

1Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

HEALTHCARE'S GROWTH



Revenue Growth vs. National

6.6%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.3%

Past 12 Months National

5.6%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.6%

Next 12 Months National

Employment Growth

5.5%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.6%

Past 12 Months National

4.0%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

2.7%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

61%

Business Growth

59%

Staff/ Employees

22%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

49%

Staff/ Employees

40%

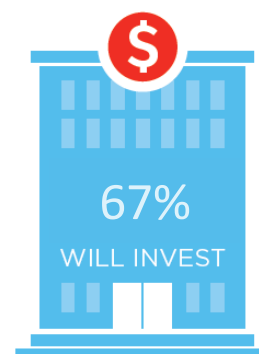
Business Growth

21%

Costs

Preparing for growth through capital investment

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



IN COLLABORATION WITH

MEET HEALTHCARE'S MIGHTY MIDDLE MARKET

Healthcare's Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$765B

IN ANNUAL REVENUE



MORE THAN

12,700

BUSINESSES



REPRESENTS

0.9%

OF ALL HEALTHCARE
COMPANIES



GENERATES

44.1%

OF ALL HEALTHCARE
BUSINESS REVENUE



EMPLOYS

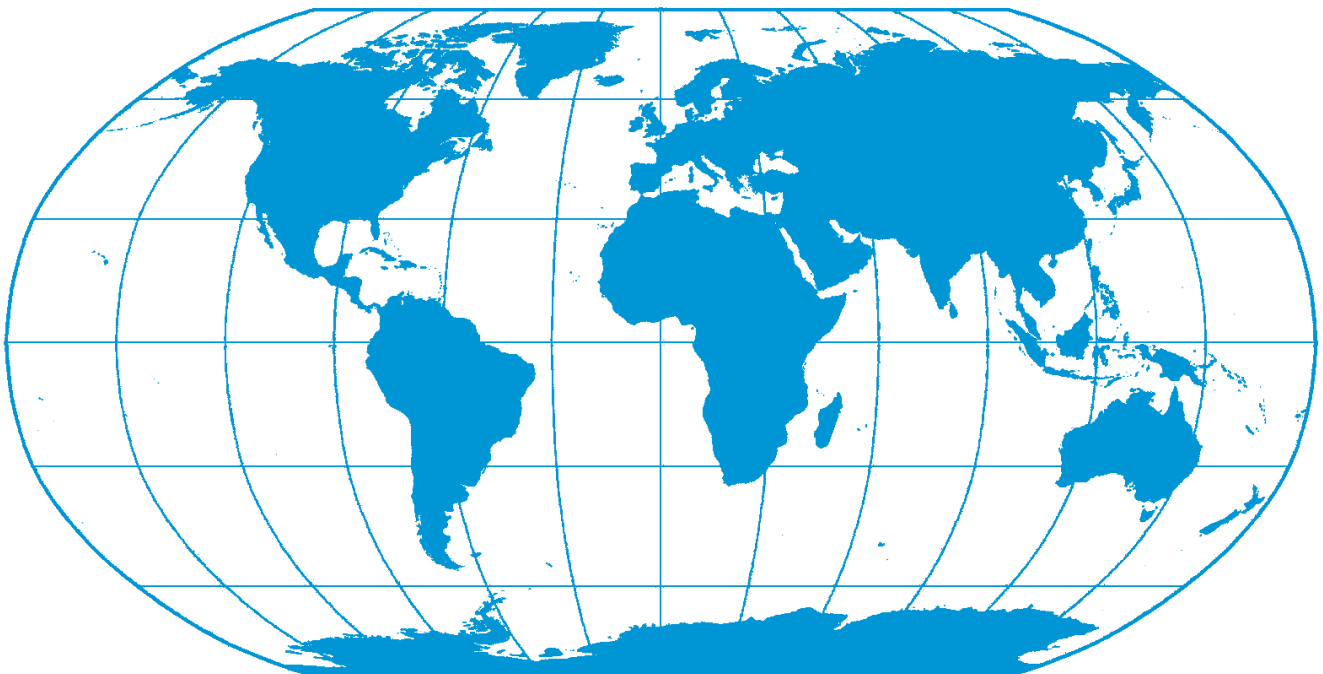
36.8%

OF THE HEALTHCARE
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



92.7% United States 2.7% Canada/Mexico 2.5% Europe 0.9% Asia
0.2% Africa 0.6% Middle East 0.4% Other