

**CALIFORNIA
GROWTH**



Revenue Growth vs. National

8.2%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.6%

Past 12 Months National

7.1%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.1%

Next 12 Months National

Employment Growth

5.0%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.9%

Past 12 Months National

4.3%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

2.7%

Next 12 Months National

California companies are more confident than their peers



GLOBAL ECONOMY

63%



NATIONAL ECONOMY

76%



LOCAL ECONOMY

84%

VS. NATIONAL MIDDLE MARKET

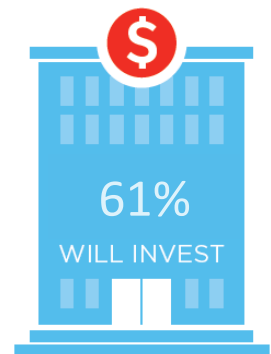
58%

73%

80%

Preparing for growth through capital investment

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



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MEET CALIFORNIA'S MIGHTY MIDDLE MARKET

California's Middle Market Defined

ANNUAL REVENUE
\$10MM—\$1B



GENERATING
\$730B
IN ANNUAL REVENUE



MORE THAN
16,000
BUSINESSES



REPRESENTS

0.7%

OF ALL CALIFORNIA
COMPANIES



GENERATES

21%

OF ALL CALIFORNIA
BUSINESS REVENUE



EMPLOYS

29%

OF THE CALIFORNIA
WORKFORCE



Diverse



PROFESSIONAL
SERVICES

9.2%



MANUFACTURING

17.9%



WHOLESALE
TRADE

14.4%



FINANCE & INSURANCE

5.2%



CONSTRUCTION

8.8%



RETAIL TRADE

9.8%



HEALTHCARE

6.5%



AGRICULTURE

1.5%

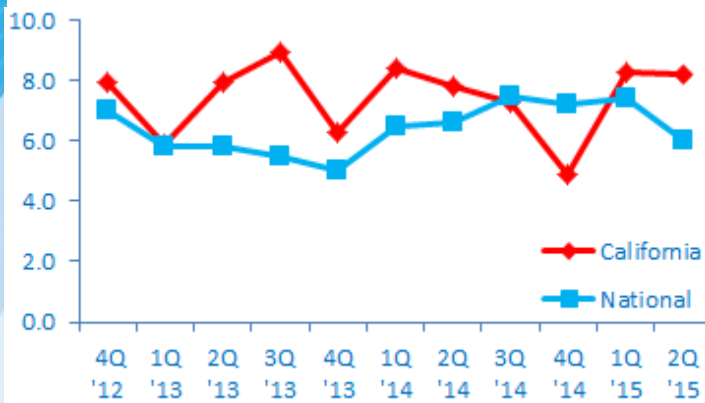


TRANSPORTATION &
WAREHOUSING

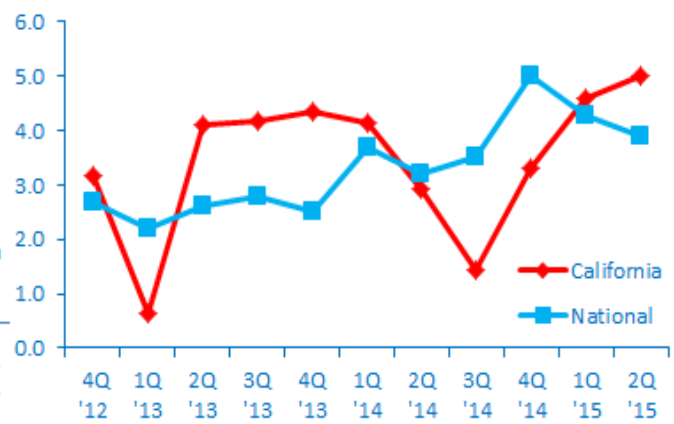
2.5%

CALIFORNIA GROWTH VS. NATIONAL

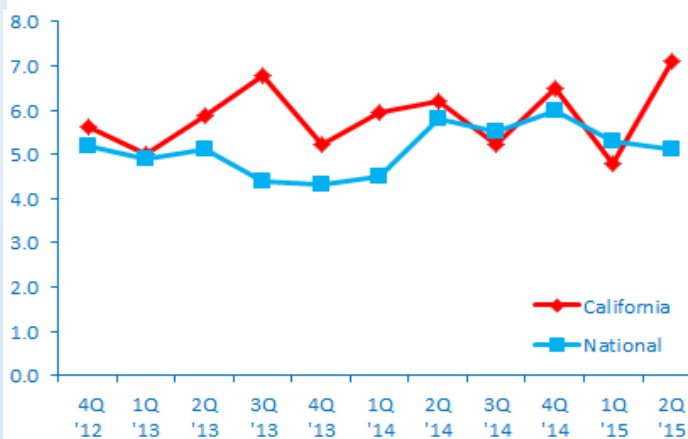
Revenue Growth past 12 months



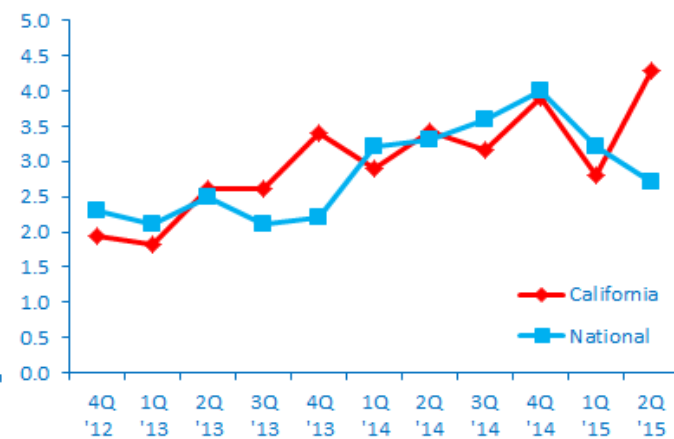
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth Next 12 months



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THE MIDDLE MARKET

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