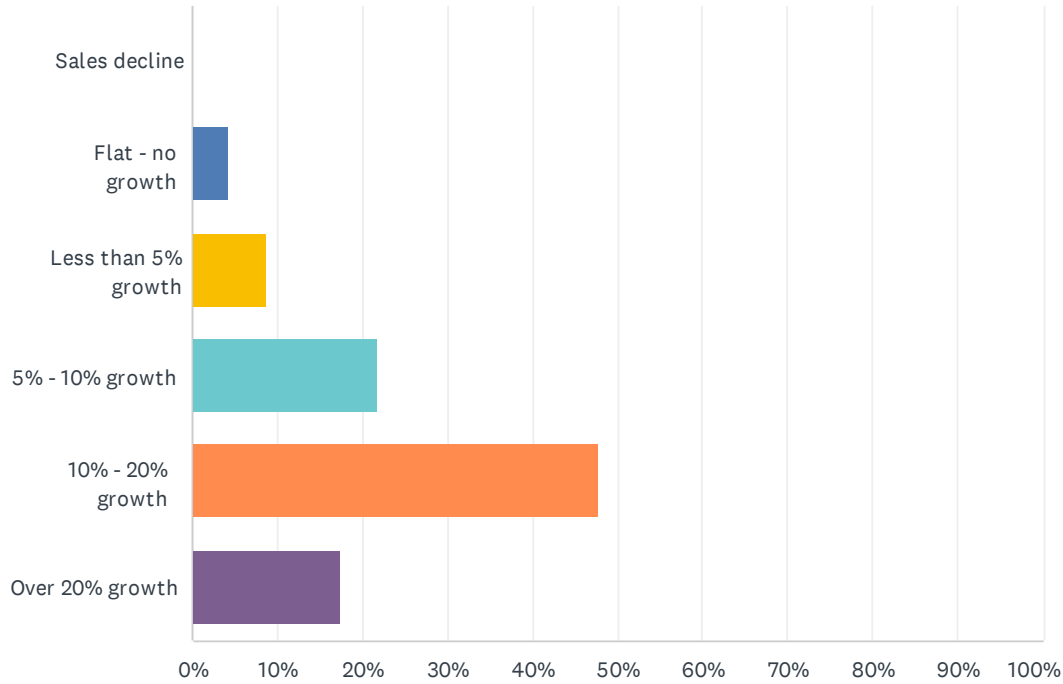


Q5 What level of growth are you anticipating for your business over the next 12 months?

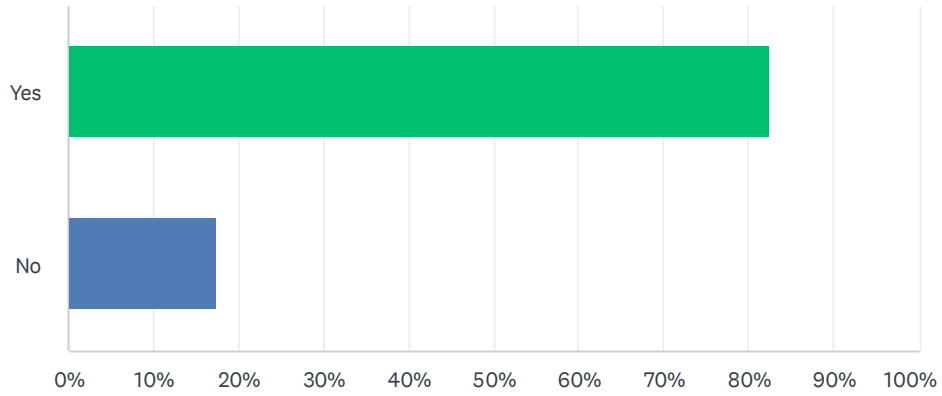
Answered: 23 Skipped: 0



ANSWER CHOICES	RESPONSES	
Sales decline	0.00%	0
Flat - no growth	4.35%	1
Less than 5% growth	8.70%	2
5% - 10% growth	21.74%	5
10% - 20% growth	47.83%	11
Over 20% growth	17.39%	4
TOTAL		23

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

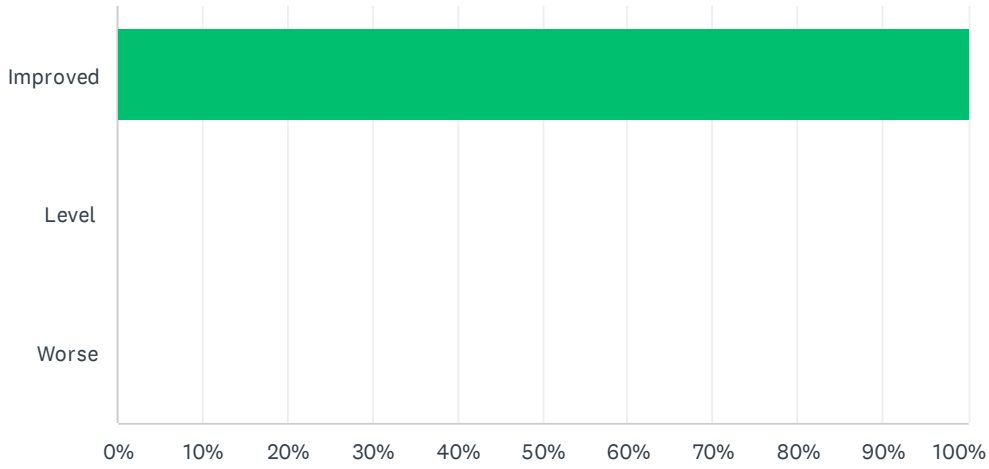
Answered: 23 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	82.61%	19
No	17.39%	4
TOTAL		23

Q7 How did your sales from Q1 2022 (January, February, March) compare to the same same quarter in 2021?

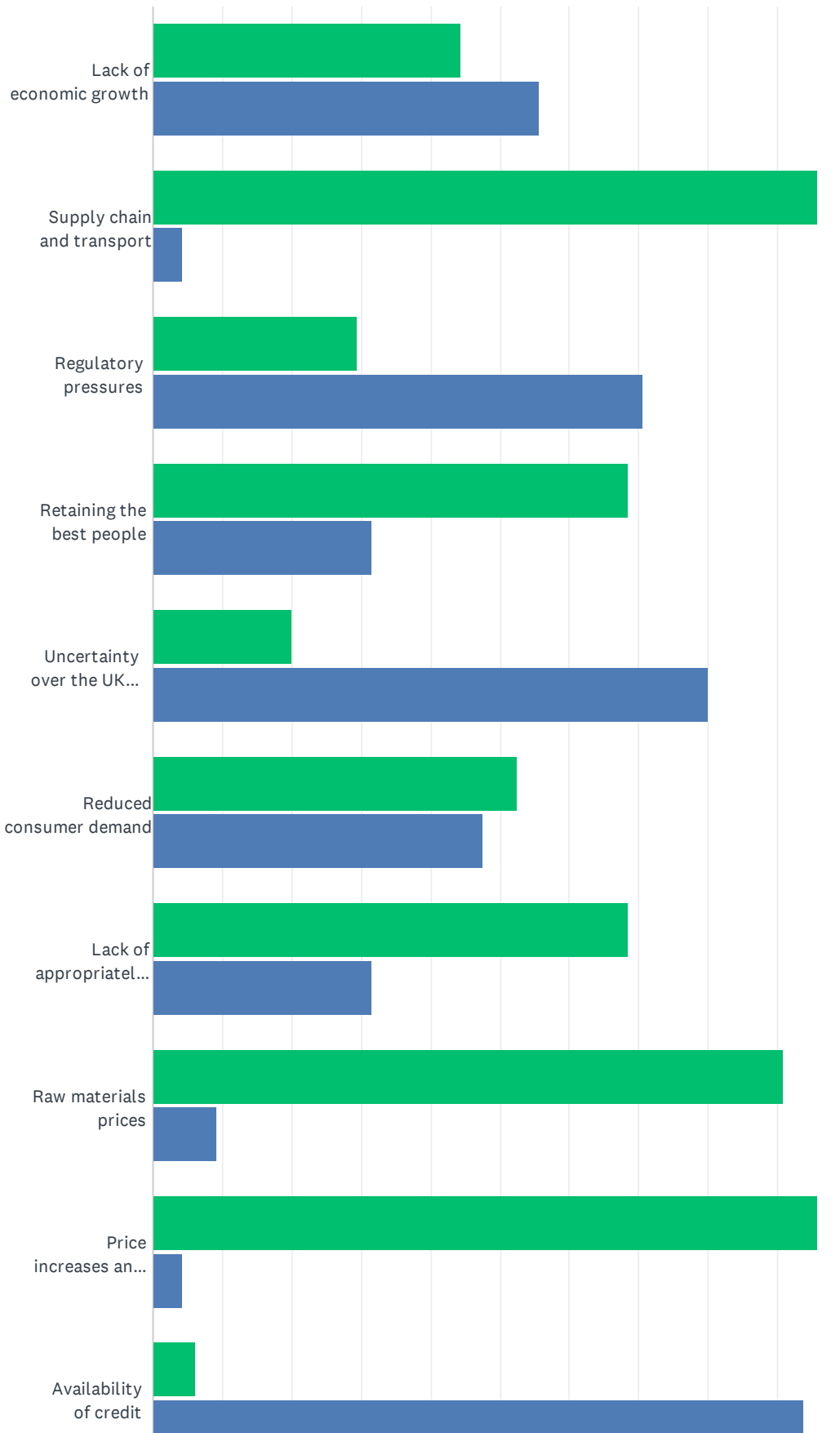
Answered: 23 Skipped: 0



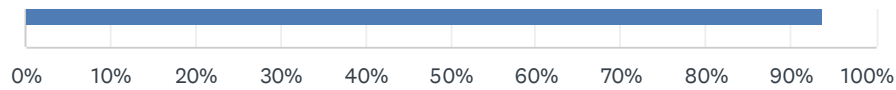
ANSWER CHOICES		RESPONSES	
Improved		100.00%	23
Level		0.00%	0
Worse		0.00%	0
TOTAL			23

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

Answered: 23 Skipped: 0



FEA Outlook: Quarter One 2022 (January, February, March)

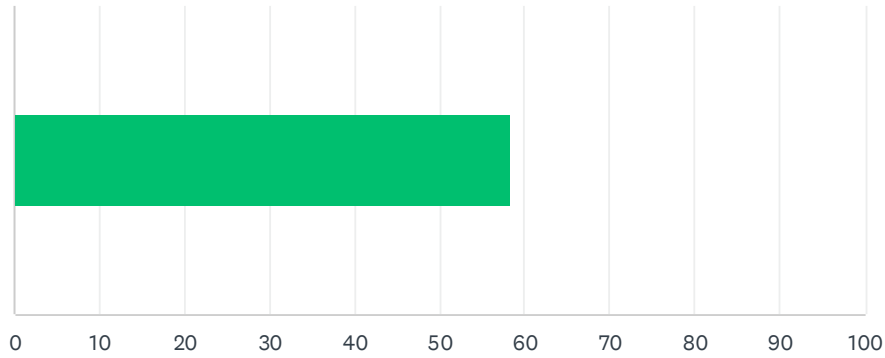


■ Major conc...
 ■ No concern

	MAJOR CONCERN	NO CONCERN	TOTAL	WEIGHTED AVERAGE
Lack of economic growth	44.44% 8	55.56% 10	18	1.56
Supply chain and transport	95.65% 22	4.35% 1	23	1.04
Regulatory pressures	29.41% 5	70.59% 12	17	1.71
Retaining the best people	68.42% 13	31.58% 6	19	1.32
Uncertainty over the UK role in Europe	20.00% 3	80.00% 12	15	1.80
Reduced consumer demand	52.38% 11	47.62% 10	21	1.48
Lack of appropriately trained staff	68.42% 13	31.58% 6	19	1.32
Raw materials prices	90.91% 20	9.09% 2	22	1.09
Price increases and inflation	95.65% 22	4.35% 1	23	1.04
Availability of credit	6.25% 1	93.75% 15	16	1.94

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).

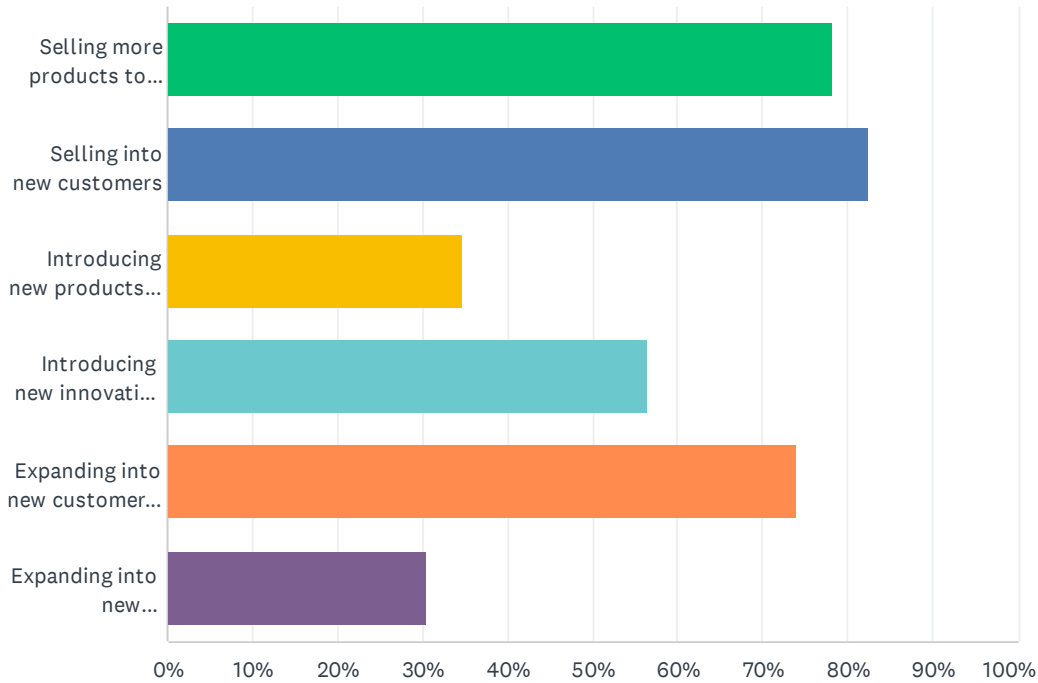
Answered: 23 Skipped: 0



ANSWER CHOICES	AVERAGE NUMBER	TOTAL NUMBER	RESPONSES
	58	1,342	23
Total Respondents: 23			

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)

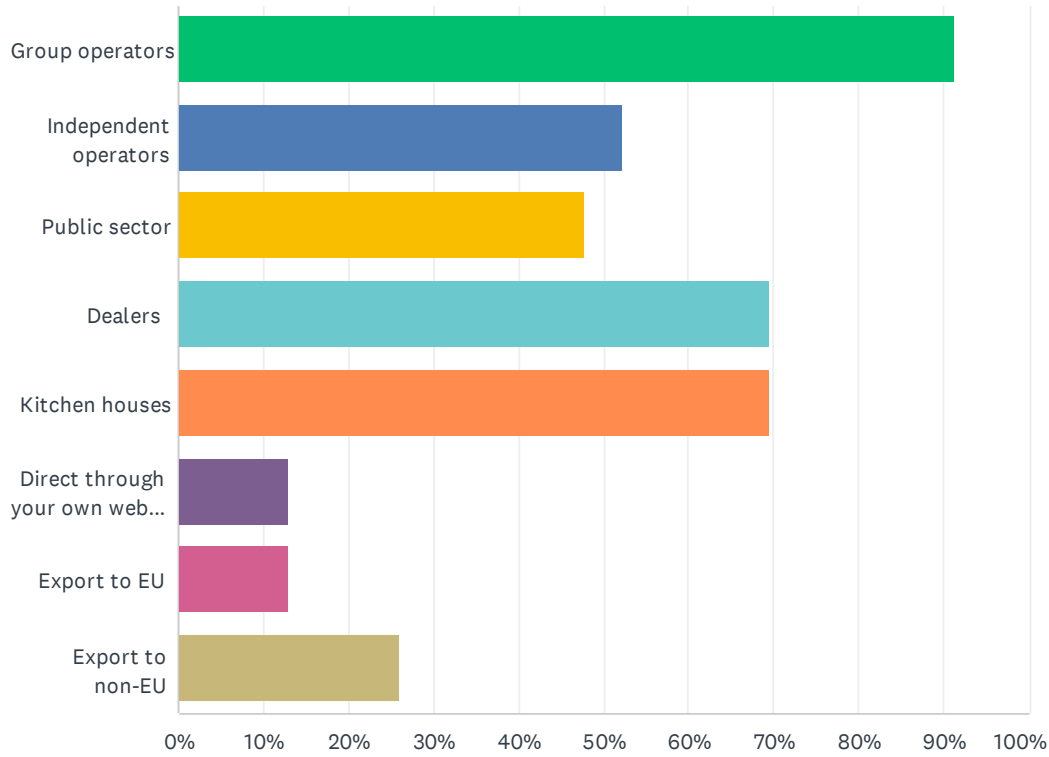
Answered: 23 Skipped: 0



ANSWER CHOICES	RESPONSES	
Selling more products to existing customers	78.26%	18
Selling into new customers	82.61%	19
Introducing new products to target a competitors products	34.78%	8
Introducing new innovative products to the market	56.52%	13
Expanding into new customer segments	73.91%	17
Expanding into new geographical regions	30.43%	7
Total Respondents: 23		

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

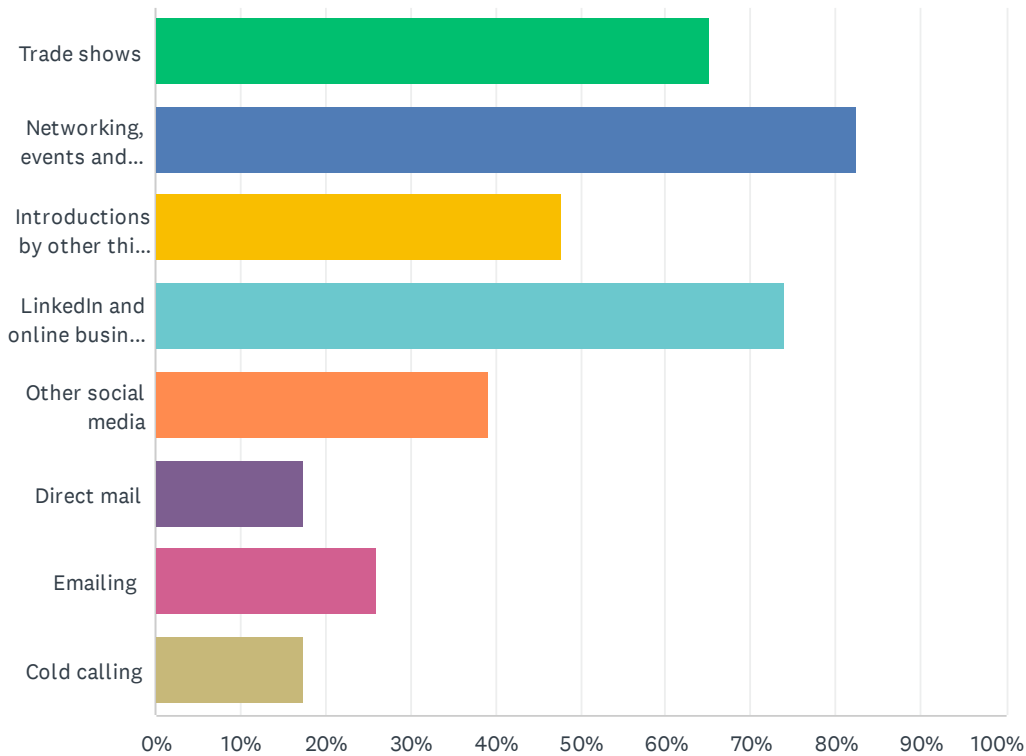
Answered: 23 Skipped: 0



ANSWER CHOICES	RESPONSES	
Group operators	91.30%	21
Independent operators	52.17%	12
Public sector	47.83%	11
Dealers	69.57%	16
Kitchen houses	69.57%	16
Direct through your own web presence	13.04%	3
Export to EU	13.04%	3
Export to non-EU	26.09%	6
Total Respondents: 23		

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

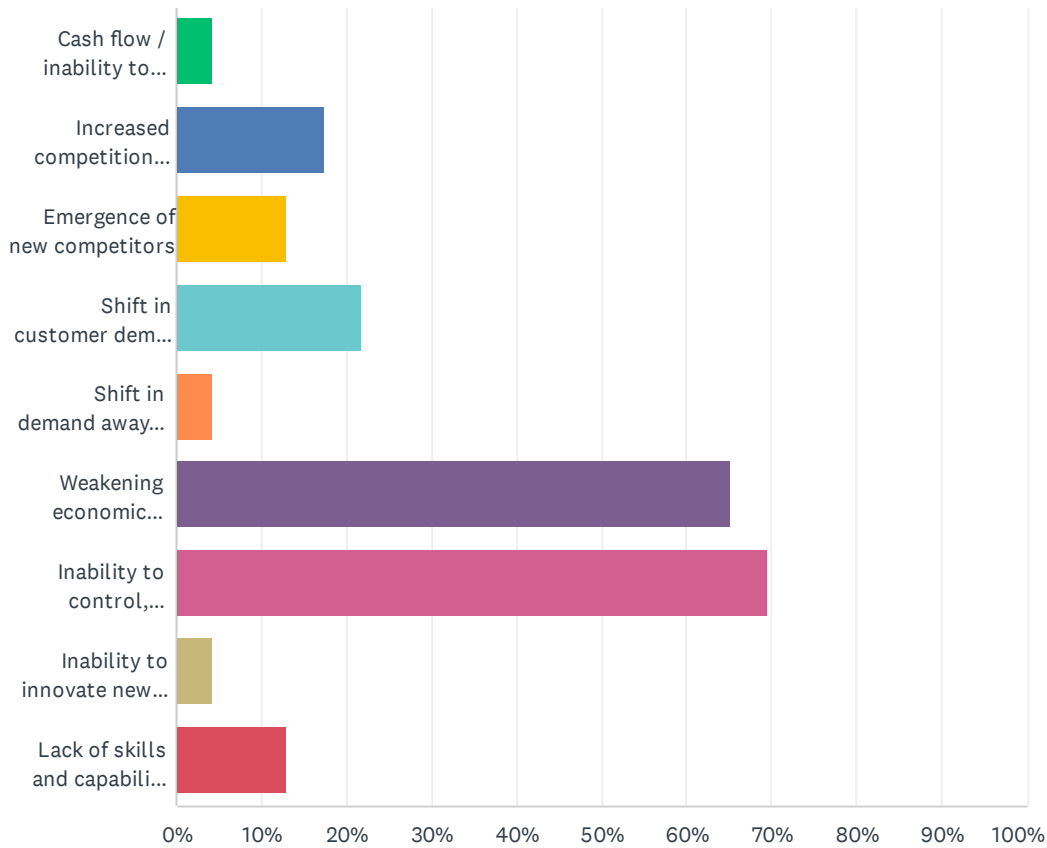
Answered: 23 Skipped: 0



ANSWER CHOICES	RESPONSES	
Trade shows	65.22%	15
Networking, events and conferences	82.61%	19
Introductions by other third parties	47.83%	11
LinkedIn and online business platforms	73.91%	17
Other social media	39.13%	9
Direct mail	17.39%	4
Emailing	26.09%	6
Cold calling	17.39%	4
Total Respondents: 23		

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

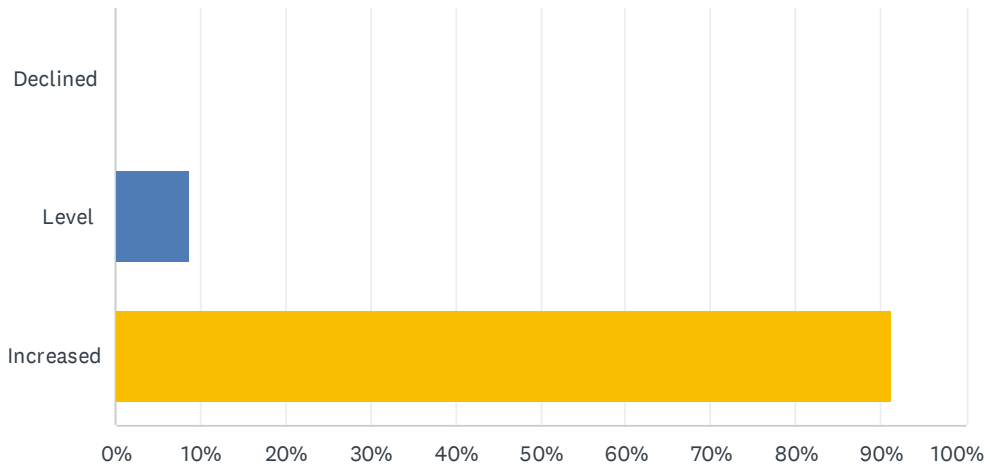
Answered: 23 Skipped: 0



ANSWER CHOICES	RESPONSES	
Cash flow / inability to secure investment	4.35%	1
Increased competition from existing competitors	17.39%	4
Emergence of new competitors	13.04%	3
Shift in customer demand away from your products	21.74%	5
Shift in demand away from your / your customers' brands	4.35%	1
Weakening economic environment	65.22%	15
Inability to control, mitigate or pass on cost increases	69.57%	16
Inability to innovate new products	4.35%	1
Lack of skills and capability in sales and negotiation	13.04%	3
Total Respondents: 23		

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

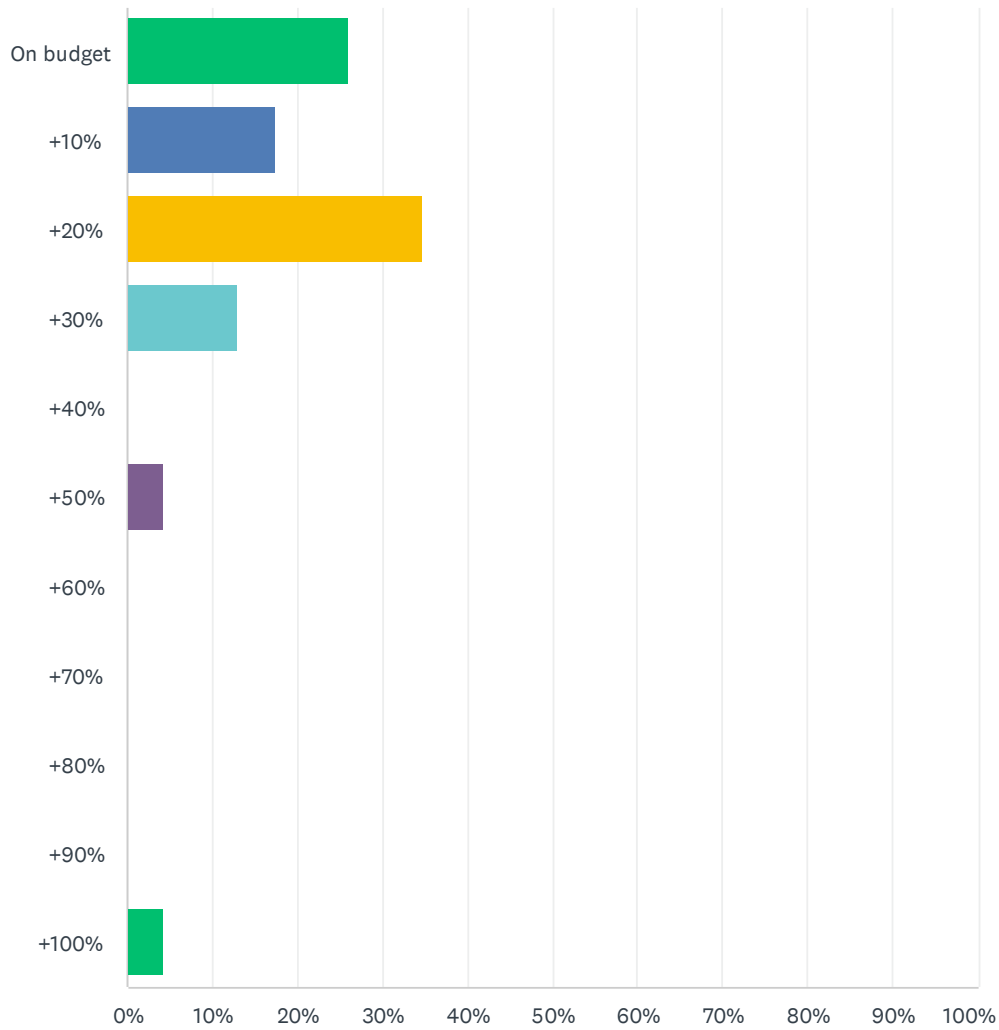
Answered: 23 Skipped: 0



ANSWER CHOICES		RESPONSES	
Declined		0.00%	0
Level		8.70%	2
Increased		91.30%	21
TOTAL			23

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

Answered: 23 Skipped: 0

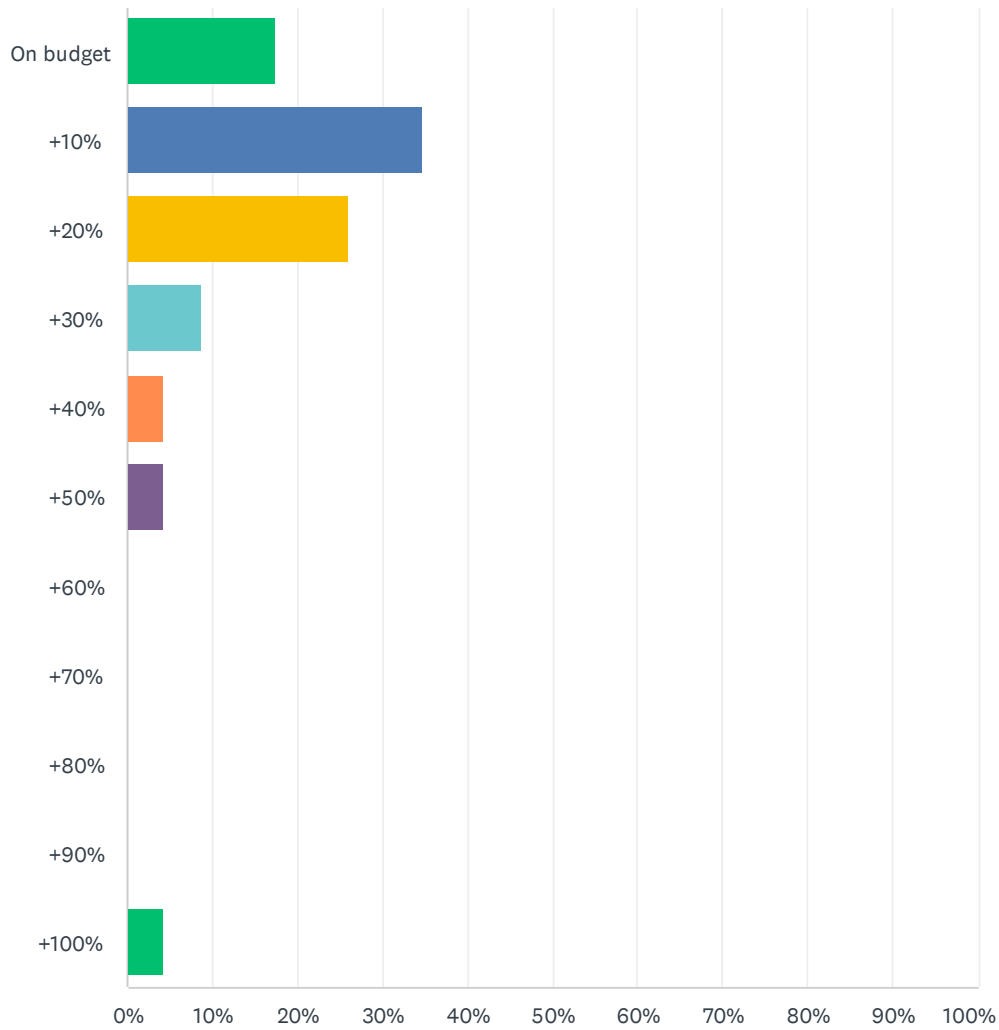


FEA Outlook: Quarter One 2022 (January, February, March)

ANSWER CHOICES	RESPONSES	
On budget	26.09%	6
+10%	17.39%	4
+20%	34.78%	8
+30%	13.04%	3
+40%	0.00%	0
+50%	4.35%	1
+60%	0.00%	0
+70%	0.00%	0
+80%	0.00%	0
+90%	0.00%	0
+100%	4.35%	1
TOTAL		23

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

Answered: 23 Skipped: 0

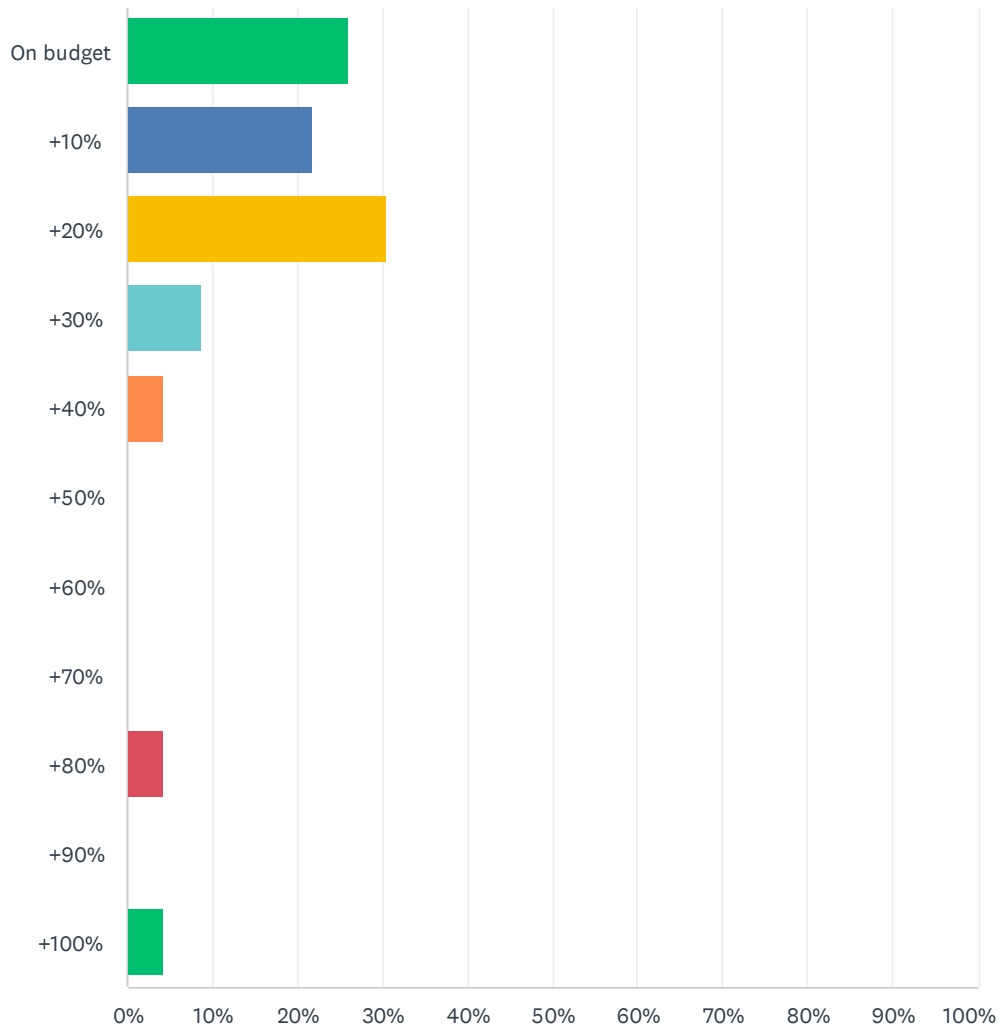


FEA Outlook: Quarter One 2022 (January, February, March)

ANSWER CHOICES	RESPONSES	
On budget	17.39%	4
+10%	34.78%	8
+20%	26.09%	6
+30%	8.70%	2
+40%	4.35%	1
+50%	4.35%	1
+60%	0.00%	0
+70%	0.00%	0
+80%	0.00%	0
+90%	0.00%	0
+100%	4.35%	1
TOTAL		23

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

Answered: 23 Skipped: 0

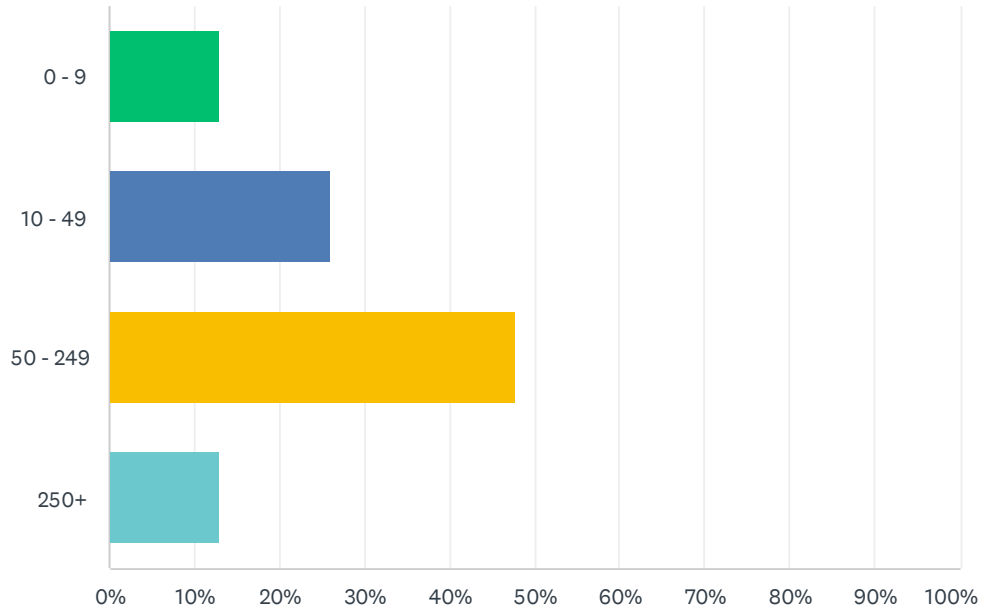


FEA Outlook: Quarter One 2022 (January, February, March)

ANSWER CHOICES	RESPONSES	
On budget	26.09%	6
+10%	21.74%	5
+20%	30.43%	7
+30%	8.70%	2
+40%	4.35%	1
+50%	0.00%	0
+60%	0.00%	0
+70%	0.00%	0
+80%	4.35%	1
+90%	0.00%	0
+100%	4.35%	1
TOTAL		23

Q18 How many staff do you employ?

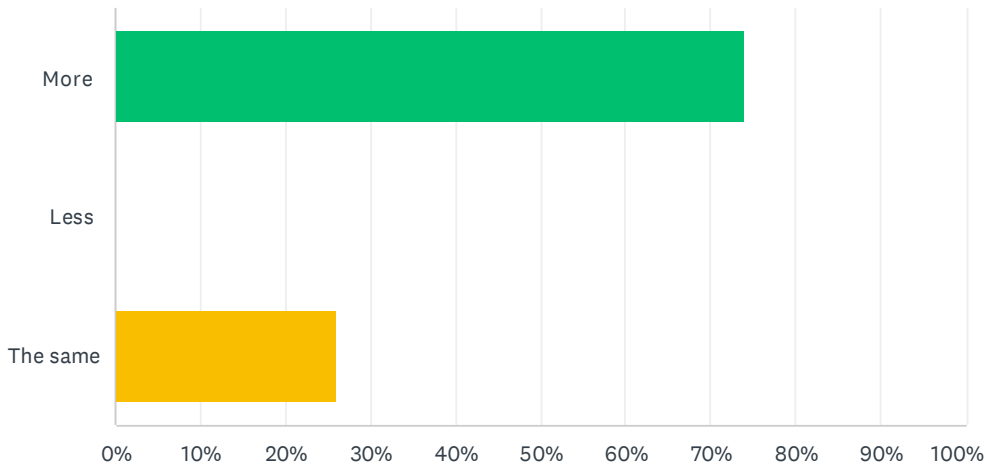
Answered: 23 Skipped: 0



ANSWER CHOICES	RESPONSES	
0 - 9	13.04%	3
10 - 49	26.09%	6
50 - 249	47.83%	11
250+	13.04%	3
TOTAL		23

Q19 Compared to Q4 2021 do you employ more, less or the same amount of employees?

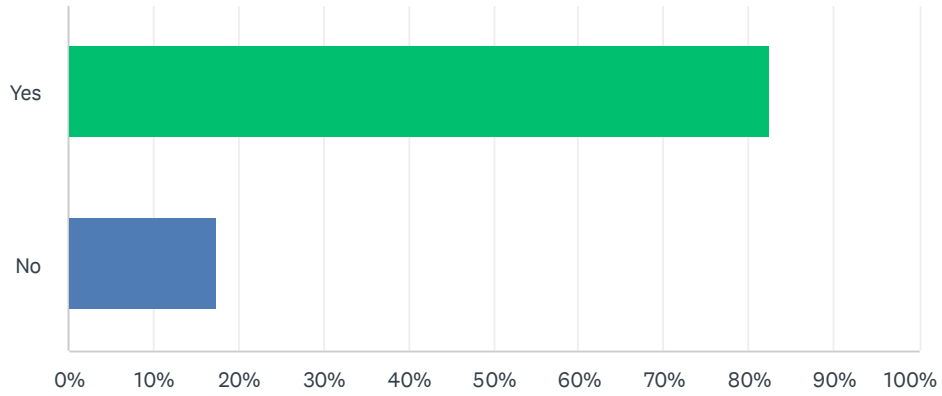
Answered: 23 Skipped: 0



ANSWER CHOICES		RESPONSES	
More		73.91%	17
Less		0.00%	0
The same		26.09%	6
TOTAL			23

Q20 Are you experiencing difficulties in finding staff?

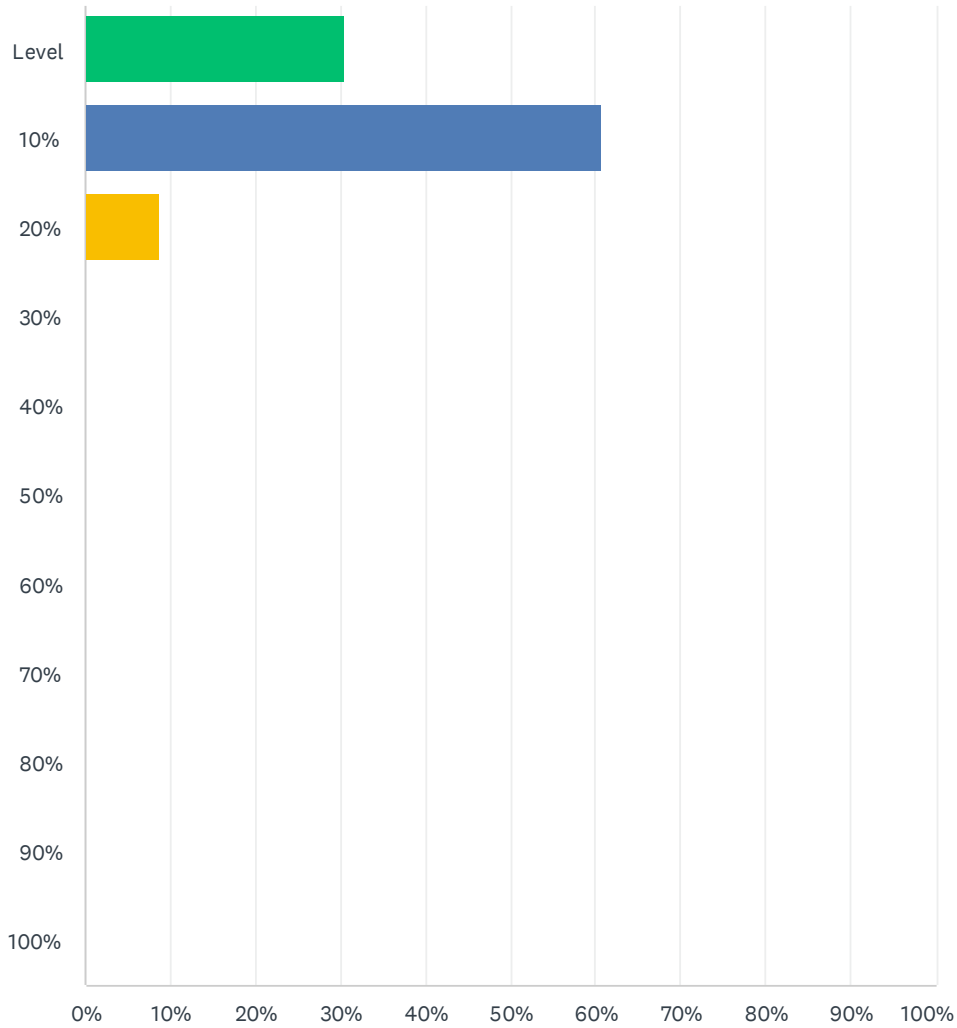
Answered: 23 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	82.61%	19
No	17.39%	4
TOTAL		23

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: 23 Skipped: 0

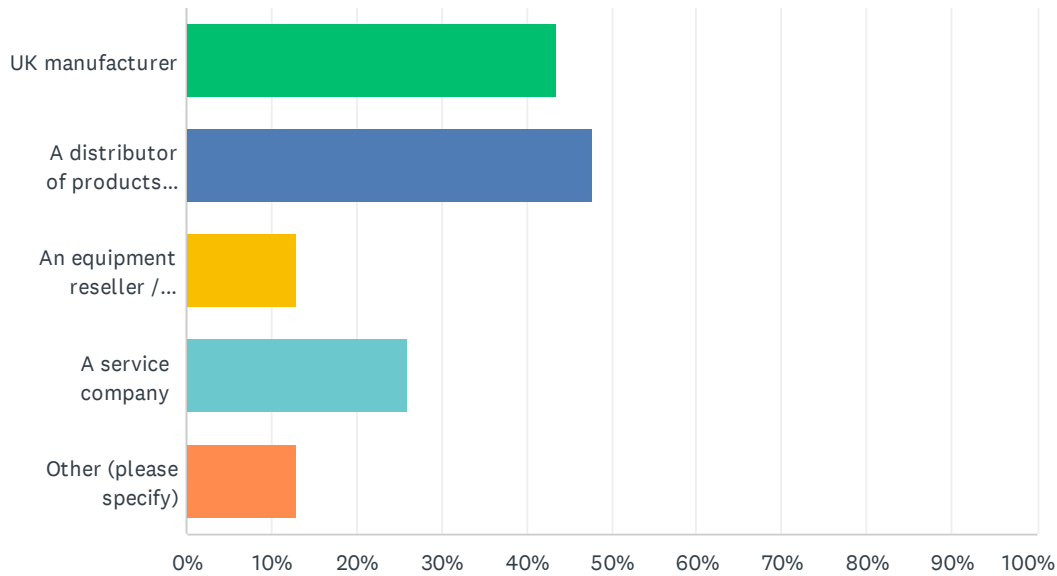


FEA Outlook: Quarter One 2022 (January, February, March)

ANSWER CHOICES	RESPONSES	
Level	30.43%	7
10%	60.87%	14
20%	8.70%	2
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		23

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

Answered: 23 Skipped: 0



ANSWER CHOICES	RESPONSES	
UK manufacturer	43.48%	10
A distributor of products manufactured outside of the UK	47.83%	11
An equipment reseller / dealer	13.04%	3
A service company	26.09%	6
Other (please specify)	13.04%	3
Total Respondents: 23		