TEXAS MIDDLE MARKET INDICATOR

3Q 2015

TEXAS GROWTH

Revenue Growth vs. National

10.4%

TEXAS MIDDLE MARKET GROWTH

7.2%

Past 12 Months **National**

TEXAS MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.1%

Next 12 Months National

Employment Growth

TEXAS MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.1%

Past 12 Months National

TEXAS MID-DLE MAR-

3.2%

Next 12 Months **National**

Texas companies confident in local economy



GLOBAL ECONOMY

43%

NATIONAL ECONOMY



LOCAL ECONOMY

Preparing for growth through capital investment

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



| | | | | | | | | VS. NATIONAL MIDDLE MARKET | | | | | | | | |

49%

72%

81%

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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%



PROFSSIONAL SERVICES

8.1%



MANUFACTURING

14.0%



MINING **4.1%**



HEALTHCARE

6.8%



TRANSPORTATION & WAREHOUSING

3.6%

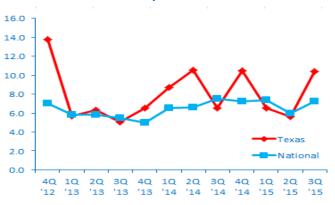
SOURCE: 2014 D&B DATA

TEXAS MIDDLE MARKET INDICATOR

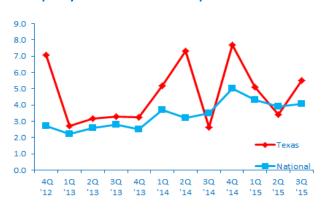
3Q 2015

TEXAS GROWTH VS. NATIONAL

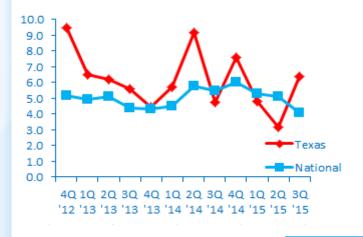
Revenue Growth past 12 months



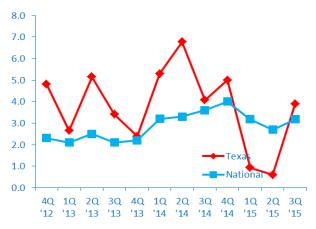
Employment Growth past 12 months



Revenue Growth next 12 months



Employment Growth next 12 months



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