

3Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

CONSTRUCTION'S GROWTH



Revenue Growth vs. National

10.5%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.3%

Past 12 Months National

4.8%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.9%

Next 12 Months National

Employment Growth

8.5%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.9%

Past 12 Months National

5.3%

CONSTRUCTION'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.0%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

44%

Staff/Employees

25%

Costs

21%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

39%

Staff/Employees

19%

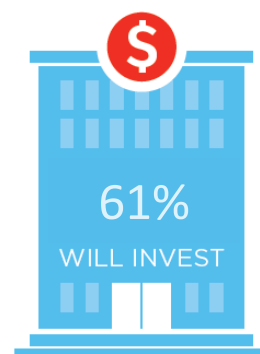
Costs

14%

Business

Preparing for growth through capital investment

Middle market companies in Construction are poised to invest.



IN COLLABORATION WITH

MEET CONSTRUCTION'S MIGHTY MIDDLE MARKET

Construction's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$360B

IN ANNUAL REVENUE



MORE THAN

12,000

BUSINESSES



REPRESENTS

0.7%

OF ALL CONSTRUCTION
COMPANIES



GENERATES

32.1%

OF ALL CONSTRUCTION
BUSINESS REVENUE



EMPLOYS

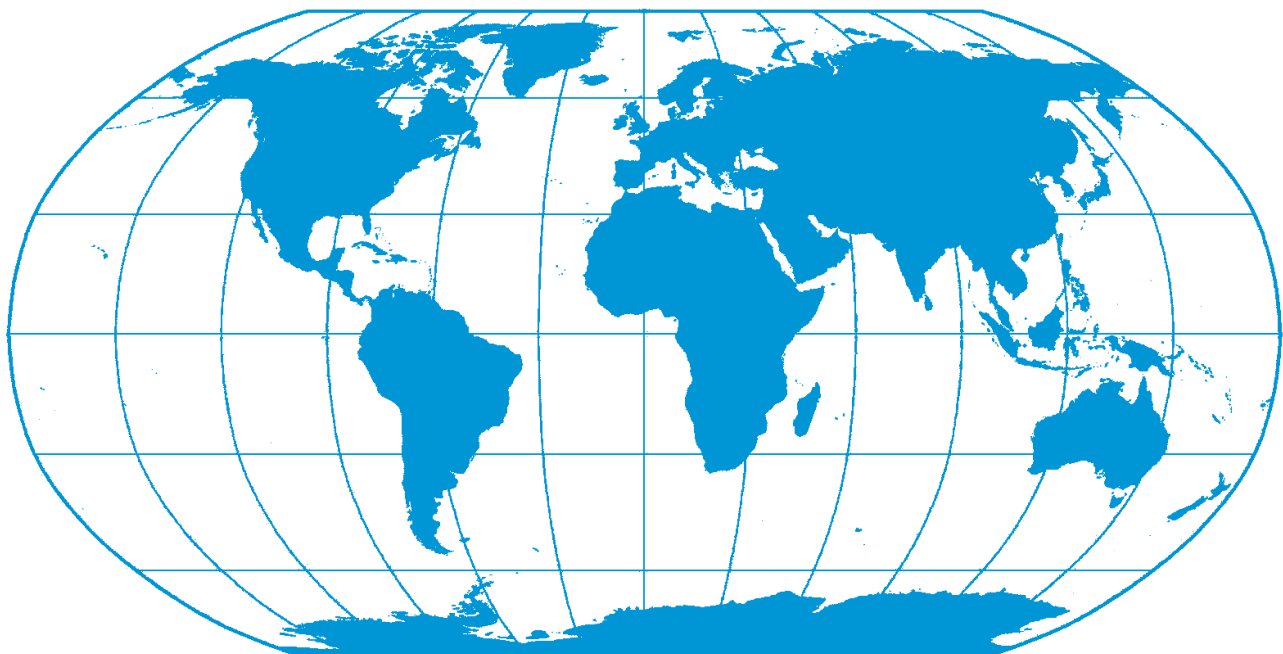
23.5%

OF THE CONSTRUCTION
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



94.0% United States 2.8% Canada/Mexico 0.7% Europe 1.0% Asia
0.1% Latin America 0.9% Middle East 0.5% Other