

FINANCIAL SERVICES' GROWTH



Revenue Growth vs. National

9.0%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.4%

Past 12 Months National

5.4%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3%

Next 12 Months National

Employment Growth

4.1%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.3%

Past 12 Months National

2.9%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.2%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

55%

Business Growth

42%

Staff/ Employees

13%

Government Regulations

Top 3 Internal Challenges (Next 12 Mo.):

42%

Business Growth

35%

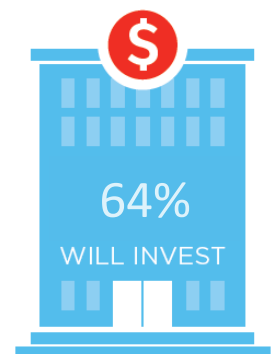
Staff/Employees

12%

Finances

Preparing for growth through capital investment

Middle market companies in Financial Services are sending a strong message that they are poised to invest.



FOR MORE INFORMATION VISIT
MIDDLEMARKETCENTER.ORG



MEET FINANCIAL SERVICES' MIGHTY MIDDLE MARKET

Financial Services' Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$455B

IN ANNUAL REVENUE



MORE THAN

8,100

BUSINESSES



REPRESENTS

1.1%

OF ALL FINANCIAL SERVICES
COMPANIES



GENERATES

14.7%

OF ALL FINANCIAL SERVICES
BUSINESS REVENUE



EMPLOYS

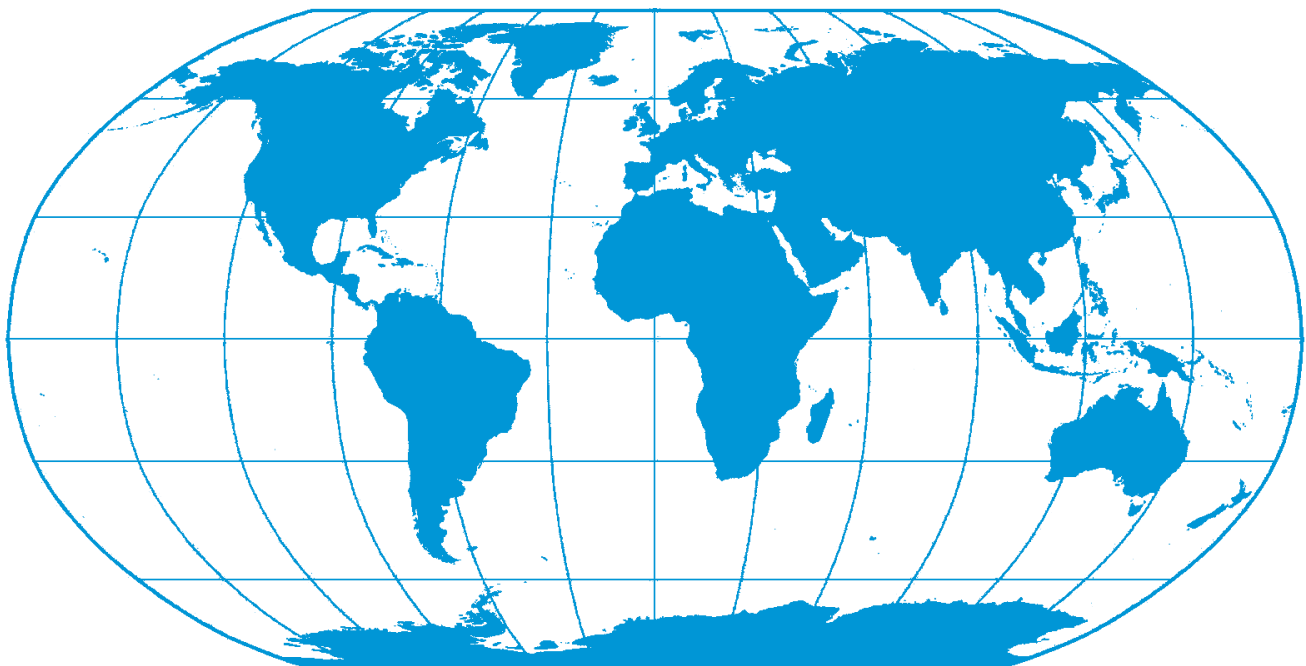
28.2%

OF THE FINANCIAL SERVICES
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



88.6% United States 2.7% Canada/Mexico 2.3% Europe 3.2% Asia
1.6% Latin America 0.9% Middle East 0.8% Africa