

FINANCIAL SERVICES' GROWTH



Revenue Growth vs. National

8.5%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.6%

Past 12 Months National

5.2%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.1%

Next 12 Months National

Employment Growth

4.9%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.9%

Past 12 Months National

3.4%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

2.7%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

54%

Business Growth

37%

Staff/ Employees

29%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

44%

Business Growth

40%

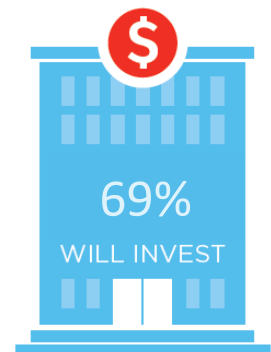
Staff/Employees

20%

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

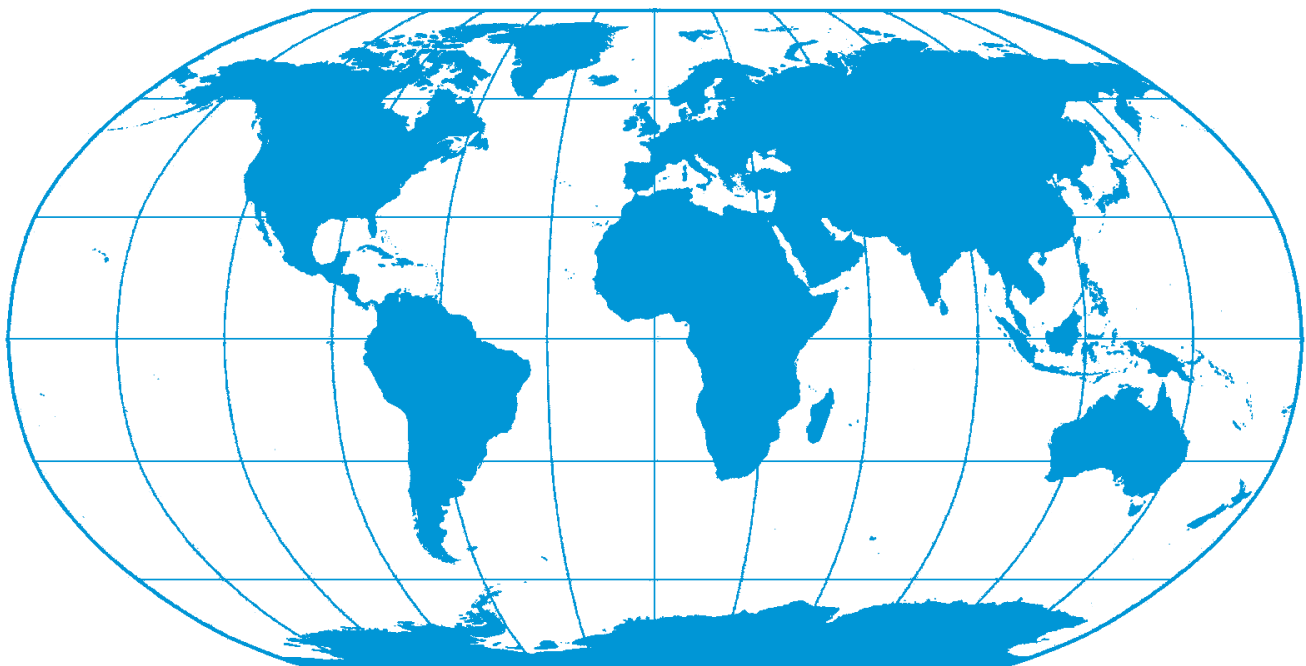
28.2%

OF THE FINANCIAL SERVICES
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



93% United States

2.9% Canada/Mexico

2% Europe

1.2% Asia

0.1% Latin America

0.4% Middle East

0.7% Other