

HEALTHCARE'S GROWTH



Revenue Growth vs. National

7.1%

HEALTHCARE'S
MIDDLE MARKET
GROWTH OVER THE
PAST 12 MONTHS

7.5%

Past 12 Months
National

5.1%

HEALTHCARE'S
MIDDLE MARKET
GROWTH OVER THE
NEXT 12 MONTHS

5.5%

Next 12 Months
National

Employment Growth

5.9%

HEALTHCARE'S
MIDDLE MARKET
GROWTH OVER THE
PAST 12 MONTHS

3.5%

Past 12 Months
National

4.2%

HEALTHCARE'S
MIDDLE MARKET
GROWTH OVER THE
NEXT 12 MONTHS

3.6%

Next 12 Months
National

Top 3 Challenges:

86%

The cost of healthcare

80%

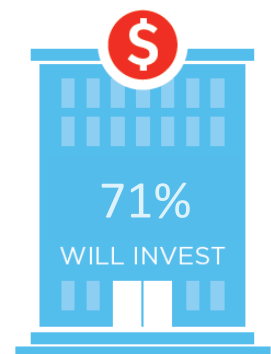
The cost of doing
business

80%

Ability to grow revenue

Preparing for growth through capital investment

Middle market
companies in
Healthcare are
sending a strong
message that they
are poised to
invest.



FOR MORE INFORMATION VISIT
MIDDLEMARKETCENTER.ORG



MEET HEALTHCARE'S MIGHTY MIDDLE MARKET

Healthcare's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$725B

IN ANNUAL REVENUE



MORE THAN

16,500

BUSINESSES



REPRESENTS

0.7%

OF ALL NATIONAL
COMPANIES



GENERATES

22%

OF ALL NATIONAL
BUSINESS REVENUE



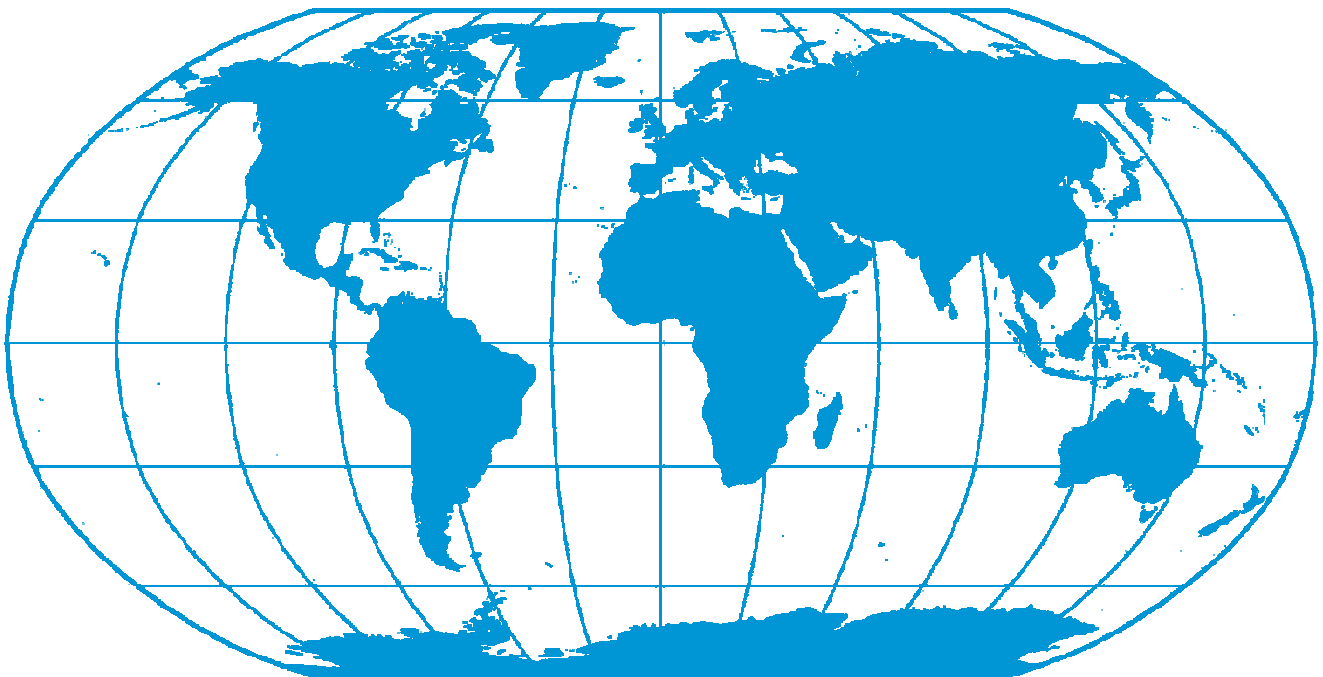
EMPLOYS

29%

OF THE NATIONAL
WORKFORCE



Percentage of Revenues around the World



95.9% United States 0.8% Canada/ Mexico 2.4% Europe 0.9% Asia 0% Other