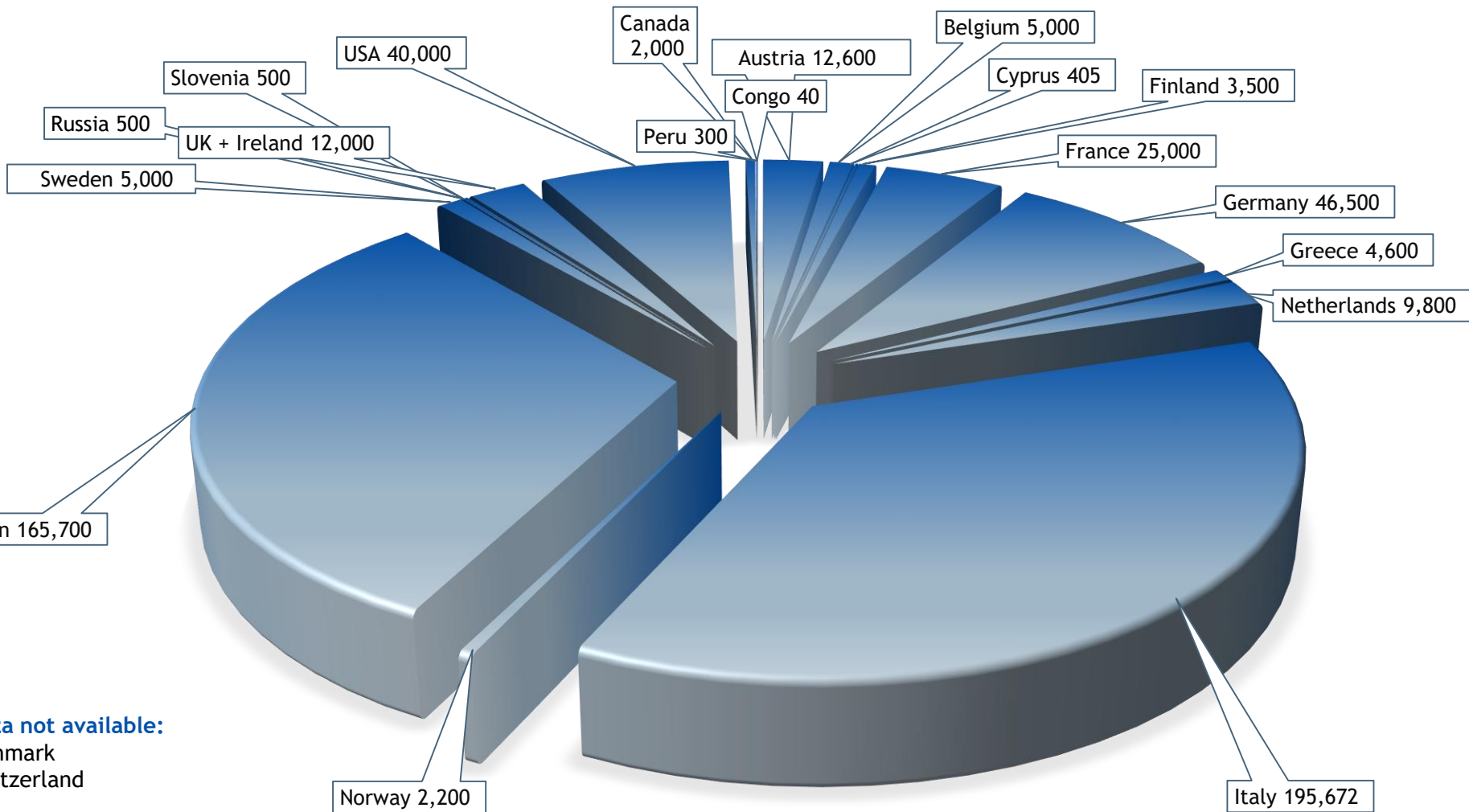


Commercial Agencies 2019

IUCAB Member countries in Europe, North-/South America & Africa

Appr.: 531,000

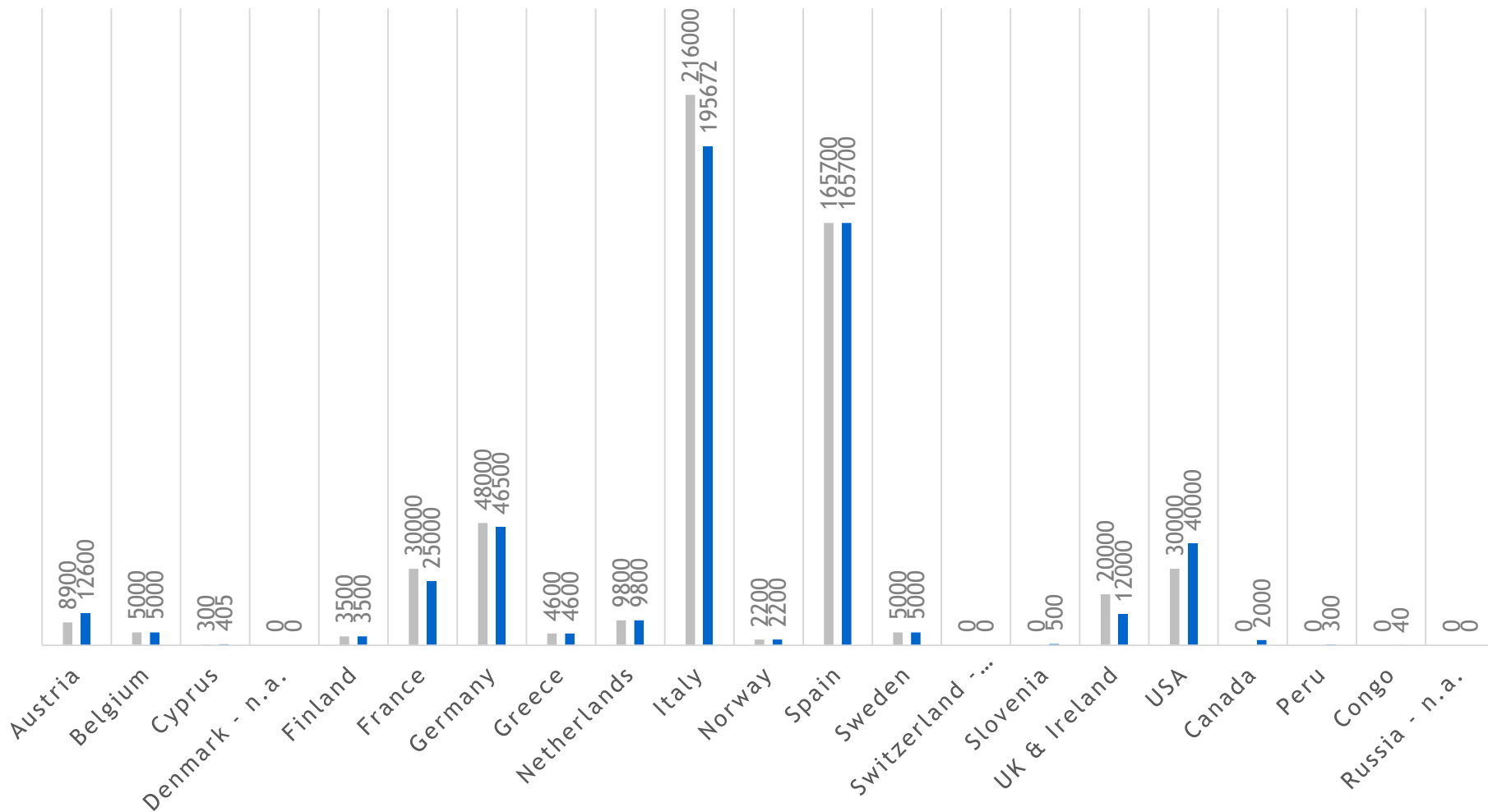
2013: 549,000



Commercial Agencies 2019 vs. 2013

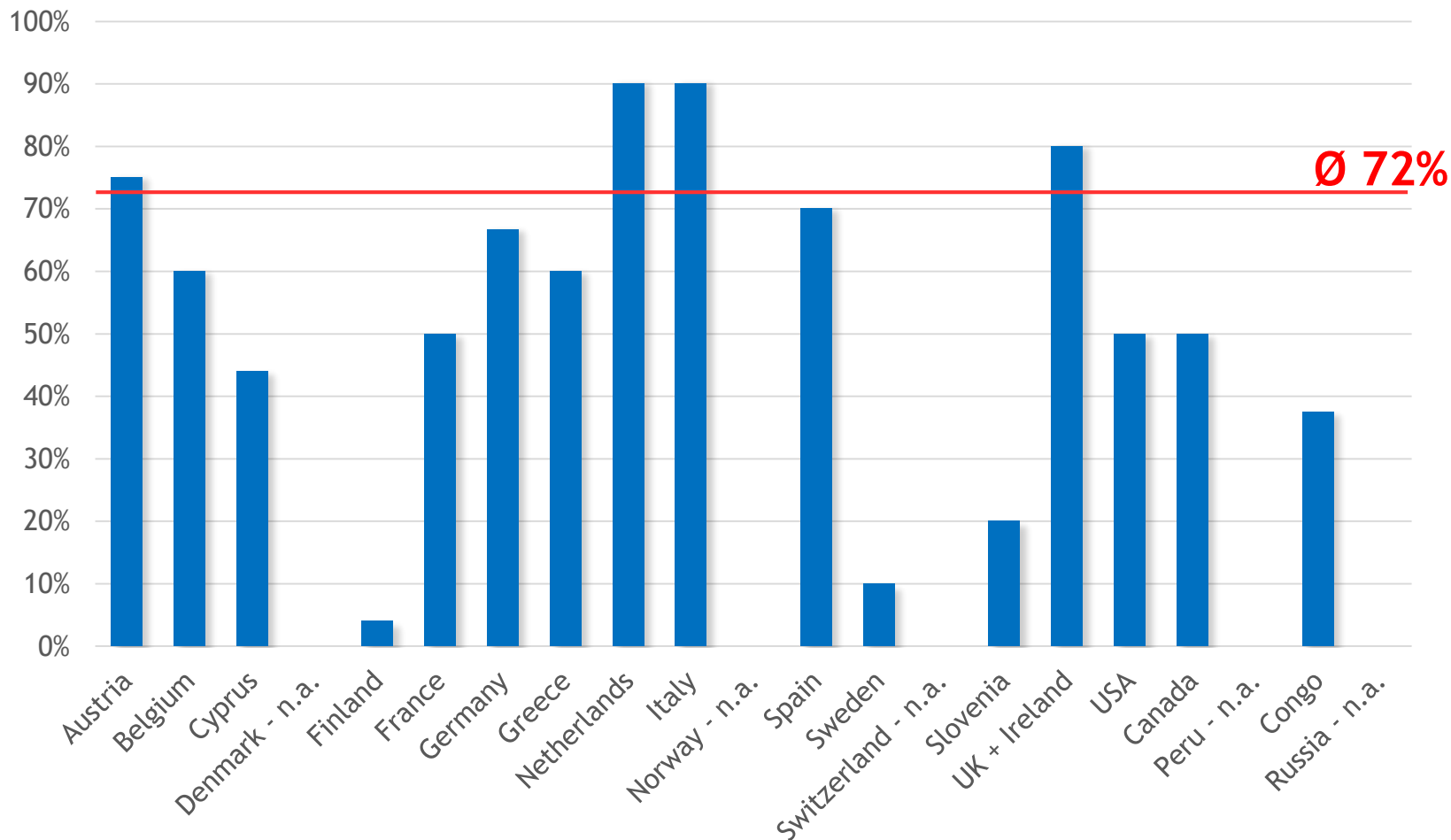
IUCAB Member countries in Europe, North-/South America & Africa

■ 2013 | 549,000 ■ 2019 | 531,000



% of sole proprietors 2019

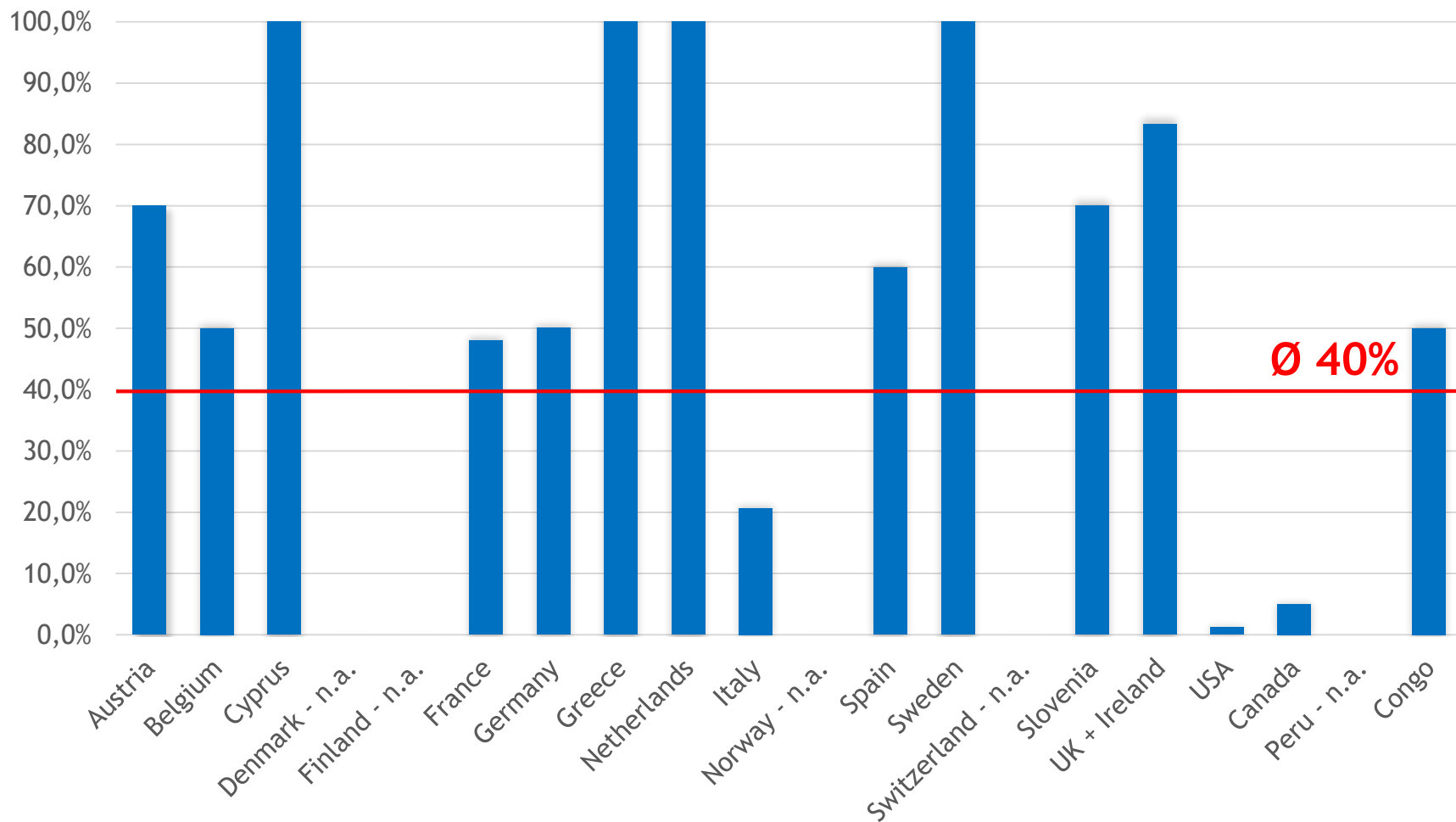
Appr.: 380,000
2013: 381,000



Internationally working Agencies 2019

Appr. 215,000

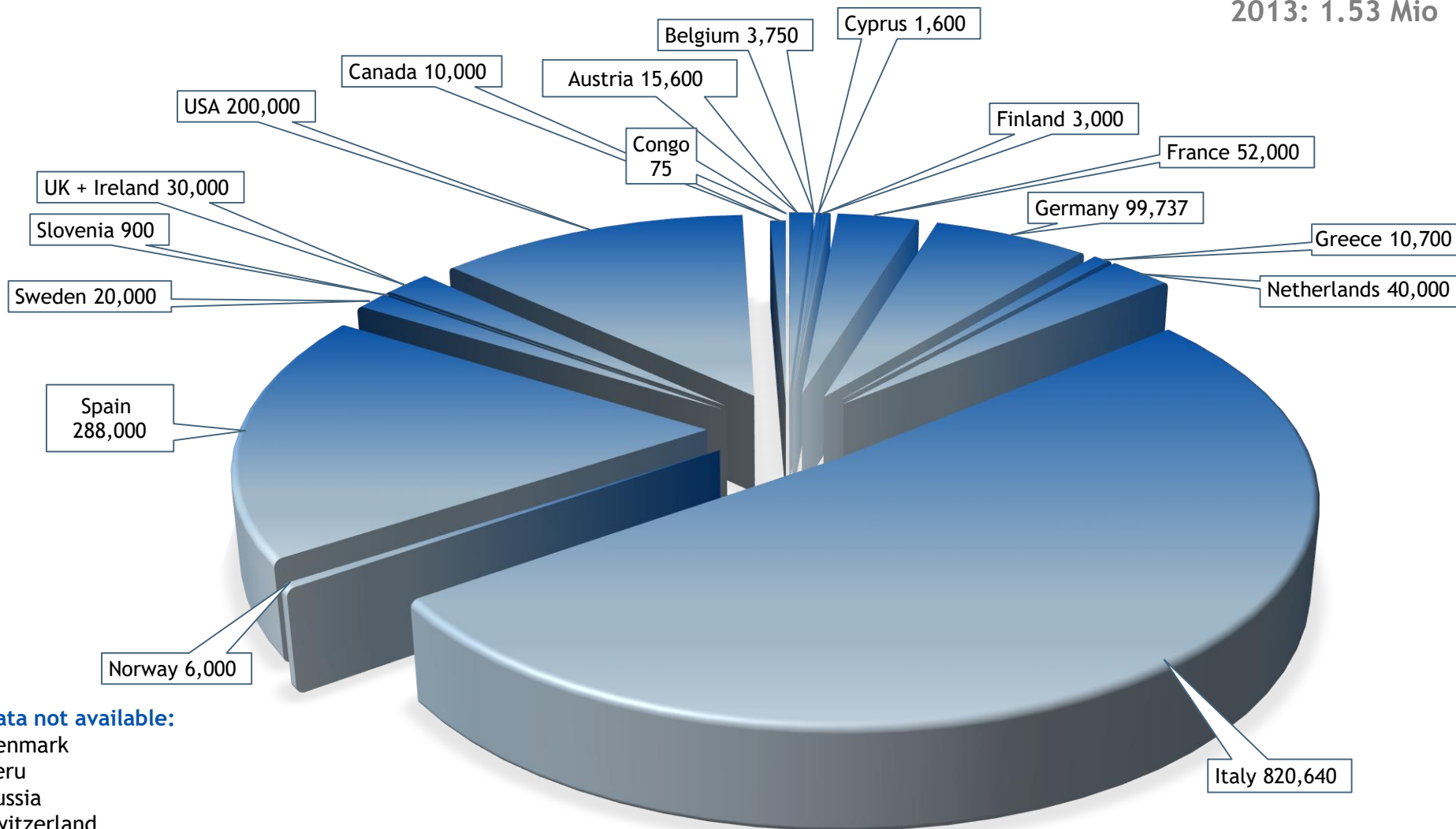
2013: 235,000



Persons employed by Agencies 2019

Appr. 1.60 Mio

2013: 1.53 Mio

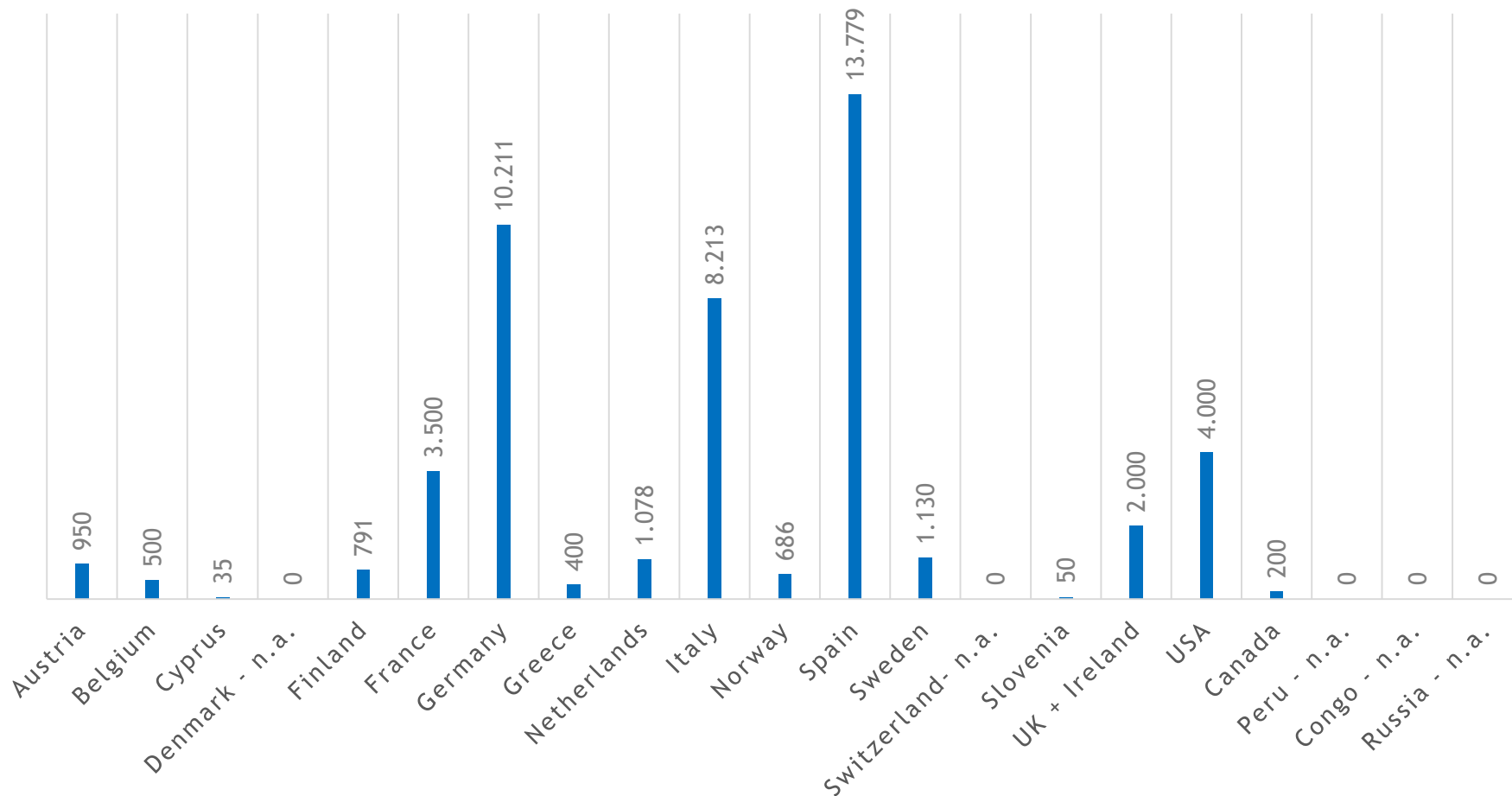


Turnover of agencies 2019

Commission earned in millions (EUR)

Appr.: 47.5 Billions

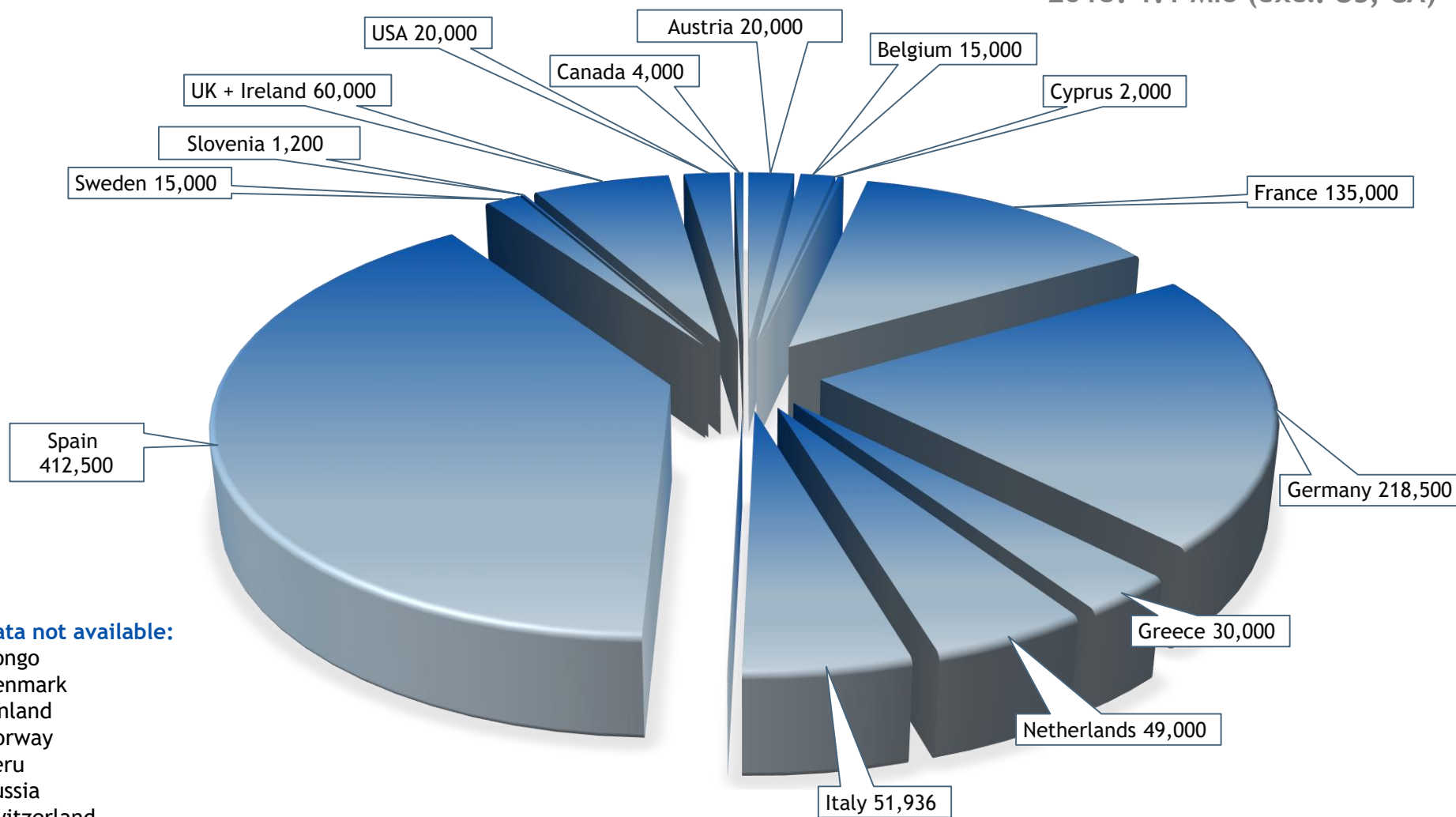
2013: 42.2 Billions (excl. US, CA, SF)



Principals 2019

Appr.: 1.0 Mio

2013: 1.1 Mio (excl. US, CA)

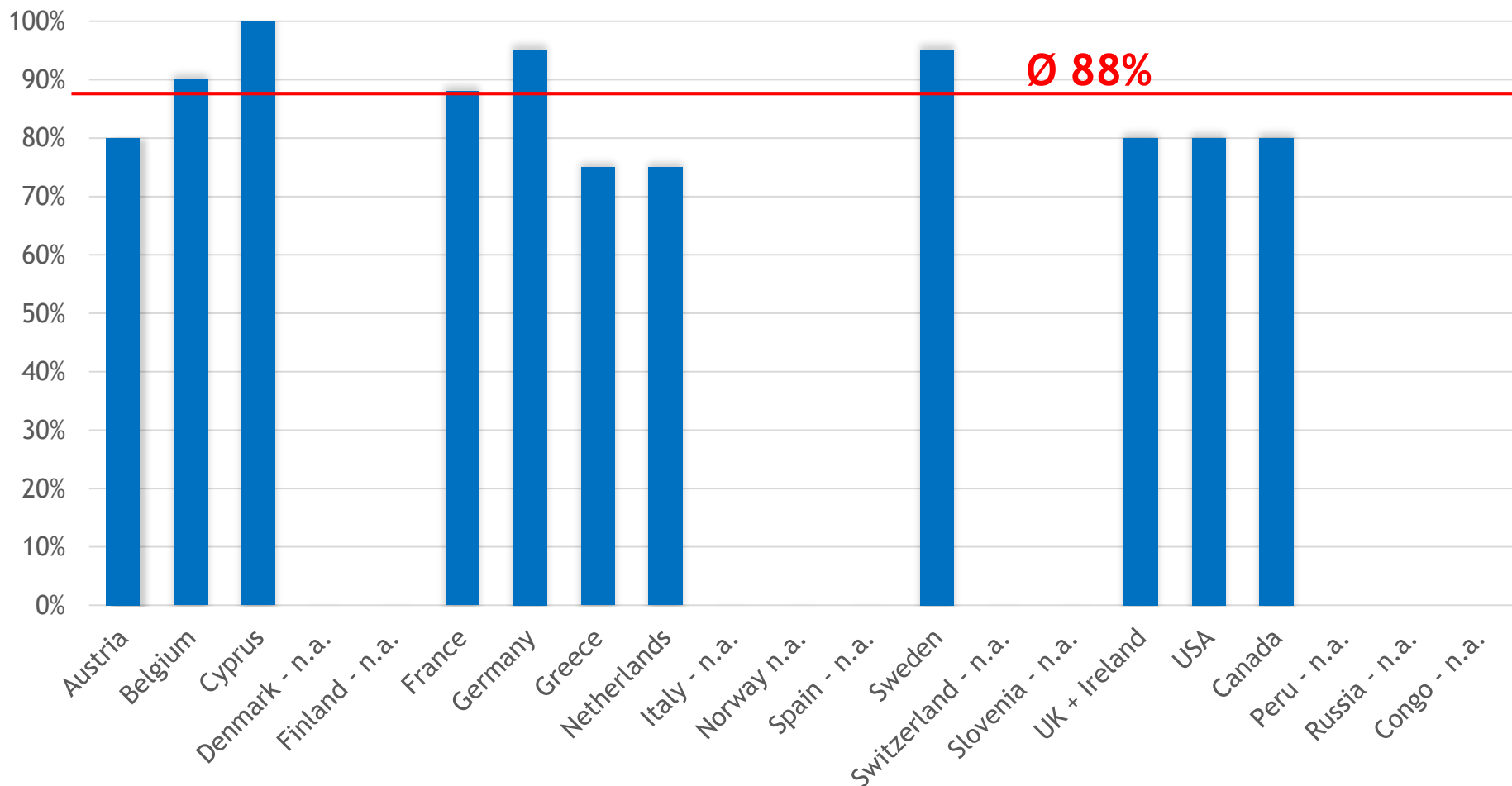


Data not available:

- Congo
- Denmark
- Finland
- Norway
- Peru
- Russia
- Switzerland

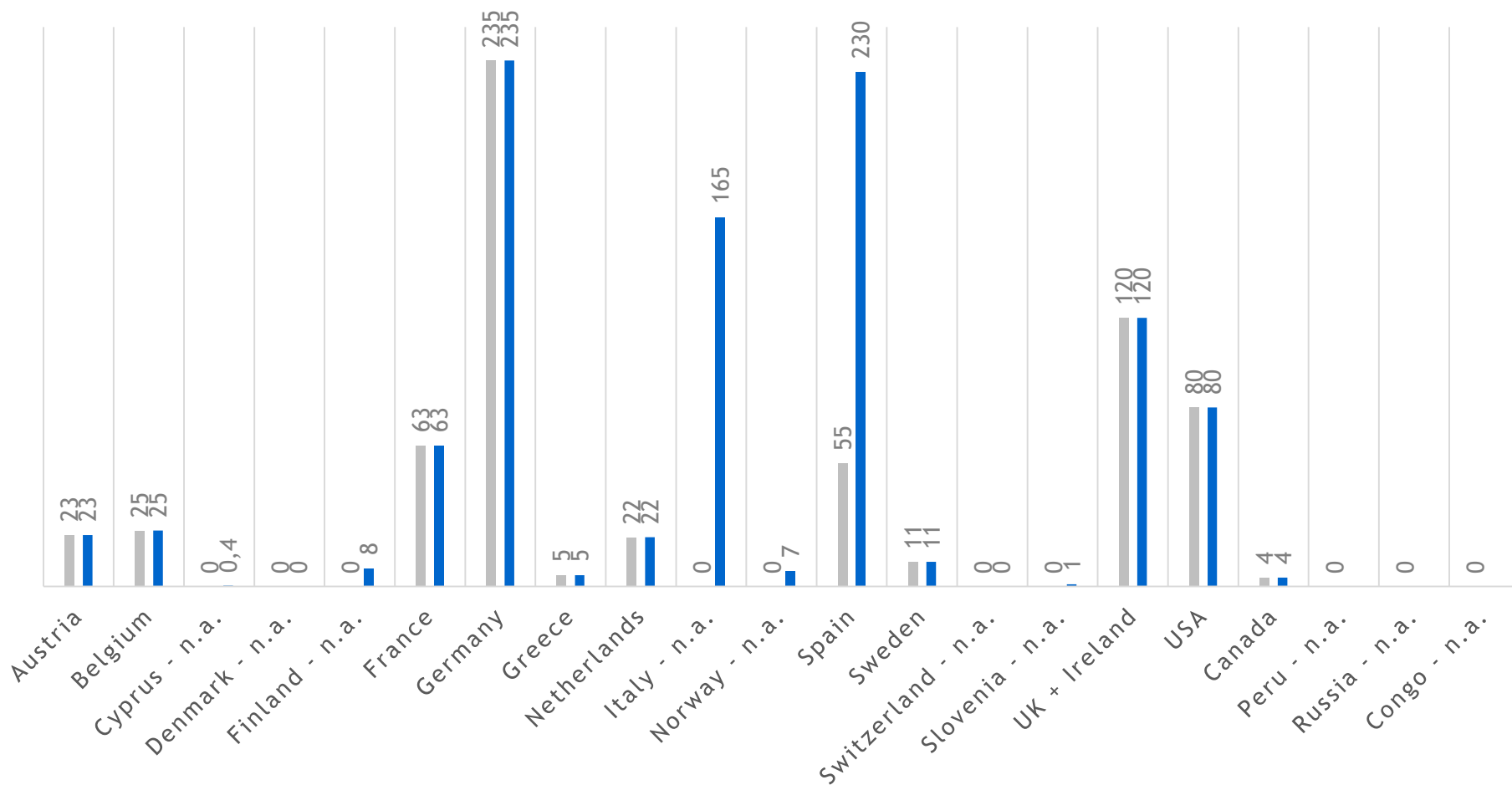
% of SME principals 2019

Appr.: 500,000
2013: 546,000 (excl. US, CA)



Principals turnover in billions (EUR)

App: 999 bn
 2013: appr. 600 Billions



Summary of most important figures 2019

IUCAB Member countries in Europe, North-/South America & Africa

Key figures 2019		
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