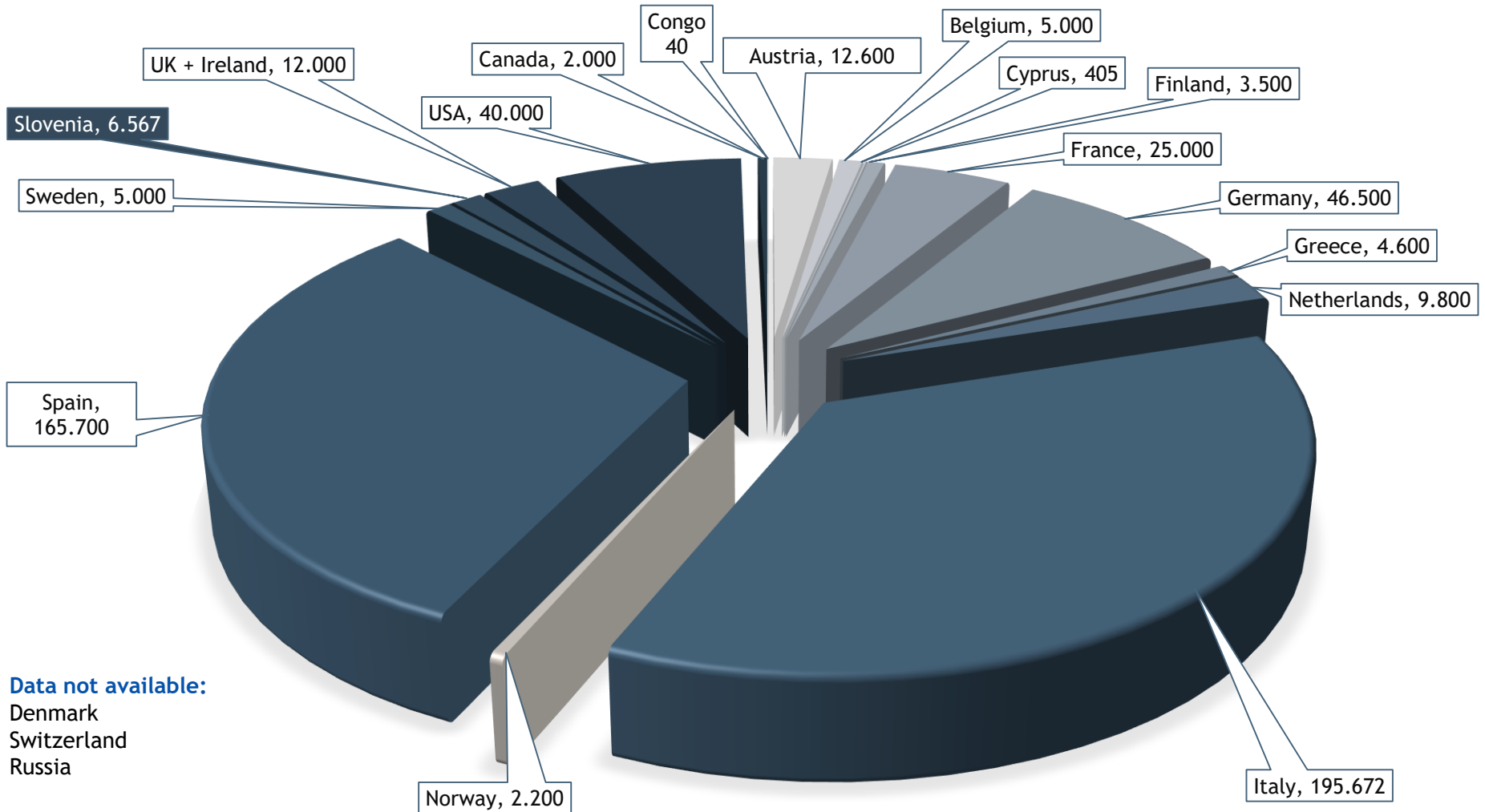


# Commercial Agents 2016

IUCAB Member countries in Europe, North America & Africa

Appr.: 537.000

2013 549.000

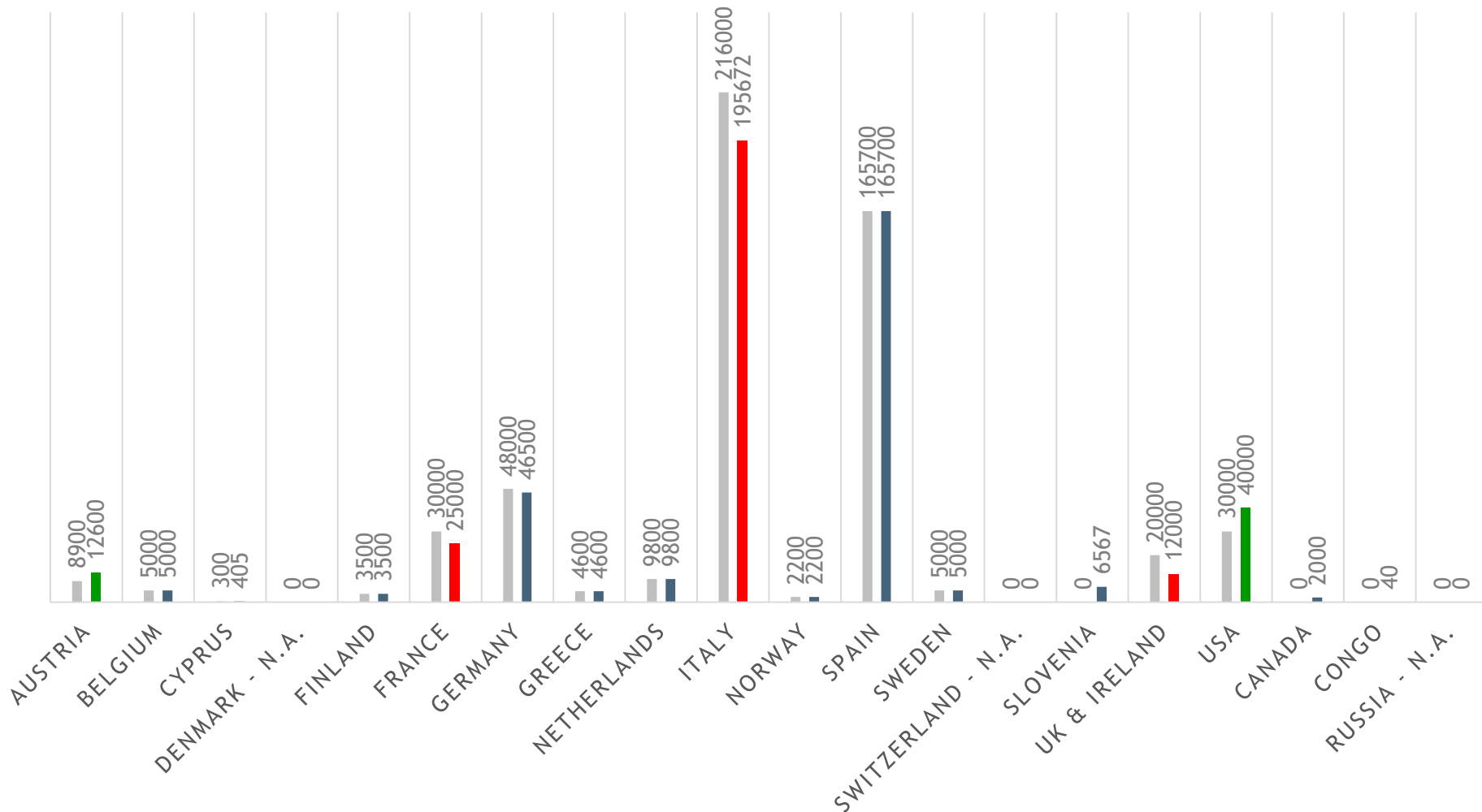


**Data not available:**  
Denmark  
Switzerland  
Russia

# Commercial Agents 2016 vs. 2013

IUCAB Member countries in Europe, North America & Africa

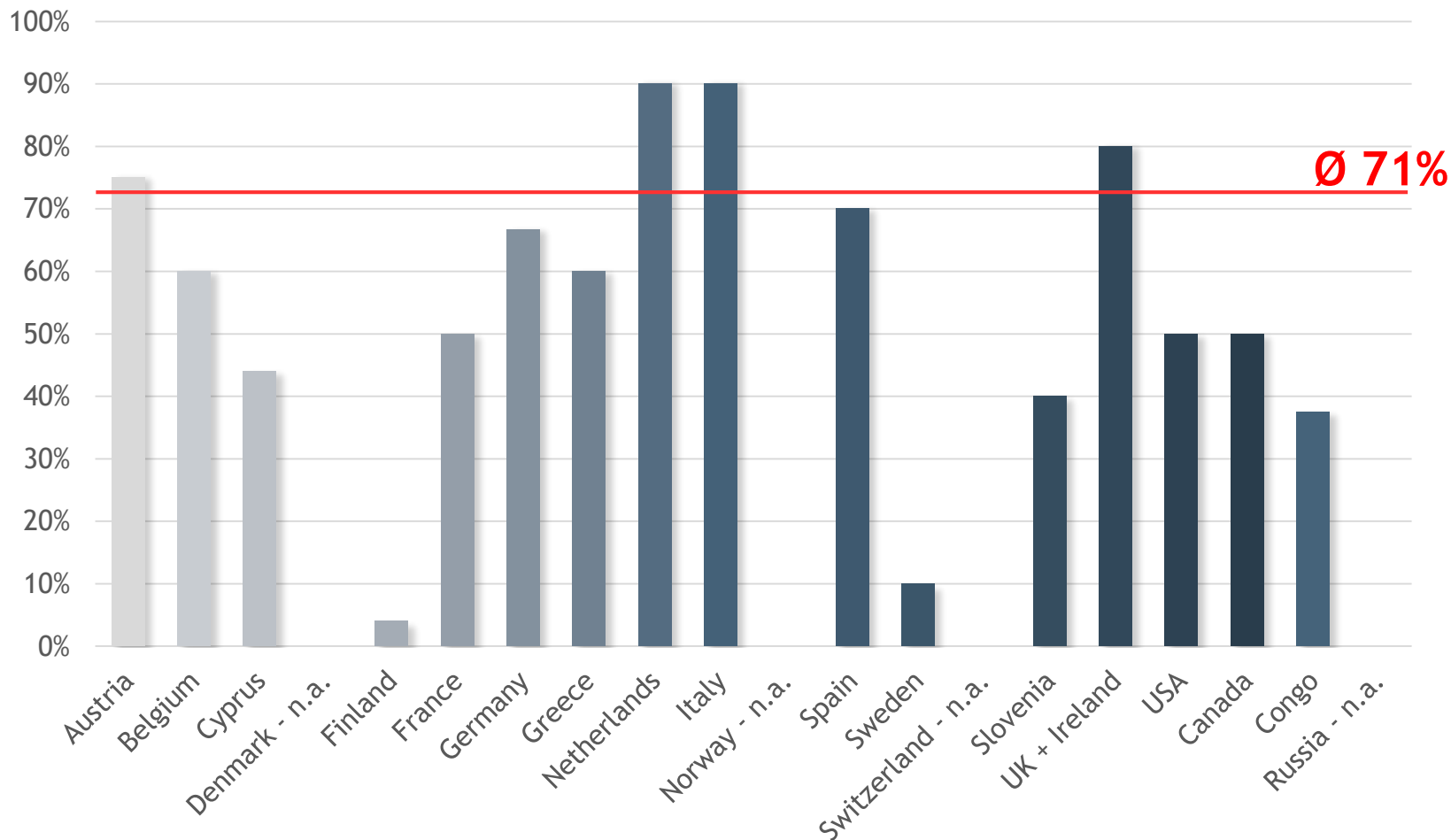
■ 2013 | 549.000      ■ 2016 | 537.000



# % of sole proprietors

Appr.: 383.000

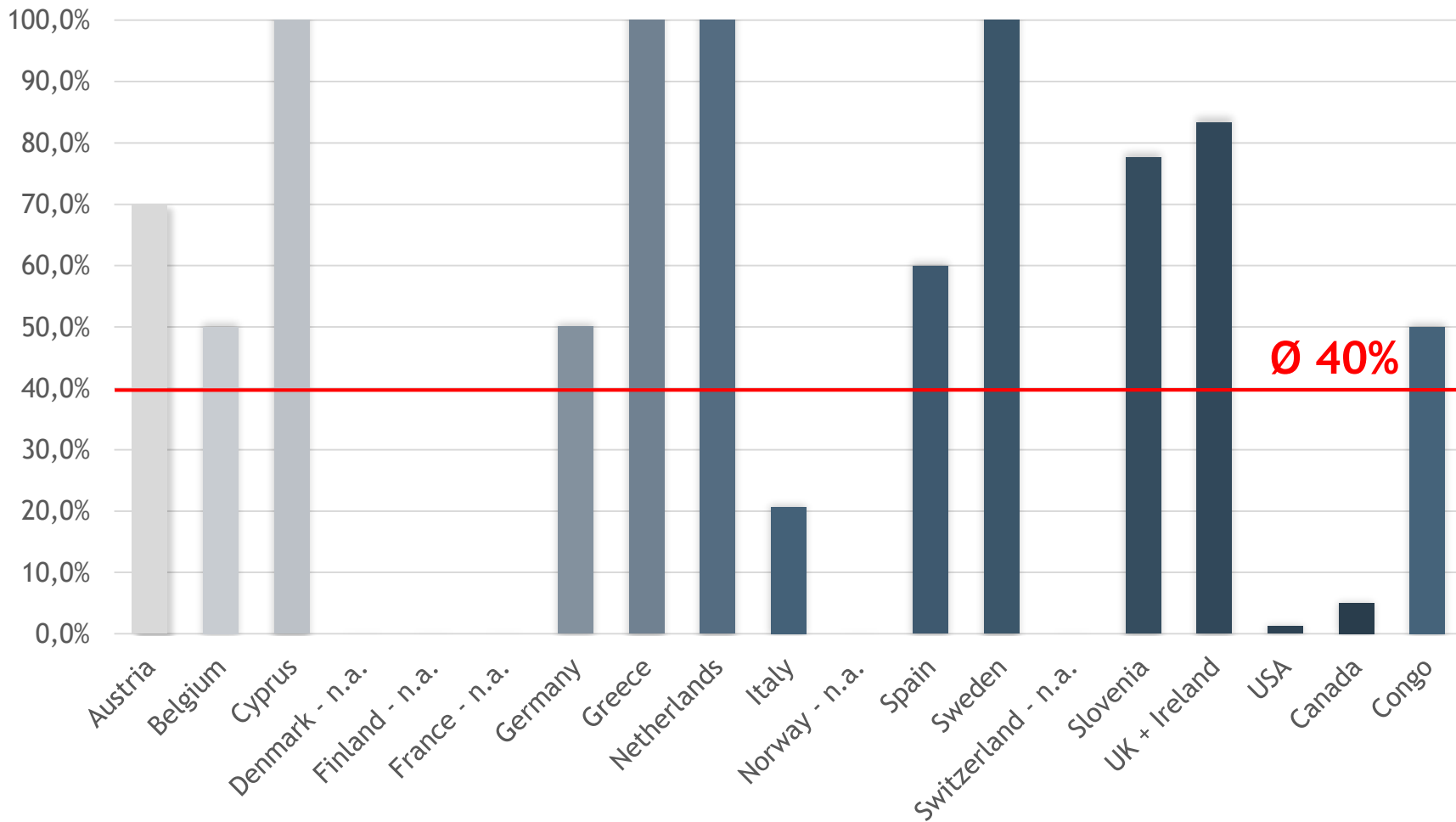
2013 381.000



# Internationally working Agents

Appr. 203.000

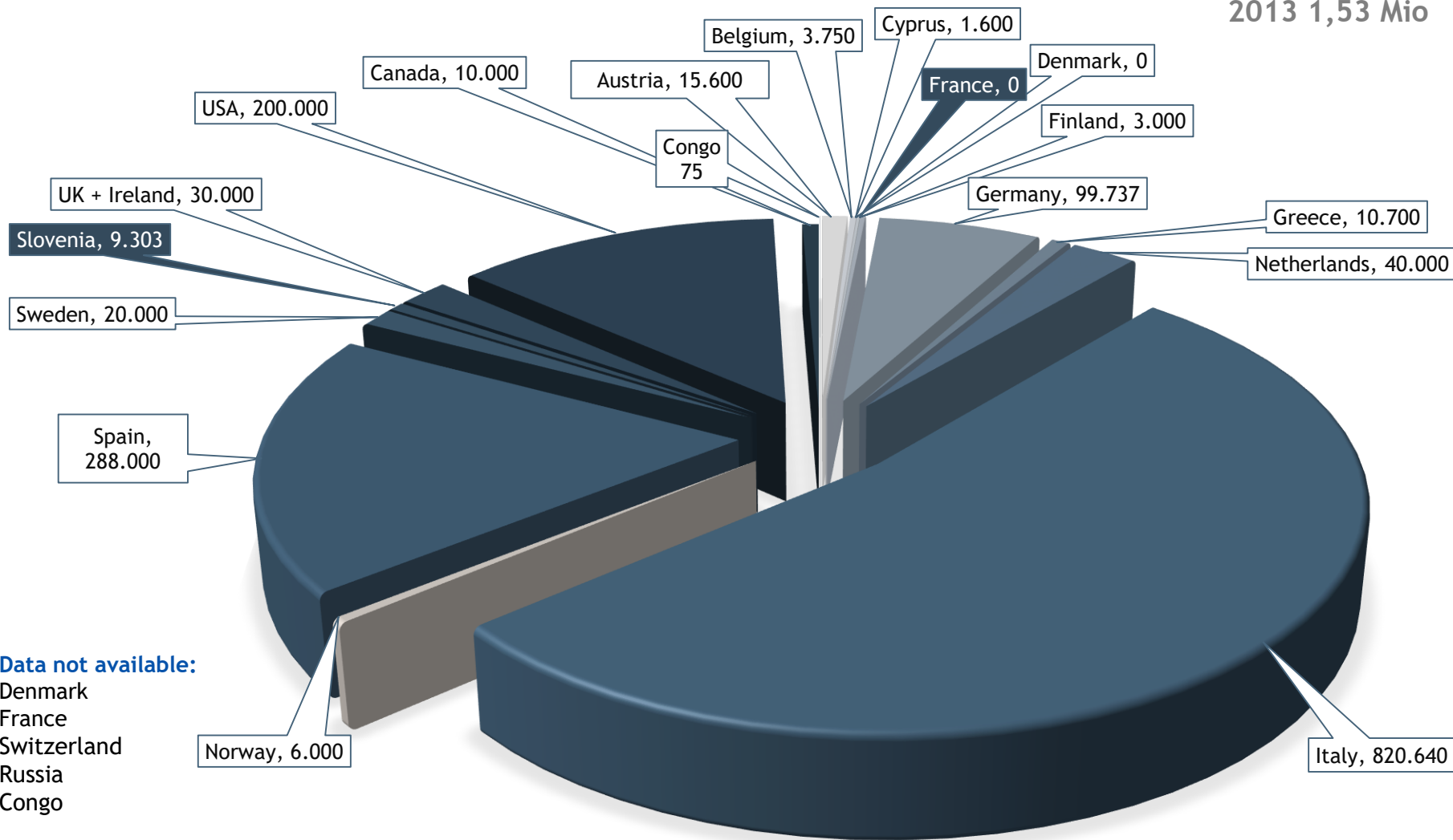
2013 235.000 (incl. FR)



# Persons employed by Agents

Appr. 1,56 Mio

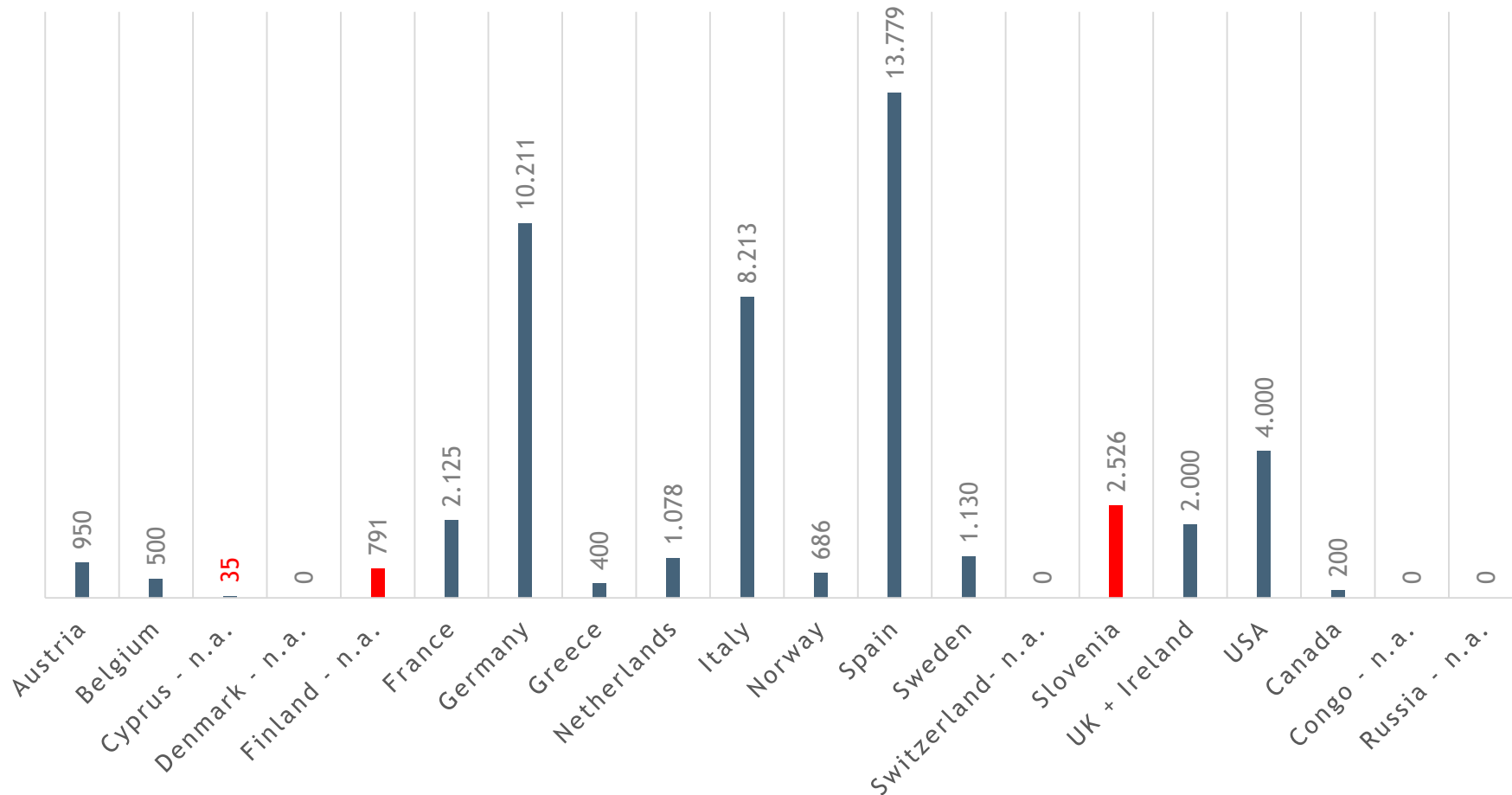
2013 1,53 Mio



# Turnover of agents millions (EUR)

Appr.: 48,6 Billions

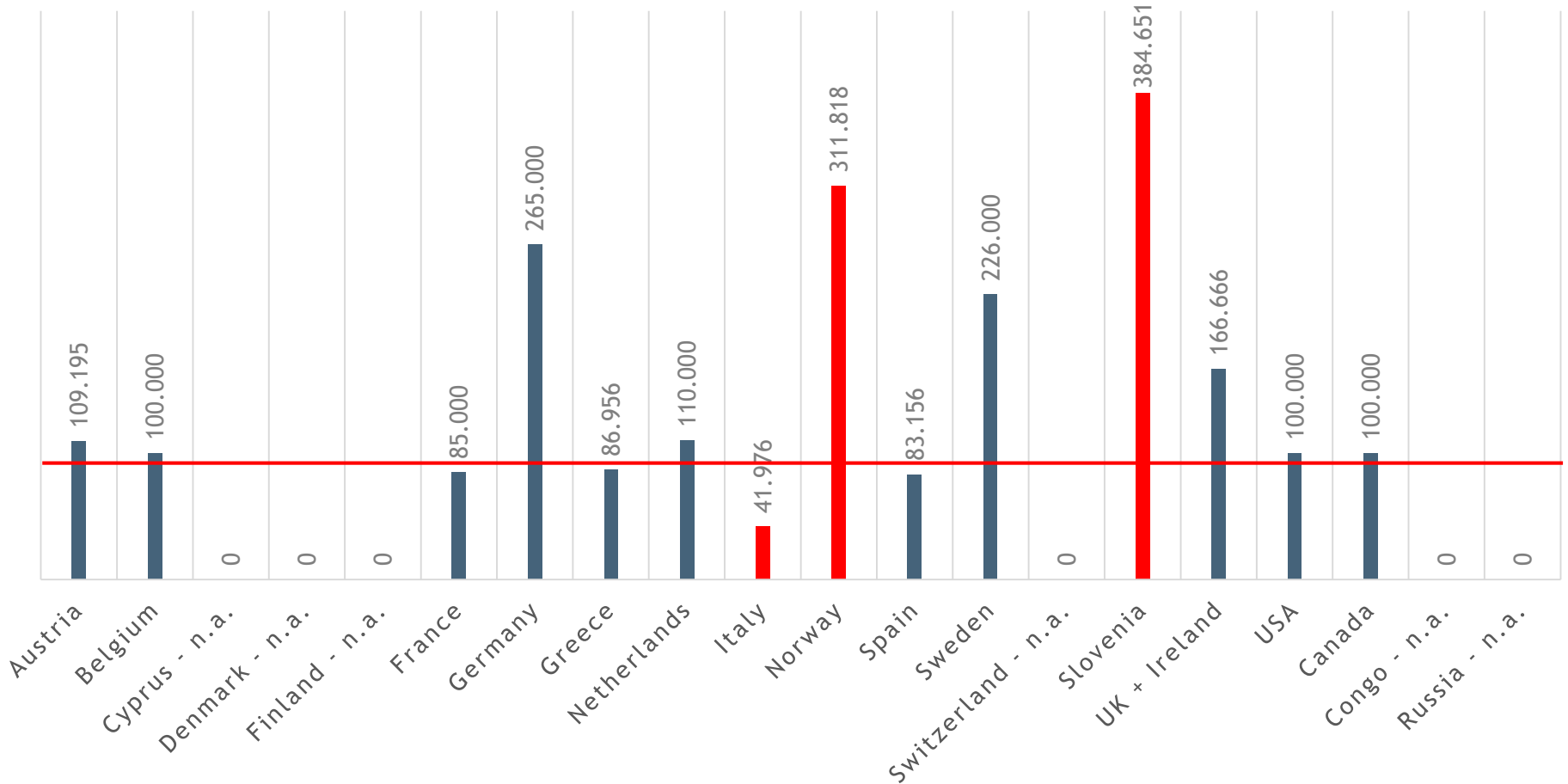
2013 42,2 Billions (excl. USA, CA, SF)



# Average turnover of agent (EUR)

Appr.: 89.000

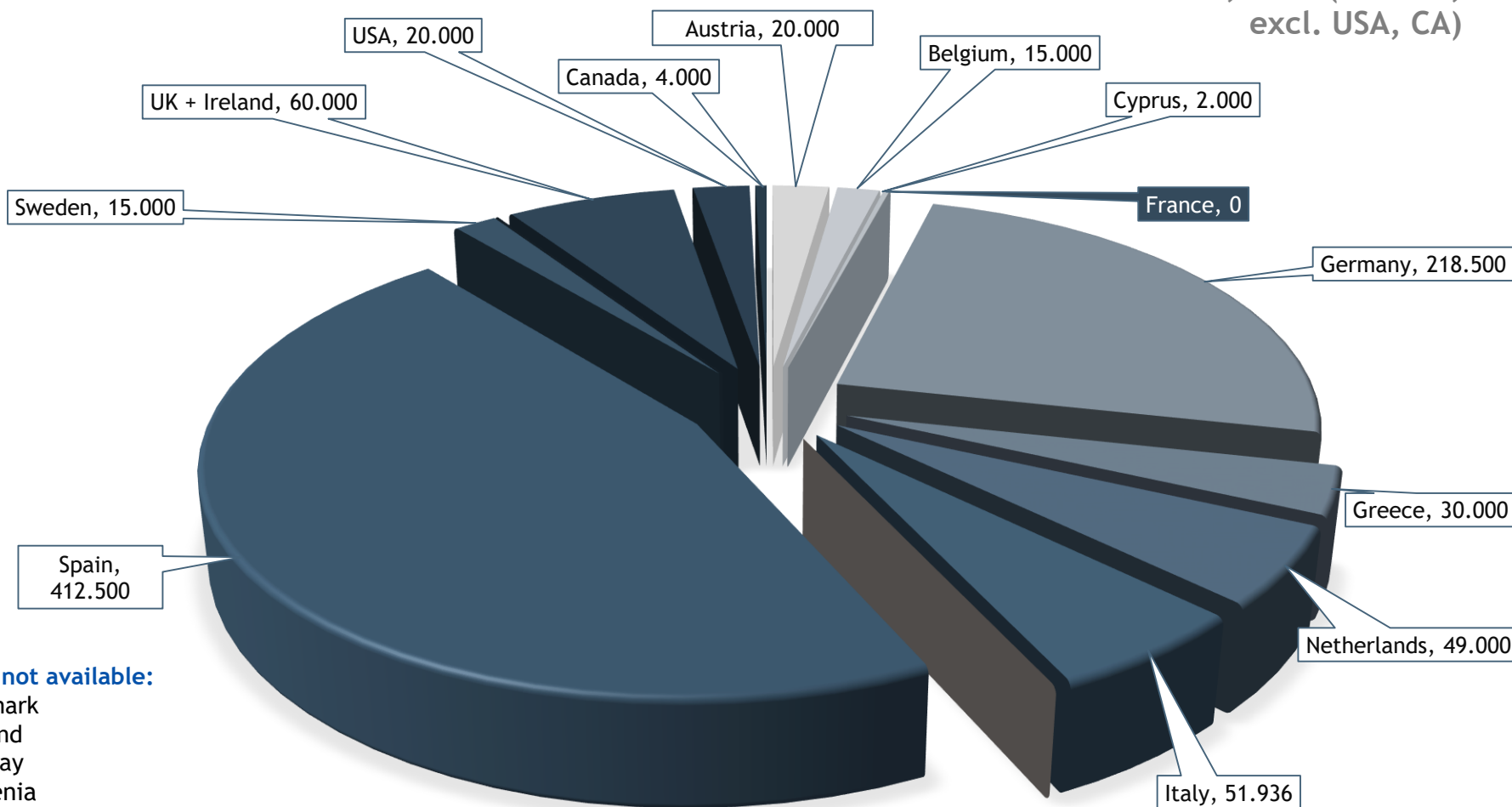
2013 81.000



# Principals

Appr.: 900.000

2013 1,1 Mio (incl. FR, excl. USA, CA)

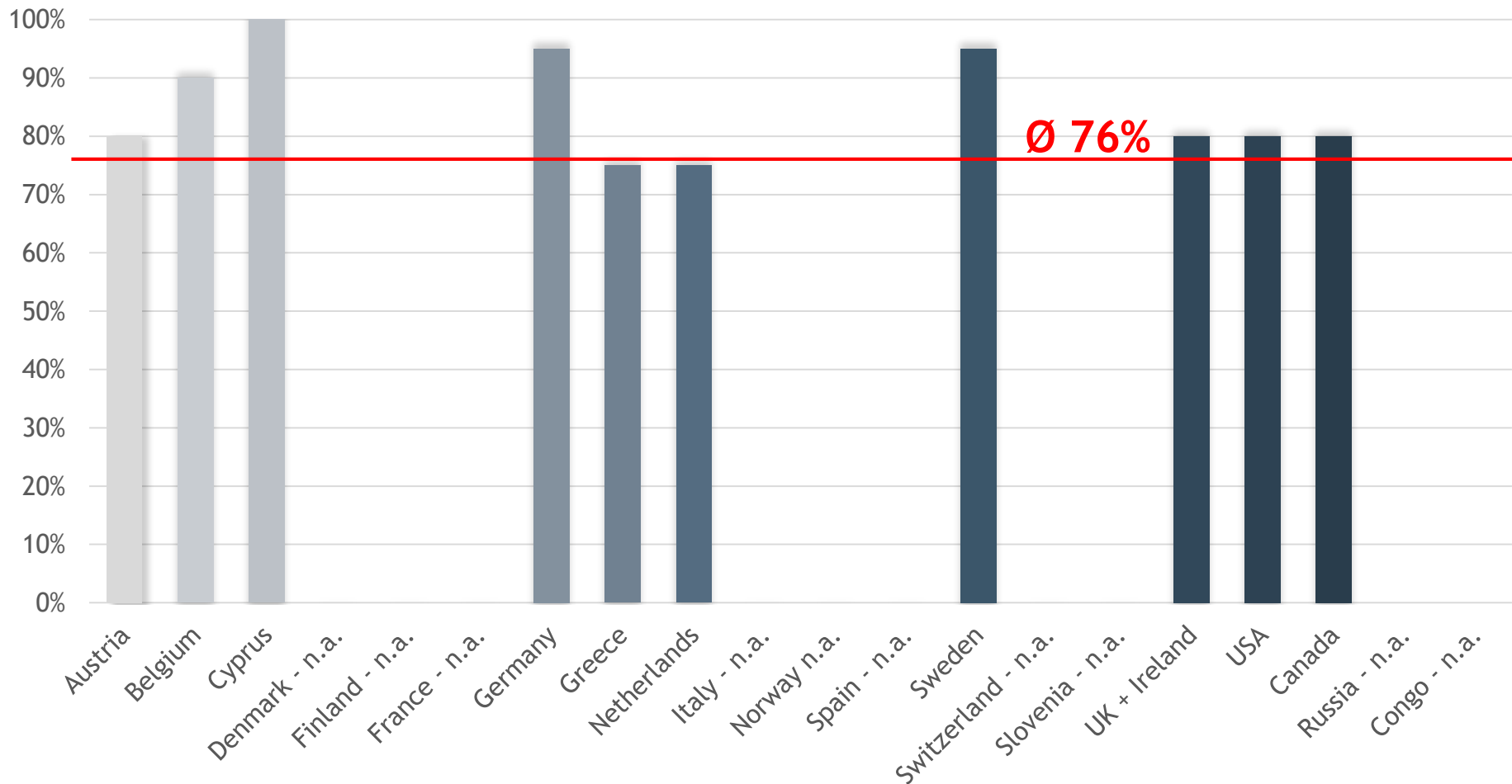


**Data not available:**

- Denmark
- Finland
- Norway
- Slovenia
- Switzerland
- Russia
- Congo



# % of SME principals



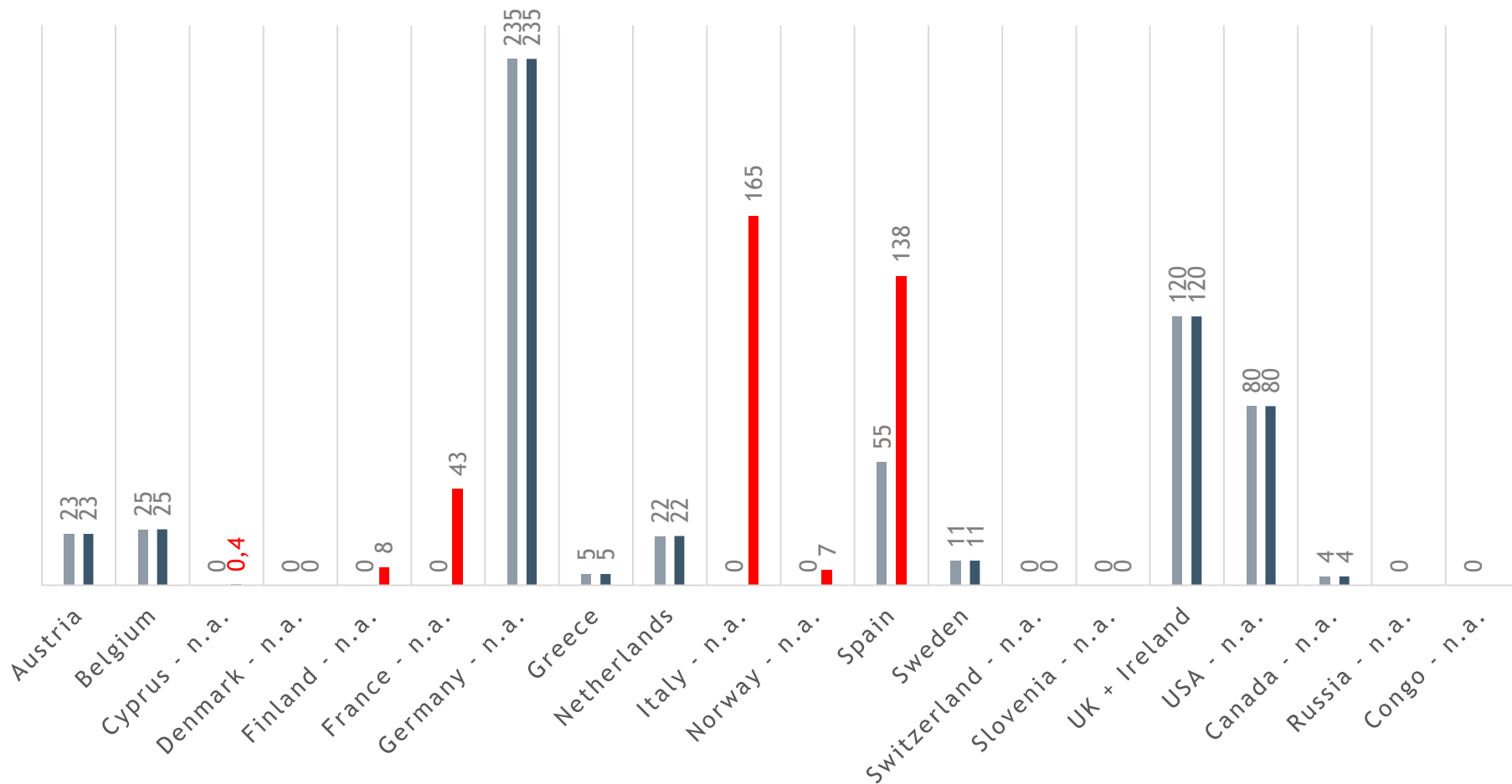
# Principals turnover in billions (EUR)

**Extrapolation: 887 bn**

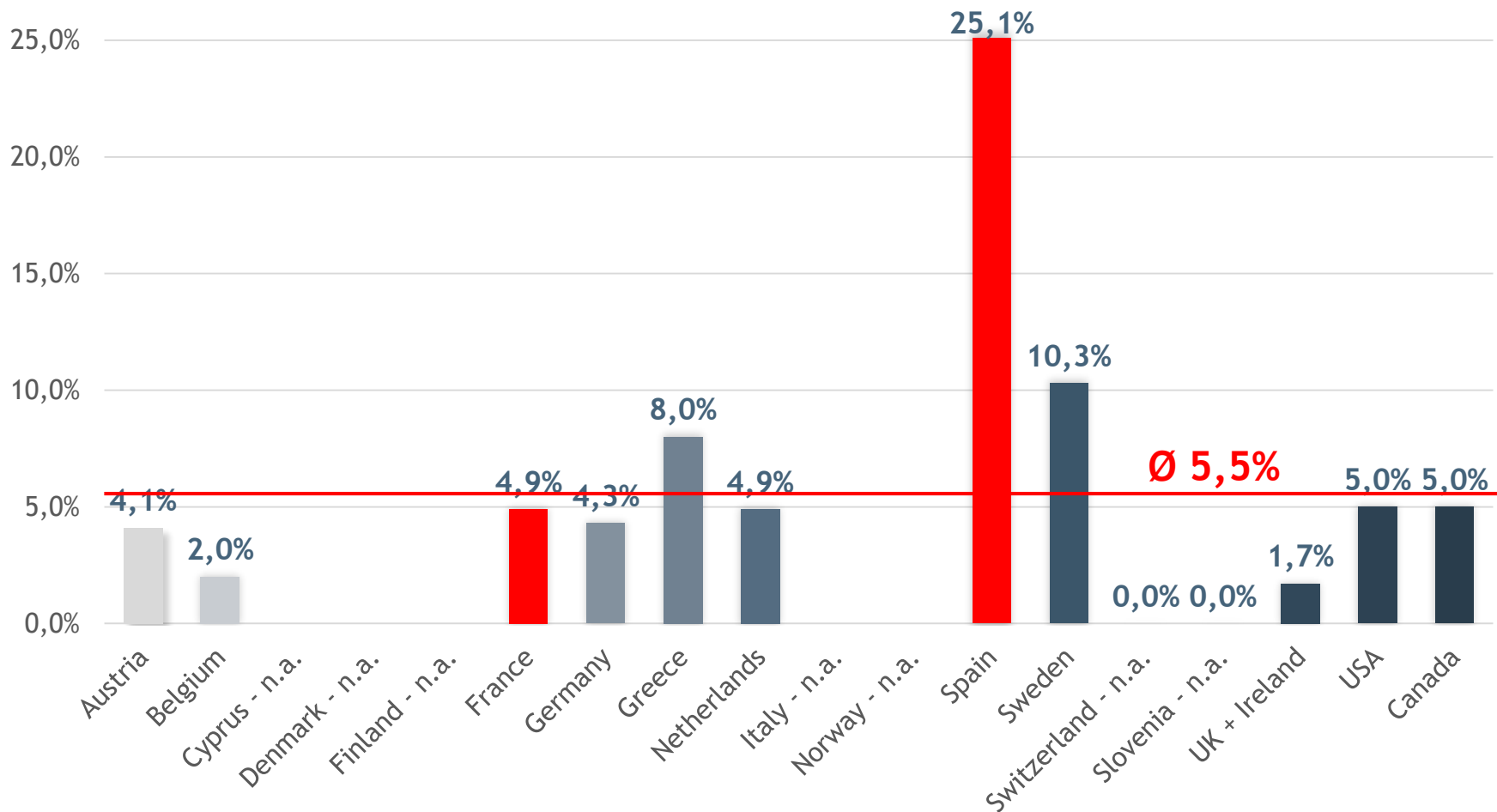
2016 appr. 580 Billions

■ 2016 | Supplied Figures from Associations

■ 2016 | Extrapolation



# Average commission in %



# Summary of most important figures 2016

IUCAB Member countries in Europe, North America & Africa

Key figures	
Commercial Agents	537.000
Number of sole proprietors	71%
Internationally working Agents	40%
Persons employed	1,56 mio
Turnover of Agents	EUR 48,6 bn
Average turnover	EUR 89.000
Number of Principals	900.000
Number SME Principals	76%
Principal's turnover	EUR 886 bn
Average commission	5,5%

Please note: 1 Billion = 1.000 Million