



NATIONAL CENTER FOR
THE MIDDLE MARKET

WHOLESALE TRADE MIDDLE MARKET INDICATOR

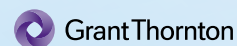


4Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Wholesale Trade's Revenue Growth vs. National

6.5%

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

7.6% Past 12 Months National

4.7%

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

5.4% Next 12 Months National

Wholesale Trade's Employment Growth vs. National

2.8%

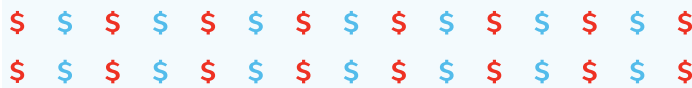
WHOLESALE TRADE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.2% Past 12 Months National

1.9%

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

3.7% Next 12 Months National



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



BUSINESS GROWTH

46%



STAFF/EMPLOYEES

44%



FINANCIAL

33%

VS. NEXT 12 MONTHS

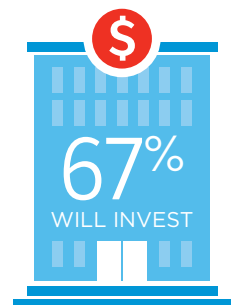
STAFF/EMPLOYEES
45%

BUSINESS GROWTH
23%

FINANCIAL
21%

Preparing for Growth Through Capital Investment

MIDDLE MARKET WHOLESALE COMPANIES ARE POISED TO INVEST.

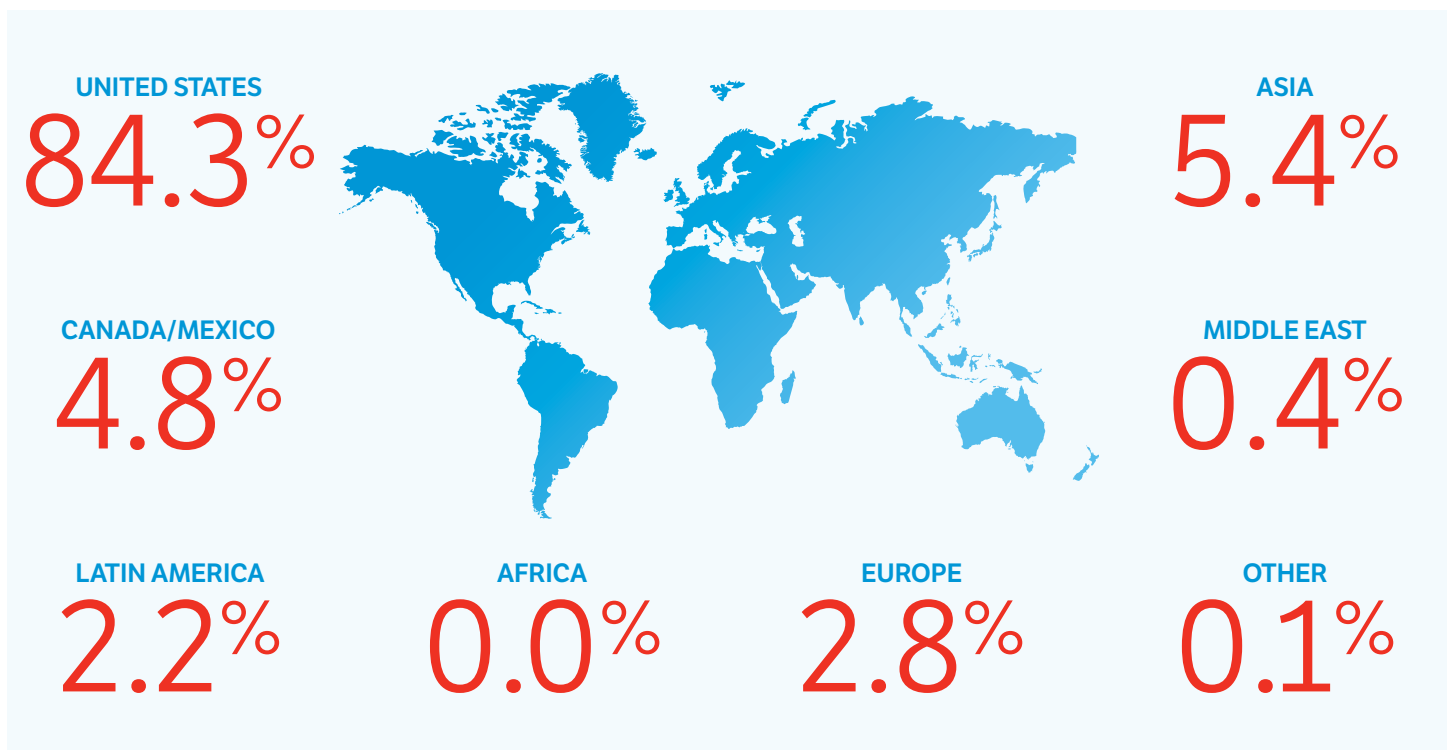


Wholesale Trade's Middle Market Defined



Source: 2014 D&B Data

Wholesale Trade's Percentage of Revenues Around the World



Copyright © 2018 The Ohio State University. All rights reserved. This publication provides general information and should not be used or taken as business, financial, tax, accounting, legal, or other advice, or relied upon in substitution for the exercise of your independent judgment. For your specific situation or where otherwise required, expert advice should be sought. The views expressed in this publication reflect those of the authors and contributors, and not necessarily the views of The Ohio State University or any of their affiliates. Although The Ohio State University believes that the information contained in this publication has been obtained from, and is based upon, sources The Ohio State University believes to be reliable, The Ohio State University does not guarantee its accuracy, and it may be incomplete or condensed. The Ohio State University makes no representation or warranties of any kind whatsoever in respect of such information. The Ohio State University accepts no liability of any kind for loss arising from the use of the material presented in this publication.