



NATIONAL CENTER FOR
THE MIDDLE MARKET

HEALTHCARE

MIDDLE MARKET INDICATOR

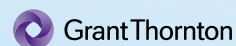


2Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY
FISHER COLLEGE OF BUSINESS



Healthcare's Revenue Growth vs. National

6.6%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.7% Past 12 Months National

4.2%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.3% Next 12 Months National

Healthcare's Employment Growth vs. National

4.2%

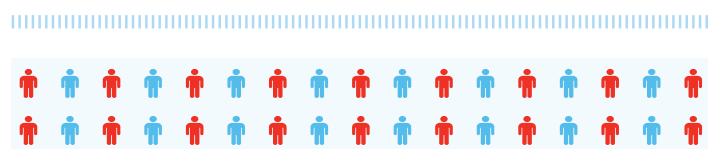
HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.7% Past 12 Months National

3.7%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.7% Next 12 Months National



Healthcare's Top Internal Challenges Over The Next 3 Months



STAFF/EMPLOYEES

61%



COSTS

30%



FINANCES

29%

VS. NEXT 12 MONTHS

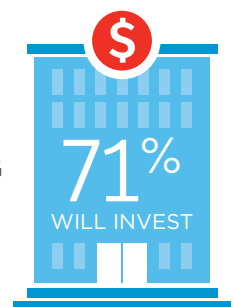
STAFF/EMPLOYEES
52%

FINANCES
19%

COSTS
18%

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



Source: 2014 D&B Data

Healthcare's Percentage of Revenues Around the World

