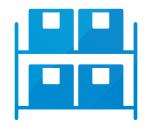


WHOLESALE TRADE

MIDDLE MARKET INDICATOR

2Q 2018



IN COLLABORATION WITH









Wholesale Trade's Revenue Growth vs. National

WHOLESALE TRADE'S MIDDLE MARKET

PAST 12 MO.

4.8%

7.4% Past 12 Months National WHOLESALE TRADE'S MIDDLE MARKET

NEXT 12 MO.

5.3%

5.9% Next 12 Months National

Wholesale Trade's Employment Growth vs. National

WHOLESALE TRADE'S MIDDLE MARKET

PAST 12 MO.

4.0%

6.7% Past 12 Months National

WHOLESALE TRADE'S MIDDLE MARKET

NEXT 12 MO.

3.0%

4.8% Next 12 Months National





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



53%



38%



35%

Preparing for Growth Through Capital Investment

FEWER WHOLESALE TRADE BUSINESSES ARE WILLING TO INVEST & MORE SAY THEY WILL HOLD CASH COMPARED TO LAST QUARTER.



VS. NEXT 12 MONTHS

STAFF/EMPLOYEES 49%

32%

FINANCIAL 29%

Wholesale Trade's Middle Market Defined

\$10 MM-\$1B



REPRESENTS

7.7%

OF ALL WHOLESALE TRADE COMPANIES

Source: 2014 D&B Data

MORE THAN

17,400

BUSINESSES



EMPLOYS

37.6%

OF THE WHOLESALE TRADE WORKFORCE

\$604B
IN ANNUAL REVENUE

GENERATES

7 Q 0%

OF ALL WHOLESALE
TRADE BUSINESS REVENUE

Wholesale Trade's Percentage of Revenues Around the World



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