



MILEAGE TRENDS: FLASH REPORT

APRIL 8, 2021

As the first quarter of 2021 drew to a close, a growing number of economic sectors in different parts of the country are reopening. As leaders execute and adjust business plans, they keep an eye on indicators that can inform them about activity across their industry sector and in their region. Field activity is a metric that illustrates economic health and activity for most markets. This report shares these trends, using business mileage levels to explore the pace of recovery across various industries.



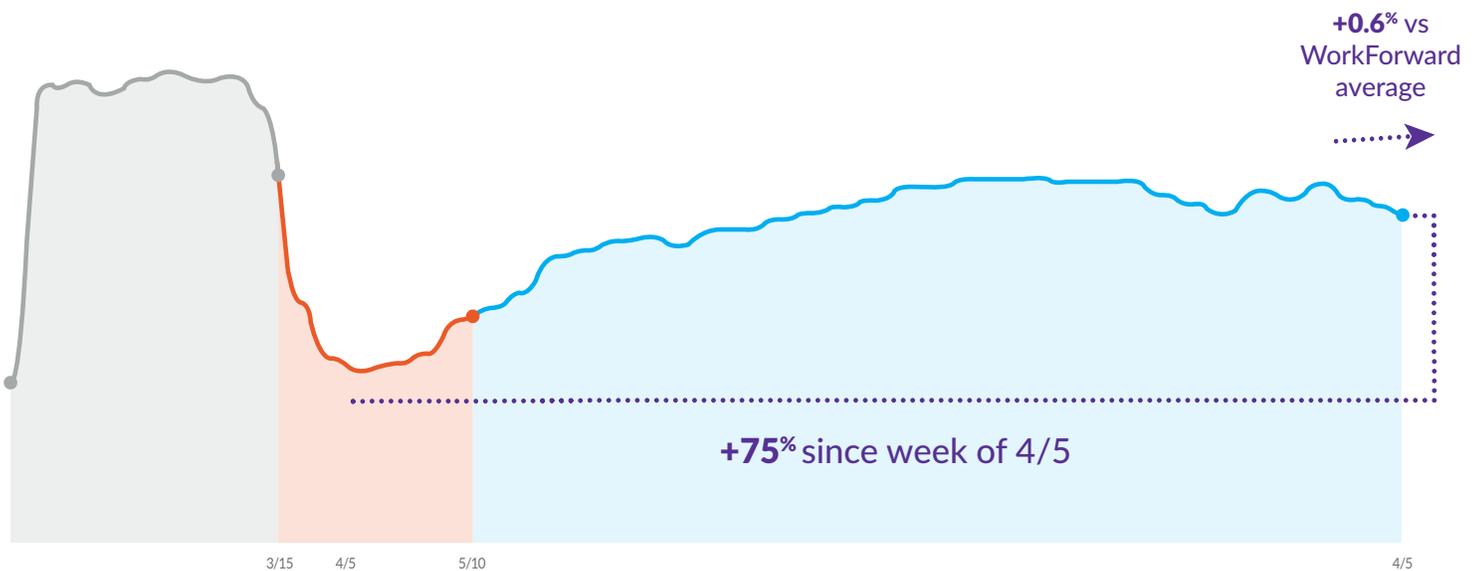


NATIONAL AND REGIONAL MILEAGE TRENDS

Over the first quarter of 2021, national business mileage levels have increased slowly and are trending in line with last Fall. As people WorkForward, field activity is 75% higher than the week of April 5th, the lowest level of business mileage over the previous 12 months.

Average business mileage during WorkForward has increased to **70%** of pre-pandemic levels

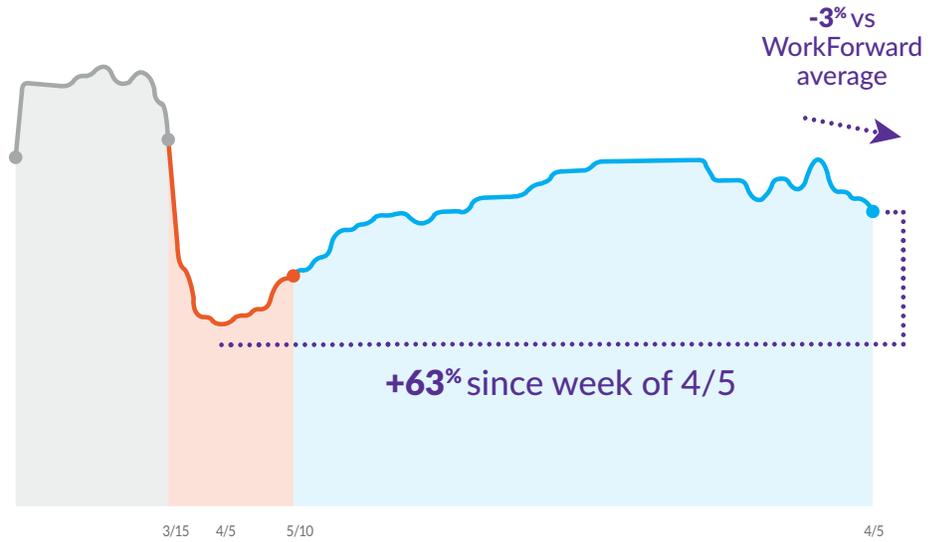
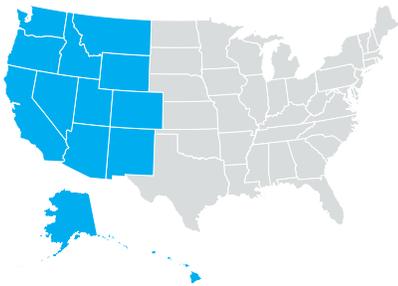
BUSINESS MILEAGE PLATEAU



■ Pre-Pandemic ■ Stay-At-Home ■ WorkForward

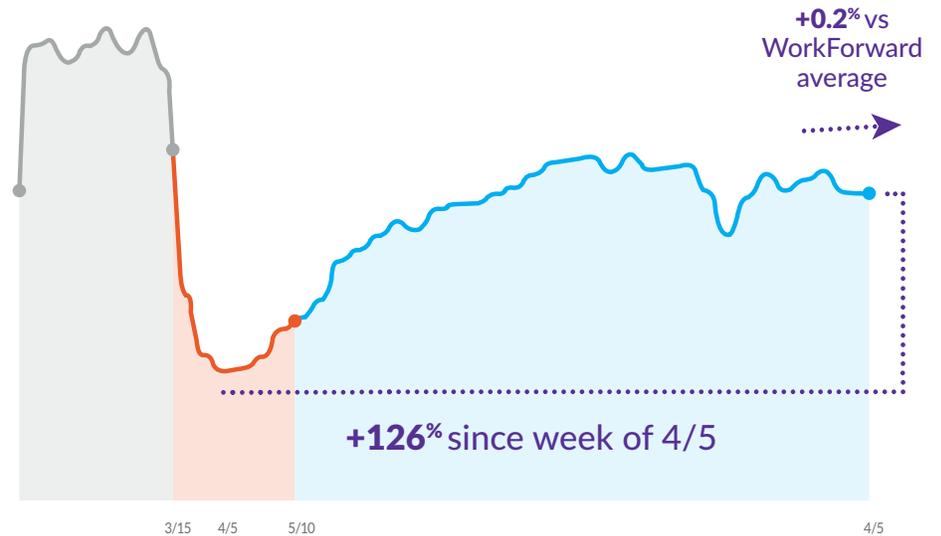
WESTERN U.S.

- Average business mileage during WorkForward is trending at 72% of pre-pandemic levels
- Driving activity in the West has varied in Q1 and has stabilized over recent weeks



NORTHEASTERN U.S.

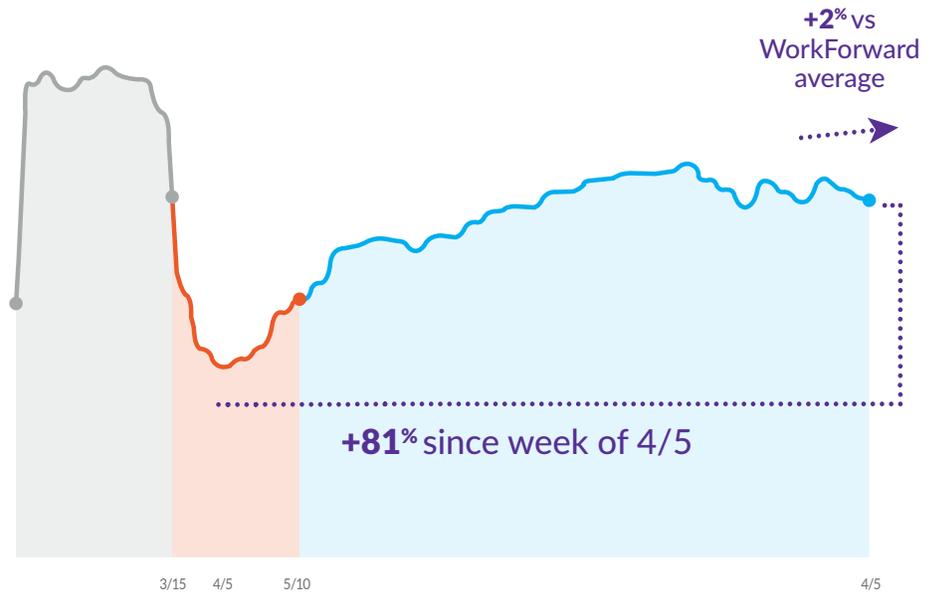
- Average business mileage during WorkForward has grown to 64% of pre-pandemic levels
- After a typical holiday slowdown, driving activity in the Northeast has been steady in Q1



■ Pre-Pandemic ■ Stay-At-Home ■ WorkForward

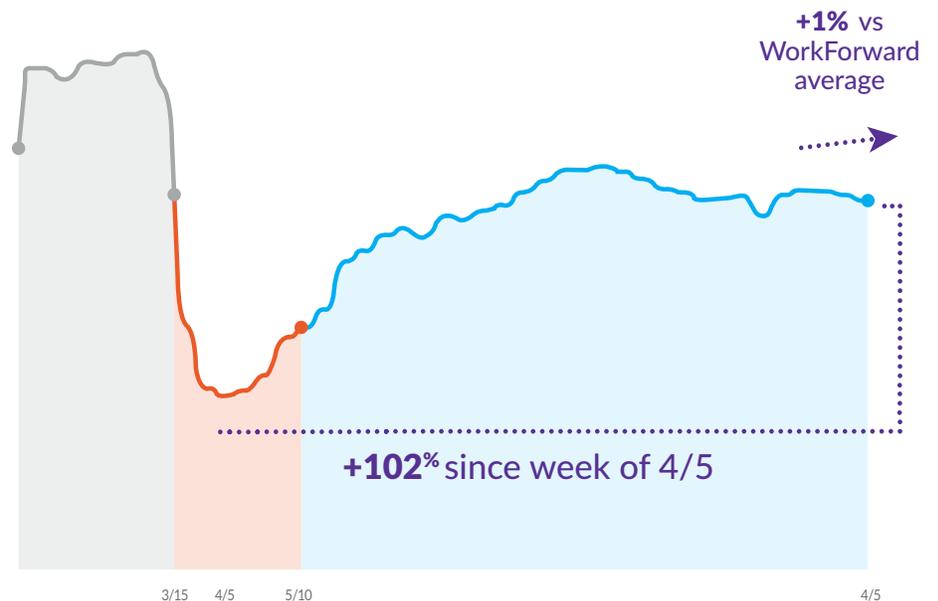
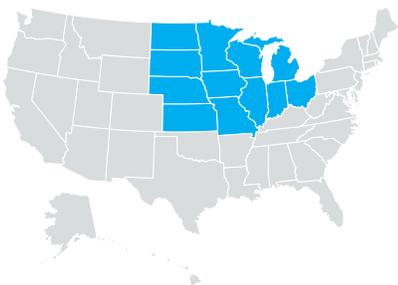
SOUTHERN U.S.

- Average business mileage during WorkForward has grown to 72% of pre-pandemic levels
- Over recent months, business mileage has been consistent



MIDWESTERN U.S.

- Average business mileage during WorkForward has grown to 70% of pre-pandemic levels
- After peaking over the fall months, driving activity in the Midwest has been steady and has slightly increased in recent weeks

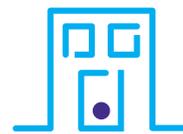


■ Pre-Pandemic ■ Stay-At-Home ■ WorkForward



ACTIVITY TRENDS BY INDUSTRY SECTOR

While activity levels vary from region to region, there is an even wider variety among industry sectors and their many subsectors. After seeing similar trajectories across most industries in March and April of 2020, different businesses are recovering at different speeds. Activity trends also differ depending on where and how companies operate.

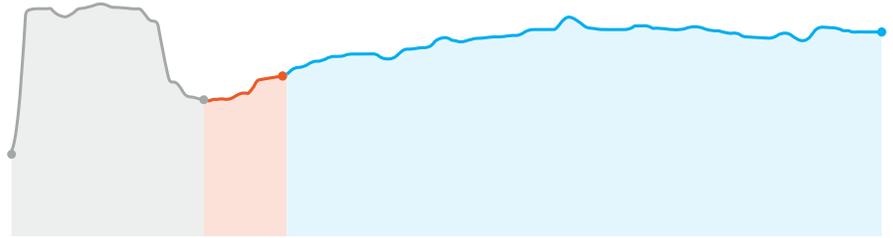


Different businesses
are recovering at
different speeds



FOOD & BEVERAGE

Business mileage is trending at 86% of pre-pandemic levels, a 46% increase over the week of 4/5



CLOSER LOOK

Some companies in the food & beverage industry maintain steady mileage activity levels after a moderate decline early in the stay-at-home phase. Over the early months of 2021, these businesses have shown a slight decline in activity which in some cases could be attributed to slower winter months. This group includes:

- Food & beverage manufacturers
- Retail beer and liquor distributors
- Grocery distributors

When looking at the effects of unemployment, seemingly unrelated industries are impacted. For example, the education sector has been posting small employment gains although employment is below typical levels. However, industries from food distributors to educational institutions and similar organizations will have lower levels of field activity until the institutions themselves return to a pre-pandemic state of operation.

Some companies in food & beverage have a more difficult path to recovery than the larger industry sector, but some of these businesses have also shown steady growth in business mileage activity over the initial months of 2021. This group includes:

- Foodservice tech
- Food suppliers to dine-in restaurants
- Distributors to educational institutes and similar organizations

Trending at 79% of pre-pandemic mileage levels
-1% below the WorkForward average



Trending at 59% of pre-pandemic mileage levels
+8% above the WorkForward average



■ Pre-Pandemic ■ Stay-At-Home ■ WorkForward



PHARMACEUTICAL/BIOTECH & MEDICAL DEVICES

Business mileage is trending at 69% of pre-pandemic levels in the WorkForward phase, +3% above their WorkForward average



CLOSER LOOK

Some companies in the pharmaceutical, biotech and medical device spaces have sustained the progress they made over others in their sector as they address pandemic-related needs. These businesses rapidly climbed out of the stay-at-home phase. They sustained that growth throughout the WorkForward phase and are operating close to pre-pandemic levels of business mileage activity. This group includes companies that provide:

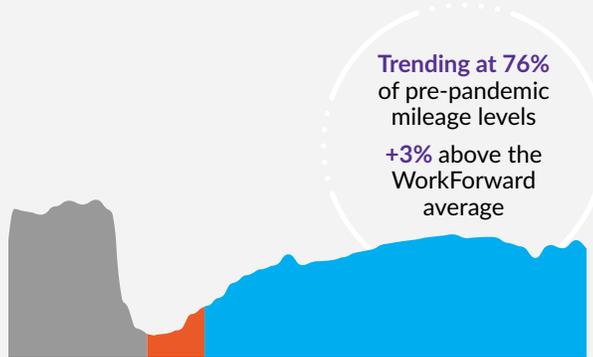
- Respiratory equipment
- Lab tests
- Face shields and other personal protective equipment

Other companies in biotech & medical device are on a slower path to recovery, but have trended upward over recent weeks. Delayed elective medical procedures and practices continue to drag on this peer group. Some services like dentist offices are operating at partial capacity. Businesses providing medical supplies for elective procedures and dental supplies have not yet been able to return to pre-pandemic levels.

Trending at 91% of pre-pandemic mileage levels, in line with their WorkForward average



Trending at 76% of pre-pandemic mileage levels +3% above the WorkForward average



■ Pre-Pandemic ■ Stay-At-Home ■ WorkForward



HOSPITALS & HEALTHCARE

Business mileage is trending at 64% of pre-pandemic levels in the WorkForward phase, -15% below their WorkForward average



CLOSER LOOK

The growing adoption of services delivered to consumers has impacted many industries. Home care and nursing services fall into this category – demonstrating the lowest level of disruption and steadiest recovery of any industry subsector in this report. This group includes companies that provide:

- In-home nursing services
- Home medical products and devices
- Clinical laboratory services

Trending at 107% of pre-pandemic mileage levels
-3% lower than the WorkForward average



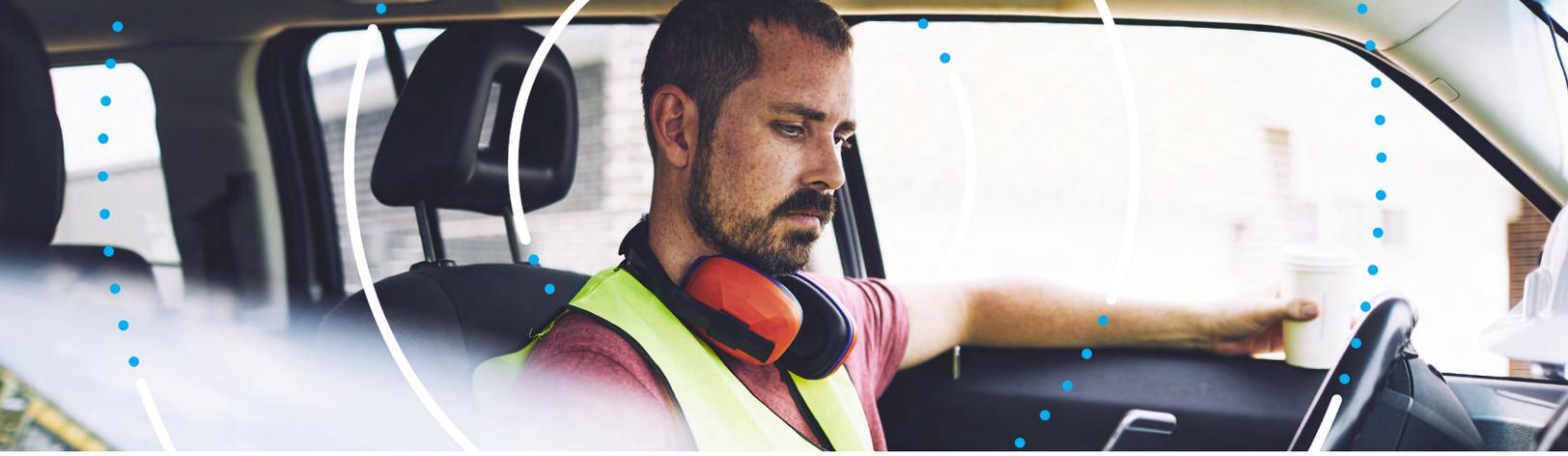
Some companies in the healthcare sector have a longer path to recover pre-pandemic mileage levels. Companies that support elective medical procedures are impacted by the same decline in the volume of procedures as hospitals. This group includes companies that provide technology and services for:

- Pathology
- Physiotherapy
- Preventative care

Trending at 74% of pre-pandemic mileage levels
-10% below the WorkForward average



■ Pre-Pandemic ■ Stay-At-Home ■ WorkForward



CONSTRUCTION & BUILDING MATERIALS

Business mileage is trending at 80% of pre-pandemic levels, -5% below their WorkForward average



CLOSER LOOK

Businesses that produce equipment or provide materials for engineering and homebuilding saw a slowdown over Q1. This is in line with the seasonal nature of this industry, and we expect to see a surge in activity over the warmer months similar to what we saw in 2020. This group includes:

- Building materials producers and distributors
- Engineering and contracting firms
- Homebuilders

Trending at 96% of pre-pandemic mileage levels
-8% below the WorkForward average



Other construction and building materials companies have not yet recovered the same as the larger industry sector. Mileage activity has increased over Q1, but has slowed in recent weeks. Companies in this group include:

- Infrastructure construction
- HVAC distribution
- Millwork & wood products

Trending at 49% of pre-pandemic mileage levels
-5% below the WorkForward average

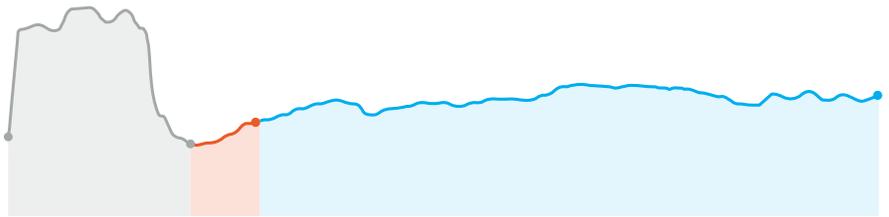


■ Pre-Pandemic ■ Stay-At-Home ■ WorkForward



RETAIL

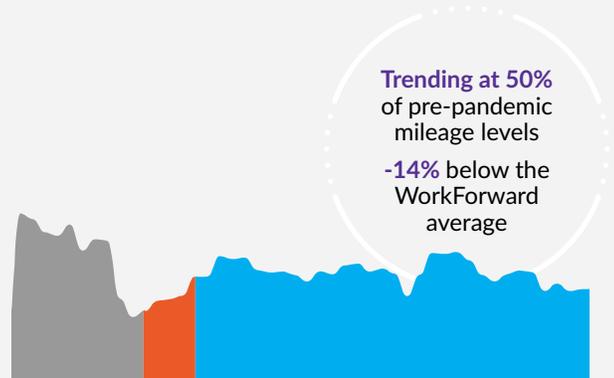
Business mileage is trending at 61% of pre-pandemic levels, 1% above their WorkForward average



CLOSER LOOK

Some companies in the retail sector have not experienced the same slowdown as the overall sector. While many retailers have shifted their focus to digital channels, the speed of recovery varies across the industry. Activity has waned over recent weeks for businesses that had shown above-average field activity for the retail industry. This group includes companies that focus on:

- Hardware and home improvement
- Pharmacies
- Pet supplies



Other companies in this sector show a muted, and at times erratic, recovery in recent months. This group includes companies that focus on:

- Apparel
- Office supplies
- Furniture



■ Pre-Pandemic ■ Stay-At-Home ■ WorkForward



BUSINESS SERVICES

Business mileage is trending at 102% of pre-pandemic levels, +27% above their WorkForward average



ENERGY & ENVIRONMENTAL

Business mileage is trending at 52% of pre-pandemic levels, +8% above their WorkForward average



AUTOMOTIVE

Business mileage is trending at 52% of pre-pandemic levels, +11% above their WorkForward average



MANUFACTURING

Business mileage is trending at 49% of pre-pandemic levels, +3% above their WorkForward average



MACHINERY

Business mileage is trending at 70% of pre-pandemic levels, +1% above their WorkForward average

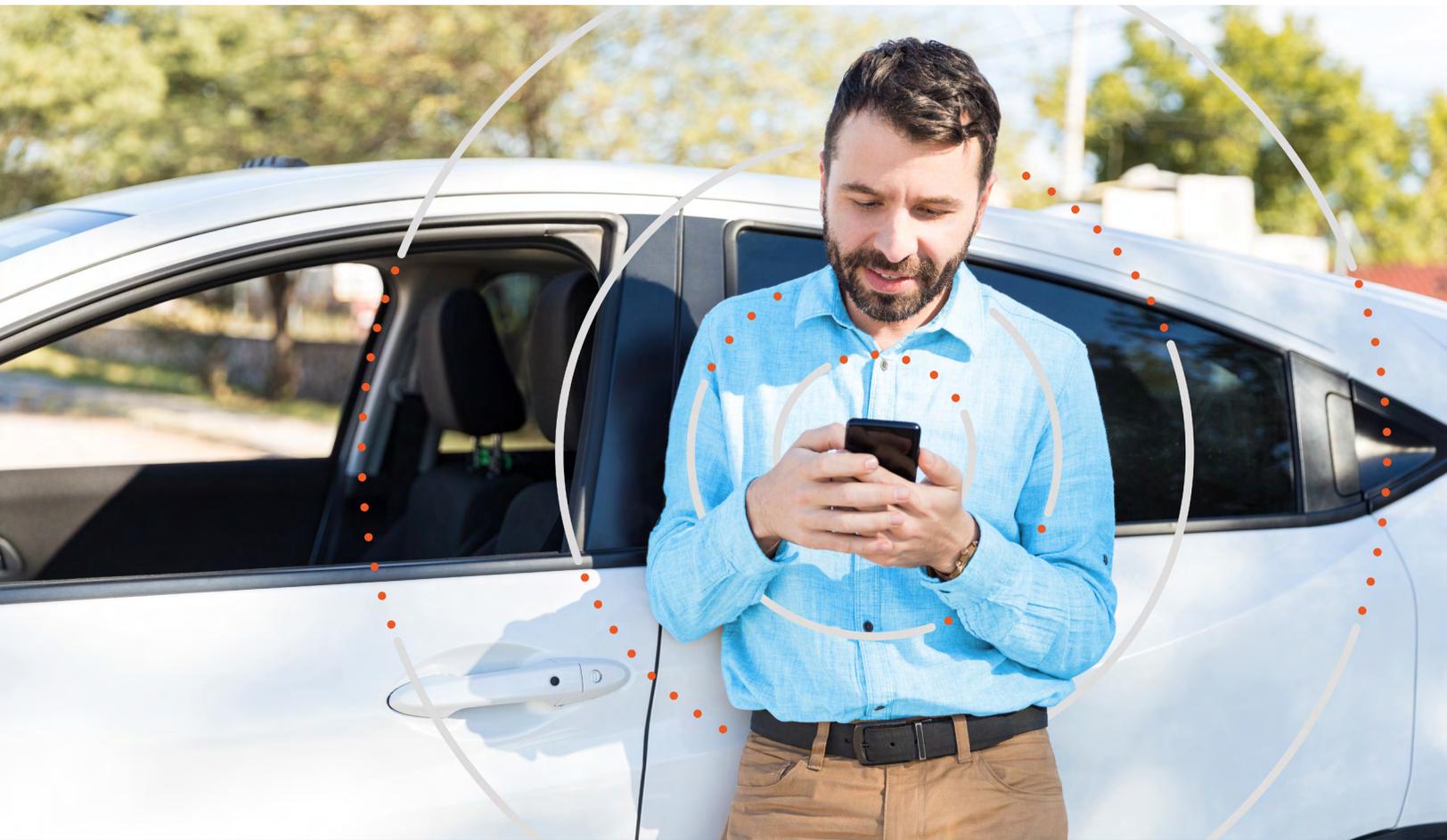


■ Pre-Pandemic ■ Stay-At-Home ■ WorkForward

Signs of pent-up demand are showing up on the leading edges of reopening states. As vaccinations increase among the population, we should expect to see a rapid recovery in business mileage across a broader range of economic sectors. Business leaders can stay abreast of these trends and analyze their indicators to determine the best course of action. As companies WorkForward, they can rely on Motus as a resource for updates on activity trends in their areas and industries.

METHODOLOGY

More than 5 million business mileage logs from the world's largest retained pool of drivers were analyzed to identify trends in different regions and industry sectors. Driving activity is measured in business mileage levels and trip volumes. Data covered all 50 states and more than 50 industry sectors. Regions follow the U.S. Census classification of states.



ABOUT MOTUS

Motus is the definitive expert in anywhere workforce solutions. Its platform and proprietary software simplify the reimbursement and management of vehicle, device, work and living costs through personalized calculations. Powered by an unmatched pool of data, refined over more than 80 years, and updated in real time, Motus is the platform of choice for top Fortune 500 companies and organizations committed to workplace agility. Motus automotive data, captured and analyzed across the world's largest retained pool of drivers, also underpins the annual Internal Revenue Service (IRS) business mileage standard, the amount an individual can deduct for business vehicle expenses. For more information please visit www.motus.com or connect with us on [Twitter](#), [Facebook](#), [Instagram](#) or [LinkedIn](#).