

FINANCIAL SERVICES

MIDDLE MARKET INDICATOR

4Q 2018



IN COLLABORATION WITH









Financial Services' Revenue Growth vs. National

FINANCIAL SERVICES' MIDDLE MARKET

PAST 12 MO.

Past 12 Months 7.9% National

FINANCIAL SERVICES' MIDDLE MARKET

NEXT 12 MO.

National

Next 12 Months

Financial Services' Employment Growth vs. National

FINANCIAL SERVICES' MIDDLE MARKET

PAST 12 MO.

Past 12 Months National

FINANCIAL SERVICES' MIDDLE MARKET

NEXT 12 MO.

Next 12 Months National

\$ \$ \$ \$ \$



Financial Services' Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES



BUSINESS GROWTH



Preparing for Growth Through Capital Investment

FINANCIAL SERVICES' APPETITE TO INVEST **INCREASES FROM** LAST QUARTER'S REPORTED 64%.

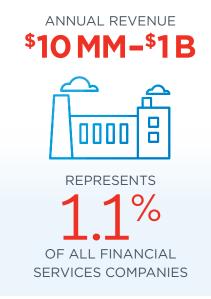


VS. NEXT 12 MONTHS

STAFF/EMPLOYEES 50%

COSTS 23% **BUSINESS GROWTH** 16%

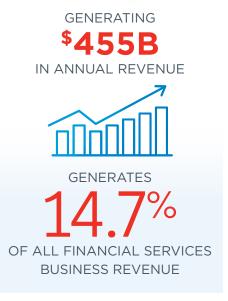
Financial Services' Middle Market Defined



MORE THAN
8,100
BUSINESSES

EMPLOYS
28.2%
OF THE FINANCIAL

SERVICES WORKFORCE



Source: 2014 D&B Data

Financial Services' Percentage of Revenues Around the World



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