

3Q 2016 | STATE MIDDLE MARKET INDICATOR

TEXAS GROWTH



Revenue Growth vs. National

8.4%

TEXAS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.3%

Past 12 Months National

8.6%

TEXAS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.9%

Next 12 Months National

Employment Growth

8.6%

TEXAS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.9%

Past 12 Months National

6.4%

TEXAS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.0%

Next 12 Months National

Texas companies less confident in the economy as their peers



GLOBAL ECONOMY

51%



NATIONAL ECONOMY

61%



LOCAL ECONOMY

78%

VS. NATIONAL MIDDLE MARKET

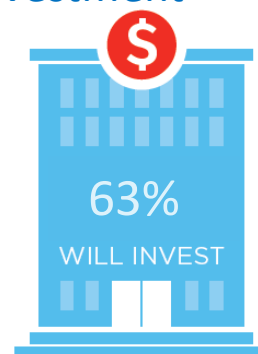
56%

71%

80%

Preparing for growth through capital investment

Middle market companies in Texas are poised to invest.



IN COLLABORATION WITH

MEET TEXAS' MIGHTY MIDDLE MARKET

Texas' Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



CONSISTING OF

10,000

BUSINESSES



MORE THAN

\$505B

IN ANNUAL REVENUE



REPRESENTS

0.7%

OF ALL TEXAS
COMPANIES



GENERATES

17%

OF ALL TEXAS
BUSINESS REVENUE



EMPLOYS

32%

OF THE TEXAS
WORKFORCE



Diverse



CONSTRUCTION

12.0%



RETAIL TRADE

9.1%



WHOLESALE TRADE

13.1%



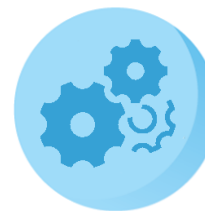
FINANCE & INSURANCE

6.0%



PROFESSIONAL
SERVICES

8.1%



MANUFACTURING

14.0%



MINING

4.1%



HEALTHCARE

6.8%



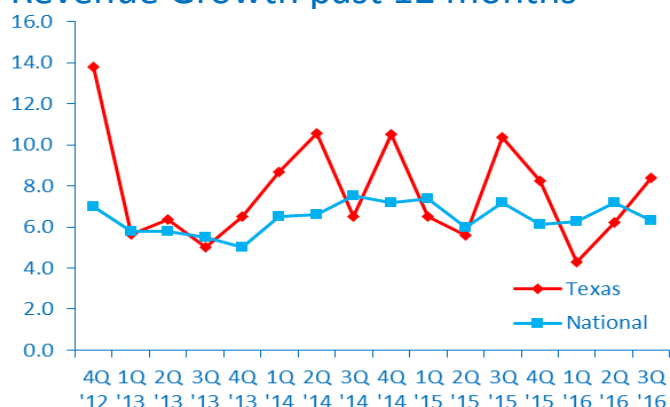
TRANSPORTATION &
WAREHOUSING

3.6%

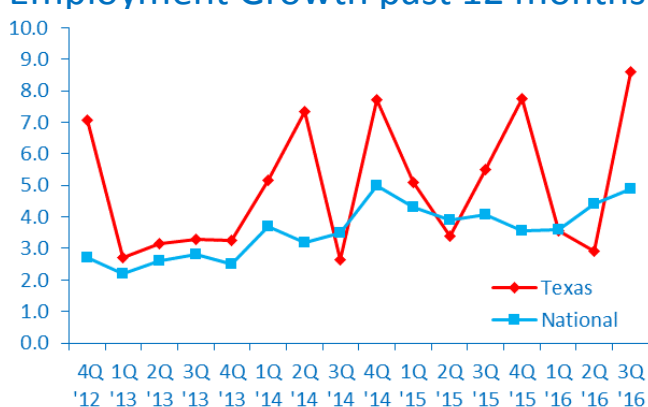
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TEXAS GROWTH VS. NATIONAL

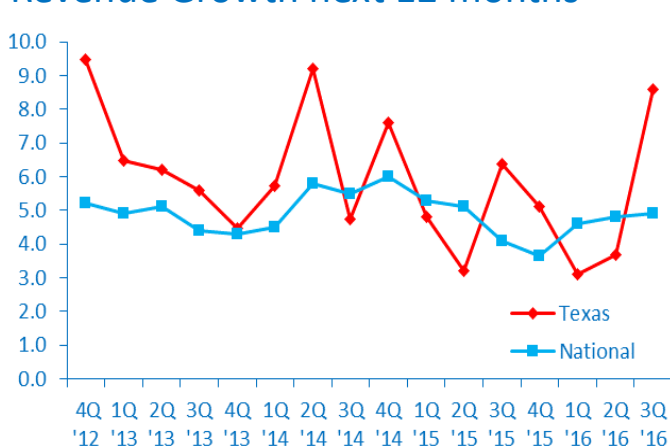
Revenue Growth past 12 months



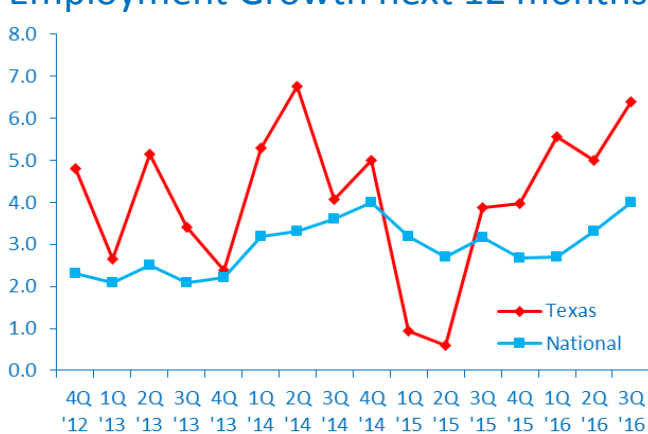
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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