

3Q 2016 | STATE MIDDLE MARKET INDICATOR

CALIFORNIA GROWTH



Revenue Growth vs. National

6.8%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.3%

Past 12 Months National

3.9%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.9%

Next 12 Months National

Employment Growth

6.5%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.9%

Past 12 Months National

3.8%

CALIFORNIA MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.0%

Next 12 Months National

California companies are more confident than their peers



GLOBAL ECONOMY

61%



NATIONAL ECONOMY

72%



LOCAL ECONOMY

84%

VS. NATIONAL MIDDLE MARKET

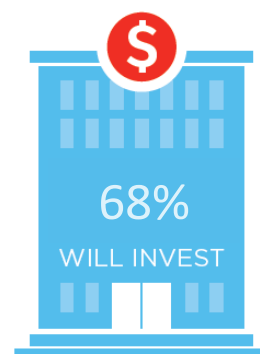
56%

71%

80%

Preparing for growth through capital investment

Middle market companies in California are poised to invest.



IN COLLABORATION WITH

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%



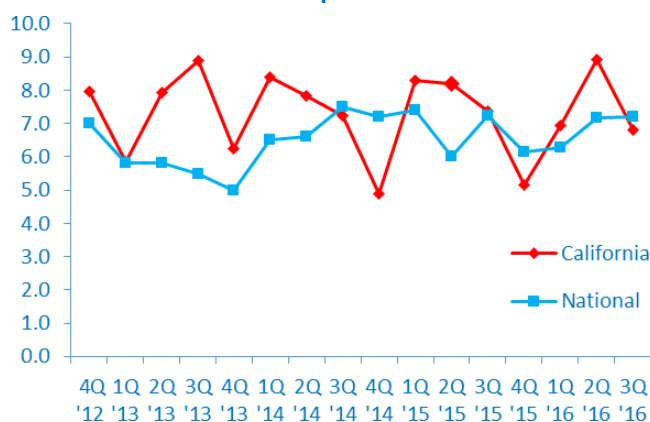
TRANSPORTATION &
WAREHOUSING

2.5%

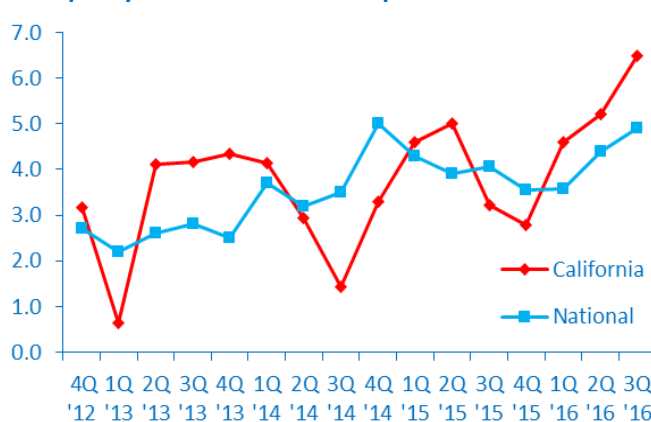
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CALIFORNIA GROWTH VS. NATIONAL

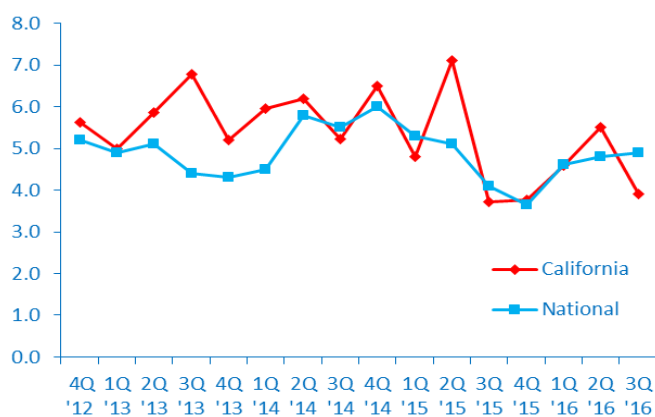
Revenue Growth past 12 months



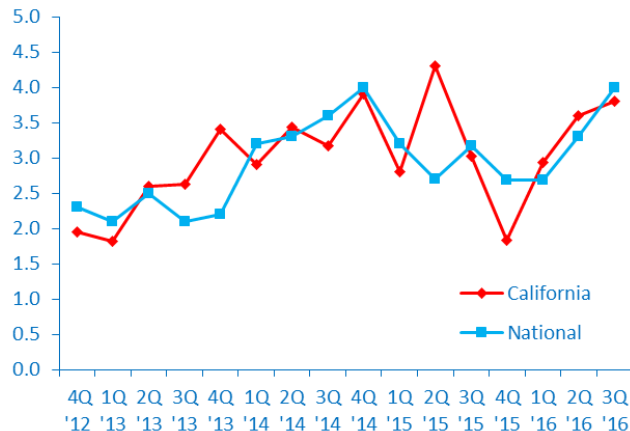
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth Next 12 months



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