

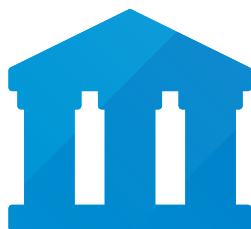


NATIONAL CENTER FOR
THE MIDDLE MARKET

FINANCIAL SERVICES

MIDDLE MARKET INDICATOR

3Q | 2019



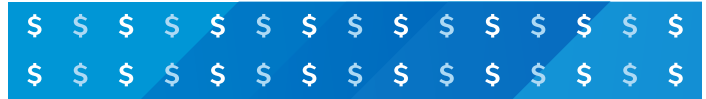
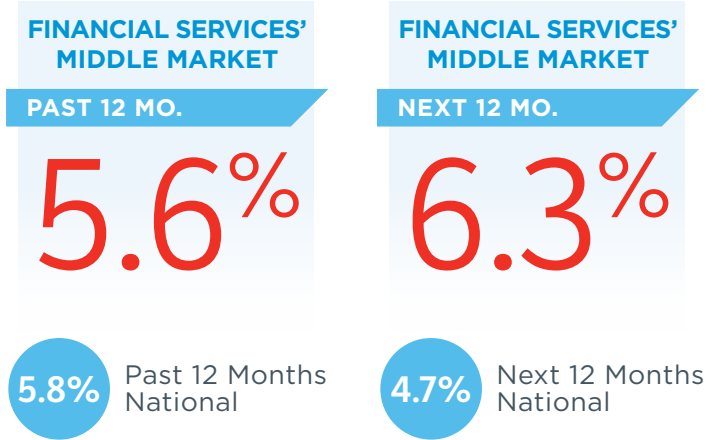
IN COLLABORATION WITH



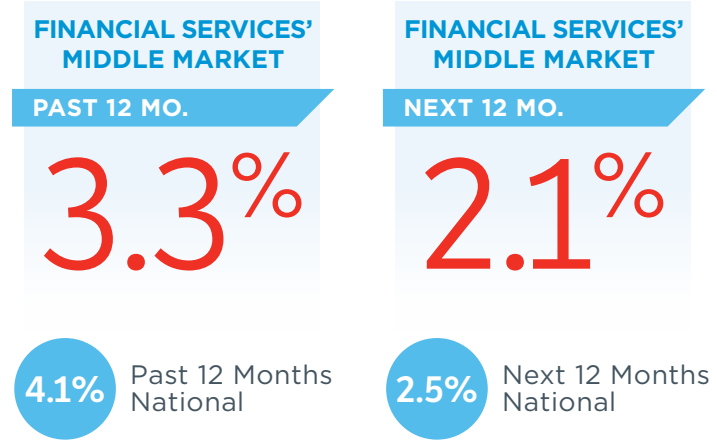
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS

CHUBB®

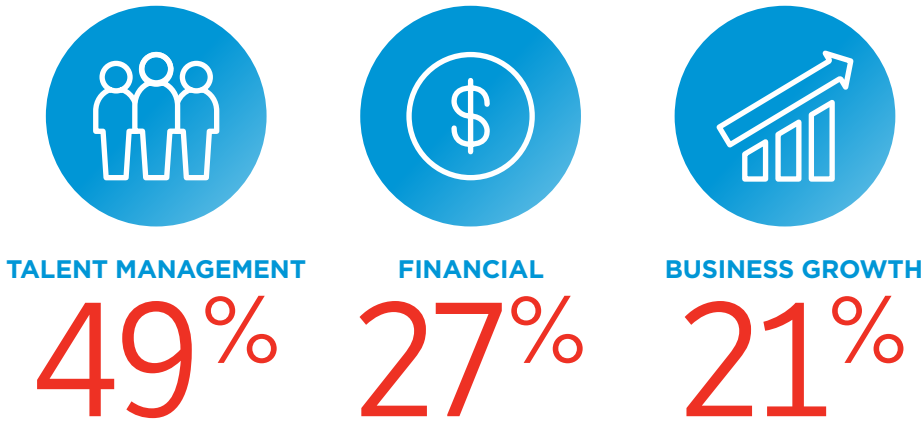
Financial Services' Revenue Growth vs. National



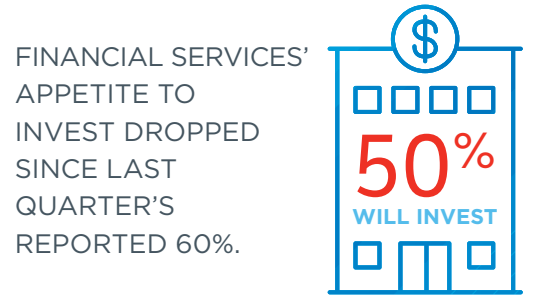
Financial Services' Employment Growth vs. National



Financial Services' Top Internal Challenges Over The Next 3 Months



Preparing for Growth Through Capital Investment



VS. NEXT 12 MONTHS



Financial Services' Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



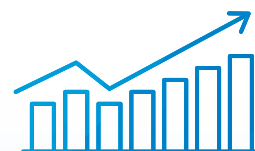
REPRESENTS
1.1%
OF ALL FINANCIAL
SERVICES COMPANIES

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

