

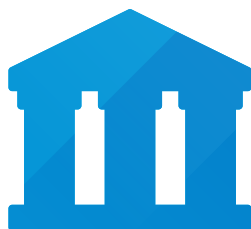


NATIONAL CENTER FOR
THE MIDDLE MARKET

FINANCIAL SERVICES

MIDDLE MARKET INDICATOR

4Q | 2019



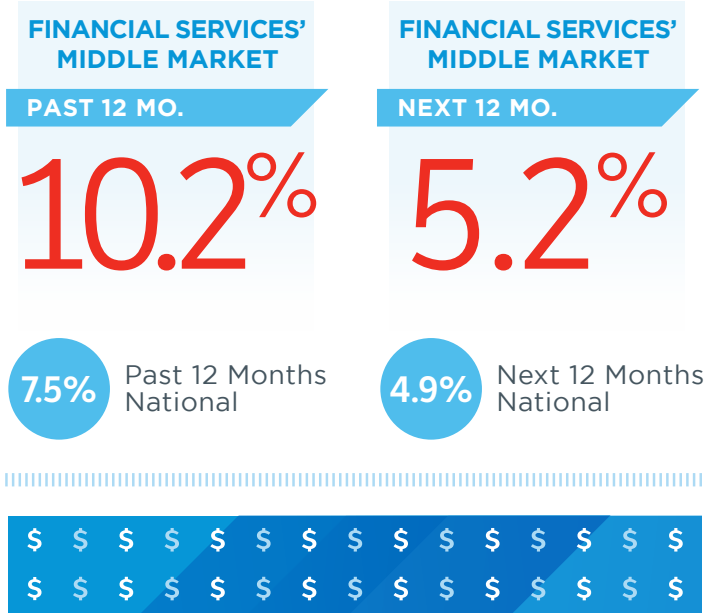
IN COLLABORATION WITH



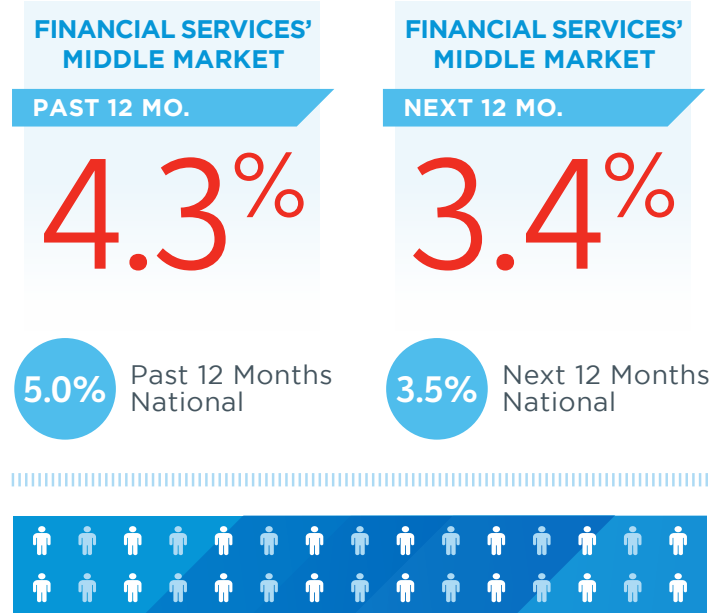
THE OHIO STATE UNIVERSITY
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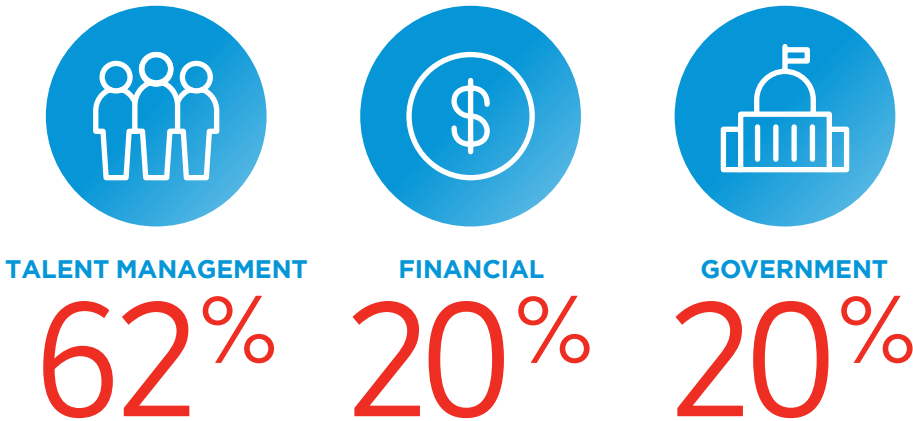
Financial Services' Revenue Growth vs. National



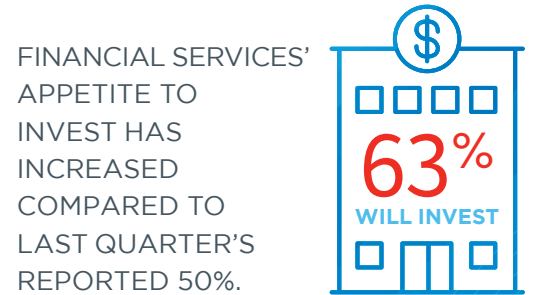
Financial Services' Employment Growth vs. National



Financial Services' Top Internal Challenges Over The Next 3 Months



Preparing for Growth Through Capital Investment



VS. NEXT 12 MONTHS

Talent Management	Costs	Financial
45%	14%	9%

Financial Services' Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



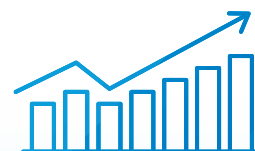
REPRESENTS
1.1%
OF ALL FINANCIAL
SERVICES COMPANIES

MORE THAN
8,100
BUSINESSES



EMPLOYS
28.2%
OF THE FINANCIAL
SERVICES WORKFORCE

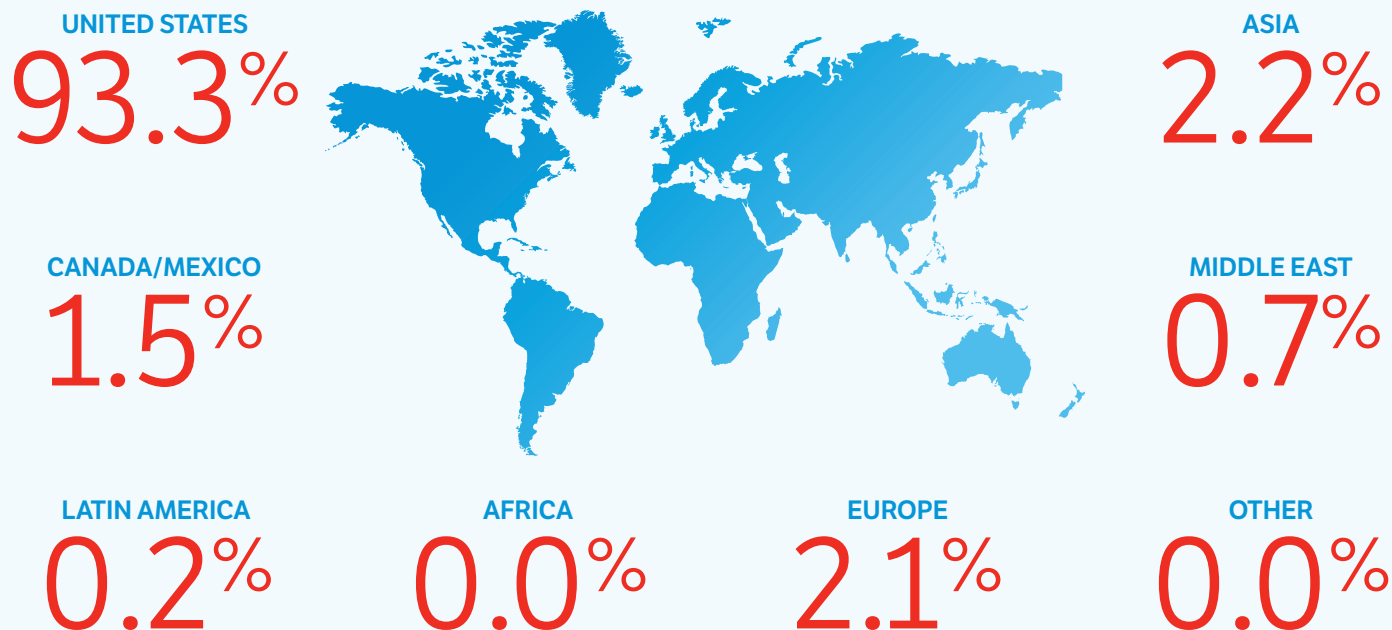
GENERATING
\$455B
IN ANNUAL REVENUE



GENERATES
14.7%
OF ALL FINANCIAL SERVICES
BUSINESS REVENUE

Source: 2014 D&B Data

Financial Services' Percentage of Revenues Around the World



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