















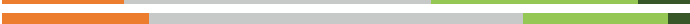












# SHOE EXECUTIVE BUSINESS OUTLOOK SURVEY

## OBSERVATIONS

- In Q1, respondents pared their 6-month outlooks for the broader economy, shoe shoppers, and their company health, with all 3 eroding to their weakest levels in the 5-quarter history of this survey
- In particular, nearly ½ (47.4%) of respondents see a weaker 6-month outlook for shoe shoppers, the 3<sup>rd</sup> straight quarter of eroding sentiment and more than double the share noted last quarter
- Plans to hire rose, with nearly ⅔ (65.8%) expecting hiring to increase over the next 6 months
- Over 80% of respondents see operating costs higher from 6 months ago *and* likely to rise further over the next 6 months
- Similarly, 92.1% look for landed costs to increase over the next 6 months, a share little changed for half a year
- Expanded hiring and these rising costs lead over 86% to expect retail prices to climb over the next 6 months
- An offsetting factor is evidence that thin inventories are rebuilding. Only 18.9% report decreased inventories from 6 months ago, versus 73.5% a year ago. And 59.5% look for inventories to expand over the next 6 months
- A growing share (78.4%) see their company sales higher from 6 months ago, mirroring a growing share (67.6%) that expect company sales to rise over the next 6 months
- Nearly ¾ (73.0%) of respondents see their company's sales back to (27.0%) or exceeding (46.0%) pre-COVID levels, a combined share that has grown for 4 straight quarters
- As COVID caseloads have dwindled, so too has the number of respondents citing COVID as their company's biggest issue over the next 6 months, fading to zero in this latest quarter
- Labor noted as the biggest issue over the next 6 months more than doubled from last quarter to 13.5% in Q1

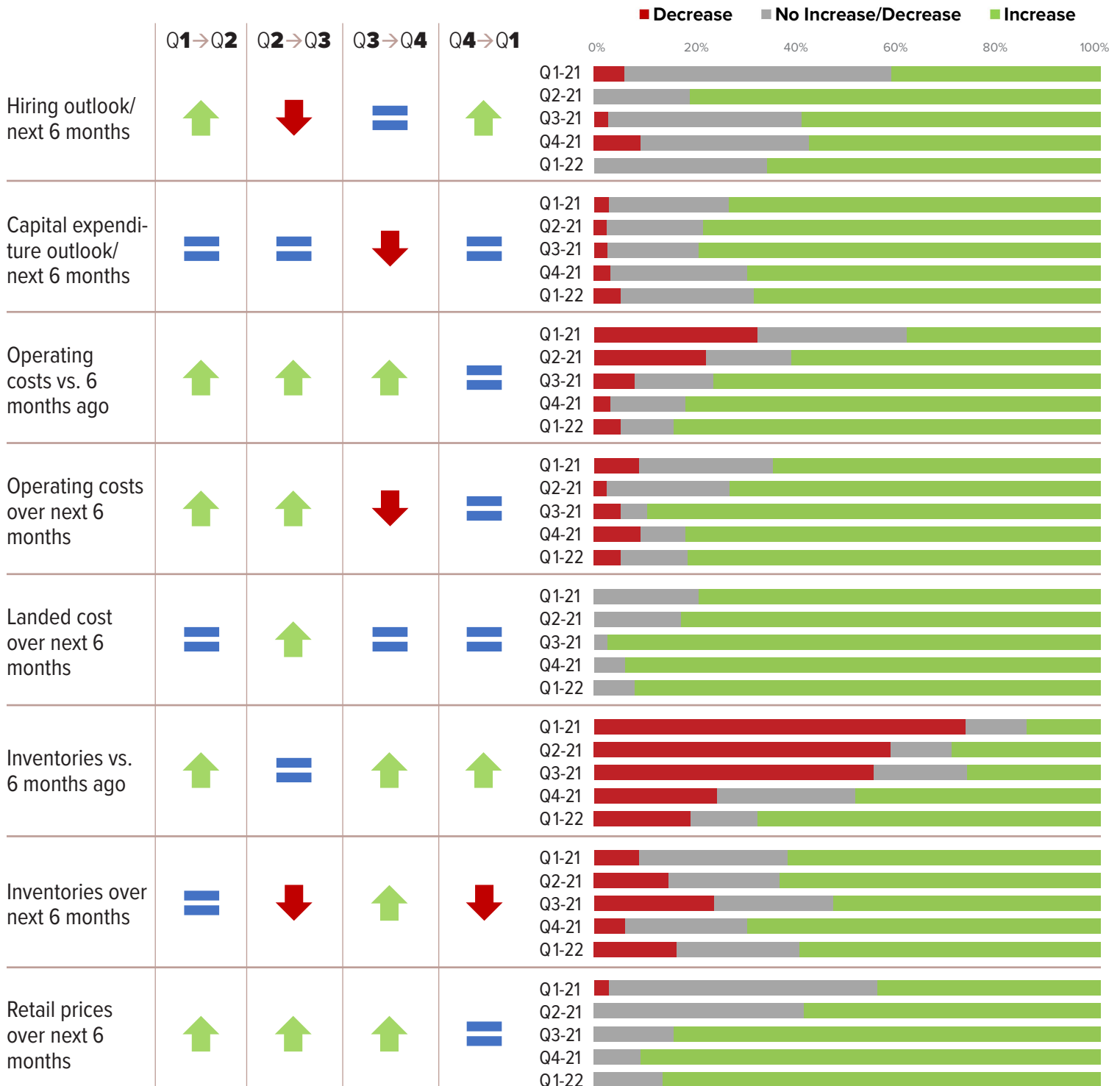
QUESTION	CHANGE				RESPONSES & SHARES						
	Q1→Q2	Q2→Q3	Q3→Q4	Q4→Q1		Very Weak	Weaker	No Change	Stronger	Very Strong	
Outlook for economy/ next 6 months						0%	20%	40%	60%	80%	100%
					Q1-21						
					Q2-21						
					Q3-21						
					Q4-21						
					Q1-22						
Outlook for shoe shoppers/ next 6 months											
					Q1-21						
					Q2-21						
					Q3-21						
					Q4-21						
					Q1-22						
Company health over next 6 months											
					Q1-21						
					Q2-21						
					Q3-21						
					Q4-21						
					Q1-22						

# SHOE EXECUTIVE BUSINESS OUTLOOK SURVEY

## QUESTION

## CHANGE

## RESPONSES &amp; SHARES

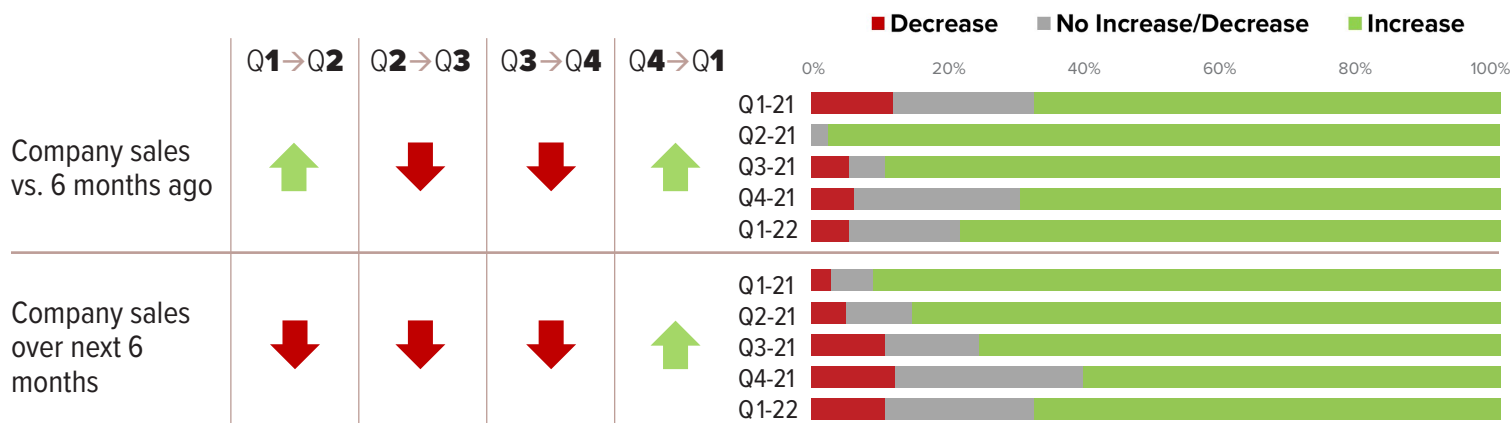


# SHOE EXECUTIVE BUSINESS OUTLOOK SURVEY

## QUESTION

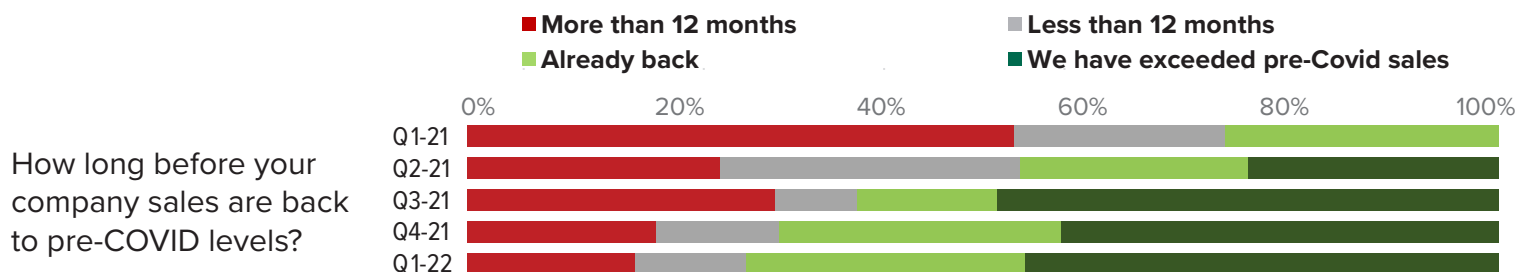
## CHANGE

## RESPONSES & SHARES



## QUESTION

## RESPONSES & SHARES



## YOUR COMPANY'S BIGGEST ISSUE OVER THE NEXT 6 MONTHS

