

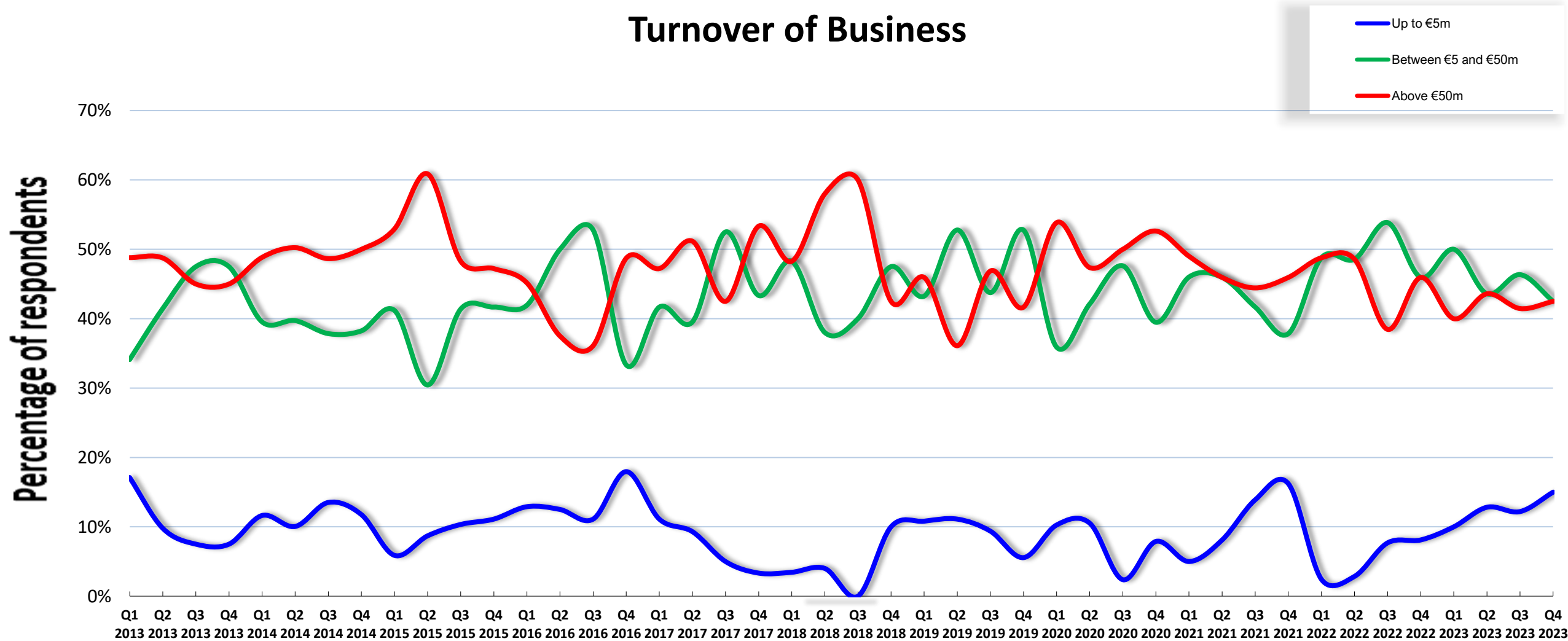
# Confidence & Cost Trends Survey

Q4 2023

# Company indicator



## Turnover of Business



# Confidence indicators

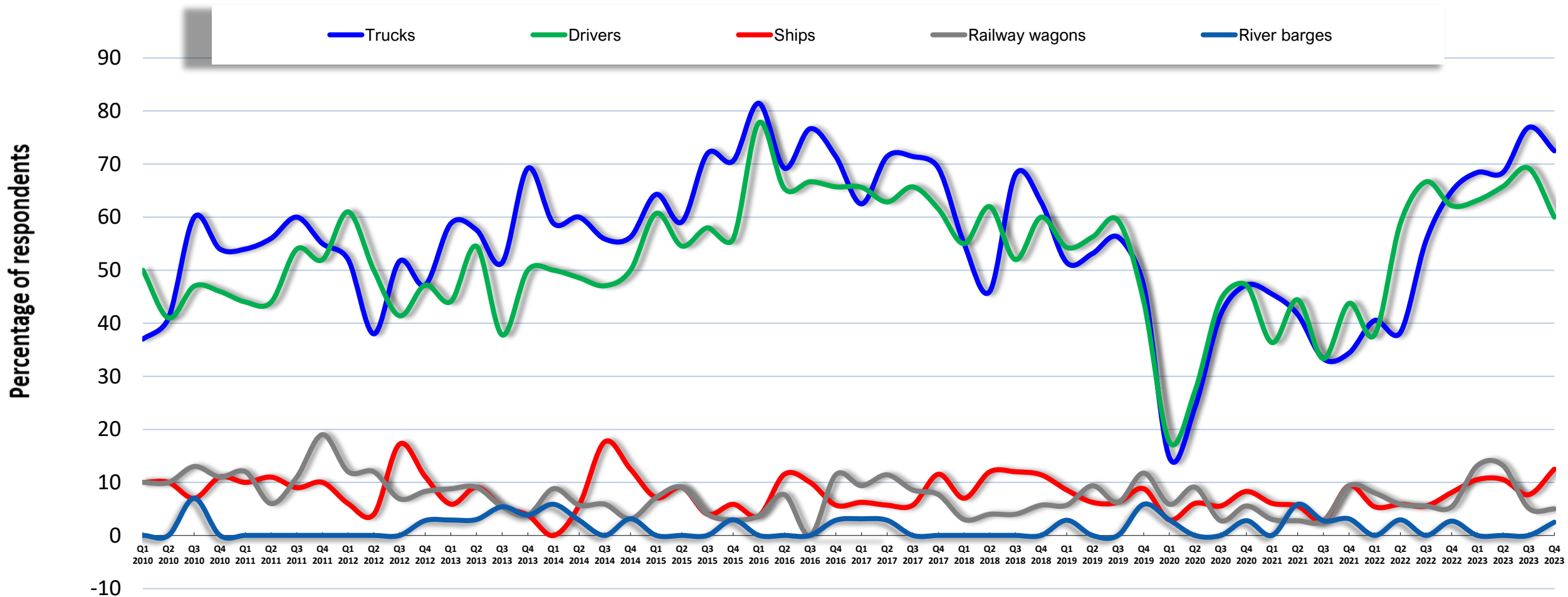
## Category 1



# 1. Investment (I)



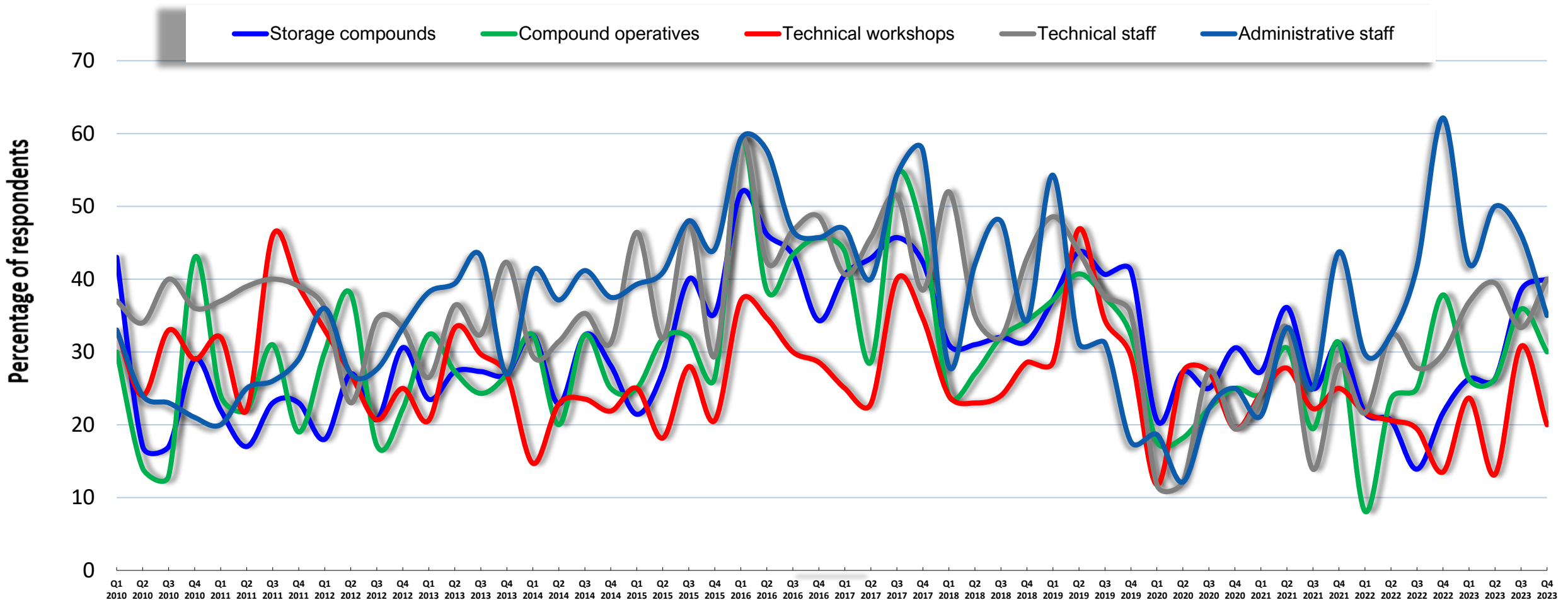
**For the next six months, will you be investing in any of the following?**



# Investment (II)



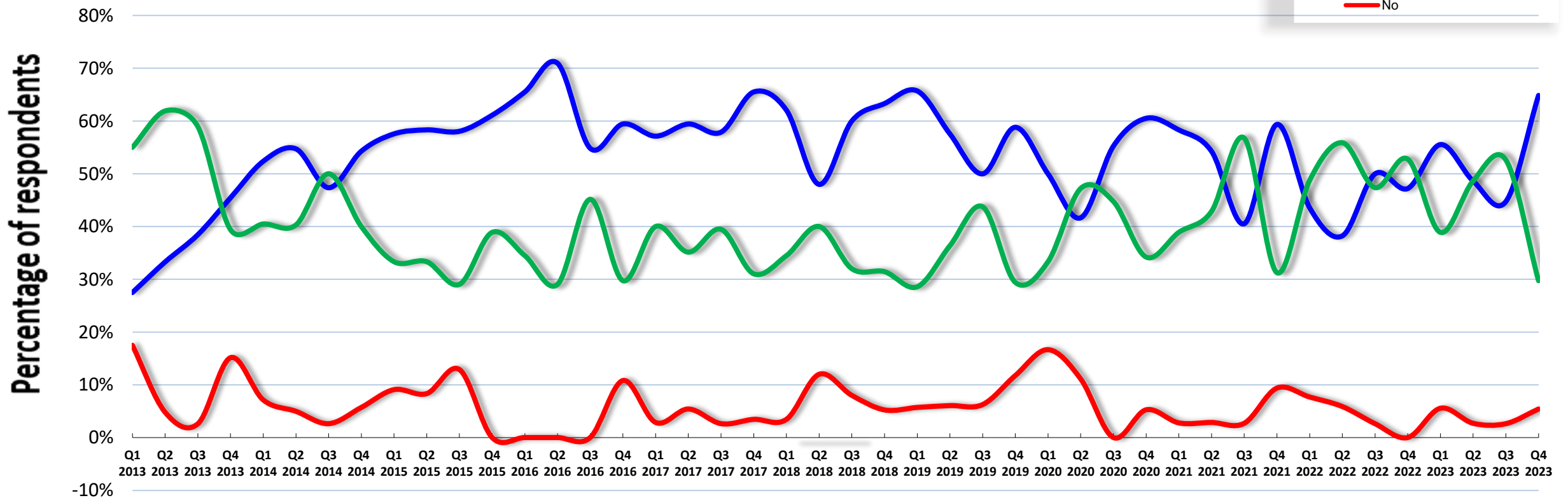
**For the next six months, will you be investing in any of the following?**



# 1. Investment (III)



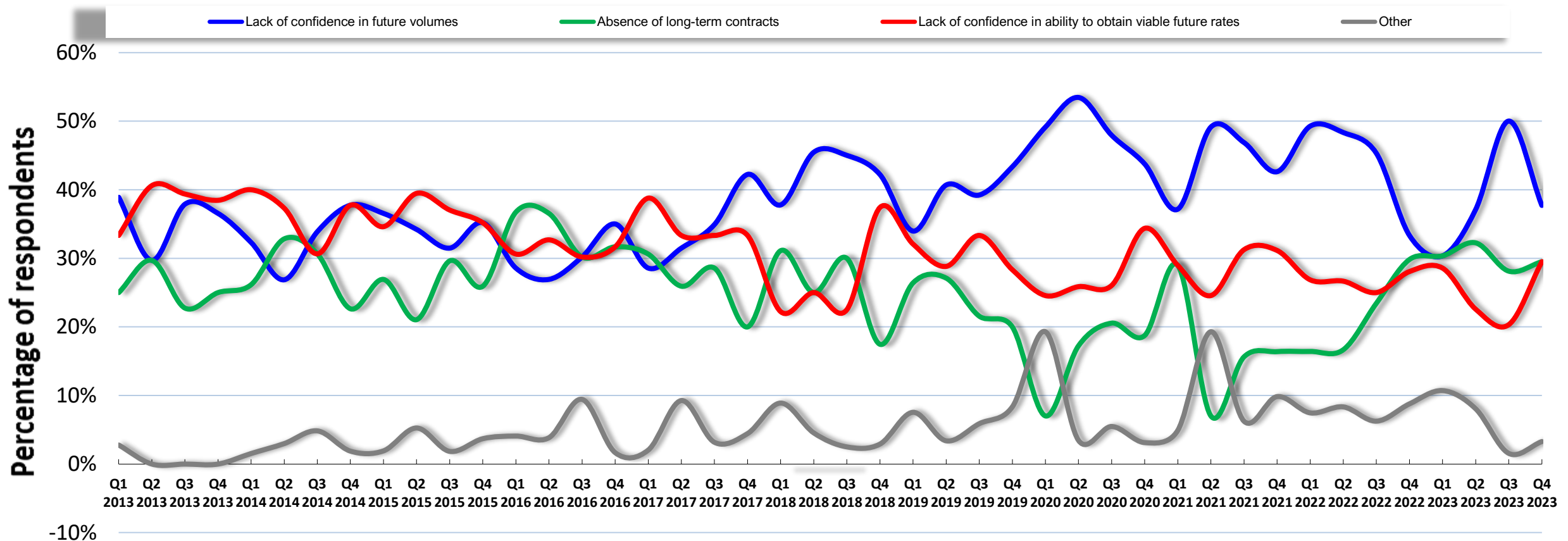
## Are you able to raise funds from banks?



# 1. Investment (IV)



## What other factors are likely to restrict investments?

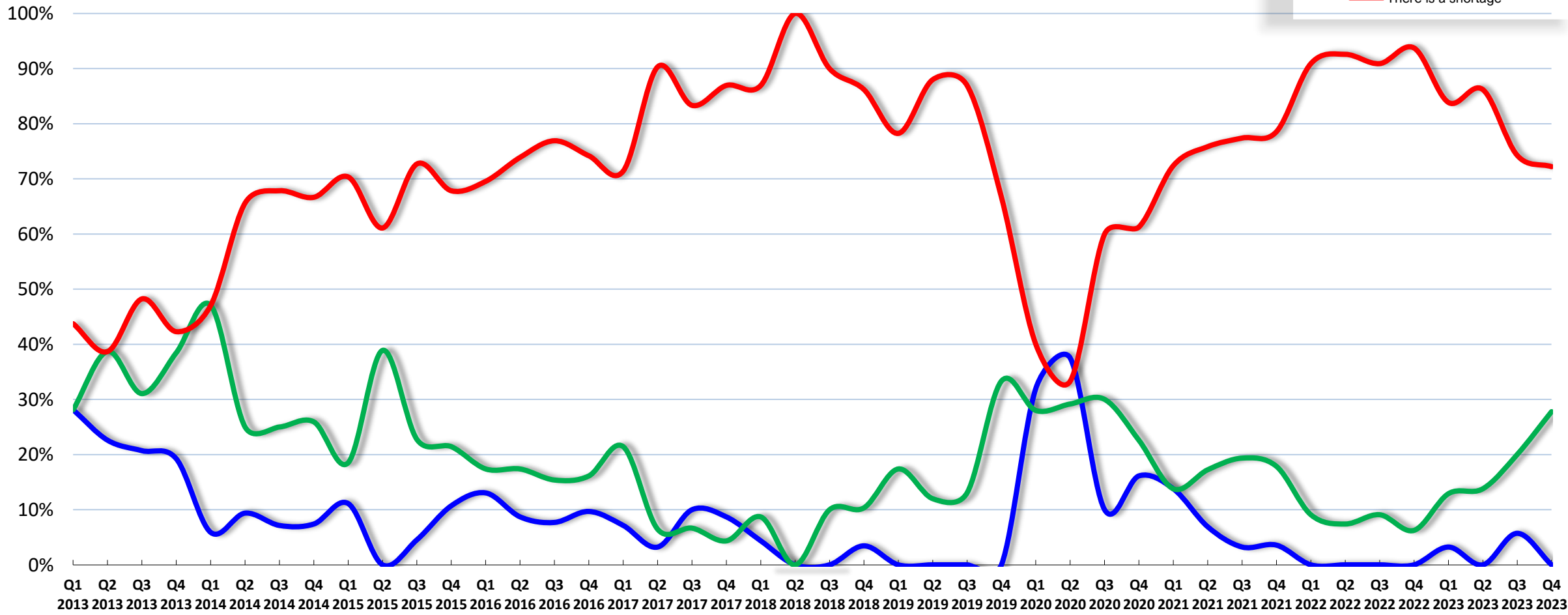


# 2. Labour supply



## Availability of qualified truck drivers

- More than enough
- Just the right amount
- There is a shortage

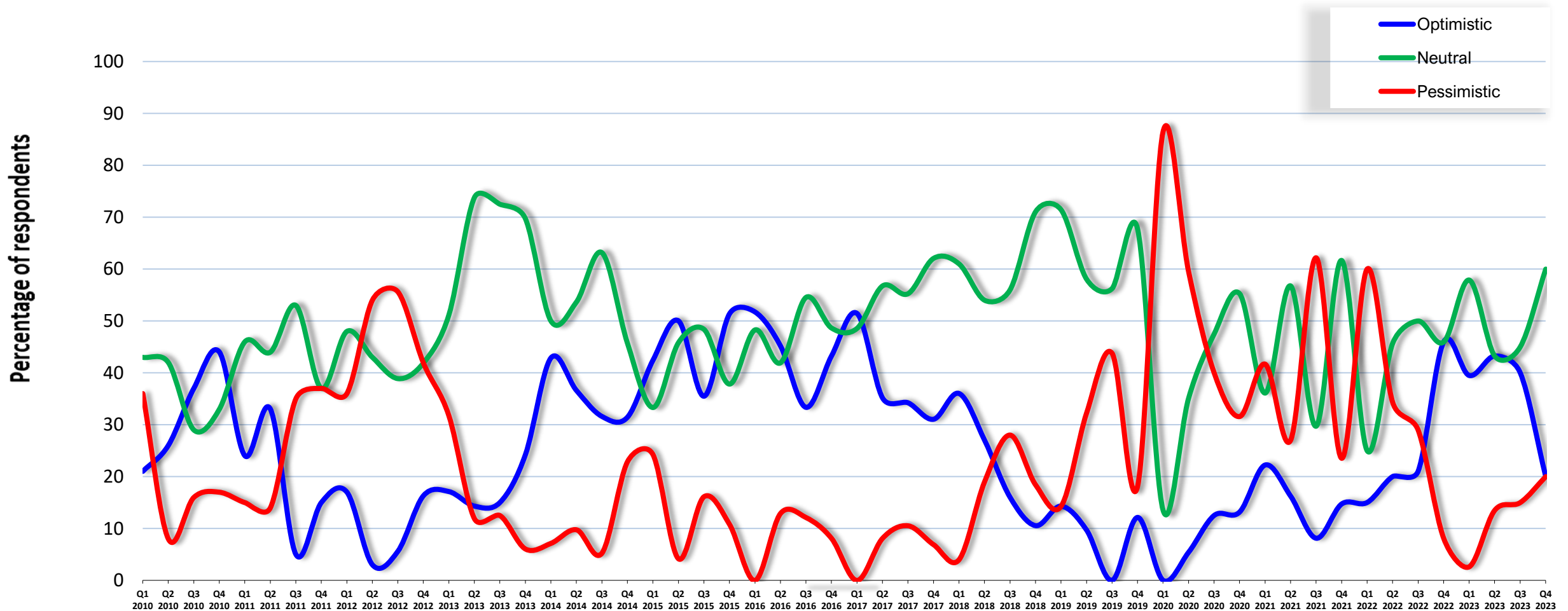




# 3. Business optimism



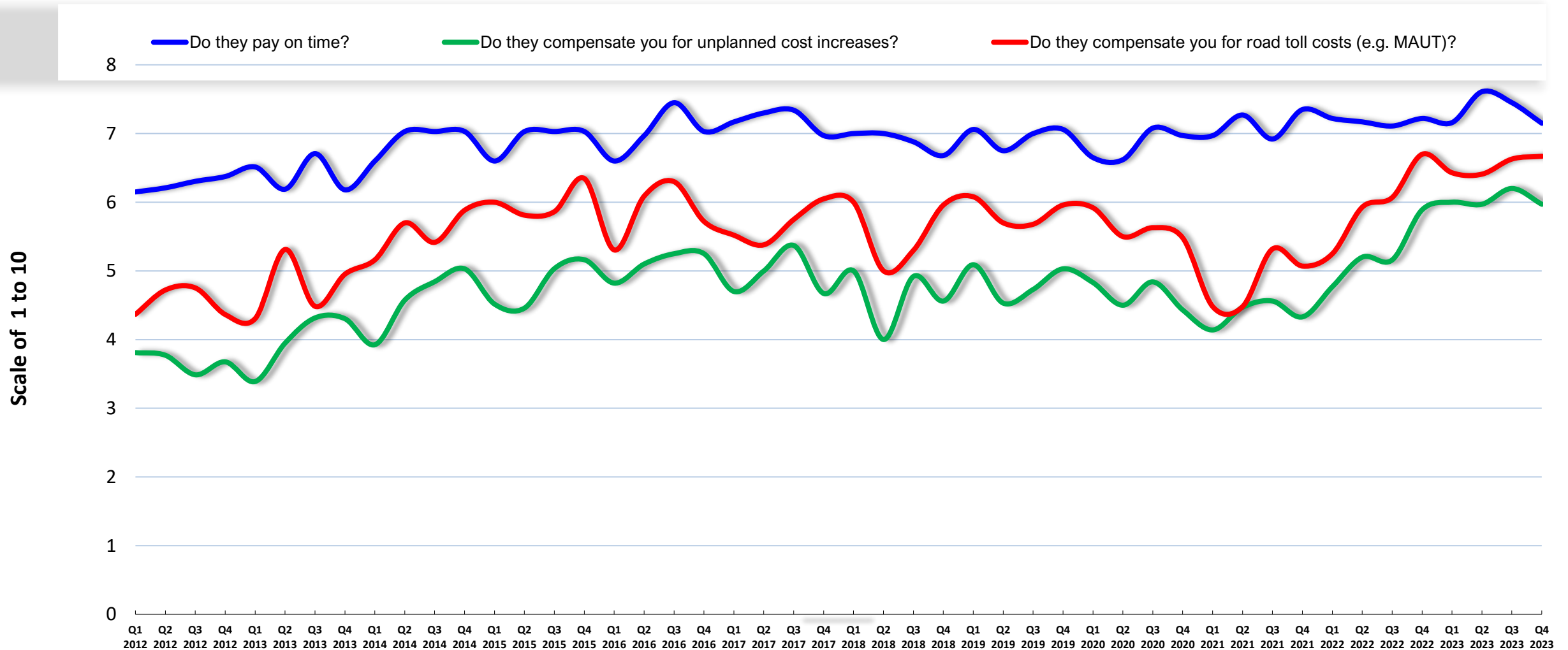
## How do you feel about the next six months?



# 4. Customer / Supplier Relationship



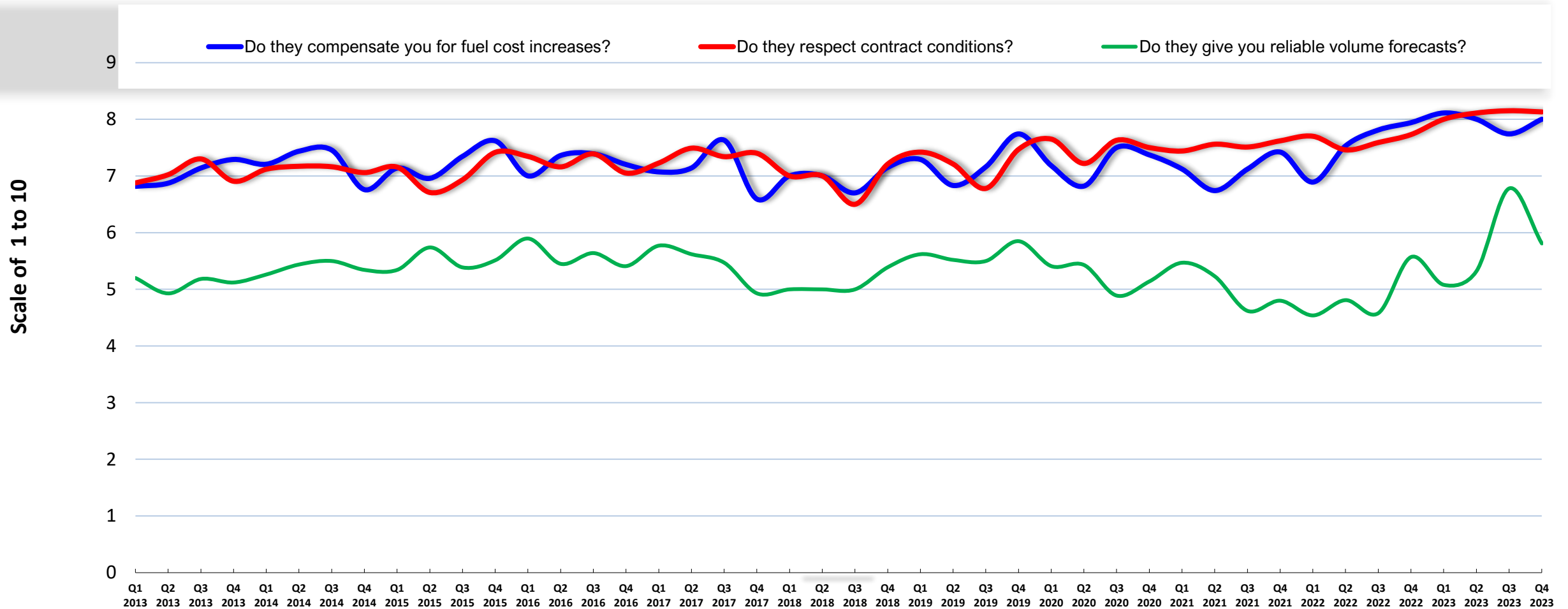
## Customer/ Supplier Relationship Index 1



# 4. Customer / Supplier Relationship



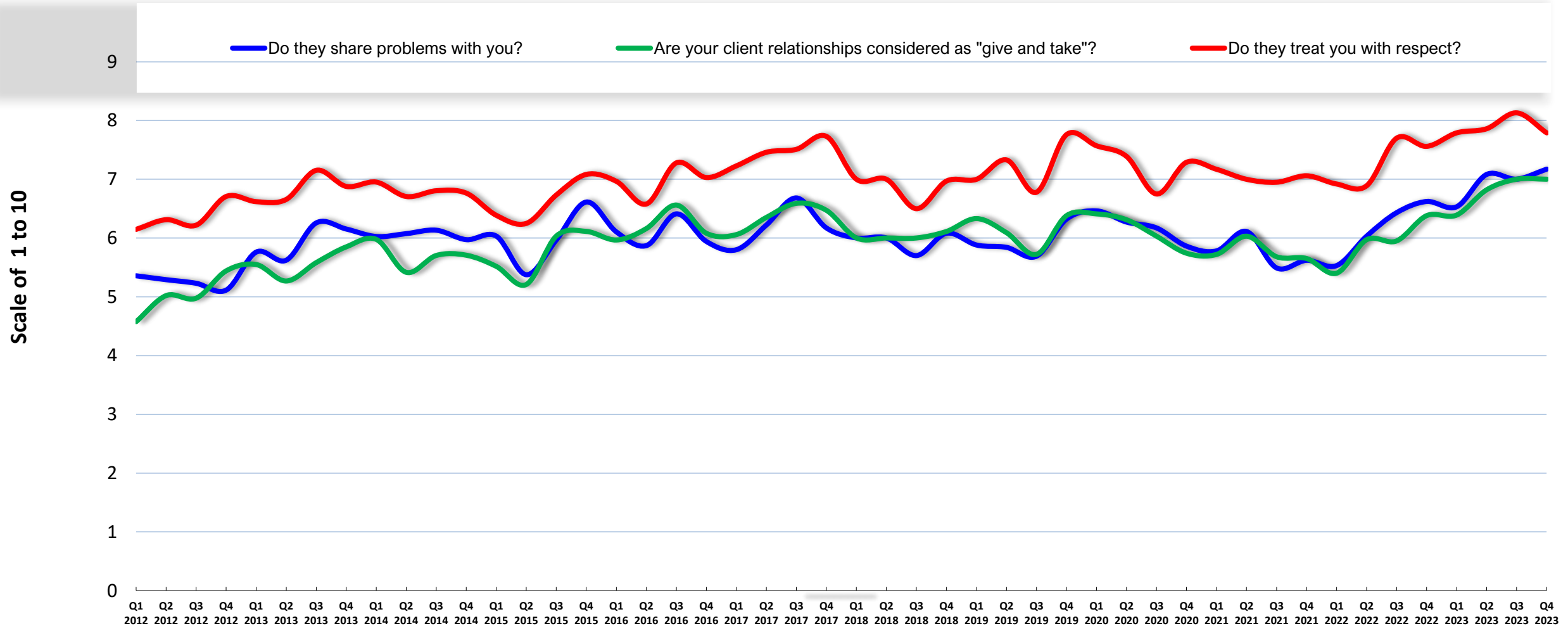
## Customer / Supplier Relationship Index 2



# 4. Customer / Supplier Relationship



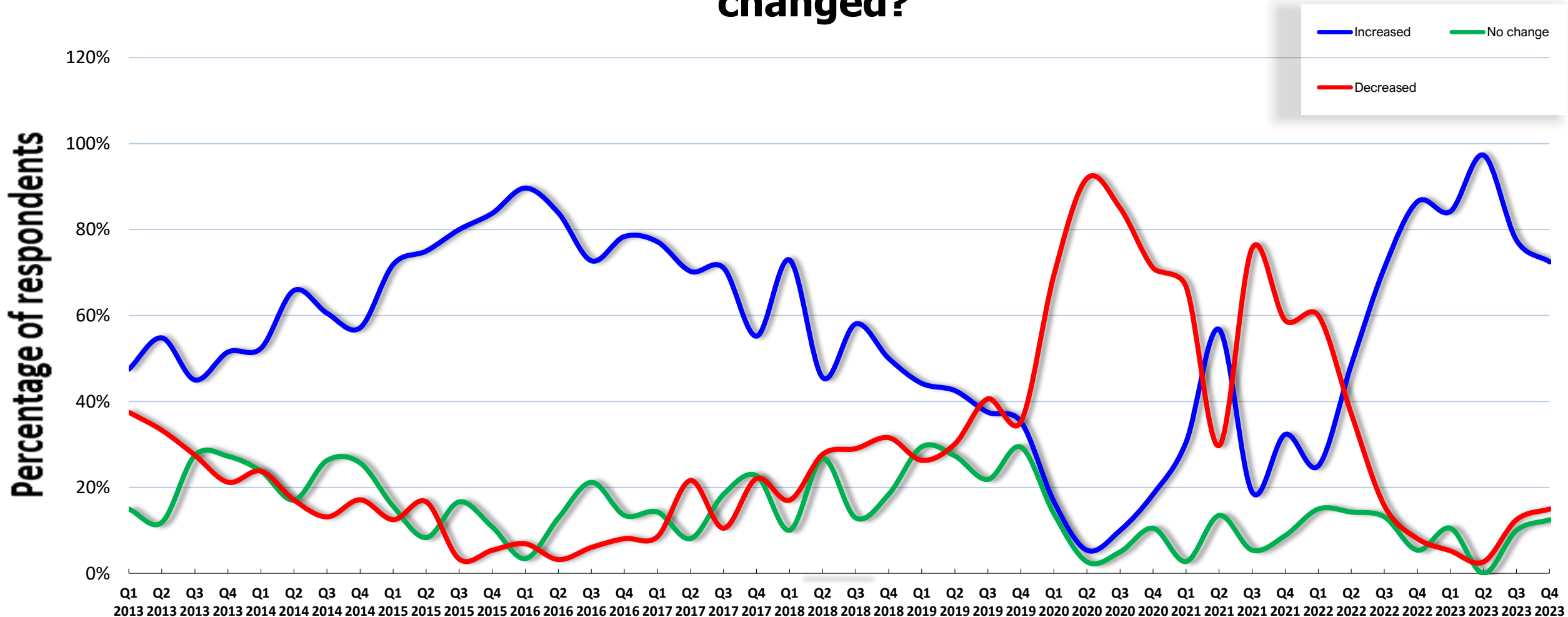
## Customer / Supplier Relationship Index 3



# 5. Volume & value of business (1a)



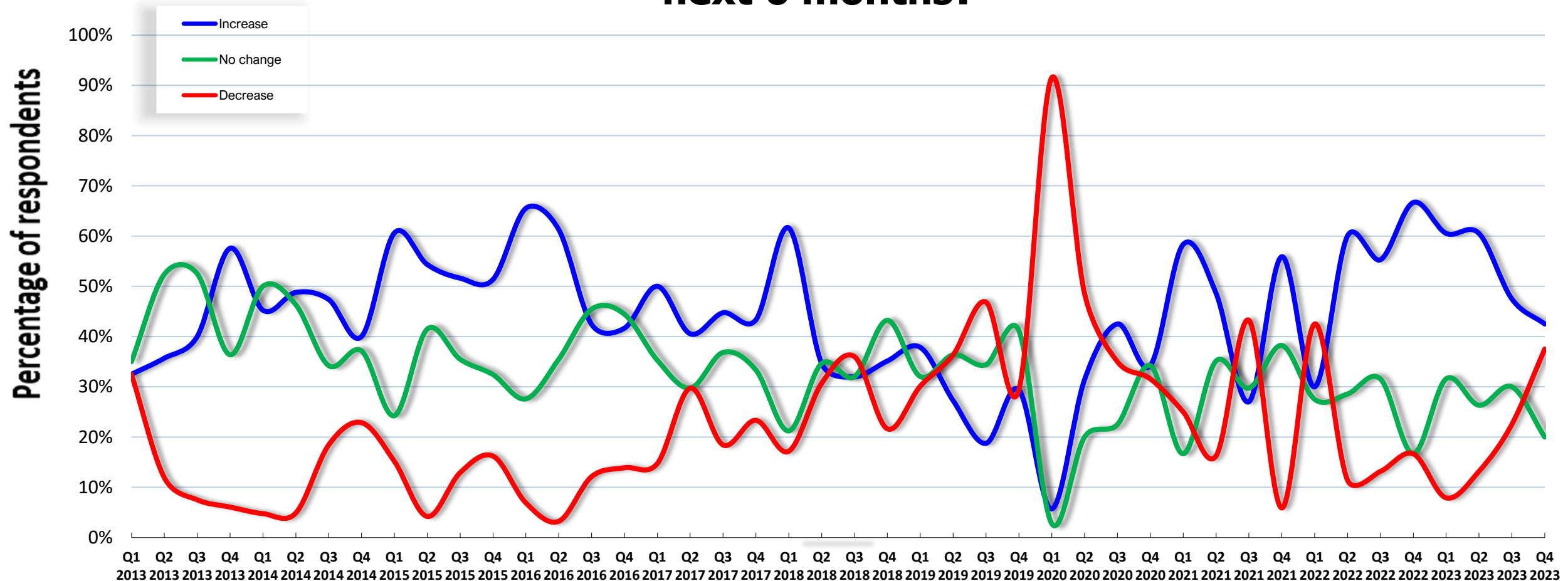
## Compared to one year ago, how has the volume of your business changed?



# 5. Volume & value of business (IIa)



## How do you expect the volume of your business to change in the next 6 months?



# Cost drivers

## Category 2

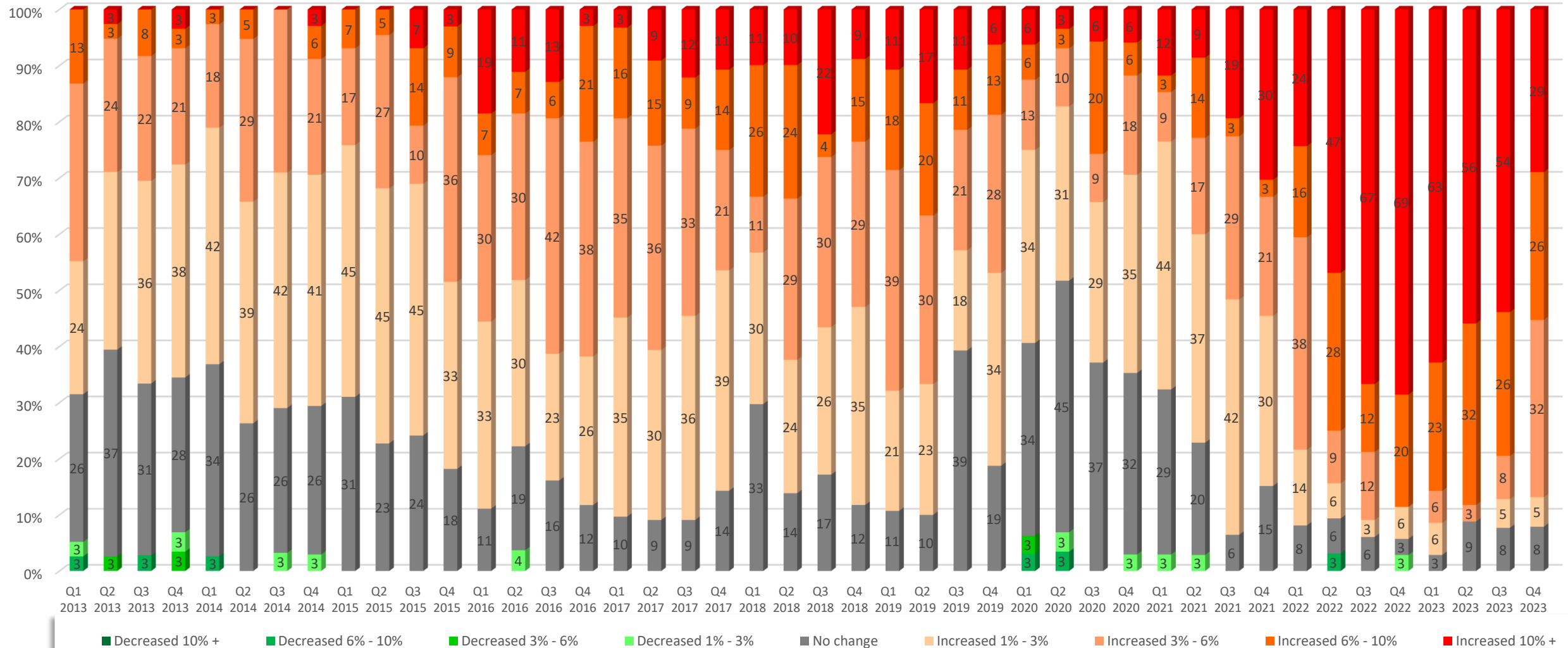


# 1. Driver costs

(including health care, pensions, insurances)



Compared to one year ago, how has the cost of employing drivers changed?

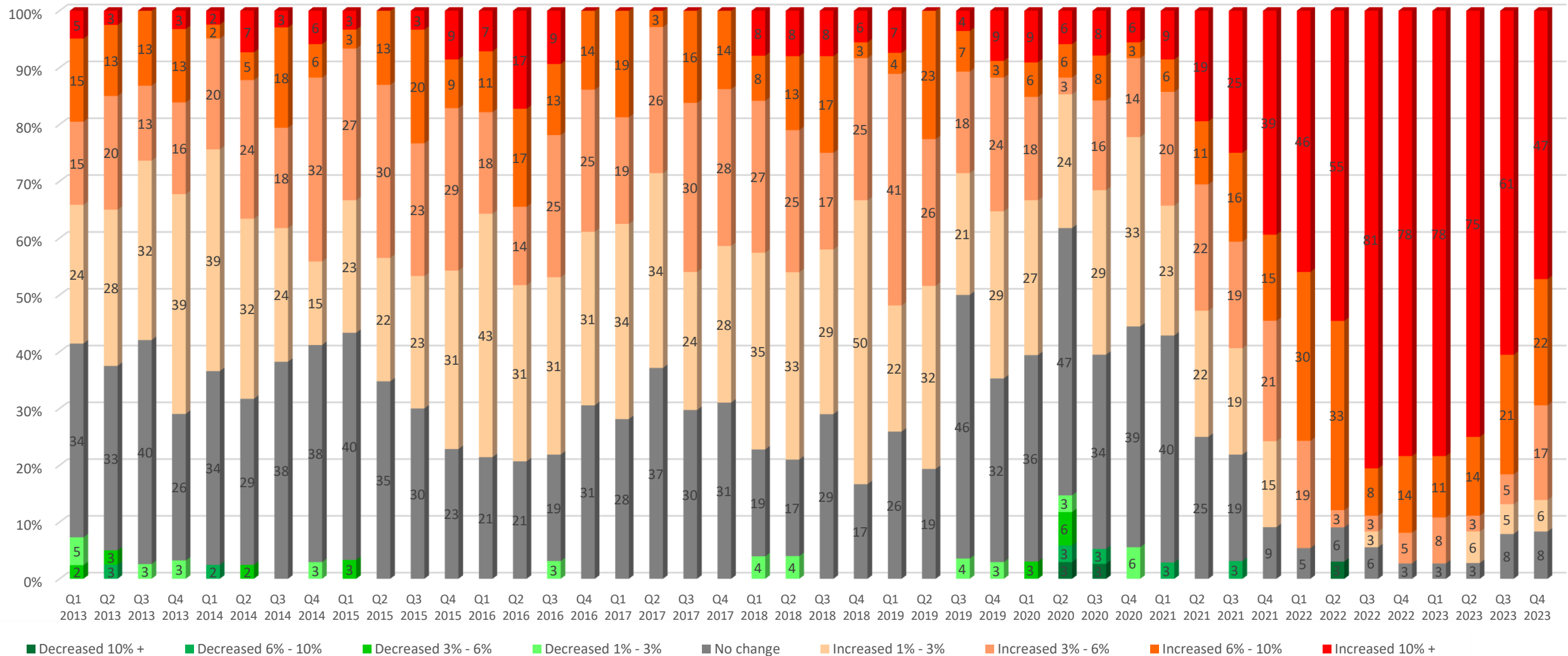




# 2. Cost of replacing equipment (ships, railway wagons, road transporter, barges)



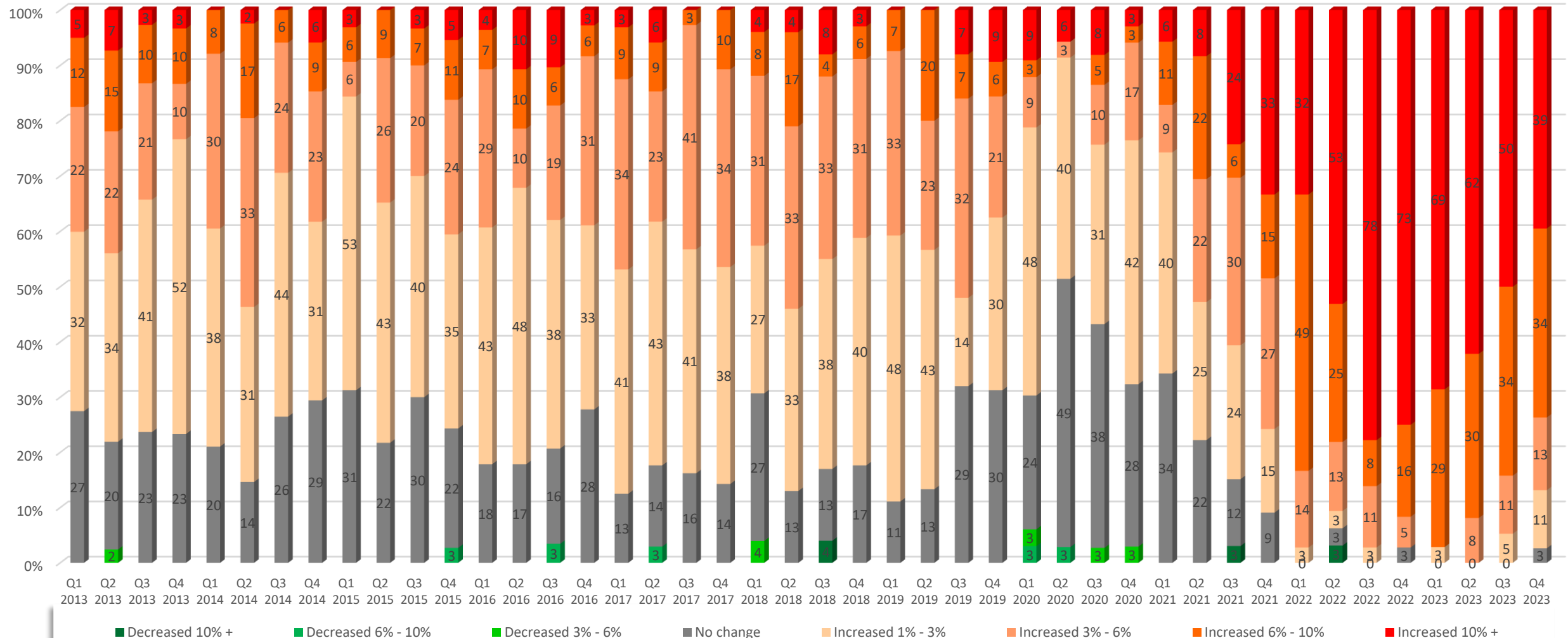
**Compared to one year ago, how has the cost of replacing major assets changed?**



# 3. Fleet maintenance & Repair costs



Compared to one year ago, how have your fleet maintenance and repairs cost changed?

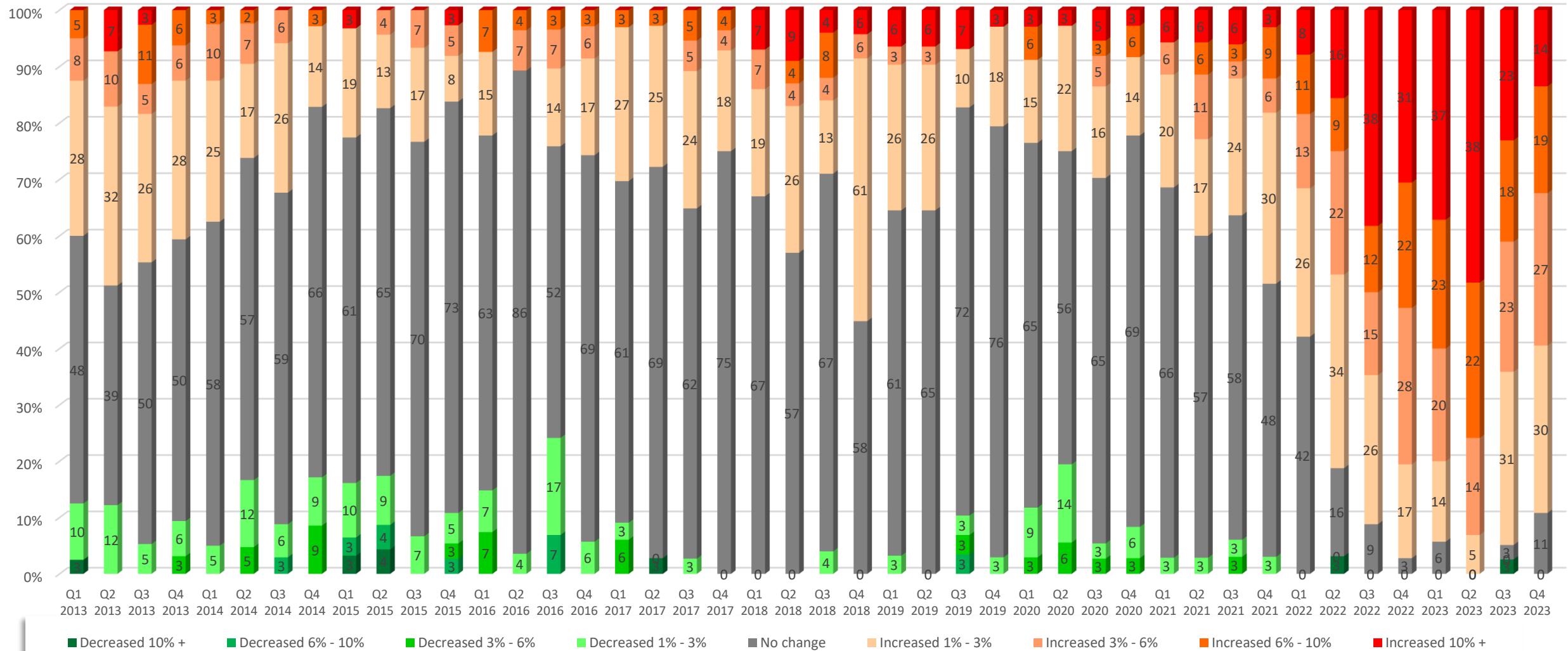


# 4. Financing costs

(fleet financing costs, leasing, hire purchase & rental charges)



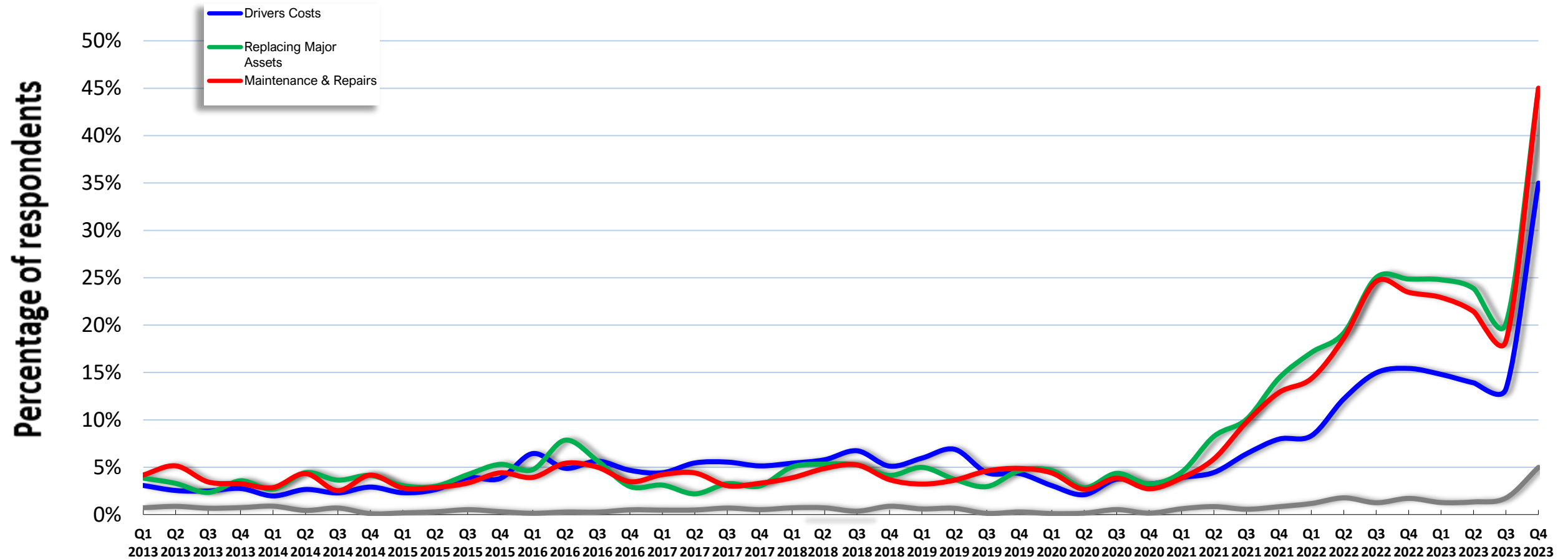
**Compared to one year ago, how has the cost of bank finance changed?**



# 5. Percentage of Cost Increases



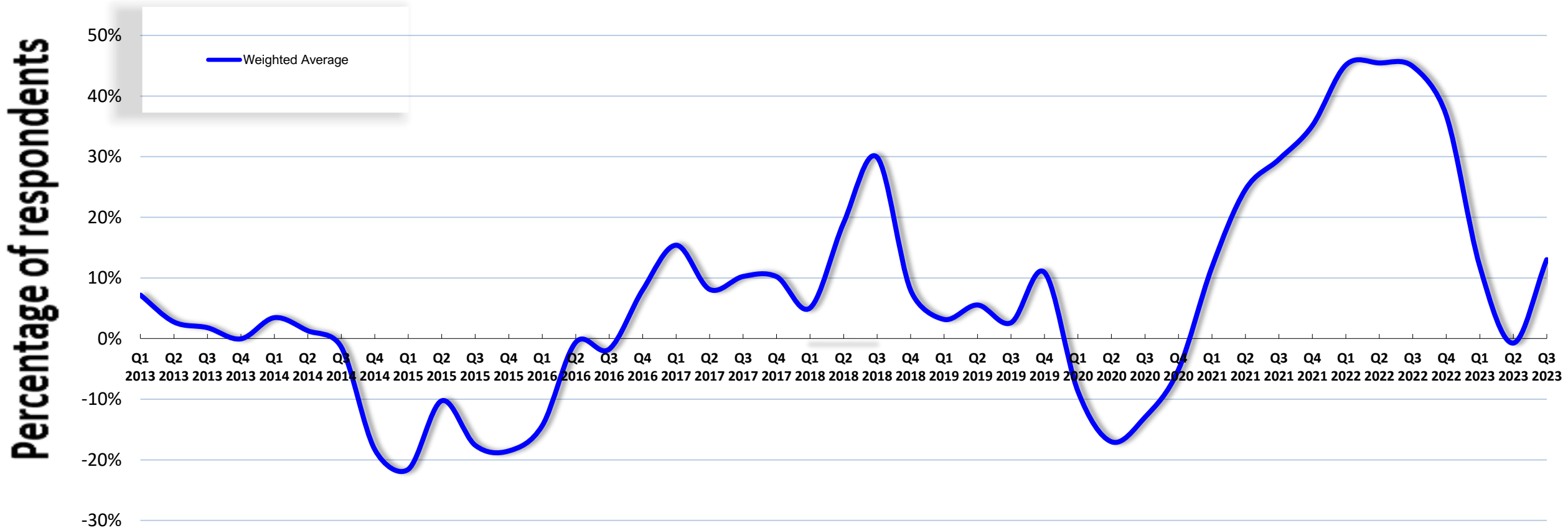
## Weighted Averages



# 6. Fuel Costs (a)



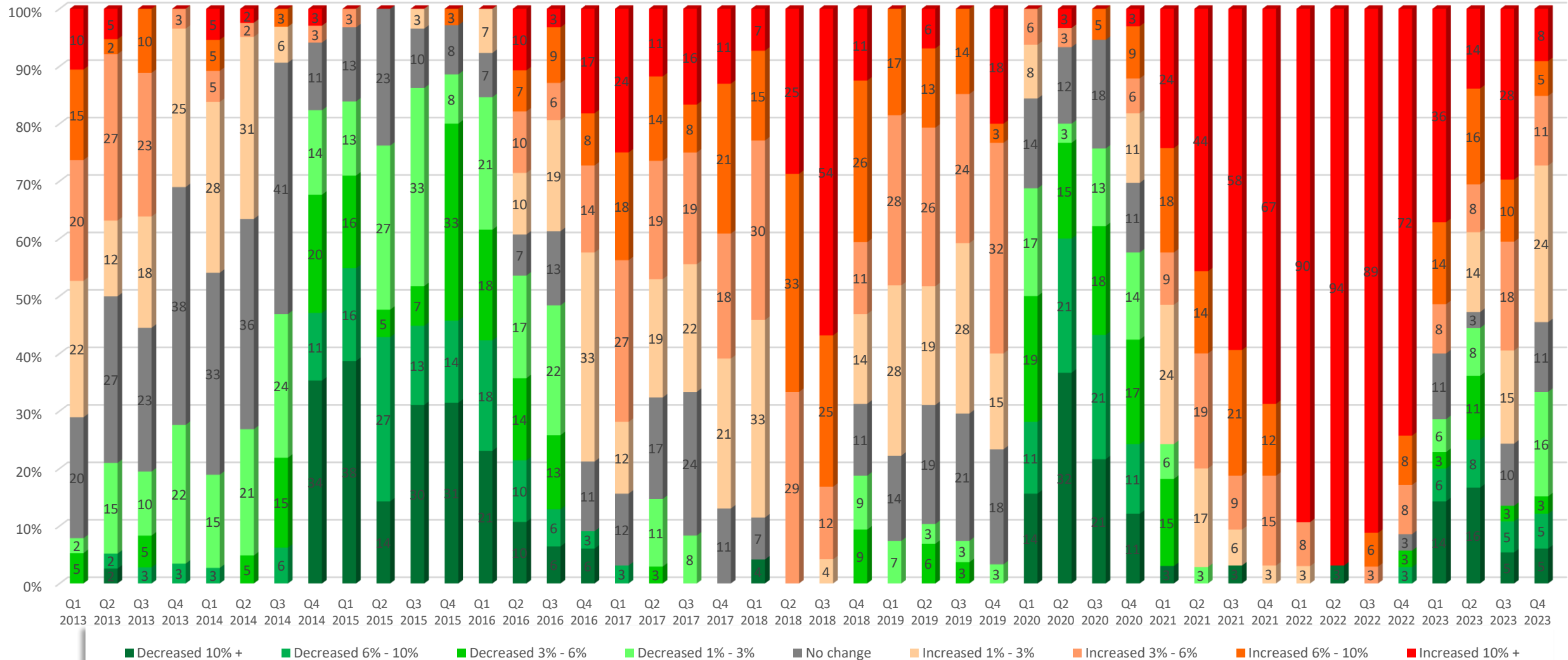
## Compared to one year ago, how has the cost of fuel changed?



# 6. Fuel Costs (b)



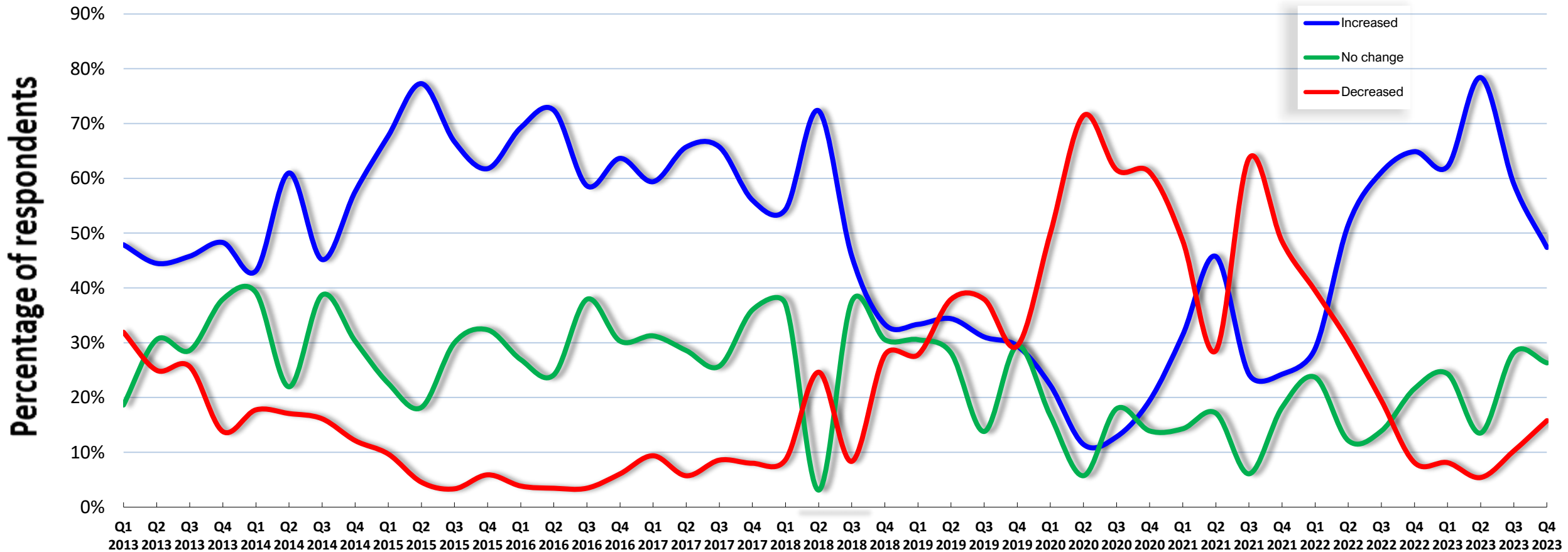
**Compared to one year ago, how has the cost of fuel changed?**



# 7. Fleet capacity utilisation (1a)



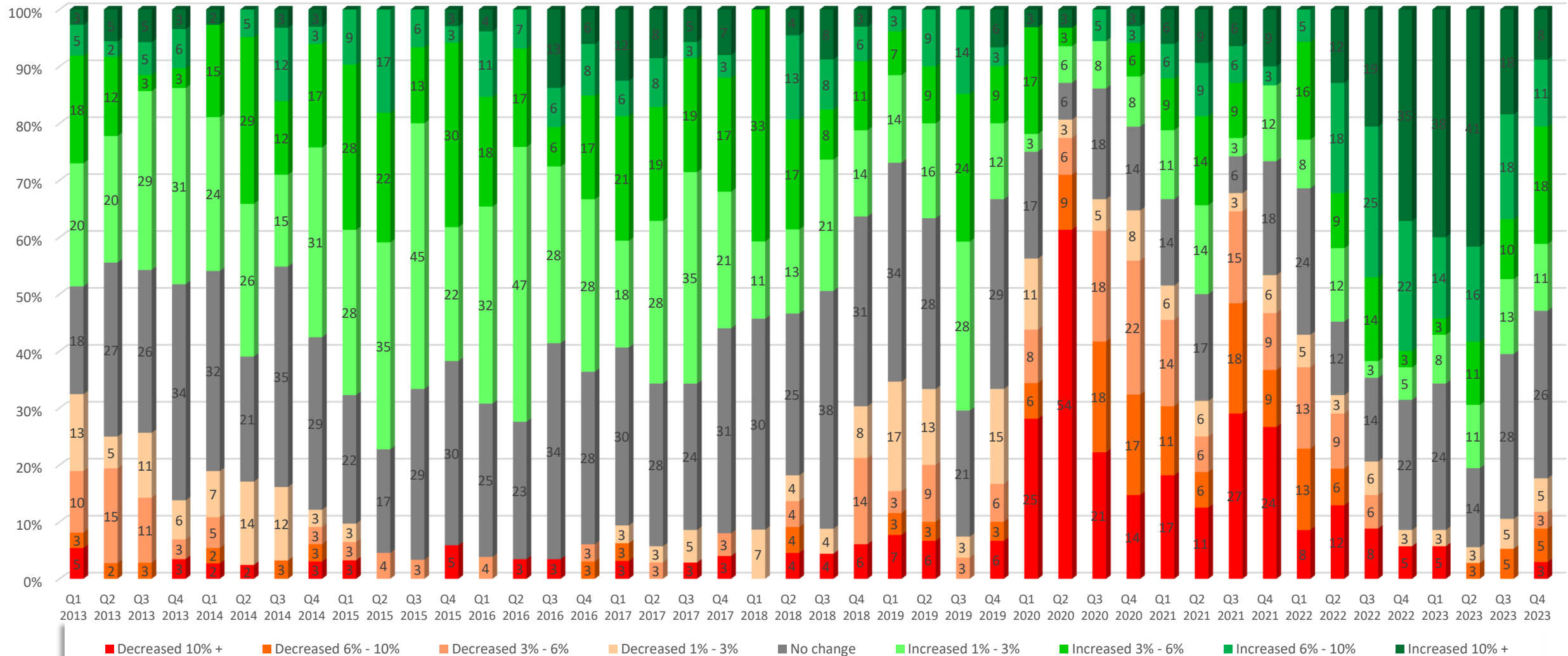
**Compared to one year ago, how has your fleet utilisation changed?**



# 7. Fleet capacity utilisation (1b)



Compared to one year ago, how has your fleet utilisation changed?

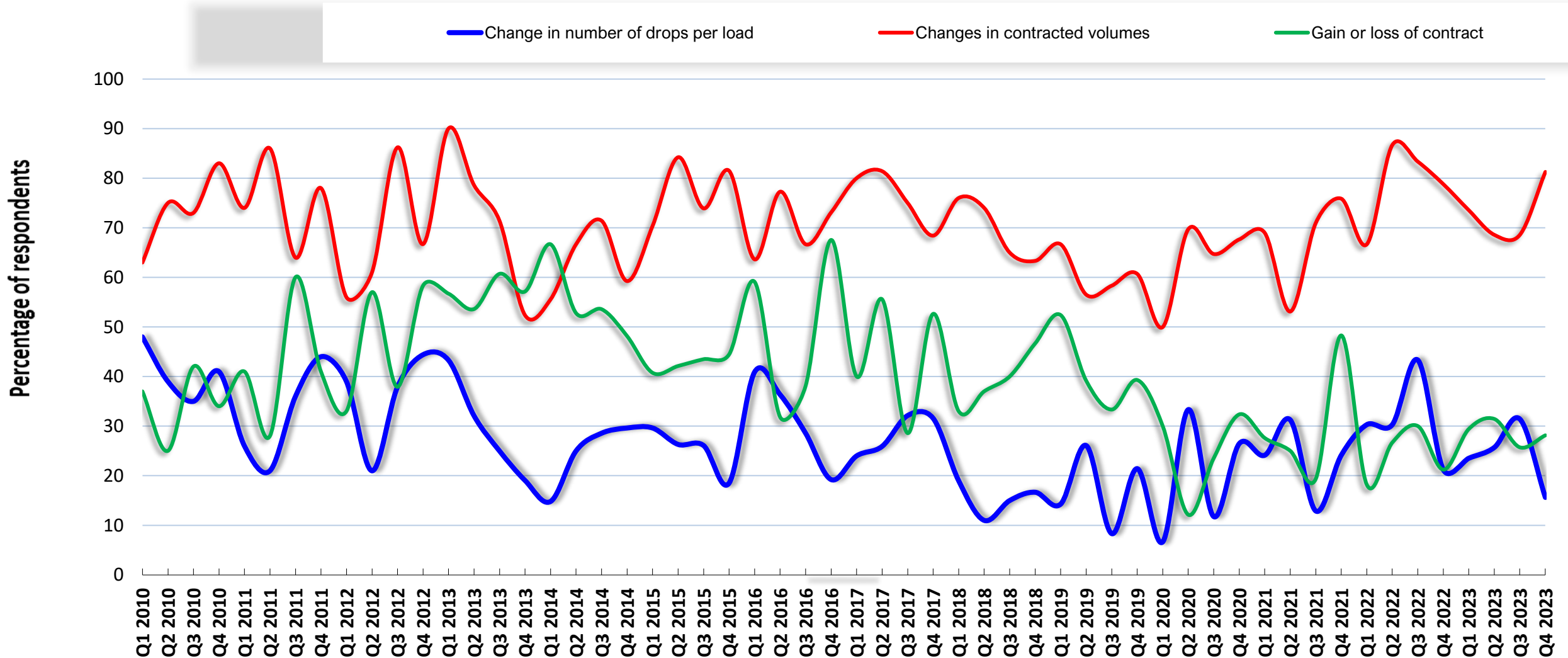




# 7. Fleet capacity utilisation (IIa)



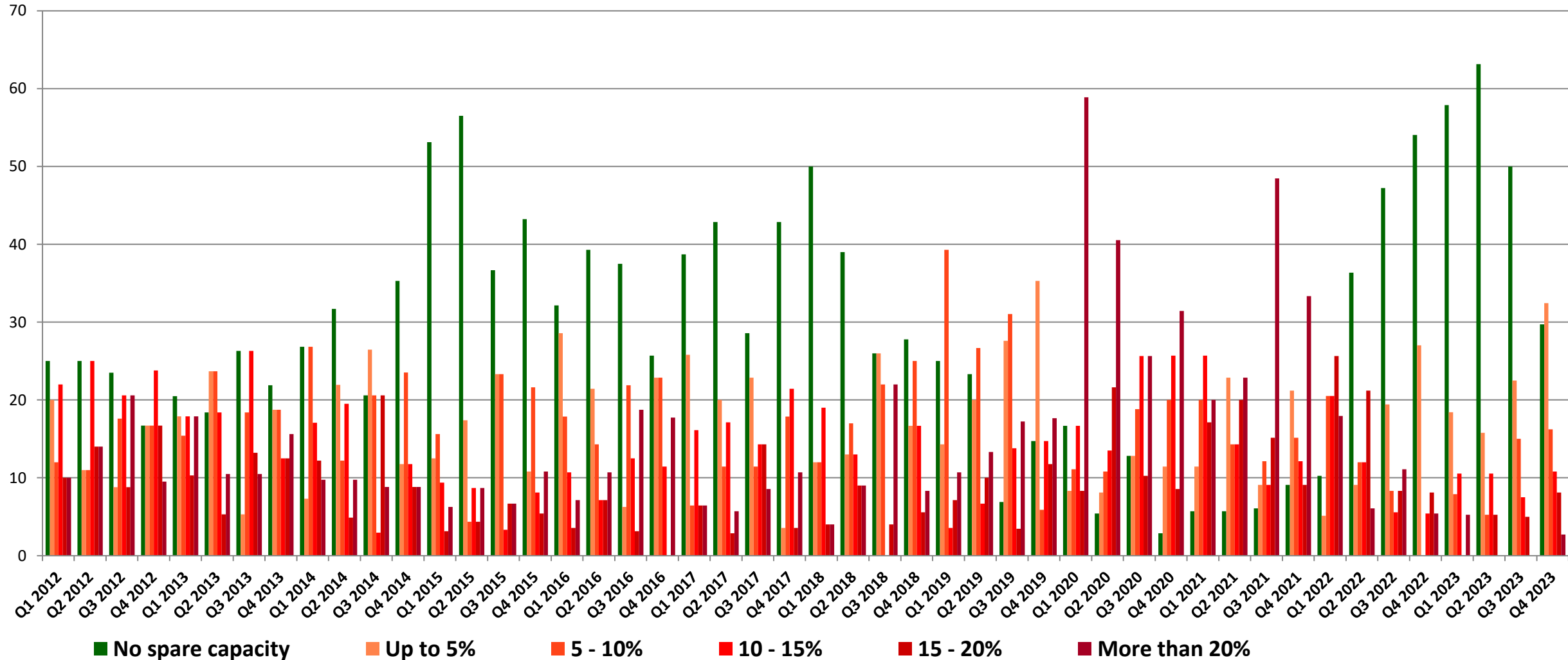
**What have been the main reasons for this change?**



# 7. Fleet capacity utilisation (IIb)



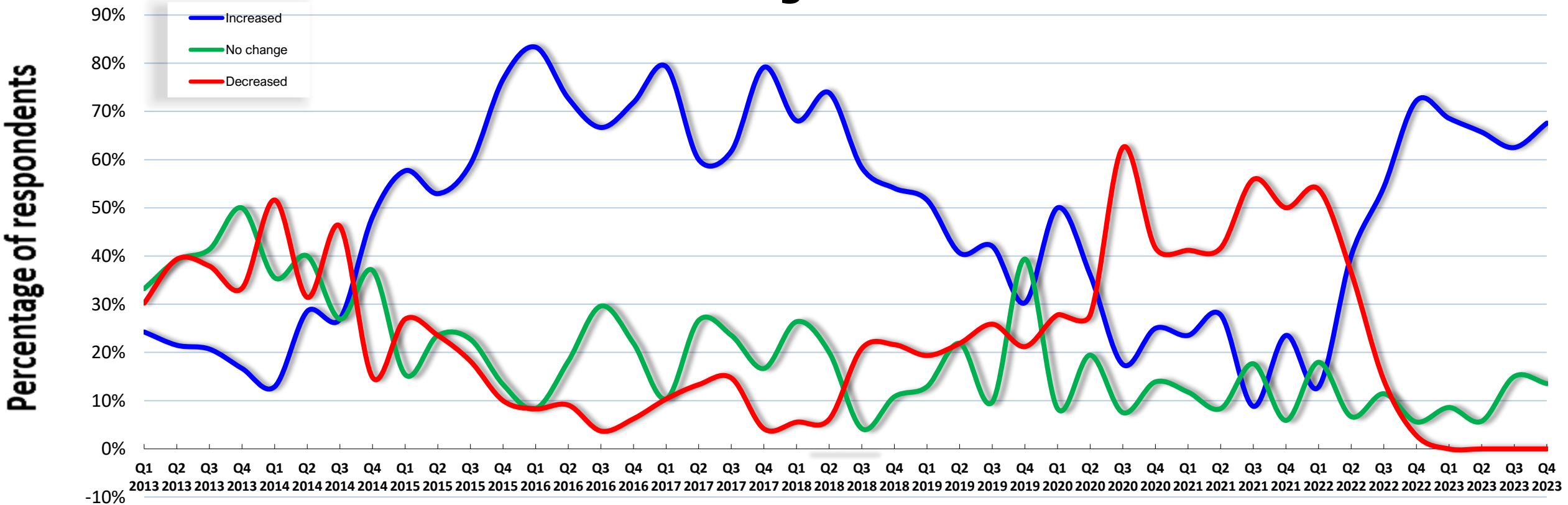
What is your current spare capacity?



# 8. Compound occupancy (a)



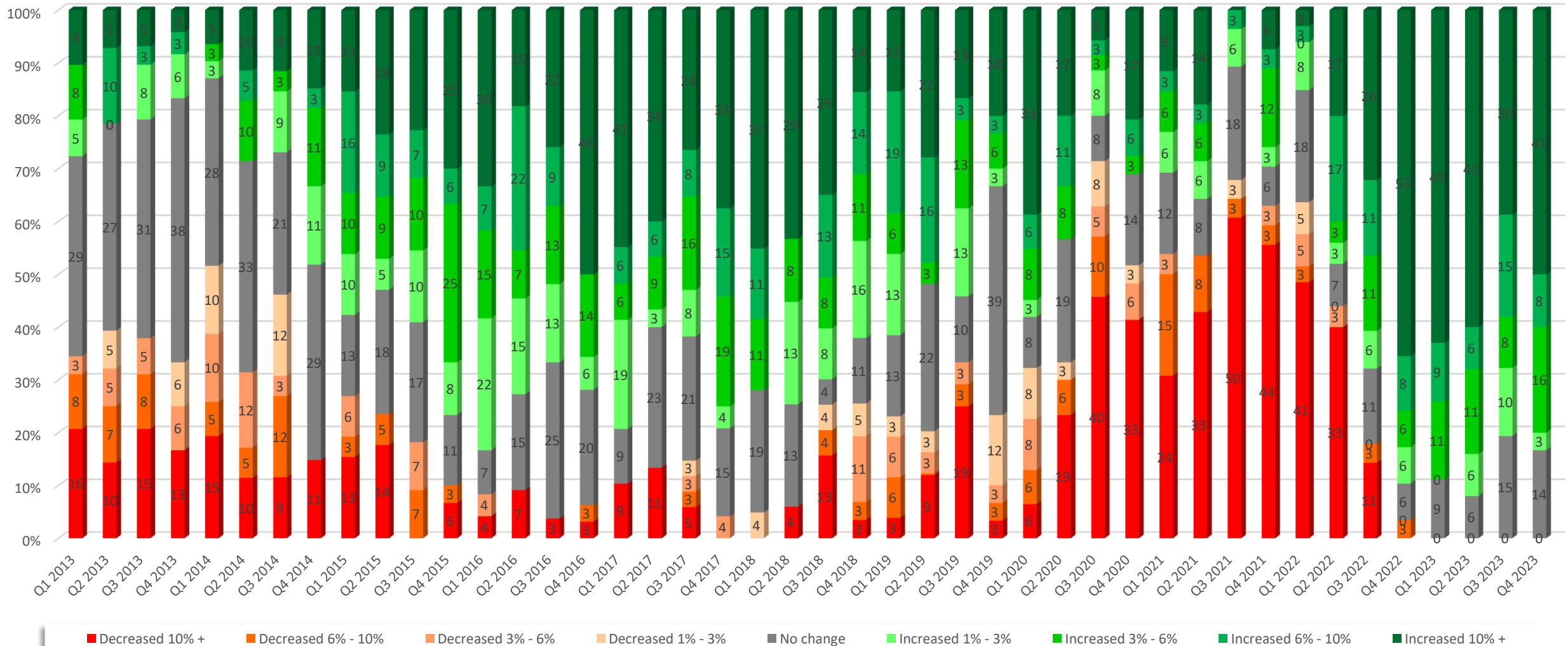
**Compared to one year ago, how has your compound occupancy changed?**



# 8. Compound occupancy (b)



Compared to one year ago, how has your compound occupancy changed?





# Thank you

... for your contribution!



For more information

Contact [info@ecgassociation.eu](mailto:info@ecgassociation.eu)