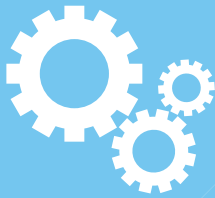




NATIONAL CENTER FOR
THE MIDDLE MARKET

MANUFACTURING MIDDLE MARKET INDICATOR

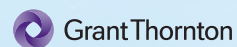


2Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Manufacturing's Revenue Growth vs. National

7.1%

MANUFACTURING MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.7%

Past 12 Months National

6.4%

MANUFACTURING MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3%

Next 12 Months National

Manufacturing's Employment Growth vs. National

4.5%

MANUFACTURING MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.7%

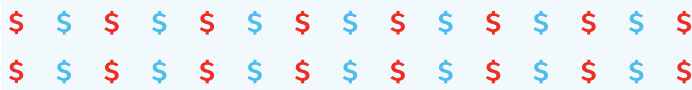
Past 12 Months National

3.4%

MANUFACTURING MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.7%

Next 12 Months National



Manufacturing's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

64%



BUSINESS GROWTH

40%



COSTS

36%

VS. NEXT 12 MONTHS

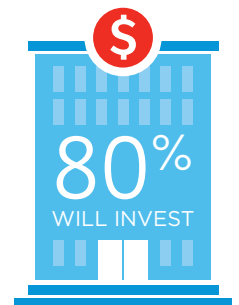
STAFF/EMPLOYEES
54%

COSTS
24%

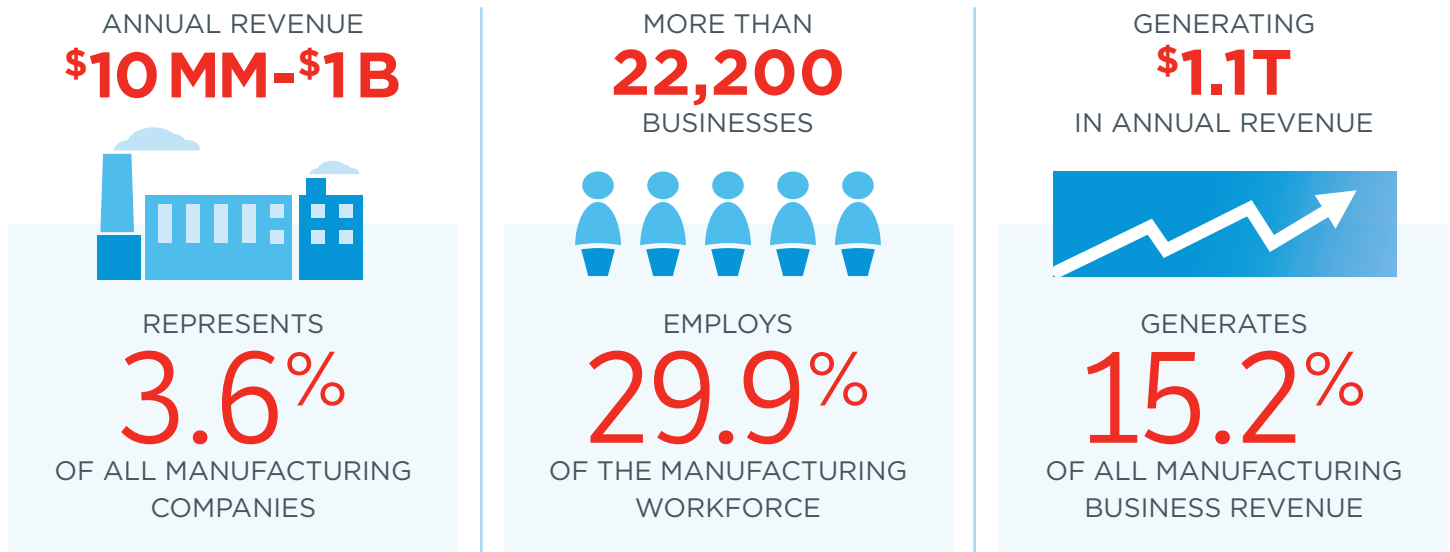
BUSINESS GROWTH
23%

Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN MANUFACTURING ARE POISED TO INVEST.



Manufacturing's Middle Market Defined



Manufacturing's Percentage of Revenues Around the World

