

FINANCIAL SERVICES' GROWTH



Revenue Growth vs. National

7.3%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.5%

Past 12 Months National

4.5%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.5%

Next 12 Months National

Employment Growth

2.2%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.5%

Past 12 Months National

2.6%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.6%

Next 12 Months National

Top 3 Challenges:

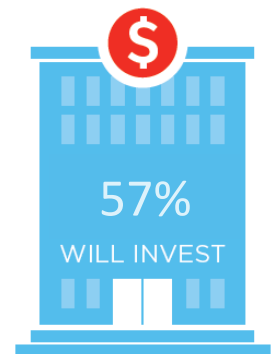
77% Ability to grow revenue

75% Cost of doing business

70% Cost of healthcare

Preparing for growth through capital investment

Middle market companies in Financial Services are sending a strong message that they are poised to invest.



FOR MORE INFORMATION VISIT
MIDDLEMARKETCENTER.ORG

MEET FINANCIAL SERVICES' MIGHTY MIDDLE MARKET

Financial Services' Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$725B

IN ANNUAL REVENUE



MORE THAN

16,500

BUSINESSES



REPRESENTS

0.7%

OF ALL NATIONAL
COMPANIES



GENERATES

22%

OF ALL NATIONAL
BUSINESS REVENUE



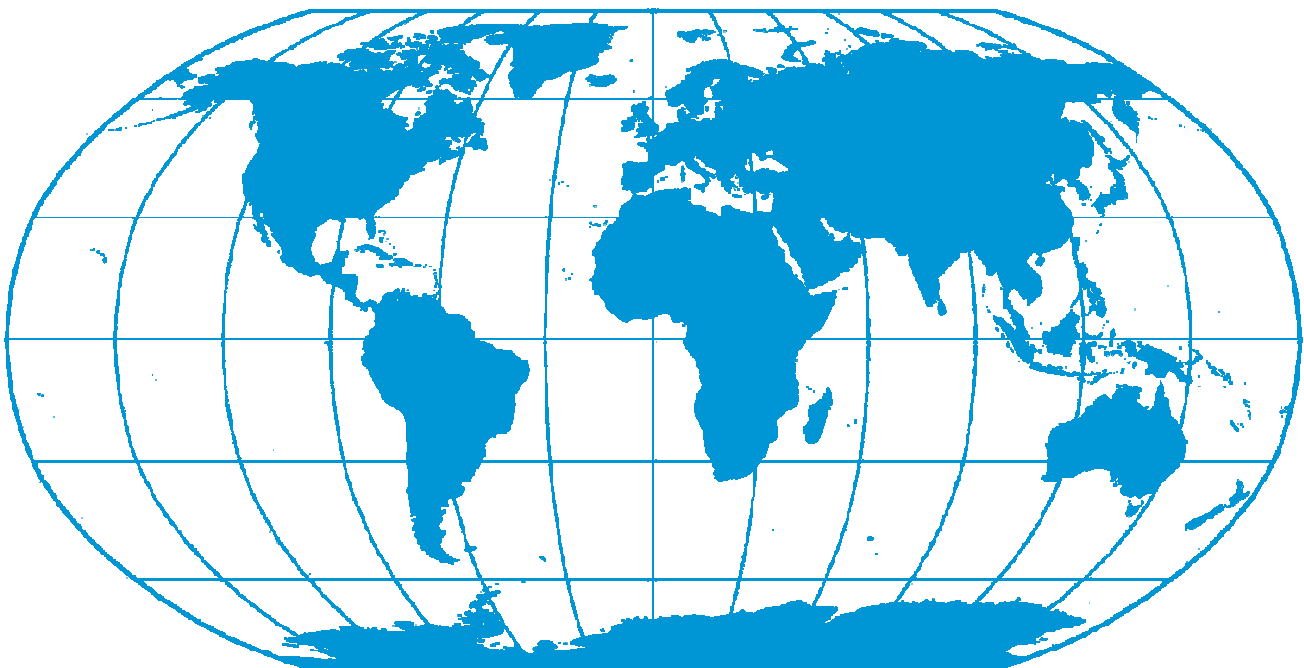
EMPLOYS

29%

OF THE NATIONAL
WORKFORCE



Percentage of Revenues around the World



89.9% United States 3.2% Canada/ Mexico 3.6% Europe 2.9% Asia 0.4% Other