

3Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

PROFESSIONAL SERVICES' GROWTH



Revenue Growth vs. National

9.0%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.3%

Past 12 Months National

6.6%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.9%

Next 12 Months National

Employment Growth

6.5%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

4.9%

Past 12 Months National

4.2%

PROFESSIONAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.0%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

65%

Business Growth

57%

Staff / Employees

30%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

44%

Business Growth

43%

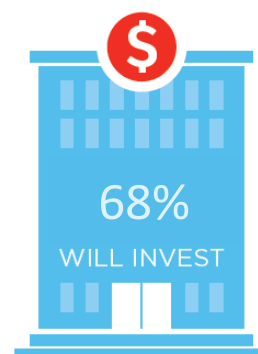
Staff / Employees

14%

Costs

Preparing for growth through capital investment

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



IN COLLABORATION WITH

MEET PROFESSIONAL SERVICES' MIGHTY MIDDLE MARKET

Professional Services' Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$414B

IN ANNUAL REVENUE



MORE THAN

10,600

BUSINESSES



REPRESENTS

0.4%

OF ALL PROF SVCS
COMPANIES



GENERATES

27.1%

OF ALL PROF SVCS
BUSINESS REVENUE



EMPLOYS

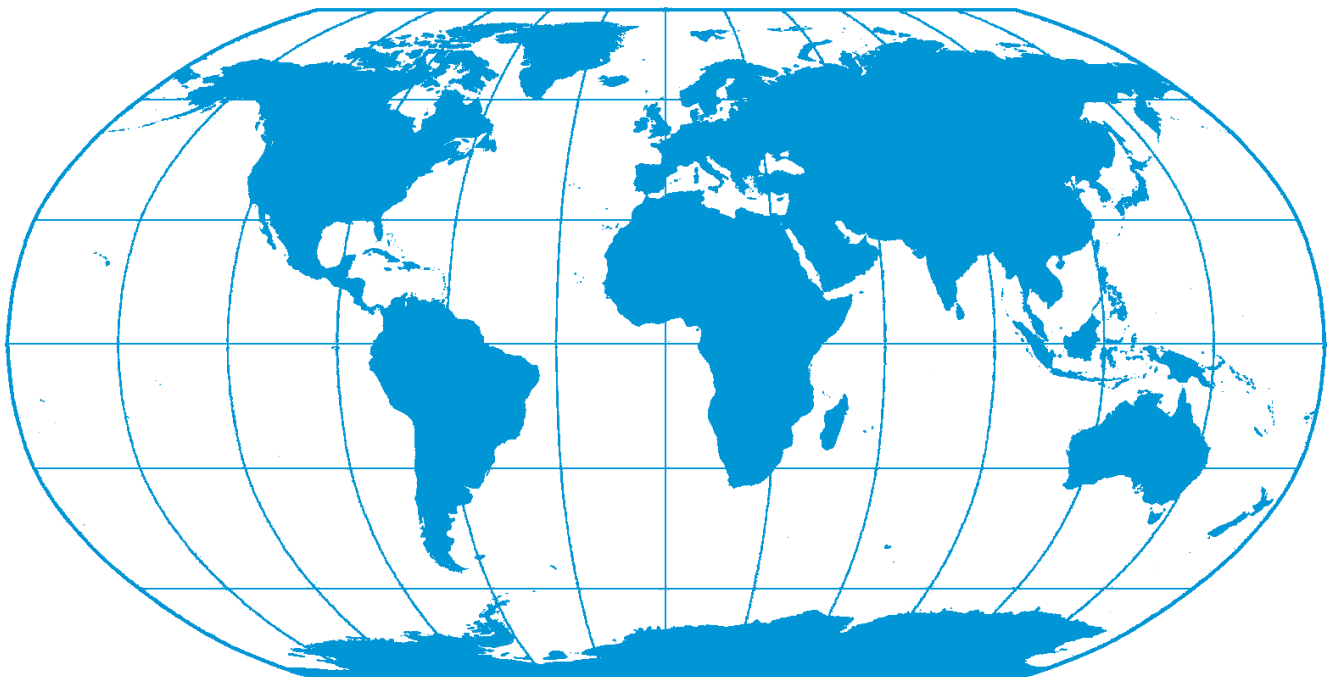
22.6%

OF THE PROF SVCS
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



83.3% United States 9.9% Canada/Mexico 4.9% Europe 4.7% Asia
1.4% Latin America 1.0% Middle East 0.3% Africa 0.0% Other