



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# HEALTHCARE

## MIDDLE MARKET INDICATOR

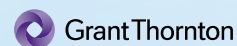


3Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### Healthcare's Revenue Growth vs. National

8.6%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.0% Past 12 Months National

5.3%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

6.0% Next 12 Months National

### Healthcare's Employment Growth vs. National

7.5%

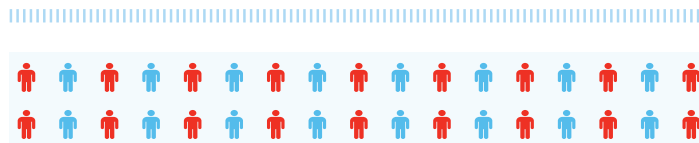
HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.4% Past 12 Months National

4.4%

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

67%



BUSINESS GROWTH

33%



COSTS

27%

VS. NEXT 12 MONTHS

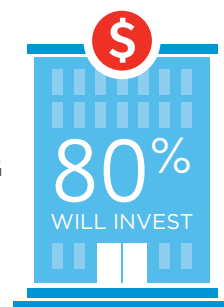
STAFF/EMPLOYEES  
53%

COSTS  
19%

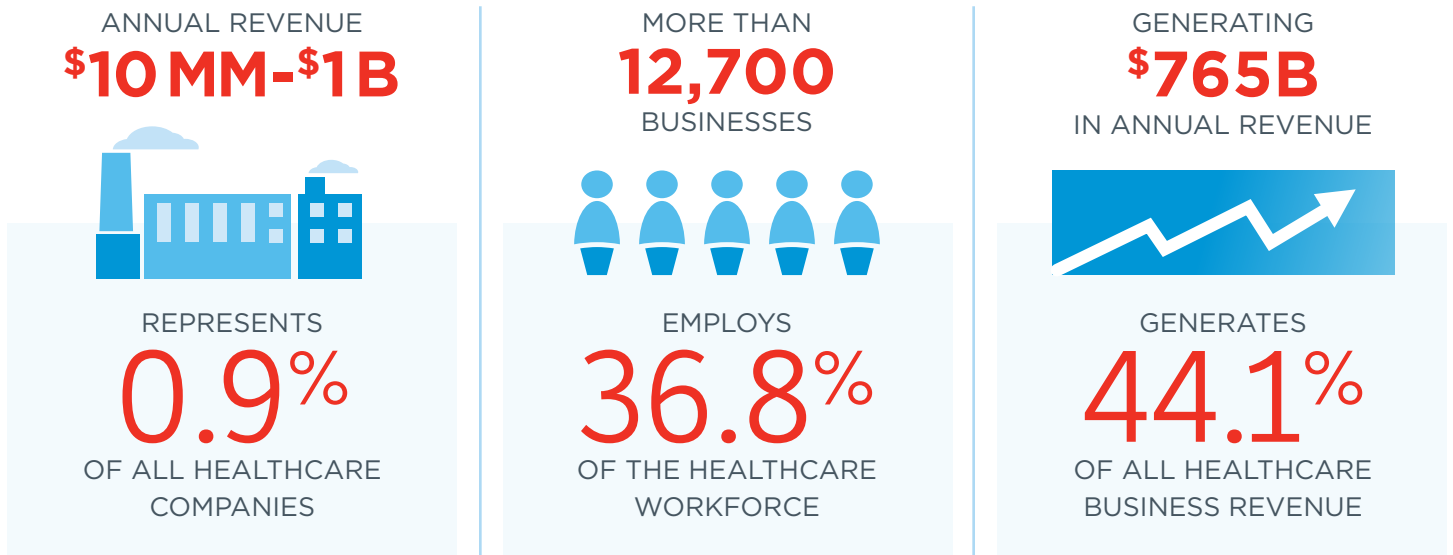
BUSINESS GROWTH  
17%

### 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

