



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# HEALTHCARE

## MIDDLE MARKET INDICATOR

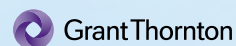


1Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### Healthcare's Revenue Growth vs. National

7.8%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

9.2% Past 12 Months National

6.3%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

8.8% Next 12 Months National

### Healthcare's Employment Growth vs. National

7.0%

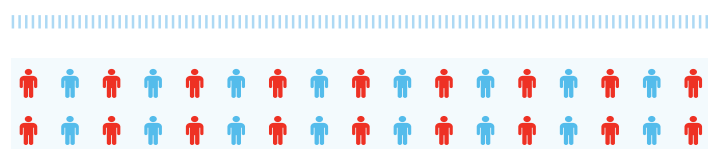
HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.5% Past 12 Months National

4.2%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

6.0% Next 12 Months National



### Healthcare's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

60%



FINANCES

29%



COSTS

28%

VS. NEXT 12 MONTHS

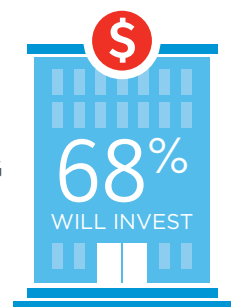
STAFF/EMPLOYEES  
53%

BUSINESS GROWTH  
27%

FINANCES  
17%

### 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%**