

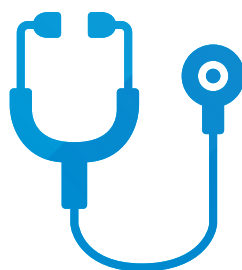


NATIONAL CENTER FOR  
THE MIDDLE MARKET

# HEALTHCARE

MIDDLE MARKET INDICATOR

## 2Q | 2019



IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



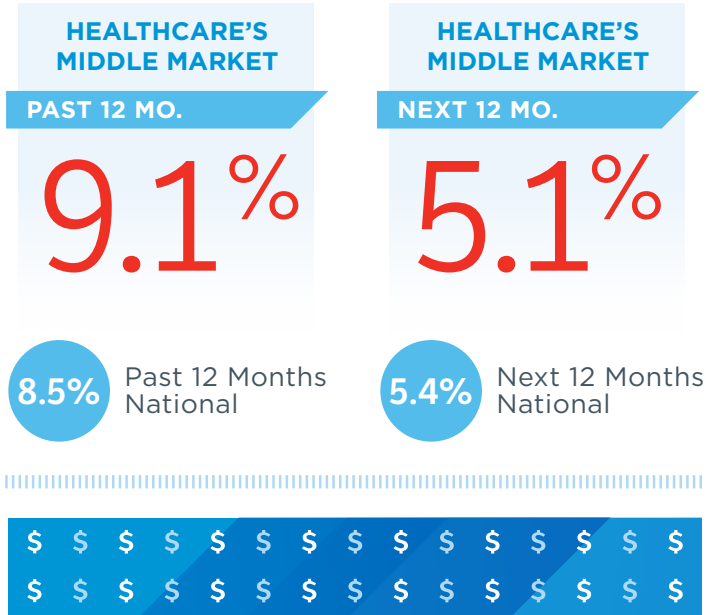
Grant Thornton



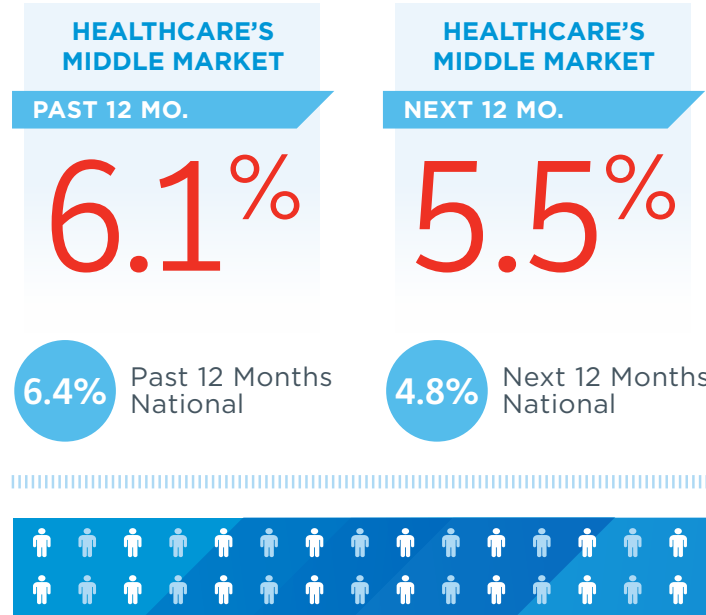
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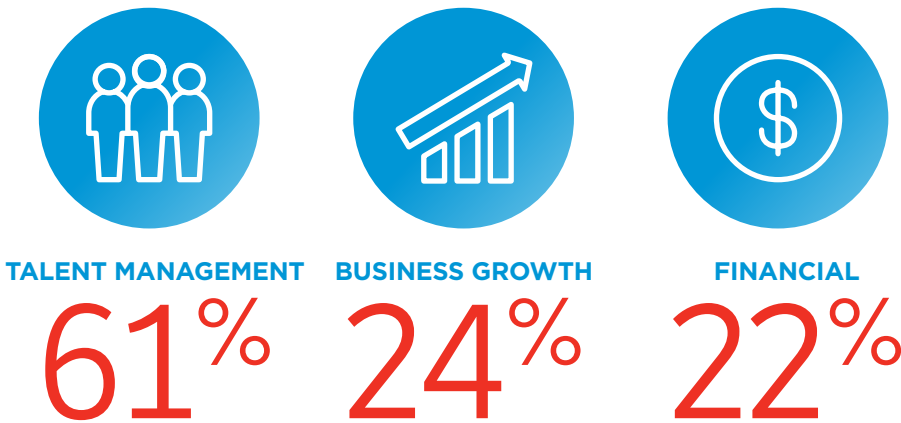
### Healthcare's Revenue Growth vs. National



### Healthcare's Employment Growth vs. National



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



### Preparing for Growth Through Capital Investment



#### VS. NEXT 12 MONTHS

Talent Management	Business Growth	Costs
48%	19%	13%

## Healthcare's Middle Market Defined

ANNUAL REVENUE  
**\$10 MM-\$1B**



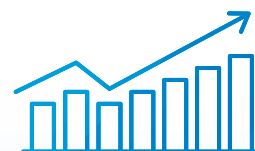
REPRESENTS  
**0.9%**  
OF ALL HEALTHCARE  
COMPANIES

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

UNITED STATES  
**92.7%**



ASIA  
**0.9%**

CANADA/MEXICO  
**2.7%**

MIDDLE EAST  
**0.6%**

LATIN AMERICA  
**0.2%**

AFRICA  
**0.0%**

EUROPE  
**2.5%**

OTHER  
**0.4%**

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