

# FINANCIAL SERVICES

## MIDDLE MARKET INDICATOR

1Q 2019



IN COLLABORATION WITH









#### Financial Services' Revenue Growth vs. National

**FINANCIAL SERVICES' MIDDLE MARKET** 

PAST 12 MO.

Past 12 Months 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



**TALENT MANAGEMENT** 



**BUSINESS GROWTH** 



**FINANCIAL** 

## **Preparing for Growth Through Capital Investment**

FINANCIAL SERVICES' APPETITE TO **INVEST HOLDS** STEADY AT 67%.



#### **VS. NEXT 12 MONTHS**

**TALENT MANAGEMENT** 

45%

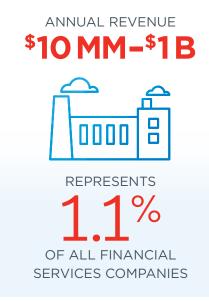
**BUSINESS GROWTH** 

21%

**FINANCIAL** 

16%

#### Financial Services' Middle Market Defined



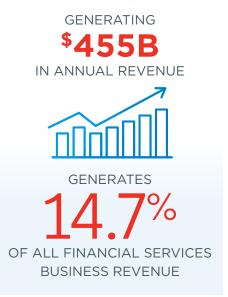
MORE THAN
8,100
BUSINESSES

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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