

1Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

WHOLESALE TRADE'S GROWTH



Revenue Growth vs. National

6.2%

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

6.3%

Past 12 Months
National

4.8%

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

4.6%

Next 12 Months
National

Employment Growth

2.1%

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

3.6%

Past 12 Months
National

1.7%

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

2.7%

Next 12 Months
National

Top 3 Internal Challenges (Next 3 Mo.):

59%

Business Growth

52%

Staff/ Employees

29%

Costs

Top 3 Internal Challenges (Next 12 Mo.):

42%

Staff/Employees

36%

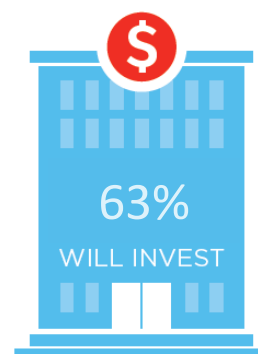
Business Growth

13%

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



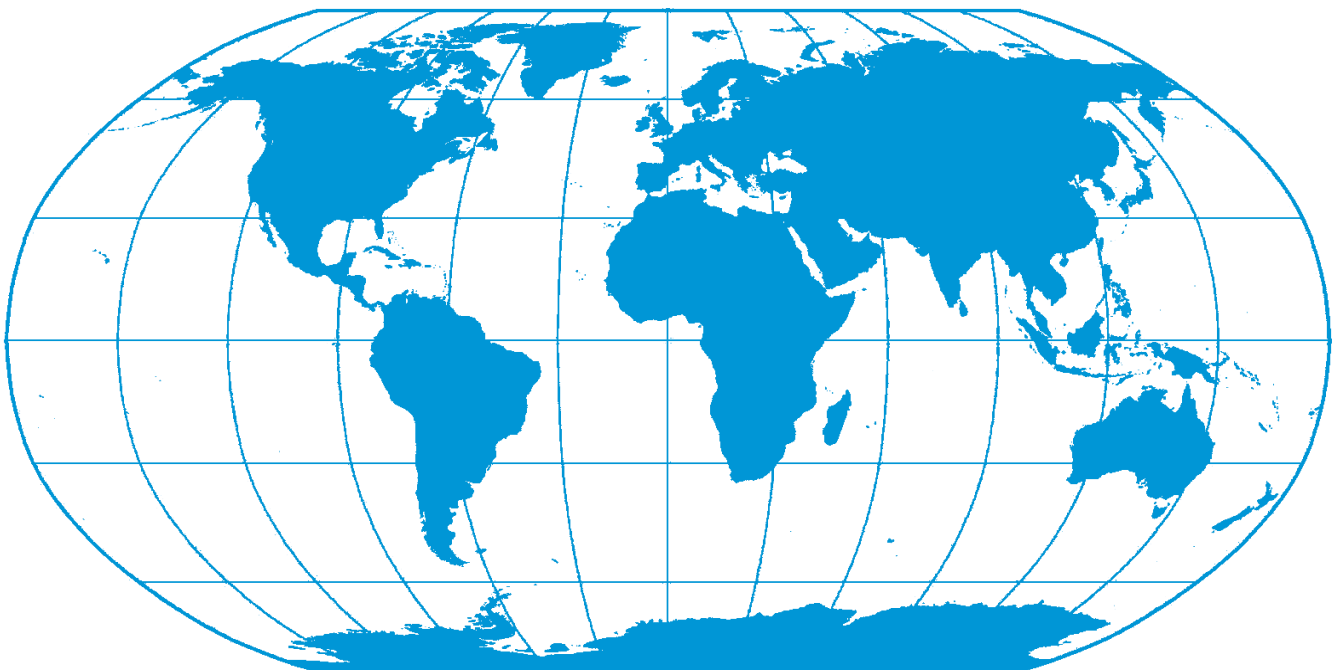
EMPLOYS

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