

1Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

RETAIL TRADE'S GROWTH



Revenue Growth vs. National

5.9%

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

6.3%

Past 12 Months National

3.5%

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

4.6%

Next 12 Months National

Employment Growth

4.6%

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

3.6%

Past 12 Months National

3.8%

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

2.7%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

60%

Business Growth

49%

Staff/ Employees

28%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

41%

Staff/ Employees

36%

Business Growth

22%

Costs

Preparing for growth through capital investment

Middle market companies in Retail Trade are sending a strong message that they are poised to invest.



IN COLLABORATION WITH

MEET RETAIL TRADE'S MIGHTY MIDDLE MARKET

Retail Trade's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$510B

IN ANNUAL REVENUE



MORE THAN

15,000

BUSINESSES



REPRESENTS

0.9%

OF ALL RETAIL TRADE
COMPANIES



GENERATES

14.8%

OF ALL RETAIL TRADE
BUSINESS REVENUE



EMPLOYS

15.6%

OF THE RETAIL TRADE
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



93.0% United States 3.2% Canada/Mexico 1.9% Europe 1.4% Asia
0.0% Other 0.1% Middle East 0% Africa 0.4% Latin America