

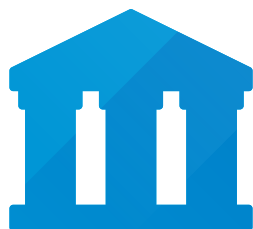


NATIONAL CENTER FOR
THE MIDDLE MARKET

FINANCIAL SERVICES

MIDDLE MARKET INDICATOR

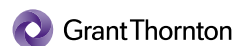
2Q | 2018



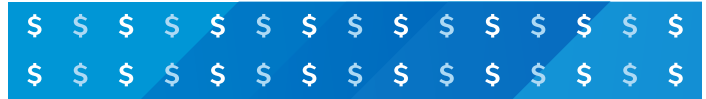
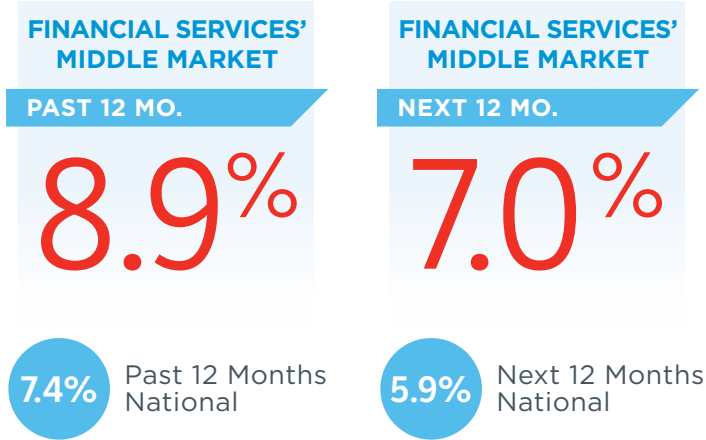
IN COLLABORATION WITH



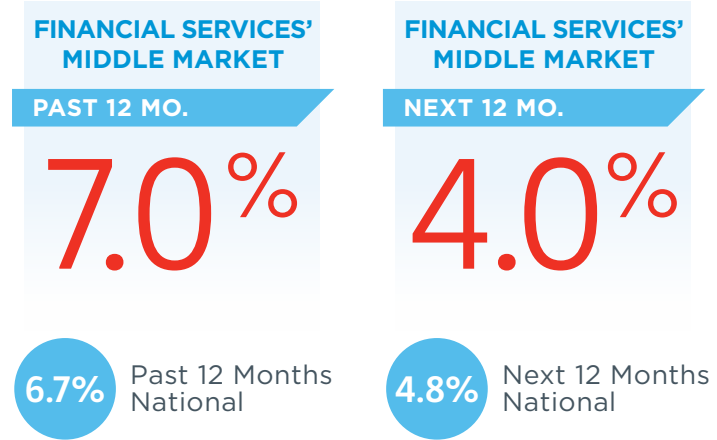
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



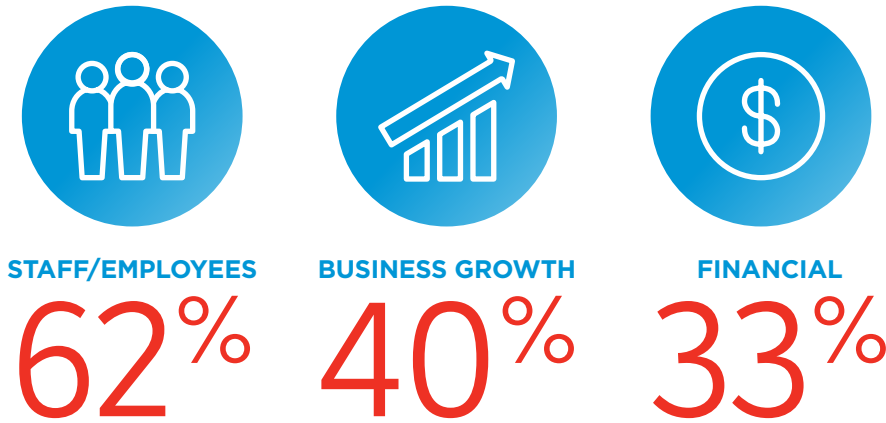
Financial Services' Revenue Growth vs. National



Financial Services' Employment Growth vs. National

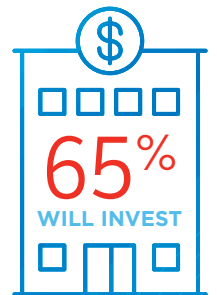


Financial Services' Top Internal Challenges Over The Next 3 Months



Preparing for Growth Through Capital Investment

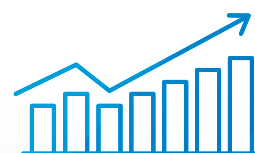
HEALTHY INVESTMENT APPETITES PERSIST IN FINANCIAL SERVICES.



VS. NEXT 12 MONTHS

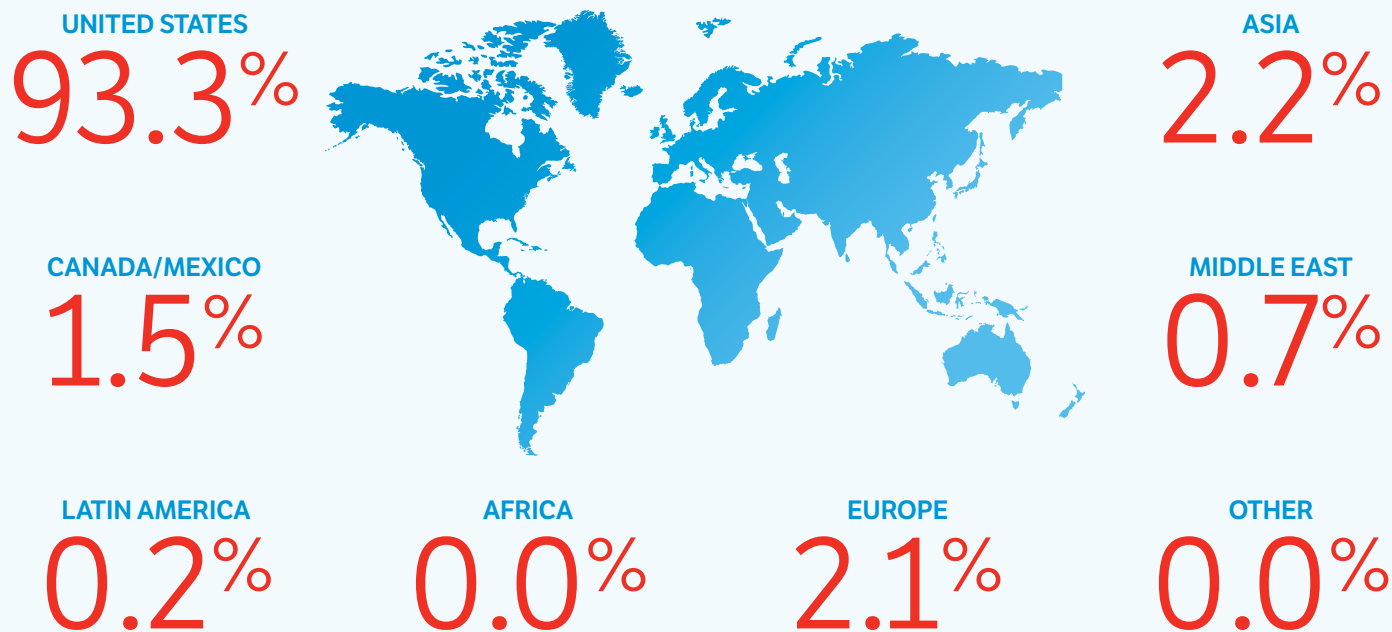


Financial Services' Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1 BREPRESENTS
1.1%
OF ALL FINANCIAL
SERVICES COMPANIESMORE THAN
8,100
BUSINESSESEMPLOYS
28.2%
OF THE FINANCIAL
SERVICES WORKFORCEGENERATING
\$455B
IN ANNUAL REVENUEGENERATES
14.7%
OF ALL FINANCIAL SERVICES
BUSINESS REVENUE

Source: 2014 D&B Data

Financial Services' Percentage of Revenues Around the World



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