



# The Walden Group

## 2022 Q2 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 Q2 2022*
- *Performance of Leading Healthcare Companies*
- *Analysis of More Than 60 Q2 M&A Transactions*

**The Walden Group<sup>®</sup>, Inc.**

**Strategic Merger & Acquisition  
Advisors**

**for**

**The Healthcare Industry**

[www.waldenmed.com](http://www.waldenmed.com)  
[office@waldenmed.com](mailto: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](http://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<sup>®</sup>, Inc. No part of this report may be reproduced without written permission of The Walden Group, Inc. All rights reserved.**

## Market Overview

### M&A Deal Volume Dropped in Q2, but Hospital Megadeals Added to Record Aggregate Transaction Values.

According to data from [Irving Levin Associates](#), the number of healthcare transactions announced dropped 9% in deal volume during Q2 2022, falling to 568 announced deals. Economic uncertainties, geopolitical tensions, supply chain disruptions, labor shortages and other headwinds continue to challenge the market. Still, Q2 healthcare M&A reached a record-high \$19.2b in total transacted revenue ([Kaufman Hall Q2 2022 M&A Report](#)), led by hospital megadeals, including the announced merger between **Aurora Health** and **Atrium Health** (\$27b in combined revenues) and **Trinity Health's** planned acquisition of **MercyOne** (~\$6b in combined revenues).

Separately, PwC reported that medical device M&A volume fell 85% in the first half of 2022, as companies navigated a hard-to-predict economic climate. Given supply chain and other macro issues, many analysts expect larger companies to focus on add-on acquisitions to broaden their digital, clinical and geographic offerings.

### Impact of Rising Inflation and Interest Rates on M&A.

Inflation in many countries has hit a 40-year high — with US and Eurozone rates climbing over 8% by the mid-year. In June, the US Federal Reserve increased the interest rate by 0.75% -- the biggest increase since 1994. Higher interest rates may slow down M&A markets due to higher operating costs, increased transaction costs and potentially lower investment returns. Mixed offerings – stock plus cash, with more stock offered -- may be preferred as borrowing cash becomes more expensive.

### The EU MDR Is Live but Notified Body Capacity May Remain an Issue.

After being delayed for a year due to the pandemic, the MDR went into effect last year. The In Vitro Diagnostic Regulation (IVDR) has also been fully applicable since May 2022. However, global device makers, especially small-and medium-sized medtechs, still have difficulties in complying due to insufficient notified body capacity and lack of guidance. According to a recent [survey](#) published by Medtech Europe, Notified Bodies have yet to issue Medical Device Regulation certificates for more than 85% of the products previously certified under the old directives. With MDR certification taking ~13 to 18 months, companies need to start the process soon to meet the May 2024 deadline. Those who cannot make the certification will need to pull products from the market.

### US Senate Pass Inflation Reduction Act with Significant Health Policy Changes.

The US Senate passed a bill to lower health-care costs, address climate change and reduce the federal deficit through corporate tax increases. The bill would enable Medicare to negotiate the prices of certain prescription medications and would extend expiring healthcare subsidies for three years.

## Major M&A Deals by Sector

### Data Management/Healthcare IT

- **ResMed**, a \$3.2b producer of cloud-connected sleep apnea and respiratory care devices, is paying \$1b for Germany-based **Medifox Dana**, a developer of out-of-hospital care documentation, personnel planning, administration and billing software solutions.

### Dental

- **Envista** is acquiring developer of regenerative bone grafts **Osteogenics Biomedical Inc.** Terms not announced.
- **Henry Schein** completed its acquisition of Switzerland-based dental distributor **Condor Dental Research Company SA** to deepen its penetration of the pan-European market. Terms not announced

### Distribution/Homecare

- **Becton, Dickinson and Company** bought pharmacy automation solutions provider **Parata Systems** for \$1.5b on sales of \$220m (6.8x).



- **Owens & Minor** closed its previously announced acquisition of **Apria**, an integrated home care equipment maker and service provider for \$1.5b.

### CRO/Diagnostics:

- **Charles River Labs** purchased provider of contract vivarium research services **Explora BioLabs** for \$295m on sales of \$38m (7.8x) to expand its early-stage development services to pharma and academic clients.
- **Quidel**, a maker of point-of-care diagnostic tests and devices, completed its \$6.0b acquisition of **Ortho Clinical Diagnostics**, a manufacturer of equipment for blood testing and analysis, on sales of \$2.0b (4.0x) and EBITDA of \$418m (14.4x). The combined company has rebranded as **QuidelOrtho**.
- **Biosynth Carbosynth** bought **Aalto Bio Reagents**, a leading developer and provider of biological materials to the in-vitro diagnostic (IVD) and vaccine development markets. **Biosynth Carbosynth** also bought custom peptide and antibody supplier **vivitide** (US) and **Pepscan**, a Netherlands-based peptide-based products manufacturer. **Vivitide** and **Pepscan** will combine to form **Biosynth's** Peptide division. **Biosynth Carbosynth** is owned by **KKR** and **Ampersand Capital Partners**.
- Germany-based **Qiagen N.V.** purchased Poland-based **BLIRT SA**, a manufacturer of recombinant enzymes to expand its geographic footprint and reagent production capacity.
- Private equity firm **New Mountain Capital** is acquiring **PerkinElmer's Applied, Food and Enterprise Services businesses** for \$2.3b upfront plus \$150m in milestones on sales of \$1.3b (1.8x). **New Mountain** will retain the **PerkinElmer** brand, and the remaining healthcare, diagnostic and biopharma-focused operations will re-brand.

## Contract Manufacturing

- **Resonetics** acquired Canada-based **EaglePicher Technologies' Medical Power business**, a leading manufacturer of implantable batteries for critical medical devices in April. **Resonetics**, in June, acquired Canada-based **Agile MV**, a provider of product development and assembly services. **Resonetics** is backed by **GTCR** and **Carlyle Group**.
- **Integer Holdings Corporation** purchased Ireland-based textile and coatings solutions provider **Aran Biomedical** for \$123m upfront plus \$10.2m in milestones on sales of \$17m (7.2x).

## Diabetes Management

- **Becton Dickinson and Company (BD)** spun off its diabetes care business into **Embeta** a \$1.2b independently, publicly-traded company.

## Orthopedics

- **Bioventus** closed its previously announced acquisition of Israel-based **CartiHeal**, a developer of devices that treat cartilage and joint surface lesions in the knee, for \$100m upfront plus \$215m in milestones.
- **ConMed** purchased **In2Bones**, a manufacturer of extremity devices for \$145m upfront plus \$110m in earnouts. **ConMed** also acquired **Biorez**, developer of a proprietary soft tissue scaffold, for \$85m upfront plus \$165m in milestones.

- **DJO's** parent company **Enovis** (formerly **Colfax**) completed the spin-off of its fabrication tech business (**ESAB**) to form a stand-alone orthopedic device company. In Q2, **Enovis** acquired Australia-based **360 Med Care**, a provider of surgical planning and rehabilitation services for total joint replacement and **Outcome-Based Technologies**, adding a low-profile hip brace and a knee brace with an integrated pouch to enable hot/cold therapy. **Enovis** also completed its purchase of **Insight Medical**, developer of an FDA-cleared augmented reality platform for hip and knee replacement surgery.



Augmented Reality Visualization Platform for Orthopedic surgeries  
(**Insight Medical**)

- **OrthoPediatrics Corp** bought **MD Orthopaedics**, developer of an Ankle-Foot Orthosis (AFO) bracing system for \$19.6m, and **Pega Medical**, a developer of an implant treating bony deformities in children, for \$33m.
- Private equity firm **Patient Square Capital** is buying orthotic and prosthetic device and services provider **Hanger Inc.** in a deal worth \$1.3b on sales of \$1.1b (1.1x).



Self-Extending Rod for Pediatric Bone Deformities  
(**Pega Medical**)

## Medical Devices

- **Boston Scientific** paid \$230m for ~64% of South Korea-based manufacturer of endoscopic and urologic medical devices, **M.I.Tech**. **Boston Scientific** has distributed **M.I.Tech's** non-vascular, self-expanding metal stent in Japan since 2015.

- **Medtronic** purchased **Acutus Medical's** left-heart access portfolio for \$50m plus milestones.



AcQCross Transseptal Crossing Devices  
(Acutus Medical)

## Neuro

- Private equity firm **Archimed** closed its previously announced buy-out of publicly-traded neurosurgical treatment and diagnostics developer **Natus Medical** for \$1.2b on sales of \$473m (2.5x).
- **Carl Zeiss** acquired **Kogent Surgical**, a producer of neuro-surgery micro instrumentation.
- **Wallaby Medical** purchased Germany-based **phenox GmbH**, a manufacturer of neurovascular devices for treating stroke for \$512m plus milestones.

## Ophthalmology

- **Abbvie** is paying \$60m upfront for the exclusive right to acquire developer of minimally invasive glaucoma surgical (MIGS) device **iSTAR Medical** with a \$475m closing payment following the results of a U.S. clinical trial.
- **Bausch Health** spun off its eye health business **Bausch + Lomb** in a \$630m IPO. **Bausch Health** retained 90% of **Bausch + Lomb**, which remains a wholly owned subsidiary of **Bausch Health**.

- **Carl Zeiss** acquired **Kataylst 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.

## Woundcare

- **Sanara MedTech Inc.**, purchased the remaining 74% stake of **Precision Healing Inc**, for \$7.8m plus earn outs, following its 2020 agreement to be the exclusive licensee of **Precision Healing's** multispectral imager and biomarker assay, pending FDA 510(K) clearance. **Sanara** also purchased its joint venture partner **Scendia Biologics, LLC**, a producer of orthobiologics, for \$7.4m upfront plus milestones, on sales of \$11m (.67x).

## Healthcare Services

- **Amazon** announced plans to acquire subscription-based in-person/virtual primary care provider **1Life Healthcare** for \$3.9b on sales of \$622m (6.3x).

## Hospital

- **Advocate Aurora Health** announced plans to merge with **Atrium Health**, creating one of the nation's largest non-profit health systems with \$27b in combined revenues with 67 hospitals across six states.
- **Trinity Health** is acquiring the assets of **MercyOne**, a regional health system based in Iowa serving 3.3 million patients each year across 16 medical centers, 27 affiliate organizations and more than 420 care sites. **MercyOne** was previously operating

under a partnership between **Trinity Health** and **Catholic Health Initiatives**.

- **Universal Health Services** to become the sole owner of **George Washington University Hospital** (\$3b in revenue) by acquiring 20% limited partnership from **George Washington University**.

## What the CEOs are Saying:

**Becton, Dickinson and Company CEO Tom Polen:** *“In addition to three acquisitions in the prior quarter, in Q2, we closed Cytognos, whose differentiated flow cytometry assays for the detection of minimal residual disease in cancer brings an important addition to our Biosciences business and accelerates our strategy to support chronic disease management. We believe that the current environment coupled with our strong cash flow and robust M&A funnel positions us well to create value through our tuck-in M&A strategy while remaining disciplined.”*

**Danaher CEO Rainer Blair:** *“The biologics market remains very healthy as evidenced by the increasing number of treatments and development and production. Today, there are over 1,500 monoclonal antibody based-therapies in development globally, which is up more than 50% from just five years ago. This is being driven by both novel molecules and development and the proliferation of biosimilars, which are helping to accelerate adoption and underserved markets as patents on higher volume therapies expire. There are also over 2,000 cell and gene therapy candidates in development today, a more than tenfold increase over the last several years.”*

**Henry Schein CEO Stanley Bergman:** *“We continue to expect that supply chain issues for traditional equipment will impact sales through the year-end. That said, the situation appears to be stable and probably improving, with some of our suppliers, particularly on the traditional side, will expand their capacity and are now providing us with much better service than three or four months ago.”*

**Intuitive Surgical, Inc Gary Guthart:** *“Our Q2 results reflect both environmental and Intuitive’s specific headwinds accompanied by underlying business strength. Procedures in the quarter grew 14% over last year despite pressure from COVID-driven lockdowns in China, our second largest market. Capital placements slowed from a year ago...Overall pressure from COVID lockdowns impacted procedures in the*

*quarter modestly while reduced trade-ins and supply chain timing impacted our capital placements more significantly. The leading indicator of the health of our business, procedure demand, remains healthy.”*

**Johnson & Johnson CFO Joe Wolk:** *“For MedTech, we expect the second half to be stronger than the first half, driven by market recovery from continued enhancement of our competitive position through commercial execution and uptake from our recently launched products. We expect the fourth quarter 2022 to be slightly stronger than the third quarter. COVID-19 continues to be a dynamic situation regionally, and we continue to monitor any related impacts.”*

**Medtronic CEO Geoff Martha:** *“The shortfall to our revenue guidance was primarily due to two factors. China, where the extended COVID lockdowns affected our results in the quarter, particularly in April, and global supply chain challenges. Over the past few quarters global supply chain challenges have impacted many of our businesses...And prior to this quarter, we had largely mitigated their financial impact. However, this quarter one of our largest businesses, Surgical Innovations, was adversely affected by certain raw material shortages. And this resulted in large back orders and caused our SI revenue to come in well below our expectations.”*

**Steris CEO Dan Carestio:** *“While procedure volumes continue to recover, particularly in the US, we are not seeing recovery as quickly as anticipated. The key variable for that recovery appears to be staffing availability at hospitals, which seems to be limiting their ability to catch up with pent-up demand for procedures.”*

**Strkyer VP of IR Jason Beach:** *“Procedural volumes continued to recover throughout the second quarter in most countries. While we are seeing volumes recover, hospital staffing pressures have continued, impacting the ability to reduce procedural backlog in a meaningful way.*

---

*These challenges will likely continue, meaning the tailwind of pent-up demand will be more moderate but last longer.”*

**Siemens Healthineers AG CEO Bern Montag:** *“We have shown throughout the pandemic that we can adopt in an agile fashion towards changing environment, for example, by building a rapid antigen test business to capture pandemic-related opportunities from scratch. We have been able to overcome supply chain challenges. With our strong global footprint, we are able to balance the impact of COVID-19 lockdowns.”*

**Quest Diagnostics CEO Jim Davis:** *“Finally, last week, we launched the lab developed molecular test to aid in the detection of monkeypox. The*

*test can differentiate monkeypox from other orthopox viruses and we will be able to perform nearly 30,000 tests a week by the end of July. In addition, we can expand testing to other laboratories in our network to further increase capacity if needed...We continue to see growth in direct-to-consumer testing, thanks to our COVID-19 offerings and more importantly, our base business testing...We're excited about upcoming improved digital experience which we expect to debut later this year.”*



## Top Deals > \$100m in Transaction Value Announced or Closed in Q2 2022 (See also M&A Deal-by-Deal Analysis)

Sector	Acquiror	Target	TransValue* (millions)	Target Sales (millions)	Target EBITDA (millions)	Sales Multiple	EBITDA Multiple
Animal Health	Orion Corporation	V.M.D. NV	\$136.8	\$64.2	-	2.1x	-
Biopharmaceuticals	Pfizer Inc.	Biohaven Pharmaceutical Holding Company Ltd.	\$11,600.0	\$463.0	-	25.1x	-
	Pfizer Inc.	Global Blood Therapeutics, Inc.	\$5,400.0	\$195.0	-	27.7x	-
	Bristol-Myers Squibb	Turning Point Therapeutics, Inc.	\$4,100.0	\$30.8	-	133.1x	-
	Amgen Inc	ChemoCentryx, Inc.	\$3,700.0	\$32.0	-	115.6x	-
	GlaxoSmithKline plc	Affinivax, Inc.	\$2,100.0	-	-	-	-
	GlaxoSmithKline plc	Sierra Oncology, Inc	\$1,900.0	-	-	-	-
	Halozyme Therapeutics, Inc.	Antares Pharma, Inc.	\$960.0	\$184.0	\$32.0	5.2x	30.0x
	Pfizer Inc.	ReViral Ltd.	\$525.0	-	-	-	-
	Gilead Sciences, Inc.	MiroBio	\$405.0	-	-	-	-
	Vertex Pharmaceuticals Incorporated	ViaCyte, Inc.	\$320.0	-	-	-	-
	Opko Health, Inc.	ModeX Therapeutics, Inc.	\$300.0	-	-	-	-
	Ginkgo Bioworks Holdings, Inc.	Zymergen Inc.	\$300.0	-	-	-	-
	Regeneron Pharmaceuticals, Inc.	Checkmate Pharmaceuticals, Inc	\$250.0	-	-	-	-
	Ipsen S.A.	Epizyme Inc.	\$247.0	\$37.4	-	6.6x	-
	Emergent BioSolutions Inc.	The exclusive worldwide rights to TEMBEXA of Chimerix, Inc.	\$225.0	-	-	-	-
	Innoviva Inc.	La Jolla Pharmaceutical Company	\$149.0	\$75.7	\$32.0	2.0x	4.7x
	Innoviva Inc.	Entasis Therapeutics Holdings Inc.	\$113.0	-	-	-	-
Data Management/ Healthcare IT	ResMed plc	MediFox Dan	\$993.0	\$83.0	-	12.0x	-
Diagnostics	Quidel Corporation	Ortho Clinical Diagnostics (Ortho)	\$6,000.0	\$2,038.0	\$417.6	2.9x	14.4x
	New Mountain Capital	The Applied, Food and Enterprise Services businesses (AFES) of PerkinElmer, Inc.	\$2,300.0	\$1,300.0	-	1.8x	-
	Fulgent Genetics, Inc.	Inform Diagnostics	\$170.0	-	-	-	-
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 Corporation	Bausch Health Companies Inc.	\$5,338.0	\$3,765.0	\$621.0	1.4x	8.6x
	The spinoff of Embeckta Corp.	Becton, Dickinson and Company (BD)	\$1,300.0	\$1,160.0	\$520.0	1.1x	2.5x
	Patient Square Capital	Hanger, Inc.	\$1,250.0	\$1,144.0	-	1.1x	-
	ArchiMed	Natus Medical Incorporated	\$1,200.0	\$473.4	\$59.0	2.5x	20.3x
	Wallaby Medical Holding, Inc.	phenox GmbH	\$542.0	-	-	-	-
	Fresenius Kabi AG	Ivenix, Inc.	\$240.0	-	-	-	-
	Boston Scientific Corporation	A majority stake of M.I.Tech Co., Ltd	\$230.0	-	-	-	-
	ConMed Corporation	In2Bones Global, Inc.	\$145.0	\$36.8	-	3.9x	-
	Integer Holdings Corporation	Aran Biomedical	\$130.3	\$17.0	-	7.7x	-
Medical Services	Amazon.com, Inc.	1Life Healthcare, Inc.	\$3,900.0	\$622.0	-	6.3x	-
	Becton, Dickinson and Company	Parata Systems, LLC	\$1,525.0	\$220.0	-	6.9x	-
	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 8/12/22)

Sector	Company	Market Cap (billions)	EV (billions)	EV/ EBITDA	EV/ SALES	52 WK Perf	Revenue (TTM, billions)	Revenue Growth	Gross Margin
Benefits	UnitedHealth	\$508.6	\$543.7	19.7x	1.8x	33.9%	\$306.6	12.7%	24.0%
Biopharm	AbbVie	\$252.1	\$315.4	11.6x	5.5x	23.3%	\$57.4	6.7%	70.7%
	AstraZeneca	\$201.5	\$227.9	18.2x	5.2x	16.0%	\$44.0	49.1%	77.6%
	BioNTech	\$39.0	\$29.5	1.8x	1.3x	-57.1%	\$22.2	172.7%	81.8%
	Bristol-Myers Squibb	\$161.4	\$191.2	9.1x	4.1x	12.9%	\$47.1	6.2%	79.8%
	Eli Lilly	\$292.7	\$306.4	29.4x	10.5x	16.9%	\$29.1	8.8%	75.4%
	Gilead Sciences	\$78.9	\$97.6	7.4x	3.6x	-11.2%	\$27.5	3.3%	79.5%
	GlaxoSmithKline	\$71.2	\$97.8	7.2x	2.2x	-12.7%	\$45.3	31.2%	65.2%
	Merck	\$230.6	\$252.2	10.7x	4.4x	19.7%	\$57.2	30.2%	70.8%
	Moderna	\$67.0	\$49.8	3.1x	2.2x	-56.3%	\$23.0	227.6%	71.7%
	Novartis	\$185.6	\$197.3	10.7x	3.7x	-7.7%	\$52.8	2.4%	71.6%
	Pfizer	\$281.2	\$288.7	6.6x	2.9x	6.1%	\$101.3	83.7%	62.8%
	Regeneron	\$67.2	\$55.9	7.6x	3.9x	3.4%	\$14.2	14.9%	63.3%
Devices	Bausch + Lomb	\$5.7	\$7.8	11.1x	2.1x	-	\$3.8	2.9%	60.5%
	Baxter	\$30.5	\$45.8	14.1x	3.2x	-18.1%	\$14.2	16.4%	41.2%
	Becton Dickinson	\$75.2	\$89.0	16.3x	4.4x	9.9%	\$20.1	5.3%	47.3%
	Boston Scientific	\$60.6	\$69.7	21.5x	5.7x	-4.0%	\$12.3	10.1%	69.4%
	Carl Zeiss	\$12.8	\$13.0	32.6x	6.9x	-	\$1.9	13.8%	59.1%
	Edwards Lifesciences	\$65.0	\$64.1	36.0x	12.0x	-6.2%	\$5.4	8.7%	77.8%
	Glaukos	\$2.4	\$2.4	-	8.3x	1.7%	\$0.3	1.5%	76.7%
	Integra LifeSciences	\$4.8	\$6.0	14.9x	3.9x	-19.6%	\$1.6	3.8%	63.6%
	Intuitive Surgical	\$85.1	\$80.7	39.8x	13.5x	-28.5%	\$6.0	15.5%	68.2%

Sector	Company	Market Cap (billions)	EV (billions)	EV/ EBITDA	EV/ SALES	52 WK Perf	Revenue (TTM, billions)	Revenue Growth	Gross Margin
Devices	Medtronic	\$126.0	\$140.5	15.1x	4.4x	-25.6%	\$31.7	5.2%	68.4%
	Smith & Nephew	\$11.1	\$13.5	11.3x	2.6x	-31.3%	\$5.2	1.7%	71.6%
	STERIS	\$21.4	\$24.3	19.4x	5.1x	-2.0%	\$4.8	40.1%	44.2%
	Stryker	\$84.4	\$97.1	21.4x	5.5x	-14.5%	\$17.6	8.5%	64.8%
	Zimmer Biomet	\$24.6	\$30.3	12.5x	3.8x	-17.5%	\$7.9	7.3%	70.0%
Diagnostics	Bio-Rad	\$16.2	\$15.6	21.5x	5.4x	-28.4%	\$2.9	-0.3%	57.9%
	Danaher	\$216.6	\$235.5	21.9x	7.6x	-5.1%	\$30.8	15.3%	61.0%
	Hologic	\$18.2	\$18.7	7.9x	3.6x	-5.0%	\$5.2	-7.7%	69.4%
	Laboratory Corp	\$23.5	\$28.8	8.3x	1.8x	-13.7%	\$15.7	-4.1%	32.6%
	Qiagen	\$11.4	\$12.0	14.0x	5.3x	-2.3%	\$2.3	3.3%	67.2%
	Quest Diagnostics	\$16.4	\$20.4	8.0x	1.9x	-5.1%	\$10.6	-4.3%	37.4%
	Thermo Fisher	\$236.3	\$264.9	20.8x	6.2x	11.3%	\$42.8	12.0%	46.7%
Distribution	AmerisourceBergen	\$31.2	\$35.8	10.0x	0.2x	25.4%	\$236.3	15.7%	3.6%
	Cardinal Health	\$18.9	\$20.0	8.5x	0.1x	33.1%	\$181.4	11.6%	3.6%
	Henry Schein	\$10.6	\$12.9	11.8x	1.0x	2.5%	\$12.7	6.9%	29.9%
	McKesson	\$52.5	\$58.2	17.2x	0.2x	84.5%	\$268.5	9.5%	4.9%
Diversified	3M	\$86.8	\$101.0	11.7x	2.9x	-24.4%	\$35.1	1.0%	44.5%
	Abbott	\$195.2	\$203.0	14.6x	4.5x	-9.2%	\$45.6	13.2%	58.0%
	Johnson & Johnson	\$434.6	\$434.6	13.4x	4.6x	-5.7%	\$95.6	7.2%	68.0%

### M&A Deal-by-Deal Analysis—Q2 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	<b>Orion Corporation</b> , a \$1.1b Finland-based pharmaceutical company offering human and veterinary pharmaceuticals and active pharmaceutical ingredients.	<b>V.M.D. NV</b> , a Belgium-based veterinary pharmaceuticals company and a subsidiary of Inovet BV.	VMD offers medicines and health products for livestock, companion animals and minor species. It has production sites in Arques, France (manufacturing) and in Arendonk (packaging) as well as its own sales operations in Belgium, France, Hungary and Vietnam. The company has 181 employees. Deal value \$136.8m on sales of \$64.2m (2.13x).
Biopharmaceuticals	<b>Bristol-Myers Squibb (NYSE: BMY)</b> , a \$46.4b maker of biopharmaceuticals for hematology, oncology, cardiovascular, immunology, fibrotic, neuroscience, and covid-19.	<b>Turning Point Therapeutics, Inc.</b> , a clinical-stage developer of precision oncology biopharmaceuticals.	Turning Point's lead asset is a next-generation tyrosine kinase inhibitor (TKI) that targets oncogenic drivers of non-small cell lung cancer (NSCLC) and other advanced solid tumors. Turning Point's primary candidate has been granted three Breakthrough Therapy Designations from the FDA. Deal terms -- \$4.1b on sales of \$31m (132x).
Biopharmaceuticals	<b>Dr. Reddy's Laboratories, Inc. (NYSE: RDY)</b> , a \$2.7b India-based pharmaceutical company.	<b>A portfolio of branded and generic injectable products of Eton Pharmaceuticals, Inc.</b> , a specialty pharmaceutical company focused on pediatric rare disease products.	Complements Dr. Reddy's U.S. institutional business with limited competition injectable products. The transferred portfolio includes the Biorphen (phenylephrine hydrochloride) Injection and Rezipres (ephedrine hydrochloride) Injection New Drug Applications (NDAs) with nine separate combinations of strengths and presentations and one first-to-file approved Abbreviated New Drug Application (ANDA) for Cysteine Hydrochloride for the U.S. Deal value - \$5m plus up to \$45m in milestones.

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	<b>Emergent BioSolutions Inc. (NYSE: EBS)</b> , a \$1.8b provider of pharmaceutical contract development and manufacturing services.	<b>The exclusive worldwide rights to TEMBEXA of Chimerix, Inc.</b> , a biopharmaceutical company focused on smallpox and cancer.	TEMBEXA was FDA approved in June 2021 and is indicated for human smallpox disease in adult and pediatric patients. TEMBEXA is the first and only smallpox therapy approved for neonates (infants) as well. In December 2021, BARDA issued a sole source request for proposal (RFP) to procure up to 1.7 million treatment courses of TEMBEXA. Chimerix expects a BARDA procurement contract award as early as second quarter of 2022. Deal terms -- \$225m upfront plus \$100 in milestones.
Biopharmaceuticals	<b>Evotec SE (Nasdaq: EVO)</b> , a \$537m, Germany-based provider of drug discovery and development services.	<b>Rigenerand Srl</b> , an Italy-based manufacturer of cell-based therapies.	Adds manufacturing capacity and expertise to the Evotec's cell-based production platform, which transforms cells into therapeutics for immuno-oncology, metabolic diseases, and heart repair. Deal terms -- \$27.7m.
Biopharmaceuticals	<b>GlaxoSmithKline plc (NYSE: GSK)</b> , a \$34.4b UK-based maker of pharmaceutical products, vaccines and health-related consumer products.	<b>Sierra Oncology, Inc.</b> , a late-stage developer of biopharmaceuticals targeting hematology and oncology.	Sierra Oncology adds a pipeline of targeted therapies for rare forms of cancer. In January 2022 Sierra announced results from a phase III trial demonstrating a statistically significant and clinically meaningful benefit on symptoms, splenic response, and anemia (red blood cells deficiencies) in patients with myelofibrosis -- a fatal cancer of the bone marrow. Deal terms -- \$1.9b.
Biopharmaceuticals	<b>GlaxoSmithKline plc (NYSE: GSK)</b> , a \$34b, UK-based manufacturer of pharmaceuticals, vaccines, OTC medicines and health-related consumer products.	<b>Affinivax, Inc.</b> , a clinical-stage developer of pneumococcal vaccine candidates.	Adds a novel class of developmental vaccines and a Multiple Antigen Presenting System technology that can potentially produce higher immunogenicity than current vaccines. Affinivax's lead candidate gained Breakthrough Therapy designation by the FDA in 2021 as a potential candidate to prevent Streptococcus pneumoniae in adults over 50. The designation was

Sector	Acquiror	Target	Analysis
			granted based on data from a Phase II study -- a Phase III study is expected to begin soon, along with a Phase I/II trial in pediatric patients. Pneumococcal pneumonia causes ~150,000 hospitalizations each year in the U.S. The pneumococcal disease includes pneumonia, meningitis, bloodstream infections and milder diseases (i.e. sinusitis and otitis media). GSK announced plans to acquire late-stage oncology drug developer Sierra Oncology for \$1.9b in April 2022 and has plans to spin off its consumer health business later this year. Deal terms -- \$2.1b upfront plus \$1.2b in milestones.
Biopharmaceuticals	<b>Halozyne Therapeutics, Inc. (Nasdaq:HALO)</b> , a \$443.3m maker of subcutaneous biologic delivery technologies.	<b>Antares Pharma, Inc.</b> , a producer of drug delivery systems including injectable and sublingual forms.	Adds an auto injector platform and extends Halozyne's penetration into specialty products. In late March 2022, Anateres's Tlando (testosterone undecanoate) was FDA approved. Tlando is an oral drug for testosterone replacement therapy. Antares' portfolio also includes Xyosted, a weekly auto-injector testosterone therapy and Nocdurna, a sublingual tablet for the treatment of nocturia (frequent nighttime urination). Deal terms -- \$960m on sales of \$184m (5.2x) and normalized EBITDA of \$32m (30x).
Biopharmaceuticals	<b>Healiva SA</b> , a Switzerland-based developer of chronic and acute woundcare therapies.	<b>Two Cell-based Woundcare Therapies of Smith+Nephew plc</b> , a \$5.2b, UK-based manufacturer of orthopedic devices and woundcare products.	Adds an autologous epidermal equivalent for treating chronic venous leg ulcers (VLUs) approved in the Swiss market and an off-the-shelf allogeneic cell therapy in development. An estimated 36 million people worldwide have chronic wounds. 2-3% of the elderly population have venous/arterial leg ulcers. Terms not announced.

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	<b>Innoviva Inc. (Nasdaq: INVA)</b> , a \$392m healthcare focused asset management company.	<b>Entasis Therapeutics Holdings Inc.</b> , a late-stage developer of novel antibacterial to treat pneumonia and bloodstream infections.	Entasis adds a potentially first- and best-in-class treatment of multidrug-resistant Gram-negative bacteria, Entasis expects to submit a New Drug Application to the FDA for its lead candidate in Q3 2022. Innoviva owned approximately 60% of Entasis prior to the transaction. Deal terms -- \$220m.
Biopharmaceuticals	<b>Ipsen S.A. (IPN.PA)</b> , a \$3.2b France-based biopharmaceutical company focused on oncology, neuroscience, gastroenterology and rare diseases.	<b>Epizyme Inc.</b> , a developer of novel epigenetic medicines treating cancer.	Adds an oral drug (Tazverik) approved for both the treatment of adults and pediatric patients aged 16 years and older with metastatic or locally advanced epithelioid sarcoma (a rare soft-tissue cancer) not eligible for complete resection (surgical organ removal). The drug is also approved for the treatment of two distinct follicular lymphoma indications. Epizyme's pipeline also includes a candidate granted Fast Track designation in 2021 for the treatment of adult patients with relapsed or refractory diffuse large B-cell lymphoma. Deal terms -- \$247m plus milestones on sales of \$37.4m (6.6x).
Biopharmaceuticals	<b>Novan, Inc. (Nasdaq: NOVN)</b> , a \$2.9m, clinical-stage developer of anti-microbial therapeutics for skin diseases.	<b>EPI Health, LLC</b> , a developer of specialty dermatologic drugs.	EPI Health adds a portfolio of commercialized, prescription creams, lotions and oral pharmaceuticals for the treatment of psoriasis, rosacea, dermatosis and acne to complement Novan's lead candidate, in development. Deal value - \$27.5m on sales of \$17.6m (1.56x).
Biopharmaceuticals	<b>Opko Health, Inc. (Nasdaq: OPK)</b> , a \$1.8b provider of laboratory testing services and a developer of pharmaceuticals.	<b>ModeX Therapeutics, Inc.</b> , a developer of immune therapies for cancer and infectious diseases.	ModeX's product portfolio includes cancer immunotherapies that combine multiple specificities into one protein to improve targeting and immune killing. ModeX is also developing a vaccine for Epstein-Barr virus. Deal terms -- \$300m.

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	<b>Pfizer Inc. (NYSE: PFE)</b> , a \$81.3b producer of vaccines, biologics, small molecules, immunotherapies, biosimilars and other biopharmaceutical products.	<b>ReViral Ltd.</b> , a clinical-stage biopharmaceutical company developing novel antiviral therapeutics for respiratory syncytial virus (RSV).	ReViral is focused on RSV -- a respiratory pathogen, which can lead to severe and life-threatening lower respiratory tract infections (LRTIs) in high-risk populations, including young infants, immunocompromised patients, and the elderly. It causes infections in approximately 64 million people and results in ~160,000 deaths, globally each year. ReViral was bought from European private equity firm Andera Partners. Pfizer bought developer of immuno-inflammatory diseases therapies Arena Pharmaceuticals in a \$6.7b deal at the end of 2021. Deal terms -- \$525m inclusive of milestones.
Biopharmaceuticals	<b>Pfizer Inc. (NYSE: PFE)</b> , a \$81.3b producer of vaccines, biologics, small molecules, immunotherapies, biosimilars and other biopharmaceutical products.	<b>Biohaven Pharmaceutical Holding Company Ltd.</b> , a maker and developer of drugs for neurological and neuropsychiatric diseases.	Adds Nurtec ODT, a treatment for acute and episodic prevention of migraine in adults to Pfizer's portfolio. Pfizer had previously owned a 2.6% stake in Biohaven as part of a \$500m license and stock deal for the rights to Nurtec outside the U.S. Pfizer and Biohaven also were already partnered on another migraine drug in Biohaven's pipeline. Deal terms -- \$11.6b on sales of \$463m (25x).
Biopharmaceuticals	<b>Regeneron Pharmaceuticals, Inc. (Nasdaq: REGN)</b> , a \$16.1b maker of biopharmaceuticals for applications in ophthalmology, dermatology, cardiovascular diseases, infectious diseases and more.	<b>Checkmate Pharmaceuticals, Inc.</b> , a clinical-stage biotechnology company, focused on developing novel cancer therapeutics.	Adds an investigational immune activator that attacks cancer. Checkmate's leading candidate is delivered to the body in a virus-like particle which creates antibodies that help to deliver the therapeutic and stimulates an enhanced anti-tumor immune cell response. Deal terms -- \$250m.
Data Management/ Healthcare IT	<b>Glooko, Inc.</b> , a provider of remote patient monitoring and data	<b>Diabnext SA</b> , a France-based developer of patient monitoring	Helps Glooko to better penetrate France and further customize diabetes patient offerings. Diabnext's plat-



Sector	Acquiror	Target	Analysis
	management solutions for diabetes and related chronic conditions.	mobile applications for diabetes.	form enables remote monitoring, coordination, therapeutic education and data analytics of blood glucose, insulin, diet and physical activity automatically through connected health devices. Terms not announced.
Data Management/ Healthcare IT	<b>ResMed plc (NYSE: RMD, ASX: RMD)</b> , a \$3.5b supplier of medical equipment for respiratory and sleep disorders.	<b>MediFox Dan</b> , a Germany-based health-software company.	MediFox makes software for providers of out-of-hospital care, which includes care documentation, personnel planning, administration, and billing. MediFox provides software to over 8,000 customers and about 100,000 users. UK-based PE firm Hg bought MediFox in 2018 and in 2020 merged MediFox with DAN Produkte (German care software provider), creating MediFox Dan. Deal value \$993m on sales of \$83m (12x).
Data Management/ Healthcare IT	<b>Valo Health, LLC</b> , a developer of artificial intelligence drug discovery platforms.	<b>TARA Biosystems, Inc.</b> , a developer of human three-dimensional tissue engineering and cardiac disease modeling technologies.	Creates a vertically integrated cardiovascular drug discovery and development platform. TARA Biosystems generates in vitro biology that recapitulates human physiology that complements Valo's computational platform designed to accelerate the evolution of cardiovascular disease medicines. Terms not announced.
Dental	<b>Envista Holdings Corporation (NYSE: NVST)</b> , a \$2.5b producer of specialty dental products, technologies and equipment and consumables.	<b>Osteogenics Biomedical Inc</b> , a maker of regenerative solutions for implant dentistry.	Adds a complete line of bone grafting products used in implant-based tooth replacements. By improving bone stability, regenerative solutions support better clinical outcomes. Osteogenics sells under its own Cytoplast brand and also distributes other manufacturer's bone grafting technologies. Envista separated from Danaher in 2019 and consists of dental brands KaVo Kerr, Nobel Biocare Systems, Ormco and more. In April 2022, Envista completed its \$600m acquisition of

Sector	Acquiror	Target	Analysis
			Carestream Dental's Intraoral Scanner business. Terms not announced.
Dental	<b>HANSAméd Limited</b> , a Canada-based distributor of pharmaceuticals and devices to dental professionals.	<b>The Citagenix Inc. subsidiary of Antibe Therapeutics Inc.</b> , a Canada-based developer of pain, inflammation and regenerative medicine therapeutics.	Citagenix is a supplier of grafting products to dental surgeons, periodontists, and implant dentists. The addition scales HANSAméd's existing dental supply portfolio and penetration of the Canada and broader North American markets. For Antibe, the divestiture helps sharpen its focus on its pipeline of novel anti-inflammatories. Deal terms -- \$3.5m upfront plus \$3m in milestones.
Diagnostics	<b>Biosynth Carbosynth</b> , a Switzerland-based provider of reagents, custom synthesis and manufacturing services.	<b>Aalto Bio Reagents</b> , a developer of biological materials for diagnostic and vaccine development.	Adds a range of proteins, antigens, antibodies, disease state human plasma and biospecimens to Biosynth Carbosynth's portfolio. Biosynth Carbosynth purchased vivitide, a provider of custom peptides and antibodies in March 2022. Biosynth Carbosynth is a portfolio company of KKR and Ampersand Capital. Terms not announced.
Diagnostics	<b>Bio-Techne Corporation (Nasdaq: TECH)</b> , a \$931m developer and producer of reagents, instruments, and services for the diagnostic and bioprocessing markets.	<b>Namocell Inc.</b> , a provider of single cell sorting and dispensing platforms.	Adds single cell selection and sorting capability that preserves cell viability without the risk of cross-contamination or requiring a large number of cells needed for flow cytometry sorting methods or manual pipetting. Terms not announced.
Diagnostics	<b>Bruker Corporation (Nasdaq: BRKR)</b> , a \$2.4b manufacturer of scientific instruments, and analytical and diagnostic solutions.	<b>Optimal Industrial Automation and Technologies</b> , a UK-based provider of pharma process analytical technology (PAT), manufacturing automation and	Positions Bruker as a key software and solutions provider for small molecule, biologics and new drug modalities pharma companies. Optimal's tools and automation capabilities complement Bruker's differentiated high-value Nuclear Magnetic Resonance (NMR), mass spectrometry, surface plasmon resonance (SPR)

Sector	Acquiror	Target	Analysis
		Quality Assurance (QA) systems integration.	molecular spectroscopy and X-ray scientific instruments, and life-science solutions for biopharma drug discovery and development, as well as for PAT analytical and QA solutions.
Diagnostics	<b>Calibre Scientific, Inc.</b> , a provider of reagents, tools, instruments, and other consumables to the lab research, diagnostics, and biopharma industries.	<b>Serviquimia, S.L.</b> , a Spain-based distributor of consumables, chemicals, and lab equipment.	Represents Calibre Scientific's entry into the Iberian market. Serviquimia is one of a few Spain-based companies capable of designing, assembling, furnishing and equipping a laboratory from scratch. The Company also offers a range of services including maintenance, repairs, and consulting. Calibre is a portfolio company of Stone Calibre and has purchased France-based reagents and instruments distributor Amplitech, UK-based lab consumables distributor Medline Scientific and reagent manufacturer Brightbox Quantitation in 2022. Terms not announced.
Diagnostics	<b>Castle Biosciences, Inc. (Nasdaq: CSTL)</b> , a \$94m provider of testing services for dermatological cancers.	<b>AltheaDx, Inc.</b> , a developer of molecular diagnostics focused on mental health.	Adds Idgenetix, a pharmacogenomics test that analyzes genetic data to inform medication selection for patients with moderate and severe depression and anxiety. Deal terms -- \$65m upfront plus \$75m in milestones.
Diagnostics	<b>CELLTREAT Scientific Products</b> , a manufacturer of laboratory plastic consumables.	<b>VistaLab Technologies</b> , a maker of pipettes and related products.	Enables CELLTREAT to establish a single, enhanced source for laboratory products with an expanded distribution network. VistaLab offers adjustable ergonomic ovation pipettes and a range of pipette tips (nonsterile and sterile, filter and low retention). Terms not announced.
Diagnostics	<b>Fulgent Genetics, Inc. (Nasdaq: FLGT)</b> , a \$993m provider of COVID-19, molecular diagnostic, and genetic testing services.	<b>Inform Diagnostics</b> , a pathology laboratory focused on dermatopathology, GI, oncology and urologic disease testing.	Expands Fulgent's geographic footprint with the addition of certified laboratories in New York, Arizona, Massachusetts, and Texas and adds pathology testing

Sector	Acquiror	Target	Analysis
			capabilities to its diagnostic testing offerings. Deal terms -- \$170m.
Diagnostics	<b>Laboratory Corporation of America Holdings (NYSE: LH)</b> , a \$16.1b independent clinical laboratory and provider of drug development services.	<b>The Diagnostic Clinical Laboratory Services of AtlantiCare</b> , an integrated health care system focused on southern New Jersey.	Provides Labcorp with regional penetration in New Jersey adding clinical outreach services serving the AtlantiCare Physician Group and Affiliated Physicians and their patients. Many of AtlantiCare's phlebotomy sites and outpatient collection services will now be operated by Labcorp. Terms not announced.
Diagnostics	<b>QIAGEN N.V. (NYSE: QGEN)</b> , a \$2.3b Netherlands-based provider of assay for molecular diagnostics, academic and pharmaceutical research.	<b>BLIRT SA</b> , a Poland-based manufacturer of recombinant enzymes.	BLIRT makes standardized and customized proteins, enzymes and molecular biology reagents. It also produces diagnostic kits for non-COVID-19 applications. The acquisition scales Qiagen's enzymes and reagents business. BLIRT has 90 employees and generated ~\$9.5m in sales in 2021. Terms not announced.
Diagnostics	<b>Quidel Corporation (NSDQ:QDEL)</b> , a \$1,699m maker of diagnostic tests for infectious diseases, women's health, and gastrointestinal diseases.	<b>Ortho Clinical Diagnostics (Ortho)</b> , a \$2,038m in vitro diagnostics company that makes products and diagnostic equipment for blood testing.	Complements Quidel's offerings and enables Quidel to access new and emerging markets. Ortho offers automated diagnostic equipment, as well as assays, reagents, and other consumables that are used to generate test results. Quidel has heavily benefited from COVID-19-related revenues over the past nearly two years of the pandemic. The company won the FDA's initial emergency use authorization to bring a rapid antigen test for the coronavirus to the U.S. and Ortho gained the first FDA approval for high-volume antibody and antigen tests for the virus. In January 2021, Ortho (a former J&J unit) went public and raised \$1.3b. Deal value - \$6.0b on sales of \$2.0b (3.0x) and EBITDA of \$417.6m (14.4x).

Sector	Acquiror	Target	Analysis
Medical Devices	<b>Aatru Medical, LLC</b> , a maker of pre-assembled, single use solid-state negative pressure systems for surgical incision management.	<b>Exothermix, LLC</b> , a manufacturer of oxygen absorber and on-demand self-heating solutions.	Vertically integrates Aatru Medical's production of its FDA approved negative pressure surgical incision management system. Exothermix is a supplier to Aatru Medical. Terms not announced.
Medical Devices	<b>ARCH Medical Solutions Corp.</b> , a contract manufacturer focused on orthopedic implants and instruments, robotic-assisted devices, and precision components.	<b>M&amp;K Engineering</b> , a maker of precision machining components for the medical, aerospace and defense industries.	Adds vertically integrated critical component manufacturing to ARCH Medical's footprint. M&K develops and manufactures precision machining components and complex medical devices. The company has multiple Swiss machines, a 40,000 sf facility and 65 employees. ARCH Medical is a portfolio company of The Jordan Company. Terms not announced.
Medical Devices	<b>Argosy Private Equity</b> , a middle-market private equity firm.	<b>Preco, LLC</b> , a manufacturer of laser processing and specialty die cutting systems.	Adds a new platform for Argosy serving customers across diverse end markets, including industrials, abrasives, packaging, defense, electronics and medical. Terms not announced.
Medical Devices	<b>Bioventus Inc. (Nasdaq: BVS)</b> , a \$430.9m producer of osteoarthritic joint pain treatments and bone graft substitutes.	<b>CartiHeal Ltd</b> , a developer of cartilage implants.	CartiHeal developed a proprietary implant for people who have cartilage defects with or without mild to moderate knee osteoarthritis, a deterioration of cartilage and the underlying bone. The implant, made of a form of calcium carbonate called aragonite, received FDA Premarket approval in March 2022. CartiHeal estimated that there are ~675,000 U.S. patients that need joint preservation and cartilage regeneration annually, representing an estimated \$1.3 billion market opportunity. Deal value - \$100m upfront plus \$135m in sales milestones.

Sector	Acquiror	Target	Analysis
Medical Devices	<b>Boston Scientific Corporation (NYSE: BSX)</b> , a \$12b manufacturer of devices used in various interventional specialties.	<b>A majority stake of M.I.Tech Co., Ltd</b> , a South Korea-based manufacturer and distributor of devices for endoscopic and urologic procedures.	M.I. Tech developed a group of conformable, non-vascular, self-expanding metal stents, which have been distributed by Boston Scientific in Japan since 2015. Non-vascular GI and airway stents help clear occlusions in in the biliary tree, pancreatic duct, esophagus, colon, duodenum and other anatomy. M.I Tech's portfolio has a hook-cross nitinol design that enables a flexible fit and has flared ends to help prevent stent migration. Boston Scientific purchased ~64% of M.T. Tech from South-Korea based Synergy Innovation Co., Ltd for \$230m.
Medical Devices	<b>Brainlab AG</b> , a Germany-based producer of software and hardware for radiotherapy and radio-surgery.	<b>medPhoton GmbH</b> , an Austria-based developer of robotic imaging solutions for image guided radiation therapy and surgery.	Brainlab and medPhoton had partnered on the development and market launch of a mobile imaging robot in 2020. Brainlab strategically invested in medPhoton, co-funded development and became the exclusive distributor of the robot, Loop-X, in surgical applications. The acquisition adds automated imaging steps and robotic assistance for intraoperative applications to Brainlab's suite of technologies that reduces radiation volume by tailoring imaging to specific anatomy, among other visualization innovations. Terms not announced.
Medical Devices	<b>Carl Zeiss Meditec AG (AFX.DE)</b> , a \$1.8b Germany-based maker of ophthalmic devices and micro-surgery visualization solutions.	<b>Kataylst Surgical, LLC</b> , a manufacturer of novel vitreoretinal surgical micro-instruments and lighting technologies.	Katalyst's novel technologies include: patented "Stiff Shaft" instruments that make small diameter instruments (27 ga) available via a retractable sleeve that stiffens and stabilizes an instrument's shaft; ground-breaking technology that substantially widens the lighted surgical field and increases the light intensity inside the eye; Micro-Vacuum Pick (MVP) for grasping and peeling retinal membranes without the use of forceps; and "Multiflex" illuminated laser probes. Adds a

Sector	Acquiror	Target	Analysis
			<p>wide range of proprietary instruments used in retina, glaucoma and anterior segment ophthalmic surgeries. Concurrently, Zeiss also purchased Kataylst's sister company Kogent Surgical, focused on neurosurgery instrumentation. The Walden Group was engaged as M&amp;A adviser to Kataylst and initiated the merger with Zeiss's affiliate. Terms not announced.</p>
Medical Devices	<p><b>Carl Zeiss Meditec AG (AFX:DE)</b>, a \$1.8b Germany-based maker of ophthalmic devices and microsurgery visualization solutions.</p>	<p><b>Kogent Surgical, LLC</b>, a maker of electrosurgery tools, surgical site illumination and microsurgical instrumentation.</p>	<p>Adds a portfolio of disposable bipolar forceps, titanium instruments including curvettes, elevators, knives and scissors, and other neurosurgery technologies to Zeiss' existing offerings. Zeiss also acquired Katalyst Surgical, a maker of ophthalmic instruments on the same day. Kogent Surgical and Kataylst had common ownership. Deal terms not announced.</p>
Medical Devices	<p><b>ConMed Corporation (NYSE: CNMD)</b>, a \$1.0b maker of surgical devices and related equipment for orthopedic, general surgery, GI and cardiac applications.</p>	<p><b>In2Bones Global, Inc.</b>, a manufacturer and distributor of devices treating disorders and injuries of the upper and lower extremities.</p>	<p>Extends ConMed's portfolio into implants, fracture systems, biologics, and related hardware addressing extremities. Deal terms -- \$145m upfront plus milestones of up to \$110m on sales of \$36.8m (4.0x).</p>
Medical Devices	<p><b>Corza Medical</b>, a GTCR-backed manufacturer of surgical sutures, sealants and ophthalmic instruments.</p>	<p><b>Barron Precision Instruments, LLC</b>, a manufacturer of disposable ophthalmic surgical instruments used in corneal surgeries.</p>	<p>Adds specialty corneal surgical products and manufacturing capabilities following Corza's 2021 acquisition of Katena Products. Barron Precision's product line includes trephine blades, vacuum cornea trephines, donor cornea punches, and artificial anterior chambers. Terms not announced.</p>

Sector	Acquiror	Target	Analysis
Medical Devices	<b>Enovis Corporation (formerly Colfax Corporation) (NYSE: ENOV)</b> , a \$3.8b manufacturer of orthopedic devices.	<b>360 Med Care Pty Ltd</b> , an Australia-based developer of orthopedic surgical planning and data optimization solutions.	Represents Enovis' first acquisition since becoming a stand-alone orthopedic-focused company. 360 Med Care offers single use, patient specific 3D bone models and guides generated from CT scans and other technologies to streamline surgical workflow. Terms not announced.
Medical Devices	<b>Enovis Corporation (formerly Colfax Corporation) (NYSE: ENOV)</b> , a \$3.9b manufacturer of orthopedic devices.	<b>Outcome-Based Technologies, LLC</b> , a producer of hip and knee braces.	Adds a low-profile hip brace used in post-op hip arthroscopy, hip osteoarthritis, post-op total hip replacement and other procedures and a knee brace that has an integrated pouch to enable cold/hot therapy to Enovis' DJO Global subsidiary. Terms not announced.
Medical Devices	<b>Integer Holdings Corporation (NYSE: ITGR)</b> , a \$1.2b device out-source manufacturer.	<b>Aran Biomedical</b> , an Ireland-based producer of proprietary medical textiles, biomaterial coverings, coatings and advanced metal and polymer braiding.	Aran Biomedical delivers manufacturing and development solutions for implantable medical devices. Aran Biomedical expands Integer's ability to provide complex delivery and therapeutic devices in structural heart, neurovascular, peripheral vascular, endovascular and general surgery markets. Deal terms -- \$130.3m upfront plus \$10.9m in milestones on sales of \$17m (7.7x).
Medical Devices	<b>Itso Biologics</b> , a maker of orthobiologic regeneration technologies and cell-based therapies.	<b>Theracell, Inc.</b> , a producer of allografts and other demineralized bone fiber technologies.	Strengthens Isto's focus on surgical and clinical care procedures within spine, orthopedics, and sports medicine. TheraCell's proprietary and patented TheraFuze DBF technology will become part of Isto Biologics' Influx line. Theracell specializes in developing bone integrating, anchoring, and bridging technologies for spinal repair and orthopedic applications. Terms not announced.



Sector	Acquiror	Target	Analysis
Medical Devices	<b>Laborie Medical Technologies and Signet Healthcare Partners</b> , a producer of devices, consumables and diagnostics focused on urologic, gynecologic and colorectal applications and Investor AB portfolio company, and a healthcare growth equity firm.	<b>GI Supply</b> , a maker of specialty endoscopy products for gastroenterologists, colorectal surgeons, and interventional radiologists.	Enhances LABORIE's gastroenterology product offerings and expands its sales channel footprint in the U.S. and internationally. LABORIE and GI Supply will operate as separate entities while synergistically leveraging commercial capabilities to offer, collectively, a broader product portfolio to GI's. Laborie Medical is a portfolio company of Investor AB. Terms not announced.
Medical Devices	<b>Medartis Holding AG</b> , a Swiss-based maker of osteosynthesis implants in cranio-maxillofacial surgeries.	<b>Nextremity Solutions Inc.</b> , a developer and provider of musculoskeletal products.	Enables Medartis to accelerate and scale its current US expansion plans. Nextremity designs and makes indication specific technologies for the treatment of fractures and deformities in lower and upper extremities. With this acquisition, Medartis gains access to a highly dedicated and experienced R&D team, strong relationships to US design surgeons and industry thought leaders, a complementary product pipeline, IP portfolio, product knowledge, and a modern regional manufacturing base. Deal value - \$70m plus \$30m in milestones.
Medical Devices	<b>Medtronic plc (NYSE: MDT)</b> , a maker of devices for cardiovascular surgery neurosurgery, diabetes management and other surgical applications.	<b>The left-heart access portfolio of Acutus Medical, Inc.</b> , a maker catheter-based ablation technologies for arrhythmia management.	Adds sheath-compatible septal crossing devices and a steerable introducer with transeptal dilator and needle to Medtronic's cardiovascular portfolio. Boston Scientific recently acquired Baylis Medical, a maker of advanced transeptal puncture platforms, in a \$1.8b deal. Deal terms -- \$50m upfront plus milestones.
Medical Devices	<b>Onkos Surgical, Inc</b> , a producer of devices treating musculoskeletal cancers and other complex orthopedic conditions.	<b>The Juvenile Tumour System (JTS) of Stryker Corporation</b> , a \$17b device maker focused on general surgery, neurosurgery, orthopedics and spine.	The JTS device enables limb stabilization and growth in pediatric patients affected by bone cancers, severe arthropathy, severe trauma, revisions, oncology and malignant diseases. The system eliminates the need for multiple lengthening surgeries -- reducing the risks of

Sector	Acquiror	Target	Analysis
			<p>complications and cost associated with limb reconstructions. Terms not announced.</p>
Medical Devices	<p><b>OrthoPediatics Corp. (Nasdaq: KIDS)</b>, a \$98.0m maker of anatomically appropriate implants and devices for the treatment of children with orthopedic conditions.</p>	<p><b>MD Orthopaedics</b>, a producer of bracing products an Ankle-Foot Orthosis (AFO) system for the treatment of clubfoot.</p>	<p>Adds a specialty bracing platform to address the 80% of pediatric orthopedic cases involving non-surgical treatment -- expanding OrthoPediatics' total addressable market by an estimated \$600m. MD Orthopaedics operates and sells specialty bracing systems in 90 countries worldwide and its products have treated an estimated 300,000 children globally. Deal terms -- \$19.6m</p>
Medical Devices	<p><b>OrthoPediatics Corp. (Nasdaq: KIDS)</b>, a \$98m maker of implants and devices for the treatment of children with orthopedic conditions.</p>	<p><b>Pega Medical</b>, a Canada-based developer of systems that treat osteogenesis imperfecta and other bone deformities.</p>	<p>Pega Medical produces the Fassier-Duval Telescopic IM System, an innovative self-extending rod implant designed to treat musculoskeletal disorders and diseases in children without disrupting normal development. In April 2022, OrthoPediatics purchased MD Orthopaedics, adding bracing product lines and a patented Ankle-Foot Orthosis system for the treatment of clubfoot for \$19.6m. Deal terms -- \$33m.</p>
Medical Devices	<p><b>Resonetics, LLC</b>, a contract manufacturer focused on laser processing, microfluidics and sensors.</p>	<p><b>EaglePicher Medical Power</b>, a Canada-based producer of lithium-ion cells for implantables and miniaturized bioelectronic devices.</p>	<p>Resonetics is backed by GTCR's Regatta Medical and the Carlyle Group. EaglePicher adds a 60,000 sf facility with extensive application engineering resources and manufacturing expertise. Integrating EaglePicher's battery technology into Resonetics's micro-manufacturing and sensor capabilities positions the company as a leading supplier to OEMs pursuing miniaturized implantable and wearable devices. Resonetics has completed eleven acquisitions in the past five years and has over 1,900 employees that operate out of 14 sites located in key medical technology markets with facilities totaling more than 650,000 square feet. In</p>

Sector	Acquiror	Target	Analysis
			<p>November 2021, Resonetics acquired Hudson Medical Innovations, a leading manufacturer of microfluidics and point-of-care diagnostics and FISO Technologies Inc. (FISO), a developer and manufacturer of fiber optic sensors and signal conditioners. In January 2022, Resonetics formed a joint venture with Ingpuls GmbH, a Germany-based manufacturer of novel, low inclusion shape memory alloys. Terms not announced.</p>
Medical Devices	<p><b>Resonetics, LLC</b>, a medical device contract manufacturer focused on micro-machining.</p>	<p><b>Agile MV</b>, a provider of device assembly and product development services focused on electrophysiology and interventional cardiology catheters.</p>	<p>Adds expertise in producing minimally invasive therapeutic and diagnostic devices -- particularly electrophysiology catheters using pulsed field and cryotherapy ablation. In April 2022, Resonetics acquired Canada-based EaglePicher Technologies' Medical Power business, a manufacturer of implantable batteries for medical devices. Resonetics is backed by GTCR and the Carlyle Group. Terms not announced.</p>
Medical Devices	<p><b>Sanara MedTech Inc. (NASDAQ: SMTI)</b>, a \$24.2m manufacturer of woundcare and surgical grafts, cleansers and other products.</p>	<p><b>Precision Healing Inc.</b>, a developer of multi-spectral imaging and biomarker analysis technologies for woundcare diagnostics.</p>	<p>Precision Healing's imager and biomarker assay are novel diagnostics operating on an advanced wound biology algorithm. The imager, pending 510(k) clearance, will be integrated with Sanara's proprietary EMR system and virtual consult platform. Sansara had been an investor in Precision Healing since 2020. Deal terms -- \$5.1m upfront plus milestones.</p>
Medical Devices	<p><b>The Cooper Companies, Inc. (NYSE: COO)</b>, a \$3.0b manufacturer of contact lenses and surgical devices focused on women's health.</p>	<p><b>EnsEyes ApS</b>, a Denmark-based producer of orthokeratology (ortho-k) and scleral contact lenses.</p>	<p>Extends CooperVision's specialty, customized lens penetration in the Nordic markets. Terms not announced.</p>

Sector	Acquiror	Target	Analysis
Medical Devices	<b>The spinoff of Bausch + Lomb Corporation (NYSE: BLCO)</b> , The eye care business of Bausch Health.	<b>Bausch Health Companies Inc.</b> , a maker of contact lenses, ophthalmic pharmaceuticals and intraocular lenses.	Enables Bausch Health to focus on its pharmaceuticals in gastroenterology and neurology. The spin-off will create a pure-play eye care business carrying Bausch's international brands of contact lenses and vision care products such as Biotrue daily disposables, intraocular lens surgery equipment and portfolio of ophthalmic drugs for dry eye, glaucoma and macular degeneration. Bausch + Lomb will be listed on the New York Stock Exchange. Deal value - \$5.3b on sales of \$3.8b (1.4x) and EBITDA of ~\$621m (8.6x).
Medical Devices	<b>The spinoff of Embecta Corp. (Nasdaq:EMBC)</b> , BD's diabetes care business with \$1.2b in sales.	<b>Becton, Dickinson and Company (BD)</b> , a \$20b producer of medical supplies, devices, laboratory equipment, and diagnostic products.	Supports BD's growth strategy and enhances the ability of Embecta to attract capital investment, recruit talent and allocate resources. Embecta makes diabetes injection devices including a range of syringes, insulin pen needles and a handful of accessories for both delivery methods, as well as diabetes care apps. In 2021, revenue for the diabetes care segment was \$1.2b and EBITDA was ~\$520m. The market cap at the time of spinoff was about \$1.3b.
Medical Devices	<b>Wallaby Medical Holding, Inc.</b> , a developer of neurovascular interventional products for treating stroke.	<b>phenox GmbH</b> , a Germany-based producer of neurovascular devices.	Adds to Wallaby's range of neurovascular technologies and global penetration. phenox was the exclusive distributor for Wallaby's Avenir Coil System in the U.S. and European markets and Wallaby's Esperance Aspiration Catheters in the U.S. Phenox's subsidiary femtos adds special expertise in femto-second laser technology for the manufacturing of stents and other implantable devices. Deal terms -- \$542m including milestones.

Sector	Acquiror	Target	Analysis
Medical Services	<b>Advocate Aurora Health</b> , a \$12b health system operating 500+ ambulatory locations and 27 hospitals.	<b>Atrium Health</b> , a \$13b health system with 40 hospitals and 500+ ambulatory locations.	The combined organization would become one of the country's largest health systems with over \$27 billion of combined revenues, serve ~5.5 million patients, operate over 1,000 care sites and employ 148,000 people. Atrium Health report \$13.0b in annual revenue and ~\$300m in operating profit. Terms not announced.
Medical Services	<b>Becton, Dickinson and Company (NYSE: BDX)</b> , a \$20.2b manufacturer of medical supplies, devices, lab equipment, and diagnostics.	<b>Parata Systems, LLC</b> , a developer of pharmacy automation solutions.	Adds a new set of medication adherence technologies for acute care health systems, retail pharmacies, long-term care and home settings. The acquisition provides access to a new \$600m pharmacy automation market segment that is expected to grow around 10% annually to \$1.5b in the U.S. alone over 10 years. Deal terms -- \$1.5b on sales of \$220m (7.0x).
Medical Services	<b>Charles River Laboratories International, Inc. (NYSE: CRL)</b> , a \$3.5b non-clinical contract research organization, providing drug discovery, non-clinical development, and safety testing services.	<b>Explora BioLabs Holdings, Inc.</b> , a provider of contract vivarium research services.	Add 100 employees across 15 preclinical vivarium facilities for early-stage in vivo studies. The addition expands the Charles River Accelerator and Development Lab (CRADL) operation, which provides AAALAC-accredited, full-service, turnkey vivarium rental space supported by Charles River's technical, vivarium, and veterinary expertise for emerging and mature biopharmaceutical companies and academic research institutions in key biohubs, including Cambridge, Mass., San Francisco, and China. Deal terms -- \$295m on sales of \$38m (7.8x).
Medical Services	<b>North American Science Associates, Inc. (NAMSA)</b> , a medical device-focused contract research organization (CRO).	<b>ÅKRN Scientific Consulting</b> , a Spain-based medical device CRO.	ÅKRN provides regulatory, especially European medical device regulations, and clinical services for clients in the device therapeutic areas, including cardiovascular devices and In Vitro Diagnostics. Terms not announced.

Sector	Acquiror	Target	Analysis
Medical Services	<b>Trinity Health</b> , a \$2.7b national health system spanning 25 states in the U.S.	<b>CommonSpirit Health Share of MercyOne Health System</b> , a \$3b health system in Iowa.	MercyOne serves more than 3.3 million patients each year. The system includes 16 medical centers, 27 affiliate organizations and more than 420 care sites offering a range of health and wellness services, including provider services and urgent care, and more than 20,000 colleagues including 2,000 of the state's most talented doctors and providers.
Medical Services	<b>Universal Health Services (UHS)</b> , a hospital and health care services company operating 26 acute care hospital and various related facilities.	<b>A 20 percent limited partnership interest in George Washington University Hospital (GW Hospital)</b> , a \$3.0b academic medical center.	GW Hospital is a general medical and surgical facility and a teaching hospital. Historically, UHS has held an 80% interest and the university has held a 20%.

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](http://www.waldenmed.com)