

WHOLESALE TRADE INDUSTRY TRANSFORMATION MAP



VISION

ENSURING SINGAPORE'S RELEVANCE FOR TOMORROW'S GLOBAL TRADE

Develop a vibrant trade ecosystem comprising global & local players



WHOLESALE TRADE

is the business-to-business (B2B) transaction of goods



Agricultural materials



Machinery & equipment



Household goods



Transport equipment



Fuels & chemicals



**Others
(Metals & minerals,
Construction materials)**



General merchandise

CONTRIBUTES TO*



325,000 jobs

9% of Singapore's workforce



**12% of Singapore's
GDP S\$47.3b**



Over **34,000**
wholesale trade companies
in Singapore

*Department of Statistics, 2016 | Ministry of Manpower, 2016

TRENDS AFFECTING GLOBAL TRADE



**Global volatility &
increased competition**



Technological advancements

- // Current business models may be disrupted
- // Digital skillsets will be needed



Asia's economic growth, increased urbanisation & consumerism

- // Urbanisation will spur demand for machinery & equipment
- // Rising affluence will drive demand for consumer goods

STRATEGIES



**For
companies**

Enhance trade and digital connectivity



Develop digital platforms



Reduce manual, administrative processes



Assist SMEs to adopt digital tools



Integrated support to help enterprises build capabilities and access overseas markets



**For
individuals**

Develop industry-ready talent with digital skills & international experience



Retrain, upgrade & redeploy PMETs

Help mid-career and/or unemployed professionals make the career switch to trade

through Professional Conversion Programmes: Job matching, on-the-job training and classroom & online learning



Equip graduates

Develop talent specifically for trade industry

through specialised diploma & degree programmes with internships & industry mentorship

OUTCOMES



Access new markets



**Improve productivity &
achieve economies of scale**



Find rewarding jobs



Gain international exposure