

## 3Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

# WHOLESALE TRADE'S GROWTH



### Revenue Growth vs. National

2.8%

WHOLESALE TRADE'S  
MIDDLE MARKET  
GROWTH OVER THE  
PAST 12 MONTHS

6.3%

Past 12 Months  
National

4.3%

WHOLESALE TRADE'S  
MIDDLE MARKET  
GROWTH OVER THE  
NEXT 12 MONTHS

4.9%

Next 12 Months  
National

### Employment Growth

4.5%

WHOLESALE TRADE'S  
MIDDLE MARKET  
GROWTH OVER THE  
PAST 12 MONTHS

4.9%

Past 12 Months  
National

5.2%

WHOLESALE TRADE'S  
MIDDLE MARKET  
GROWTH OVER THE  
NEXT 12 MONTHS

4.0%

Next 12 Months  
National

### Top 3 Internal Challenges (Next 3 Mo.):

53%

Staff/Employees

35%

Cost

32%

Finances

### Top 3 Internal Challenges (Next 12 Mo.):

38%

Staff/Employees

28%

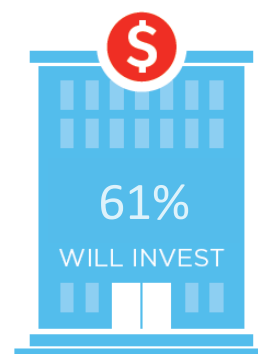
Business Growth

22%

Costs

### Preparing for growth through capital investment

6 in 10 Wholesale  
Companies plan to  
invest.



IN COLLABORATION WITH

# MEET WHOLESALE TRADE'S MIGHTY MIDDLE MARKET

## Wholesale Trade's Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



GENERATING

**\$604B**

IN ANNUAL REVENUE



MORE THAN

**17,400**

BUSINESSES



REPRESENTS

**2.2%**

OF ALL WHOLESALE TRADE  
COMPANIES



GENERATES

**28.9%**

OF ALL WHOLESALE TRADE  
BUSINESS REVENUE



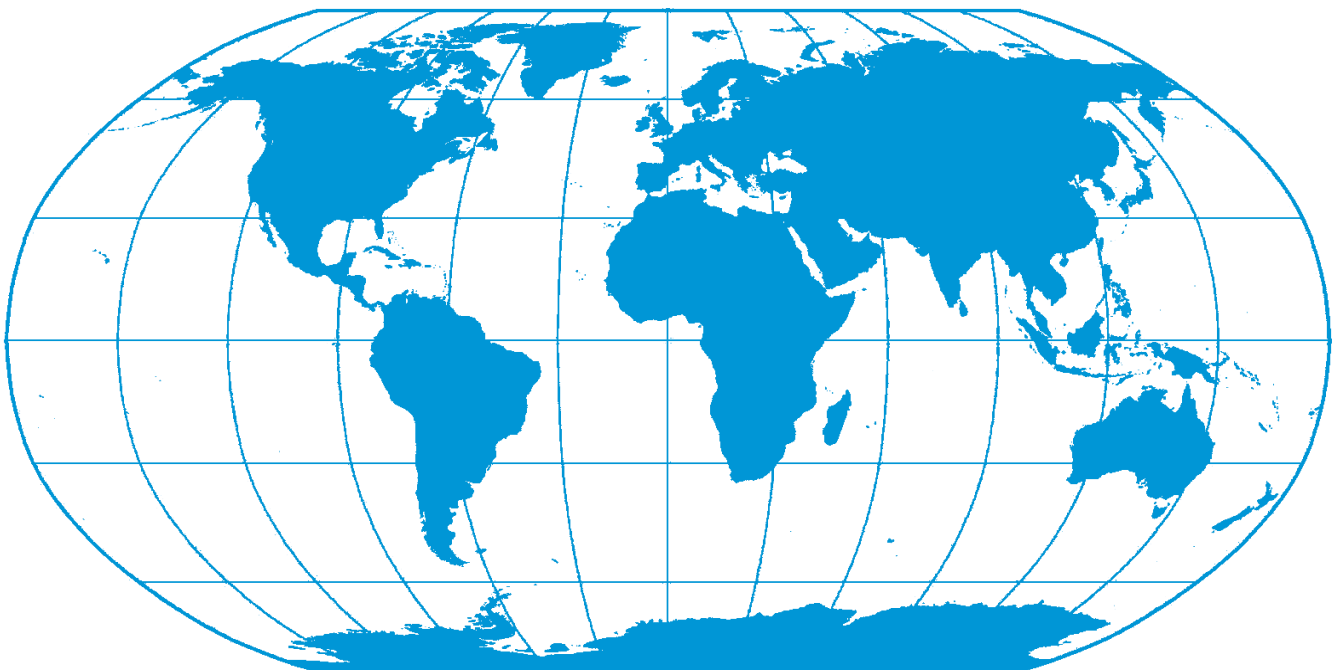
EMPLOYS

**37.6%**

OF THE WHOLESALE TRADE  
WORKFORCE



## Percentage of Revenues around the World



84.3% United States 4.8% Canada/Mexico 2.8% Europe 5.4% Asia 0.1% Other  
0.4% Middle East 0.0% Africa 2.2% Latin America