

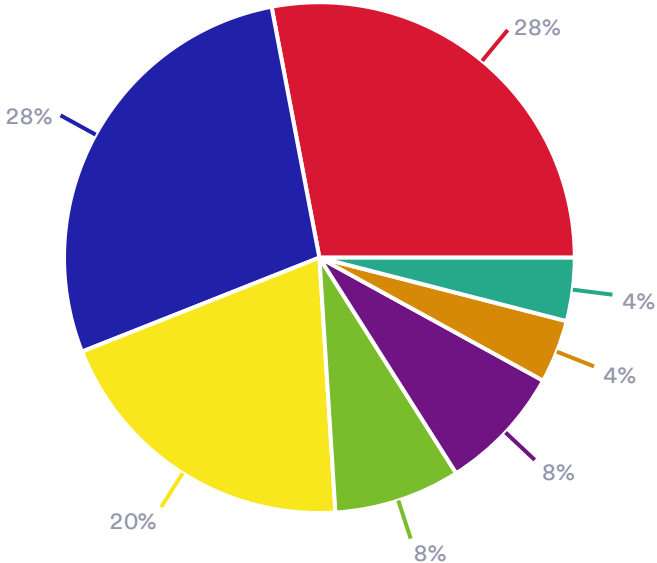


IMDA 4th Quarter 2021 Survey: State of the Industry

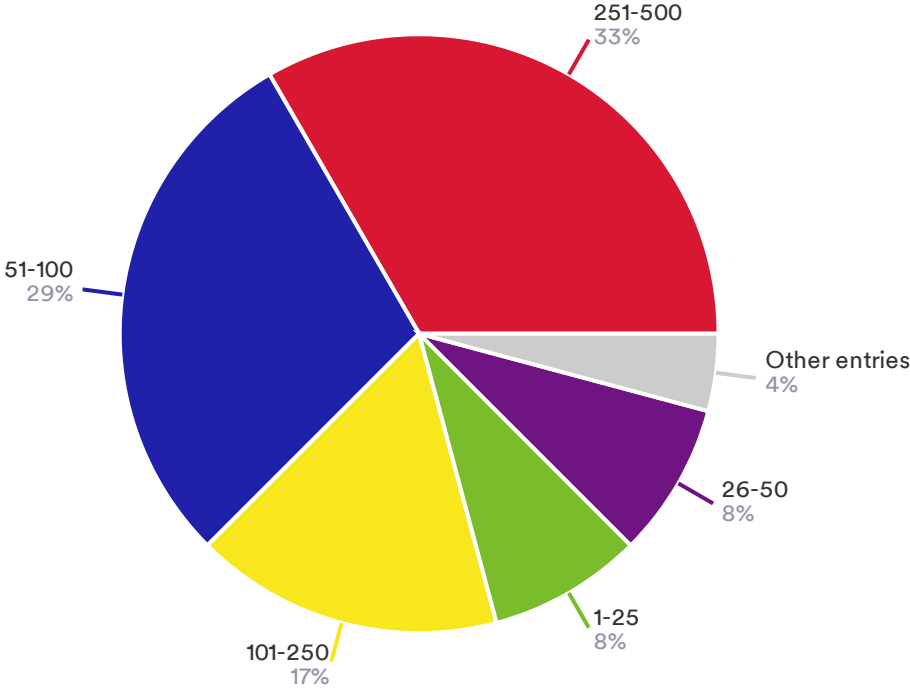
From supply chain shortages to the industry's top concerns heading into the new year, this short IMDA survey will provide insight into the business concerns of others in the industry and their strategies for moving forward.

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Identify your primary position in the industry.



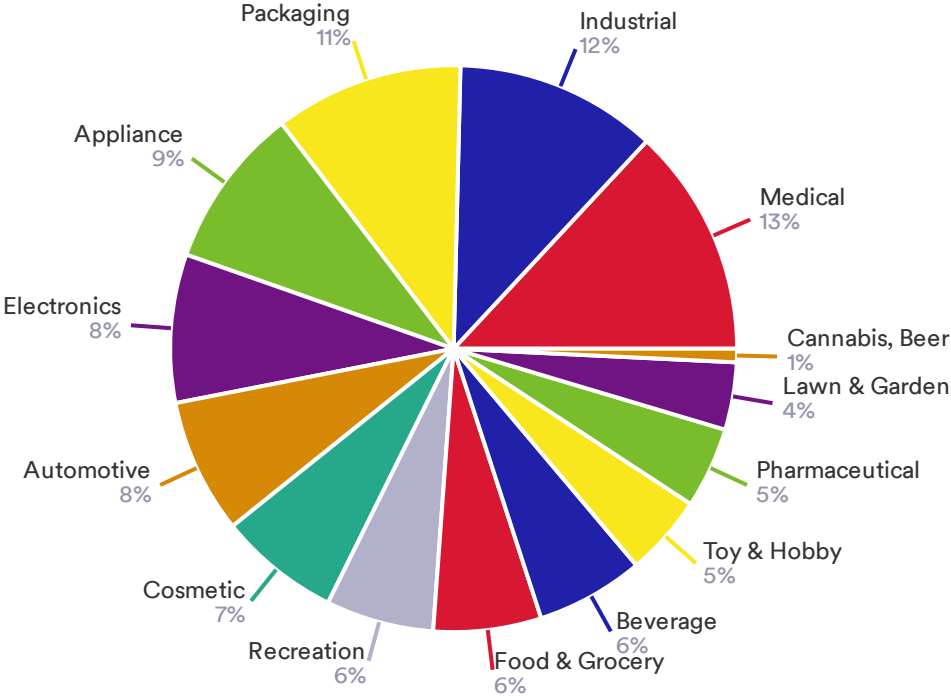
How many full-time employees do you have?



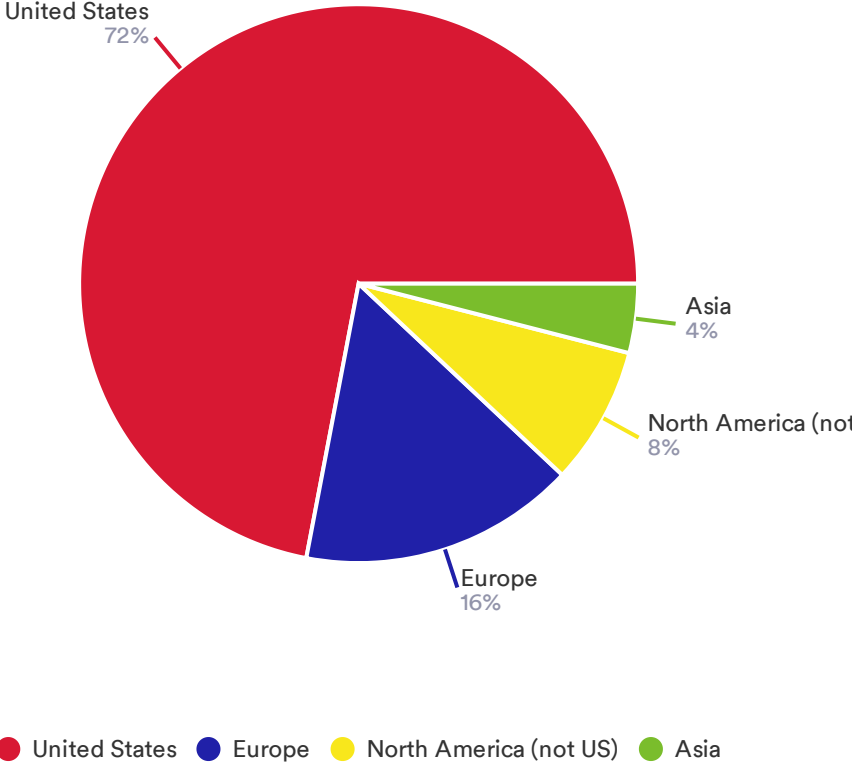
- Label Printer / Distributor
- Supplier to the Industry (substrate, ink, equipment, etc)
- Molder
- Converter
- Mold Manufacturer
- Fully vertically integrated IMD supplier.
- Film/label supplier

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In what markets does your company operate? (multiple responses allowed per respondent)

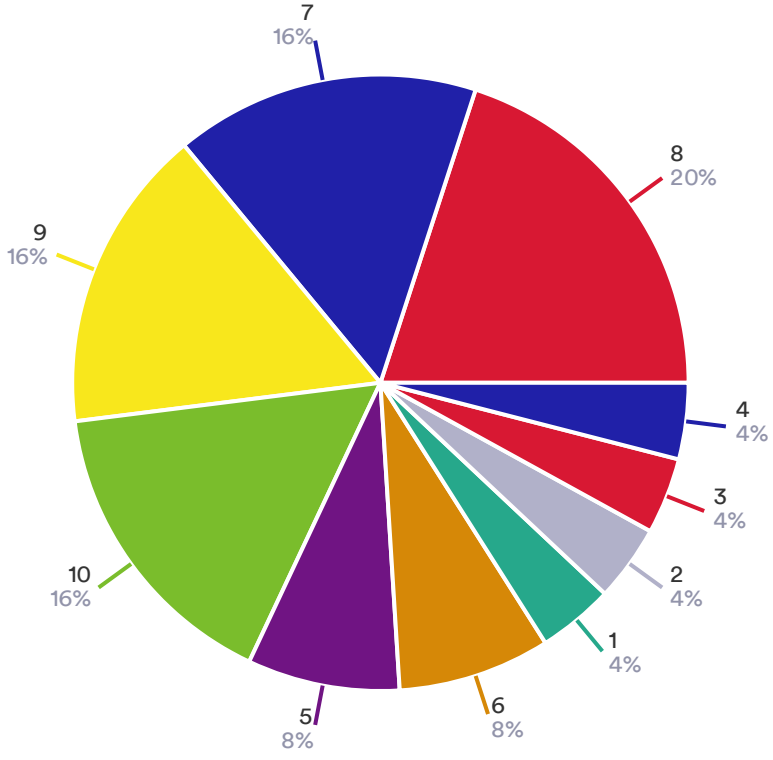


Where is your primary facility located?

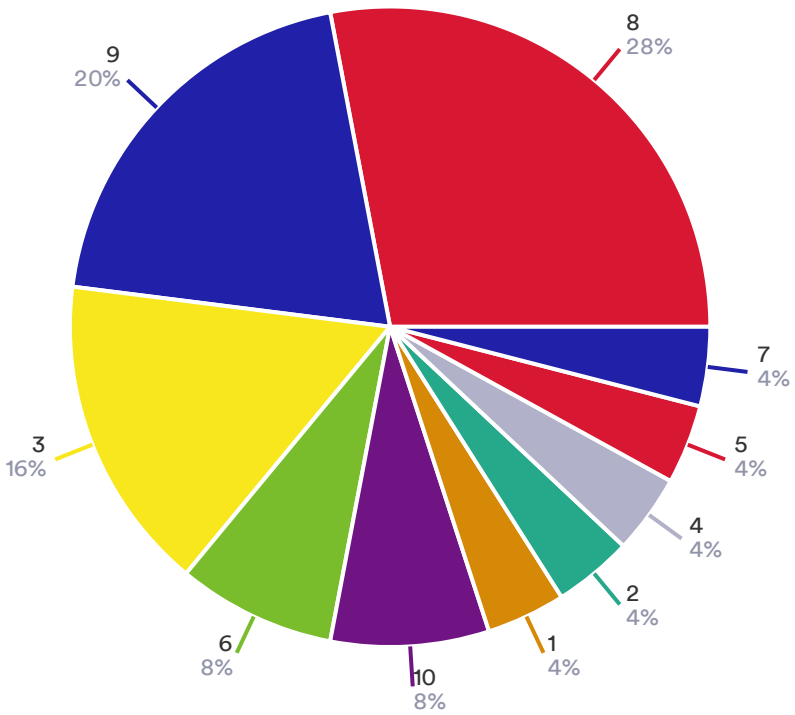


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How concerned are you about economic effects of the continuing COVID-19 pandemic? (1 = lowest, 10 = highest)

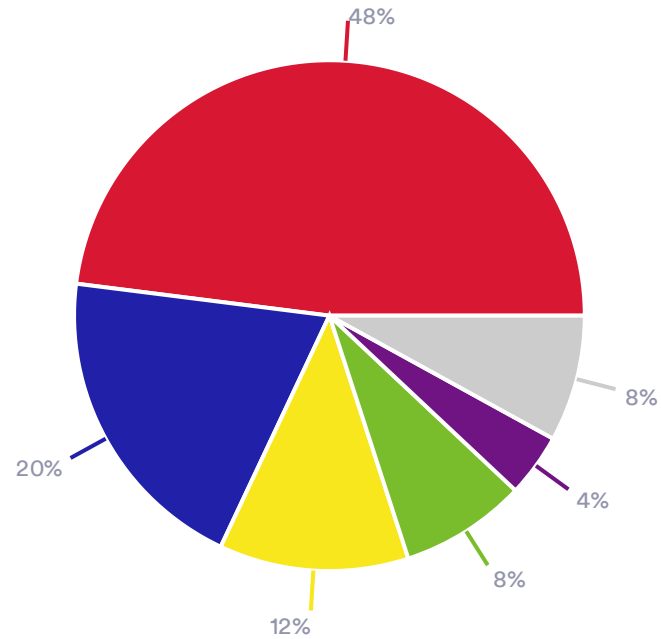


How concerned are you about maintaining employee health & safety during the continuing COVID-19 pandemic? (1 = lowest, 10 = highest)



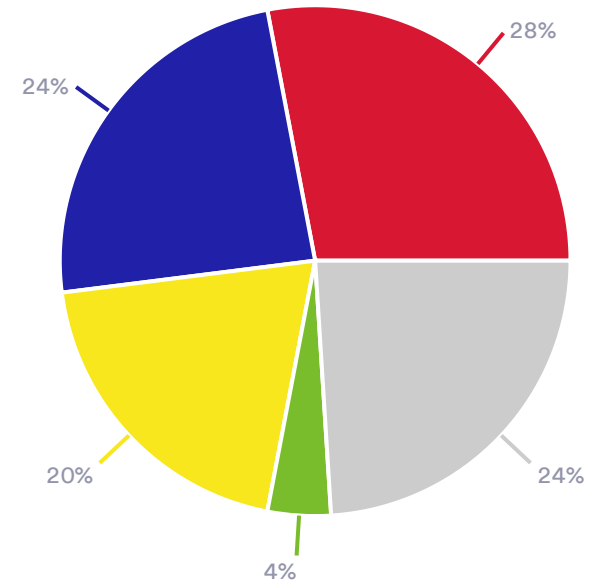
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As you plan for 2022, what is your primary business concern?



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

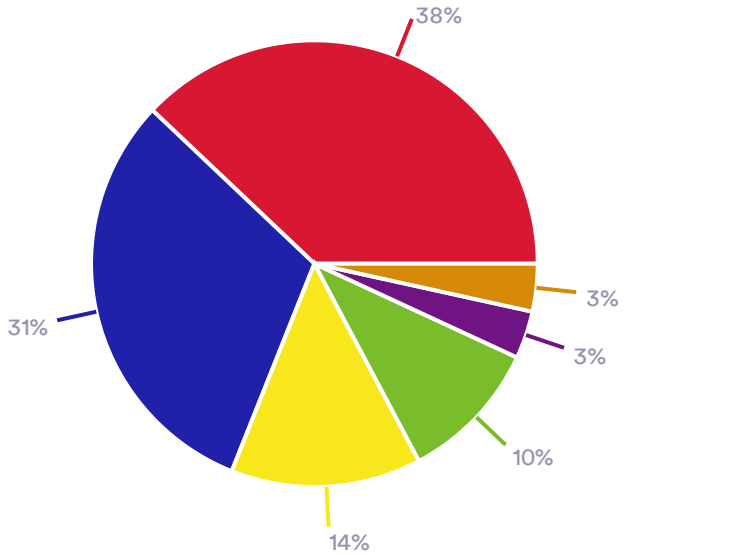
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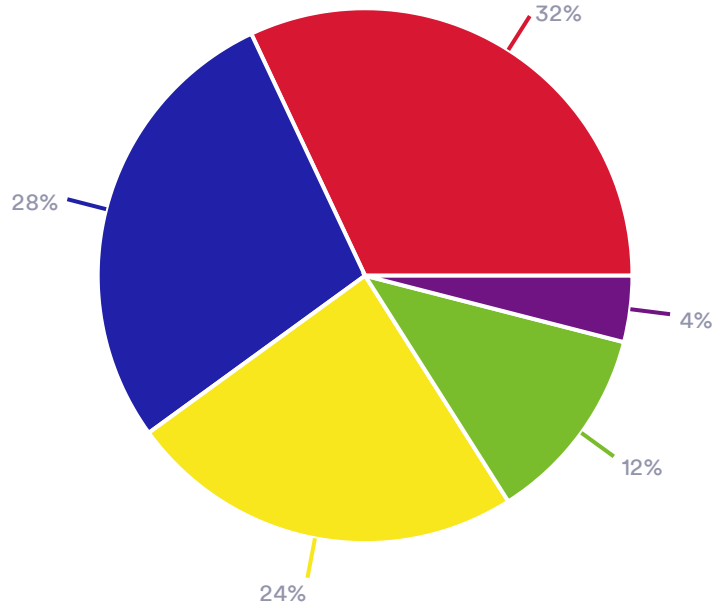
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In the last 18 months, which of the following actions did your company take to manage financial uncertainty during the pandemic? (may select more than one)



- No actions taken
- Reduce capital expenditures
- Reduce workforce
- Reduce labor hours / wages
- Utilize short-term financing
- We made sure supply chains/ raw materials were being filled

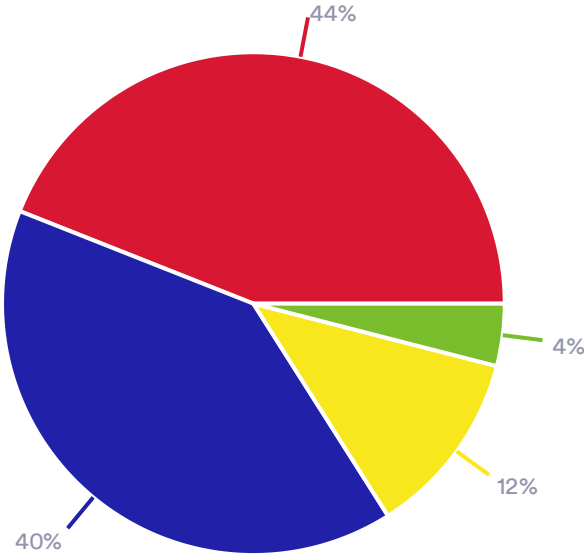
How would you best describe sales revenue in the last 12 months?



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

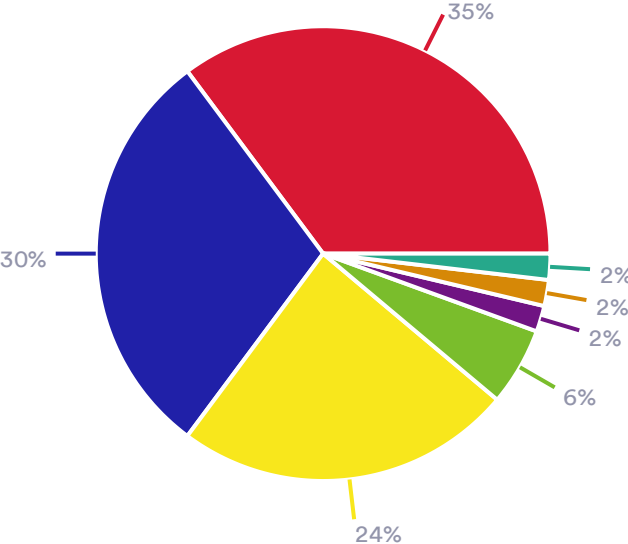
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How do you anticipate sales revenue to respond in the next 12 months?



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

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



- Sourcing new vendors
- Passing price increases on to customers
- Testing new materials
- Reducing efforts to onboard new projects
- We are doing all of these
- Ordering ahead
- Changing sourcing standards with longer leadtimes.