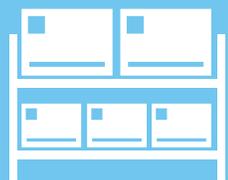




NATIONAL CENTER FOR
THE MIDDLE MARKET

WHOLESALE TRADE MIDDLE MARKET INDICATOR



3Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Wholesale Trade's Revenue Growth vs. National

6.9%

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

7.0% Past 12 Months National

9.2%

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

6.0% Next 12 Months National

Wholesale Trade's Employment Growth vs. National

5.2%

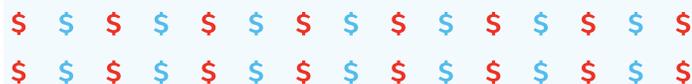
WHOLESALE TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.4% Past 12 Months National

3.1%

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

4.7% Next 12 Months National



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



STAFF/EMPLOYEES

59%



BUSINESS GROWTH

35%



FINANCIAL

31%

VS. NEXT 12 MONTHS

STAFF/EMPLOYEES

48%

BUSINESS GROWTH

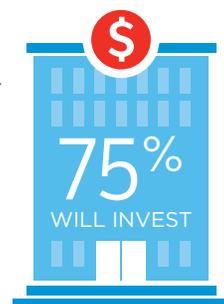
27%

FINANCIAL

17%

Preparing for Growth Through Capital Investment

THREE QUARTERS OF MIDDLE MARKET WHOLESALE COMPANIES PLAN TO INVEST.



Wholesale Trade's Middle Market Defined



Source: 2014 D&B Data

Wholesale Trade's Percentage of Revenues Around the World

