

3Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

RETAIL TRADE'S GROWTH



Revenue Growth vs. National

5.3%

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

6.3%

Past 12 Months
National

3.4%

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

4.9%

Next 12 Months
National

Employment Growth

5.2%

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

4.9%

Past 12 Months
National

4.5%

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

4.0%

Next 12 Months
National

Top 3 Internal Challenges (Next 3 Mo.):

35%

Staff/Employees

27%

Business Growth

26%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

31%

Staff/ Employees

20%

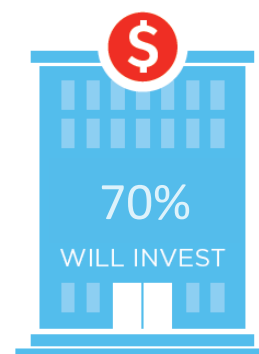
Finances

17%

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

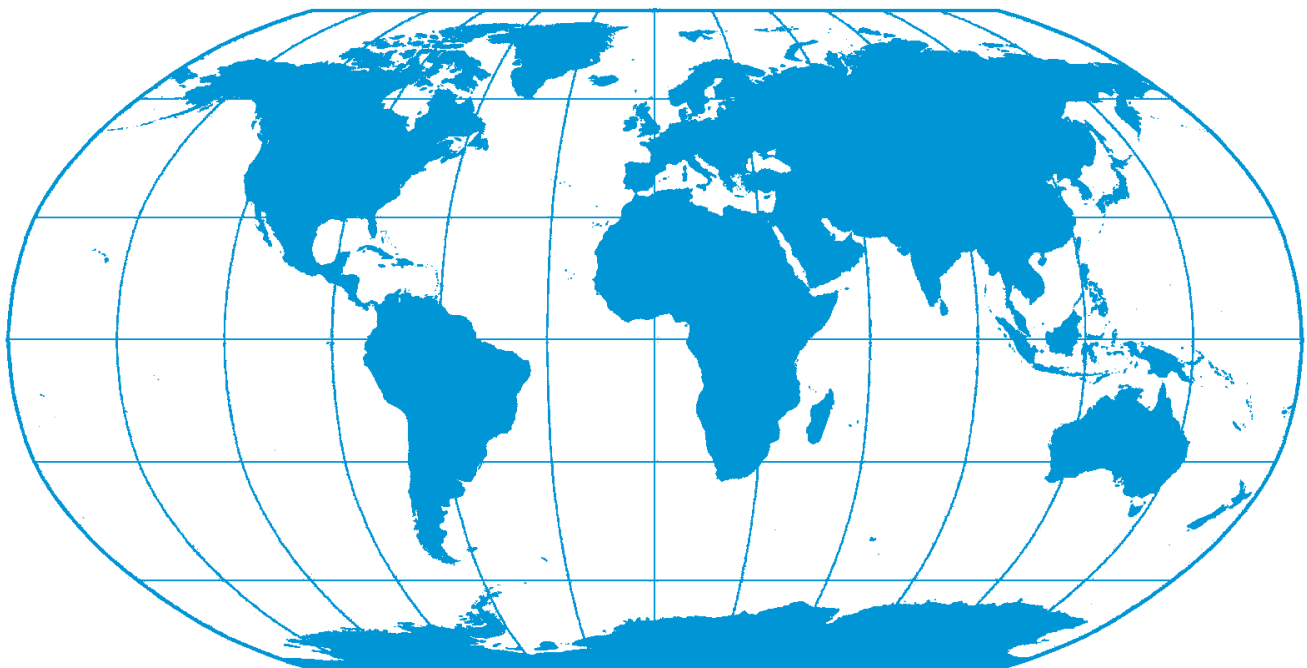
15.6%

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