

NATIONAL CENTER FOR THE MIDDLE MARKET

FINANCIAL SERVICES

MIDDLE MARKET INDICATOR

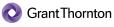
1Q 2018



THE OHIO STATE UNIVERSITY

IN COLLABORATION WITH

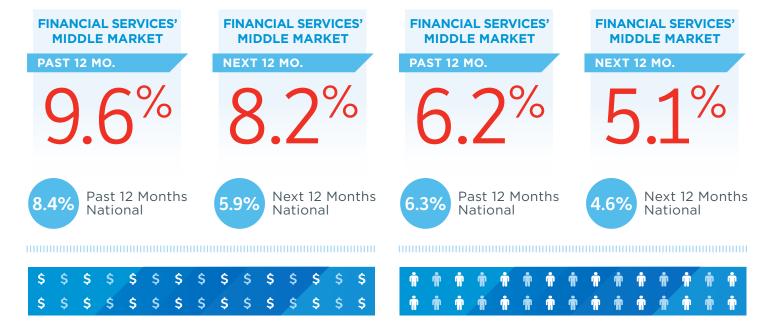






Financial Services' Revenue Growth vs. National

Financial Services' Employment Growth vs. National



14%

Financial Services' Top Internal Challenges Over The Next 3 Months

STAF

STA

48%

Preparing for Growth Through Capital Investment

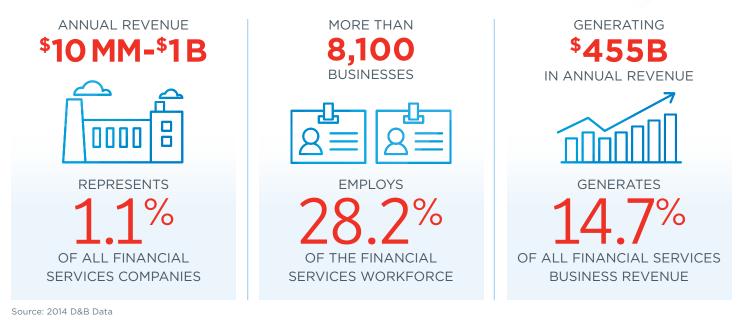
FF/EMPLOYEES	BUSINESS GROWTH 34 %	s FINANCIAL 34%
	VS. NEXT 12 MONTHS	
FF/EMPLOYEES	BUSINESS GROWTH	FINANCIAL

23%

MIDDLE MARKET COMPANIES IN FINANCIAL SERVICES ARE POISED TO INVEST.



Financial Services' Middle Market Defined



Financial Services' Percentage of Revenues Around the World



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