

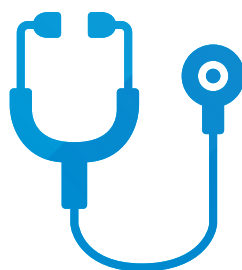


NATIONAL CENTER FOR
THE MIDDLE MARKET

HEALTHCARE

MIDDLE MARKET INDICATOR

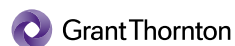
4Q | 2018



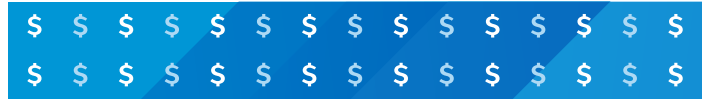
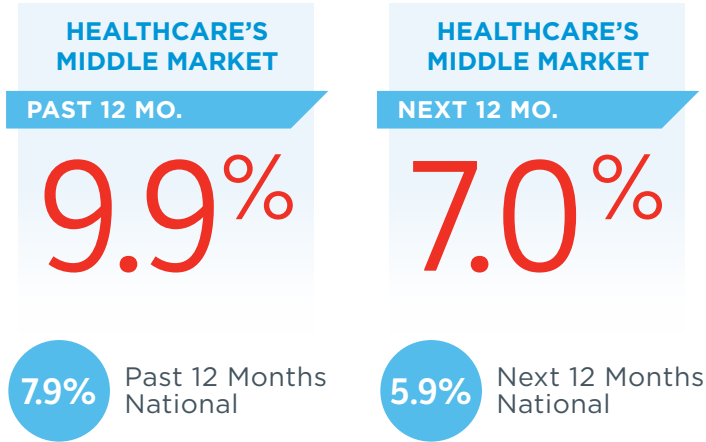
IN COLLABORATION WITH



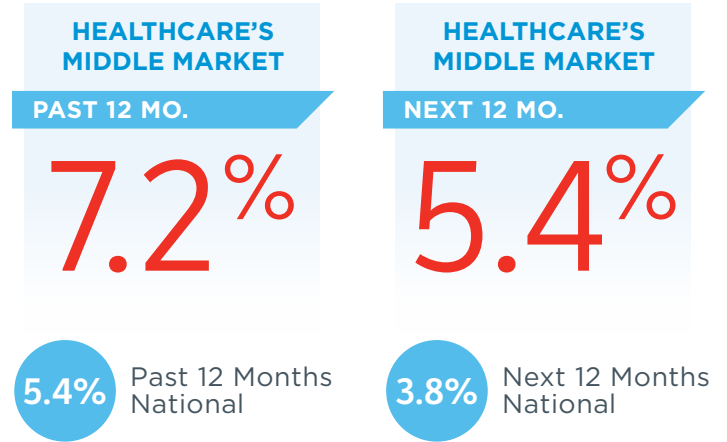
THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



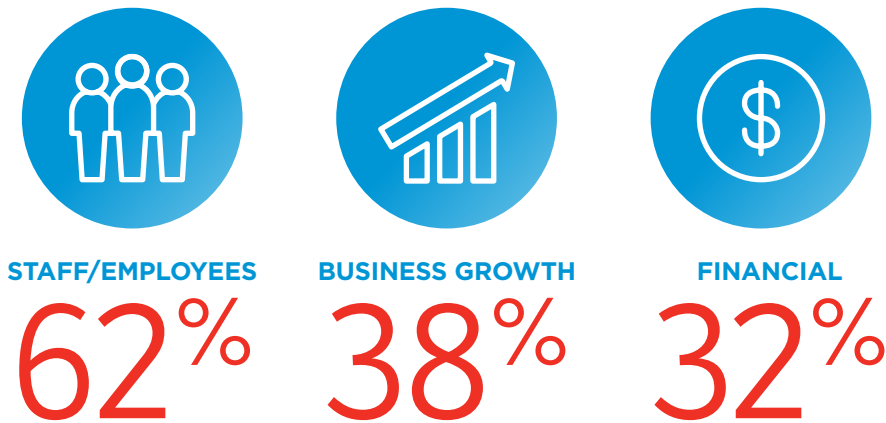
Healthcare's Revenue Growth vs. National



Healthcare's Employment Growth vs. National

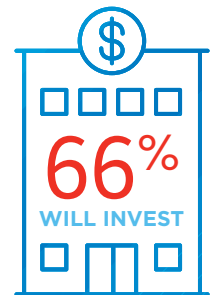


Healthcare's Top Internal Challenges Over The Next 3 Months



Preparing for Growth Through Capital Investment

MIDDLE MARKET HEALTHCARE COMPANIES REMAIN WILLING TO INVEST AN EXTRA DOLLAR.



VS. NEXT 12 MONTHS



Healthcare's Middle Market Defined

ANNUAL REVENUE
\$10 MM-\$1B



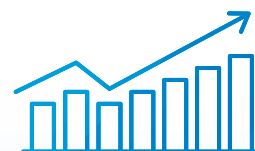
REPRESENTS
0.9%
OF ALL HEALTHCARE
COMPANIES

MORE THAN
12,700
BUSINESSES



EMPLOYS
36.8%
OF THE HEALTHCARE
WORKFORCE

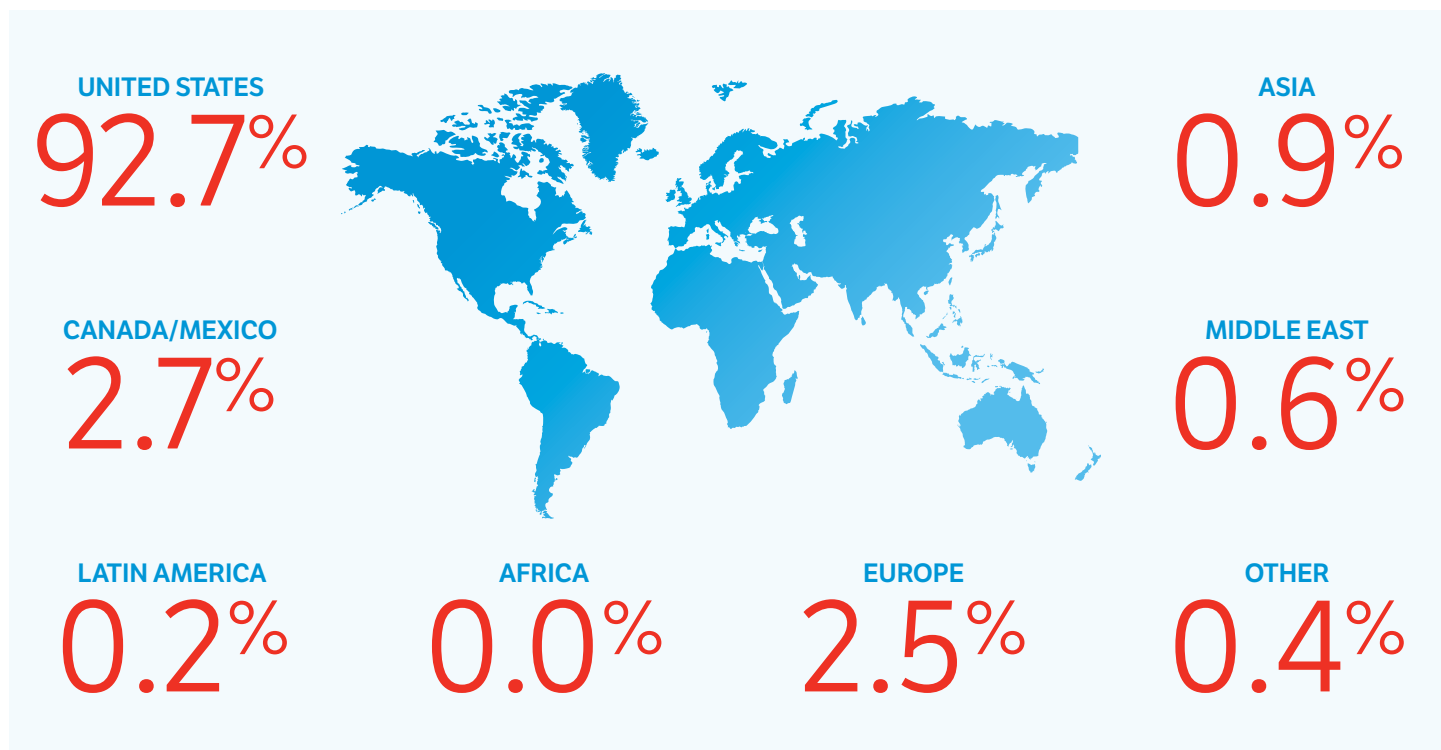
GENERATING
\$765B
IN ANNUAL REVENUE



GENERATES
44.1%
OF ALL HEALTHCARE
BUSINESS REVENUE

Source: 2014 D&B Data

Healthcare's Percentage of Revenues Around the World



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