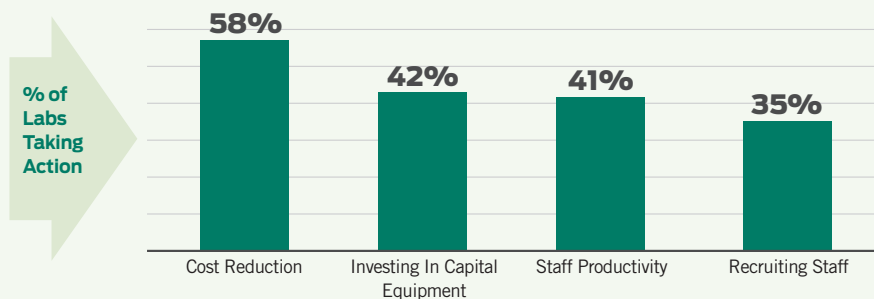


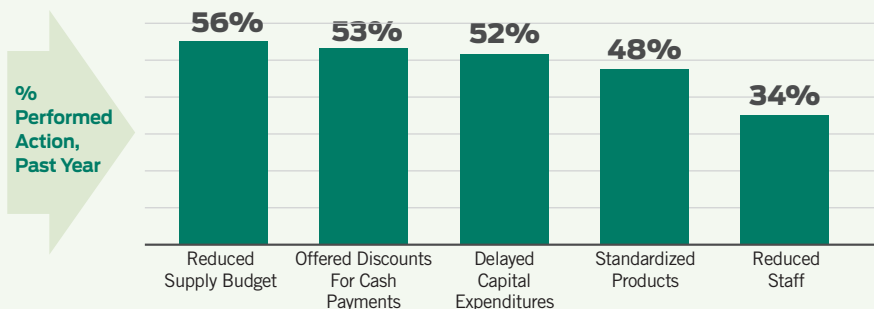
Labs Expect Increased Volumes, Revenue Challenges

ABOUT HIDA surveyed laboratory managers and directors on the key issues they expect to face over the next year. Our 2017 Laboratory Market Survey tracks procedure trends, growth, budgets, and challenges. To download the full report, free to HIDA members, go to www.HIDA.org/MarketSurveys.

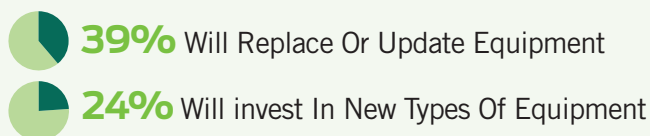
Cost Reduction #1 Strategic Priority



Cost Control Drives Cuts To Supply Budgets



Many Labs Still Plan To Invest In Capital Equipment



This Year's Top 3 Challenges

- 1 Government Reimbursement
- 2 Staffing
- 3 Declining Budget

Labs Expect 2017 Volumes To Increase



62% of Hospital Lab Directors Are Certain Medicare Cuts Will Negatively Impact Revenue

Source: 2017 Laboratory Market Survey, Health Industry Distributors Association