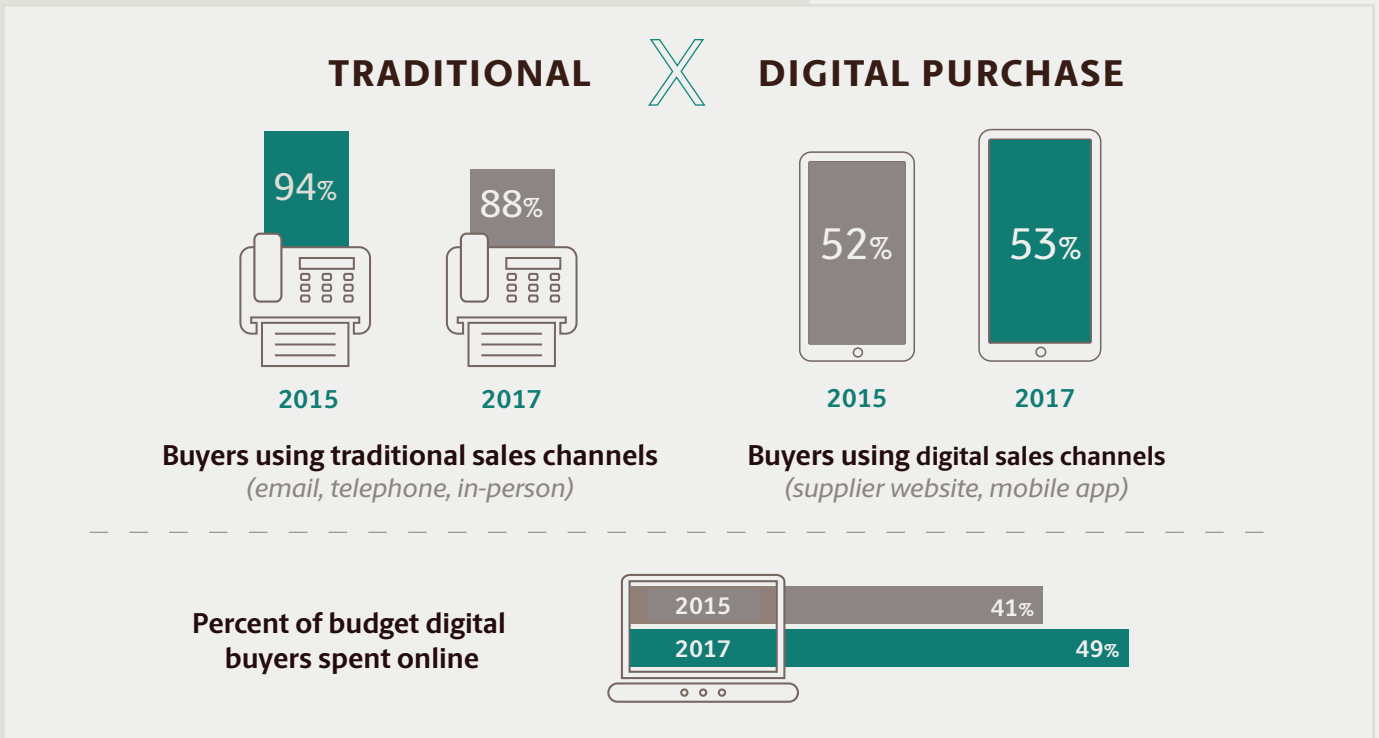




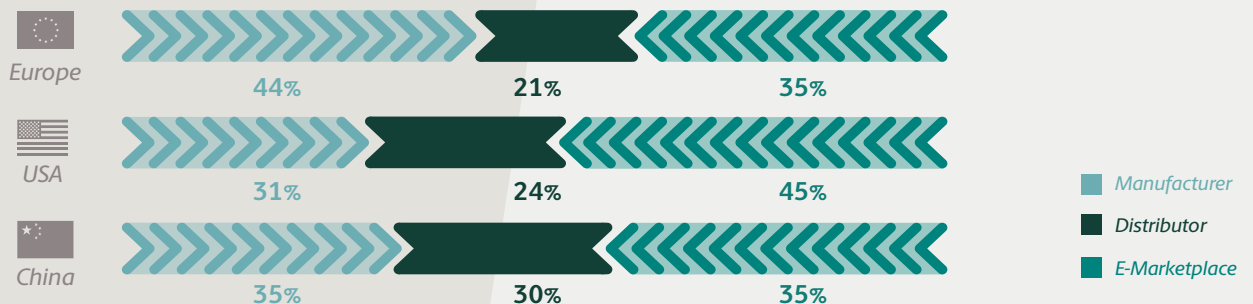
UPS Europe 2017 Industrial Buying Dynamics Study

Industrial buyer behaviours,
preferences and perceptions in Europe

— How Online Commerce Is Disrupting Industrial Supply —



Survey findings show high growth rates in **e-marketplace** and **direct-from-manufacturer** purchasing, putting pressure on **traditional distributors**.



Top customer considerations in Europe

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