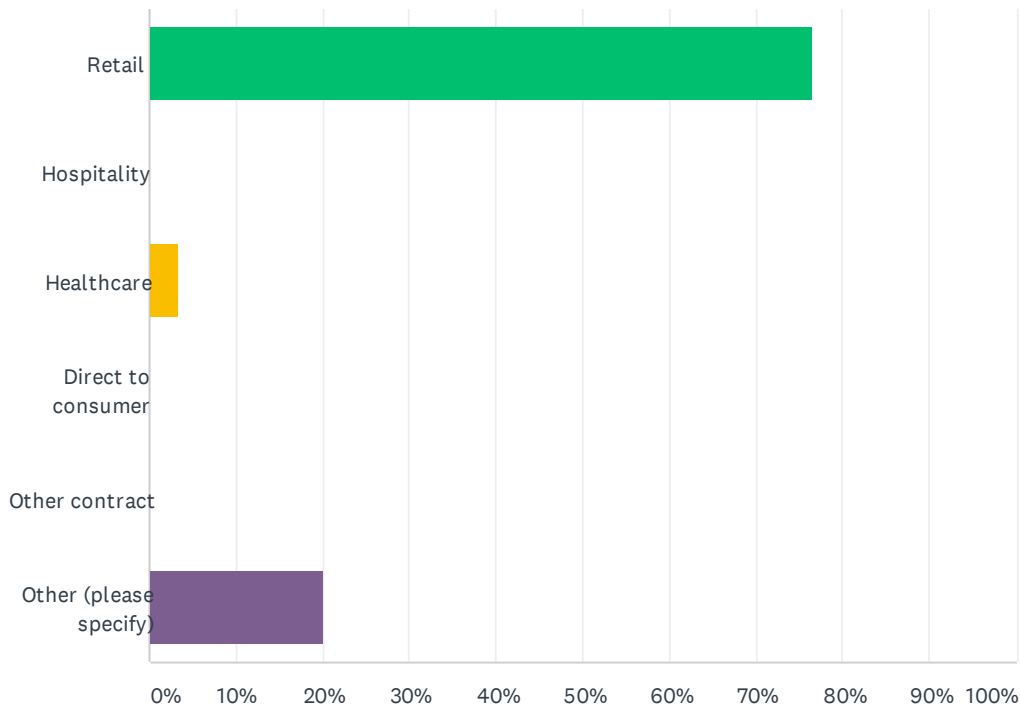


Q1 What is the main sector that you supply?

Answered: 30 Skipped: 0

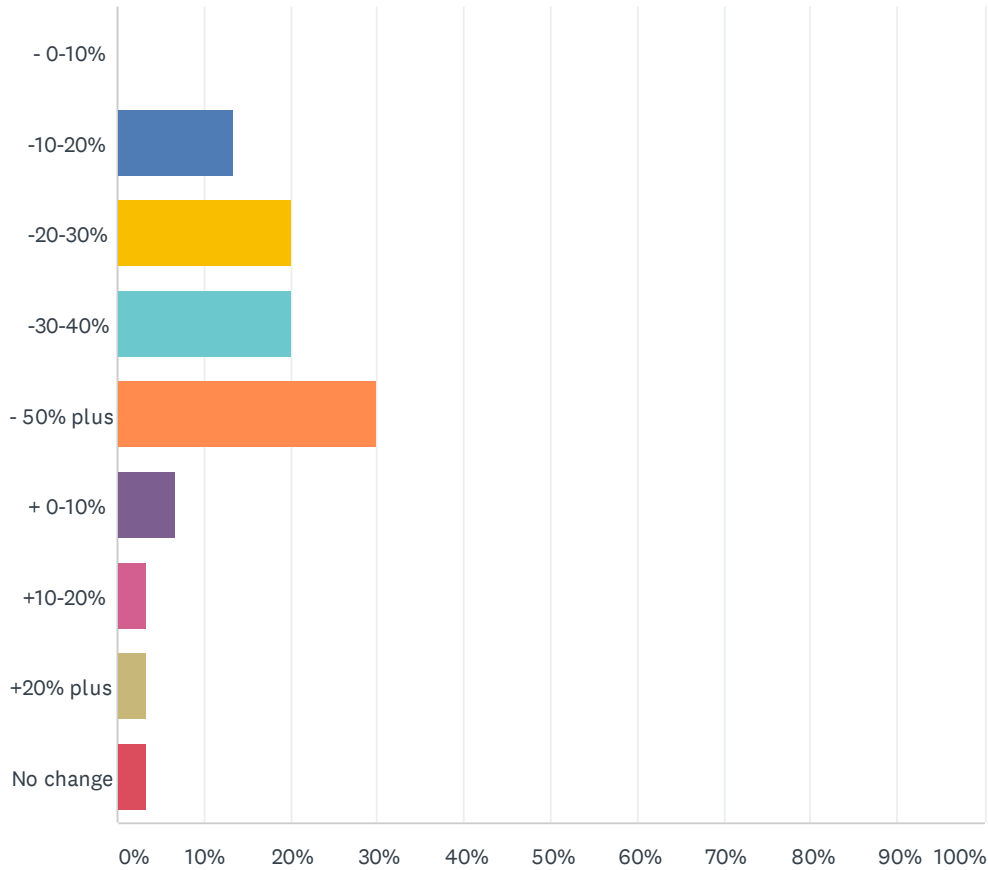


ANSWER CHOICES	RESPONSES
Retail	76.67% 23
Hospitality	0.00% 0
Healthcare	3.33% 1
Direct to consumer	0.00% 0
Other contract	0.00% 0
Other (please specify)	20.00% 6
TOTAL	30

#	OTHER (PLEASE SPECIFY)	DATE
1	MInistry of Defense	2/16/2021 4:00 PM
2	manufacturing	2/12/2021 12:05 PM
3	Manufacturing	2/12/2021 8:42 AM
4	mattress manufacturers	2/11/2021 7:04 PM
5	both retail and contract	2/11/2021 5:18 PM
6	Wholesale Supplier	2/11/2021 3:13 PM

Q2 What impact has the COVID 19 lockdown had on sales volumes for the period December 2019 and January 2020 versus December 2020 and January 2021?

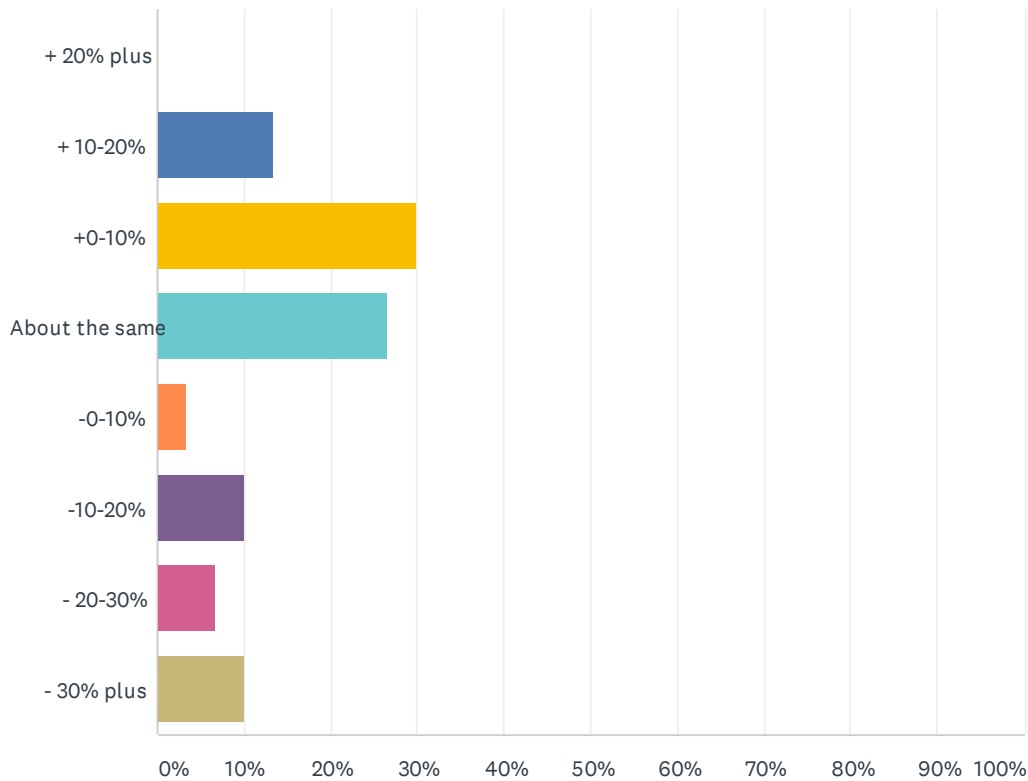
Answered: 30 Skipped: 0



ANSWER CHOICES	RESPONSES	
- 0-10%	0.00%	0
-10-20%	13.33%	4
-20-30%	20.00%	6
-30-40%	20.00%	6
- 50% plus	30.00%	9
+ 0-10%	6.67%	2
+10-20%	3.33%	1
+20% plus	3.33%	1
No change	3.33%	1
TOTAL		30

Q3 How do you expect your 2021 sales to fare compared with 2020

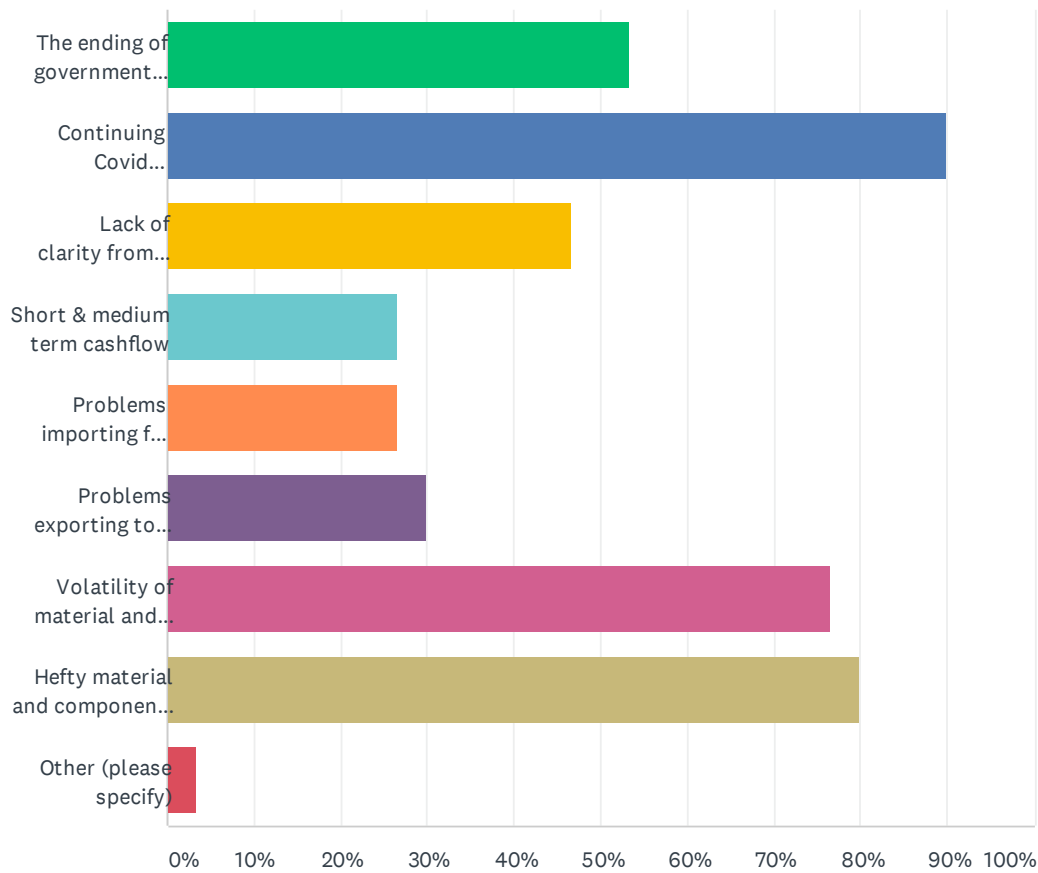
Answered: 30 Skipped: 0



ANSWER CHOICES	RESPONSES	
+ 20% plus	0.00%	0
+ 10-20%	13.33%	4
+0-10%	30.00%	9
About the same	26.67%	8
-0-10%	3.33%	1
-10-20%	10.00%	3
- 20-30%	6.67%	2
- 30% plus	10.00%	3
TOTAL		30

Q4 What are your greatest concerns for the remainder of the year? (You may pick more than one)

Answered: 30 Skipped: 0

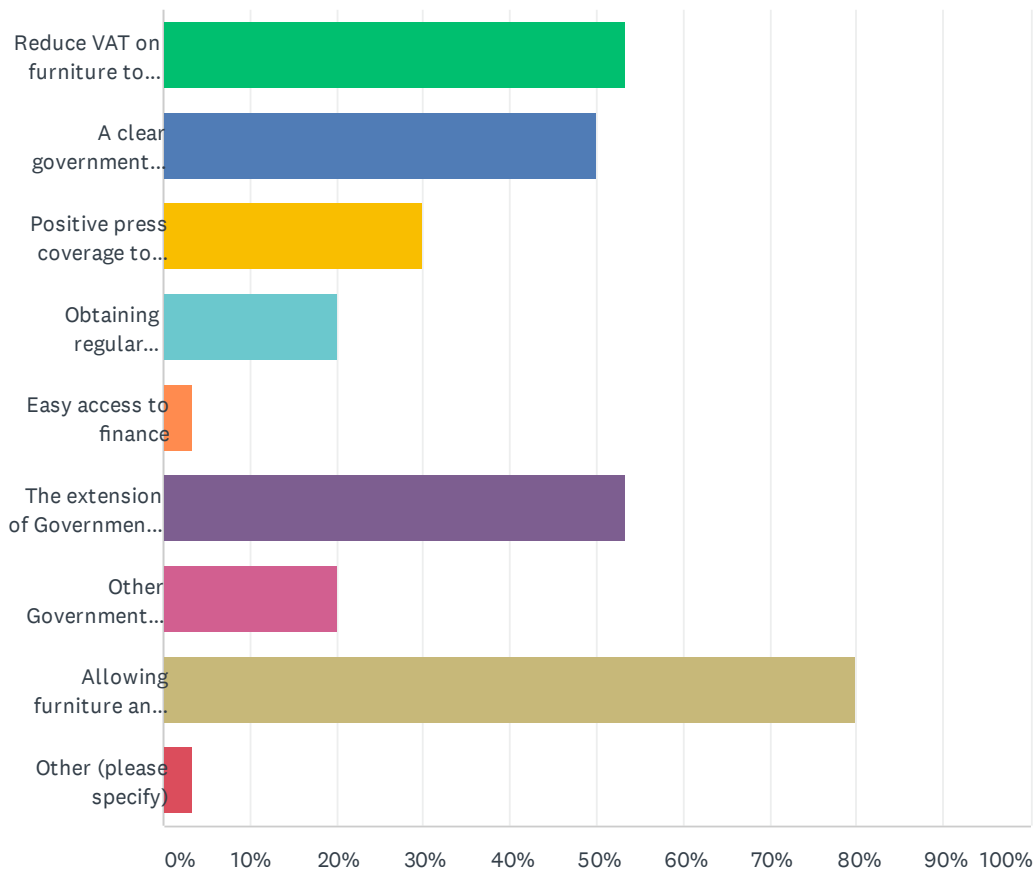


ANSWER CHOICES	RESPONSES
The ending of government financial support packages	53.33% 16
Continuing Covid restrictions impacting orders for the next 6 months	90.00% 27
Lack of clarity from the national governments on how the lockdowns are going to be phased out	46.67% 14
Short & medium term cashflow	26.67% 8
Problems importing from the EU	26.67% 8
Problems exporting to the EU	30.00% 9
Volatility of material and component supply	76.67% 23
Hefty material and component price rises	80.00% 24
Other (please specify)	3.33% 1
Total Respondents: 30	

#	OTHER (PLEASE SPECIFY)	DATE
1	Cost of freight particularly sea freight	2/11/2021 3:13 PM

Q5 What actions would be the most helpful in stimulating the market for the rest of 2021?

Answered: 30 Skipped: 0

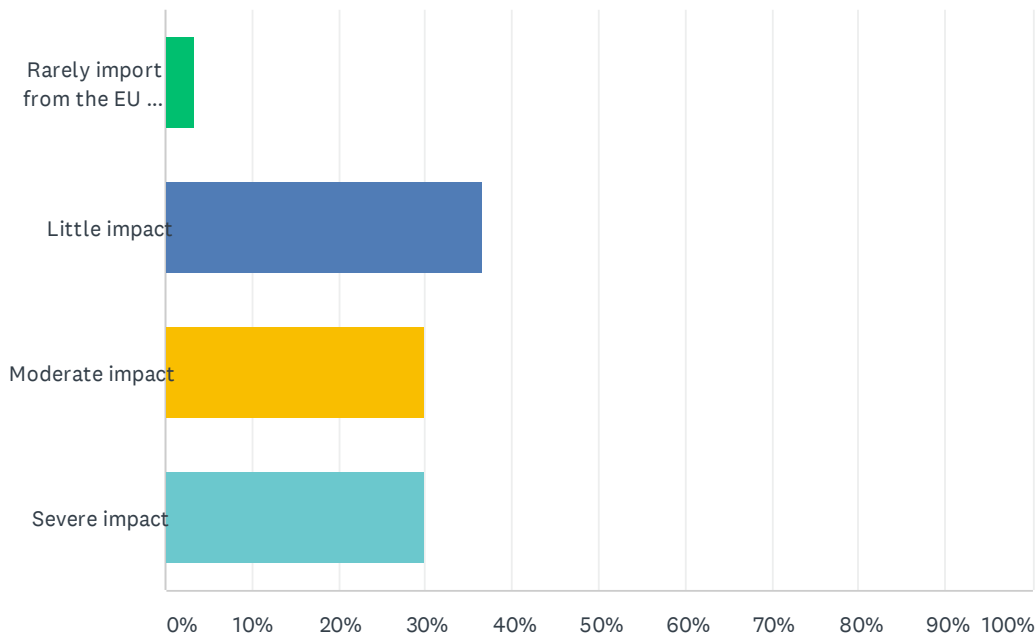


ANSWER CHOICES	RESPONSES
Reduce VAT on furniture to 0% for 12 months	53.33% 16
A clear government pathway out of lockdown	50.00% 15
Positive press coverage to stimulate growth	30.00% 9
Obtaining regular payments from customers	20.00% 6
Easy access to finance	3.33% 1
The extension of Government financial support beyond April until July	53.33% 16
Other Government stimulus to increase market activity	20.00% 6
Allowing furniture and bed shops to open as soon as possible in a Covid safe way	80.00% 24
Other (please specify)	3.33% 1
Total Respondents: 30	

#	OTHER (PLEASE SPECIFY)	DATE
1	A reduction in VAT – 0% unrealistic but a reduction of 10% might be more acceptable to the Chancellor & still very helpful	2/20/2021 10:40 AM

Q6 If you import products or components from the EU regularly have your shipments been affected by the new EU Trade Deal?

Answered: 30 Skipped: 0

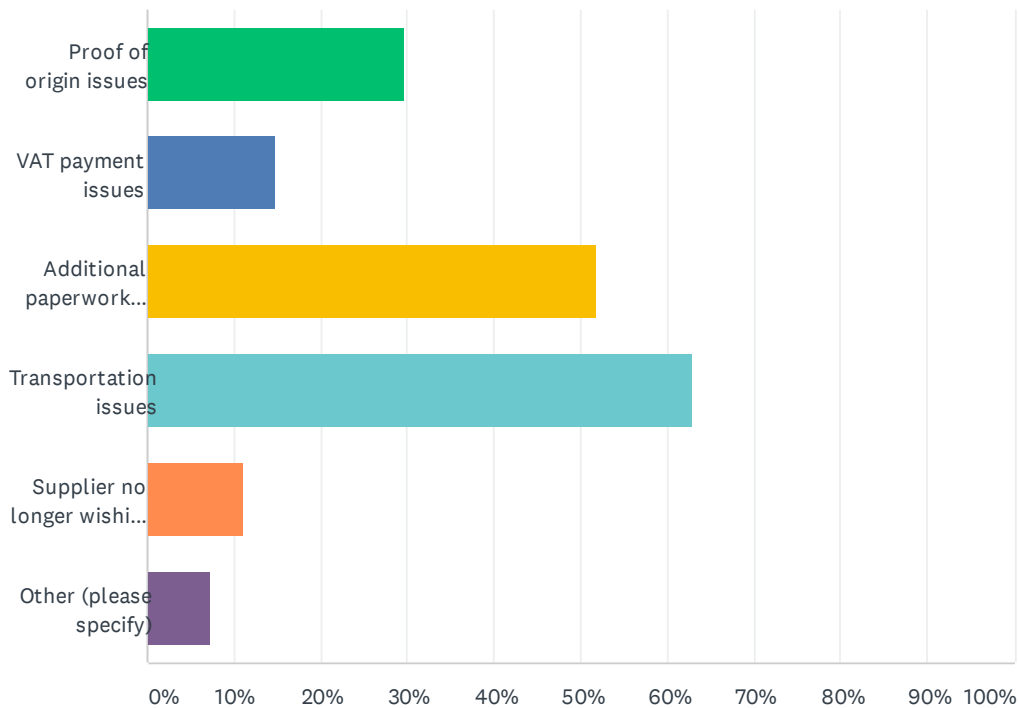


ANSWER CHOICES	RESPONSES
Rarely import from the EU so no impact	3.33% 1
Little impact	36.67% 11
Moderate impact	30.00% 9
Severe impact	30.00% 9
TOTAL	30

#	IF YOU ARE HAPPY TO PLEASE PROVIDE SOME EXAMPLES	DATE
1	delays, lack of couriers, duties, paperwork.	2/20/2021 10:40 AM
2	cost increase customs clearance problems	2/11/2021 2:15 PM
3	xxxx	2/11/2021 11:13 AM

Q7 If your shipments from the EU have been affected has this been because of:

Answered: 27 Skipped: 3

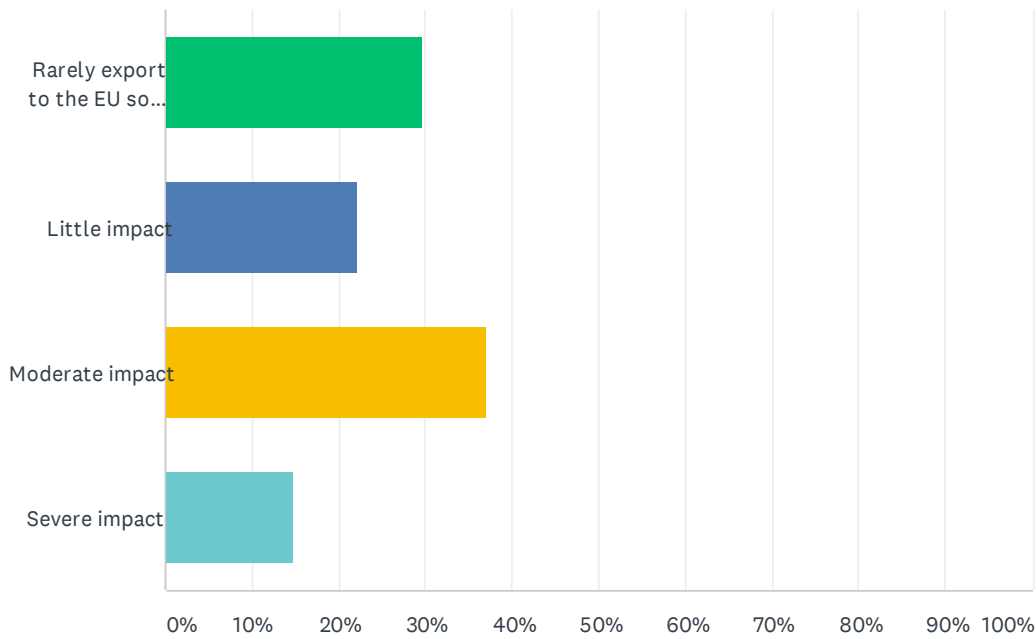


ANSWER CHOICES	RESPONSES
Proof of origin issues	29.63% 8
VAT payment issues	14.81% 4
Additional paperwork issues	51.85% 14
Transportation issues	62.96% 17
Supplier no longer wishing to supply the UK	11.11% 3
Other (please specify)	7.41% 2
Total Respondents: 27	

#	OTHER (PLEASE SPECIFY)	DATE
1	No issues with EU shipments, since we have been in lockdown and not a look of goods have been required	2/19/2021 12:14 PM
2	Duty rates on products sourced through EU but originating from elsewhere	2/11/2021 3:13 PM

Q8 If you export products or components to the EU regularly, have your shipments been affected by the new EU trade deal?

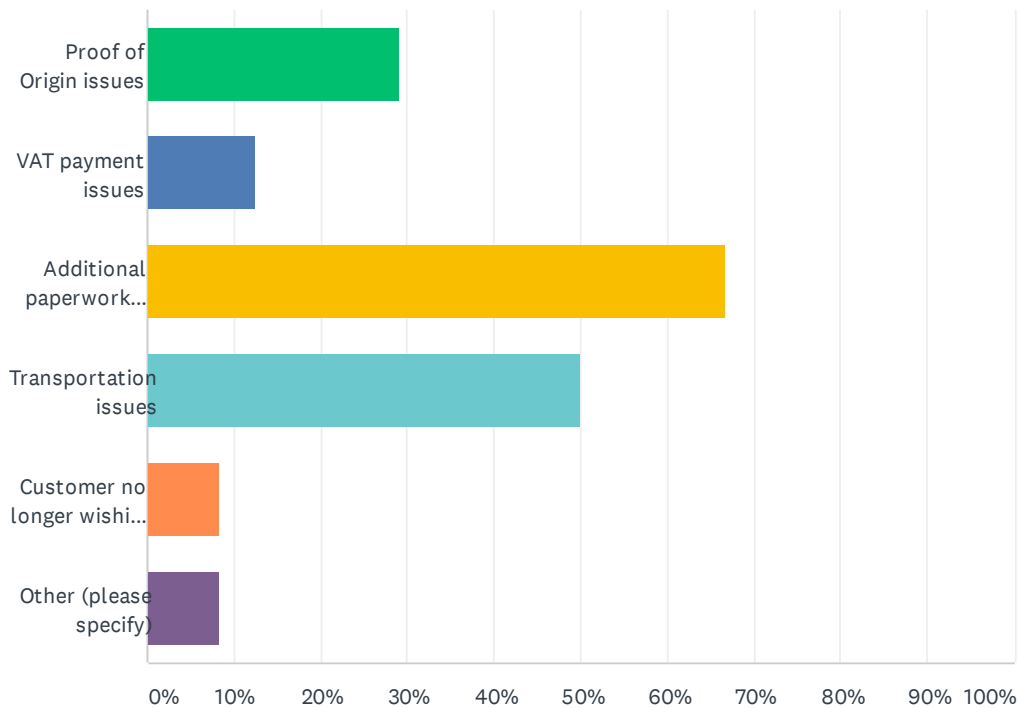
Answered: 27 Skipped: 3



ANSWER CHOICES	RESPONSES	
Rarely export to the EU so no impact	29.63%	8
Little impact	22.22%	6
Moderate impact	37.04%	10
Severe impact	14.81%	4
Total Respondents: 27		

Q9 If your shipments to the EU have been affected, has this been because of..?

Answered: 24 Skipped: 6



ANSWER CHOICES	RESPONSES
Proof of Origin issues	29.17% 7
VAT payment issues	12.50% 3
Additional paperwork issues	66.67% 16
Transportation issues	50.00% 12
Customer no longer wishing to buy from the UK	8.33% 2
Other (please specify)	8.33% 2
Total Respondents: 24	

#	OTHER (PLEASE SPECIFY)	DATE
1	We don't ship to eu	2/14/2021 8:13 PM
2	Some of our products sourced from outside the EU are now subject to duty and thus we have been priced out of the particular Export market. Particularly the case for Eire	2/11/2021 3:13 PM

Q10 Is the Northern Ireland Protocol causing you issues moving goods to or from Northern Ireland? (please give brief details)

Answered: 13 Skipped: 17

#	RESPONSES	DATE
1	Paperwork issues over Jan but now resolved but with all areas of UK in lockdown movement of goods is limited anyway	2/19/2021 12:14 PM
2	No	2/18/2021 11:20 AM
3	No	2/18/2021 10:15 AM
4	We don't trade with northern Ireland	2/17/2021 4:07 PM
5	Additional paperwork and ways of working	2/17/2021 9:18 AM
6	A little	2/16/2021 9:07 AM
7	x	2/15/2021 1:52 PM
8	yes	2/15/2021 11:31 AM
9	No it's not	2/14/2021 8:13 PM
10	Paperwork required to ship goods to NI when it was not required before Brexit meaning smaller multi-drop loads are harder to process due to increase in info required per product/invoice.	2/12/2021 3:53 PM
11	no	2/11/2021 7:04 PM
12	Not really	2/11/2021 5:18 PM
13	no	2/11/2021 2:50 PM

Q11 Do you believe that you will have to make redundancies in the next six months? If so what percentage overall and what percentage will you have to make in the following departments: sales, marketing, production, finance, IT, logistics. Please list any others not on this list in the other category.

Answered: 25 Skipped: 5

ANSWER CHOICES	RESPONSES	
I reduced my headcount last year	72.00%	18
Production	44.00%	11
Sales	28.00%	7
Marketing	20.00%	5
IT	24.00%	6
Finance	24.00%	6
Logistics	32.00%	8
Other	8.00%	2
Total planned redundancies	56.00%	14
I am actually planning to take on new staff (please note in which departments)	36.00%	9

#	I REDUCED MY HEADCOUNT LAST YEAR	DATE
1	by 10% overall	2/19/2021 12:14 PM
2	No redundancies currently planned	2/17/2021 9:18 AM
3	2 people in Production	2/16/2021 9:07 AM
4	yes	2/16/2021 7:39 AM
5	10%	2/15/2021 2:38 PM
6	x	2/15/2021 1:52 PM
7	40%	2/15/2021 1:49 PM
8	20	2/15/2021 11:31 AM
9	0	2/14/2021 8:13 PM
10	10%	2/12/2021 3:53 PM
11	yes	2/11/2021 7:04 PM
12	yes, by about 100 people	2/11/2021 5:18 PM
13	10%	2/11/2021 3:13 PM
14	1	2/11/2021 2:50 PM
15	yes	2/11/2021 2:15 PM
16	12%	2/11/2021 1:50 PM
17	10	2/11/2021 12:57 PM
18	14	2/11/2021 11:13 AM

NBF State of Trade Survey February 2021

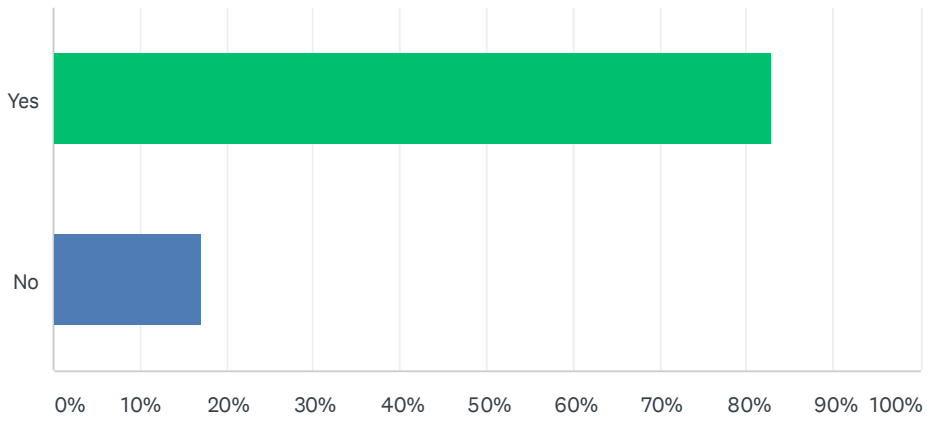
#	PRODUCTION	DATE
1	5% reduction	2/17/2021 4:07 PM
2	yes	2/16/2021 7:39 AM
3	15%	2/15/2021 2:38 PM
4	20%	2/15/2021 1:49 PM
5	20	2/15/2021 11:31 AM
6	0	2/14/2021 8:13 PM
7	25%	2/12/2021 3:53 PM
8	85	2/11/2021 5:18 PM
9	1	2/11/2021 2:50 PM
10	yes	2/11/2021 2:15 PM
11	10%	2/11/2021 1:50 PM
#	SALES	DATE
1	5% reduction	2/17/2021 4:07 PM
2	yes	2/16/2021 7:39 AM
3	20	2/15/2021 11:31 AM
4	0	2/14/2021 8:13 PM
5	15%	2/12/2021 3:53 PM
6	5	2/11/2021 5:18 PM
7	yes	2/11/2021 2:15 PM
#	MARKETING	DATE
1	20% reduction	2/17/2021 4:07 PM
2	20%	2/15/2021 1:49 PM
3	0	2/14/2021 8:13 PM
4	0%	2/12/2021 3:53 PM
5	2	2/11/2021 5:18 PM
#	IT	DATE
1	0%	2/17/2021 4:07 PM
2	10%	2/15/2021 1:49 PM
3	20	2/15/2021 11:31 AM
4	0	2/14/2021 8:13 PM
5	0%	2/12/2021 3:53 PM
6	1	2/11/2021 5:18 PM
#	FINANCE	DATE
1	increase of 10%	2/17/2021 4:07 PM
2	10%	2/15/2021 1:49 PM
3	15	2/15/2021 11:31 AM
4	0	2/14/2021 8:13 PM
5	0%	2/12/2021 3:53 PM
6	2	2/11/2021 5:18 PM

NBF State of Trade Survey February 2021

#	LOGISTICS	DATE
1	0%	2/17/2021 4:07 PM
2	10%	2/15/2021 2:38 PM
3	10%	2/15/2021 1:49 PM
4	0	2/15/2021 11:31 AM
5	0	2/14/2021 8:13 PM
6	10%	2/12/2021 3:53 PM
7	2%	2/11/2021 1:50 PM
8	10	2/11/2021 12:57 PM
#	OTHER	DATE
1	0	2/14/2021 8:13 PM
2	3	2/11/2021 5:18 PM
#	TOTAL PLANNED REDUNDANCIES	DATE
1	0	2/18/2021 10:03 AM
2	none	2/17/2021 4:07 PM
3	0	2/17/2021 9:18 AM
4	8	2/16/2021 7:39 AM
5	0	2/15/2021 1:52 PM
6	0	2/14/2021 8:13 PM
7	If sales stay the same and furlough ends we would have to make around 30 redundancies (30%)	2/12/2021 3:53 PM
8	0	2/12/2021 8:42 AM
9	0	2/11/2021 5:18 PM
10	30%	2/11/2021 3:13 PM
11	2	2/11/2021 2:50 PM
12	8	2/11/2021 2:15 PM
13	20	2/11/2021 12:57 PM
14	20%	2/11/2021 11:13 AM
#	I AM ACTUALLY PLANNING TO TAKE ON NEW STAFF (PLEASE NOTE IN WHICH DEPARTMENTS)	DATE
1	If we have a surge we look to start with the Kick Start scheme	2/19/2021 12:14 PM
2	More sewers	2/18/2021 11:20 AM
3	production	2/18/2021 11:15 AM
4	I.T.	2/18/2021 10:15 AM
5	Production	2/16/2021 4:00 PM
6	management	2/16/2021 9:07 AM
7	IT, SALES, MARKETING & FINANCE	2/12/2021 8:42 AM
8	Production	2/11/2021 5:18 PM
9	We have since taken on 4 new staff	2/11/2021 1:50 PM

Q12 Are you anticipating any shortages in your materials/components supply chain over the next three - six months?

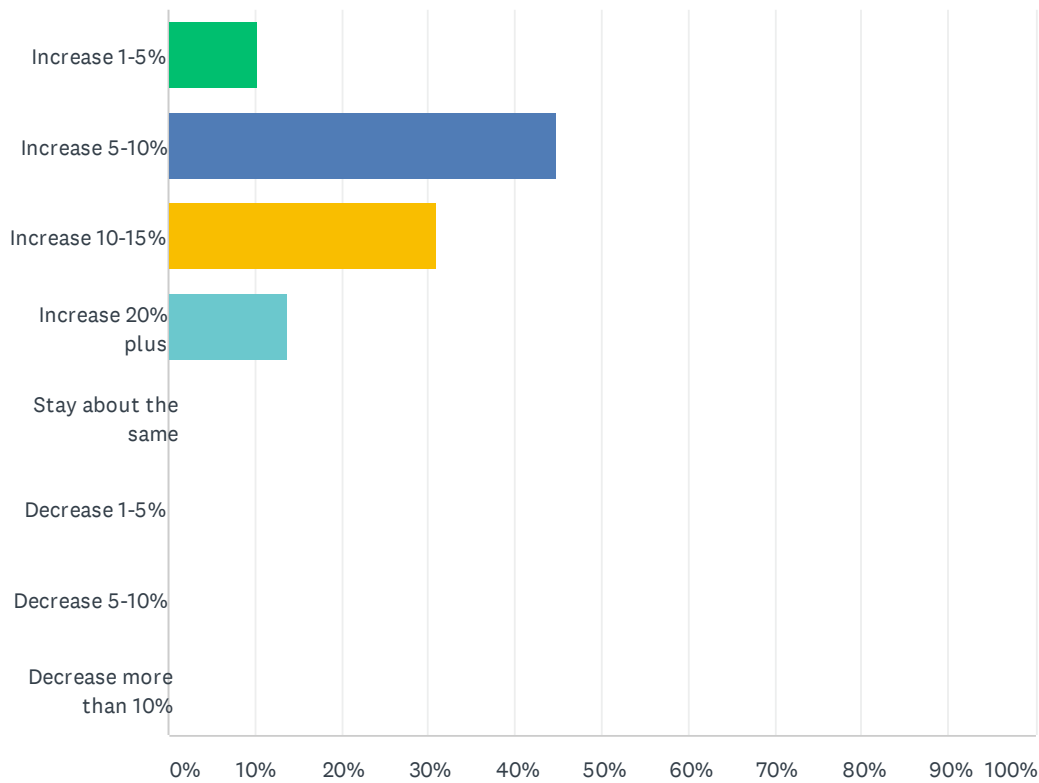
Answered: 29 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	82.76%	24
No	17.24%	5
TOTAL		29

Q13 What do you expect will happen to your costs over the next six months?

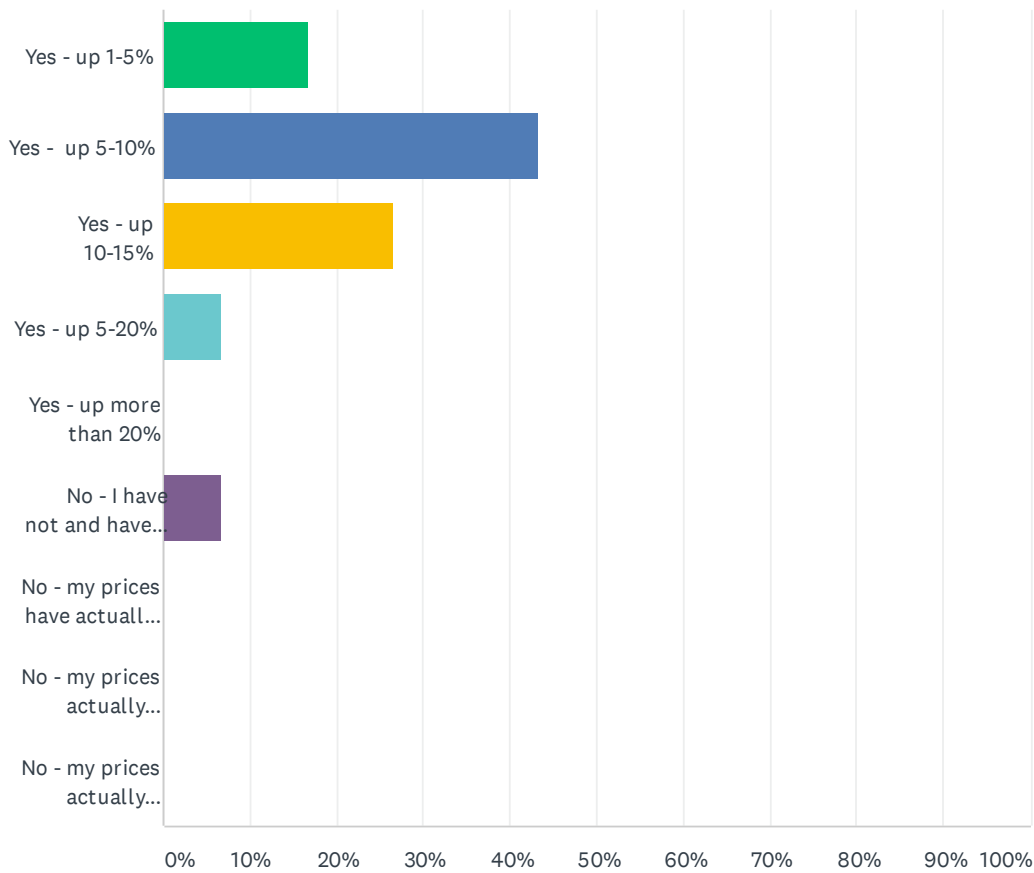
Answered: 29 Skipped: 1



ANSWER CHOICES	RESPONSES	
Increase 1-5%	10.34%	3
Increase 5-10%	44.83%	13
Increase 10-15%	31.03%	9
Increase 20% plus	13.79%	4
Stay about the same	0.00%	0
Decrease 1-5%	0.00%	0
Decrease 5-10%	0.00%	0
Decrease more than 10%	0.00%	0
TOTAL		29

Q14 Are you planning soon or have you recently introduced any price rises?

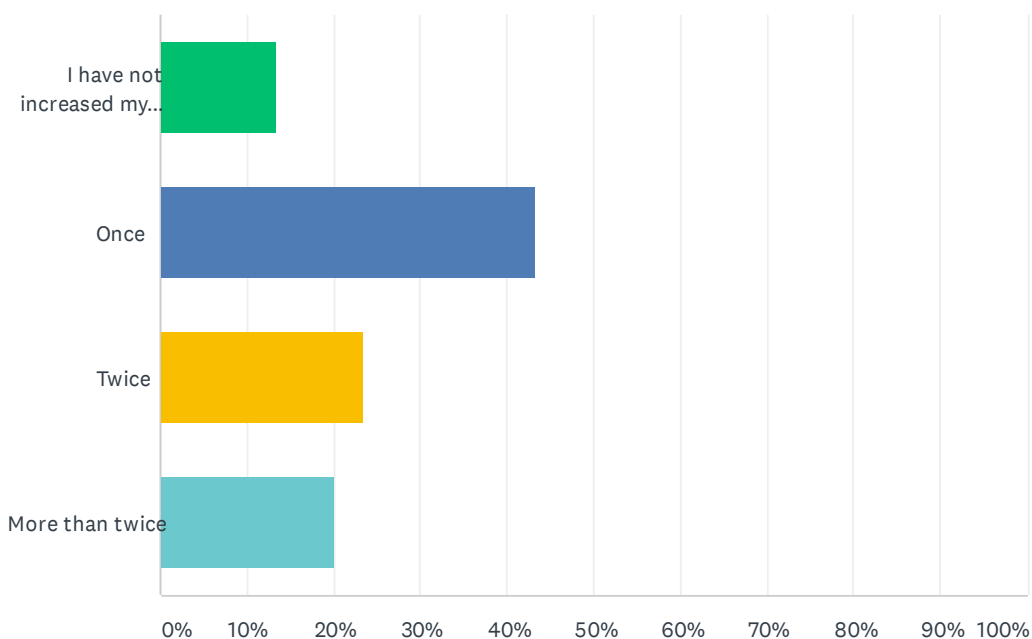
Answered: 30 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes - up 1-5%	16.67%	5
Yes - up 5-10%	43.33%	13
Yes - up 10-15%	26.67%	8
Yes - up 5-20%	6.67%	2
Yes - up more than 20%	0.00%	0
No - I have not and have no immediate plans to raise my prices	6.67%	2
No - my prices have actually went/ will be going down 1-5%	0.00%	0
No - my prices actually went/will be going down 5-10%	0.00%	0
No - my prices actually went/will be going down 10% +	0.00%	0
TOTAL		30

Q15 How many times have you had to increase your prices in the past six months?

Answered: 30 Skipped: 0



ANSWER CHOICES	RESPONSES	
I have not increased my prices at all in the past six months	13.33%	4
Once	43.33%	13
Twice	23.33%	7
More than twice	20.00%	6
TOTAL		30

Q16 Is there anything else you would like to tell us about that hasn't been covered here?

Answered: 7 Skipped: 23

#	RESPONSES	DATE
1	No	2/18/2021 11:20 AM
2	No	2/18/2021 10:15 AM
3	No	2/17/2021 9:18 AM
4	Due to the cost of imports we have a surcharge in place reflecting the additional cost of containers at the time of shipping	2/16/2021 9:07 AM
5	x	2/15/2021 1:52 PM
6	The longer retailers are closed means the fewer that will eventually reopen meaning fewer sales & more job losses in retail; therefore fewer sales in manufacturing meaning more job losses in manufacturing. Furniture Retailers could now open safely with more social distancing than (as an example) supermarkets currently give.	2/12/2021 3:53 PM
7	We will have to go up in price again in the very near future.	2/11/2021 1:50 PM