

FINANCIAL SERVICES

MIDDLE MARKET INDICATOR

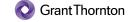
3Q 2018



IN COLLABORATION WITH









Financial Services' Revenue Growth vs. National

FINANCIAL SERVICES' MIDDLE MARKET

PAST 12 MO.

Past 12 Months 8.6% National

FINANCIAL SERVICES' MIDDLE MARKET

NEXT 12 MO.

Next 12 Months National

Financial Services' Employment Growth vs. National

FINANCIAL SERVICES' MIDDLE MARKET

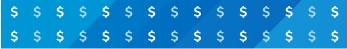
PAST 12 MO.

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



FINANCIAL

Preparing for Growth Through Capital Investment

INVESTMENT APPETITES REMAIN STRONG IN FINANCIAL SERVICES, BUT HAVE DIPPED SINCE LAST QUARTER'S REPORTED 65%.



VS. NEXT 12 MONTHS

STAFF/EMPLOYEES

48%

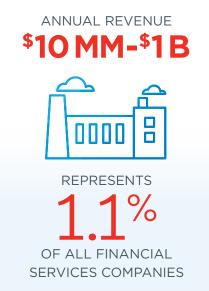
COSTS

21%

FINANCIAL

21%

Financial Services' Middle Market Defined



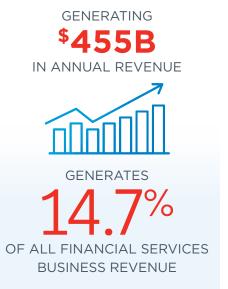
8,100 BUSINESSES



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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