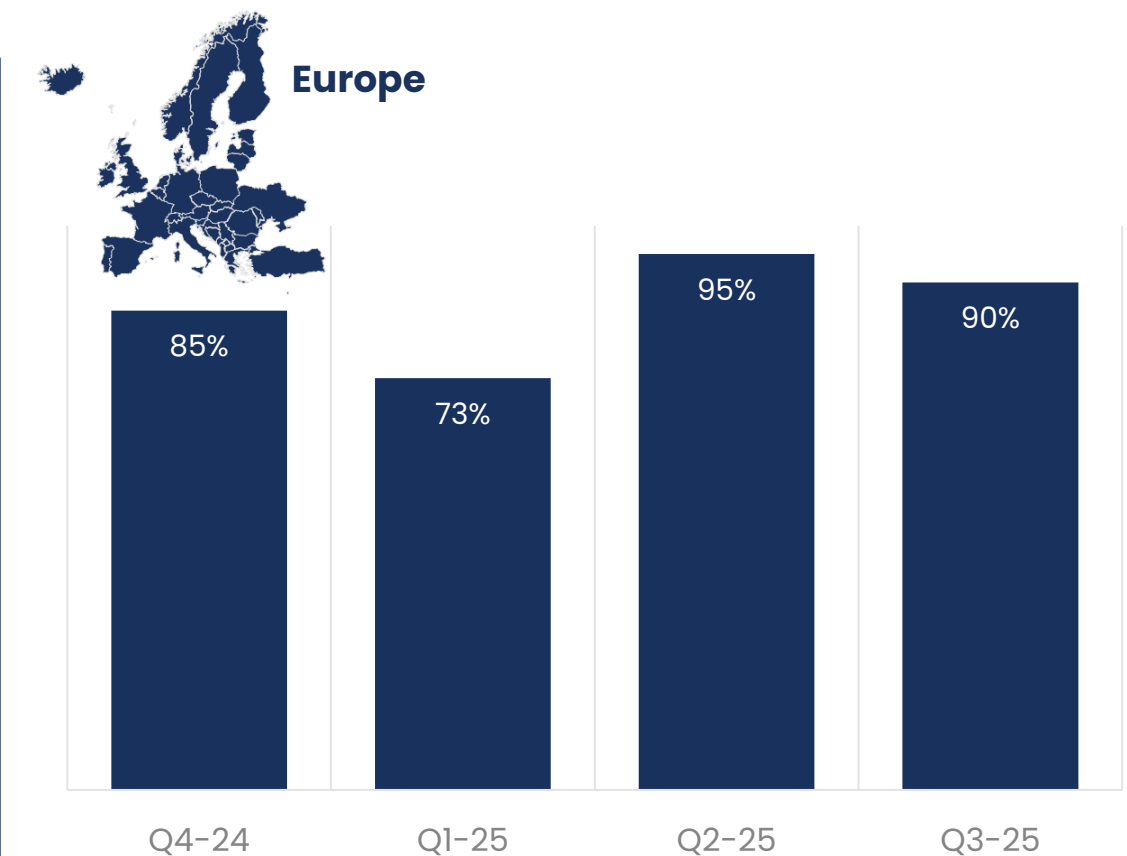
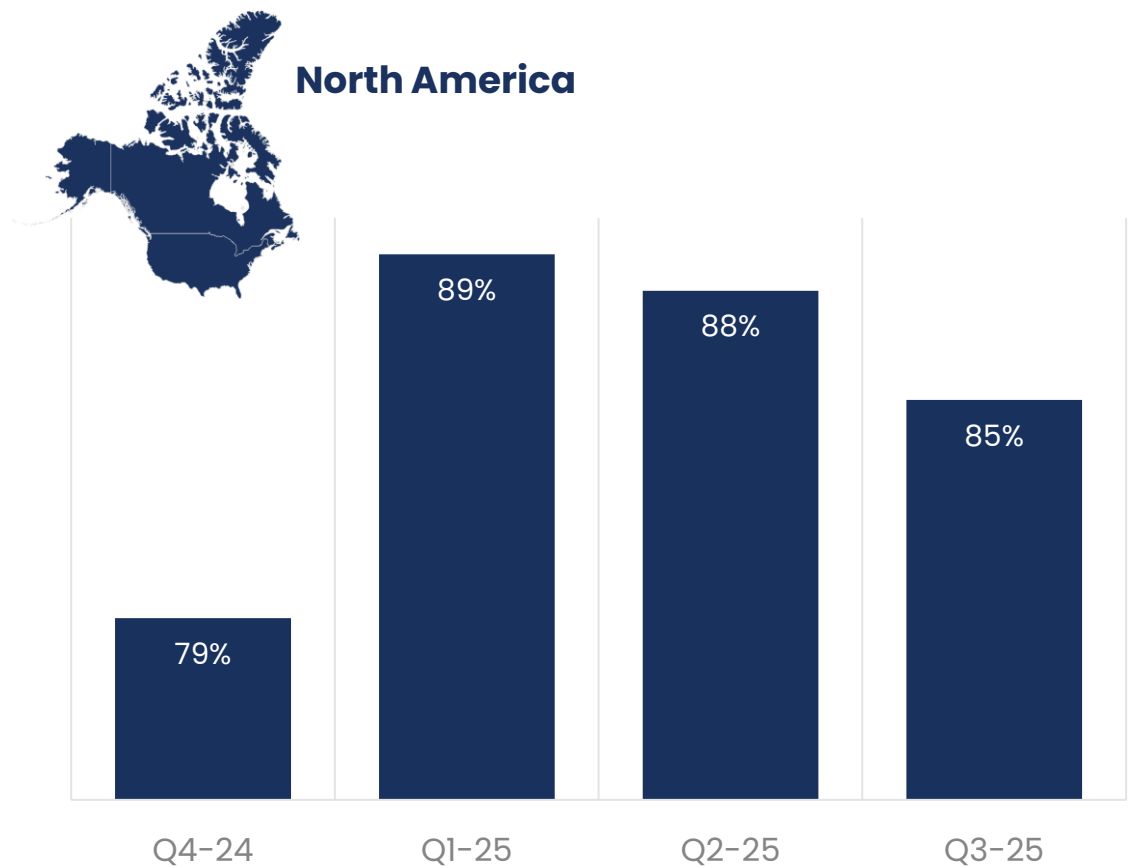


Partners Investing in Business Development



Partners are making significant investments in the development of their businesses. While the number of partners in North America and Europe making reinvestments is declining, it remains a substantial majority in both regions. The average reinvestment rate is 26%, according to the 2025 Channelnomics Channel Forecast report.