



NATIONAL CENTER FOR  
THE MIDDLE MARKET

# HEALTHCARE

## MIDDLE MARKET INDICATOR

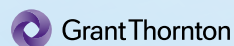


4Q | 2017

IN COLLABORATION WITH



THE OHIO STATE UNIVERSITY  
FISHER COLLEGE OF BUSINESS



### Healthcare's Revenue Growth vs. National

7.1%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

7.6% Past 12 Months National

5.4%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

5.4% Next 12 Months National

### Healthcare's Employment Growth vs. National

6.6%

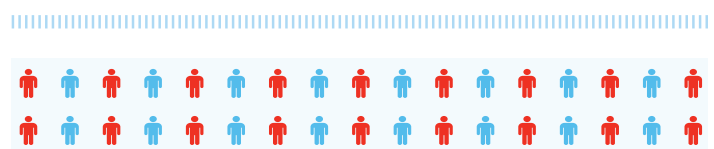
HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

5.2% Past 12 Months National

3.5%

HEALTHCARE'S MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

3.7% Next 12 Months National



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



STAFF/EMPLOYEES

67%



BUSINESS GROWTH

33%



COSTS

36%

VS. NEXT 12 MONTHS

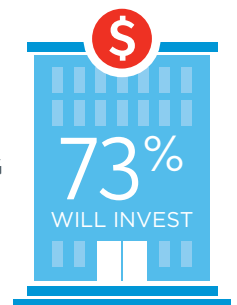
STAFF/EMPLOYEES  
60%

COSTS  
29%

BUSINESS GROWTH  
23%

### Preparing for Growth Through Capital Investment

MIDDLE MARKET COMPANIES IN HEALTHCARE ARE SENDING A STRONG MESSAGE THAT THEY ARE POISED TO INVEST.

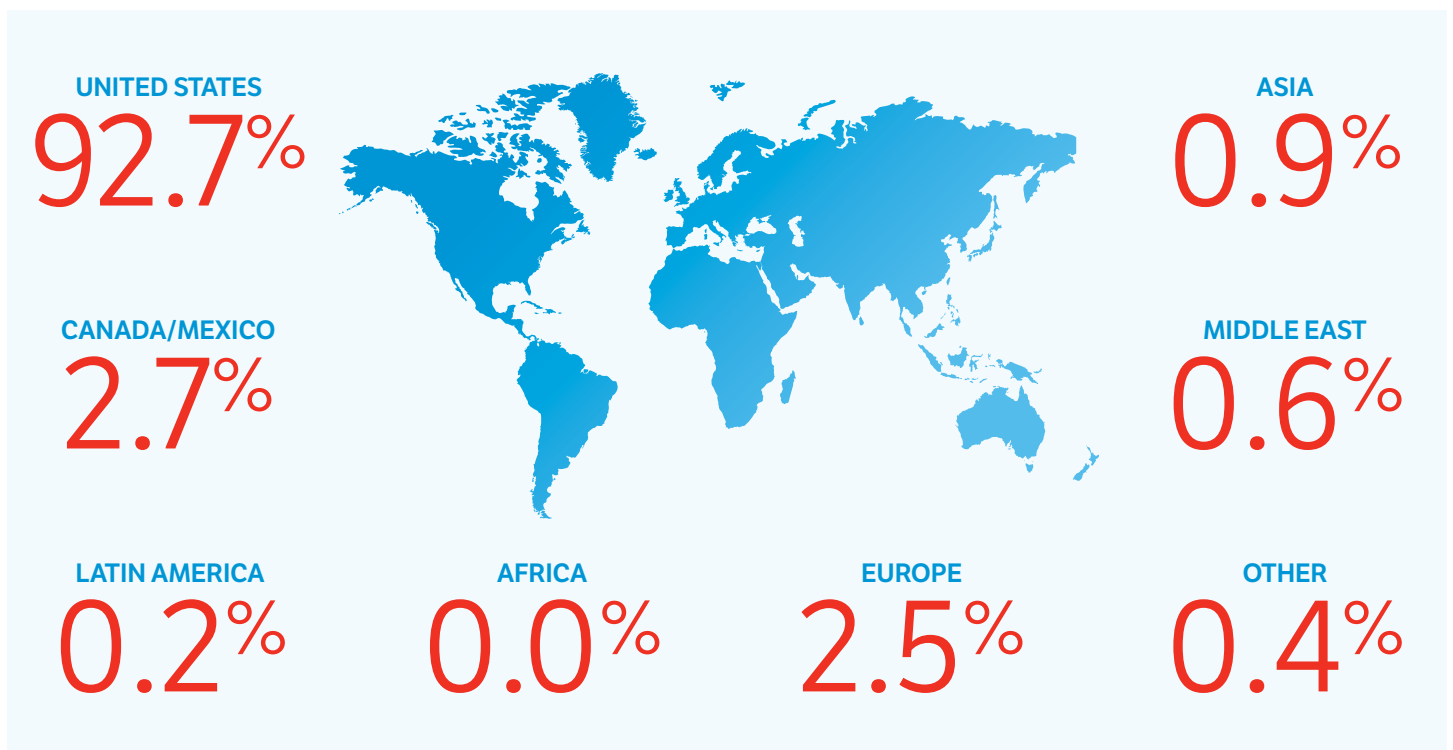


## Healthcare's Middle Market Defined



Source: 2014 D&B Data

## Healthcare's Percentage of Revenues Around the World



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