

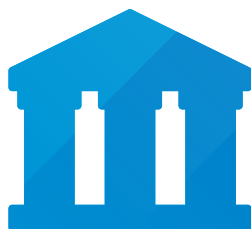


NATIONAL CENTER FOR
THE MIDDLE MARKET

FINANCIAL SERVICES

MIDDLE MARKET INDICATOR

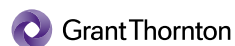
1Q | 2018



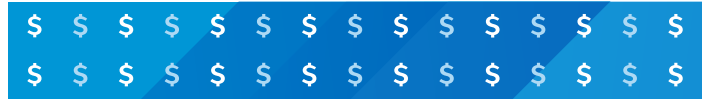
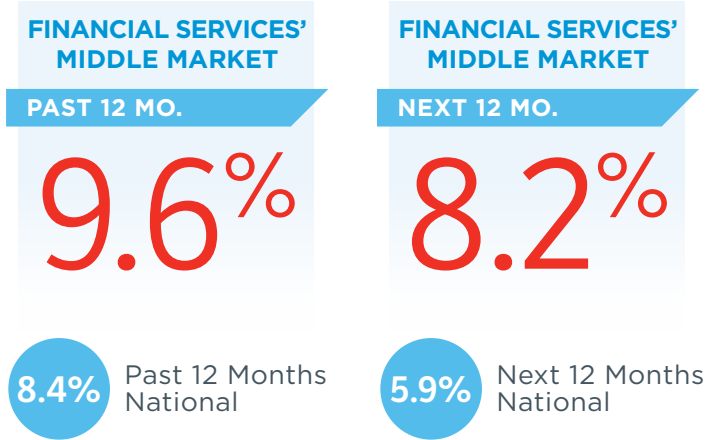
IN COLLABORATION WITH



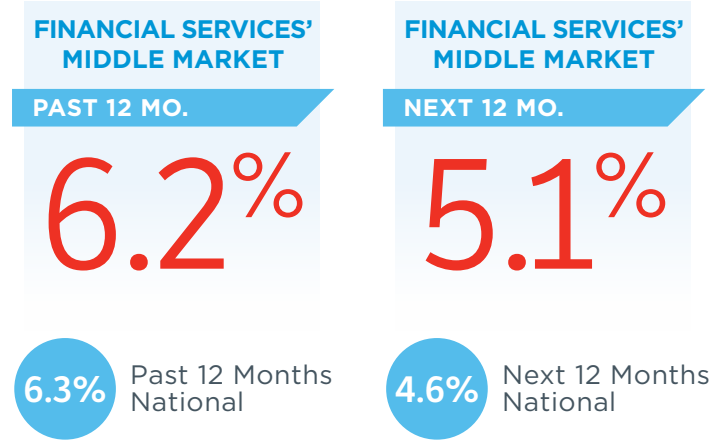
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



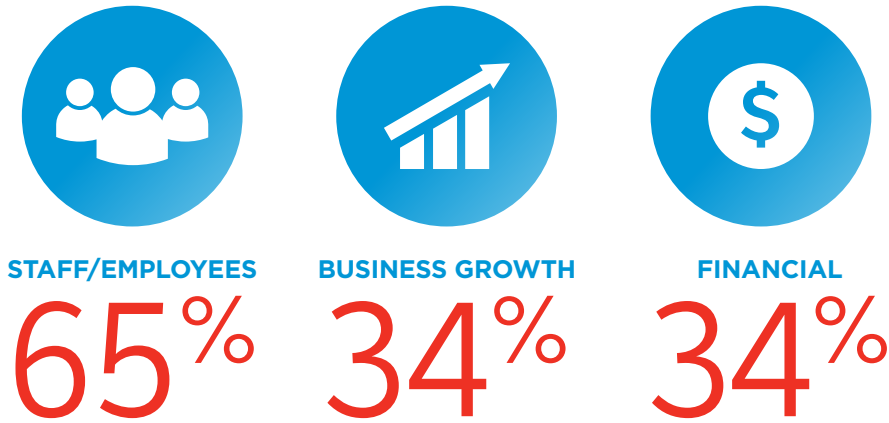
Financial Services' Revenue Growth vs. National



Financial Services' Employment Growth vs. National

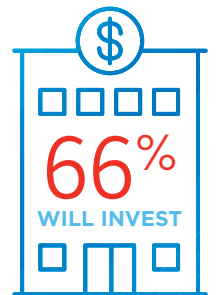


Financial Services' Top Internal Challenges Over The Next 3 Months



Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN FINANCIAL SERVICES ARE POISED TO INVEST.



VS. NEXT 12 MONTHS



Financial Services' Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1 B



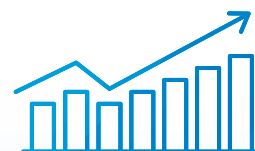
REPRESENTS
1.1%
OF ALL FINANCIAL
SERVICES COMPANIES

MORE THAN
8,100
BUSINESSES



EMPLOYS
28.2%
OF THE FINANCIAL
SERVICES WORKFORCE

GENERATING
\$455B
IN ANNUAL REVENUE



GENERATES
14.7%
OF ALL FINANCIAL SERVICES
BUSINESS REVENUE

Source: 2014 D&B Data

Financial Services' Percentage of Revenues Around the World

