

3Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

MANUFACTURING GROWTH



Revenue Growth vs. National

4.6%

MANUFACTURING-
MIDDLE MARKET
GROWTH OVER THE
PAST 12 MONTHS

6.3%

Past 12 Months
National

6.6%

MANUFACTURING
MIDDLE MARKET
GROWTH OVER THE
NEXT 12 MONTHS

4.9%

Next 12 Months
National

Employment Growth

3.8%

MANUFACTURING
MIDDLE MARKET
GROWTH OVER THE
PAST 12 MONTHS

4.9%

Past 12 Months
National

3.0%

MANUFACTURING-
MIDDLE MARKET
GROWTH OVER THE
NEXT 12 MONTHS

4.0%

Next 12 Months
National

Top 3 Internal Challenges (Next 3 Mo.):

45%

Staff/ Employees

24%

Costs

21%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

35%

Staff/Employees

21%

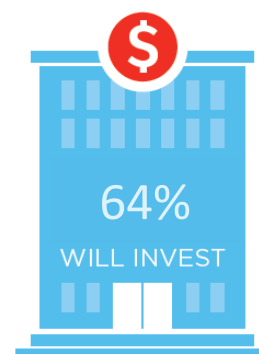
Business Growth

12%

Finances

Preparing for growth through capital investment

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



IN COLLABORATION WITH

MEET MANUFACTURING'S MIGHTY MIDDLE MARKET

Manufacturing's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$1.1T

IN ANNUAL REVENUE



MORE THAN

22,200

BUSINESSES



REPRESENTS

3.6%

OF ALL MANUFACTURING
COMPANIES



GENERATES

15.2%

OF ALL MANUFACTURING
BUSINESS REVENUE



EMPLOYS

29.9%

OF THE MANUFACTURING
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



75.5% United States 8.3% Canada/Mexico 6.3% Europe 2.8% Latin America
5.5% Asia 0.3% Africa 0.1% Other 1.2% Middle East