

## 3Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

# HEALTHCARE'S GROWTH



### Revenue Growth vs. National

8.7%

HEALTHCARE'S  
MIDDLE MARKET  
GROWTH OVER THE

6.3%

Past 12 Months  
National

6.6%

HEALTHCARE'S  
MIDDLE MARKET  
GROWTH OVER THE  
NEXT 12 MONTHS

4.9%

Next 12 Months  
National

### Employment Growth

4.8%

HEALTHCARE'S  
MIDDLE MARKET  
GROWTH OVER THE  
PAST 12 MONTHS

4.9%

Past 12 Months  
National

3.0%

HEALTHCARE'S  
MIDDLE MARKET  
GROWTH OVER THE  
NEXT 12 MONTHS

4.0%

Next 12 Months  
National

### Top 3 Internal Challenges (Next 3 Mo.):

61%

Business Growth

55%

Staff/ Employees

30%

Construction/  
Infrastructure Costs

### Top 3 Internal Challenges (Next 12 Mo.):

47%

Staff/ Employees

45%

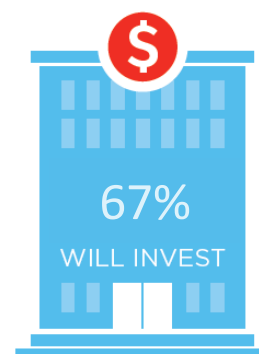
Business Growth

30%

Construction/  
Infrastructure 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

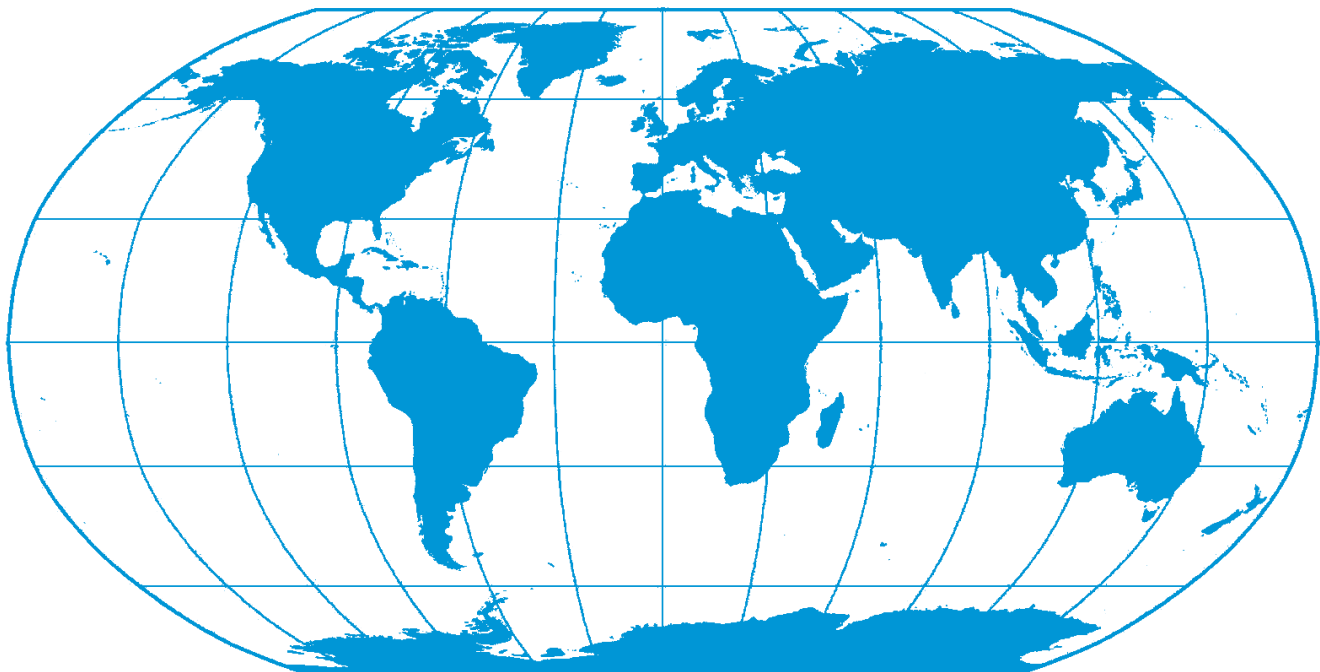
**36.8%**

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