

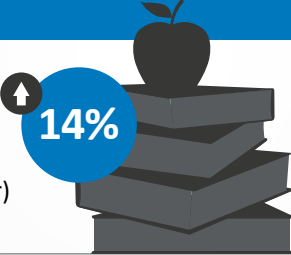
U.S. Office Supplies: Double-digit Revenue Gains in 2021

The U.S. office supplies industry generated \$14.5 billion in sales in 2021, up 11% year over year and 12% compared to pre-pandemic 2019. Growth was thanks to renewed momentum from categories challenged in 2020, as well as rising average sales prices (ASPs). **Take a closer look at the trends shaping the year ahead ...**

Back-to-school Snapshot

Back-to-school season
(July – September) revenue grew 14%

Revenue from the rest of the year
(January – June and October – December) grew 10%



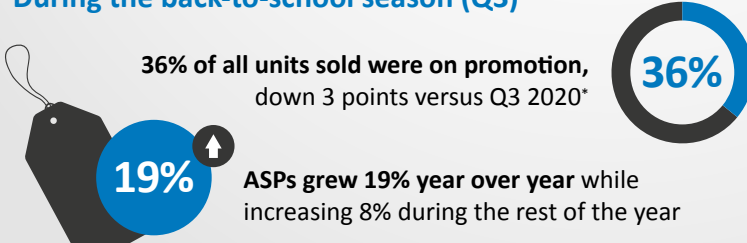
Higher back-to-school season revenue was driven by:

- New products and innovations
- A decrease in promotions during the season
- A shift in available product mix

During the back-to-school season (Q3)

36% of all units sold were on promotion, down 3 points versus Q3 2020*

ASPs grew 19% year over year while increasing 8% during the rest of the year



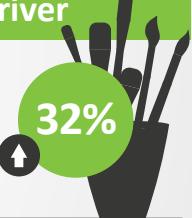
“ We expect to see some sales normalization in 2022. Pricing’s importance will continue, especially in the spring and as we near the summer and back-to-school season, which will help boost sales despite anticipated unit decline in the industry. ”

Leen Nsouli
Industry Analyst, Office Supplies

Source: The NPD Group/Retail Tracking Service, excluding janitorial and breakroom sales, January – December 2021
*Source: The NPD Group/Price and Discount Trends, Q3

2021 Growth Driver

Art and crafting categories increased 2% year over year and 32% versus 2019

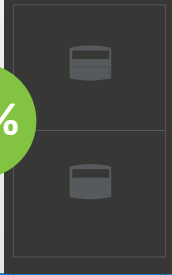


↑ 15% Writing instruments

↑ 14% Office paper categories



Storage products continued to grow, up 22%



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