



# The Walden Group

## 2016 Annual Strategic Healthcare M&A Report

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*The Strategic Healthcare M&A Report analyzes important merger, acquisition and strategic transactions taking place in the healthcare industry. A complimentary copy of the Report can be obtained by subscribing at [www.waldenmed.com](http://www.waldenmed.com). Please feel free to e-mail suggestions for future content to the address listed above.*

*With 20 years of experience and a lengthy track record, The Walden Group is a strategic healthcare investment banking and consulting firm, specializing in fitted mergers and acquisitions for medical device, diagnostics, healthcare IT, healthcare services and niche pharmaceutical firms.*

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## The Transformational Changes to the Healthcare System that are Immune to Politics

There is considerable uncertainty on how the Affordable Care Act (“ACA” or “Obamacare”) will be “replaced” and what other Trump Administration policies will jolt the medical sector. But what is clear is the ongoing progression of changes that are transformational.

**Expansion of coverage and accessibility of healthcare.** While Medicaid programs may change to block grants to states and coverage will likely contract, the increased number Americans covered by healthcare insurance will remain compared to the pre-Obamacare period. The expansion of coverage has led, in part, to retail medical, urgent care clinics, individual healthcare options and the delivery of low-cost quality care outside the ER. This trend is still developing.

**Transitioning to a Quality-Based Reimbursement Model.** In a few years, the “fee for service” a la carte payment system will be mostly replaced by a model that rewards or penalizes providers based on quality measures and outcomes, not the amount of services provided. This “Merit-based Incentive Payment System” has received bipartisan support.

**New Bundled Payments Will Compensate for Episodes of Care.** Under CMS’ Bundled Payments for Care Improvement (BPCI) initiative, payments are bundled for the multiple services a patient receives during an episode of care. Thus, healthcare providers are at risk to provide quality care and satisfactory outcomes at profitable cost levels. Healthcare systems are now scouring their cost structures for prudent cutting. For instance, Indiana University Health told knee surgeons to switch from a bone cement costing \$300/patient to a comparable costing \$84. IU Health now posts a color-coded “value

tracker” in ORs that gives a green light to lower-cost surgical products, a red light to high-cost items and a yellow light to those in between.

**New System Requires Teamwork.** Payments based on medical episodes require clinicians within and outside hospitals to collaborate, share information and agree on a continuum of services for effective treatment. The team often includes pharmacists, social workers, care managers, and nursing home personnel, among others. Hospitals are reducing stays and saving costs by discharging patients to after care nursing homes and home care, and clinicians are monitoring patients via new telemedicine applications.

**Merit Based Payments and Better Care Emphasize the Need for Data and Analytics.** The new healthcare environment is spurring a revolution of new informational technologies including:

- clinical decision support systems
- quality measure comparison systems
- population health systems
- more efficient payer-facing systems
- more effective provider-facing systems
- patient engagement systems
- artificial intelligence
- cloud-based systems connecting a broad range of clinicians, payors and other healthcare professionals,
- cyber security

**Medical Technology Companies Need to Become More Efficient too.** To meet the more stringent reimbursement requirements, hospital systems and IDNs will need to become more efficient in transacting with vendors. This will mean reducing the number of vendors

to buy from and for vendors, themselves, to become more efficient. Thus, medtech companies must carefully balance their offerings to meet new cost/benefit/outcome standards. The bar to persuade providers on the merits of more costly differentiated products is substantially raised. Thus, meeting this higher "burden of proof" must be considered in developing and commercializing new technologies.

**Drug Costs Being Examined.** A case in point is the high costs of drugs. Republican Sen. Chuck Grassley, chairman of the Senate Judiciary Committee, has opened an inquiry into potential abuses of the Orphan Drug Act that may have contributed to high prices on commonly used drugs. A six-month Kaiser Health News investigation published in January found that the orphan drug program intended to help desperate patients is being manipulated by drug-makers. While the companies are not breaking the law, they are using the 1983 Orphan Drug Act to secure lucrative incentives and gain monopoly control of rare disease markets where drugs often command astronomical price tags.

## 2016 Deals That “Moved the Needle”

### Regenerative Medicine Continues to Progress.

- **Allergan** plc's \$2.9b purchase of **LifeCell Corporation**, a unit of **Acelity**, gives Allergan Acellular Dermal Matrices used in breast reconstruction procedures addressed by Allergan's implant products. The deal stands in contrast to recent acquisitions Allergan acquisitions of pre-revenue companies **Chase Pharmaceuticals**, **Tobira Pharmaceuticals**, **Motus Therapeutics**, and **Vitae Pharmaceuticals**.

### Big Pharma Primes its Pipeline as Patents Expire.

- Announced in 2017, J&J is spending \$30b for Swiss biotech **Actelion** to diversify its drug portfolio as its biggest product, Remicade for arthritis, comes off patent and faces cheaper competition.
- **Pfizer** made three large deals in 2016. It paid or is paying:
  - \$14b for **Medivation** whose portfolio includes tumor fighting drugs (generated approximately \$2.2b over the preceding year) and Phase 3 candidates addressing prostate and BRCA-mutated breast cancer (one of which could be efficacious across several additional tumor).
  - \$550m plus milestone payments for the antibiotics business of **AstraZenica**, which includes several drugs in clinical development plus two established medicines to treat serious infections and skin and soft tissue infections and pneumonia.
  - \$5.2b for **Anacor Pharmaceuticals** to strengthen its Inflammation and Immunology portfolio. Anacor has the potential to add another near-term U.S. product launch.
- **Shire** is paying \$32.0b for **Baxalta**, creating the world's biggest rare-disease drug maker, and adding immunology and cancer treatments to its portfolio. Again, prices of rare-disease drugs are in the government's crosshairs.

### **Strengthening Branded Drug Franchises.**

- **Mylan** bought Switzerland-based **Meda AB** for its branded, over-the-counter and generic drugs. The combined company will be a leader in the global respiratory and allergy markets and have considerable market share in dermatology and pain segments. Deal price – \$9.9b.

### **Healthcare IT, Data Analytics and Artificial Intelligence takes Center Stage.**

- **IBM Watson Health** is spending \$2.6b for **Truven Health Analytics**, to utilize its cloud-based data to combine disparate data sets and synergize with IBM Watson's artificial intelligence and data analytics technologies.
- **IMS Health** is merging with **Quintiles Transnational** in a \$7.9b deal to form one of the world's largest portfolios of healthcare information and regulatory applications, with more than 50,000 employees operating in 100+ countries.

### **Point-of-Care and Molecular Diagnostics Continue to Advance.**

- **Abbott Labs** is paying \$2.5b for **Alere**, a provider of point-of-care diagnostics and services for infectious disease, cardiometabolic disease, and toxicology.
- **Danaher** is buying **Cepheid** another provider of point-of-care diagnostics and services for infectious disease, as well as cardiometabolic disease, and toxicology. Cepheid makes automated, accurate and easy to use molecular diagnostics systems and tests. Deal value -- \$4b.

- **Thermo Fisher Scientific** is paying \$1.3b for **Affymetrix** and its technologies that enable parallel and multiplex analysis of biological systems at the cellular, protein and genetic level.

### **Investing in Heart Failure and Cardiac Rhythm Management Systems**

- **Abbott Labs** paid \$25b for **St. Jude Medical**, whose heart failure, atrial fibrillation and cardiac rhythm management devices complement Abbott's coronary intervention and transcatheter mitral repair systems.

### **Marrying Healthcare IT and Diagnostic Imaging Technologies.**

- **Canon** is buying the medical unit of **Toshiba Medical**, the market share leader in Japan and a worldwide player in the medical imaging market including diagnostic X-ray systems, magnetic resonance imaging (MRI) systems, diagnostic ultrasound systems and diagnostic nuclear medicine systems. Toshiba Medical also offers in-vitro diagnostics aimed at personalized medicine. Deal value -- \$5.9b.

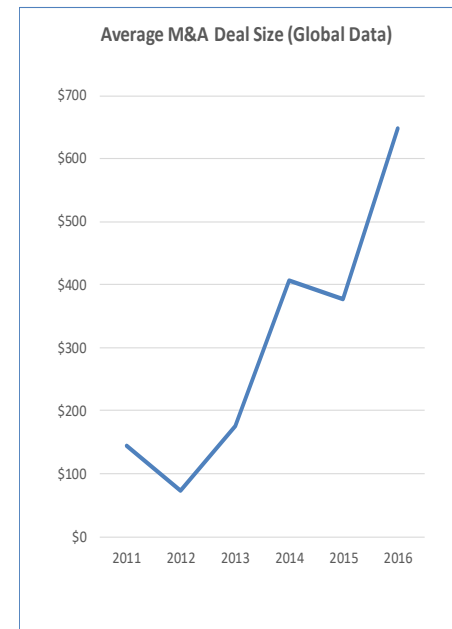
### **Devices for Cataract Surgery and other Ophthalmic Treatments Continue To Attract Investment.**

- **J&J** is paying \$4.3b for **Abbott Medical Optics**, greatly expanding J&J's \$7b eye care segment, by adding products for cataract surgery, laser refractive surgery, and consumer eye health.

## Healthcare M&A Dynamics

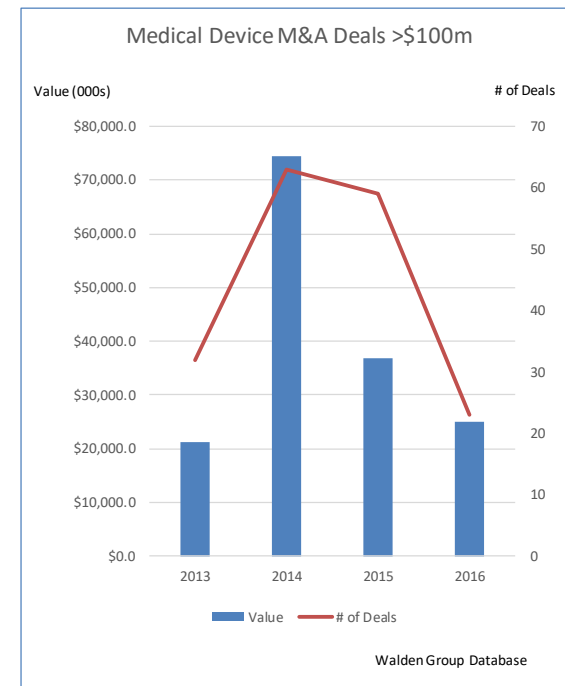
Over the past several years, there has been significant consolidation in healthcare markets. Healthcare M&A accelerated after the great recession when big-cap healthcare companies tightened their belts and took advantage of their strengthened balance sheets to acquire worthy targets they deemed undervalued. Hastening this trend were the costly requirements of Obamacare which encouraged a transition to Electronic Medical Records, integration of healthcare facilities, lower reimbursements and, as mentioned, new bundled payment schemes addressing “episodes” of treatment with quality measures, instead of paying for individualized items of care without reference to quality or outcomes.

The charts below, derived from Global Data research, make clear that the volume of healthcare M&A deals is declining, likely because there has been so much consolidation already. However, overall M&A deal value is increasing, as the big cap companies get stronger and are the only ones to afford to make the make deals.



According to *The Walden Group's* M&A database, 2016 marked a decline in medical device M&A transactions with deal values over \$100m, as well as a drop-in deal volume. While there is not enough data to be statistically significant, these two indicators may reflect the fact that the device sector is substantially consolidated already, that many large acquirors may be digesting and integrating previous purchases, that antitrust concerns limit combinations of many remaining franchises, and that many companies are taking a “wait and see” attitude in regard to the fate of healthcare reform and related political developments.

What is clear is that it is more costly to remain independent due to higher regulatory standards, hospital consolidations and changes in how providers are interfacing and evaluating vendors and their offerings.



## Performance of Leading Healthcare Companies (as of February 21, 2017)

Sector	Company	Market Cap (millions)	EV (millions)	EV/ EBITDA	EV/ SALES	52 WK Perf	Revenue (millions)	Revenue Growth	Gross Margin
Biopharm	GlaxoSmithKline	\$101,498	\$116,246	10.0x	3.1x	4.0%	\$37,000	2.4%	67.9%
	Merck & Co.	\$180,289	\$186,163	12.4x	4.7x	30.5%	\$40,000	1.5%	77.0%
	Novartis	\$179,414	\$190,651	14.3x	4.0x	4.7%	\$48,000	-0.8%	63.9%
	Pfizer	\$204,018	\$237,912	12.1x	4.5x	14.0%	\$53,000	8.1%	79.6%
Diagnostics	Danaher Corporation	\$58,179	\$66,015	14.7x	3.3x	27.9%	\$20,000	-4.9%	58.4%
	Hologic	\$11,172	\$14,080	13.5x	4.9x	16.0%	\$2,870	4.5%	52.2%
	Qiagen	\$6,669	\$7,250	22.1x	5.4x	29.1%	\$1,340	4.5%	75.0%
	Quest Diagnostics	\$13,260	\$16,442	11.2x	2.2x	44.2%	\$7,510	0.3%	40.7%
	Thermo Fisher	\$62,667	\$71,858	15.7x	3.9x	21.9%	\$18,000	7.7%	45.2%
Distribution	Cardinal Health	\$25,460	\$26,672	8.5x	0.2x	-0.1%	\$127,000	13.2%	4.8%
	Henry Schein	\$13,531	\$15,033	15.6x	1.3x	1.1%	\$11,000	7.8%	28.1%
	McKesson	\$31,861	\$39,340	8.8x	0.2x	-2.6%	\$196,000	3.9%	5.5%
Diversified	Abbott	\$76,916	\$66,559	14.8x	3.2x	16.0%	\$21,000	2.2%	59.4%
	Johnson & Johnson	\$323,362	\$315,595	13.2x	4.4x	14.1%	\$72,000	2.5%	73.6%
Healthcare IT	athenahealth, Inc.	\$4,701	\$4,361	24.8x	4.0x	-5.6%	\$1,080	17.1%	50.7%
	Cerner	\$18,514	\$16,308	11.2x	3.4x	9.1%	\$4,800	8.4%	78.9%
	Premier, Inc.	\$1,590	\$7,137	19.3x	5.6x	-2.2%	\$1,270	16.6%	53.8%
Med Devices	Becton, Dickinson and Co.	\$38,500	\$46,127	13.8x	3.7x	24.8%	\$12,000	10.7%	48.6%
	Boston Scientific	\$34,573	\$35,163	18.6x	4.2x	48.0%	\$8,390	12.2%	72.5%
	Edwards Lifesciences	\$19,439	\$19,968	23.7x	6.7x	4.1%	\$2,960	18.8%	74.5%
	Integra LifeSciences	\$3,300	\$3,925	19.5x	4.0x	50.4%	\$980	2.2%	64.7%
	Intuitive Surgical	\$28,107	\$22,685	21.6x	8.4x	32.6%	\$2,710	13.5%	69.5%

## Performance of Leading Healthcare Companies Cont. (as of February 21, 2017)

Sector	Company	Market Cap (millions)	EV (millions)	EV/ EBITDA	EV/ SALES	52 WK Perf	Revenue (millions)	Revenue Growth	Gross Margin
Med Devices	Medtronic	\$108,306	\$135,315	15.4x	4.7x	4.6%	\$29,000	11.8%	62.0%
	Stryker	\$47,109	\$48,950	16.0x	4.3x	29.3%	\$11,000	13.9%	63.8%
	Zimmer Biomet	\$23,409	\$31,509	13.1x	4.1x	23.3%	\$7,680	28.1%	72.9%
Payor/Benefits	Aetna, Inc.	\$43,957	\$64,734	-	1.0x	21.1%	\$63,000	4.6%	-
	Express Scripts	\$42,382	\$54,702	7.6x	0.5x	2.9%	\$100,000	-1.3%	6.9%
	Humana, Inc.	\$30,506	\$34,602	-	0.6x	23.7%	\$54,000	0.2%	-
	UnitedHealth	\$149,923	\$190,124	-	1.0x	33.9%	\$185,000	17.7%	-
Services	Fresenius Medical Care	\$24,828	\$34,970	11.0x	2.0x	-5.3%	\$18,000	13.8%	32.2%



## Top Deals of 2016 > \$100m in Transaction Value (announced or closed)

Sector	TransValue (millions)	Acquiror	Target	Target Sales (millions)	Target EBITDA (millions)	Sales Multiple	EBITDA Multiple
Biopharmaceuticals	\$32,000.0	Shire plc	Baxalta Incorporated	\$ 6,148	\$ 1,400	5.2x	22.9x
	\$14,000.0	Pfizer Inc.	Medivation Inc.	\$ 1,030	\$ -	13.6x	-
	\$9,900.0	Mylan N.V.	Meda AB	\$ 2,328	\$ 768	4.3x	12.9x
	\$5,200.0	Pfizer Inc.	Anacor Pharmaceuticals, Inc.	\$ 85	\$ -	61.5x	-
	\$2,900.0	Allergan Plc	LifeCell Corporation	\$ 450	\$ 1,160	6.4x	2.5x
	\$736.0	Nichi-Iko Pharmaceutical Co., Ltd	Sagent Pharmaceuticals, Inc.	\$ 303	\$ 13	2.4x	58.9x
	\$690.0	IBA Molecular	The Nuclear Imaging Business of Mallinckrodt plc.	\$ -	\$ -	-	-
	\$639.0	Allergan plc	Vitae Pharmaceuticals Inc	\$ -	\$ -	-	-
	\$625.0	Baxter International, Inc.	Claris Injectables Limited	\$ 100	\$ -	6.3x	-
	\$621.0	Vectura Group Plc	SkyePharma Plc	\$ 139	\$ 21	4.5x	29.3x
	\$585.0	Charles River Laboratories International, Inc.	WIL Research	\$ 215	\$ 45	2.7x	12.9x
	\$550.0	Pfizer, Inc.	The antibiotics business of AstraZeneca PLC	\$ 250	\$ -	2.2x	-
	\$533.0	Allergan plc	Tobira Therapeutics	\$ -	\$ -	-	-
	\$500.0	Teva Pharmaceutical Industries Ltd.	The Anda Distribution Business of Allergan, Inc.	\$ 1,000	\$ -	0.5x	-
	\$400.0	Gilead Sciences, Inc.	Nimbus Apollo, Inc.	\$ -	\$ -	-	-
	\$358.0	Albany Molecular Research Inc.	Euticals SpA	\$ 245	\$ 27	1.5x	13.3x
	\$340.0	Edwards Lifesciences Corp	Valtech Cardio Ltd.	\$ -	\$ -	-	-
	\$293.0	Sun Pharmaceutical Industries Ltd.	14 prescription brands from Novartis AG	\$ 160	\$ -	1.8x	-
	\$260.0	Chiesi Farmaceutici S.p.A.	The non-core cardiovascular assets of The Medicines Company	\$ -	\$ -	-	-
	\$225.0	Bristol-Myers Squibb Company	Padlock Therapeutics, Inc.	\$ -	\$ -	-	-
\$194.0	Richter Gedeon Nyrt.	Finox AG	\$ -	\$ -	-	-	
\$115.0	Roche Holding AG	Tensha Therapeutics, Inc.	\$ -	\$ -	-	-	
Data Management/ Healthcare IT	\$7,900.0	IMS Health Holdings, Inc.	Quintiles Transnational Holdings Inc.	\$ 7,200	\$ 1,700	1.1x	4.6x
	\$2,600.0	IBM Watson Health	Truven Health Analytics	\$ 545	\$ 120	4.8x	21.7x
	\$800.0	ResMed Inc.	Brightree LLC	\$ 113	\$ 43	7.1x	18.6x
	\$544.0	Thoma Bravo, LLC	Imprivata	\$ -	\$ -	-	-
	\$275.0	Atos SE	Anthelio Healthcare Solutions Inc.	\$ 200	\$ -	1.4x	-
Dental	\$375.0	Dentsply Sirona Inc.	MIS Implant Technologies Ltd	\$ 80	\$ -	4.7x	-

## Top Deals of 2016 > \$100m in Transaction Value (announced or closed) Continued

Sector	TransValue (millions)	Acquiror	Target	Target Sales (millions)	Target EBITDA (millions)	Sales Multiple	EBITDA Multiple
Diagnostics	\$5,800.0	Abbott Laboratories	Alere Inc.	\$ 2,500	\$ 552	2.3x	10.5x
	\$4,000.0	Danaher Corporation	Cepheid Inc.	\$ 625	\$ 7	6.4x	615.4x
	\$1,850.0	Grifols, S.A.	The Blood Screening Business of Hologic, Inc.	\$ 226	\$ 160	8.2x	11.6x
	\$1,300.0	Thermo Fisher Scientific, Inc.	Affymetrix Inc.	\$ 358	\$ 47	3.6x	27.9x
	\$700.6	Life Healthcare Group Holdings Ltd	Alliance Medical Group Ltd.	\$ -	\$ -	-	-
	\$302.0	Laboratory Corporation of America Holdings	Sequenom, Inc.	\$ 118	\$ -	2.6x	-
	\$300.0	DiaSorin S.p.A.	Focus Diagnostics, Inc.	\$ 80	\$ 24	3.8x	12.5x
	\$250.0	Bio-Techne	Advanced Cell Diagnostics (ACD)	\$ 25	\$ -	10.0x	-
	\$225.0	Myriad Genetics, Inc.	Assurex Health	\$ 60	\$ -	3.8x	-
	\$205.0	NeoGenomics, Inc.	Clariant, Inc.	\$ 127	\$ 13	1.6x	15.8x
	\$200.0	Sinocare Inc.	PTS Diagnostics	\$ -	\$ -	-	-
	\$104.0	Qiagen N.V.	Exiqon A/S	\$ 162	\$ -	0.6x	-
	\$102.5	Fujian Thai Hot Investment	Alliance HealthCare Services	\$ -	\$ -	-	-
Distribution	\$160.0	Coloplast A/S	Comfort Medical LLC	\$ 38	\$ -	4.2x	-
						-	-
Medical Devices	\$5,900.0	Canon Inc.	The Medical Unit of Toshiba Corp.	\$ 3,600		1.6x	-
	\$4,325.0	Johnson & Johnson	Abbott Medical Optics Inc. (AMO)	\$ 1,100	\$ -	3.9x	-
	\$4,200.0	Thermo Fisher Scientific, Inc.	FEI Company	\$ 938	\$ 221	4.5x	19.0x
	\$2,800.0	Svenska Cellulosa Aktiebolaget (SCA)	BSN Medical GmbH	\$ 874	\$ 210	3.2x	13.3x
	\$2,780.0	Stryker Corporation	Sage Products LLC	\$ 430	\$ -	6.5x	-
	\$1,280.0	Stryker Corporation	Physio-Control International, Inc.	\$ 503	\$ -	2.5x	-
	\$1,100.0	Medtronic, Inc.	Heartware International	\$ 262	\$ (36)	4.2x	-
	\$1,000.0	Teleflex Inc.	Vascular Solutions, Inc.	\$ 160	\$ 22	6.3x	46.2x
	\$1,000.0	Zimmer Biomet Holdings, Inc.	LDR Holding Corporation	\$ 167	\$ -	6.0x	-
	\$946.0	PAI Europe	Atos Medical	\$ -	\$ -	-	-
	\$895.0	TE Connectivity Ltd.	Creganna Medical	\$ 250		3.6x	-
	\$476.0	HOYA Corporation	Performance Optics LLC	\$ -	\$ -	-	-
	\$380.0	NuVasive, Inc.	Ellipse Technologies, Inc.	\$ 40	\$ -	9.5x	-

## Top Deals of 2016 > \$100m in Transaction Value (announced or closed) Continued

Sector	TransValue (millions)	Acquiror	Target	Target Sales (millions)	Target EBITDA (millions)	Sales Multiple	EBITDA Multiple
	\$350.0	Medtronic plc	The Gynecology Business of Smith & Nephew	\$ -	\$ -	-	-
	\$280.0	Terumo Corporation	Sequent Medical	\$ -	\$ -	-	-
	\$276.0	Varian Medical Systems	The Medical Imaging business of PerkinElmer, Inc.	\$ 140	\$ -	2.0x	-
	\$225.0	Santen Pharmaceutical Co., Ltd.	InnFocus, Inc.	\$ -	\$ -	-	-
	\$210.0	Boston Scientific Corporation	EndoChoice Inc.	\$ 75	\$ -	2.8x	-
	\$174.0	Halyard Health, Inc.	CORPAK MedSystems	\$ 54	\$ -	3.2x	-
	\$145.0	Natus Medical Incorporated	GN Otometrics A/S	\$ 110	\$ -	1.3x	-
	\$140.3	RoundTable Healthcare Partners	Symmetry Surgical Inc.	\$ 84	\$ 9	1.7x	15.4x
	\$140.0	Halma plc	CenTrak	\$ 44	\$ 10	3.2x	13.7x
	\$132.0	Zimmer Biomet Holdings, Inc.	Medtech SA	\$ -	\$ -	-	-
	\$110.0	BTG plc.	Galil Medical Inc.	\$ 22	\$ -	5.0x	-
Medical Services	\$1,400.0	Cinven Ltd	BioClinica Inc.	\$ -	\$ -	-	-
	\$1,200.0	McKesson Corporation	Vantage Oncology, LLC and Biologics, Inc.	\$ -	\$ -	-	-

## M&A Deal-by-Deal Analysis—Q4 2016 (announced or closed)

The information contained in the table below was derived from publicly available sources. Transaction analysis is inferential and not intended to be relied upon as pronouncements by the transaction participants or for any other reason. Transactions are pending or closed.

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	<b>Allergan Plc (NYSE: AGN)</b> , a \$16.7b provider of medical aesthetics, biosimilars, and over-the-counter pharmaceutical products.	<b>LifeCell Corporation</b> , a manufacturer of tissue repair and woundcare products and a unit of Acelyty Corporation.	Enables Allergan to enter regenerative medicine segment, and allows LifeCell (another Acelyty unit) to focus on advanced woundcare. Unlike other recent Allergan acquisitions for pipeline products, LifeCell already generates ~ \$450m in annual sales at a 40% operating margin. Recent acquisitions of Chase Pharmaceuticals, Tobira Pharmaceuticals, Motus Therapeutics, and Vitae Pharmaceuticals involved pre-revenue companies. Allergan is the leader in Natrelle breast implants, and has an effective salesforce addressing plastic surgeons. LifeCell's Acellular Dermal Matrices are used in breast reconstruction procedures and hernia surgeries to provide soft tissue support. Other key products include ALLODERM allograft tissue matrix for repairing or replacing damaged or inadequate soft tissue, including breast reconstruction post-mastectomy; and REVOLVE single use high-volume fat grafting device for enhancing volume in plastic and reconstructive procedures. LifeCell also developed STRATTICE, a porcine based tissue matrix for abdominal wall repair and surgical repair of damaged or ruptured soft tissue, and ARTIA, a porcine based tissue matrix which is approved and launched in some European markets. The many synergies are expected to lead to significant sales and cost synergies. Deal value -- \$2.9b on sales of \$450m (6.4x).and operating profit of ~\$1160m (16.1x)
Biopharmaceuticals	<b>Baxter International, Inc. (NYSE:BAX)</b> , a \$10.12b maker of hemophilia, immune disorders and infectious diseases products.	<b>Claris Injectables Limited</b> , an India-based manufacturer of sterile injectables for anesthesia, analgesics and blood products.	Provides Baxter with a portfolio of generic injectables fully integrated research and development expertise and advanced manufacturing facilities. Claris will boost Baxter's strategy to become a global leader in the injectable pharmaceuticals area. Baxter anticipates launching seven to nine products annually over the next few years, increasing to 10-15 a year beyond 2019. Baxter manufactures a broad range of generic injectable medications, including frozen and liquid preparations. It's presence in the generic injectables market segment that includes difficult-to-manufacture oncology drugs and a broad portfolio of standard-dose, ready-to-use, premixed injectable products, including essential anti-infectives, analgesics, and critical care medicines. Baxter had been searching in India for an injectibles company for a while. It had lost out to Chinese drug maker Fosun in the auction for Hyderabad-based Gland Pharma, acquired for \$1.4 billion in July. Deal value -- \$625m on \$100m of revenue.

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Sector	Acquiror	Target	Analysis
Biopharmaceuticals	<b>Chiesi Farmaceutici SpA</b> , a Italy-based developer of respiratory therapeutics.	<b>Atopix Therapeutics Limited</b> , a UK clinical stage biotechnology company developing novel treatments for asthma.	The acquisition includes OC459, an orally-administered CRTh2 antagonist currently in Phase 2 trials to evaluate the clinical benefit in patients with severe asthma who have persistent airway eosinophilia, despite treatment with high doses of inhaled corticosteroids, and ATX2417, a back-up candidate, which has completed a Phase 1 human safety study. This deal augments Chiesi's pipeline for respiratory disorders, particularly in eosinophilic airways diseases. Around 40% of asthma patients are known to have eosinophilic disease, with a proportion having persistent airway eosinophilia despite treatment with high inhaled corticosteroids and remaining at risk of a serious exacerbation requiring hospitalization. Deal value -- \$80m.
Biopharmaceuticals	<b>Edwards Lifesciences Corp (NYSE: EW)</b> , a \$2.49b manufacturer of structural heart disease and critical care monitoring devices.	<b>Valtech Cardio Ltd.</b> , an Israel-based maker of heart valve repair and replacement products.	Valtech develops surgical and transcatheter valve repair and replacement devices for treating heart valve diseases, including mitral valve regurgitation (MR) and tricuspid valve regurgitation (TR). In January, HeartWare International Inc. abandoned its plans to buy Valtech after it encountered opposition from investors. Before the closing, Valtech will spin off its early-stage transseptal mitral valve replacement technology program, but Edwards will retain an option to buy it on certain conditions. This is one of the biggest medical devices acquisitions in Israel for a pure tech company without sales, Mitral valve regulation is the hottest field today in interventional cardiology. Deal value -- \$340m (in cash and stock) plus an additional \$350m in milestones.
Biopharmaceuticals	<b>Novartis AG (NVS)</b> , a \$49.61b Switzerland-based drug maker for ophthalmology, neuroscience, hospital and critical care, cardiovascular and metabolism.	<b>Encore Vision, Inc.</b> , a developer of novel eye drops for presbyopia.	There is currently no disease-modifying treatment for presbyopia, an inability to focus up close, a problem associated with refraction and hardening of the eye lens. It is a common condition afflicting about 80% of people over the age of 45, which results in loss of near-distance vision and the need for reading glasses. Encore's EV06 eye drop softens the lens and has shown positive results in phase I/II clinical trials. Encore Vision was founded 10 years ago by Bill Burns, a former Alcon executive who received \$1.25m from an angel group. The eye drops are still years away, with Phase II and Phase III clinical studies to be completed. Yet, Novartis sees the potential of a disruptive drug in a new therapy area. Presently, there are two corneal inlays on the market addressing presbyopia: Kamra (AcuFocus) inlay, which employs small-aperture optics to increase the depth of focus and Raindrop (ReVision Optics), a reshaping inlay that changes the corneal curvature. A third, yet to be FDA-approved, is Flexivue Microlens (Presbia) is a refractive inlay that alters the index of refraction by using a bifocal optic. Terms for the Encore Vision deal were not announced.

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	<b>Novartis AG (NVS)</b> , a \$49.61b Switzerland-based drug maker for ophthalmology, neuroscience, hospital and critical care, cardiovascular and metabolism.	<b>Ziarco Group Limited</b> , a clinical-stage biotechnology developer of drugs for treating dermatological and inflammatory diseases.	Ziarco's ZPL389, is a potential oral treatment for moderate-to-severe eczema. Eczema is a chronic, itchy, inflammatory skin condition found in millions of children and adults. There are currently no safe, effective, and well-tolerated oral treatments are available. In a proof of concept study, ZPL389 showed a clinically and statistically significant reduction of eczema. The study also showed a decrease in itching. Eczema poses a significant burden on health-care resources and it affects up to 10% of the population in the U.S. alone. Terms not announced.
Data Management/Healthcare IT	<b>Allscripts Healthcare Solutions, Inc. (NASDAQ:MDRX)</b> , an \$1.50b provider of healthcare information technologies and services	<b>Core Medical Solutions Pty. Ltd.</b> , an Australia-based provider of electronic medical records (EMR).	Core has a strong presence in Victoria and Western Australia, and strengthens Allscripts' presence in the country. Allscripts now provides solutions to more than 85 hospitals in Australia. Terms not announced.
Data Management/Healthcare IT	<b>BioTelemetry, Inc. (NASDAQ:BEAT)</b> , a \$178.5m provider of cardiac monitoring services.	<b>Telcare Medical Supply, Inc.</b> , a leading digital-health company focused on diabetes management.	Telcare was the first company to receive FDA clearance for a cellular-enabled Blood Glucose Monitoring (BGM) system. This wireless system transmits real-time results to a cloud-based analytical engine, which synthesizes the data, monitors trends and provides caregivers with critical information about patients' health status. Enables BioTelemetry to leverage its expertise and existing partnerships to improve outcomes and reduce costs in some of the more widespread chronic conditions. Upfront consideration of \$7.0 million with potential earn-outs of up to \$5.0m. Telcare is expected to generate over \$5.0 million in revenue on an annualized basis and be near breakeven by the end of 2017.
Data Management/Healthcare IT	<b>Cognosante, LLC</b> , a provider of technology solutions and consulting services to Federal, state, and local government healthcare agencies.	<b>Business Information Technology Solutions (BITS)</b> , a provider of IT services and solutions to the U.S. Department of Veterans Affairs.	BITS focuses on enterprise business systems, business intelligence, and data analytics in the public health sector. It is one of the prime contractors of the VA's \$22.3b Transformation Twenty-One Total Technology Next Generation program. Terms not announced.
Data Management/Healthcare IT	<b>DrugDev, Inc.</b> , a provider of cloud-based solutions to help sponsors, CROs and investigators conduct more clinical trials.	<b>SecureConsent, LLC</b> , a developer of e-consent solutions deployed on tablets and other mobile devices.	SecureConsent and DrugDev had a longstanding relationship. In 2014 DrugDev flagged e-Consent technology as representing an important future trend. DrugDev has made several acquisitions in the past few years. It acquired CFS Clinical in 2013 to help ease investigator payment's in 2014 it bought TrialNetworks, and acquired the company's

Sector	Acquiror	Target	Analysis
			cloud-based clinical trial optimization platform, and in 2016, DrugDev and Exostar partnered to combine Exostar's identity credential with the DrugDev Golden Number. With SecureContent, DrugDev is moving its solutions toward patients. Terms not announced.
Data Management/ Healthcare IT	<b>Evolut Health, Inc. (NYSE:EVH)</b> , a \$212m provider of healthcare delivery and payment solutions.	<b>Aldera Holdings, Inc.</b> , a provider of back-end benefit administration and claims management processing for healthcare companies.	Evolut was founded in 2011 to support providers in moving to a population health model of care delivery and to manage performance-based payment arrangements. Aldera provides back-end benefit administration and claims management processing for several healthcare companies, including Valence Health, which Evolut acquired in late 2016. This deal was the exercise of an option to purchase Aldera, as part of the overall Valence negotiations. Terms not announced.
Data Management/ Healthcare IT	<b>Siemens Healthineers (NYSE:SI)</b> , a provider of medical imaging, laboratory diagnostics, and medical information systems.	<b>Conworx Technology GmbH</b> , a Berlin-based developer of point-of-care device interfaces and data management services.	Conworx's technology complements Siemens's RAPIDComm data management system, enhance its informatics offerings, and enables open connectivity for more than 100 different medical instruments. Terms not announced.
Data Management/ Healthcare IT	<b>Vital Images, Inc.</b> , a provider of advanced visualization and analysis software and a unit of Toshiba Medical Systems.	<b>Karos Health Inc.</b> , an innovative global healthcare informatics company.	Karos has two main products: (1) Rialto, facilitates the exchange of clinical imagery and documents between different healthcare systems, which also allows the patient to access lab results and images; and (2) EasyViz, a mobile platform for displaying diagnostic imagery. Vital Images is most interested in EasyViz. This transaction will help hospital systems navigate the move towards personalized medicine, population health and the requirements of value-based care. Terms not announced.
Data Management/ Healthcare IT	<b>Vocera Communications, Inc. (NYSE:VCRA)</b> , a healthcare communications company.	<b>Extension Healthcare, LLC</b> , a provider of clinical, event-driven communication and workflow collaboration software.	Extension Healthcare provides clinical, event-driven communication and workflow collaboration software for the hospital environment. Vocera ranked 76th on the 2016 Healthcare Informatics 100 list. Extension Healthcare's clinical integration software solution features a clinical rules engine that unifies data from multiple sources simultaneously, enables prioritization of notifications, adds patient context, and sends messages to care team members on their mobile devices. The acquisition strengthens Vocera's software platform for hospitals and health systems seeking one partner for all their care team collaboration, workflow and communication needs. The companies have collaborated many times and share more than 40 hospital customers. Deal value -- \$55m.

Sector	Acquiror	Target	Analysis
Diagnostics	<b>Agilent Technologies Inc. (NYSE: A)</b> , a \$4.20b provider of bio-analytical and electronic measurement solutions.	<b>Multiplicom N.V.</b> , a Belgium-based developer of genetic test kits.	Multiplicom develops molecular-diagnostic solutions provided as kits which enable clinical labs to identify the DNA variants that are associated with a genetic disease or predisposition in patients, or that may steer cancer therapy or identify congenital defects early in pregnancy. The transaction strengthens Agilent's presence in the genomics market and expands its genomics portfolio. Deal value - \$71m.
Diagnostics	<b>Bruker Corporation (NASDAQ: BRKR)</b> , a \$1.62b maker of analytical instruments for the clinical diagnostic and industrial markets.	<b>Oncovision, S.L.</b> , a provider of medical imaging devices used for the diagnosis of cancer.	For the past five years, Bruker and Oncovision have partnered on an exclusive marketing agreement for Albira PET/SPECT/CT systems, and have developed the next-generation Albira Si with advanced Silicon photomultiplier (SiPM) technology for full field-of-view PET resolution and sensitivity. Oncovision and Bruker have also collaborated on a high-performance preclinical 3 Tesla SiPM-PET/MRI system, and a new, simultaneous SiPM-PET/MR insert for high-field magnets. With the deal, Bruker expects to strengthen its expertise in preclinical imaging. Terms not announced.
Diagnostics	<b>Danaher Corporation (NYSE:DHR)</b> , a \$22.8b manufacturer of medical technologies for dental, acute care, pathology and diagnostic applications.	<b>Phenomenex, Inc.</b> , a manufacturer and distributor of high-value consumables for separation sciences.	Over the past 30 years Phenomenex has become a leader in the separation market with more than 7,000 products supporting a broad diversity of applications in drug discovery and development, clinical research, forensic toxicology, petrochemical, environmental analysis and food safety. Its more than 700 employees sell and provide support into 92 countries through direct and distributor channels. Terms not announced.
Diagnostics	<b>DNA Diagnostics Center Inc.</b> , a provider of DNA testing services.	<b>Identigene LLC</b> , a provider of DNA paternity testing laboratory services.	IDENTIGENE is the first in-home DNA paternity test collection kit. Previously owned by Sorenson Genomics, the kits are sold through retail outlets and distributed at over 20,000 retail store locations. IDENTIGENE expanded service offering that includes sibblingship, grand-parentage, ancestry, and more. Terms not announced.
Diagnostics	<b>Grifols, S.A. (Nasdaq: GRFS)</b> , a \$3.5b Spain-based developer of plasma therapies.	<b>The Blood Screening Business of Hologic, Inc.</b> , a \$2.83b manufacturer of women's health diagnostics, medical imaging systems and surgical products.	Hologic and Grifols are the global leaders in molecular blood screening, and have collaborated since 1998 in this joint venture. In the collaboration, Hologic is primarily responsible for research and development and manufacturing of the Procleix blood screening products, while Grifols is responsible for commercialization worldwide. The companies share revenue from the products, which are molecular assays and instruments that are used by blood banks around the world to screen donated blood, prior to transfusion, for viruses including HIV, hepatitis C and B, West Nile and Zika. Here, Hologic is selling its share of the blood screening business to strengthen its core businesses. This transaction



Sector	Acquiror	Target	Analysis
			is part of Grifols' growth strategy for its Diagnostic Division and strengthens its leading position in transfusion medicine through NAT technology, the manufacture of antigens for immunoassay and the supply of blood-typing products. Deal value -- \$1.85b on revenue of \$226m (8.1x) and EBITDA of ~\$160m (11.6x).
Diagnostics	<b>Life Healthcare Group Holdings Ltd</b> , a South African-based provider of healthcare services.	<b>Alliance Medical Group Ltd.</b> , a U.K. provider of molecular and diagnostic imaging services.	Alliance Medical partners with health systems across Europe, providing diagnostic imaging services along with the manufacture and distribution of radiopharmaceutical isotopes. Life Healthcare expanded into mental health, physical rehabilitation, dialysis and oncology and will soon be penetrating the diagnostics market through the Alliance acquisition. The deal materialized after rivals Mediclinic International Plc and Netcare Ltd. also expanded in the U.K. to take advantage of growing demand for private health care in a country dominated by National Health Service. Life Healthcare also bought companies in India and Poland in the past four years. Deal value -- \$700.6m plus a \$49m earnout.
Diagnostics	<b>Takara Bio USA Holdings, Inc.</b> , a Japan-based biotechnology and life sciences company.	<b>Rubicon Genomics, Inc.</b> , a provider of pre-analytical library preparation kits.	Builds on Takara Bio Group's commitment to develop a differentiated next generation sequencing (NGS) portfolio and offer a broader offering of genetic analysis solutions, particularly in the area of library preparation. Rubicon's technologies and products complement its current expertise and offerings, including its portfolio of cDNA synthesis and low-input and single cell RNA-seq products. Deal value ~ \$75m.
Distribution	<b>Coloplast A/S</b> , a \$2.21b Denmark-based manufacturer of products for ostomy, continence, wound, skin and breast care.	<b>Comfort Medical LLC</b> , a supplier of catheters and ostomy supplies.	Comfort Medical is a US direct-to-consumer Durable Medical Equipment (DME) provider of catheters and ostomy supplies. Its business model is based on "Direct Response Advertisements" and physician referrals. Comfort provides products from a number of different manufacturers including Coloplast. Deal value -- \$160m on sales of \$38m (4.2x).
Distribution	<b>Medical Specialties Distributors, LLC</b> , a provider of infusion products and biomedical services to the home infusion therapy market.	<b>First Choice Medical Supply</b> , a distributor of medical supplies and ancillary products for skilled nursing and home health.	Offers cross selling opportunities. Terms not announced.
Medical Devices	<b>A&amp;E Medical Corporation</b> , a cardiovascular de-	<b>Medical Concepts Europe B.V.</b> , a Netherlands provider of bi-polar, quad-polar and	Enhances A&E Medical's temporary pacing wire and cable portfolio and expands A&E's geographic footprint into Europe. Terms not announced.

Sector	Acquiror	Target	Analysis
	vice company and a portfolio company of Vance Street Capital LLC.	mono-polar temporary pacing wires for cardiovascular procedures.	
Medical Devices	<b>Alliqua BioMedical, Inc. (Nasdaq:ALQA)</b> , a \$19.42m provider of advanced wound care products.	<b>Soluble Systems, LLC</b> , a developer of human skin allograft with living cells under the brand name, TheraSkin.	Soluble's TheraSkin®. Allografts are sold via a direct distribution model primarily target hospital and wound care centers. Deal will be effected via a series of transactions -- Soluble will contribute substantially all of its assets into a newly formed subsidiary of Alliqua, and Alliqua will complete a holding company reorganization resulting in New Alliqua becoming the new public parent of Alliqua. New Alliqua will remain publicly traded and change its name to Alliqua BioMedical, Inc. Deal value -- \$35m on \$18m in revenue (1.94x).
Medical Devices	<b>Apollo Endosurgery, Inc.</b> , a developer of minimally invasive endoscopic surgical products for bariatric and gastrointestinal procedures.	<b>Lpath, Inc.</b> , a developer of therapeutic antibodies that bind and inhibit bioactive lipids that contribute to disease.	A reverse merger so Apollo can go public indirectly. Apollo's major investors are investing ~\$29m of new equity in the combined company, which will form part of the Apollo 95.8% ownership. The major investors include affiliates of PTV Healthcare Capital, H.I.G. BioHealth Partners, Remeditex Ventures, Novo A/S, and CPMG Inc.
Medical Devices	<b>BioCardia, Inc.</b> , a developer of novel therapeutics for cardiovascular diseases,	<b>Tiger X Medical, Inc.</b> , a developer of reconstructive orthopedic and spinal surgery products	TigerX Medical provides knee product lines. After closing, the combined entity will change its name to BioCardia and is expected to have \$23m. The merger will provide resources necessary to continue BioCardia's Phase III development. Deal value -- \$23m
Medical Devices	<b>Boston Scientific Corporation (NYSE: BSX)</b> , a \$7.48b manufacturer of medical device products for interventional medical specialties.	<b>EndoChoice Inc.</b> , a \$74.62m developer of medical devices, diagnostic equipment, infection control products and endoscopic imaging systems.	EndoChoice makes innovative products and services for specialists treating gastrointestinal (GI) conditions -- single-use devices (resection and retrieval devices, needles, graspers and infection control kits) and Full Spectrum Endoscopy (FUSE) colonoscopies, which enables doctors to better see anatomy and find more lesions during colonoscopies. Boston Scientific intends to evaluate "strategic options" regarding the FUSE line. Deal value -- \$210m on sales of \$74.62m (2.81x).
Medical Devices	<b>Boston Scientific Corporation (NYSE: BSX)</b> , a \$7.48b manufacturer of medical device products for interventional medical specialties.	<b>The tissue processing technology and facility of Neovasc, Inc.</b> , a \$8.9m maker of transcatheter heart valves.	Neovasc develops cardiovascular products including the Tiara technology for treating mitral valve disease and the Neovasc Reducer technology for treating refractory angina. Neovasc's biological tissue business makes elements for transcatheter heart valves, including the Boston Scientific's Lotus Valve System. The acquisition strengthens Boston Scientific's structural heart pipeline and complements its Lotus valve platform. Deal value -- \$75m for the assets and a 15% equity interest.

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Sector	Acquiror	Target	Analysis
Medical Devices	<b>Canon Inc.</b> , a manufacturer of imaging and optical products.	<b>The Medical Unit of Toshiba Corp.</b> , a maker of MRI, X-Ray, ultrasound and other medical imaging systems.	Toshiba Medical is the overwhelming market share leader in Japan and has been steadily increasing its global market share. It is also one of the few companies with a product portfolio that spans diagnostic X-ray systems, magnetic resonance imaging (MRI) systems, diagnostic ultrasound systems and diagnostic nuclear medicine systems. The company also offers in-vitro diagnostics aimed at individualized care. The deal enables Canon to enter the imaging equipment market with a substantial platform, plus it reinforces Toshiba's strength in its in-vitro diagnostics business and next-generation medical IT. The deal also complements Canon's biomedical business. Deal value -- \$5.9b on 3.6b of revenue.
Medical Devices	<b>Corin Orthopaedics Holdings Limited</b> , a manufacturer of reconstructive orthopedic devices.	<b>The Tornier Hip/Knee Business of Wright Medical Group N.V.</b> , a \$597.11m developer of specialty orthopedics focused on extremity and biologic solutions.	The Tornier hip and knee implants was acquired when Wright and Tornier merged in a \$3.3B deal in October 2015. Wright got out of the hip and knee space in June 2013 with the \$290m sale of its OrthoRecon business to Hong Kong-based MicroPort Scientific. Dynacup and Meije Duo hip implants and HLS KneeTec and HLS Noetos knee implants will be included in the sale to Corin. After a transition period the products will be re-branded as Corin. The acquisition increases Corin's presence in the global hip and knee market which is one of the largest market segments in orthopedics. Deal value -- \$32.3m.
Medical Devices	<b>DW Healthcare Partners and Linden Capital Partners</b> , a healthcare-focused private equity firms.	<b>Edge Systems, Inc.</b> , a provider of non-invasive equipment and consumables used in aesthetic skin health treatments.	Edge's HydraFacial line skin rejuvenation devices provide a non-invasive, multistep treatment that delivers results without downtime or irritation. Edge has an installed base of over 7,000 systems placed with dermatologists, plastic surgeons, and medical spas across 75 countries. Edge offer non-invasive aesthetic treatments and has a unique technology. Terms not announced.
Medical Devices	<b>HOYA Corporation (OTC:HOC PF)</b> , a \$4.8b Japan-based manufacturer of electronic imaging devices, endoscopes and intraocular lenses.	<b>Performance Optics LLC</b> , a manufacturer of polycarbonate, photochromic, polarized and high index eyeglass lenses.	Performance Optics is a maker of specialty eyeglass lenses, with manufacturing facilities in the U.S., Korea, China, Thailand and Indonesia. The deal complements HOYA's presence in the eyewear industry and adds capabilities in polycarbonate, photochromic and polarized lens technologies, as well as an expansion of HOYA's presence in high index lens casting. Deal value -- \$476m.
Medical Devices	<b>Hoya Vision Care</b> , a provider of progressive or no-line lenses, single vision lenses and specialty lenses.	<b>The Safety Prescription Eyewear Business of 3M Company</b> , a \$30b diversified technology and engineering company.	3M's safety prescription eyewear business provides HOYA with a comprehensive line of frames, prescription lenses, and premium coating options in a custom-made solution. In addition to its strong North American presence, it also services Latin America, Europe and Asia. 3M decided to divest the business to focus on its core personal safety businesses and will retain its non-prescription eyewear business that is

Sector	Acquiror	Target	Analysis
			widely known as the plano eyewear. Since 2012, the company pruned its businesses from 40 to 26. Terms not announced.
Medical Devices	<b>Katena Products, Inc.</b> , a leading provider of surgical instruments, amniotic membranes and other bio-active products to the ophthalmic sector.	<b>Eagle Vision, Inc.</b> , a manufacturer of punctum plug and other dry eye products.	Audax's second add-on acquisition for Katena, acquired in 2015. Terms not disclosed.
Medical Devices	<b>Kuros Biosciences AG</b> , a Switzerland-based developer of products for tissue repair and regeneration.	<b>Xpand Biotechnology BV</b> , a Netherlands-based developer of products for bone repair and regeneration.	The combined entity will exploit two complementary technologies -- Xpand's synthetic surface science technology and Kuros's fibrin/PTH biologics platform. A granular formulation of Xpand's bone graft substitute, MagnetOs, was approved in the EU during mid-2016 and is under FDA 510(k) review. A putty formulation of MagnetOs is also being prepared for submission in the EU for orthopedic and dental applications and for submission in the U.S. for spinal fusion applications. Kuros said the acquisition will also give it an operation in the EU, and certified GMP manufacturing facilities. Stock for stock merger.
Medical Devices	<b>SFS Group AG</b> , a Switzerland-based maker of mechanical fastening systems and precision formed components.	<b>Tegra Medical</b> , a provider of precision machining and contract manufacturing services.	Tegra Medical, a portfolio company of Riverside partners, provides solutions from prototyping to full production, and from complex components to finished medical devices. It offers a wide range of manufacturing technologies and creates surgical, interventional and orthopedic devices. Terms not announced.
Medical Devices	<b>Svenska Cellulosa Aktiebolaget (SCA)</b> , a Swedish \$12.3b global hygiene and forest products company.	<b>BSN Medical GmbH</b> , a Germany-based manufacturer of woundcare, noninvasive orthopedic and compression therapy products.	Weights SCA's business more toward healthcare. BSN has significant share in several attractive medical product markets and provides SCA with a new growth platform with future industry consolidation opportunities. About 85% of SCA's sales derives from its hygiene business and about 15% from forest products, which it intends to spinoff to shareholders. Earlier, private equity firm EQT, which owned BSN, sought to have BSN go public, after talks with two bidders aborted. BSN was bought by EQT in 2012 for ~\$1.9 billion and it has expanded the business through acquisitions as part of a buy-and-build strategy to boost BSN's operations in France, Brazil, South Africa and New Zealand and other markets. Deal value -- \$2.8b on sales of ~\$874.0m (3.2x) and EBITDA of ~\$210.0m (13.3x).

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Sector	Acquiror	Target	Analysis
Medical Devices	<b>Tecomet, Inc.</b> , a contract manufacturing, engineering and metal fabrication technology company.	<b>Mountainside Medical</b> , an OEM maker of precision medical device components and instruments for minimally invasive surgical devices.	Mountainside Medical's precision machined components are used in laparoscopic instruments and jaws, orthopedic/neuro-navigation instrumentation, and electrosurgical instruments. The acquisition complements Tecomet's existing portfolio. Terms not announced.
Medical Devices	<b>Teleflex Inc. (NYSE: TFX)</b> , a \$1.8b manufacturer of disposable vascular access products and diagnostics.	<b>Vascular Solutions, Inc.</b> , a \$160m developer of catheter, hemostat and vein products.	Vascular Solutions develops minimally invasive coronary and peripheral vascular procedures. Its product line consists of more than 90 proprietary products and services sold to interventional cardiologists, interventional radiologists, electrophysiologists and vein specialists. The deal enhances Teleflex's presence with those call points. The combined company will offer more than 150 cardiac, vascular, and interventional access products. Deal value -- \$1b on sales of \$160m (6.25x) and EBITDA \$21.65m (46.2x).
Medical Devices	<b>The Thuasne Group</b> , a France-based orthopedic softgoods company.	<b>Orthotic Composites</b> , a manufacturer of composite lower extremity orthopedic braces.	Thuasne will operate Orthotic Composites as a wholly-owned manufacturing unit in Great Britain, and will co-market the products through Thuasne's existing UK distribution subsidiary. Orthotic Composites' products and proprietary fabrication processes will be integrated into the North America sales network of Townsend Design, a US subsidiary of Thuasne. Townsend develops technically-advanced braces. Terms not announced.
Medical Devices	<b>Varian Medical Systems (NYSE:VAR)</b> , a \$3.12b developer of radiotherapy, radiosurgery, proton therapy, and brachytherapy for cancer.	<b>The Medical Imaging business of PerkinElmer, Inc.</b> , a \$2b provider of technology, services, and solutions to the diagnostics, lab, research, environmental, and other markets.	PerkinElmer's Medical Imaging business is a supplier of digital flat panel X-ray detectors that serve as components for industrial, medical, dental and veterinary X-ray imaging systems. PerkinElmer has about 280 employees and is headquartered in California with operations in Germany, the Netherlands and the United Kingdom. The acquisition adds new digital imaging technology to Varian's portfolio and expands its footprint in the industrial imaging sector. Deal value -- \$276m on revenue of \$140m (1.98x).
Medical Devices	<b>Zimmer Biomet Holdings, Inc. (NYSE and SIX: ZBH)</b> , a \$6.0b developer of orthopedic, spinal and trauma devices, biologics and dental implants.	<b>RespondWell Telerehabilitation Platform</b> , a provider of personalized, clinician-supervised post-surgical physical therapy for home-use.	RespondWell Telerehabilitation's technology provides personalized, clinician-supervised post-surgical physical therapy in a patient's home. The acquisition strengthens the Zimmer's recently announced "Biomet Signature Solutions" by integrating a comprehensive, at-home telerehabilitation capability designed to enhance patient compliance with physical therapy and improve the quality of recovery. Zimmer sees telerehabilitation as representing the future of optimal and efficient post-surgical patient care. Terms not announced.