

## FINANCIAL SERVICES' GROWTH



### Revenue Growth vs. National

**6.6%**

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**6.1%**

Past 12 Months National

**3.9%**

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**3.7%**

Next 12 Months National

### Employment Growth

**4.7%**

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

**3.6%**

Past 12 Months National

**2.2%**

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

**2.7%**

Next 12 Months National

### Top 3 Internal Challenges (Next 3 Mo.):

57%

Business Growth

40%

Staff/ Employees

19%

Finances

### Top 3 Internal Challenges (Next 12 Mo.):

35%

Business Growth

35%

Staff/Employees

14%

Finances

### Preparing for growth through capital investment

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



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# MEET FINANCIAL SERVICES' MIGHTY MIDDLE MARKET

## Financial Services' Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



GENERATING

**\$455B**

IN ANNUAL REVENUE



MORE THAN

**8,100**

BUSINESSES



REPRESENTS

**1.1%**

OF ALL FINANCIAL SERVICES  
COMPANIES



GENERATES

**14.7%**

OF ALL FINANCIAL SERVICES  
BUSINESS REVENUE



EMPLOYS

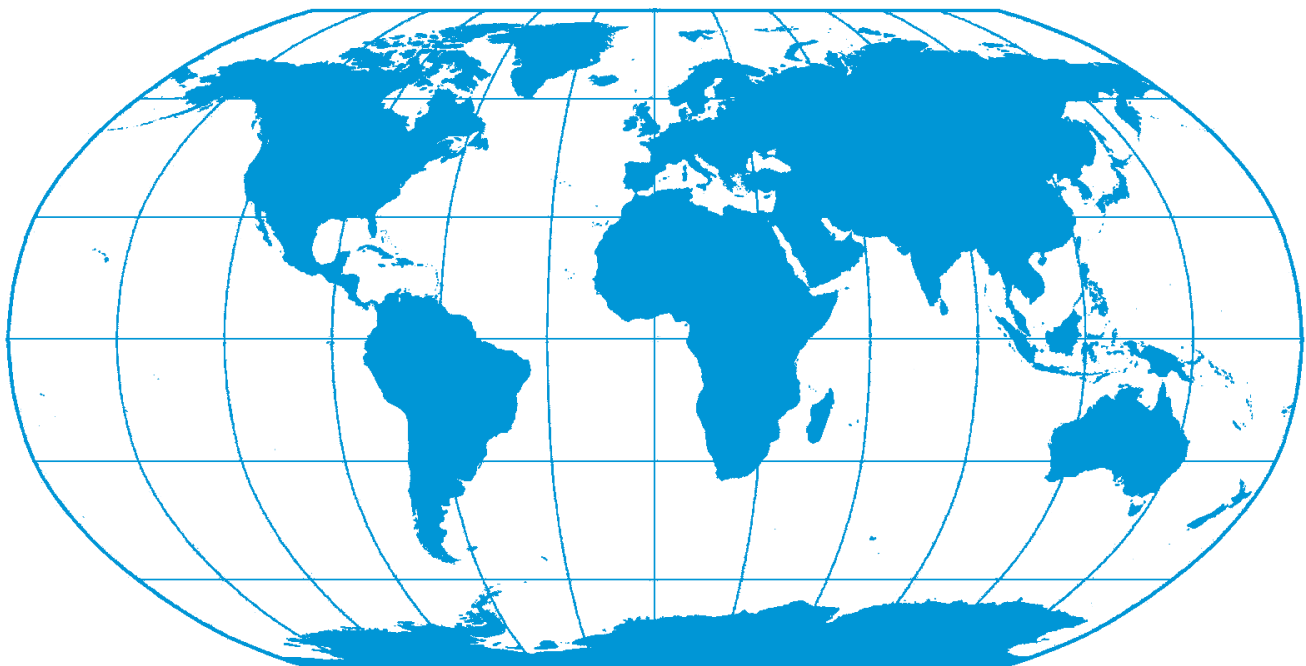
**28.2%**

OF THE FINANCIAL SERVICES  
WORKFORCE



Source: D&B 2014 Data

## Percentage of Revenues around the World



93.3% United States 1.5% Canada/Mexico 2.1% Europe 2.2% Asia  
0.2% Latin America 0.7% Middle East 0.0% Africa 0.0% Other