COVID-19 Impact

Overall Sales Change Q2/2020 vs. Q3/2020

- Supplier:
  - Increased: 47%
  - Stayed Same: 14%
  - Decreased: 39%

- Distributor:
  - Increased: 39%
  - Stayed Same: 15%
  - Decreased: 46%

Q. By approximately what percentage did your overall sales change from Q2 (Apr thru Jun) of 2020 compared to Q3 (Jul thru Sep) of 2020?

Confidence In Your Company Viability During Q3/2020

- Supplier:
  - Increased: 29%
  - Stayed Same: 46%
  - Decreased: 25%

- Distributor:
  - Increased: 18%
  - Stayed Same: 56%
  - Decreased: 26%

Q. Has your confidence level in your business’s future viability changed during Q3 of 2020?

Sales Expectations Q4/2020

- Supplier:
  - Increase: 40%
  - Stay Same: 22%
  - Decrease: 33%
  - Unsure: 5%

- Distributor:
  - Increase: 39%
  - Stay Same: 22%
  - Decrease: 34%
  - Unsure: 5%

Q. Thinking about Q4 (Oct-Dec) of 2020, what are your expectations of overall profitability for this period compared to Q3 (Jul-Sep) of 2020?

Sales In Decorated Personal Protective Equipment (PPE) In Q3 2020

- Supplier:
  - About 90%: 5%
  - About 70%: 1%
  - About 50%: 1%
  - About 30%: 7%
  - About 10%: 24%
  - None: 62%

- Distributor:
  - About 90%: 4%
  - About 70%: 3%
  - About 50%: 8%
  - About 30%: 21%
  - About 10%: 43%
  - None: 19%

Q. In Q3 (Jul thru Sep), what percentage of your sales were DECORATED personal protective equipment (face masks, medical gowns, face shields, etc.) and hand sanitizer?