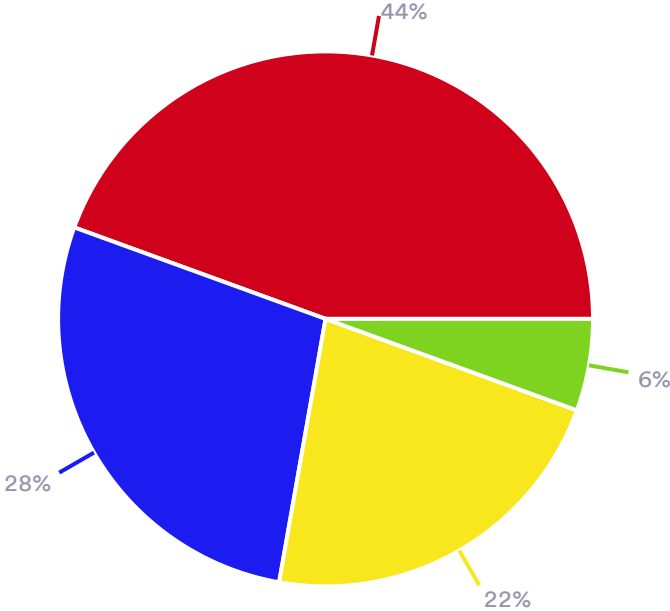




# **IMDA 1st Quarter 2022 Survey: State of the Industry**

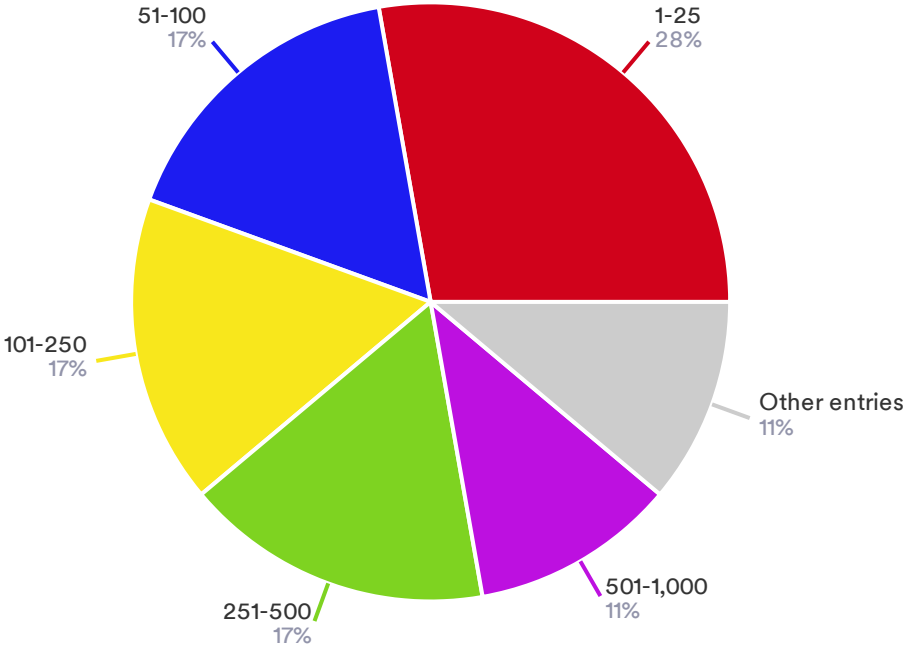
# IMDA 1st Quarter 2022 Survey: State of the Industry

Identify your primary position in the industry.



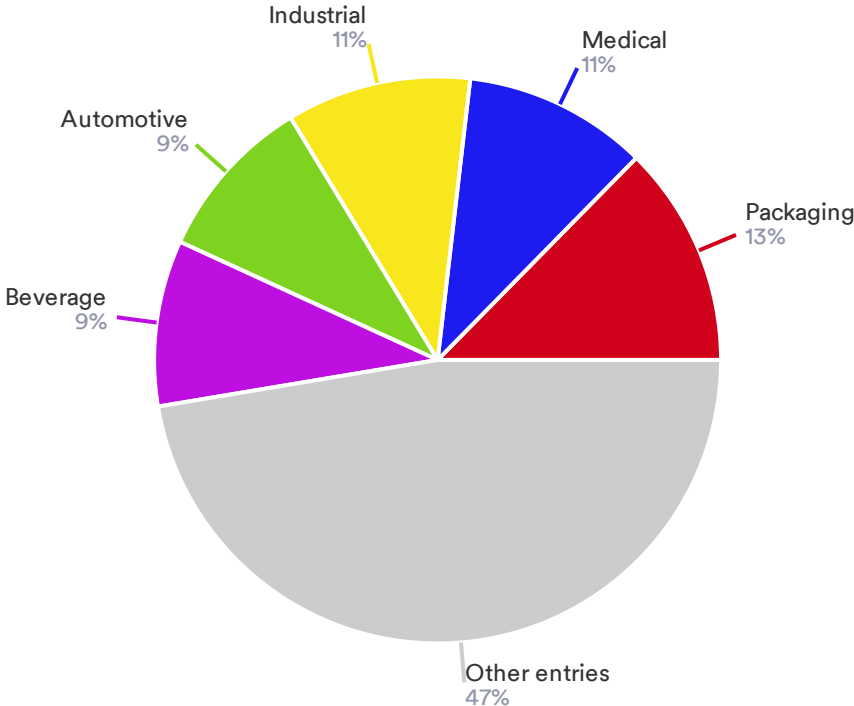
- Label Printer / Distributor
- Supplier to the Industry (substrate, ink, equipment, etc)
- Molder
- Fully vertically integrated IMD supplier.

How many full-time employees do you have?

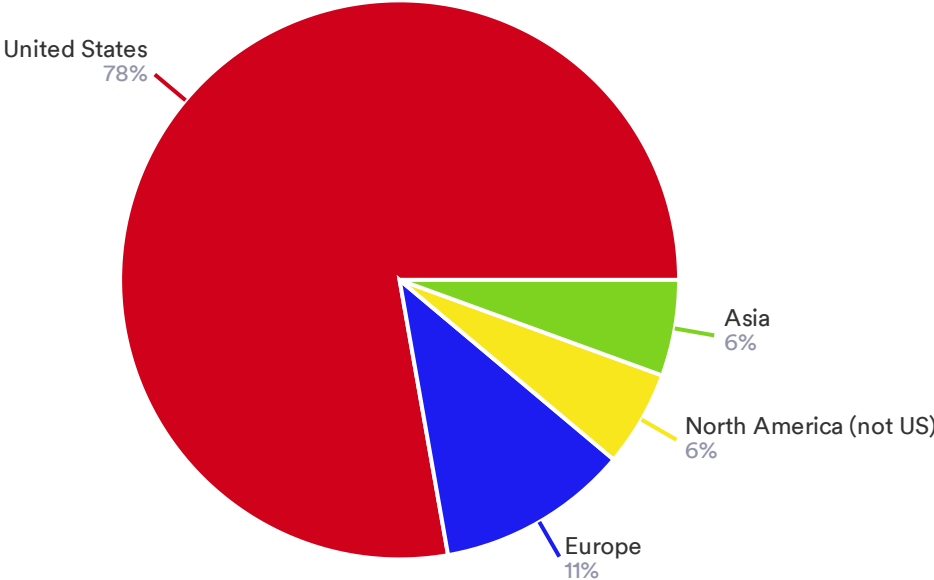


# IMDA 1st Quarter 2022 Survey: State of the Industry

In what markets does your company operate? (Select all that apply)



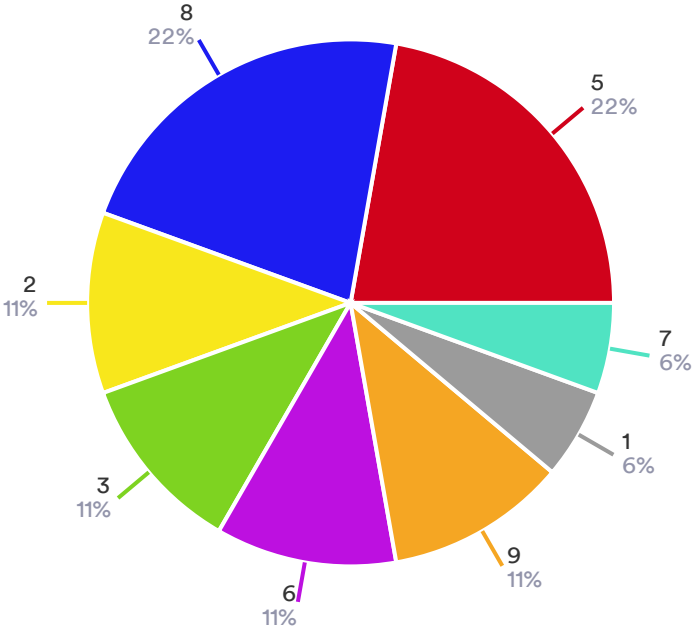
Where is your primary facility located?



● United States ● Europe ● North America (not US) ● Asia

# IMDA 1st Quarter 2022 Survey: State of the Industry

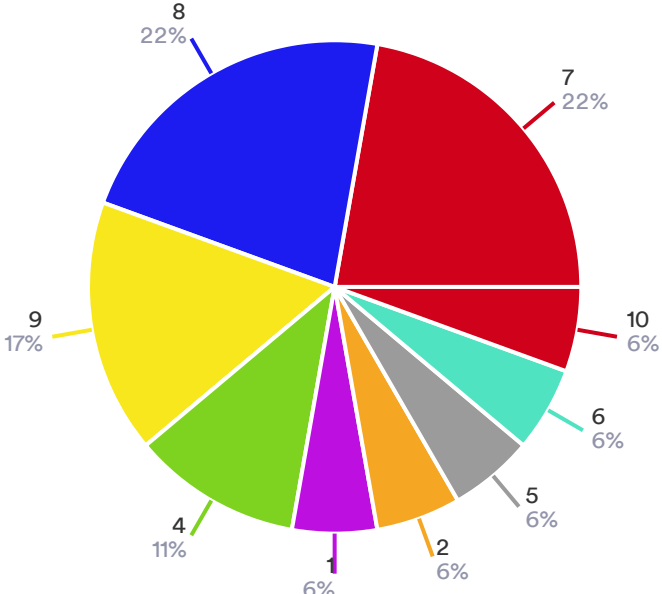
How concerned are you about economic effects of the continuing COVID-19 pandemic? (1 = lowest, 10 = highest)



● 5 ● 8 ● 2 ● 3 ● 6 ● 9 ● 1 ● 7

How concerned are you about economic effects of the violence in the Ukraine? (1 = lowest, 10 = highest)

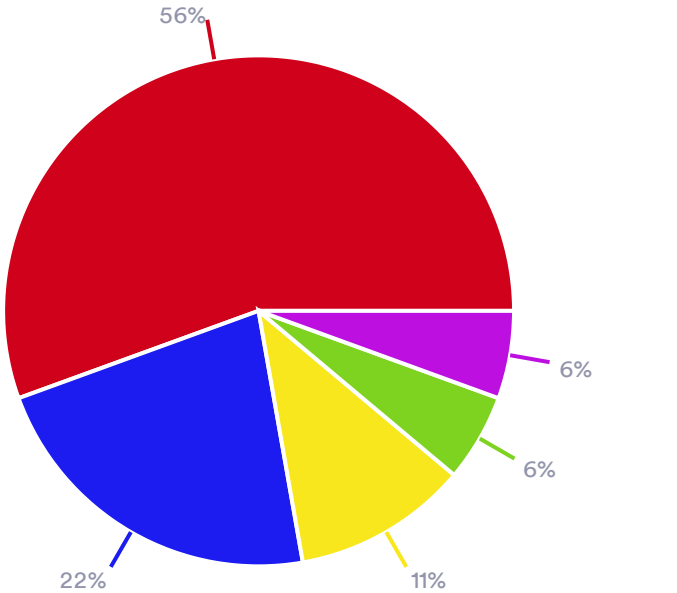
18 Responses



● 7 ● 8 ● 9 ● 4 ● 1 ● 2 ● 5 ● 6 ● 10

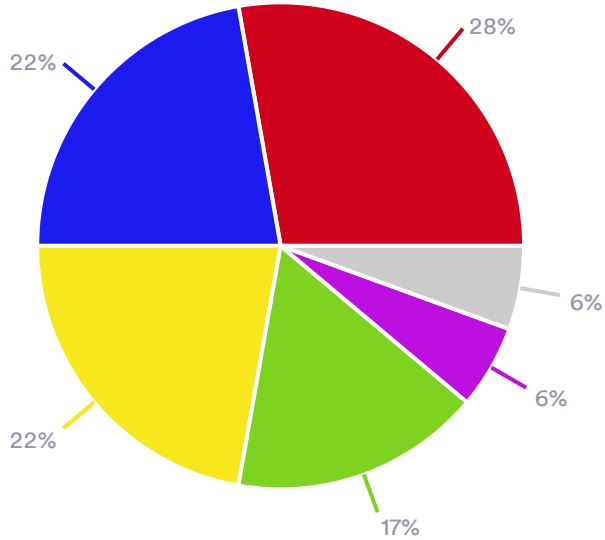
# IMDA 1st Quarter 2022 Survey: State of the Industry

As we enter Q2 2022, what is your primary business concern?



- Supply Chain Constraints / Lack of Materials
- Rising Costs of Materials and Transportation
- Economic Uncertainty
- Shipping/Transportation Delays
- Employee Recruitment & Retention

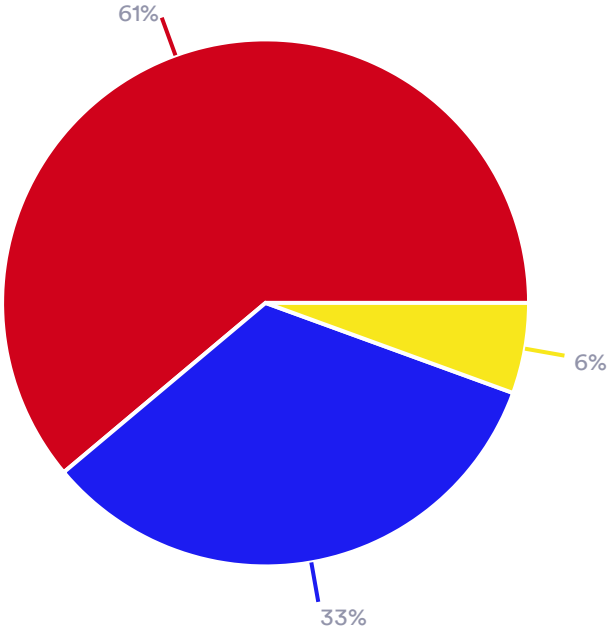
As we enter Q2 2022, what is your secondary business concern?



- Rising Costs of Materials and Transportation
- Supply Chain Constraints / Lack of Materials
- Employee Recruitment & Retention
- Economic Uncertainty
- Shipping/Transportation Delays
- Other entries

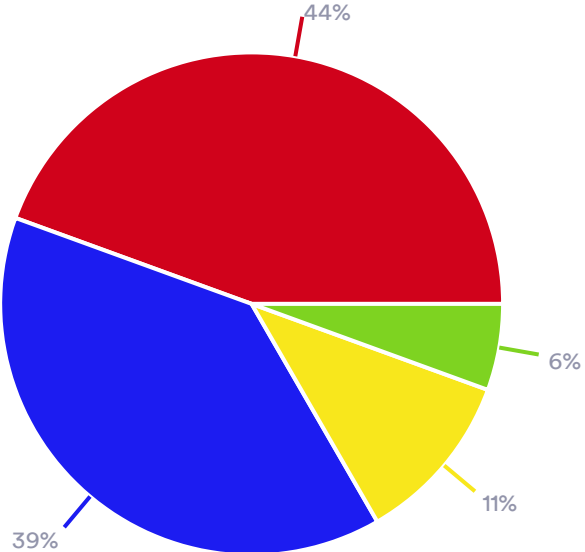
# IMDA 1st Quarter 2022 Survey: State of the Industry

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



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

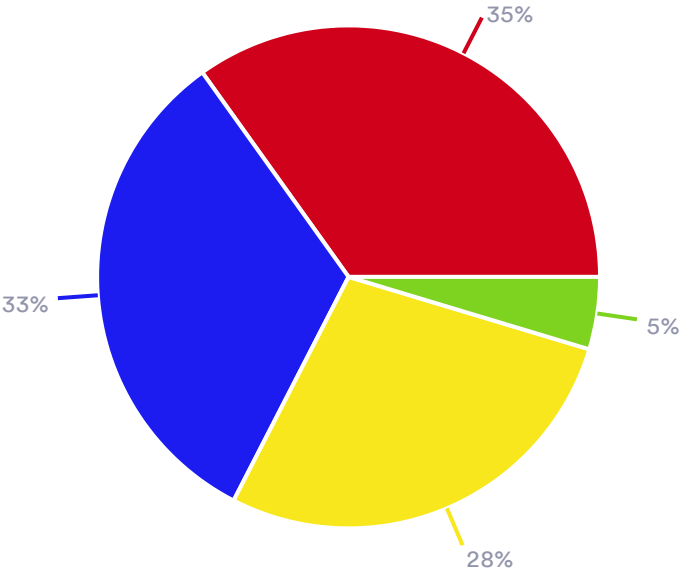
How do you anticipate sales revenue to respond in the next 12 months?



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

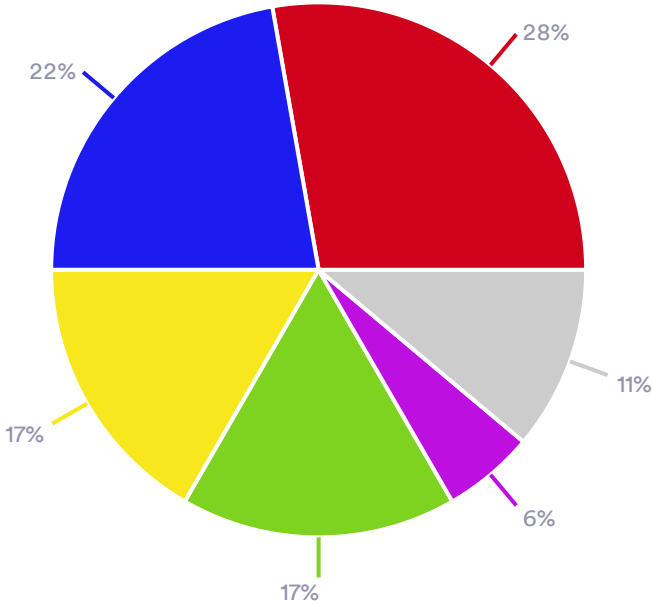
# IMDA 1st Quarter 2022 Survey: State of the Industry

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



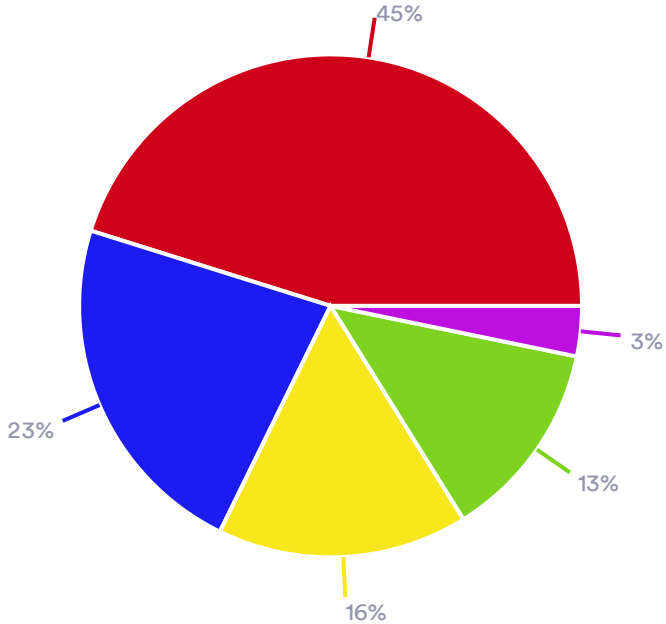
- Passing price increases on to customers
- Sourcing new vendors
- Testing new materials
- Reducing efforts to onboard new projects

When do you expect supply chain challenges to end?



- Unsure
- Quarter 4 2022
- Quarter 1 2023
- Quarter 2 2023
- Quarter 3 2023
- Other entries

How is your company responding financially to challenges in hiring and staffing? (select all that apply)



- Wage increases
- Investments in marketing / recruitment efforts
- Recruitment bonuses
- Increasing benefits
- Longevity bonuses