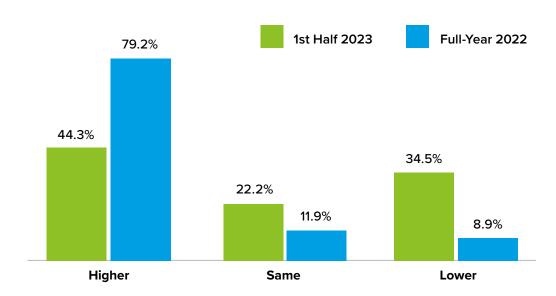


State of the Industry Update, Second Quarter 2023*



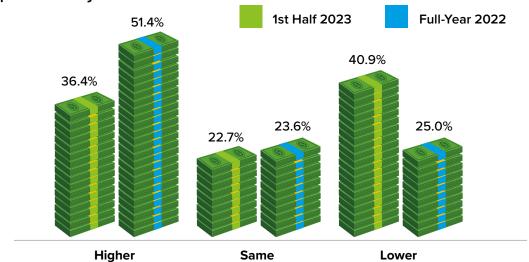
SALES

How did your sales (all sources) compare with the year-earlier period?



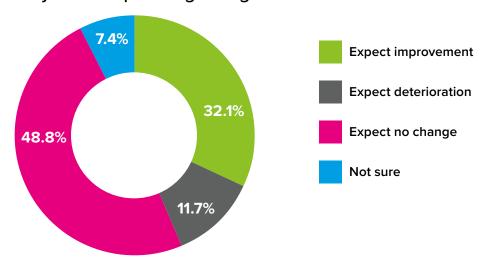
PRE-TAX PROFITABILITY TRENDS

How does your pre-tax profitability compare with year-earlier profitability?



BUSINESS CONDITION

What do you anticipate regarding future business conditions?



ARTIFICIAL INTELLIGENCE (AI)

How SOI participants responded to this question: Which of the responses below is true for your company?

