

# **U.S. Physical Therapy Outpatient Services:** **An Industry Analysis**

April 2022

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- Sample Profit & Loss Statement for an Average Physical Therapy Center: 2021
- Physical Therapy Industry Snapshot: 2017, 2012, 2007, 2002
- U.S. Physical Therapy company Gross Profit margins: 2007-2021
- Number of Medicare Non-institutional Providers: 2013-2019

## **Market Size, Growth, Forecasts**

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Estimates of \$ **industry size and growth** published by other research firms (Harris Williams Co. Health Value Group)

Size / Receipts of Physical Therapy Services from 2007-2019, official government Census 5-year survey data and annual County Business Patterns data

**Marketdata estimates & forecasts** of receipts for 2020, 2021, 2022, 2025 F, weighted avg. sales declines & gains for three large PT chains/companies in 2020, 2021

Discussion & analysis of the **effects of Covid-19 pandemic** on operations and sales, findings of American Physical Therapy Assn. August 2020 report: *Impact of Covid-19 on The Physical Therapy Profession*, and May 2021 report (revenue losses, patient volumes, telehealth use).

Discussion of major factors affecting industry growth: reimbursement, demand, aging of population, obesity, supply of therapists, etc.

### Tables:

- \$ Size of the U.S. Physical Therapy Market: 2007-2025
- Annual Growth Rate of the Physical Therapy Market: 2007-2021
- Forecast Size of the U.S. Physical Therapy Market: 2022, 2025

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- Discussion and statistics related to population aging trends
- Discussion and statistics related to sports injuries
- Discussion and statistics related to back pain
- Discussion and statistics related to workplace injuries
- Discussion and statistics related to obesity trends

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Prevalence of obesity in the U.S. by state and region: 2000-2019

## **Industry Economic Operating Ratios**

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Summary of key industry metrics, NAICS code for the industry, what it includes

- Industry snapshot: 2002, 2007, 2012, 2017: key ratios (payroll, no. estab., receipts, Avg. receipts per estab.)
- Annual % change in receipts: 2007-2019

### **Tables**

Industry ratios (no. of firms, establishments, receipts, payroll as % receipts) by:

- Labor Productivity Ratios: 2007-2019
- Receipts, by Type of Patient Care: 2019
- Legal form of organization -corporations, sole proprietorships, partnerships: no. of employees) – 2012, 2017
- Single vs. multi-unit operations, by size (statistics as above) – 2012, 2017
- Concentration Ratios: ratios for top 4, 8, 20, 50 largest firms – 2012, 2017
- Receipts size of establishments (under \$10,000 to \$10+ mill.) – 2012, 2017
- Receipts size of firms (under \$100,000 to \$100+ mill.) – 2012, 2017
- Ratios, by Employment Size of Establishments: 2019
- No. of establishments, receipts & avg. receipts per establishment, by state: 2016
- No. of establishments, receipts & avg. receipts per establishment, by state – 2019

## **Competitor Profiles**

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(description and history of company, no. of clinics operated, address, specialties, acquisitions, services, financial data when available)

- U.S. Physical Therapy (public co. - detailed financials incl.)
- ATI Physical Therapy (public co. - detailed financials incl.)
- Select Medical
- Athletico Physical Therapy (incl. Pivot Physical Therapy)
- PT Solutions
- CORA Health Services
- Professional Physical Therapy

## **Reference Directory**

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List of physical therapy national/regional trade associations, journals, consulting firms, reports, articles, other key contacts – address & phones, description of activities.

