



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# FINANCIAL SERVICES

MIDDLE MARKET INDICATOR

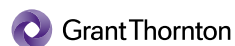
## 3Q | 2018



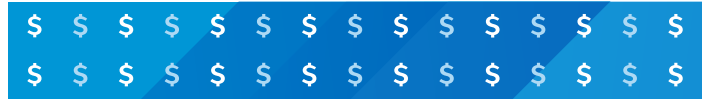
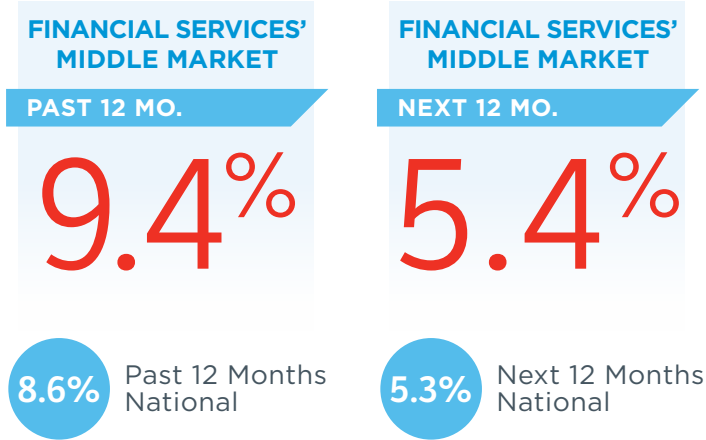
IN COLLABORATION WITH



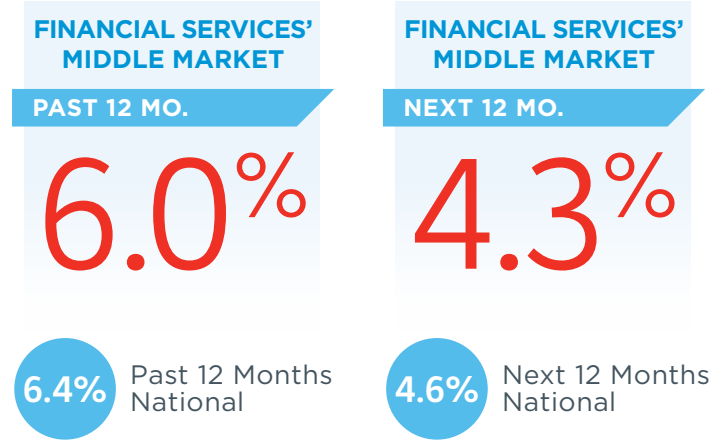
THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



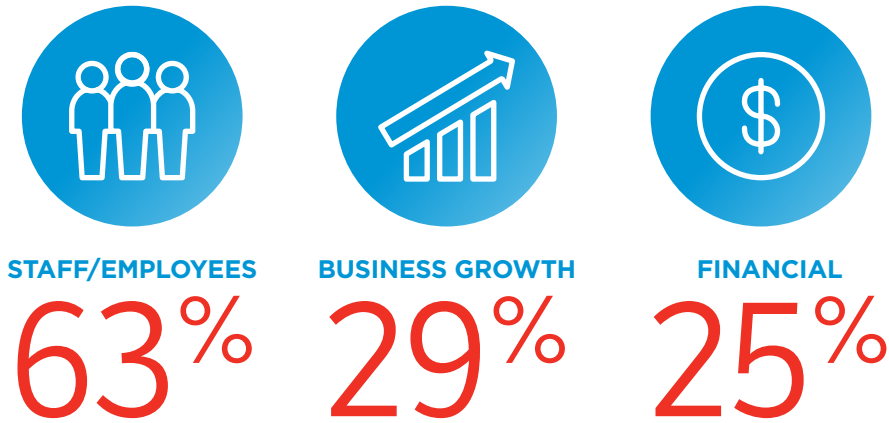
### Financial Services' Revenue Growth vs. National



### Financial Services' Employment Growth vs. National



### Financial Services' Top Internal Challenges Over The Next 3 Months

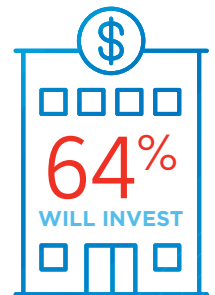


VS. NEXT 12 MONTHS



### Preparing for Growth Through Capital Investment

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



## Financial Services' Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1 B**



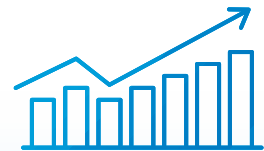
REPRESENTS  
**1.1%**  
OF ALL FINANCIAL  
SERVICES COMPANIES

MORE THAN  
**8,100**  
BUSINESSES



EMPLOYS  
**28.2%**  
OF THE FINANCIAL  
SERVICES WORKFORCE

GENERATING  
**\$455B**  
IN ANNUAL REVENUE



GENERATES  
**14.7%**  
OF ALL FINANCIAL SERVICES  
BUSINESS REVENUE

Source: 2014 D&B Data

## Financial Services' Percentage of Revenues Around the World

