

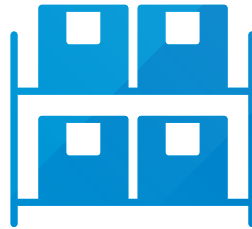


NATIONAL CENTER FOR
THE MIDDLE MARKET

WHOLESALE TRADE

MIDDLE MARKET INDICATOR

1Q | 2019



IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



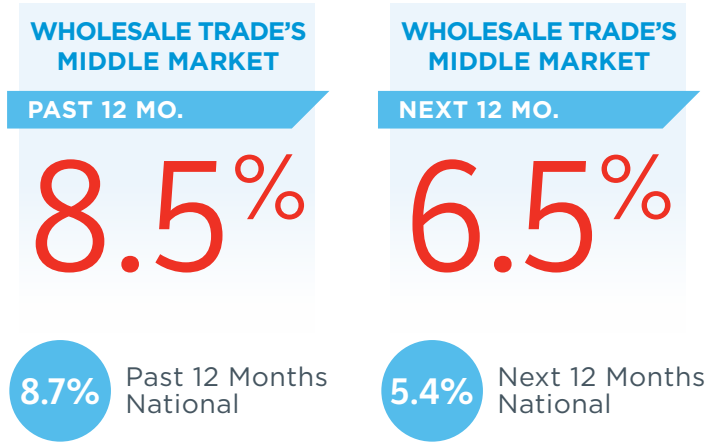
Grant Thornton



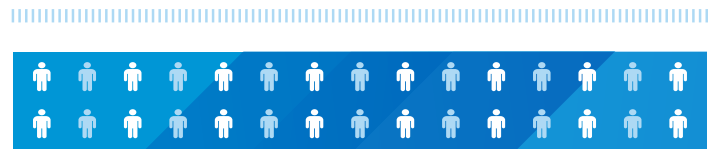
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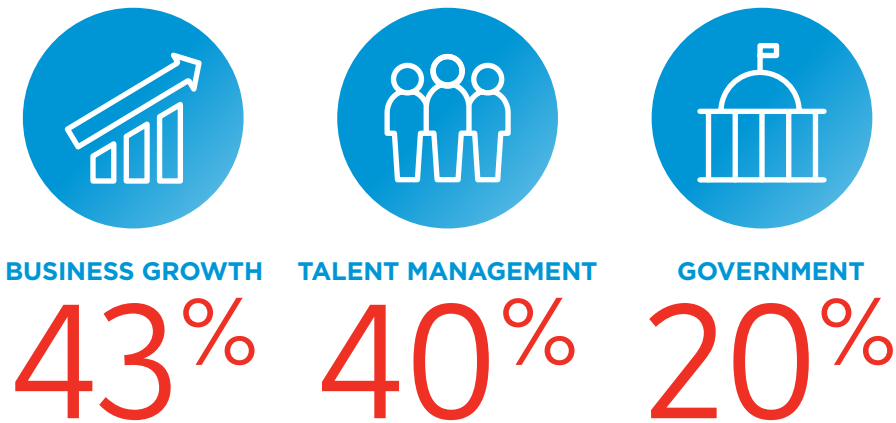
Wholesale Trade's Revenue Growth vs. National



Wholesale Trade's Employment Growth vs. National

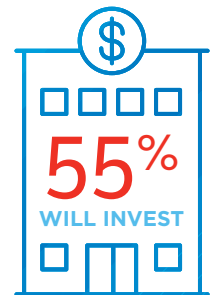


Wholesale Trade's Top Internal Challenges Over The Next 3 Months



Preparing for Growth Through Capital Investment

WHOLESALE TRADE BUSINESSES REPORT A DIP IN WILLINGNESS TO INVEST COMPARED TO LAST QUARTER'S REPORTED 65%.



VS. NEXT 12 MONTHS



Wholesale Trade's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



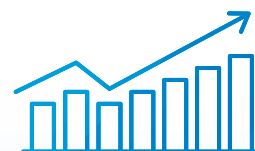
REPRESENTS
2.2%
OF ALL WHOLESALE
TRADE COMPANIES

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

