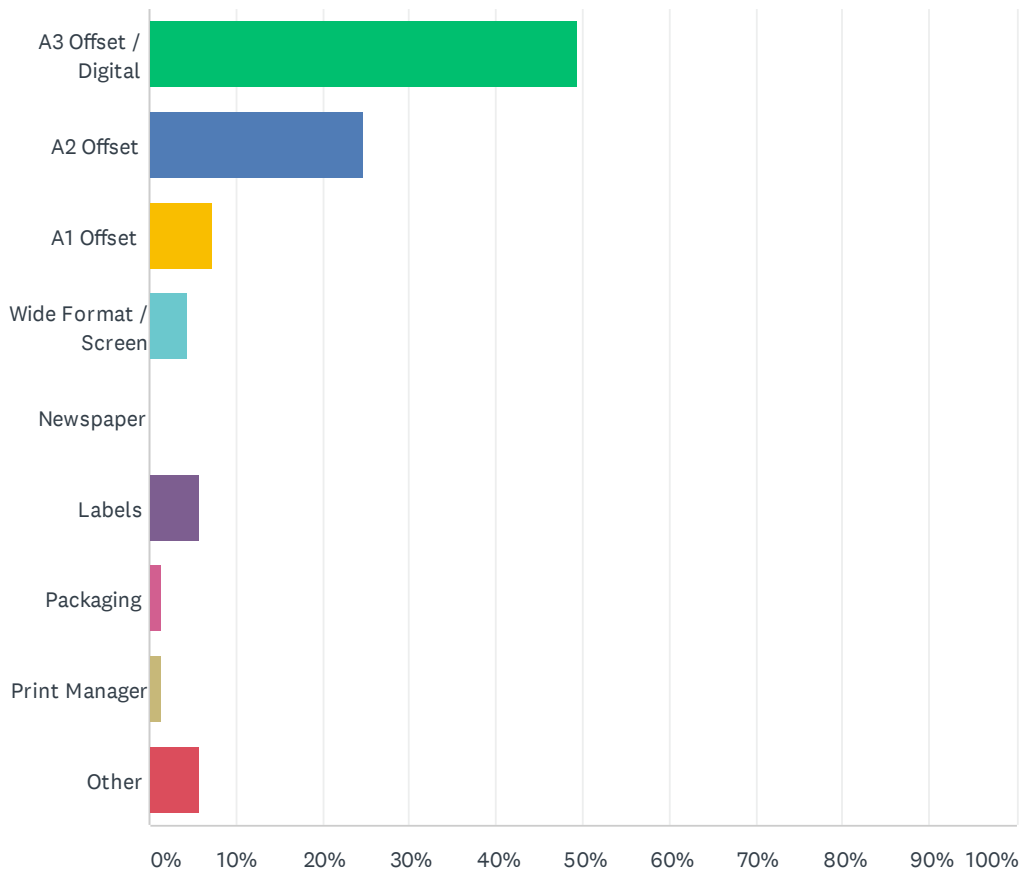


Q1 What market sector best describes your business?

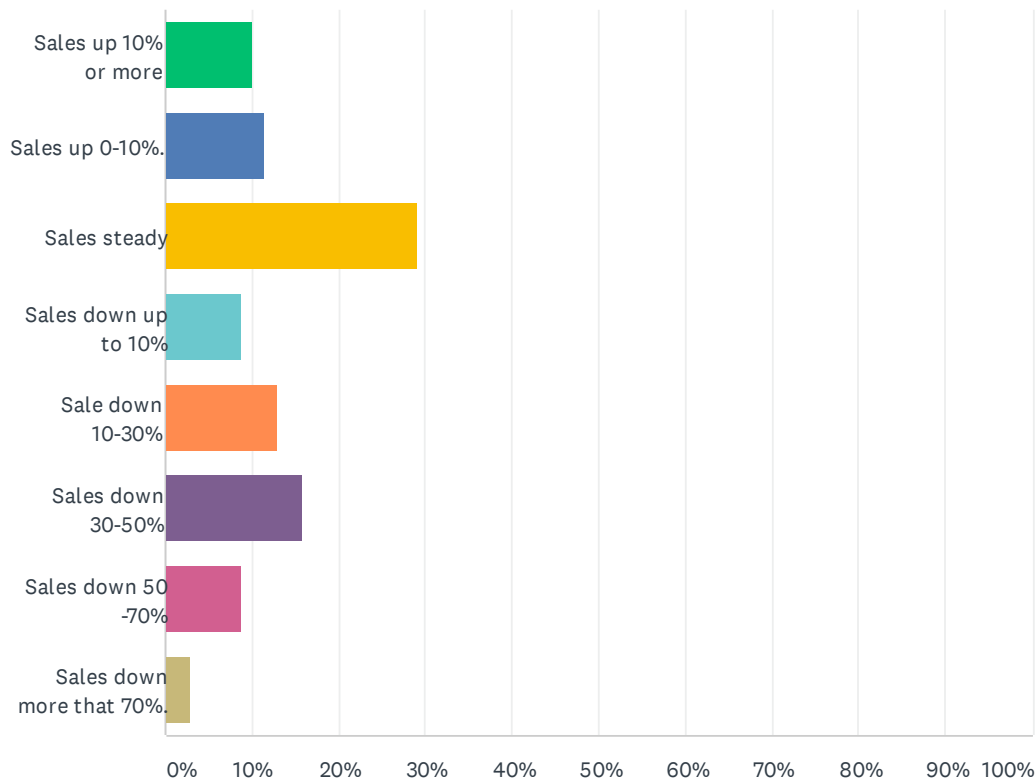
Answered: 69 Skipped: 0



ANSWER CHOICES	RESPONSES	
A3 Offset / Digital	49.28%	34
A2 Offset	24.64%	17
A1 Offset	7.25%	5
Wide Format / Screen	4.35%	3
Newspaper	0.00%	0
Labels	5.80%	4
Packaging	1.45%	1
Print Manager	1.45%	1
Other	5.80%	4
TOTAL		69

Q2 Compared to your average sales for FY 20 up to Feb 20, what was the trend for MARCH 20?

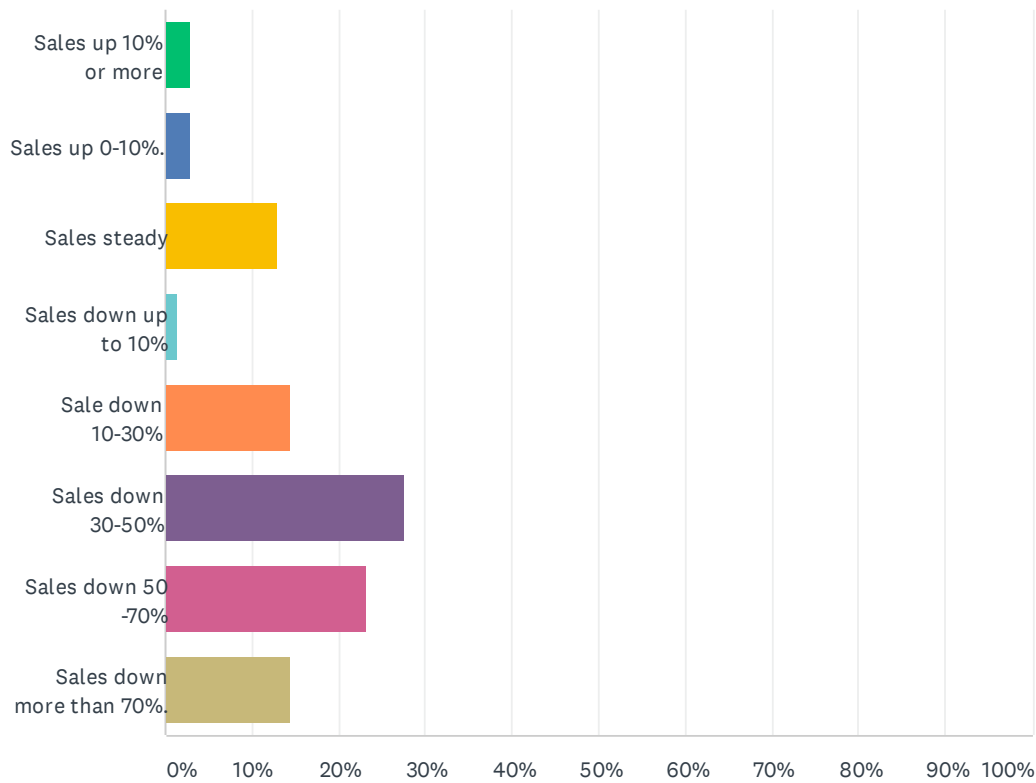
Answered: 69 Skipped: 0



ANSWER CHOICES	RESPONSES	
Sales up 10% or more	10.14%	7
Sales up 0-10%.	11.59%	8
Sales steady	28.99%	20
Sales down up to 10%	8.70%	6
Sale down 10-30%	13.04%	9
Sales down 30-50%	15.94%	11
Sales down 50 -70%	8.70%	6
Sales down more that 70%.	2.90%	2
TOTAL		69

Q3 Compared to your average sales for FY 20 up to Feb 20, what was the trend for APRIL 20?

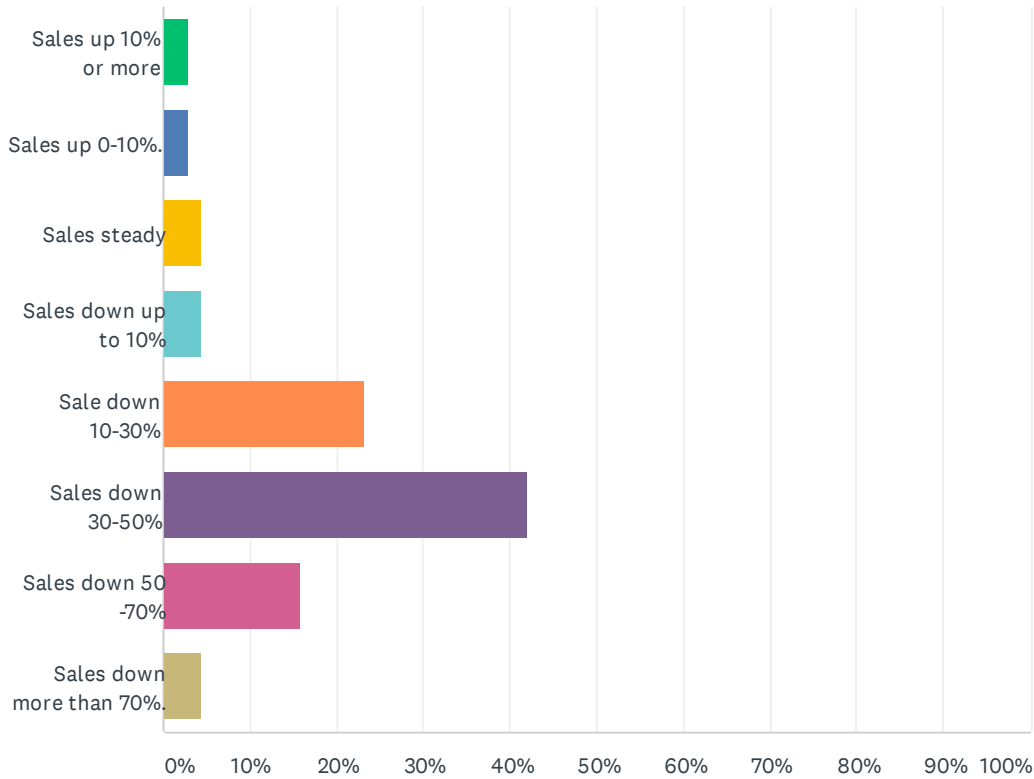
Answered: 69 Skipped: 0



ANSWER CHOICES	RESPONSES
Sales up 10% or more	2.90% 2
Sales up 0-10%.	2.90% 2
Sales steady	13.04% 9
Sales down up to 10%	1.45% 1
Sale down 10-30%	14.49% 10
Sales down 30-50%	27.54% 19
Sales down 50 -70%	23.19% 16
Sales down more than 70%.	14.49% 10
TOTAL	69

Q4 Compared to your average sales for FY 20 up to Feb 20, what do you estimate monthly sales to be for next 6 months (MAY 20 to OCT 20)?

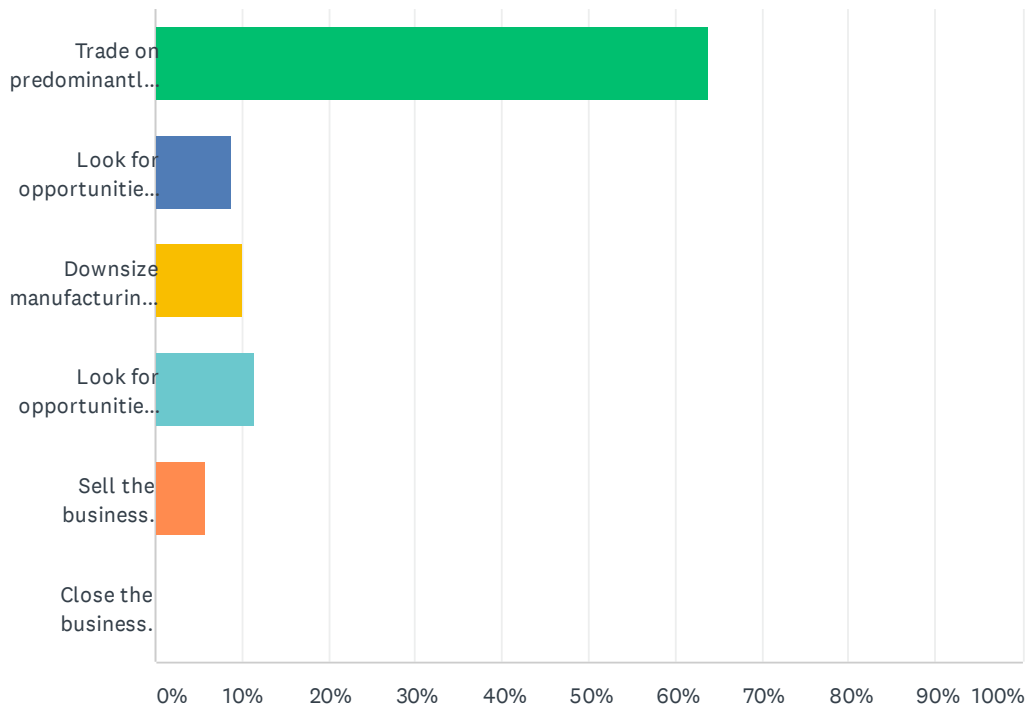
Answered: 69 Skipped: 0



ANSWER CHOICES	RESPONSES
Sales up 10% or more	2.90% 2
Sales up 0-10%	2.90% 2
Sales steady	4.35% 3
Sales down up to 10%	4.35% 3
Sale down 10-30%	23.19% 16
Sales down 30-50%	42.03% 29
Sales down 50 -70%	15.94% 11
Sales down more than 70%	4.35% 3
TOTAL	69

Q5 What is your most likely business activity for the next six months?

Answered: 69 Skipped: 0



ANSWER CHOICES	RESPONSES	
Trade on predominantly "as is", adjusting staff levels to match sales / production.	63.77%	44
Look for opportunities to acquire businesses.	8.70%	6
Downsize manufacturing footprint, outsource more.	10.14%	7
Look for opportunities to amalgamate / merge / collaborate with others.	11.59%	8
Sell the business.	5.80%	4
Close the business.	0.00%	0
TOTAL		69