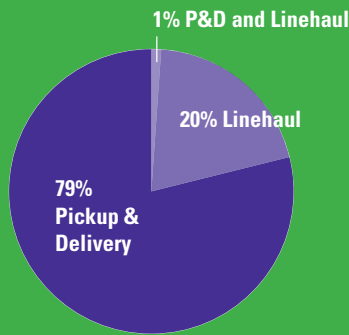




Providing opportunities for small business ownership since 1985

Number of independent businesses providing transportation, pickup and delivery services for FedEx Ground

7,500



Workers employed by these independent businesses

52,000

DRIVERS, MANAGERS, HELPERS & STAFF

Annual revenue generated by these independent businesses

\$4.1 BILLION

Average annual revenue per business

\$560,000

Top Earners: **\$7,000,000+**

200 earn **\$2,000,000+**

1,000 earn **\$1,000,000+**

3,000 earn **\$500,000+**

% of businesses that are incorporated, registered and in good standing in the states where they do business

100%

% of businesses that treat and report personnel as their employees

32%

Percentage of minority- and women-owned businesses

92%

Percentage of package volume handled by businesses that own multiple service areas