

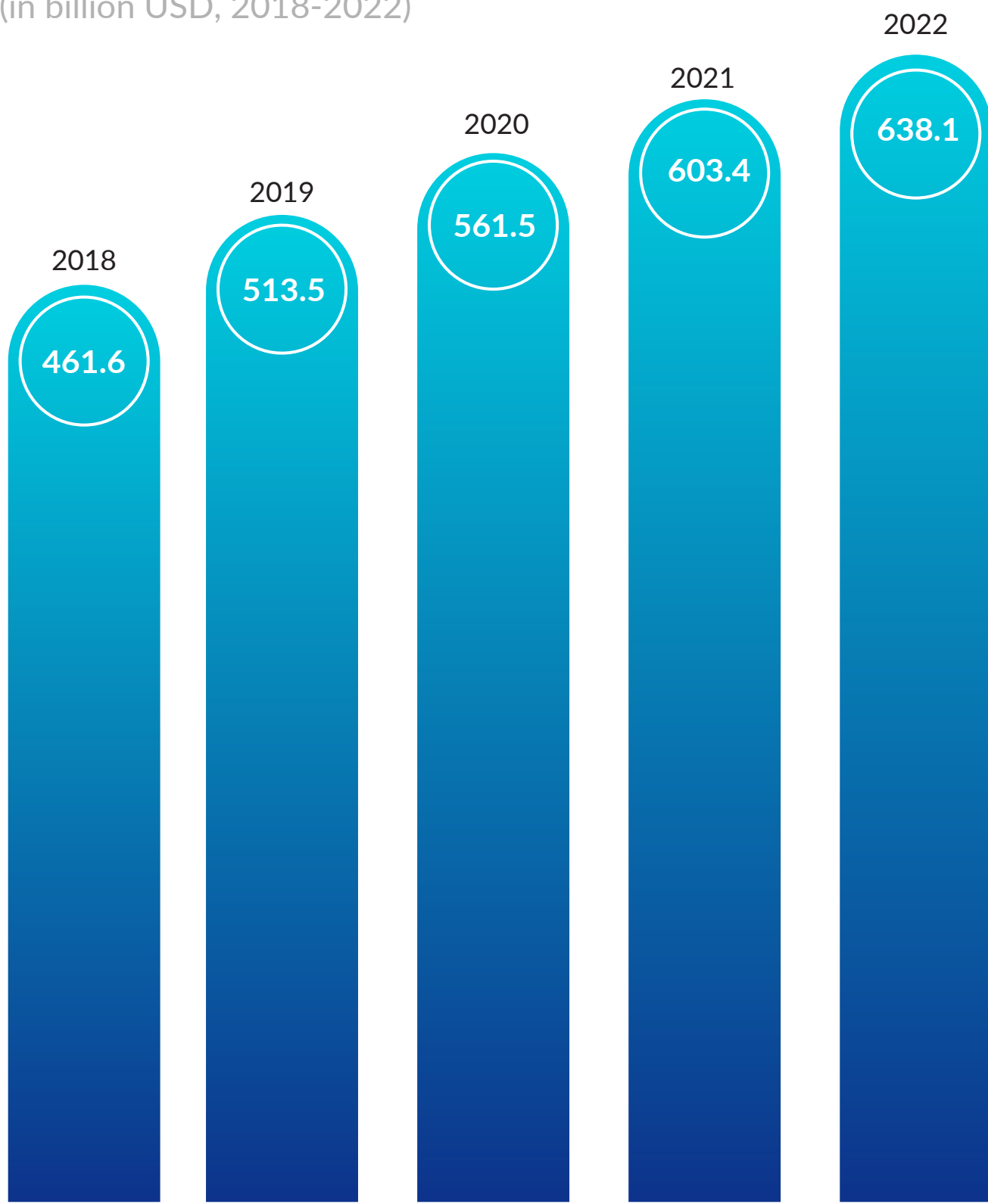


eCommerce & Fulfillment in the U.S.

The Journey of Your Shopping Cart

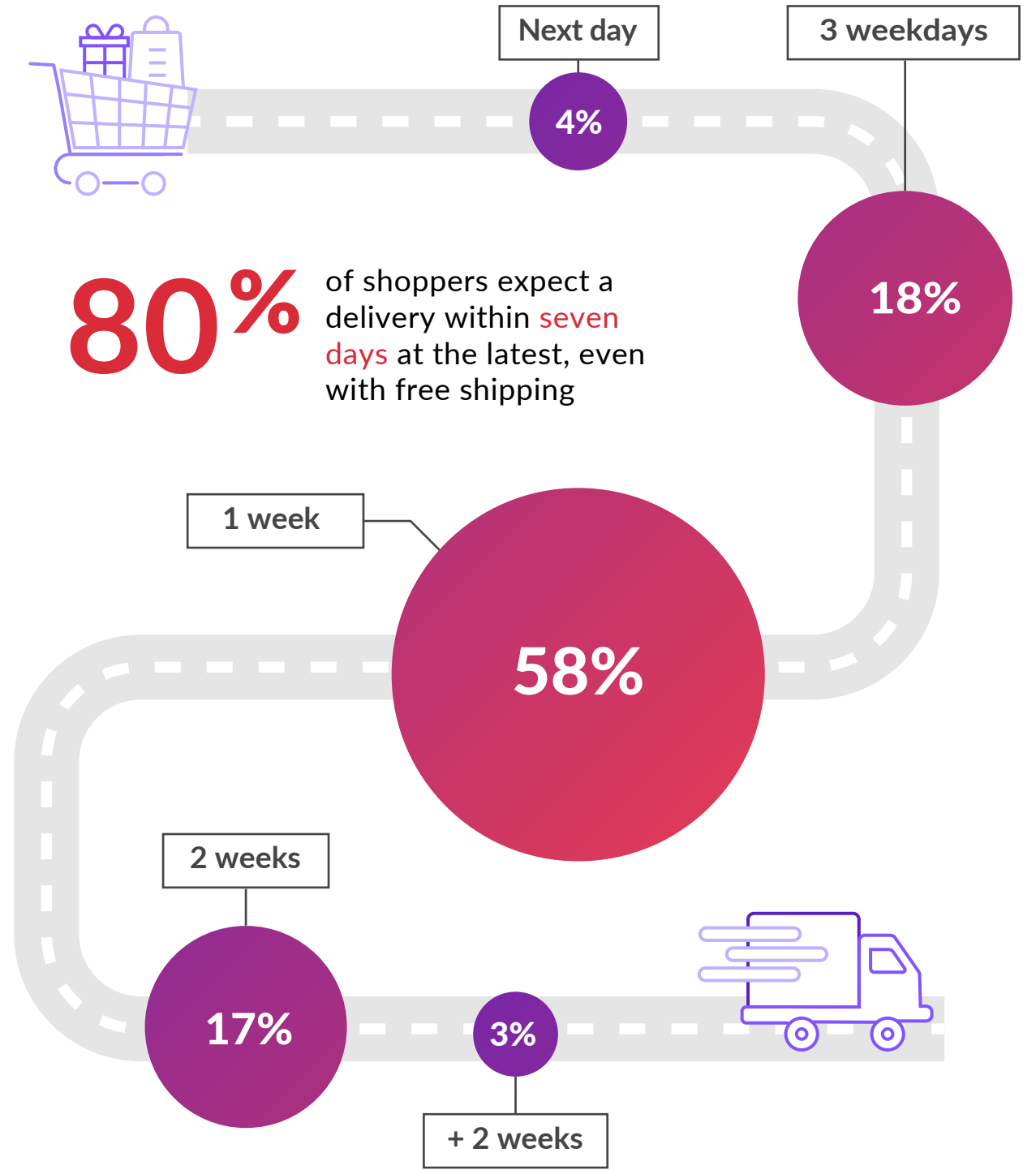
Projected eCommerce sales

(in billion USD, 2018-2022)



Attitudes towards shipping times

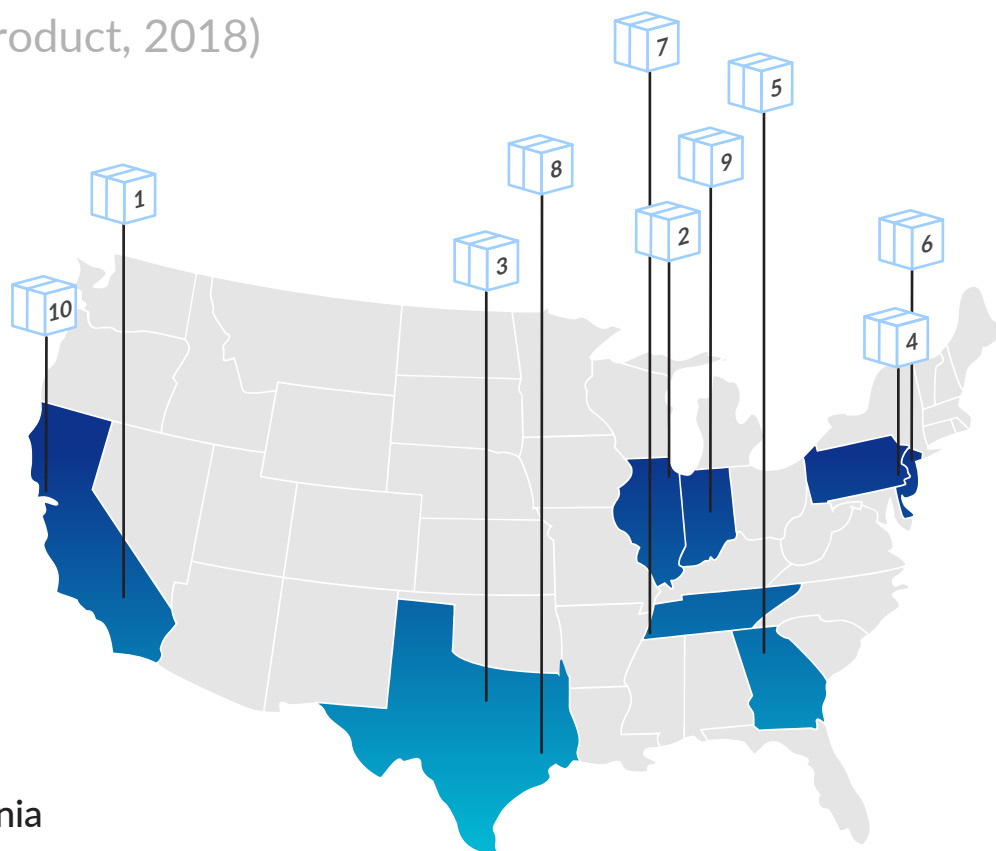
(Expedited time of delivery with free shipping in percent, U.S., 2017)



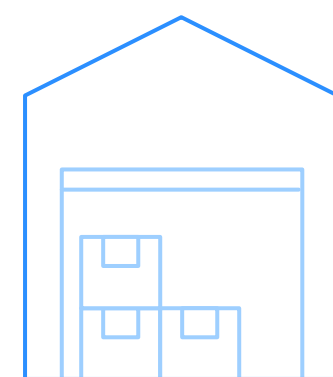
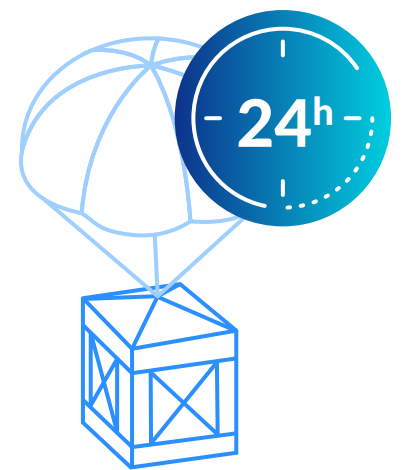
Top big-box industrial logistics markets

(based on square footage of product, 2018)

- 1 Inland Empire, California
- 2 Chicago, Illinois
- 3 Dallas-Fort Worth, Texas
- 4 Eastern Pennsylvania, Southern New Jersey
- 5 Atlanta, Georgia
- 6 Northern-Central, New Jersey
- 7 Memphis, Tennessee
- 8 Houston, Texas
- 9 Indianapolis, Indiana
- 10 East Bay-Central Valley, California



Demand for **express delivery** makes industrial logistics markets integral to the supply chain due to their convenient locations, functionality & enhanced amenities.

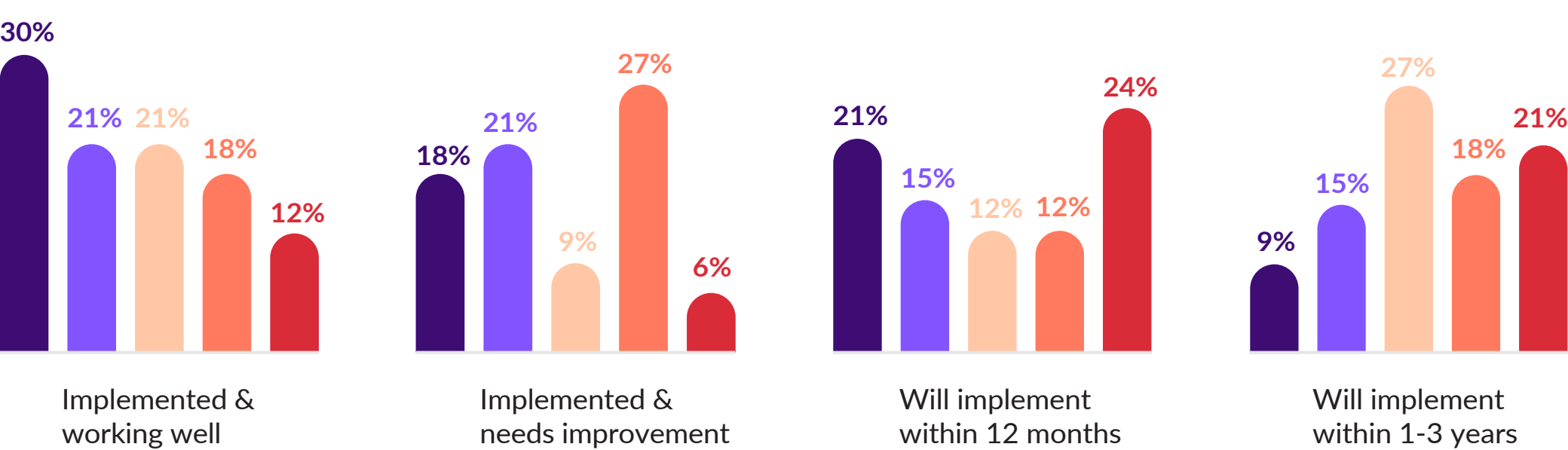


The average Ingram Micro customer uses **2.6 fulfillment locations** across multiple countries to reach their end user.

Implementation of selected fulfillment options among retailers

(U.S., 2017)

- Buy online, pick up in-store
- Buy anywhere, ship anywhere
- Reserve online, pick up in-store
- Buy in-store, ship from distribution center, other store or vendor
- Buy online, ship from store



70% of shoppers like to have **clear information** about delivery charges before purchase