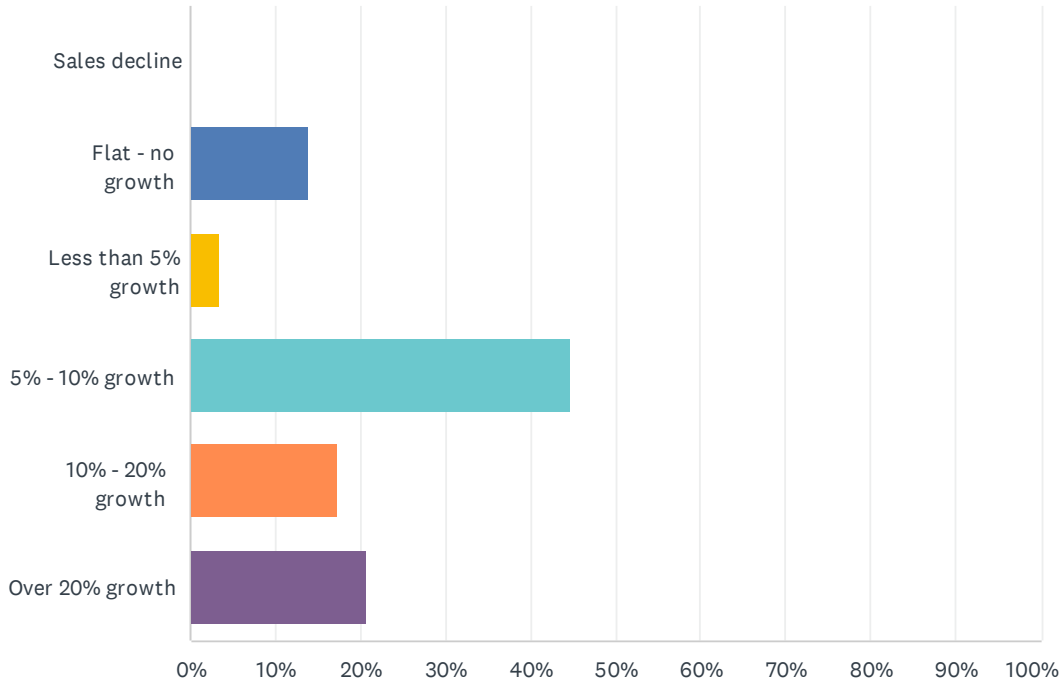


Q5 What level of growth are you anticipating for your business over the next 12 months?

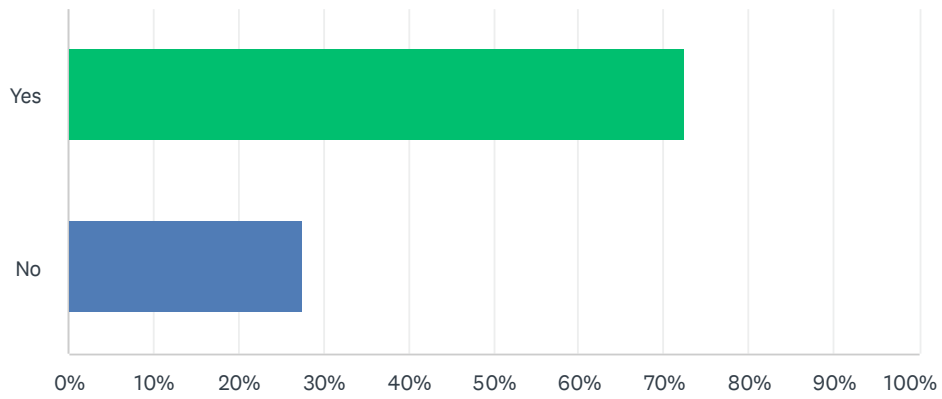
Answered: 29 Skipped: 2



ANSWER CHOICES	RESPONSES	
Sales decline	0.00%	0
Flat - no growth	13.79%	4
Less than 5% growth	3.45%	1
5% - 10% growth	44.83%	13
10% - 20% growth	17.24%	5
Over 20% growth	20.69%	6
TOTAL		29

Q6 Have you made any strategic adjustments based on your forecast?

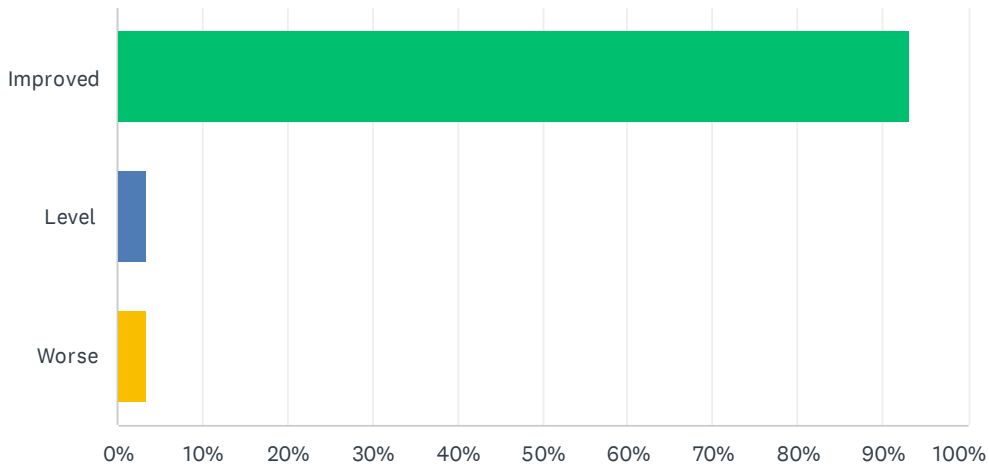
Answered: 29 Skipped: 2



ANSWER CHOICES	RESPONSES	
Yes	72.41%	21
No	27.59%	8
TOTAL		29

Q7 How did your sales from Q2 2022 (April, May, June) compare to the same same quarter in 2021?

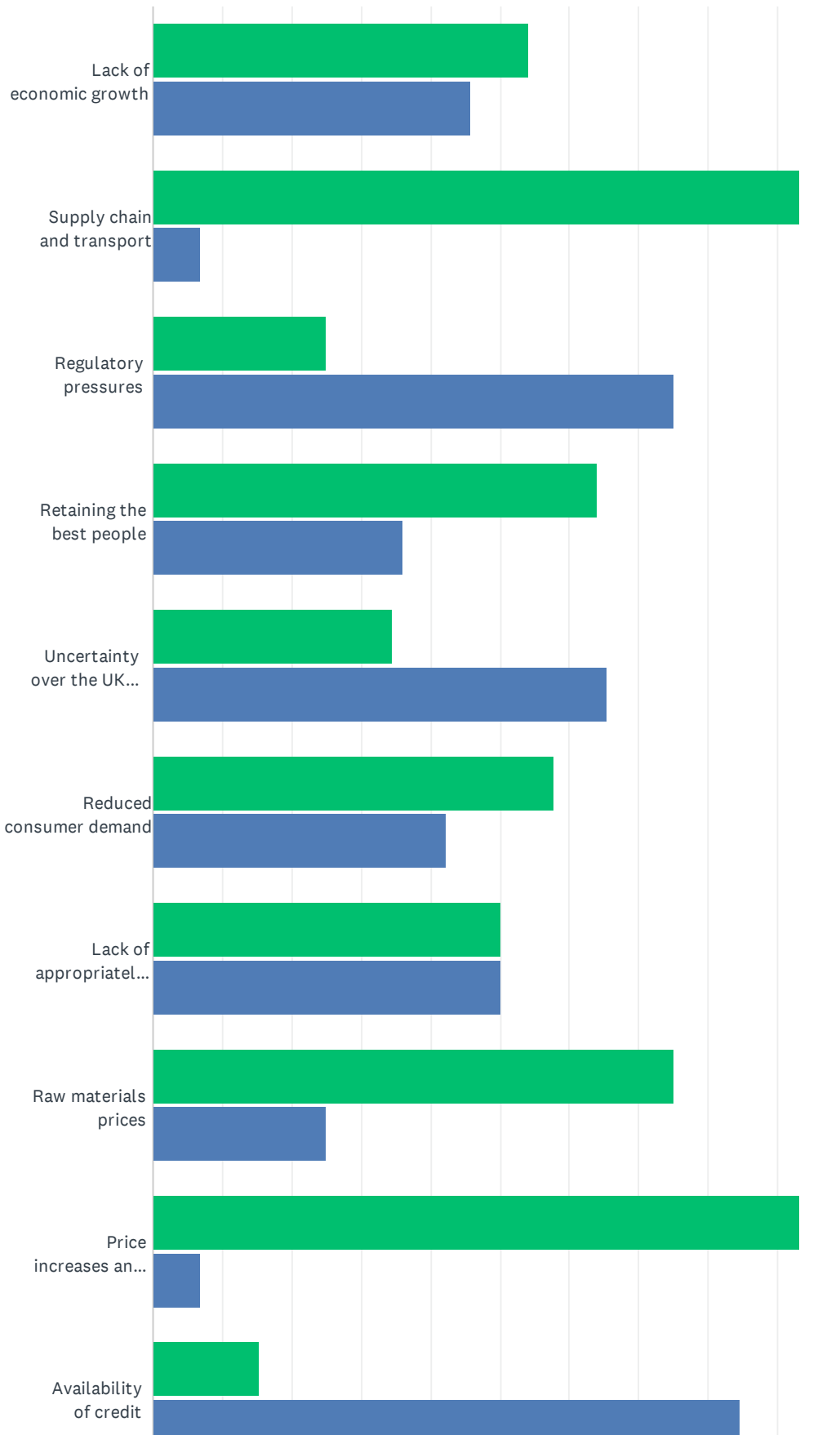
Answered: 29 Skipped: 2



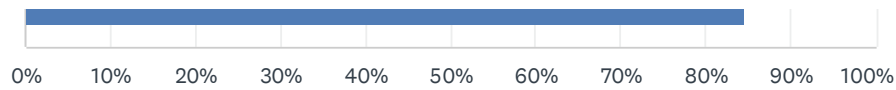
ANSWER CHOICES		RESPONSES	
Improved		93.10%	27
Level		3.45%	1
Worse		3.45%	1
TOTAL			29

Q8 Which of the following are major issues of concern for your business over the next twelve months? (tick all that apply)

Answered: 29 Skipped: 2



FEA Outlook: Quarter Two 2022 (April, May, June)

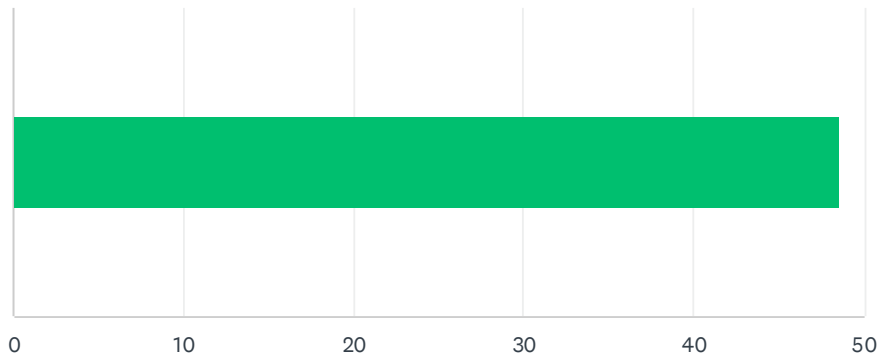


■ Major conc...
 ■ No concern

	MAJOR CONCERN	NO CONCERN	TOTAL	WEIGHTED AVERAGE
Lack of economic growth	54.17% 13	45.83% 11	24	1.46
Supply chain and transport	93.10% 27	6.90% 2	29	1.07
Regulatory pressures	25.00% 6	75.00% 18	24	1.75
Retaining the best people	64.00% 16	36.00% 9	25	1.36
Uncertainty over the UK role in Europe	34.62% 9	65.38% 17	26	1.65
Reduced consumer demand	57.69% 15	42.31% 11	26	1.42
Lack of appropriately trained staff	50.00% 12	50.00% 12	24	1.50
Raw materials prices	75.00% 21	25.00% 7	28	1.25
Price increases and inflation	93.10% 27	6.90% 2	29	1.07
Availability of credit	15.38% 4	84.62% 22	26	1.85

Q9 On a scale of 0 - 10 how confident are you in the economy as a business driver? (0 being low confidence and 10 being highly confident).

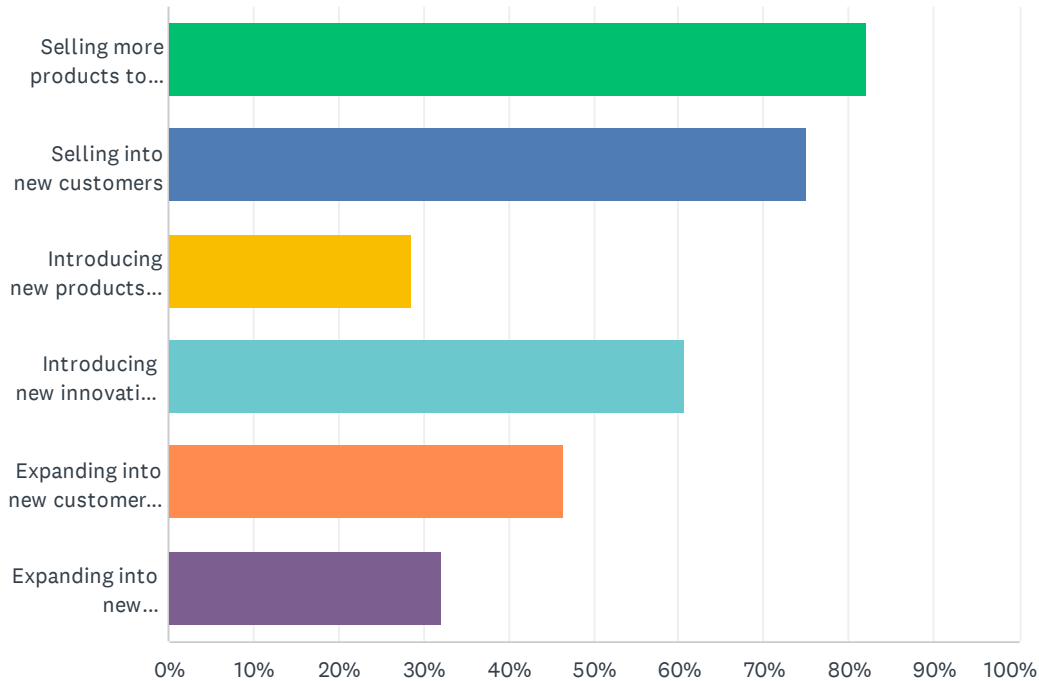
Answered: 27 Skipped: 4



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	49	1,314	27
Total Respondents: 27			

Q10 Which of the below routes to market do you think will be the most important drivers of your growth over the next twelve months? (Tick all that apply)

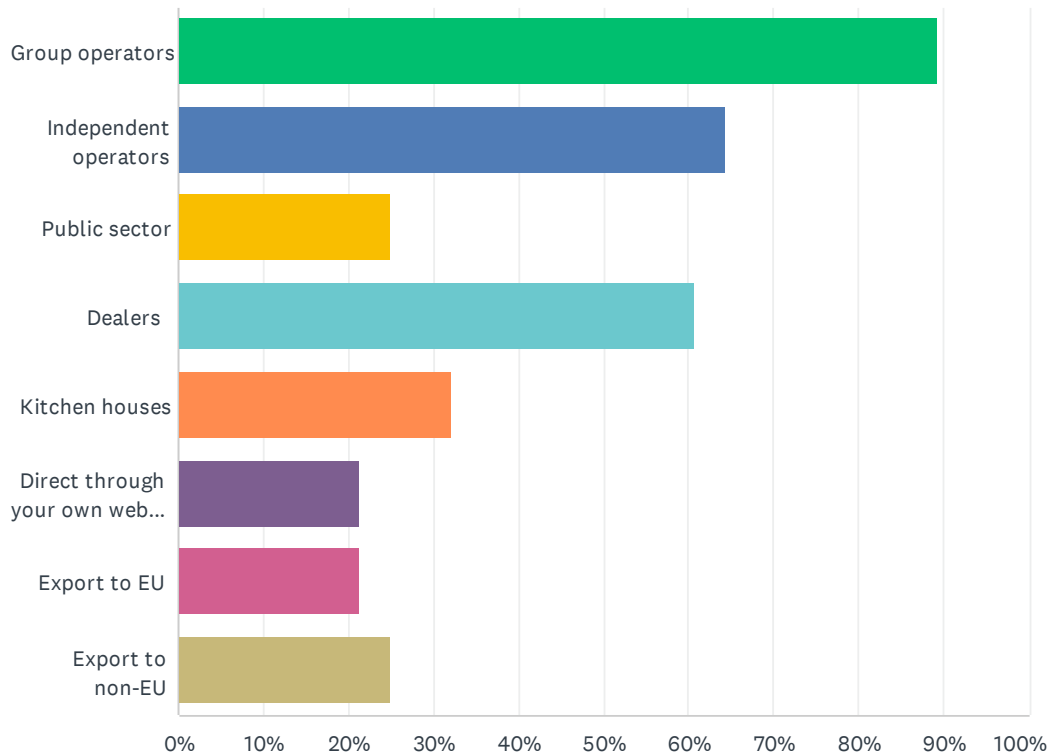
Answered: 28 Skipped: 3



ANSWER CHOICES	RESPONSES	
Selling more products to existing customers	82.14%	23
Selling into new customers	75.00%	21
Introducing new products to target a competitors products	28.57%	8
Introducing new innovative products to the market	60.71%	17
Expanding into new customer segments	46.43%	13
Expanding into new geographical regions	32.14%	9
Total Respondents: 28		

Q11 Where will you be focussing your sales efforts during the next twelve months? (Tick all that apply)

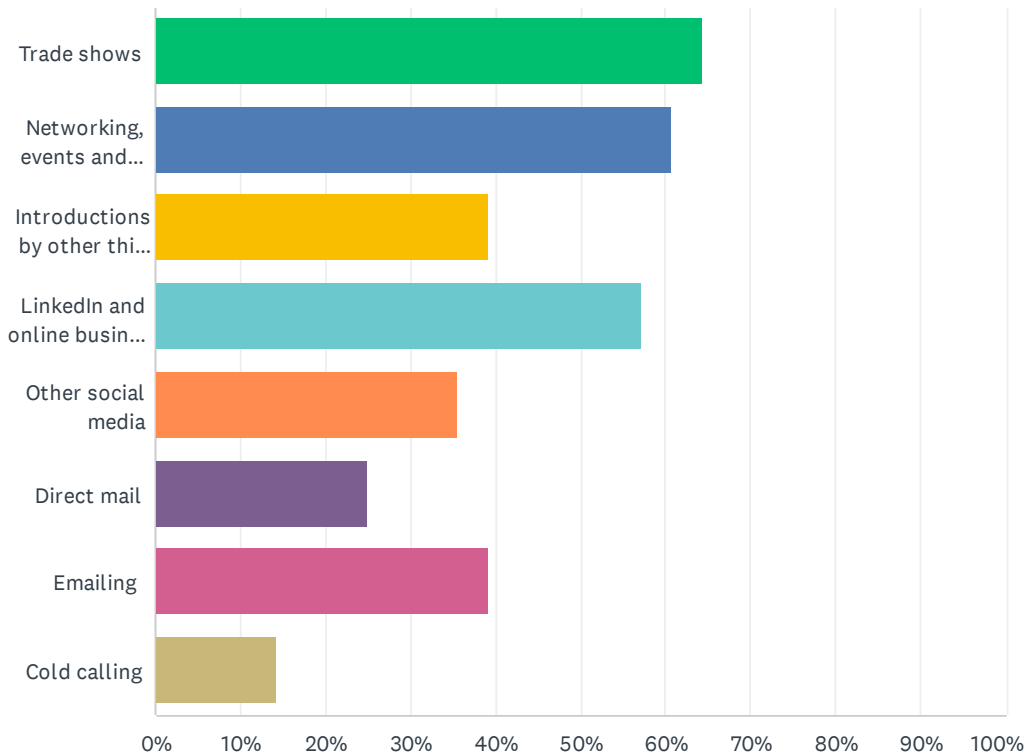
Answered: 28 Skipped: 3



ANSWER CHOICES	RESPONSES	
Group operators	89.29%	25
Independent operators	64.29%	18
Public sector	25.00%	7
Dealers	60.71%	17
Kitchen houses	32.14%	9
Direct through your own web presence	21.43%	6
Export to EU	21.43%	6
Export to non-EU	25.00%	7
Total Respondents: 28		

Q12 How do you anticipate your sales team will make contact with new buyers in the future? (Select up to three)

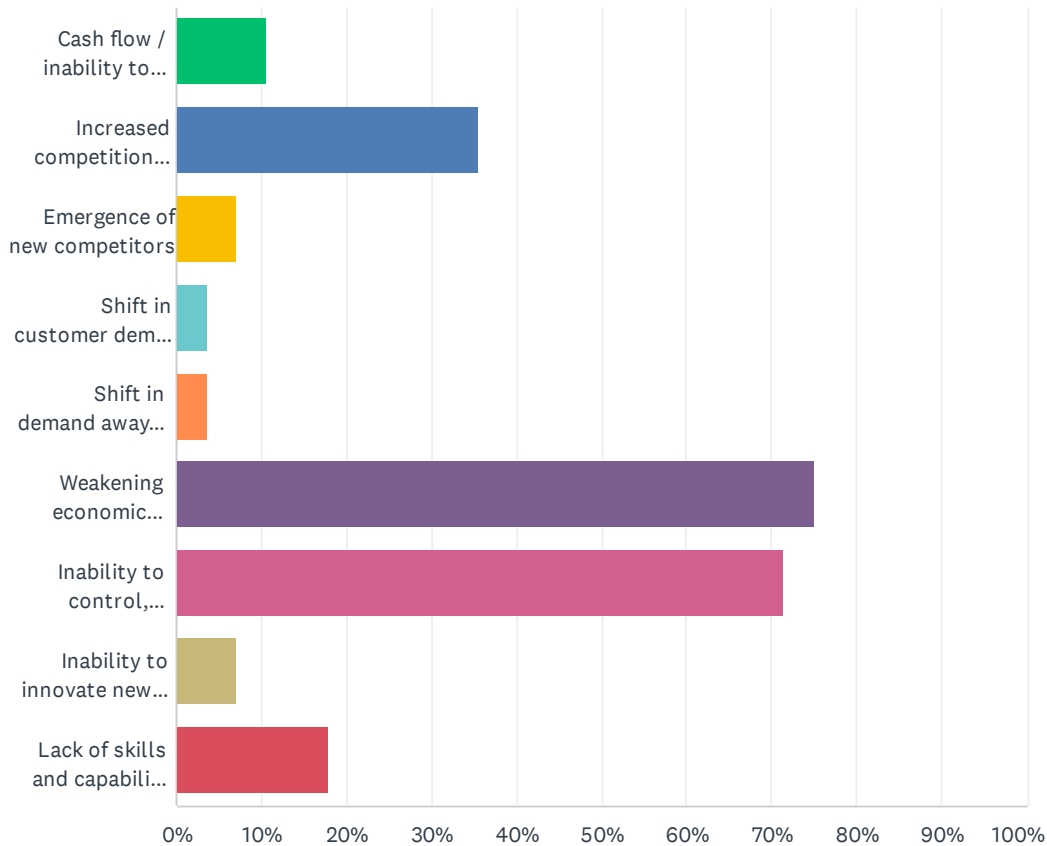
Answered: 28 Skipped: 3



ANSWER CHOICES	RESPONSES	
Trade shows	64.29%	18
Networking, events and conferences	60.71%	17
Introductions by other third parties	39.29%	11
LinkedIn and online business platforms	57.14%	16
Other social media	35.71%	10
Direct mail	25.00%	7
Emailing	39.29%	11
Cold calling	14.29%	4
Total Respondents: 28		

Q13 Which of the following options represent the greatest threat to your growth in the current climate? (Select up to three)

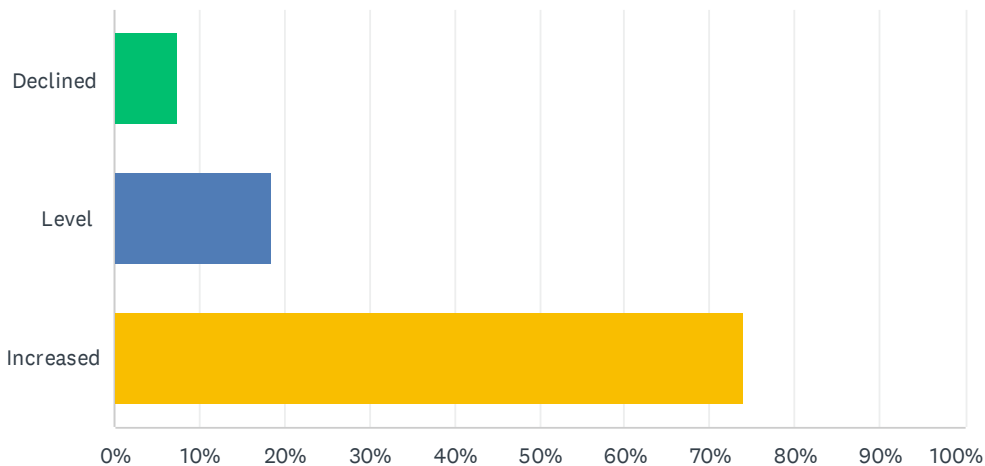
Answered: 28 Skipped: 3



ANSWER CHOICES	RESPONSES	
Cash flow / inability to secure investment	10.71%	3
Increased competition from existing competitors	35.71%	10
Emergence of new competitors	7.14%	2
Shift in customer demand away from your products	3.57%	1
Shift in demand away from your / your customers' brands	3.57%	1
Weakening economic environment	75.00%	21
Inability to control, mitigate or pass on cost increases	71.43%	20
Inability to innovate new products	7.14%	2
Lack of skills and capability in sales and negotiation	17.86%	5
Total Respondents: 28		

Q14 How do your current level of sales compare to the previous six months?

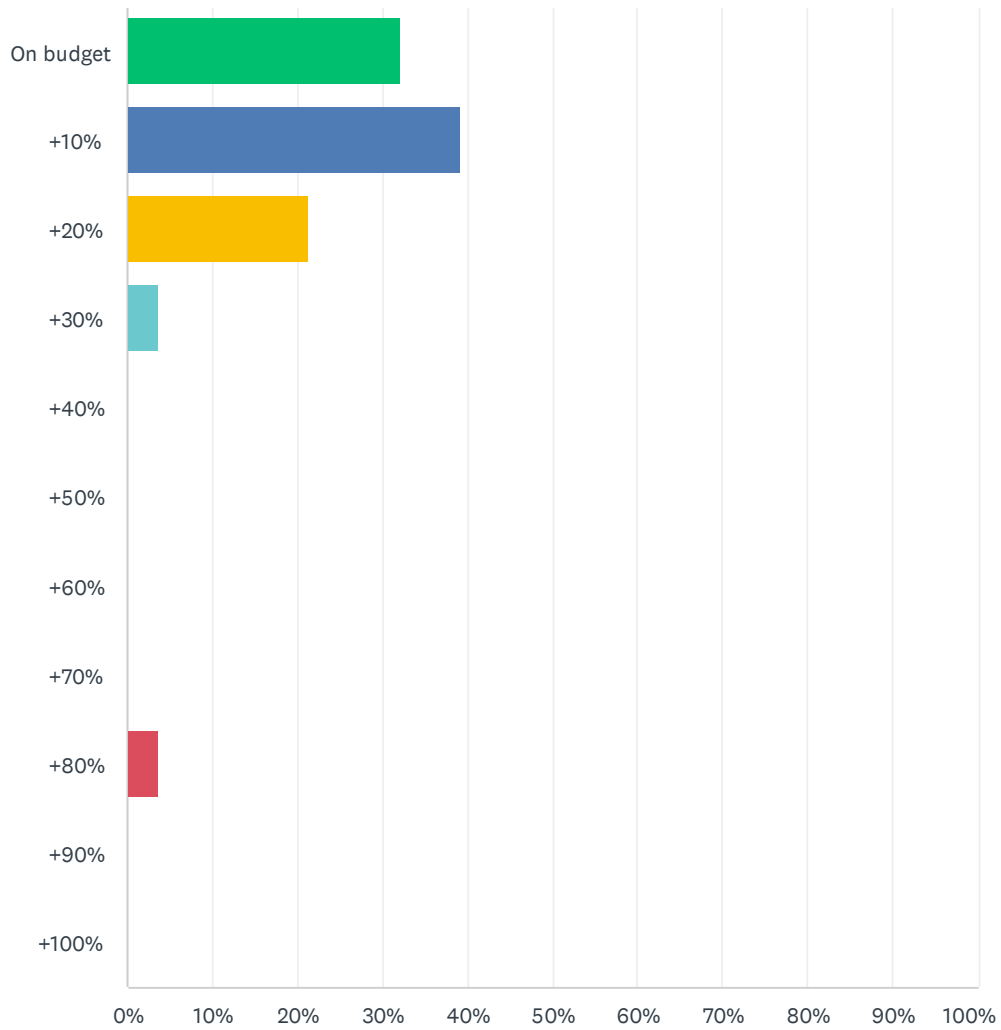
Answered: 27 Skipped: 4



ANSWER CHOICES		RESPONSES	
Declined		7.41%	2
Level		18.52%	5
Increased		74.07%	20
TOTAL			27

Q15 What level of projected sales do you expect to achieve in six months time?

Answered: 28 Skipped: 3

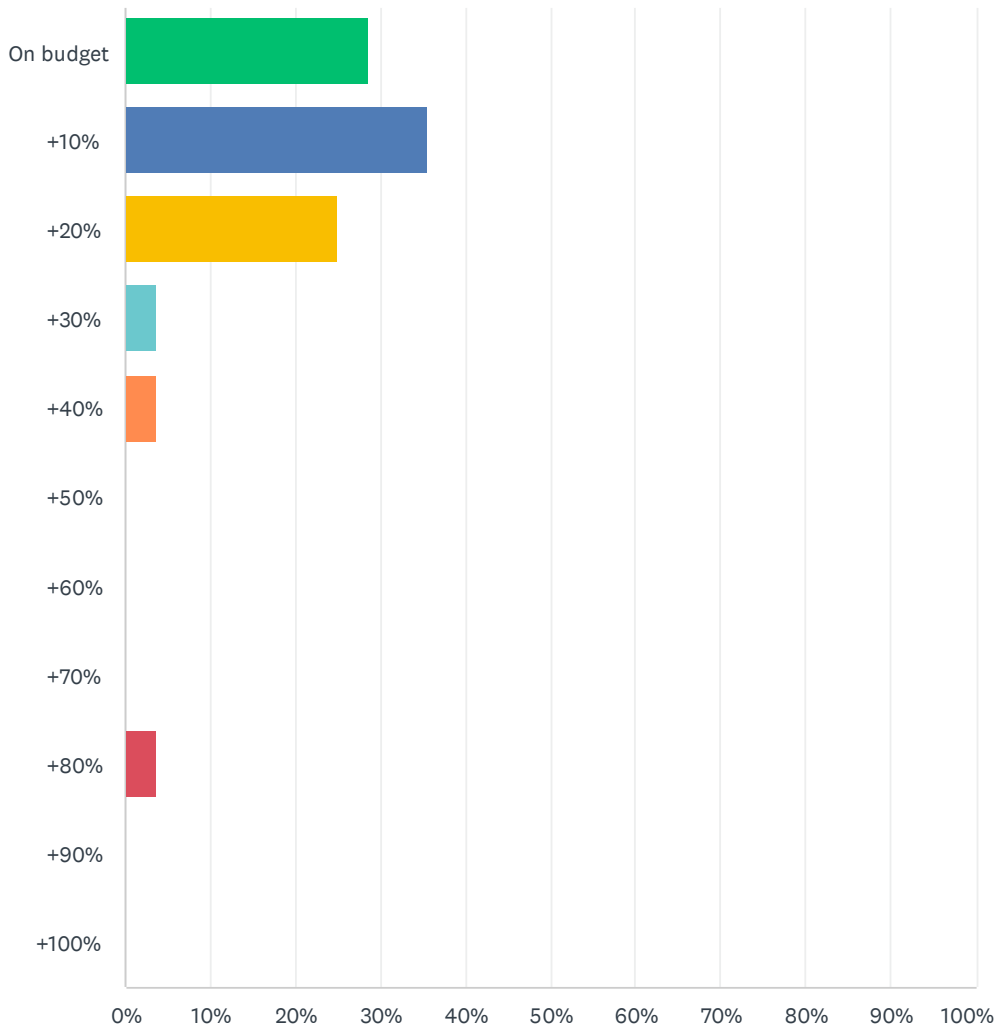


FEA Outlook: Quarter Two 2022 (April, May, June)

ANSWER CHOICES	RESPONSES	
On budget	32.14%	9
+10%	39.29%	11
+20%	21.43%	6
+30%	3.57%	1
+40%	0.00%	0
+50%	0.00%	0
+60%	0.00%	0
+70%	0.00%	0
+80%	3.57%	1
+90%	0.00%	0
+100%	0.00%	0
TOTAL		28

Q16 What level of projected sales do you expect to achieve in twelve months time?

Answered: 28 Skipped: 3

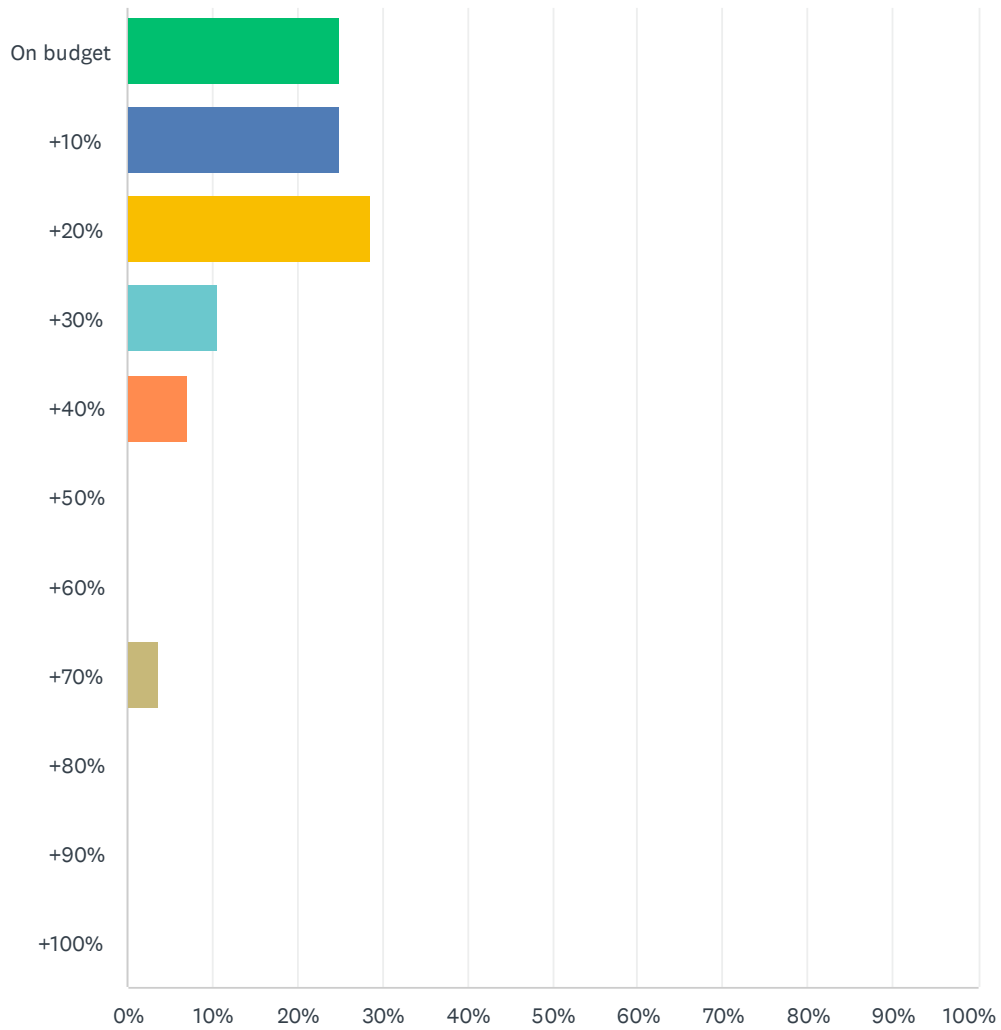


FEA Outlook: Quarter Two 2022 (April, May, June)

ANSWER CHOICES	RESPONSES	
On budget	28.57%	8
+10%	35.71%	10
+20%	25.00%	7
+30%	3.57%	1
+40%	3.57%	1
+50%	0.00%	0
+60%	0.00%	0
+70%	0.00%	0
+80%	3.57%	1
+90%	0.00%	0
+100%	0.00%	0
TOTAL		28

Q17 What level of projected sales do you expect to achieve in eighteen months time?

Answered: 28 Skipped: 3

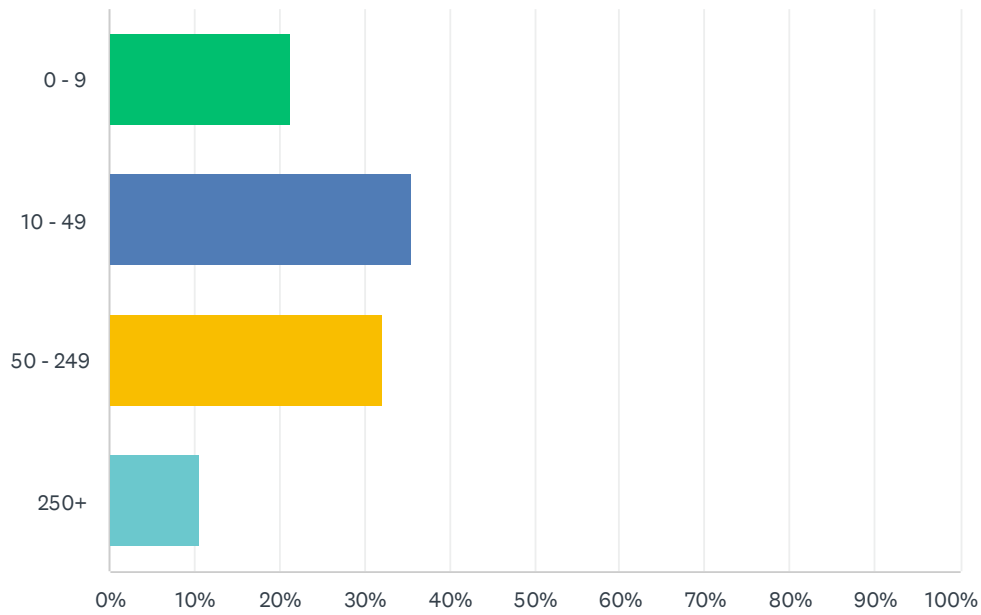


FEA Outlook: Quarter Two 2022 (April, May, June)

ANSWER CHOICES	RESPONSES	
On budget	25.00%	7
+10%	25.00%	7
+20%	28.57%	8
+30%	10.71%	3
+40%	7.14%	2
+50%	0.00%	0
+60%	0.00%	0
+70%	3.57%	1
+80%	0.00%	0
+90%	0.00%	0
+100%	0.00%	0
TOTAL		28

Q18 How many staff do you employ?

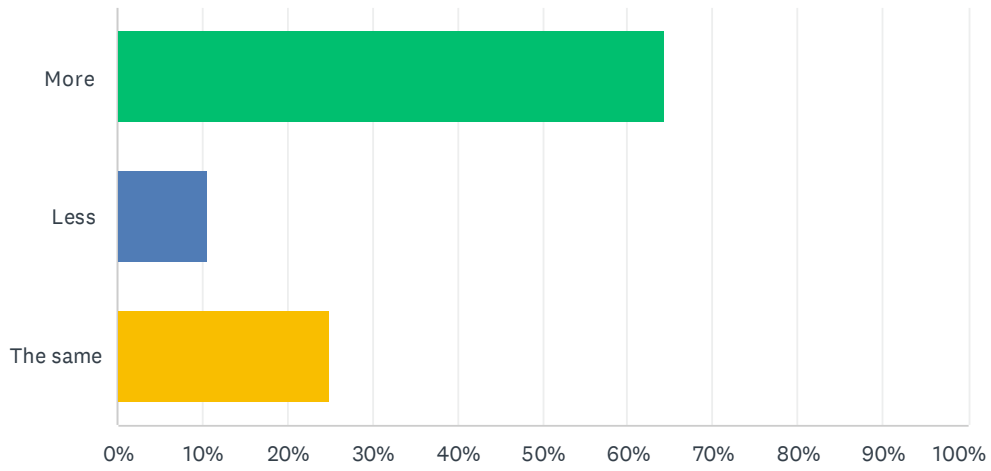
Answered: 28 Skipped: 3



ANSWER CHOICES	RESPONSES	
0 - 9	21.43%	6
10 - 49	35.71%	10
50 - 249	32.14%	9
250+	10.71%	3
TOTAL		28

Q19 Compared to Q1 2022 do you employ more, less or the same amount of employees?

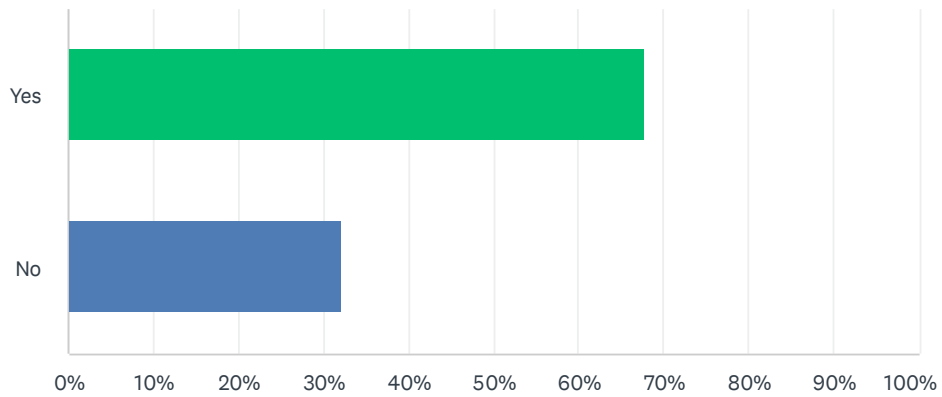
Answered: 28 Skipped: 3



ANSWER CHOICES		RESPONSES	
More		64.29%	18
Less		10.71%	3
The same		25.00%	7
TOTAL			28

Q20 Are you experiencing difficulties in finding staff?

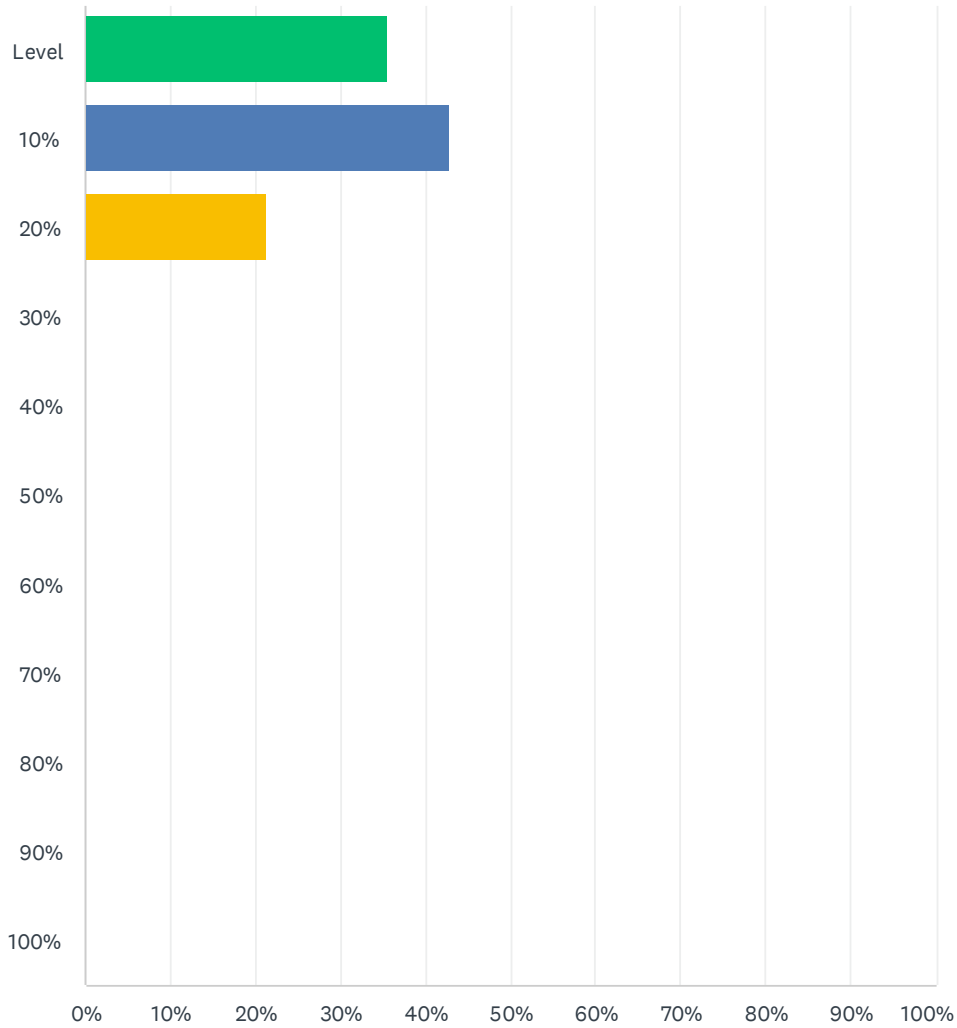
Answered: 28 Skipped: 3



ANSWER CHOICES	RESPONSES	
Yes	67.86%	19
No	32.14%	9
TOTAL		28

Q21 Have you increased average employee wages to either retain or employ new staff members in the last three months? If so by how much?

Answered: 28 Skipped: 3

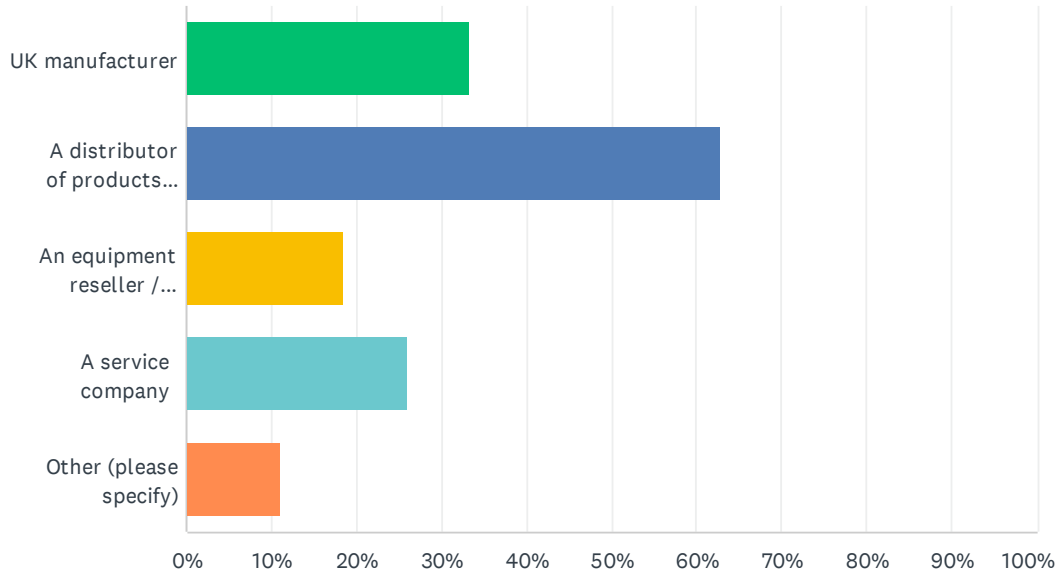


FEA Outlook: Quarter Two 2022 (April, May, June)

ANSWER CHOICES	RESPONSES	
Level	35.71%	10
10%	42.86%	12
20%	21.43%	6
30%	0.00%	0
40%	0.00%	0
50%	0.00%	0
60%	0.00%	0
70%	0.00%	0
80%	0.00%	0
90%	0.00%	0
100%	0.00%	0
TOTAL		28

Q22 Which of the following descriptions applies to your business? (Select all that apply)

Answered: 27 Skipped: 4



ANSWER CHOICES	RESPONSES	
UK manufacturer	33.33%	9
A distributor of products manufactured outside of the UK	62.96%	17
An equipment reseller / dealer	18.52%	5
A service company	25.93%	7
Other (please specify)	11.11%	3
Total Respondents: 27		