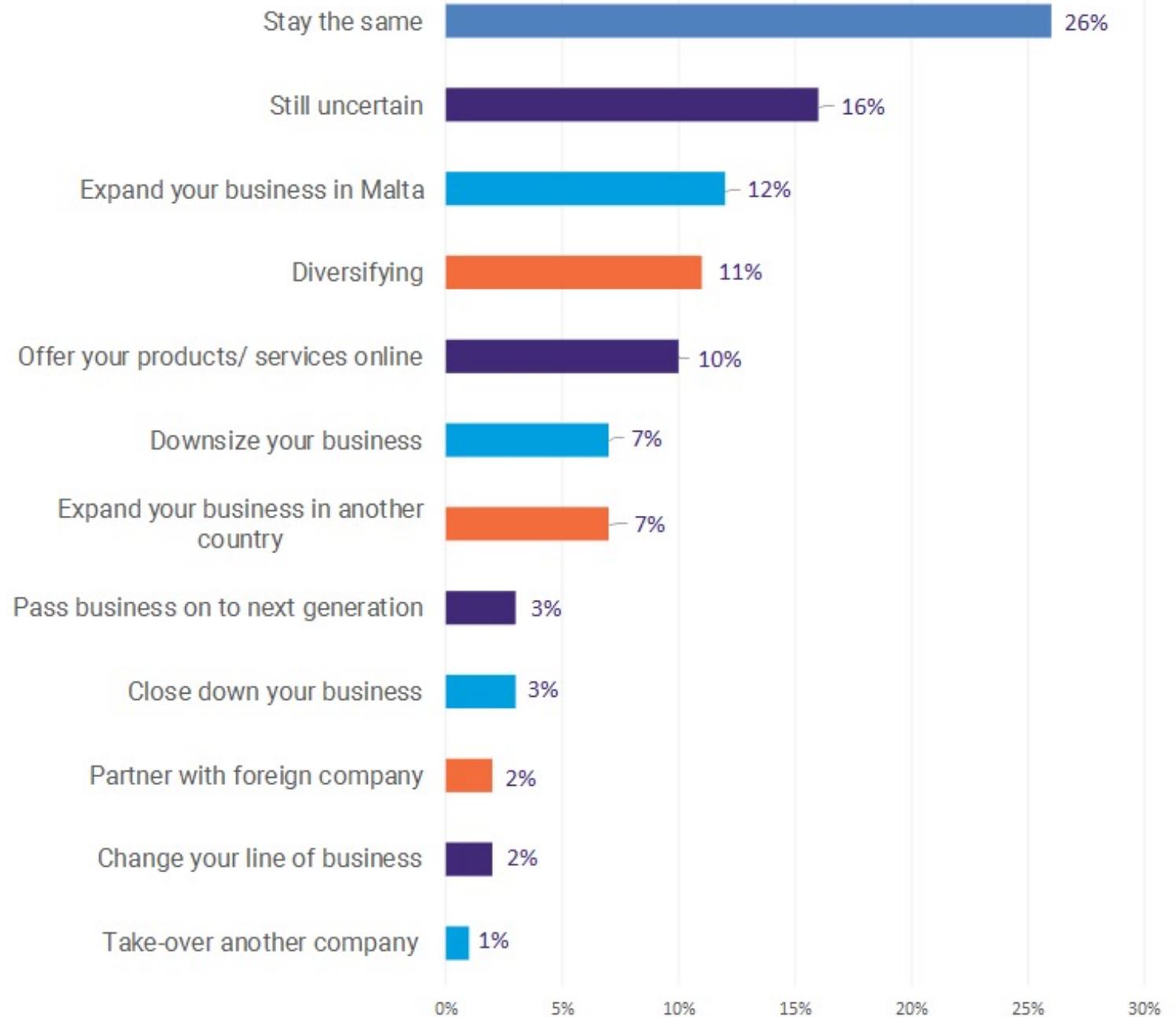
What are the overall views on you business' sales (turnover) for the start of 2022 so far?



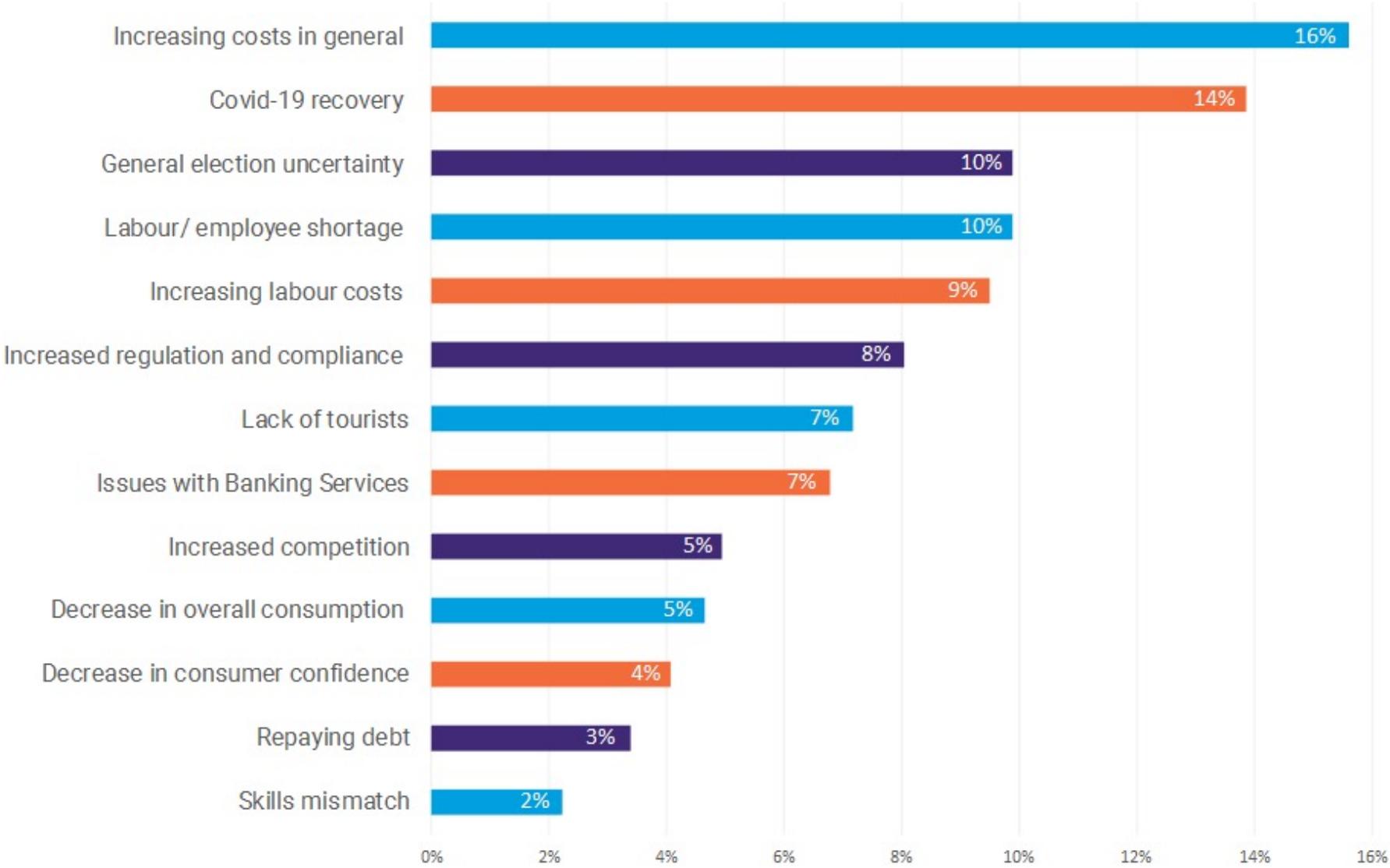
What are your expectations for 2022 when compared to 2021?



What are your plans for your business during 2022?

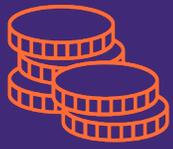


Major challenge you will face as a business during 2022?





SME Chamber proposals



- Increase in costs
- Low sales
- Spending power

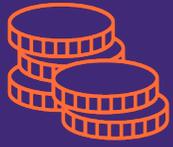
1. Remove SISA / EXCISE TAX (hidden Tax) from every-day consumer goods

water, non-alcoholic bev, shampoo and hair products, personal care, make-up, shaving products, deodorants, wipes, body soaps

Estimated govt income from excise for 2022

- Water – € 900,000
- Non-alcoholic beverages - € 3,200,000
- Toiletries - € 1,000,000

2. Reduce VAT



- Increase in costs
- Low sales
- Spending power

| Product | € Q4 2021 (Vat incl) | € Jan 2022 (Vat incl) | Revised with 15.5% VAT Rate |
|--------------------|----------------------|--------------------------|-----------------------------|
| Shampoo | € 3.54 | € 4.15 | € 4.04 |
| Fabric Softener | € 5.08 | € 5.50 | € 5.36 |
| Toilet paper X24 | € 4.75 | € 5.35 | € 5.21 |
| Broom base | € 0.89 | € 1.49 | € 1.45 |
| <u>Broom stick</u> | <u>€ 0.79</u> | <u>€ 1.05</u> | <u>€ 1.02</u> |
| Tot | € 15.05 | € 17.57 | € 17.09 |
| | | | |
| VAT element | € 2.30 | € 2.68 (+€ 0.38c) | € 2.29 |



- Increase in costs
- Low sales
- Spending power

2. Reduce VAT

| Product | € Q4 2021 (Vat incl) | € Jan 2022 (Vat incl) | Revised with 15.5% VAT Rate |
|--------------------|----------------------|---------------------------|-----------------------------|
| TV 32 inch | € 180.00 | € 230.00 | € 225.13 |
| | | | |
| VAT element | € 27.46 | € 35.08 (+€ 7.62c) | € 30.21 |



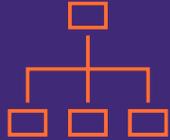
- Reduce Quarantine to minimum

3. Quarantine of 5 days

CDC recommendation

Quarantine of 5 days for positive cases
ONLY

5 days of mask-wearing following
quarantine



- Lack of Human Resources
- Non-productive wage Inflation

3. Facilitate TCN employment

Ensure a steady supply of TCNs through a facilitated system

Key countries to be identified

Fast track employment through centralized system



- Low tourists
- Low sales

4. Harmonise Travel Rules

Travel an essential life-line for Malta

Corporate travel has never restarted

Lobbying at EU level to harmonize travel rules in the single EU area

The background is a solid dark blue color. On the left side, there is a large orange semi-circle in the upper half and a large light blue semi-circle in the lower half, both partially cut off by the edge of the frame.

THANK YOU

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