

2Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

WHOLESALE TRADE'S GROWTH



Revenue Growth vs. National

7.8%

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

7.2%

Past 12 Months
National

5.4%

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

4.8%

Next 12 Months
National

Employment Growth

2.9%

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

4.4%

Past 12 Months
National

2.3%

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

3.3%

Next 12 Months
National

Top 3 Internal Challenges (Next 3 Mo.):

60%

Business Growth

39%

Staff/ Employees

38%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

27%

Business Growth

17%

Staff/Employees

6%

Technology/IT

Preparing for growth through capital investment

Middle market
companies in
Wholesale Trade
are sending a
strong message
that they are
poised 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



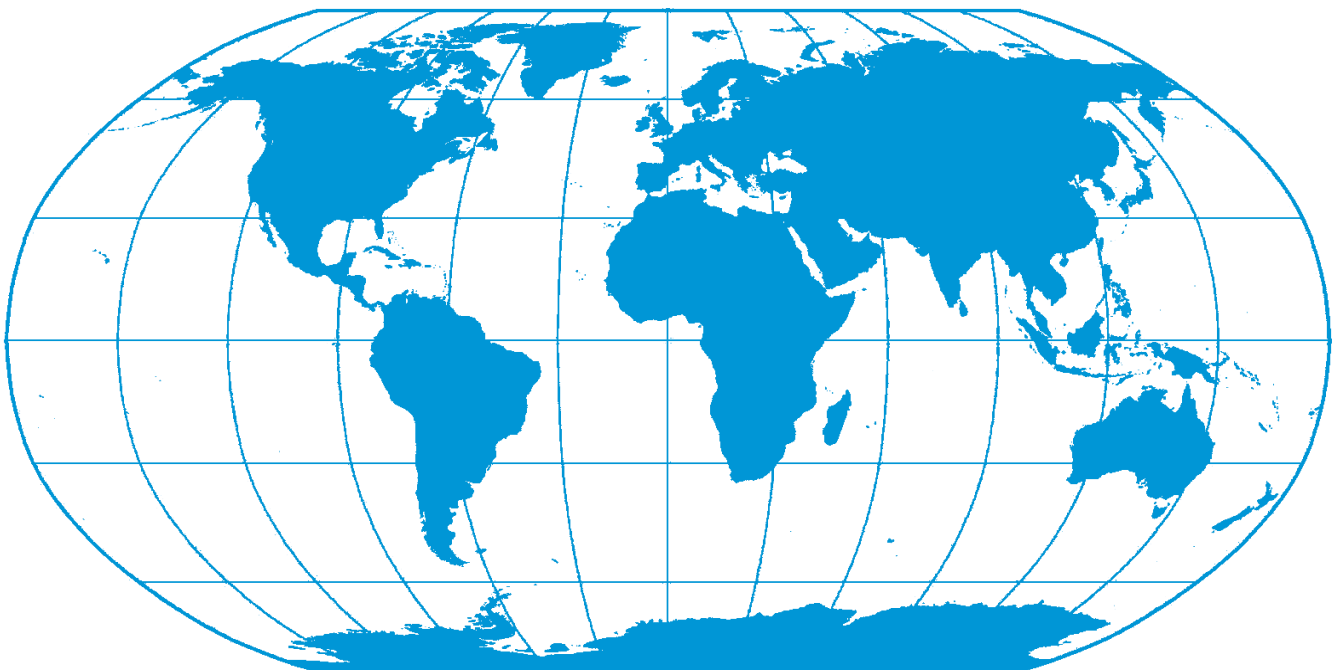
EMPLOYS

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