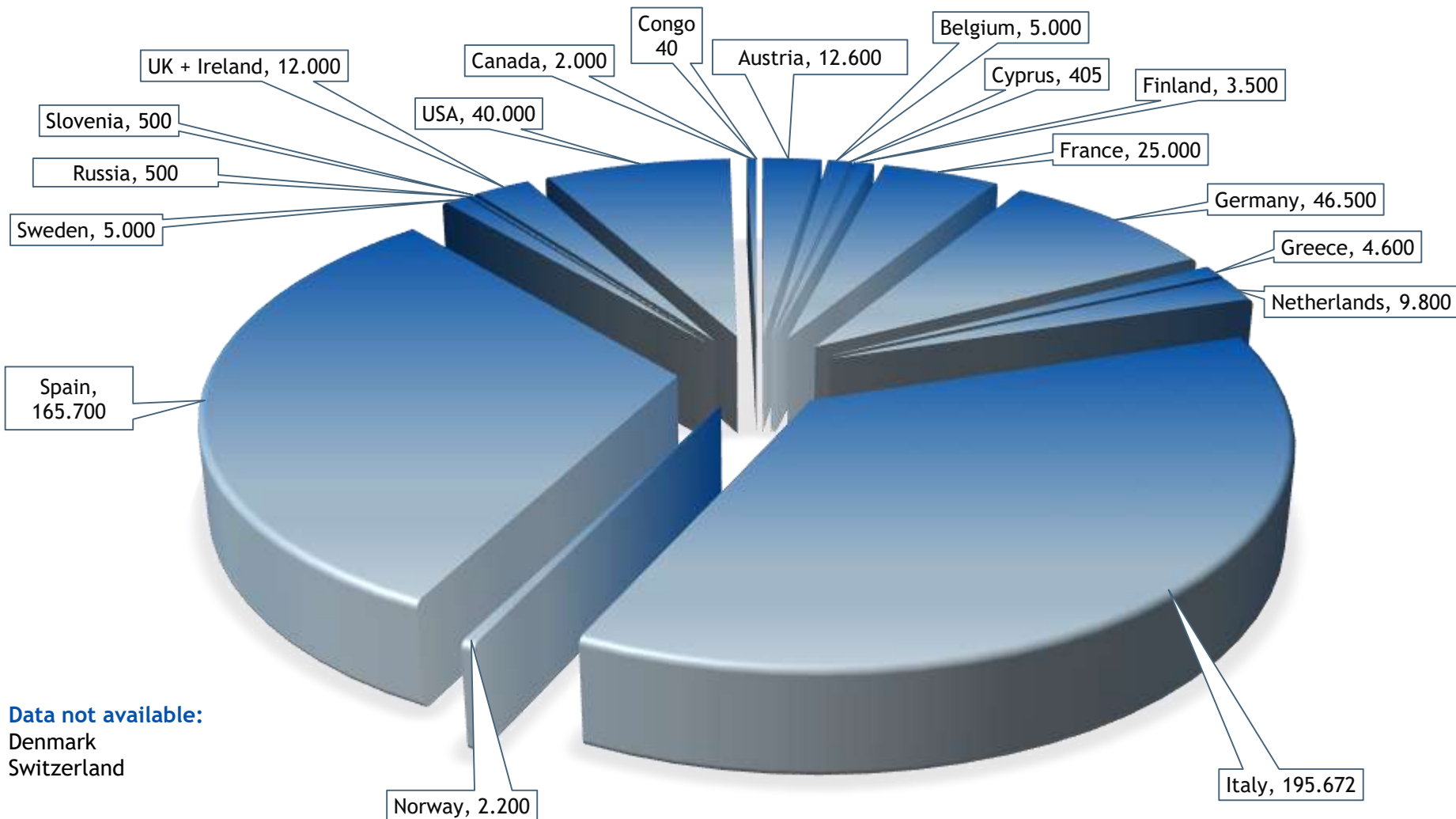


Commercial Agencies 2017

IUCAB Member countries in Europe, North America & Africa

Appr.: 531.000

2013 549.000

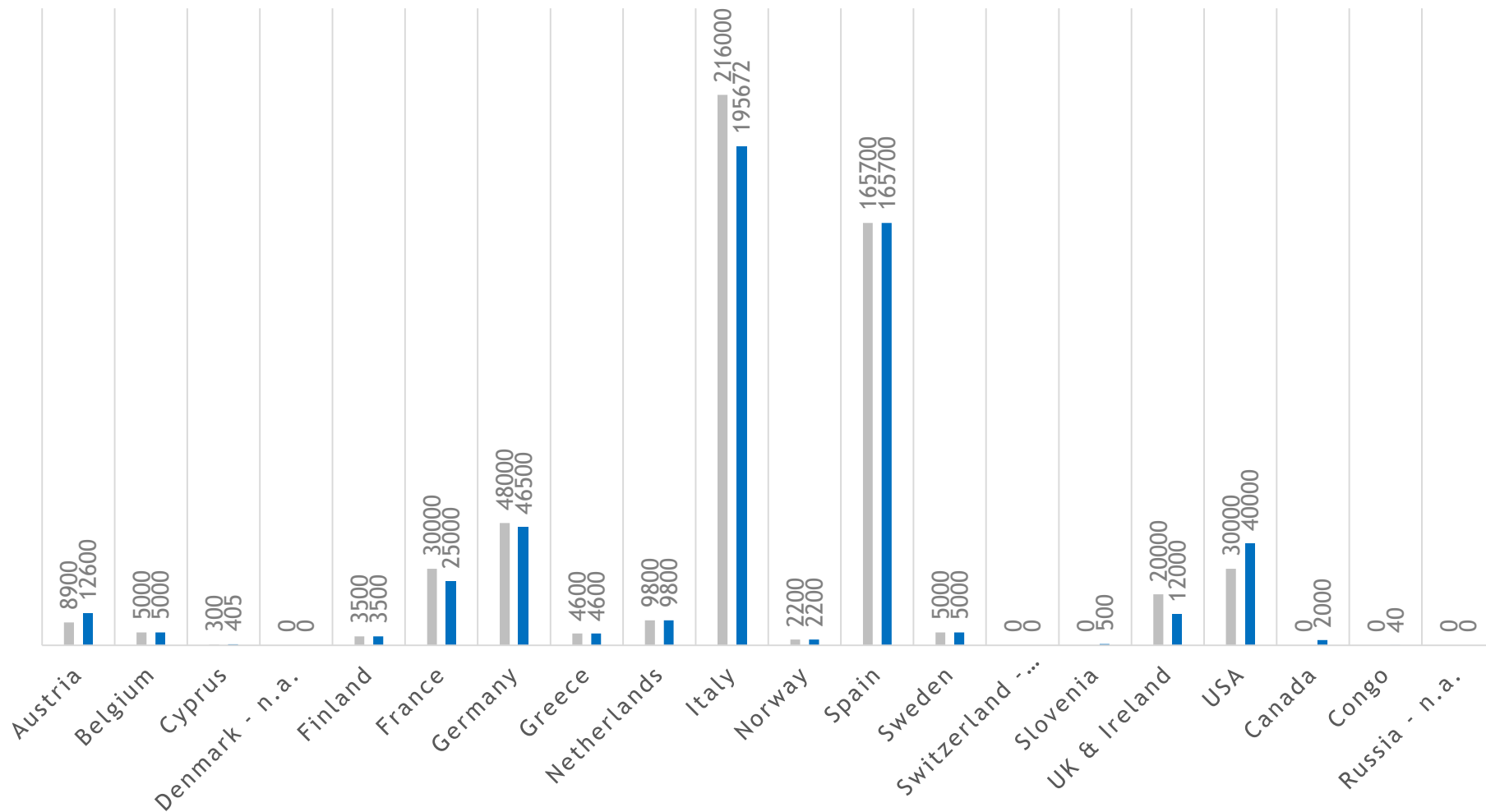


Data not available:
Denmark
Switzerland

Commercial Agencies 2017 vs. 2013

IUCAB Member countries in Europe, North America & Africa

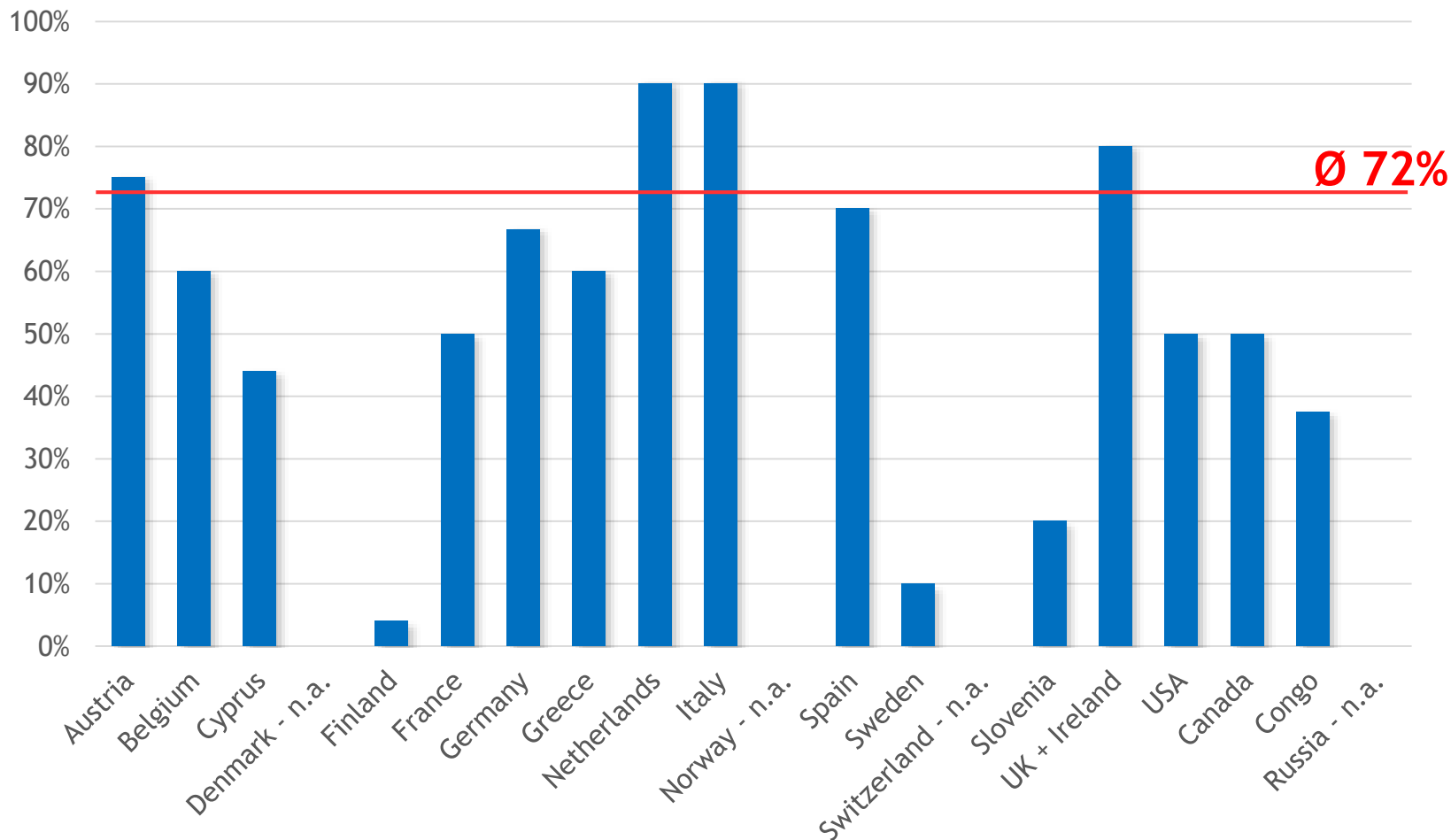
■ 2013 | 549.000 ■ 2017 | 531.000



% of sole proprietors 2017

Appr.: 380.000

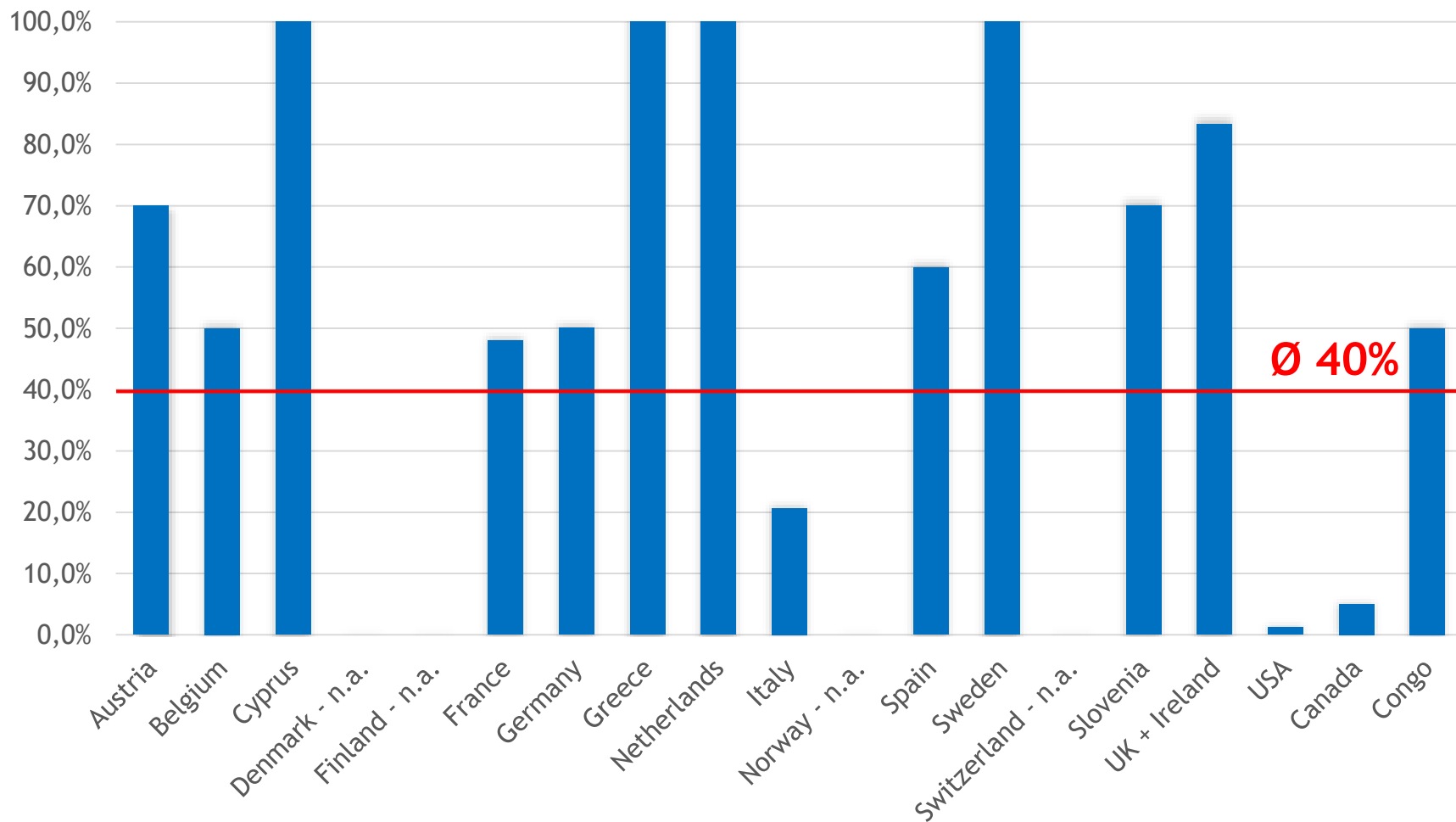
2013 381.000



Internationally working Agencies 2017

Appr. 215.000

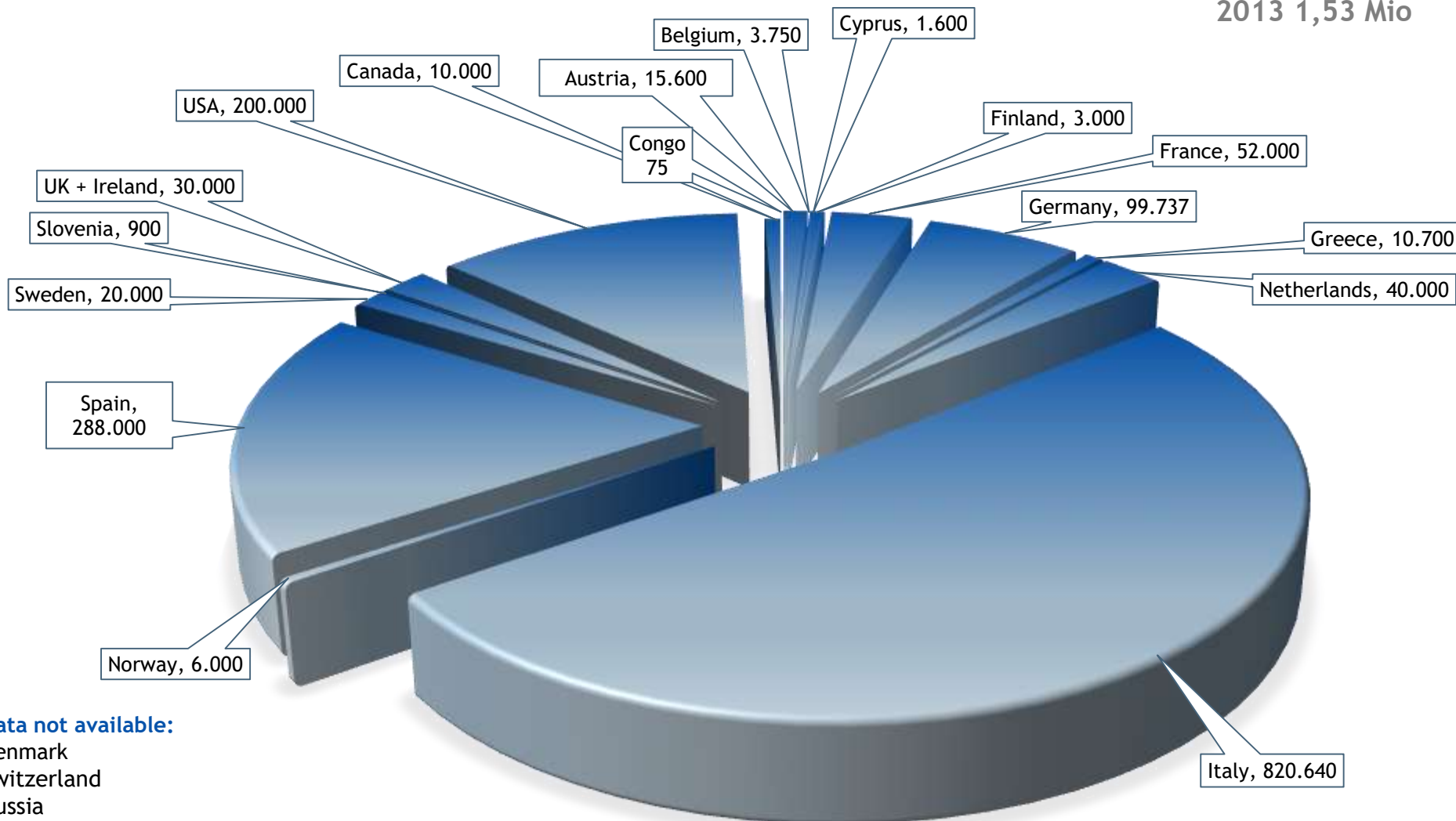
2013 235.000



Persons employed by Agencies 2017

Appr. 1,60 Mio

2013 1,53 Mio

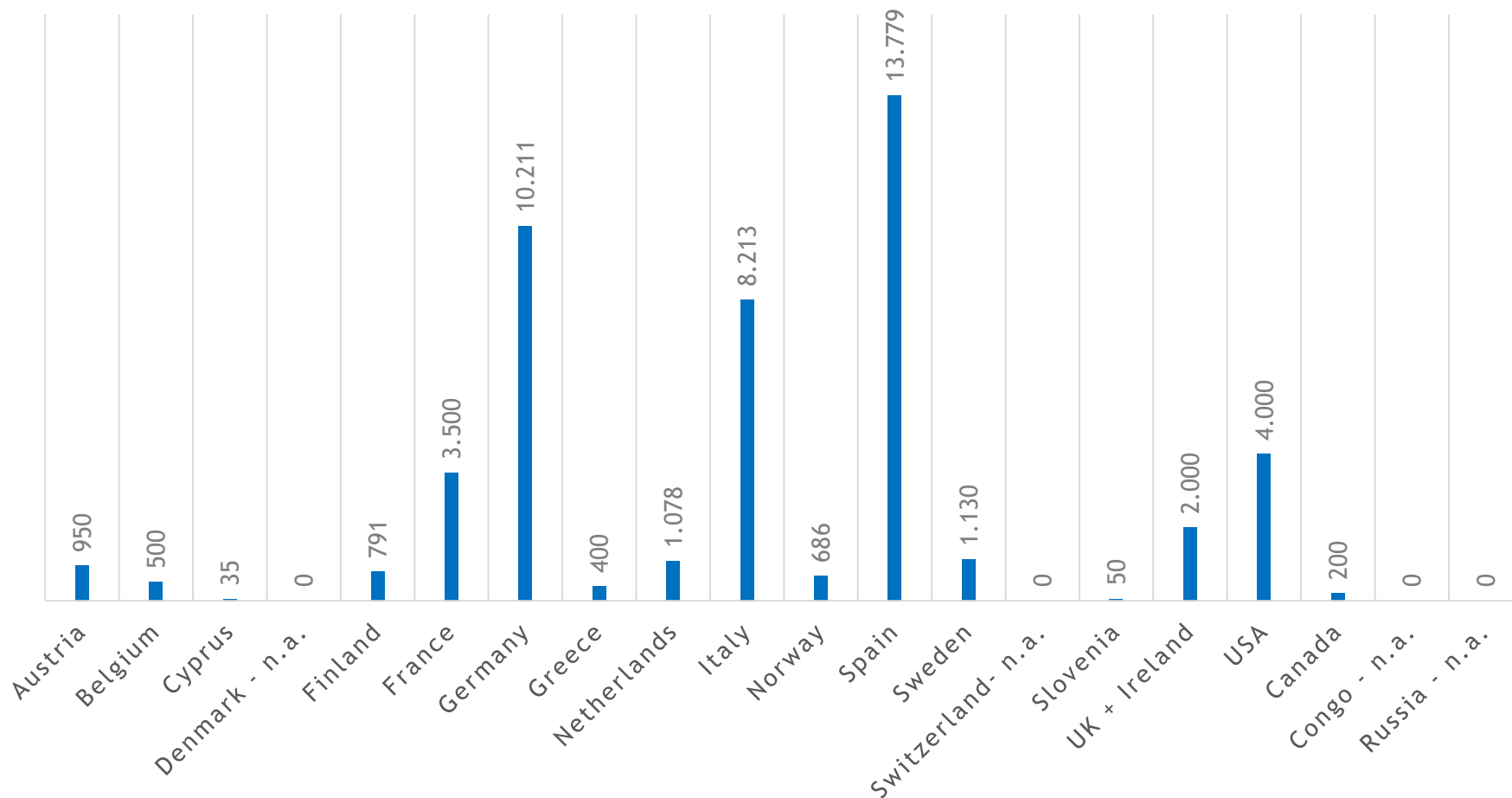


Turnover of agencies 2017

Commission earned in millions (EUR)

Appr.: 47,5 Billions

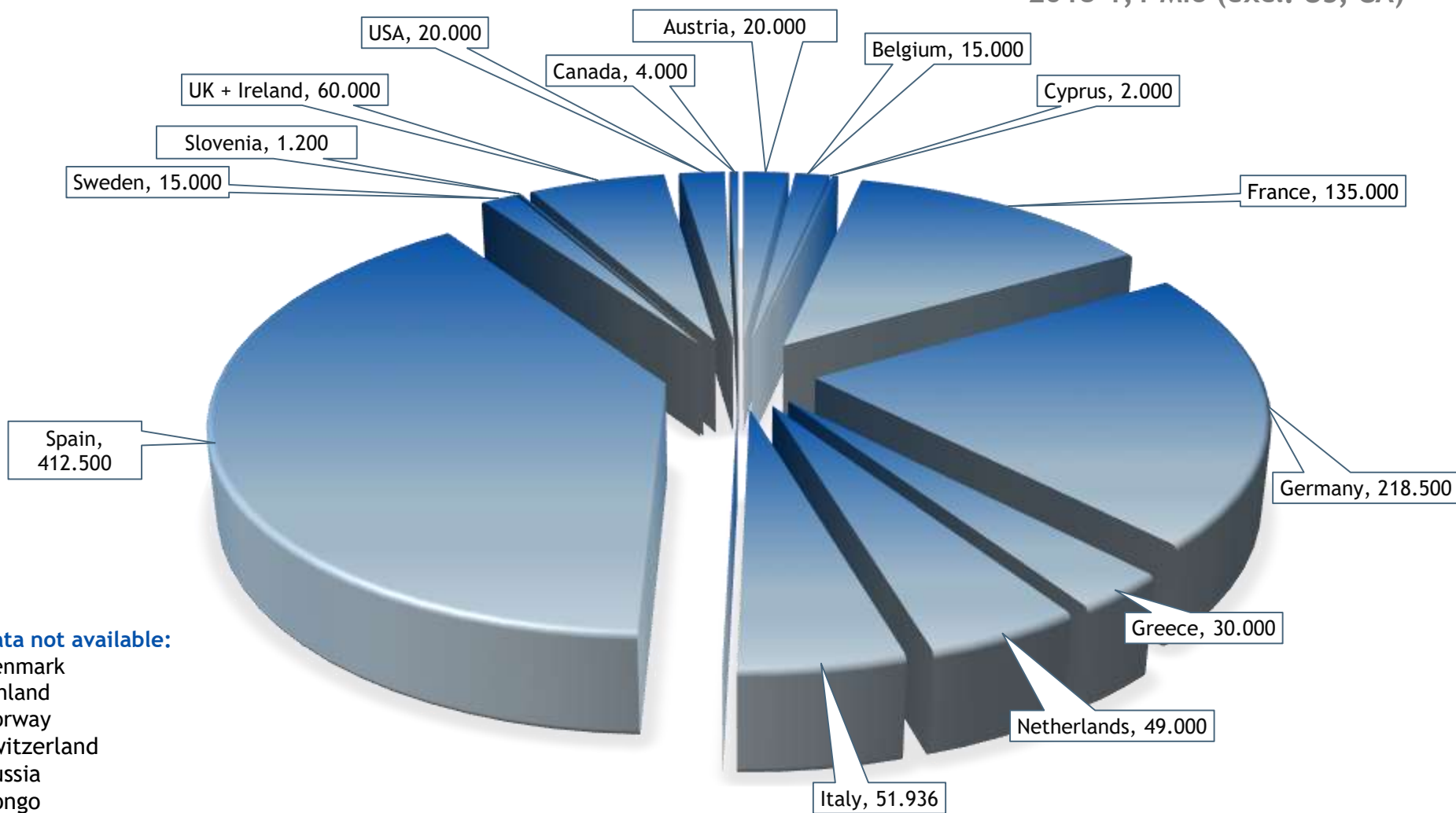
2013 42,2 Billions (excl. US, CA, SF)



Principals 2017

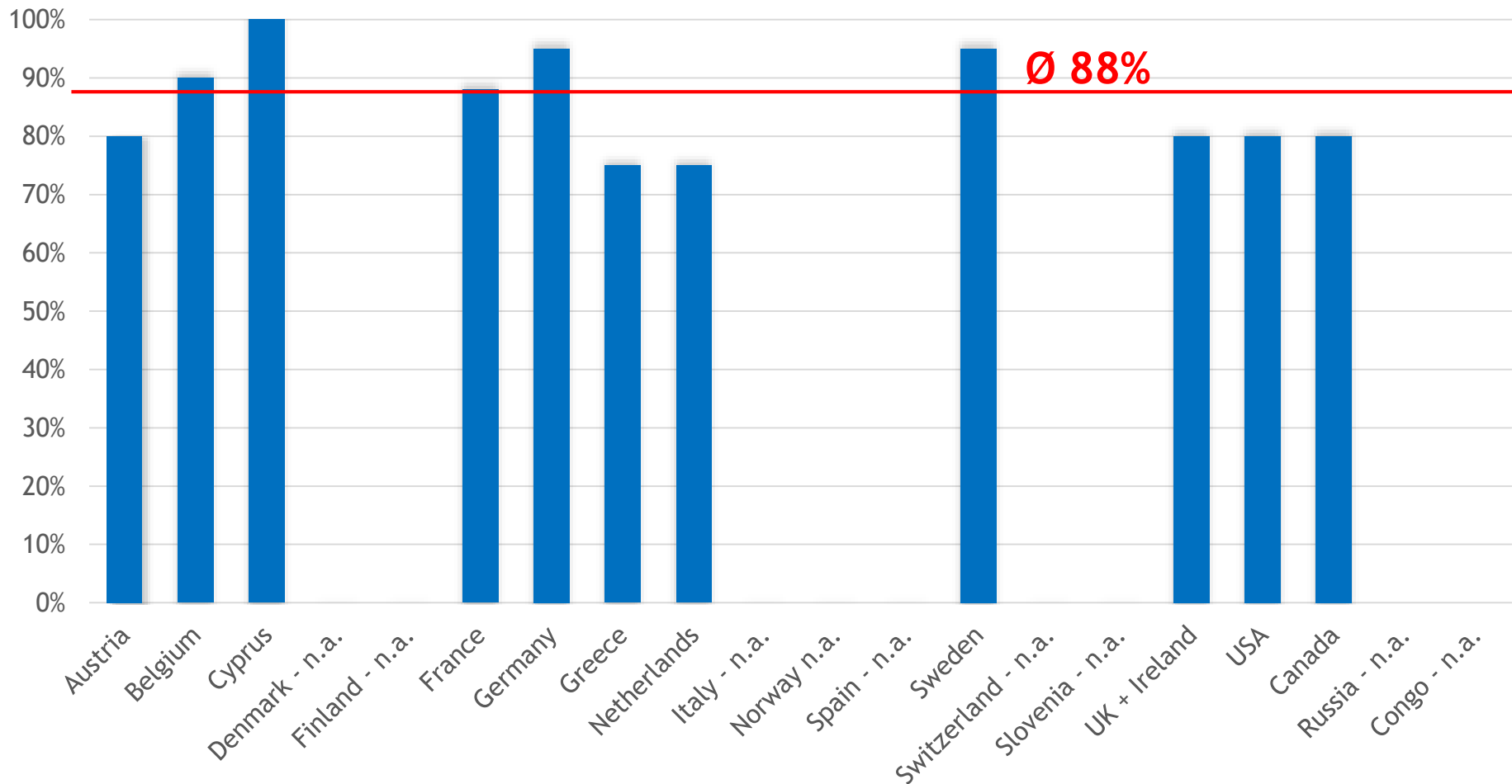
Appr.: 1,0 Mio

2013 1,1 Mio (excl. US, CA)



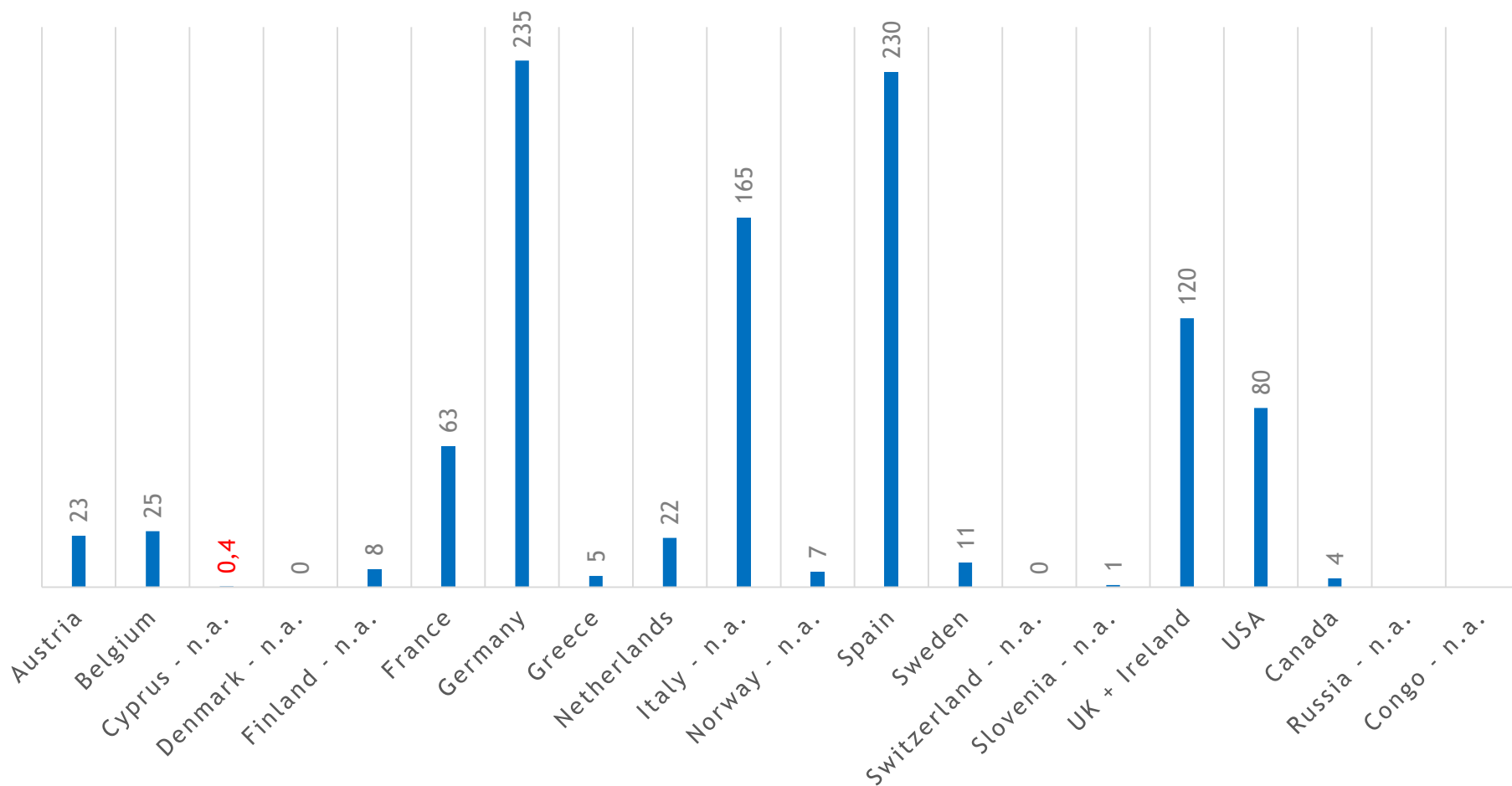
% of SME principals 2017

Appr.: 500.000
2013 546.000 (excl. US, CA)



Principals turnover in billions (EUR) 2017

Appr.: 999 bn
2016 appr. 600 Billions



Summary of most important figures 2017

IUCAB Member countries in Europe, North America & Africa

Key figures 2017		
Commercial Agents and Agencies	531.000	
Number of sole proprietors	72%	
Internationally working Agencies	40%	
Persons employed by Agencies	1,6 mio	
Turnover of all Agents and Agencies	EUR 47,5 bn	EUR 47.523.000.000
Number of Principals	1,0 mio	
Number SME Principals	88%	
Principal's turnover	EUR 999 bn	EUR 999.400.000.000

Please note: 1 Billion = 1.000 Million