



NATIONAL CENTER FOR
THE MIDDLE MARKET

HEALTHCARE

MIDDLE MARKET INDICATOR

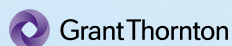


4Q | 2016

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Healthcare's Revenue Growth vs. National

7.1%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.9% Past 12 Months National

3.6%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.5% Next 12 Months National

Healthcare's Employment Growth vs. National

6.2%

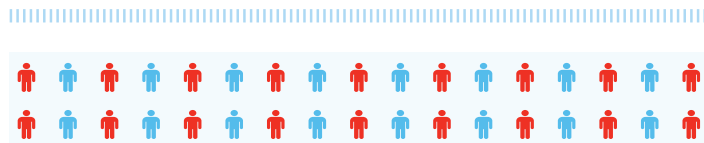
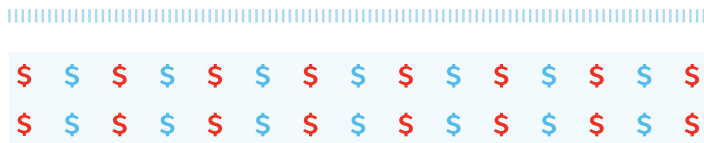
HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.4% Past 12 Months National

5.2%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.4% Next 12 Months National



Healthcare's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

61%



BUSINESS GROWTH

28%



FINANCES

28%

VS. NEXT 12 MONTHS

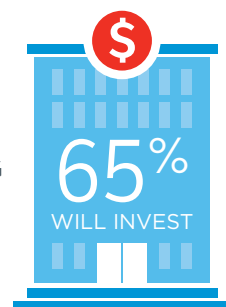
STAFF/EMPLOYEES
57%

COSTS
24%

BUSINESS GROWTH
16%

Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN HEALTHCARE ARE SENDING A STRONG MESSAGE THAT THEY ARE POISED TO INVEST.



Healthcare's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1 B



REPRESENTS
0.9%
OF ALL HEALTHCARE
COMPANIES

MORE THAN
12,700
BUSINESSES



EMPLOYS
36.8%
OF THE HEALTHCARE
WORKFORCE

GENERATING
\$765B
IN ANNUAL REVENUE



GENERATES
44.1%
OF ALL HEALTHCARE
BUSINESS REVENUE

Source: 2014 D&B Data

Healthcare's Percentage of Revenues Around the World



UNITED STATES
92.7%

CANADA/MEXICO
2.7%

EUROPE
2.5%

ASIA
0.9%

LATIN AMERICA
0.2%

MIDDLE EAST
0.6%

AFRICA
0.0%

OTHER
0.4%