

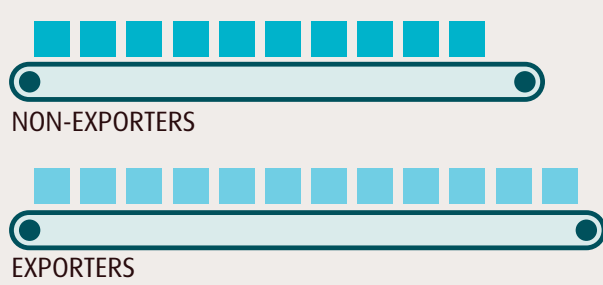
UPS "PERCEPTIONS OF GLOBAL TRADE" SURVEY

Representing 99.7% of employer firms and employing more than half of the U.S. private sector workforce, small businesses are the key to economic recovery and job growth. A new UPS "Perceptions of Global Trade" survey identifies more education is needed to help small businesses export.

THE OPPORTUNITY

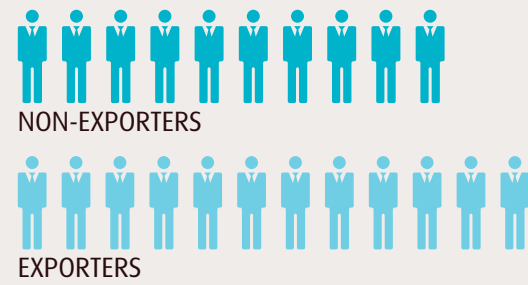
Small businesses engaged in global trade are 20% more productive and produce 20% greater job growth

PRODUCTION



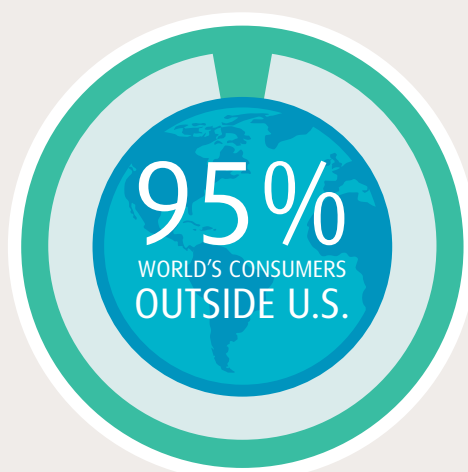
20% MORE PRODUCTION

JOB GROWTH

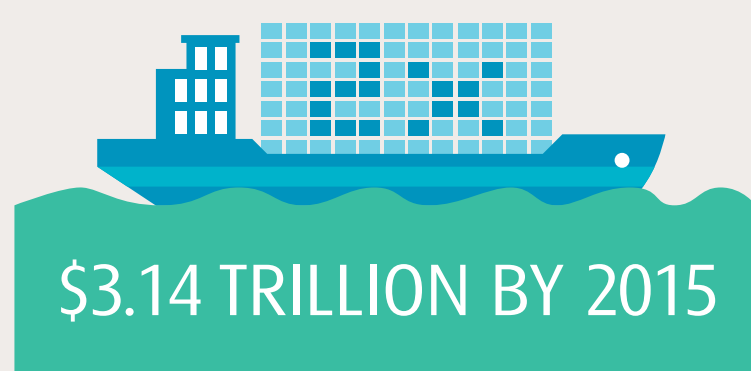


20% GREATER JOB GROWTH

95% of consumers are located beyond U.S. borders

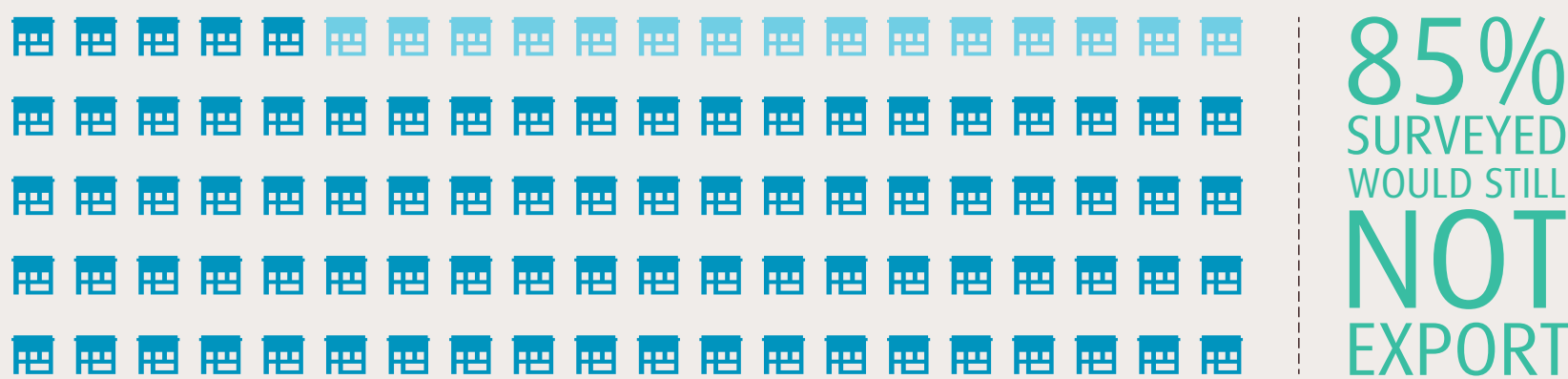


The National Export Initiative aims to double exports to \$3.14 trillion by 2015 by eliminating trade barriers and increasing access to export financing



THE CHALLENGE

85% of small businesses surveyed said that even if global trade barriers were removed, they still would not export



THE REALITY

SMBs that ship globally have had the most success exporting to Canada, Mexico, the UK and Australia – countries with which the U.S. has free trade agreements or bilateral trade relations

Only 24% of small businesses surveyed are engaged in global commerce



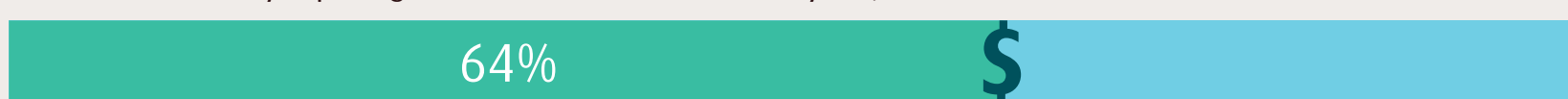
69% say the economy has discouraged them from exporting



62% of small business exporters say they have not had success exporting to the BRIC countries. There are no free trade agreements with these nations



64% of SMBs already exporting saw a financial return within 2 years; 34% saw one in less than 6 months



To help small businesses go global, UPS has developed a series of guides called "Snapshots for Small Businesses" that offer insights into business trends in specific international markets. Available Snapshots include Brazil, Canada, China, India, Mexico, Poland and Vietnam. For more information or to download a guide, please visit www.pressroom.ups.com/snapshotsforsmallbiz.

