

2Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

HEALTHCARE'S GROWTH



Revenue Growth vs. National

6.5%

HEALTHCARE'S
MIDDLE MARKET
GROWTH OVER THE

4.7%

HEALTHCARE'S
MIDDLE MARKET
GROWTH OVER THE
NEXT 12 MONTHS

7.2%

Past 12 Months
National

4.8%

Next 12 Months
National

Employment Growth

5.5%

HEALTHCARE'S
MIDDLE MARKET
GROWTH OVER THE
PAST 12 MONTHS

2.7%

HEALTHCARE'S
MIDDLE MARKET
GROWTH OVER THE
NEXT 12 MONTHS

4.4%

Past 12 Months
National

3.3%

Next 12 Months
National

Top 3 Internal Challenges (Next 3 Mo.):

64%

Business Growth

48%

Staff/ Employees

24%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

54%

Staff/ Employees

40%

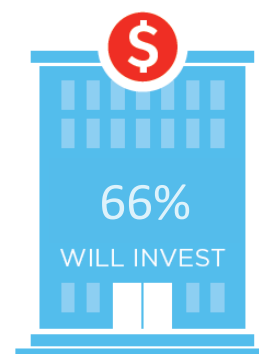
Business Growth

23%

Costs

Preparing for growth through capital investment

Middle market
companies in
Healthcare are
sending a strong
message that they
are poised to
invest.



IN COLLABORATION WITH

MEET HEALTHCARE'S MIGHTY MIDDLE MARKET

Healthcare's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$765B

IN ANNUAL REVENUE



MORE THAN

12,700

BUSINESSES



REPRESENTS

0.9%

OF ALL HEALTHCARE
COMPANIES



GENERATES

44.1%

OF ALL HEALTHCARE
BUSINESS REVENUE



EMPLOYS

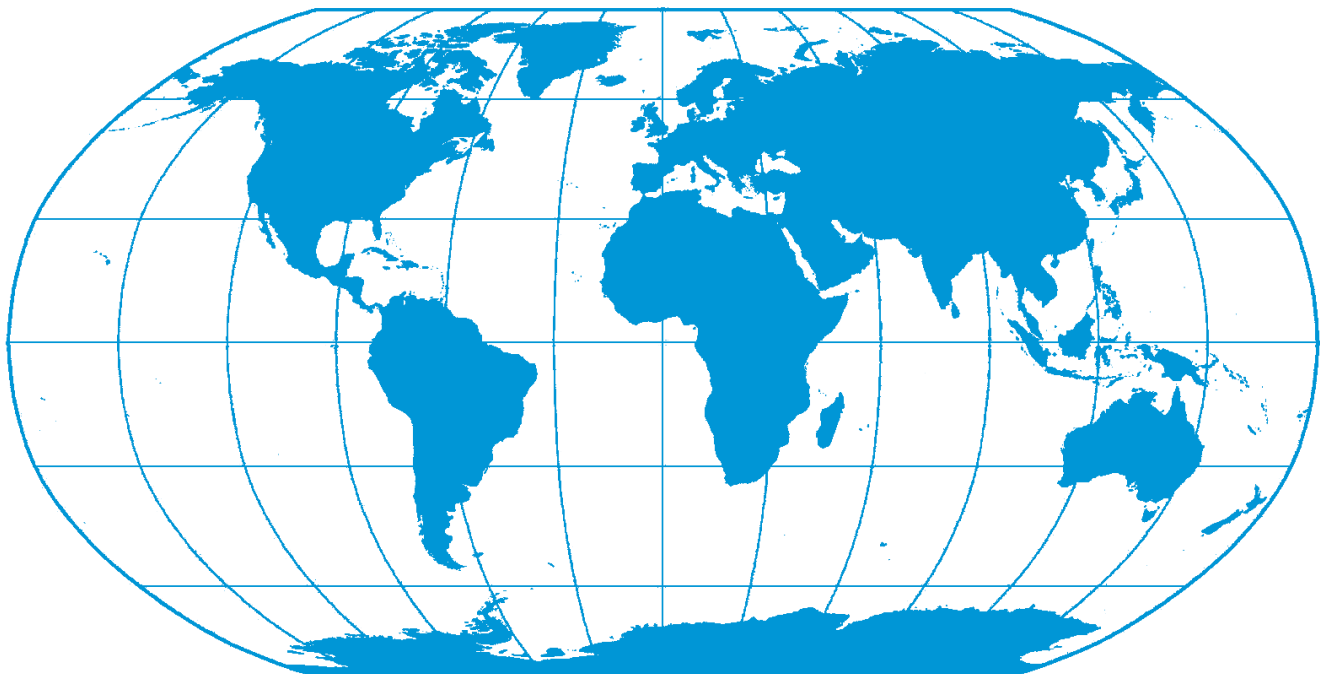
36.8%

OF THE HEALTHCARE
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



92.7% United States 2.7% Canada/Mexico 2.5% Europe 0.9% Asia
0.2% Africa 0.6% Middle East 0.4% Other