

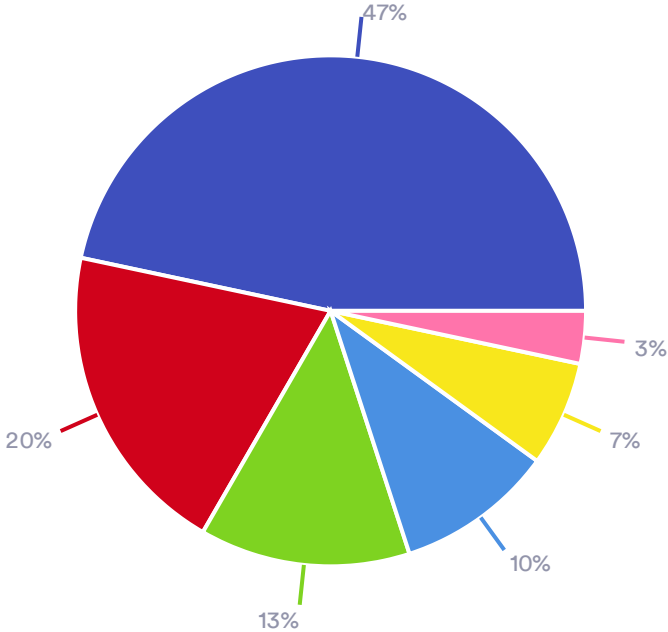


FSEA 4th Quarter 2021 Survey: State of the Industry

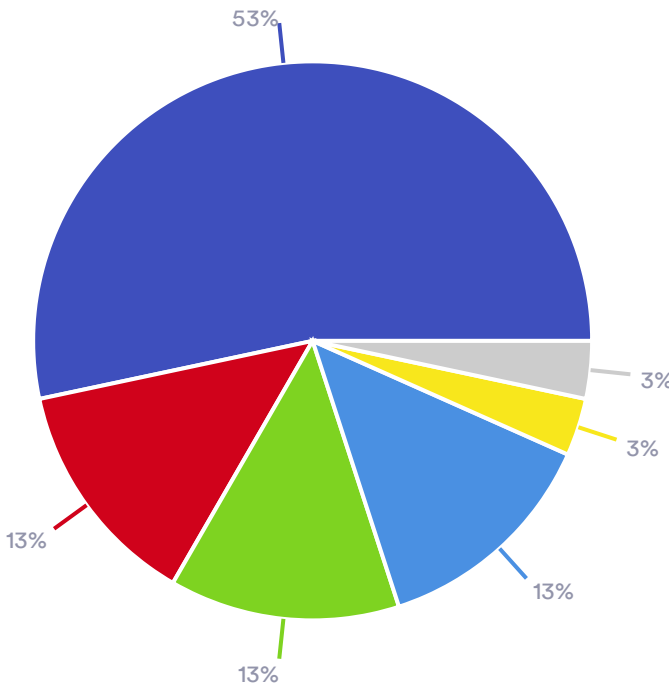
From supply chain shortages to the industry's top concerns heading into the new year, this FSEA survey provides insight into the business concerns of others in the industry and their strategies for moving forward.

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Identify your primary position in the industry.



How many full-time employees do you have?

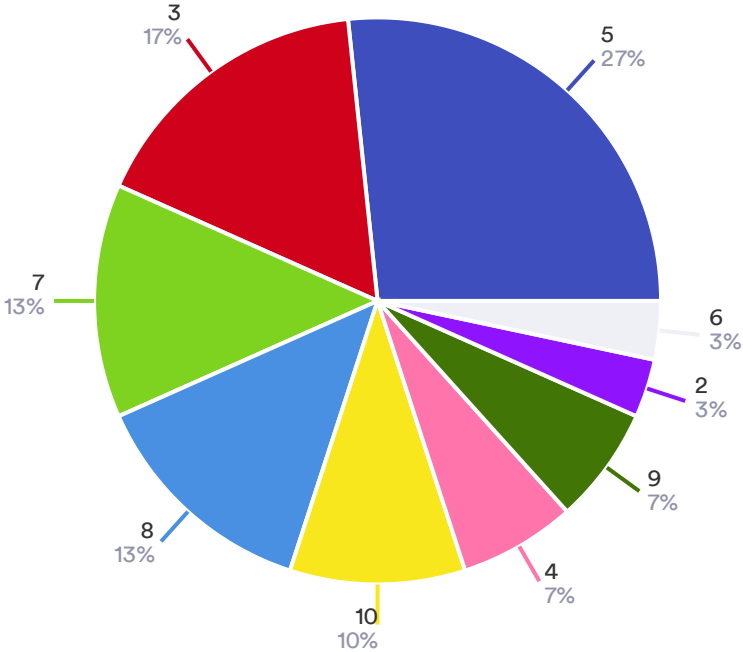


- Print Finisher
- Supplier to the Industry (substrate, foils, coatings, equipment, etc)
- Folding Carton Manufacturer
- Commercial Printer
- Trade Binder
- Label Manufacturer

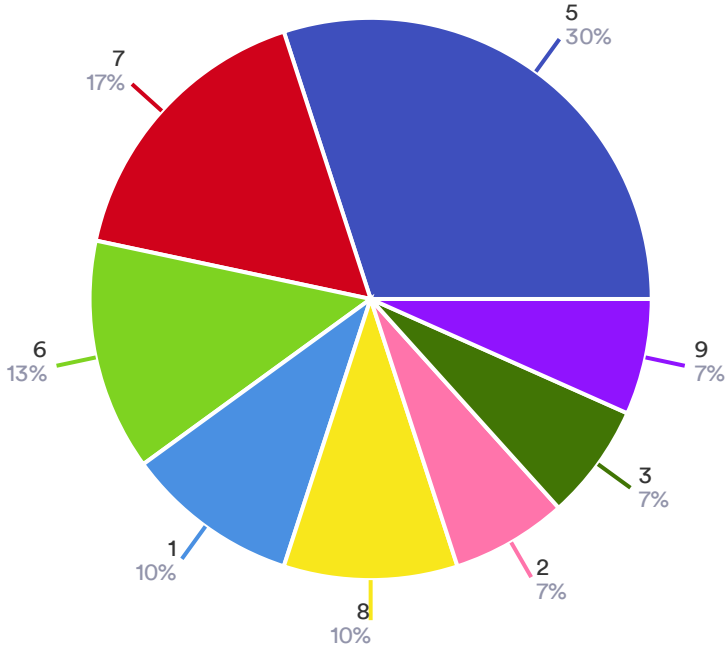
- 1-25
- 26-50
- 51-100
- 101-250
- 251-500
- Other entries

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How concerned are you about economic effects of the continuing COVID-19 pandemic? (1 = lowest, 10 = highest)

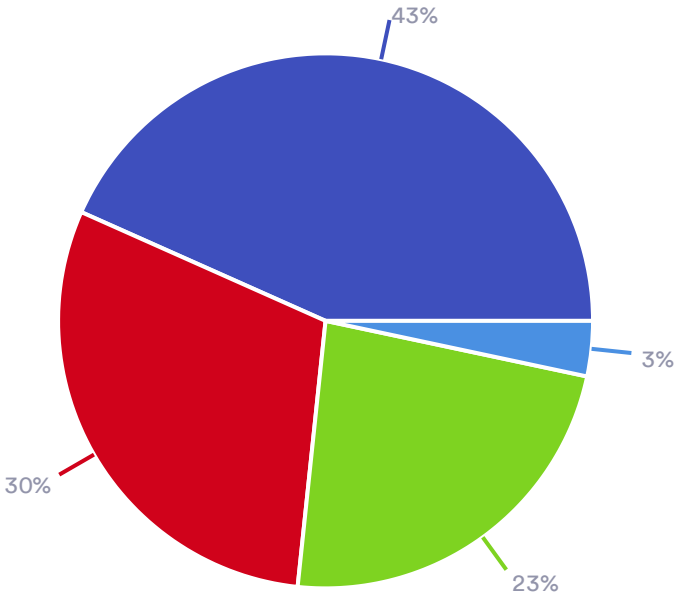


How concerned are you about maintaining employee health & safety during the continuing COVID-19 pandemic? (1 = lowest, 10 = highest)



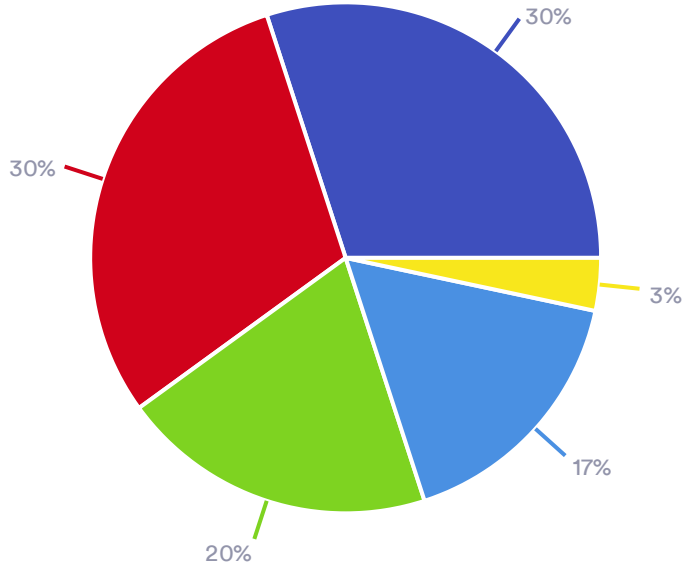
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As you plan for 2022, what is your primary business concern?



- Supply Chain Constraints
- Employee Recruitment & Retention
- Economic Uncertainty
- Government Regulatory and Tax Changes

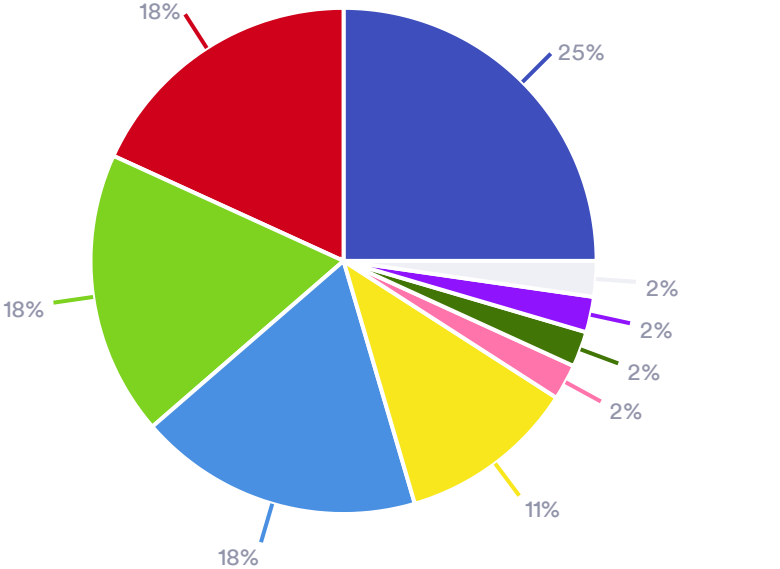
As you plan for 2022, what is your secondary business concern?



- Economic Uncertainty
- Supply Chain Constraints
- Employee Recruitment & Retention
- Government Regulatory and Tax Changes
- Responding to Recyclability/Sustainability Trends

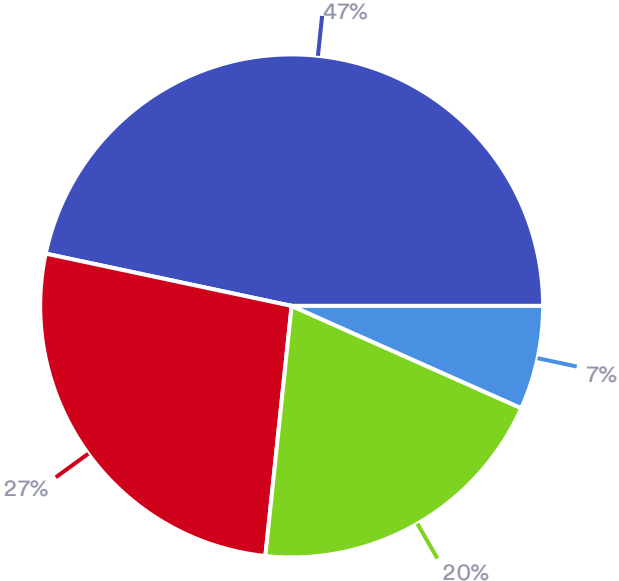
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In the last 18 months, which of the following actions did your company take to manage financial uncertainty during the pandemic? (may select more than one)



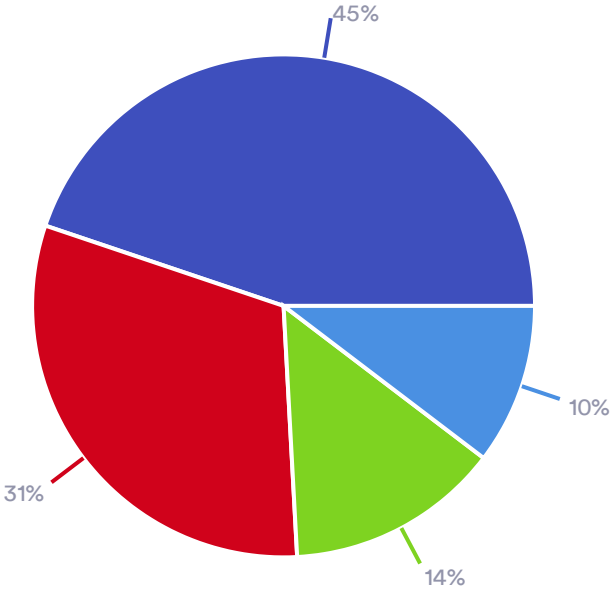
- No actions taken
- Reduce workforce
- Reduce labor hours / wages
- Reduce capital expenditures
- Utilize short-term financing
- raised wages for workers, accessed PPE
- pursued other revenue streams
- Limited outside help (temps) and increased hours and OT
- Business expanded so basically increased workforce, etc

How would you best describe sales revenue in the last 12 months?



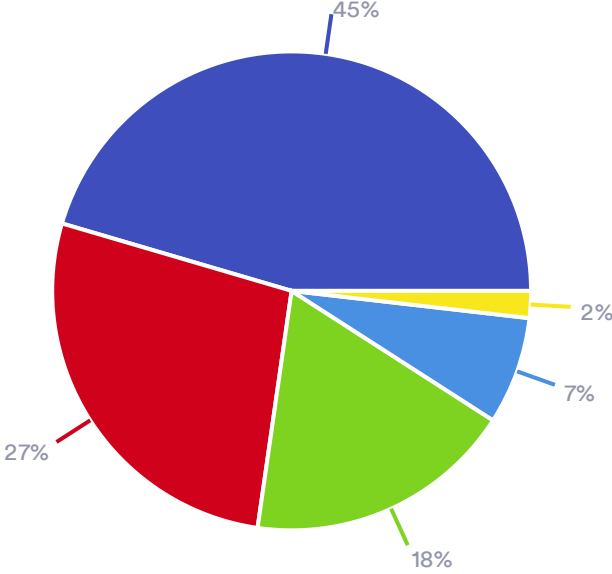
- 1% to 9% growth
- 10% or higher growth
- 10% or higher decrease
- 1% to 9% decrease

How do you anticipate sales revenue to respond in the next 12 months?



- 1% to 9% growth
- 10% or higher growth
- No change in sales revenue
- 1% to 9% decrease

How is your company responding to current supply chain constraints? (select all that apply)



- Passing price increases on to customers
- Sourcing new vendors
- Testing new materials
- Reducing efforts to onboard new projects
- Increase forecasting efforts