



NATIONAL CENTER FOR
THE MIDDLE MARKET

WHOLESALE TRADE

MIDDLE MARKET INDICATOR

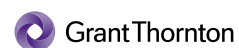
4Q | 2018



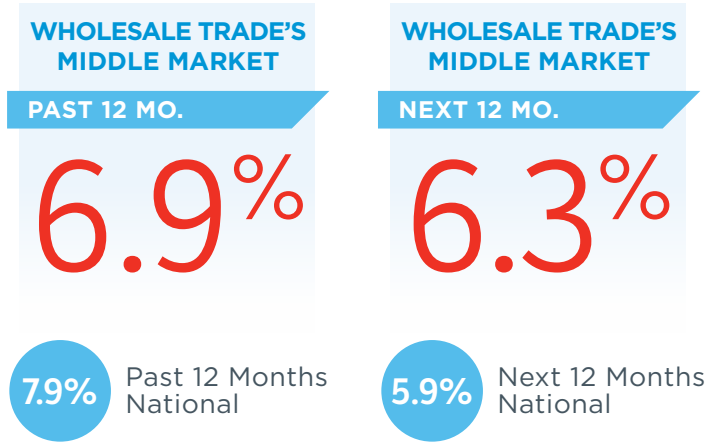
IN COLLABORATION WITH



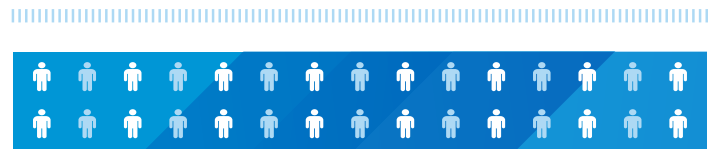
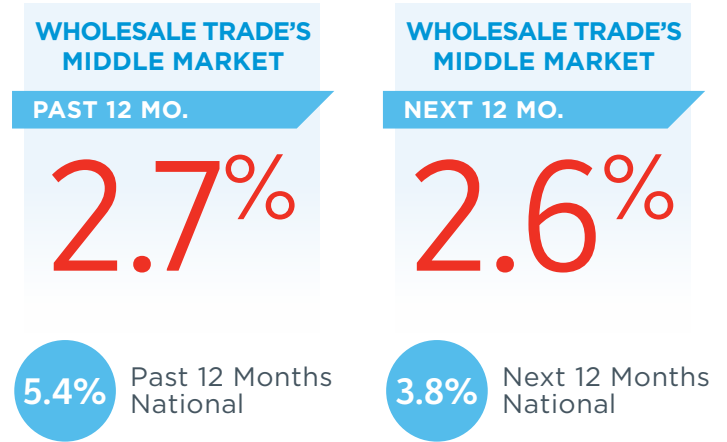
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



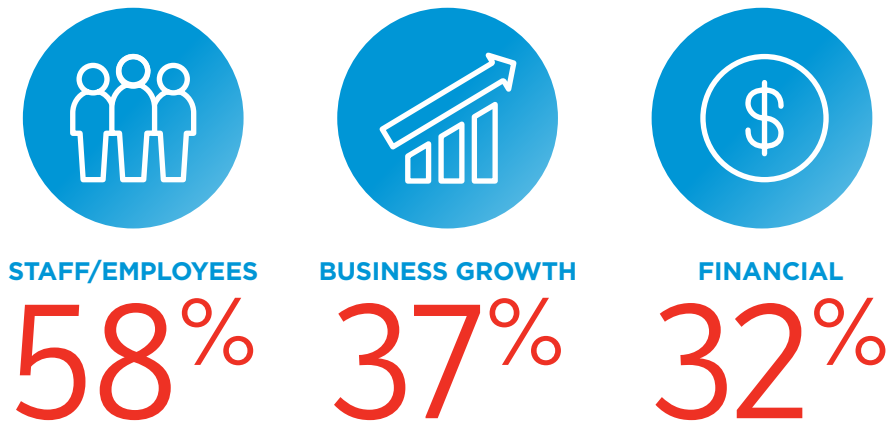
Wholesale Trade's Revenue Growth vs. National



Wholesale Trade's Employment Growth vs. National



Wholesale Trade's Top Internal Challenges Over The Next 3 Months

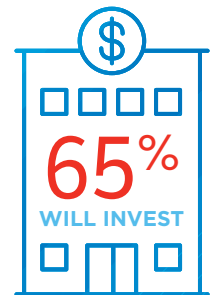


VS. NEXT 12 MONTHS



Preparing for Growth Through Capital Investment

WHOLESALE TRADE BUSINESSES REPORT A DIP IN WILLINGNESS TO INVEST COMPARED TO LAST QUARTER'S REPORTED 73%.



Wholesale Trade's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



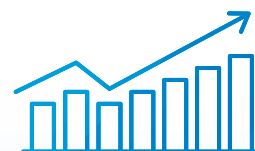
REPRESENTS
2.2%
OF ALL WHOLESALE
TRADE COMPANIES

MORE THAN
17,400
BUSINESSES



EMPLOYS
37.6%
OF THE WHOLESALE
TRADE WORKFORCE

GENERATING
\$604B
IN ANNUAL REVENUE



GENERATES
28.9%
OF ALL WHOLESALE
TRADE BUSINESS REVENUE

Source: 2014 D&B Data

Wholesale Trade's Percentage of Revenues Around the World

