

3Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

FINANCIAL SERVICES' GROWTH



Revenue Growth vs. National

8.2%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.3%

Past 12 Months National

5.1%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.9%

Next 12 Months National

Employment Growth

6.1%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.9%

Past 12 Months National

3.7%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.0%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

40%

Staff/Employees

20%

Business Growth

33%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

36%

Staff/Employees

14%

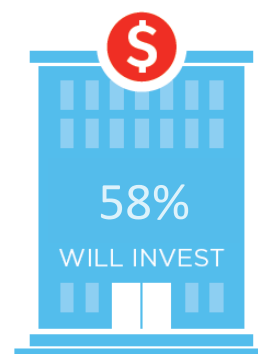
Finances

12%

Government

Preparing for growth through capital investment

Middle market companies in Financial Services are poised to invest.



IN COLLABORATION WITH

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

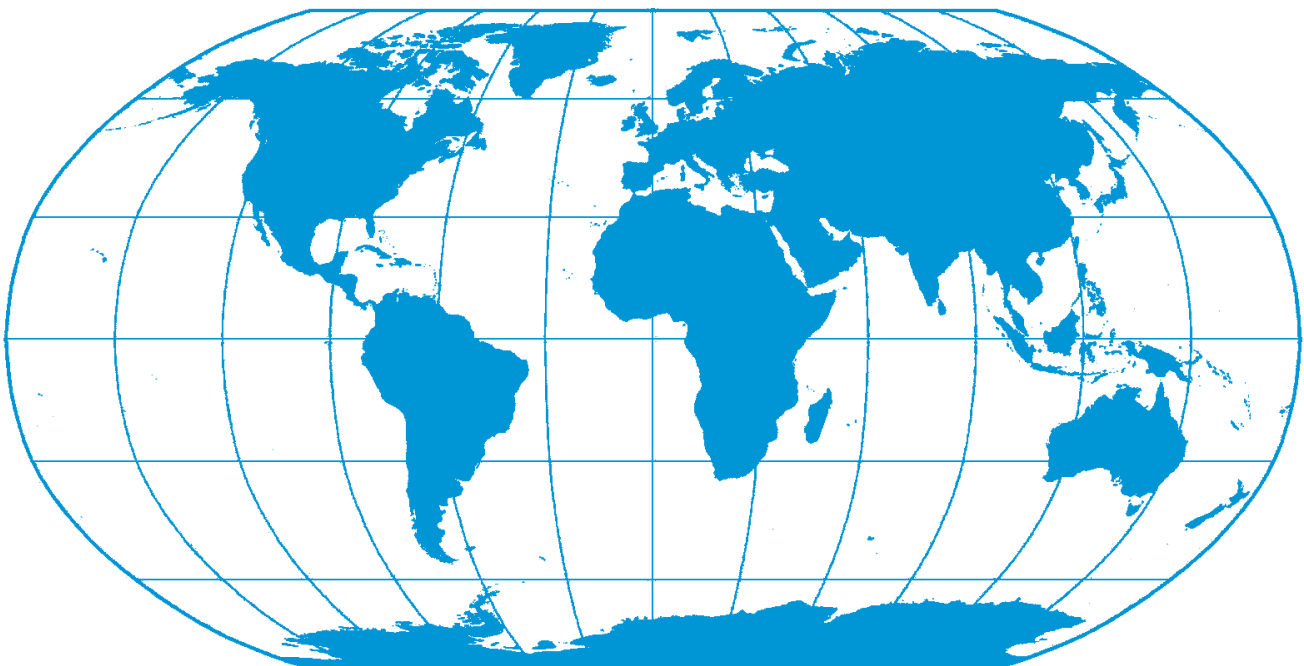
28.2%

OF THE FINANCIAL SERVICES
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



93.3% United States 1.5% Canada/Mexico 2.1% Europe 2.2% Asia
0.2% Latin America 0.7% Middle East 0.0% Africa 0.0% Other