



The Walden Group

2022 Q1 Strategic Healthcare M&A Report

At a glance ...

- *Market Overview*
- *Major M&A Deals by Sector*
- *What the CEOs are Saying*
- *Key Stats on Top M&A Deals in Q1 2022*
- *Performance of Leading Healthcare Companies*
- *Analysis of More Than 50 Q1 M&A Transactions*

The Walden Group[®], Inc.

**Strategic Merger & Acquisition
Advisors**

for

The Healthcare Industry

www.waldenmed.com
office@waldenmed.com
914.332.9700 (office)

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. With 30 years of experience and a lengthy track record, The Walden Group is a strategic merger & acquisition advisory firm focused on the healthcare industry.

© 2022 The Walden Group[®], Inc. No part of this report may be reproduced without written permission of The Walden Group, Inc. All rights reserved.

Market Overview

Healthcare M&A Slowed in Q1, But Segment Remains Hot

According to [a recent report from KPMG](#), healthcare sector M&A activities slowed in Q1 2022, completing 34% fewer deals than in Q4 2021. Inflation, rising interest rates, the Russia-Ukraine war, covid, China, staffing shortages and supply chain concerns challenged virtually all healthcare players. Still, medtechs, venture funds, and private equity firms keep investing in new technologies, especially those incorporating artificial intelligence, remote patient monitoring, the growing accumulation of data, and other modalities that make devices and systems "smarter" and more efficient.

The Growing Importance of Big Data in Healthcare

The digitization of healthcare information and the rise of value-based care have hatched a massive growth in healthcare big data. Big data in healthcare refers to collecting, analyzing, and applying consumer, patient, physical, and clinical data that is too vast or complex to be understood by traditional means of data processing. Big data is often processed by machine learning algorithms and data scientists.

Big data has become more influential in healthcare due to: the vast amount of data available; growing healthcare costs; and the convergence of medical care and consumerism. A torrent of information has been unleashed by digital healthcare records, wearable technology, remote patient monitoring, mobile applications, digital marketing efforts, social media, and other sources.

Big data collection and analysis enables clinicians to make more informed decisions about treatment and services. With big data samples, doctors can identify the precursors of serious illness before it arises. Treating disease at an early stage is simpler and less expensive than treating it once it has progressed.

Big Data Applications

Medtronic has collaborated with **IBM** to create a mobile personal assistant application to anticipate millions of data points; understand the potential links between glucose readings, drug administration, and lifestyle choices; and enable patients to make more informed decisions about their medication.

Dexcom and **Abbott** have developed wearable sensors that transmit glucose measurements to smart devices for real-time insights, past trends and even where glucose levels are expected. Unlike traditional glucose meters, continuous glucose monitors track blood sugar levels 24/7 to inform patients and doctors of otherwise undetected trends and data.

Digital therapeutics company **Propeller Health** is developing a digitally guided therapy platform for chronic respiratory disease that integrates information from multiple sources, including connected medications. It then uses machine intelligence to help individuals manage their medication. The data is then sent via Bluetooth to a smartphone app that uses machine learning algorithms to gather valuable insights.

Resmed has developed cloud-connected devices for out-of-hospital monitoring for treating sleep-breathing disorders, COPD and other related conditions. ResMed's technology continually monitors each patient's unique breathing pattern on a breath-by-breath basis and then makes automatic adjustments.

Big Data/Digital Health Financings

Not surprisingly, financings for big data and digital health applications are soaring. CBInsights reported that Q3 2021 digital health fundraising totaled \$39.6b, a 27% y/y increase over the \$31.1b raised in Q3 2020. Selected raises include:

- **Cityblock Health** (holistic primary care to lower-income communities) raised \$400m in late 2021 for a \$5.7b valuation.
- **Hinge Health** (digital musculoskeletal clinic to treat back pain and other conditions) closed on a \$400m fundraising round to give the company a \$6.2b valuation.
- **XtalPi** (AI models that employ machine learning to discover molecular compounds that can address a targeted condition or disease) raised \$400m in a series D Round, receiving a valuation of \$2b.
- **InBrace** (with AI, the company personalizes teeth straightening with its Smartwire™ technology) raised \$102m in a Series D round for an undisclosed valuation.
- **Maven** (virtual care offering women and families critical support across fertility, pregnancy, adoption, parenting, and pediatrics) brought in \$110m in a Series D round, valuing the company at over \$1 billion.

Big Data/Digital Health M&A Deals

- **Stryker** acquired **Vocera Communications**, a provider of secure, integrated, and mobile communication and workflow solutions for healthcare workers for \$3.1b on sales of \$198.4m (15.6x) and EBITDA of \$4.1m. **Vocera** in March launched a wearable, voice-driven device that enables mobile healthcare

workers to communicate hands-free. Along with other **Vocera** offerings – hospital workers can request supplies and access information without having to leave a patient’s bedside or remove personal protective equipment.

- **Boston Scientific** bought **Preventice Solutions** for a \$925m plus \$300m in milestones. Preventice designs mobile health solutions and remote monitoring offerings for patients with cardiac arrhythmias. Among its products are wearables, including the PatientCare platform and BodyGuardian family of monitors.
- **Microsoft** acquired **Nuance Communications** for \$19.7b to deliver new cloud and AI capabilities across healthcare. Microsoft has been pursuing a strategy to provide more industry-specific cloud offerings.
- **Simplr**, a digital healthcare operations platform and provider, acquired **HealthcareSource** (healthcare talent ecosystem); **SpinFusion** (healthcare scheduling software); and **Halo Health** (clinical collaboration software) -- all in 2021.
- Health software company **Commure** completed three acquisitions in 2021, including **Patient Keeper** (EHR optimization software), **Merlin** (mobile job board for blue collar talent), and **Karuna health** (patient communications platform).
- **Glooko** (remote patient diabetes monitoring) acquired **Diabnext**, a France-based developer of patient monitoring mobile applications for diabetes. **Diabnext**'s platform enables remote monitoring, coordination, therapeutic education and data analytics of blood glucose, insulin, diet and physical activity automatically through connected health devices.

Russia-Ukraine War and China Lockdown Complicate Supply Chains

The global supply chain and healthcare workforce disruptions that plagued the initial pandemic outbreak and had somewhat recovered have since been de-stabilized due to geopolitical factors, including the Russia-Ukraine war, sanctions on Russia and covid in China, material shortages, and price inflation. More and more companies are seeking to reduce supply chain risk by adding dual sourcing and moving production closer to their core locations.

Major M&A Deals by Sector

Distribution/Homecare

- **Owens & Minor** acquired **Apria**, an integrated home care equipment maker and service provider, for \$1.5b. **Apria's** offerings include equipment for respiratory therapy, sleep apnea, negative pressure wound therapy, and continuous glucose monitoring, along with complimentary services that scale **Owens & Minor's Byram Healthcare** subsidiary. **Owens & Minor** purchased **Byram**, a distributor of ostomy, wound care, urology, diabetes, and incontinence supplies, from **Mediq B.V.** for \$380m in 2017.

Baxter closed its \$10.5b purchase of **Hillrom** late in Q4 2021 to similarly extend its hospital setting offerings into homecare.

CRO/Diagnostics:

- **KKR** acquired Switzerland-based **Biosynth Carbosynth**, a producer of reagents. **Biosynth Carbosynth** subsequently acquired a majority stake of **Vivitide**, a provider of custom peptides.

- **Charles River Laboratories** acquired **Explora BioLabs Holdings, Inc.**, a provider of contract vivarium research services, for \$295m on sales of \$38m (7.8x).
- **Thermo Fisher** acquired **PeptoTech**, a maker of recombinant proteins, for \$1.9b. The acquisition complements **Thermo Fisher's** existing cell culture media products to offer a more fully-integrated development and manufacturing operation for its pharma clients.

Diabetes Management

- **Becton, Dickison (BD)** completed the spin off of its Diabetes Care Business (now **Embecta Corp.**). **Embecta** offers a Diabetes Care App and creates a focused diabetes care company and enables **BD** to concentrate on applying smart devices, robotics, analytics and artificial intelligence to improve care processes across infectious disease, cancer and interventional devices.

Contract Manufacturing

- **Integer** bought **Aran Biomedical**, an Ireland-based producer of proprietary medical textiles, biomaterial coverings, coatings and metal and polymer braiding, for \$130.3m.



Resorbable Suture
(Aran Biomedical)

- **Resonetics, LLC** bought Canada-based **EaglePicher Medical Power**, a manufacturer of implantable batteries for medical devices.
- **TPG Capital** acquired a controlling stake in **Confluent Medical**, a contract manufacturer offering Nitinol processing, biomedical textile knitting and precision laser treatment of specialty polymers.
- **Teamvantage** acquired **MMD Medical**, a contract manufacturer of components for large medical OEMs.

Orthopedics

- **Smith & Nephew** acquired **Engage Surgical**, a developer of proprietary cementless unicompartmental (partial) knee systems for \$135m.
- **Johnson & Johnson** purchased the CrossRoads® Extremity Systems unit of private equity firm **HealthpointCapital Management**, adding sterilized, reusable instruments used in ankle and foot surgeries.



Partial Knee System
(Engage Surgical)

Neuro/Neurovascular

- **Carl Zeiss** acquired **Kogent Surgical**, a producer of neuro-surgery micro instrumentation.
- **ArchiMed** is acquiring **Natus Medical**, a maker of audiological and neurological diagnostic and screening products, for \$1.2b on sales of \$473.4m (2.5x) and EBITDA of \$59m (20.3x).

- **Wallaby Medical** paid \$542m for **phenox GmbH** and its subsidiary **femtos GmbH**. **phenox** is a Germany-based producer of neurovascular devices to treat ischemic and hemorrhagic strokes.

Ophthalmology

- **Carl Zeiss** acquired **Katayst Surgical** a leading maker of vitreoretinal instruments, fiberoptic illumination, innovative light sources and other ophthalmic surgical technologies. **The Walden Group** represented Katalyst in the transaction.
- **Second Sight** bought **Nano Precision Medical**, a developer of a drug implant technology that delivers minimally fluctuating drug release profiles across small molecules, peptides, and monoclonal antibodies.
- **Bausch Health** contributed its ophthalmic business to a newly formed subsidiary called **Bausch + Lomb**, which just conducted an IPO. The new business (NYSE:BLCO) creates a pure-play eye care business including contact lens brands and vision care products such as Biotrue daily disposables; cataract lens surgery equipment; IOLs; ophthalmic instruments; implantables; and a portfolio of ophthalmic drugs for dry eye, glaucoma and macular degeneration. The IPO was downsized from \$840m to \$630m.

Woundcare

- **ConvaTec Group** bought **Triad Life Sciences**, a developer of biologically-derived solutions for surgical and chronic wounds, for \$125m upfront plus up to \$325m in milestones.

- **Essity AB** purchased antibacterial woundcare dressing producer **Hydrofera LLC** in a \$116m deal.



Women's Health

- **Cooper Companies** bought **Cook Medical's** reproductive health business for \$675m.
- **Amyris, Inc.** bought **MenoLabs**, a producer of OTC supplements addressing menopause.

What the CEOs are Saying:

- **Abbott Laboratories, Robert Ford, CEO:** *"As the first quarter progressed and COVID levels decreased, we saw a steady improvement in the hospital-based procedure trends, which has continued into April."*
- **AmerisourceBergen, Steve Collis, President & CEO:** *"To benefit manufacturers and providers, we recently launched an enhanced digital dashboard offering, a new world-class three-way digital portal that streamlined core specialty GPO processes, improved data accuracy and availability and enhances transparency. With real-time data at their fingertips, manufacturers gain visibility into market trends, and providers are better able to streamline their operations."*
- **Baxter International, Joe Almeida, Chairman & CEO:** *"First quarter performance continued to reflect the ongoing erratic impact of the COVID-19 pandemic, which fueled demand in*

some of our businesses, while dragging on performance in others. As ever, the diversity and durability of our portfolio in combination with our global footprint, add as buffers that help us weather the extremes in these factors are only bolstered with at its scope and opportunity created through the addition of Hillrom."

- **Bio-Rad Laboratories, Andy Last, EVP & COO:** *"Overall, our markets have recovered to close to pre-pandemic levels of demand, as the macro incidence rates of COVID and COVID testing have declined...However, significant more localized surges, especially in China, drove higher-than-anticipated PCR instrument demand during the quarter. The surge in China and subsequent major city lockdowns in the country are of course now creating increased uncertainty around logistics and near-term demand..."*
- **Danaher, Rainer Balir, CEO:** *"...over the last 2 years, our customers prioritized the development of COVID-19 vaccine and therapies to rapidly accelerate their time to market. Today, these programs require less investment in manufacturing capacity as they mature and become a part of our customers' core business. And as a result, our customers are starting to reallocate resources back to previously paused and new programs for other modalities..."*
- **Intuitive Surgical, Gary Guthart, CEO:** *"In the first quarter procedure demand for our products was healthy recovering where COVID receded. Drivers of procedure performance included general surgery in the US and non-urology procedures outside of the US, which are our areas of focus...Regardless of the health of procedure demand we were challenged by environmental stresses including regional waves of COVID, staffing pressure at hospitals, component and raw material availability and logistic delays."*

-
- **Johnson & Johnson, Joe Wolk, EVP & CFO:** *“MedTech led our enterprise performance with nearly 9% adjusted operational sales growth...We were pleased to see a steady uptick in surgical procedures this quarter with the easing of COVID restrictions in many parts of the world, but we recognize that the situation is fluid, which requires monitoring.”*
 - **Patterson Companies, Mark Walchirk, CEO:** *“Looking ahead, we expect the dental market will return to its historical growth pattern as we move beyond the pandemic...”*
 - **Stryker, Preston Wells, VP, IR:** *“While we experienced solid growth from our capital businesses in the quarter, the growth*

was limited as a result of ongoing headwinds, including raw material shortages, primarily related to electronic components and installation delays because of hospital staffing challenges. The raw material shortages have had the largest impact in our medical business, both within our acute care and emergency care business units. These macro challenges will continue to be pronounced in the second quarter.”

Top Deals > \$100m in Transaction Value Announced or Closed in Q1 2022 (See also M&A Deal-by-Deal Analysis)

| Sector | Acquiror | Target | TransValue* (millions) | Target Sales (millions) | Target EBITDA (millions) | Sales Multiple | EBITDA Multiple |
|-----------------------------------|---------------------------------|--|--------------------------------|-------------------------------|--------------------------------|-------------------|--------------------|
| Biopharmaceuticals | Biocon Biologics Limited | The biosimilars assets of Viatris, Inc. | \$3,335.0 | \$1,000.0 | - | 3.3x | - |
| | UCB S.A., | Zogenix, Inc. | \$1,900.0 | \$82.0 | - | 23.2x | - |
| | GlaxoSmithKline plc | Sierra Oncology, Inc | \$1,900.0 | - | - | - | - |
| | Halozyne Therapeutics, Inc. | Antares Pharma, Inc. | \$960.0 | \$184.0 | \$32.0 | 5.2x | 30.0x |
| | Merck KGaA | Exelead | \$780.0 | - | - | - | - |
| | Pfizer Inc. | ReViral Ltd. | \$525.0 | - | - | - | - |
| | Regeneron Pharmaceuticals, Inc. | Checkmate Pharmaceuticals, Inc | \$250.0 | - | - | - | - |
| | AbbVie Inc. | Syndesi Therapeutics | \$130.0 | - | - | - | - |
| | Oxford BioMedica PLC | Homology Medicines Inc. | \$130.0 | \$2.7 | - | 48.1x | - |
| Data Management/ Healthcare IT | Stryker Corporation | Vocera Communications, Inc. | \$3,090.0 | \$198.4 | \$4.1 | 15.6x | 753.7x |
| Diagnostics | Thermo Fisher Scientific Inc. | PeproTech, Inc. | \$1,850.0 | - | - | - | - |
| | Exact Sciences | PreventionGenetics | \$190.0 | \$36.0 | \$3.0 | 5.3x | 63.3x |
| Distribution/Retail | Owens & Minor, Inc. | Apria, Inc. | \$1,450.0 | \$1,100.0 | \$186.9 | 1.3x | 7.8x |
| Medical Devices | The spinoff of Bausch + Lomb | Bausch Health | \$7,000.0 | \$3,765.0 | \$621.0 | 1.9x | 11.3x |
| | The spinoff of Embecta Corp. | Becton, Dickinson and Company (BD) | \$1,300.0 | \$1,160.0 | \$520.0 | 1.1x | 2.5x |
| | ArchiMed | Natus Medical Incorporated | \$1,200.0 | \$473.4 | \$59.0 | 2.5x | 20.3x |
| | The Cooper Companies, Inc. | The Reproductive Health Business of Cook Medical | \$675.0 | \$158.0 | - | 4.3x | - |
| | Wallaby Medical Holding, Inc. | phenox GmbH | \$542.0 | - | - | - | - |
| | Bioventus Inc. | CartiHeal Ltd | \$315.0 | - | - | - | - |
| | Fresenius Kabi AG | Ivenix, Inc. | \$240.0 | - | - | - | - |
| | ConMed Corporation | In2Bones Global, Inc. | \$145.0 | \$36.8 | - | 3.9x | - |
| | Smith+Nephew plc | Engage Surgical | \$135.0 | - | - | - | - |
| | Integer Holdings Corporation | Aran Biomedical | \$130.3 | \$17.0 | - | 7.7x | - |
| | ConvaTec Group PLC | Triad Life Sciences Inc. | \$125.0 | - | - | - | - |
| | Essity AB | Hydrofera LLC | \$116.0 | \$27.6 | \$7.9 | 4.2x | 14.7x |
| | Medical Services | Charles River Laboratories International, Inc. | Explora BioLabs Holdings, Inc. | \$295.0 | \$38.0 | - | 7.8x |

*In the case of spinoffs, the market cap of the company, not the IPO value, is listed as the TransValue (transaction value).

Performance of Leading Healthcare Companies (as of 5/9/22)

| Sector | Company | Market Cap (billions) | EV (billions) | EV/ EBITDA | EV/ SALES | 52 WK Perf | Revenue (TTM, billions) | Revenue Growth | Gross Margin |
|----------|----------------------|--------------------------|------------------|---------------|--------------|---------------|----------------------------|-------------------|-----------------|
| Benefits | UnitedHealth | \$468.7 | \$495.6 | 18.8x | 1.7x | 20.4% | \$297.6 | 13.2% | 23.9% |
| Biopharm | AbbVie | \$270.1 | \$336.2 | 11.8x | 5.9x | 31.7% | \$56.7 | 13.0% | 69.8% |
| | AstraZeneca | \$197.4 | \$222.7 | 21.0x | 5.4x | 20.3% | \$41.5 | 50.4% | 75.4% |
| | BioNTech | \$33.0 | \$31.0 | 1.9x | 1.4x | -19.0% | \$21.6 | 3834.6% | 84.7% |
| | Bristol-Myers Squibb | \$163.2 | \$194.1 | 9.2x | 4.1x | 18.9% | \$47.0 | 9.7% | 80.1% |
| | Eli Lilly | \$267.3 | \$280.6 | 26.2x | 9.6x | 53.1% | \$29.3 | 15.1% | 75.6% |
| | Gilead Sciences | \$76.7 | \$95.5 | 7.2x | 3.5x | -8.1% | \$27.5 | 7.5% | 79.7% |
| | GlaxoSmithKline | \$110.5 | \$142.4 | 10.0x | 3.0x | 16.3% | \$47.9 | 12.5% | 65.3% |
| | Merck | \$223.5 | \$246.5 | 11.3x | 4.6x | 19.2% | \$54.0 | 29.0% | 71.1% |
| | Moderna | \$53.5 | \$35.1 | 2.1x | 1.6x | -16.3% | \$22.6 | 727.2% | 75.3% |
| | Novartis | \$189.5 | \$201.5 | 11.2x | 3.8x | -1.8% | \$53.0 | 6.2% | 71.4% |
| | Pfizer | \$275.8 | \$286.4 | 7.7x | 3.1x | 25.1% | \$92.4 | 99.2% | 60.5% |
| | Regeneron | \$67.1 | \$55.7 | 5.9x | 3.4x | 24.9% | \$16.5 | 79.5% | 66.4% |
| Devices | Bausch + Lomb | \$7.0 | \$7.0 | 9.2x | 1.9x | - | \$3.8 | 10.4% | 61.0% |
| | Baxter | \$36.7 | \$52.1 | 16.5x | 3.9x | -16.8% | \$13.5 | 14.6% | 41.5% |
| | Becton Dickinson | \$73.5 | \$89.0 | 17.1x | 4.4x | 7.1% | \$20.0 | 6.2% | 46.7% |
| | Boston Scientific | \$58.4 | \$67.8 | 21.0x | 5.6x | -5.1% | \$12.2 | 20.2% | 69.5% |
| | Carl Zeiss | \$10.6 | \$10.8 | 24.3x | 5.6x | -20.8% | \$1.9 | 26.5% | 58.8% |
| | Edwards Lifesciences | \$62.5 | \$61.7 | 34.6x | 11.5x | 9.6% | \$5.4 | 19.7% | 76.6% |
| | Glaukos | \$2.0 | \$1.9 | - | 6.6x | -50.0% | \$0.3 | 23.6% | 77.2% |
| | Integra LifeSciences | \$4.9 | \$6.2 | 15.2x | 4.0x | -19.6% | \$1.6 | 13.2% | 63.6% |
| | Intuitive Surgical | \$80.7 | \$76.8 | 36.0x | 13.0x | -19.9% | \$5.9 | 29.8% | 68.8% |

| Sector | Company | Market Cap (billions) | EV (billions) | EV/ EBITDA | EV/ SALES | 52 WK Perf | Revenue (TTM, billions) | Revenue Growth | Gross Margin |
|---------------|-------------------|--------------------------|------------------|---------------|--------------|---------------|----------------------------|-------------------|-----------------|
| Devices | Medtronic | \$138.8 | \$152.8 | 15.9x | 4.8x | -18.7% | \$31.8 | 13.8% | 68.3% |
| | Smith & Nephew | \$14.0 | \$15.9 | 13.5x | 3.1x | -25.9% | \$5.2 | 14.3% | 71.0% |
| | STERIS | \$22.5 | \$25.7 | 24.0x | 6.0x | 6.9% | \$4.3 | 39.0% | 43.6% |
| | Stryker | \$90.7 | \$103.8 | 22.5x | 6.0x | -5.5% | \$17.4 | 18.4% | 65.5% |
| | Zimmer Biomet | \$25.2 | \$31.1 | 13.2x | 3.9x | -28.4% | \$7.9 | 15.4% | 70.1% |
| Diagnostics | Bio-Rad | \$15.0 | \$14.4 | 19.7x | 5.0x | -16.7% | \$2.9 | 7.2% | 57.6% |
| | Danaher | \$178.4 | \$200.9 | 19.1x | 6.6x | -3.0% | \$30.3 | 22.1% | 60.9% |
| | Hologic | \$18.5 | \$19.3 | 7.8x | 3.6x | 13.7% | \$5.4 | 1.4% | 69.8% |
| | Laboratory Corp | \$23.3 | \$28.4 | 7.7x | 1.8x | -9.6% | \$15.9 | 3.5% | 33.2% |
| | Qiagen | \$10.4 | \$11.1 | 12.3x | 4.8x | -4.1% | \$2.3 | 12.0% | 67.5% |
| | Quest Diagnostics | \$16.0 | \$20.1 | 7.4x | 1.9x | -1.5% | \$10.7 | 3.3% | 38.5% |
| | Thermo Fisher | \$214.0 | \$244.7 | 19.1x | 6.0x | 16.3% | \$41.1 | 14.6% | 48.4% |
| Distribution | AmerisourceBergen | \$33.3 | \$38.5 | 10.8x | 0.2x | 35.2% | \$229.7 | 17.0% | 3.5% |
| | Cardinal Health | \$15.9 | \$19.1 | 7.9x | 0.1x | 3.1% | \$176.9 | 13.0% | 3.7% |
| | Henry Schein | \$11.8 | \$14.2 | 13.2x | 1.1x | 7.3% | \$12.7 | 19.2% | 29.7% |
| | McKesson | \$48.4 | \$52.9 | 10.6x | 0.2x | 80.5% | \$264.0 | 10.8% | 5.0% |
| Diversified | 3M | \$85.1 | \$99.4 | 10.5x | 2.8x | -26.1% | \$35.3 | 7.2% | 46.3% |
| | Abbott | \$196.6 | \$205.8 | 15.3x | 4.6x | -5.5% | \$44.5 | 19.2% | 58.1% |
| | Johnson & Johnson | \$464.1 | \$465.0 | 14.4x | 4.9x | 5.1% | \$94.9 | 12.7% | 68.1% |
| Healthcare IT | Cerner | \$27.7 | \$28.4 | 18.0x | 4.9x | 25.1% | \$5.8 | 5.9% | 82.5% |

M&A Deal-by-Deal Analysis—Q1 2022 (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 |
|--------------------|---|---|--|
| Animal Health | Nextmune , Vimian Group's Specialty Pharma segment. | Avacta Animal Health (the veterinary allergy division) of AvactaGroup plc , a UK-based diagnostic company. | Strengthens Vimian's position within veterinary allergy diagnostics and treatments in the UK. Avacta Animal Health provides veterinary allergy diagnostic products and re-sells Nextmune's immunotherapy products to veterinary clinics across the UK. The business division also provides testing kits to veterinary laboratories in other European countries. Terms not announced. |
| Animal Health | Vimian Group AB , a Sweden-based animal health pharma, diagnostics, medtech, and services company. | Kahu Vet Group , a supplier of veterinary surgical products in New Zealand and Australia. | Expands Vimian's geographical presence and establishes a direct sales presence in key markets. Kahu has a broad offering of veterinary orthopedic implants, surgical instruments, equipment as well pharmaceuticals and consumables. The majority of products are sold under Kahu's own brand to more than 700 veterinary clinics in New Zealand and Australia. In addition, Kahu Vet offers training for advanced surgical procedures in its own educational center. The company has 18 employees. Terms not announced. |
| Biopharmaceuticals | AbbVie Inc. (NYSE: ABBV) , a \$56.2b producer of pharmaceuticals for autoimmune diseases, Parkinson's, GI disorders, ophthalmic conditions and more. | Syndesi Therapeutics , a Belgium-based developer of pharmaceuticals designed to address Alzheimer's, Depression and other conditions involving cognitive impairment. | Adds a small molecule in Phase Ib studies that targets nerve terminals to enhance synaptic efficiency. Syndesi was founded in 2017 and backed by Novo Holdings. AbbVie separately has a partnership with Mission Therapeutics to develop therapies for Alzheimer's and Parkinson's. Deal terms -- \$130m upfront plus up to \$870m in milestones. |

| Sector | Acquiror | Target | Analysis |
|--------------------|--|---|---|
| Biopharmaceuticals | Aceto Corporation , a virtual manufacturer of niche specialty materials. | Biotron Laboratories and Talus Mineral Company ("Biotron") , a provider of mineral complexes, custom blends, and chelates. | Expands Aceto's existing nutraceuticals business and further strengthens its presence serving life science clients. Biotron has significant internal research and development capabilities and two manufacturing facilities located near its Utah headquarters. Aceto, a portfolio company of New Mountain Capital as of 2019, has made seven acquisitions over the past two years including the additions of Syntor Fine Chemicals, Cascade Chemistry, Islechem and more. Terms not announced. |
| Biopharmaceuticals | Axsome Therapeutics, Inc. (NASDAQ: AXSM) , an early-stage developer of biopharmaceuticals for central nervous system (CNS) disorders. | The Sunosi (solriamfetol) assets of Jazz Pharmaceuticals plc , a \$3.1b Ireland-based pharmaceutical company focused on neuroscience, sleep medicine, oncology and other fields. | Sunosi was approved by the FDA in 2019 and by the EMA in 2020. It is a dual-acting dopamine and norepinephrine reuptake inhibitor (DNRI) indicated to improve wakefulness in adult patients with excessive daytime sleepiness (EDS) due to narcolepsy or obstructive sleep apnea (OSA). The transaction adds a commercial asset to Axsome's late-stage neuroscience portfolio with candidates in clinical trial for major depressive disorder and migraine. Deal terms -- \$53m upfront on sales of \$58m (.9x) plus milestones of up to \$166m and additional royalties. |

| Sector | Acquiror | Target | Analysis |
|--------------------|--|---|--|
| Biopharmaceuticals | Biocon Biologics Limited , an India-based developer of biosimilars and novel biologics. | The biosimilars assets of Viatris, Inc. , a \$12b licensee and manufacturer of branded and generic drugs, biosimilars, and active pharmaceutical ingredients (APIs). | Viatris, formerly Pfizer's Upjohn generics business, was spun-off and combined with Mylan N.V. to form Viatris in November 2020. Viatris' portfolio of biosimilars treat diabetes and metabolic, autoimmune disease and cancer, with nearly 150 marketing authorizations in total. Biosimilars are biological (large molecule) products that have no clinical, significant difference from an existing FDA approved reference biologic. Biosimilars were introduced in an effort to increase competition, costs and expand patient access to treatments. In 2020, the global biosimilars market size reached \$13.2b and it is expected to grow 17.5% by 2030. Biosimilars are on track to save patients a \$100b over the next five years. The FDA has approved 34 biosimilars that treat rheumatoid arthritis, Crohn's Disease, non-Hodgkin's Lymphoma and other conditions. Deal terms -- \$3.3b on sales of \$1b (3.3x). |
| Biopharmaceuticals | FUJIFILM Holdings Corporation (OTC: FUJIY) , a \$2.2b developer and provider of materials, imaging and manufacturing solutions. | Shenandoah Biotechnology, Inc , a manufacturer of recombinant proteins. | Shenandoah Biotechnology makes recombinant proteins including cytokines and growth factors that help transition of biological therapies from preclinical to clinical phases. Recombinant proteins are made by cloning engineered DNA into expression systems for large-scale production. Growth factors and cytokines drive many cellular processes including proliferation, growth, differentiation and cell signaling. The acquisition will scale FUJIFILM's subsidiary FUJIFILM Irvine Scientific, Inc., focused on manufacturing serum-free and chemically defined cell culture media for life science research and cell therapy production. Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|--------------------|---|--|---|
| Biopharmaceuticals | Ginkgo Bioworks Holdings, Inc. (NYSE: DNA) , a \$76.7m developer of technologies that pro-gram cells to produce novel therapeutics and chemicals derived from petroleum. | Project Beacon COVID-19 LLC , a social benefit organization to improve COVID-19 testing. | Ginkgo Biowork's Concentric platform provides COVID-19 monitoring services for over 280,000 individuals per week through its programs in K-12 schools, correctional facilities, airports, and other community settings. Concentric conducted >3m tests in the second half of 2021. It will integrate Project Beacon's "partner and customer relationships" digital platform, and several key personnel into its broader efforts. Project Beacon was launched by F-Prime Capital, GV, and the Broad Institute of MIT and Harvard to help organizations in Massachusetts and its surrounding areas implement affordable and accessible COVID-19 testing, with a focus on serving public needs, equitably. Concentric is building a next-generation biosecurity and public health platform with the aim of providing pathogen biomonitoring at scale. Terms not announced. |
| Biopharmaceuticals | Ginkgo Bioworks Holdings, Inc. (NYSE: DNA) , a \$76.7m developer of technologies that program cells to produce novel therapeutics and chemicals derived from petroleum. | FGen AG , a Switzerland-based contract research organization (CRO) focused on strain development. | Adds an ultra-high-throughput (uHT) screening platform that identifies enzymes, pathways, and strains. Fgen's technology analyzes the performance of genetic prototypes and complements Ginkgo BioWorks' cell programming services and technologies. Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|--------------------|--|---|--|
| Biopharmaceuticals | Merck KGaA (MRK.DE) , a \$20b Germany-based developer of drugs to for oncology, neurology, immunology, fertility, endocrinology and other applications. | Exelead , a biopharmaceutical contract development and manufacturing organization. | Exelead specializes in injectable formulations, including Lipid Nanoparticle-based drug delivery which has applications in mRNA therapeutics for use in combating Covid-19 and many other infectious diseases. Unlike other recent deals this isn't focused on adding a pipeline of mRNA candidates, Exelead being a contract development and manufacturing organization. It brings with its platform capabilities in formulations of mRNA drugs, including lipid nanoparticles used to deliver them safely to target tissues, as well as additional manufacturing capacity that will be offered to partners. The deal is similar to Merck's takeover of AmpTec, another CDMO that uses a PCR platform to make mRNA drugs. Exelead, which until 2017 was known as Sigma Tau Pharmasource, has around 200 employees. Last year the company undertook a major expansion project, adding new formulation suites and filling lines at its main Indianapolis campus. Deal terms - \$780m. |
| Biopharmaceuticals | Oxford BioMedica PLC (LSE:OXB) , a \$115m UK-based developer of gene and cell therapies. | Homology Medicines Inc. , a producer of genetic medicines. | Forms Oxford Biomedica Solutions LLC, a new US-based Adeno-Associated Virus (AAV) vaccine manufacturing and development business. The combined business will offer fully integrated end-to-end capabilities, including from vector design and process development through to clinical trials to customers. Deal terms -- \$130m on sales of \$2.7m (48x). |

| Sector | Acquiror | Target | Analysis |
|--------------------|--|---|---|
| Biopharmaceuticals | Panbela Therapeutics Inc. (Nasdaq: PBLA) , a clinical-stage developer of cancer therapeutics. | Cancer Prevention Pharmaceuticals, Inc. (CPP) , a clinical-stage developer of pharmaceuticals for cancer and rare diseases. | The combination forms a pipeline addressing an estimated \$5b market opportunity for familial adenomatous polyposis (FAP), first-line metastatic pancreatic cancer, neoadjuvant pancreatic cancer, colorectal cancer prevention and ovarian cancer. CPP's lead asset is supported by a fully funded registration trial scheduled to begin later in 2022. CPP separately has a phase 3 trial in colon cancer survivors underway sponsored by the Southwest Oncology Group (SWOG). Panbela common stockholders are expected to own approximately 59% of the post-merger holding company and holders of CPP securities are expected to own approximately 41% of post-merger holding company with CPP stockholders eligible for milestones of \$60m based on approval and commercialization of CPP's lead asset. |
| Biopharmaceuticals | Second Sight Medical Products, Inc. (Nasdaq: EYES) , a developer of implantable visual prosthetics intended to deliver artificial vision to blind patients. | Nano Precision Medical, Inc. (NPM) , a developer of a drug implant technology that delivers minimally fluctuating drug release profiles across small molecules, peptides, and monoclonal antibodies. | NPM's lead candidate is a near clinical stage GLP-1 receptor agonist to treat patients with Type 2 diabetes for up to 6 months with a single subdermal implant. Second Sight's legacy product, the Argus® II, was approved by the FDA for the treatment of retinitis pigmentosa and was the world's first FDA and CE Mark approved device that provides artificial vision to individuals with bare to no light perception. Second Sight is currently developing its Orion® Visual Cortical Prosthesis System, an investigational device intended to bring artificial vision to individuals who are blind due to glaucoma, diabetic retinopathy, optic nerve injury or disease, or forms of cancer and trauma. The merger combines a device and drug implant company to combat blindness and ophthalmic drug adherence via multiple pathways. Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|-----------------------------------|--|---|--|
| Biopharmaceuticals | Théa Pharma Inc. , the US subsidiary of Europe's leading independent pharmaceutical company focused on eye care products. | Seven branded ophthalmic products from Akorn Operating Company LLC , a maker of specialty pharmaceuticals, including prescription, consumer health and animal health products. | Expands Théa's treatments across a range of therapeutic areas, including glaucoma, dry eye, allergy and inflammation. The seven eyecare products Théa acquired including established glaucoma therapies Zioptan®, Cosopt®, Cosopt® PF, Betimol®, along with Azasite®, Akten®, and the ocular surface repair agent AcellFX. Terms not announced. |
| Biopharmaceuticals | UCB S.A. (Euronext: UCB) , a \$5.8b Belgium-based manufacturer of biopharmaceuticals for neurology and immunology diseases. | Zogenix, Inc. , a developer of pharmaceuticals for rare epileptic syndromes. | Zogenix's FINTEPLA oral solution treats Dravet syndrome and Zogenix has other clinical-stage treatments for rare epilepsies in its pipeline. FINTEPLA has approval by the FDA and European Medicines Agency (EMA) and is under regulatory review in Japan. Deal terms -- \$1.9b on sales of \$82m (23.2x) and negative EBITDA. |
| Data Management/ Healthcare IT | DarioHealth Corp. (NSDQ:DRIO) , a \$16m digital therapeutics developer for cell phone apps. | Physimax Technologies , a developer of computer vision technology for musculoskeletal functional screening and predictive risk of injury assessment. | Physimax's offerings enable automated musculoskeletal and injury risk screenings with validated accuracy, while the company's AI engine generates evidence-based personal training programs to aid in effective injury prevention and recovery. The technology is currently used commercially by National Basketball Association and National Football League teams, the U.S. military and healthcare facilities specializing in orthopedic care. Deal value - \$7m (~\$5.5m in DarioHealth's common stock, plus \$500,000 in cash and liability assumption of ~\$1.02m) |

| Sector | Acquiror | Target | Analysis |
|-----------------------------------|---|--|---|
| Data Management/ Healthcare IT | Insightful Science, LLC , a life sciences software company. | Omiq Inc , a developer of data science SaaS solutions for high dimensional flow cytometry and quantitative multi-omics data. | Complements Insightful's growing portfolio of scientific R&D software. Omiq's principal product is a flexible cloud platform enabling researchers to identify drug or therapeutic interactions with a biological system through the tracking of biomarkers within lab samples. Flow cytometry is a critical laboratory technology and scientific method used throughout the clinical R&D value chain. Omiq's platform hosts a constantly evolving set of analytical functionalities that allow researchers to complete their entire workflow in one software, including cutting-edge machine learning algorithms and visualizations. Terms not announced. |
| Data Management/ Healthcare IT | Paragon 28 (NYSE: FNA) , a \$140m developer foot and ankle orthopedic implants. | Disior Oy , a Finland-based developer of three-dimensional analytics pre-operative planning software. | Expands Paragon's technologies for pre-operative planning, intra-operative support, and post-operative evaluation. Disior's anatomy-specific surgical modules will provide foot and ankle surgeons the objective data needed for the diagnosis and creation of patient-specific surgical plans, and assessment of patient outcomes. Disior is also highly complementary to the assets of Additive Orthopaedics, which Paragon acquired in 2021. Paragon had a \$125m IPO in October 21, with a market cap of ~\$1.4b. Deal terms -- \$18m on sales of \$8m (2.3x). |
| Data Management/ Healthcare IT | Stryker Corporation (NYSE: SYK) , a \$14.4b developer of devices for orthopedics, neurotechnology and spine and other surgical applications. | Vocera Communications, Inc. , a provider of secure, integrated, and intelligent communication and workflow solutions for mobile healthcare workers. | Adds coordination capabilities that collect data from disparate medical devices to improve digital care and help prevent adverse events. Vocera's solutions are used in >2,300 facilities globally including 1,900 hospitals and healthcare facilities. In September 2021, Stryker bought Gauss Surgical, a developer of AI-enabled technology compatible with smartphones for real-time monitoring of blood loss during surgery. Deal terms -- \$3.09b on sales of \$198.4m (15.6x) and EBITDA of \$4.1m (753.6x). |

| Sector | Acquiror | Target | Analysis |
|-------------|---|---|---|
| Diagnostics | Becton, Dickinson and Company (NYSE: BDX) , a \$20.2b maker of supplies, devices, laboratory equipment, and diagnostics. | Cytognos , a Spain-based developer of flow cytometry solutions. | Extends BD's presence into later stages of patient care to help physicians monitor when blood cancer recurs. Cytognos specializes in minimal residual disease (MRD) detection and immune monitoring research for blood diseases including lymphoma, leukemia and multiple myeloma. Cytognos was a division of Spain-based diagnostics company Vitro that produces reagents, hardware and software platforms. Cytognos IVD products are CE marked and available only in Europe. Terms not announced. |
| Diagnostics | Biosynth Carbosynth , a life sciences reagents, custom synthesis and manufacturing services company. | Vivitide, LLC , a global provider of custom peptides and antibodies for the life sciences and biotech industry. | Accelerates Biosynth's geographic expansion and broadens its capabilities. Vivitide provides a broad portfolio of custom peptide synthesis services, custom antibodies, catalog peptides, and biochemicals to academia, pharmaceutical, biotech, and diagnostic companies worldwide. Private equity firm KKR acquired a majority stake of Biosynth Carbosynth in a separate transaction in late 2021. Terms not announced. |
| Diagnostics | Bruker Corporation (Nasdaq: BRKR) , a \$2b a manufacturer of scientific instruments, and analytical and diagnostics. | Prolab Instruments GmbH , a Switzerland-based technology company specialized in low-flow, high precision liquid chromatography technology and systems. | Prolabs develops micro and nano-UHPLC pump technology for Zirconium split-less pump technology. Most recently, Prolab launched a mobile injection unit technology that integrates the injector valve and loop and moves each sample vial to minimize carryover. The instrument could be used to enhance single cell proteomics. Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|-------------|---|--|---|
| Diagnostics | Calibre Scientific , a provider of life science products and unit of Stone Calibre. | AmpliTech , a France-based distributor of reagents and instruments to research and diagnostic labs. | Expands Calibre Scientific’s distribution in Europe and adds penetration in specialties including molecular pathology, cytogenetics, and molecular genetics (prenatal, postnatal, and oncology). AmpliTech’s customers include universities, hospitals, and large public and private labs in France, Belgium, Luxembourg, and Switzerland. In October 2021, Calibre Scientific purchased Ireland-based Reagecon, a manufacturer and distributor of physical and chemical standards, certified reference materials, reagents, consumables, chemicals and equipment. Terms not announced. |
| Diagnostics | Calibre Scientific , a provider of life science reagents, tools, instruments, and other consumables. | Medline Scientific , a UK-Based distributor of laboratory consumables and equipment. | Enhances Calibre Scientific’s growing distribution presence in UK. Calibre is a portfolio company of private equity firm Stone Calibre. Terms not announced. |
| Diagnostics | DirectMed Parts & Service , a supplier of diagnostic imaging parts for MRI and CT machines. | LBN Medical , a Denmark-based reseller of aftermarket diagnostic imaging equipment. | Adds a team of 50 employees at facilities in Denmark and Egypt that sells complete systems and parts of major imaging equipment OEMs including Canon, GE, Hologic, Siemens, and Philips. The acquisition enables LBN Medical to expand its parts and overall business outside of North America. Direct-Med is owned by private equity firm NMS Capital. Terms not announced. |
| Diagnostics | Eurofins Scientific SE (ERF.PA) , a \$6.2b France-based provider of analytical testing and laboratory services globally. | Genetic Testing Service JSC , a Vietnam-based developer of genetic testing technologies. | Expands Eurofins presence in Asia overall global network of clinical diagnostics laboratories focused on DNA testing services including obstetrical genetics, genealogical DNA tests, oncology, and COVID-19 testing. Gensis serves more than 100 major hospitals in Vietnam plus a consumer base and generated \$11.4m in 2021. Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|-------------|---|---|---|
| Diagnostics | Exact Sciences (NASDAQ: EXAS) , a \$876m developer of diagnostics to detect colorectal, prostate and other cancers | PreventionGenetics , a genetic testing laboratory. | Complements Exact Sciences' advanced cancer diagnostics portfolio and support its entrance into hereditary cancer testing. PreventionGenetics is a CLIA-certified and CAP-accredited clinical DNA testing laboratory, providing more than 5,000 pre-defined genetic tests for nearly all clinically relevant genes, additional custom panels, and comprehensive germline whole exome and whole genome sequencing tests. Deal value - \$190m (50% in Exact Sciences common stock and 50% in cash) on sales of \$36m (5.2x) and EBITDA of \$3m (63.3x). |
| Diagnostics | KKR & Co. Inc. , a leading private equity firm. | Biosynth Carbosynth , a life sciences reagents, custom synthesis and manufacturing services company. | Biosynth Carbosynth specializes in carbohydrates, nucleosides, phospholipids, enzyme substrates, antimicrobials, APIs and natural products and have a full range of reagents for protein production and analysis. Biosynth Carbosynth separately acquired vivitide, a provider of custom peptides. Terms not announced. |
| Diagnostics | Laboratory Corporation of America Holdings (NYSE:LH) , a \$16b diagnostic testing drug development service provider. | Personal Genome Diagnostics Inc. , a developer of liquid biopsy and tissue-based products. | Complements Labcorp's current liquid biopsy offerings and expands its oncology portfolio of next-generation sequencing (NGS)-based genomic profiling expertise. Terms not announced. |
| Diagnostics | Purity Scientific LLC , a provider and servicer of refurbished scientific instruments. | Conquer Scientific , a refurbisher, seller and service provider of analytical instruments. | Conquer Scientific adds expertise in method validation, training, and troubleshooting and a Southern California location to GenTech's Western New York State hub enabling the combined company to serve its fastest growing segments which include biotech, academia, and cannabis-related customers. The combination also provides the industry-leading competitors with proximity to Canada and Mexico, which represent target markets for both companies. Purity is a portfolio company of Lakelet Capital LLC. Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|---------------------|---|--|--|
| Diagnostics | Thermo Fisher Scientific Inc. (NYSE: TMO) , a \$32.2b developer of analytical instruments, specialty diagnostics, and laboratory products. | PeproTech, Inc. , a manufacturer of recombinant proteins. | PeproTech makes recombinant cytokines and growth factors for use in cell culture media analysis and products used in drug development. In December 2021, Thermo Fisher completed its \$17.4b purchase of PPD, Inc., a provider of clinical research services to the biotech industry. The addition of PeproTech enables Thermo Fisher to offer a more complete suite of offerings for its pharma clients. Deal terms -- \$1.85b. |
| Diagnostics | Waters Corporation (NYSE: WAT) , a \$2.4b provider of specialty measurement and analytical workflow solutions. | Megadalton Solutions, Inc. , an early-stage developer of Charge Detection Mass Spectrometry (CDMS) technology and services. | Megadalton Solutions has developed CDMS instrumentation that makes it possible to analyze extremely large proteins and protein complexes, including those used in cell and gene therapies, that would otherwise be difficult to analyze with conventional mass spectrometry. The deal adds tools for the characterization, analysis and quantification of next-generation biologics -- to best serve its biopharmaceutical and biomedical research customers. Terms not announced. |
| Distribution/Retail | Owens & Minor, Inc. (NYSE: OMI) , a \$9.7b distributor of medical and surgical supplies and inventory and clinical supply management services. | Apria, Inc. , a provider of integrated home care equipment. | Extends Owens & Minor's penetration into the home healthcare market a ~\$50b total addressable segment. Apria offers medical equipment for respiratory therapy, sleep apnea treatment, negative pressure wound therapy, and continuous glucose monitoring. Baxter recently purchased Hillrom for \$10.5b to expand into connected homecare -- emphasizing the trend of extending across the continuum of care. Deal terms -- \$1.45b on sales of \$1.1b (1.3x) on EBITDA of \$187m (7.8x). |
| Medical Devices | Advancing Eyecare , a provider of ophthalmic instruments and portfolio company of Atlantic Street Capital. | Santinelli International , a provider of ophthalmic lens edging equipment. | Advancing Eyecare is comprised of Lombart Instrument, Marco Ophthalmic, INNOVA Medical, S4Optik, and several other ophthalmic brands. The addition of Santinelli broadens the scope of offerings Advancing Eyecare provides ophthalmic practices adding specialty in in-office lab and finishing equipment. Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|-----------------|---|---|--|
| Medical Devices | ARCH Medical Solutions Corp. , a contract manufacturer focused on orthopedic implants and instruments, navigated and robotic-assisted devices, and precision components. | Market Services Corporation , a manufacturer of custom designed ultrasonic sub-systems for the clinical and laboratory diagnostic markets. | Scales Arch Medical's precision machining capabilities and adds expertise in manufacturing fluid handling sub-systems critical to large diagnostic and medical testing platforms. Arch Medical is part of Arch Global Precision, which is a portfolio company of private equity firm The Jordan Company. Terms not announced. |
| Medical Devices | Avista Capital Partners , a healthcare-focused private equity firm. | Probo Medical, LLC , a provider of repair services and a seller of reseller of refurbished ultrasound systems and ultrasound probes. | Probo Medical, bought by Avista Capital from Varsity Healthcare Partners in January 2022, bought REMETRONIX, a provider equipment installation and de-installation. Probo Medical has 14 facilities in the U.S. in Europe and is supported by a global supply chain. Terms not announced. |
| Medical Devices | BioVentrix , a developer of therapies to treat the left ventricle. | MateraCor, Inc. , a producer of injectable alginate-based hydrogels that prevent the progression of heart failure. | Adds a synergistic treatment to address a dilated left ventricle, the root cause of ischemic and idiopathic heart failure. Terms not announced. |
| Medical Devices | C2Dx Inc. , a medical device maker focused on niche technologies and a portfolio company of Plymouth Growth Partners. | Hemostatix Medical Technologies LLC , a producer of a scalpel system that seals blood vessels as they are incised to simultaneous cut and coagulate. | Hemostatix's Thermal Scalpel represents CSDx's third product line adding its previous acquisitions of the STIC Intra-Compartmental Pressure Monitor and T/Pump Localized Temperature Therapy systems both purchased from Stryker. The Hemostatix scalpel avoids muscle excitation, reduces blood loss, and contribute to the transition to a smoke-free OR. Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|-----------------|--|--|---|
| Medical Devices | Comar, LLC , a supplier of custom medical devices, assemblies and specialty packaging solutions. | Automatic Plastics Ltd., (APL) , an Ireland-based contract manufacturer of injection molded products medical device and pharmaceutical sectors. | APL adds an ISO 13485 certified production facility with 30 injection molding machines ranging from 25 to 485 tons with expertise in design and development, overmolding, two-shot molding, automation, desiccant handling and packaging, and custom printing. The addition represents Comar's first global expansion outside of the U.S. and the combined company will jointly operate 11 manufacturing facilities with 1,200 employees globally. Comar is a portfolio of Morgan Stanley Capital Partners. |
| Medical Devices | ConvaTec Group PLC (LSE: CTEC) , a \$1.9b, UK-based global leader in technologies for ostomy, wound, infusion and continence care and other medical products. | Triad Life Sciences Inc. , a developer of products for surgical wounds, chronic wounds and burns. | Enables ConvaTec to enter wound biologics, with an innovative technology platform, know-how and a pipeline of porcine placental tissue-based products. Triad developed the FDA-cleared InnovaMatrix platform, which produces sheets of wound coverings derived from pig placenta, designed to speed up healing for ulcers and wounds from surgery and trauma, among other injuries. The wound biologics market is estimated to be worth \$1.8 billion per year globally. Deal value - \$125m upfront plus \$325m in milestones. |

| Sector | Acquiror | Target | Analysis |
|-----------------|--|---|--|
| Medical Devices | Electromedical Products International, Inc. (EPI) , a technology developer using cranial electrotherapy stimulation (CES) to treat mental health and pain disorder. | Pulvinar Neuro (Pulvinar) , a CRO focused on the development of closed-loop and other novel neuromodulating brain stimulation solutions for mental health disorders. | EPI is the market leader in low-current, non-invasive CES and microcurrent electrical therapy (MET) technology for the safe, fast, effective and drug-free treatment of anxiety, insomnia, depression, and pain. EPI's FDA-cleared Alpha-Stim technology is being sold in >50 countries globally. The integration of Pulvinar accelerates the commercialization of its patented technologies, including transcranial alternating current stimulation (tACS), individualized feedback stimulation, and cloud-enabled digital therapeutics for psychiatric and neurological illnesses. EPI holds utility patents in the U.S., China and Europe and its device is cleared by the FDA for use in medical facilities, physician offices and at home in the U.S. It requires medical prescription in US but is sold OTC globally. Terms not announced. |
| Medical Devices | Essity AB (ESSITY-B.ST) , a \$13.4b Sweden-based producer of incontinence, skin-care and woundcare products. | Hydrofera LLC , a developer of antibacterial woundcare dressings. | Adds a suite of non-cytotoxic dressings that promote natural autolytic debridement and are suited for post-operative, negative pressure, trauma and under compression applications. Essity is the world's fifth largest company in acute and advanced wound care and sells under global brands including Leukoplast, Cutimed, JOBST, Actimove and Delta-Cast. Hydrofera sells through a direct salesforce and distributors in more than 15 countries. Deal terms -- \$116m upfront on sales of \$27.6m (4.2x) and EBITDA of \$7.9m (14.8x) plus \$15m in milestones. |
| Medical Devices | Fresenius Kabi AG , a Germany-based provider of infusion and nutrition products and services for hospital, dialysis and home medical care. | Ivenix, Inc. , a developer of infusion systems. | Complements Fresenius Kabi's intravenous fluids and infusion therapy offerings. Iventix's FDA-cleared infusion system includes a large-volume infusion pump supported by an end-to-end infusion management system. Deal value - \$240m plus potential commercial and operating milestones. |

| Sector | Acquiror | Target | Analysis |
|-----------------|--|--|--|
| Medical Devices | Genesis MedTech Group , a Singapore-based maker of interventional cardiology, oncology, peripheral vascular, and neurovascular devices. | JC Medical , a China-based developer of a transcatheter valve replacement technology for the minimally invasive treatment of structural heart diseases. | Adds J-Valve, a minimally invasive transcatheter aortic valve replacement (TAVR) device for both aortic regurgitation and stenosis patients to Genesis MedTech's portfolio. The addition enables Genesis MedTech to better serve patients and interventional cardiologists and cardiac surgeons. Structural heart disease affects more than 2% of the population globally. Terms not announced. |
| Medical Devices | Johnson & Johnson (NYSE: J&J) , a \$96.8b developer of consumer health, pharmaceutical, and medical devices. | The CrossRoads® Extremity Systems unit of HealthpointCapital Management LLC , a healthcare-focused private equity firm. | Adds a portfolio of implants and instruments for lower-extremity procedures, such as certain ankle and foot surgeries to J&J's orthopedics company DePuy Synthes. In December 2021, DePuy Synthes acquired Israeli company OrthoSpin, which makes an automated strut system. CrossRoads's EcoSMART instruments, are sterilized, reusable instruments for surgery and are designed to reduce waste in the OR. CrossRoads' offerings are used in "elective" surgeries, but national caseloads of virus cases have recently seen a downturn in many parts of the nation. (JNJ plans to spin off its consumer health division to focus on pharmaceuticals and medical devices.) Terms not announced. |
| Medical Devices | LumiThera Inc. , a manufacturer of photobiomodulation (PBM) treatment for ocular damage and disease. | Diopsys, Inc. , a maker of electrophysiology devices that help analyze visual and neuro-visual disorders. | Diopsys adds an established commercial U.S. sales force plus a complementary diagnosis and monitoring capability. Diopsys electroretinography (ERG) diagnostic measures the electrical activity of the retina in response to light stimulus. LumiThera's device is being studied in the U.S. in patients with dry Age-related Macular Degeneration (AMD). Globally, the prevalence of AMD is thought to increase by 20% between 2020 (195.6 million) and 2030 (243.3 million). Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|-----------------|---|---|---|
| Medical Devices | Medtronic plc (NYSE:MDT) , a \$30.1b producer of advanced devices for cardiovascular health, neuroscience, surgery and diabetes. | Affera, Inc. , a developer of cardiovascular technologies. | Affera's portfolio includes cardiac mapping and navigation platform and cardiac ablation catheter -- investigational technologies designed to enable the rapid creation of detailed maps used by electrophysiologists (EP) to diagnose arrhythmias and deliver cardiac ablation therapy, respectively. The global EP ablation market is worth an estimated \$8b and growing. This encompasses atrial fibrillation (AF), supraventricular tachycardia (SVT), and ventricular tachycardia (VT). AF represents the largest disease segment, with nearly 60 million people affected globally. Affera complements existing Medtronic's existing arrhythmia offerings. In December 2021, Affera announced the commencement of the recently approved FDA Investigational Device Exemption (IDE) pivotal randomized trial, to evaluate the safety and effectiveness of the Affera system for the treatment of persistent AF. Terms not announced. |
| Medical Devices | Smith+Nephew plc (NYSE:SNN) , a \$4.6b sports medicine, joint repair, surgical access and woundcare technology producer. | Engage Surgical , a developer of proprietary cementless unicompartmental (partial) knee system commercially available in the US. | Distinguishes S+N with offering of both cemented and cementless partial knee implants in the US, as well as robotics-assistance through the CORI Surgical System via the addition of Engage's cementless system. Engage Surgical's Partial Knee System also complements S+N's focus on the growing outpatient market, with an increasing proportion of knee procedures performed in ASCs. The partial knee market is currently worth approximately \$300m in the US (SmartTRAK) and is expected to grow faster than the total knee market and by around 4% per annum through '29 (Millennium Research Group). S+N launched the Cori System in July 2020 - a handheld new generation robotics platform. Deal Terms -- \$135m upfront plus milestones. |

| Sector | Acquiror | Target | Analysis |
|-----------------|---|---|--|
| Medical Devices | Teamvantage , a contract manufacturer focused on injection molding. | MMD Medical , a contract manufacturer of components for large medical OEMs. | Scales Teamvantage's manufacturing capabilities. Teamvantage is a portfolio company of private equity firm Graham Parnters. The deal represents an add-on to Graham's Teamvantage platform acquired in late 2020. MMD Medical's services include injection molding, precision machining and mold building. Terms not announced. |
| Medical Devices | The Cooper Companies, Inc. (NYSE: COO) , a producer of spherical lenses and fertility, genomics, diagnostics, and contraception devices. | The Reproductive Health Business of Cook Medical , a developer of vascular and medical surgery devices spanning urology, obstetrics, neurosurgery, critical care, general surgery and other specialties. | Broadens CooperSurgical's ObGyn portfolio specifically into the Asia-Pacific region. Cook's Reproductive Health business focuses on obstetrics and gynecology, In Vitro Fertilization (IVF) and Assisted Reproductive Technology (ART); it developed the first needle specifically for IVF treatments. Deal terms -- \$675m upfront on sales of \$158m (4.3x) and additional milestones of \$200m. |
| Medical Devices | TPG Capital , a global alternative asset management and private equity firm. | Confluent Medical Technologies , a leading materials science, development and manufacturing company. | Confluent develops and manufactures life-saving implants, minimally invasive delivery systems and other medical devices. Specialized in nitinol processing and other complex modalities, Confluent also provides a broad range of capabilities, including developing and manufacturing components, delivery systems and finished devices for medical device OEMs in neurovascular, structural heart, electrophysiology, aortic intervention, peripheral vascular and ENT. With about 700 employees and estimated sales of \$250m, Confluent has manufacturing facilities in Fremont, California, Sunnyvale, California, Laguna Niguel, California, Warwick, Rhode Island, and San Jose, Costa Rica. Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|------------------|--|---|--|
| Medical Devices | Withings France SA , a France-based consumer electronics company. | Impeto Medical , a developer of a FDA-cleared technology for detecting and tracking peripheral neuropathies. | Impeto’s technology uses an electrical stimulus on the palms of the hands or soles of the feet to check how the sweat glands respond with the release of chloride ions. When small nerve fibers degrade, it reduces sweat gland innervation and impairs sudomotor function. Diseases including diabetes, Parkinson’s, and chemotherapy-induced polyneuropathy can result in small fiber neuropathies. The technology has been licensed and embedded into tens of thousands of devices for companies and hospitals. Terms not announced. |
| Medical Services | Dynamic Infusion Therapy, LLC , a provider of outsourced vascular access services. | AccessRN , a provider of independent vascular access services. | The combined organization will be a market leader providing vascular access services in 21 states to more than 1,500 healthcare facilities. Terms not announced. |
| Medical Services | Element Materials Technology (TSXV:NSCI, OTCQX:NSCIF, FRA:1N1) , a provider of testing, inspection, and certification services for diverse products, materials, and technologies. | JMI Laboratories , a research company specializing in antimicrobial resistance research services. | Complements Element’s existing expertise and expands its offerings. JMI is a market leader in antimicrobial resistance monitoring studies used for US-FDA regulatory and new drug application submissions. It offers microbiology and molecular testing services to assist in the development of new antimicrobials and clinical trial support. The company has 10 MD/PhDs with extensive knowledge of microbiology and antimicrobials, and can consult on a broad range of scientific topics covering epidemiology, mechanisms of resistance in bacterial and fungal organisms, microbiology diagnostics and susceptibility testing methods. Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|------------------|--|--|---|
| Medical Services | Probo Medical , a leading global provider of medical imaging equipment, parts, repair and service. | REMETRONIX , a service provider for installation and deinstallation services of medical equipment in North America. | REMETRONIX provides transportation, rigging, installation, de-installation, maintenance, storage and refurbishment of medical imaging equipment, including CT, MRI, PET-CT, X-Ray and Proton Therapy Equipment. Probo Medical is backed by Varsity Healthcare Partners, a lower middle-market PE firm. REMETRONIX has offices in the U.S., Canada, and UK. Terms not announced. |
| Medical Services | Quest Diagnostics (NYSE: DGX) , a \$11b provider of diagnostic testing and information services. | Pack Health , a patient-engagement company that helps individuals adopt healthier behaviors. | Strengthens Quest's extended care services. Pack's services include medication adherence coaching for pharmaceutical companies' patient education programs, diet and exercise coaching for health plans, and community resource outreach. The company employs certified health coaches trained across 30 chronic conditions who engage, motivate, monitor and support individuals through a virtual engagement platform providing personalized content. The acquisition builds on Quest's 2018 acquisition of MedXM, a provider of in-person home-based risk assessment and monitoring services that supplement care delivered in clinical settings. Terms not announced. |
| OTC/Consumer | Amyris, Inc. (Nasdaq: AMRS) , a \$173.1m synthetic biotechnology company transitioning consumer brands to sustainable ingredients through fermentation and other processes. | MenoLabs, LLC , a developer of treatments for menopause symptoms. | Amyris intends to launch a new consumer brand to provide science-backed, wellness and personal care products for the high growth menopause market. The acquisition of MenoLabs is expected to accelerate growth and establish a leadership position in the fast-growing menopause market. Menolabs is developing a health tracker app that provides women a voice and community that provides symptom tracking to further fuel research and advancements in women's health. Terms not announced. |

| Sector | Acquiror | Target | Analysis |
|--------------|---|--|---|
| OTC/Consumer | Taro Pharmaceutical Industries Ltd. (NYSE: TARO) , a \$549m Israel-based manufacturer of prescription pharmaceuticals and active pharmaceutical ingredients. | The Alchemee business (formerly The Proactiv Company) of Galderma Holding SA , a Switzerland-based maker of dermatology pharmaceuticals and consumer skincare products. | Adds the Proactiv OTC skincare brand addressing acne to Taro's cosmetic and dermatology offerings. Terms not announced. |

The Walden Group is a healthcare mergers & acquisitions advisory firm. We represent privately-owned companies seeking to divest operations or find a home within (or relationship with) an appropriate strategic or private equity firm. We also represent operating companies and financial sponsors seeking to make corporate acquisitions and investments in the healthcare sector. Our approach is "full-immersion", with more than 30 years of healthcare experience, deep industry knowledge, a worldwide network of close relationships and a lengthy track record of completed transactions.

The Walden Group, Inc.

560 White Plains Rd. | Tarrytown, NY 10591
 914 332 9700 / efax 914 303 5043
 office@waldenmed.com
www.waldenmed.com