



The Walden Group

2022 Year-end Strategic Healthcare M&A Report

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for

The Healthcare Industry

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The Strategic Healthcare M&A Report analyzes important merger, acquisition and strategic transactions taking place in the healthcare industry. A complimentary copy of the Report can be obtained by subscribing at www.waldenmed.com. 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.

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2022 Annual Market Overview

While high inflation rates, the war in Ukraine, supply chain issues, geopolitics, policies in China and other macro dynamics continue to gum up the healthcare system, markets are settling down and some levels of normalcy are resuming. The Federal Reserve and other central banks will still need to keep interest rates high to tame inflation, and fractious politics in the U.S., Europe, South America and elsewhere will continue to hold down demand and supply for healthcare – at least for more discretionary procedures. Yet, trendlines appear cautiously favorable.

MDR Regulation Deadlines Extended. Europe’s Medical Device Directive (MDD), the standard for medical device regulation in the EU since 1993, was supposed to transition a new Medical Device Regulation (MDR). Many believe the EU went overboard in making the new MDR requirements too rigid and tight by way of time to comply. And so, facing a massive backlash and staffing shortages to approve MDR applications, the transition deadline was extended from May 26, 2024, to December 31, 2027, or December 31, 2028, depending on the risk class of the device.

Some key new aspects and requirements of MDR vs. MDD include:

- **Product scope expansion** – Devices without medical intended purposes, such as colored contact lenses and cosmetic implant devices and materials, are now subject to regulation.
- **Reclassification of devices** - According to risk, contact duration and invasiveness
- **More in-depth post-market oversight** - Unannounced audits, product sample checks and product testing.

- **More rigorous clinical evidence for Class III devices and implantables** - Manufacturers will need to conduct clinical investigations in instances where they do not have sufficient clinical evidence to support claims submitted on safety and performance.
- **Identification of person responsible for regulatory compliance** - Manufacturers will be required to identify at least one person within their organization responsible for all aspects of compliance.
- **Unique Device Identification (UDI) system** - Manufacturers and authorities will need to trace specific devices throughout the supply chain to facilitate prompt and efficient recall of devices found to present safety risk.
- **Elimination of "Grandfathering" provisions** -- all currently approved devices must be recertified.

Strategic Shifting to High Growth Areas by Way of R&D and M&A.

- A prime example is **Becton Dickinson**, which is transitioning into high growth verticals, which is accelerating its growth profile. It has made several successful tuck-in purchases and has eased supply chain issues and increased prices to account for inflation. In July 2022, it bought **Parata Systems**, providing innovative pharmacy automation solutions that enable a growing network of pharmacies to reduce costs, enhance patient safety and improve the patient experience for retail, hospital and long-term care pharmacies. As a combined company, **BD** is positioned to offer a comprehensive set of technologies to

the \$600 million pharmacy automation market segment that is expected to grow approximately 10% annually to \$1.5b in the U.S. alone over 10 years. In April 2022, **BD** completed the separation and distribution of **Embecta Corp.**, formerly **BD's Diabetes Care** business, into a separate, publicly-traded company. **BD** has been very active on the M&A front with smaller acquisitions in the last few years, **GSL Solutions**, **Velano Vascular**, **Tissuemed** and **Venclosse**, among them. These follow the \$24B purchase of **C.R Bard** in 2017 and the \$12b buy of **CareFusion** in 2015.

- **Stryker** is another example of reweighting to high growth areas. By its \$3.09b acquisition of **Vocera Communications** in early 2022, Stryker is making big changes in emerging areas. **Vocera** addresses the increasing need for hospitals to connect caregivers and disparate data-generating medical devices, which will help drive efficiencies and improve safety and outcomes. **Vocera's** systems enables secure remote communication between patients and their families, complementing **Stryker's** Advanced Digital Healthcare offerings. In 2020, **Stryker** enhanced its Trauma and Extremities business with the \$4.7b acquisition of **Wright Medical**. After years of integration, its 2013 purchase of **Mako Surgical** (robotic-assisted

surgical platform), is paying off, involved in 50% of **Stryker** knee implants.

- **Glaukos** has been a dominant force in the minimally invasive glaucoma surgery (MIGS) market, but management decided to transform the company into a full spectrum eye health franchise. The MIGS portfolio provides stability and cash flow to enable the diversification. In 2019 it made four acquisitions or licensing transactions. The U.S. subsidiary of **Santen Pharmaceutical Co., Ltd.** appointed **Glaukos** the exclusive U.S. partner for the sale of the PreserFlo MicroShunt. **Glaukos** also acquired **DOSE Medical Corporation**, entering the into the retinal disease area, gaining development rights to multiple micro-invasive, bioerodible, sustained-release drug delivery platforms used for neovascular age-related macular degeneration (AMD) and diabetic macular edema (DME). Later in 2019 it entered into a global licensing agreement with **Intratus, Inc.** to develop and commercialize **Intratus'** patented, non-invasive transdermal drug delivery platform designed to treat dry eye disease, and potentially glaucoma and corneal disorders such as blepharitis and conjunctivitis. And then **Glaukos** paid \$437.8m to acquire **Avedro, Inc.** for its technologies to treat corneal diseases and correct refractive conditions.

Recent Divestitures and Spin-Offs

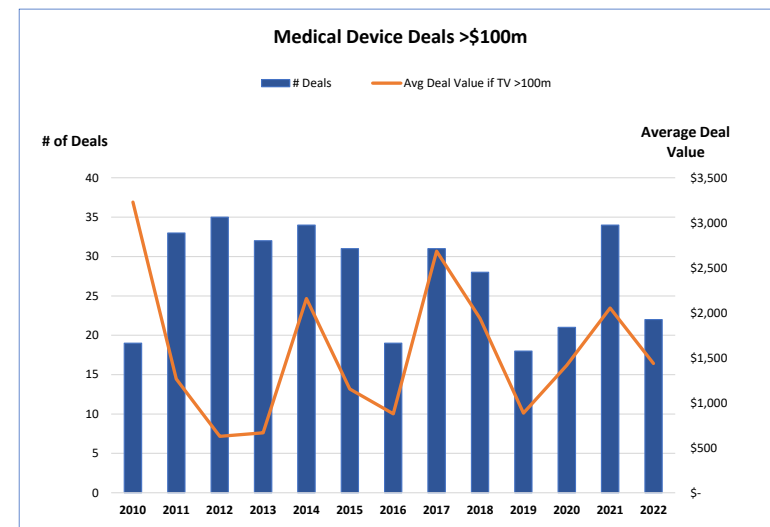
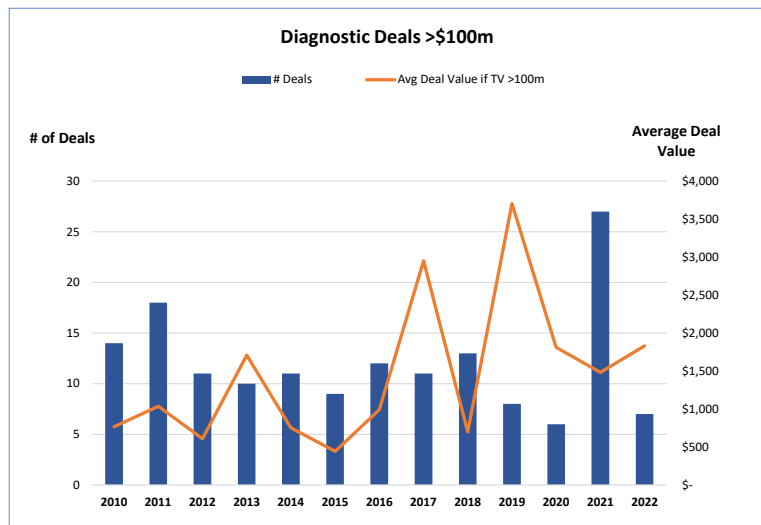
During the past few years, Medtechs refocused on high growth, high margin core businesses to optimize shareholder value, spinning off operations that were not a good strategic fit, thereby reversing diversification M&A efforts that were vogue in years past. Examples are below.

Parent	Unit	New Company Name	Date	Deal Value ¹	Description
Smiths Group plc	Smiths Medical	ICU Medical	Jan-22	\$2.7b	Smiths Group divested Smiths Medical to ICU Medical, for \$2.7b. Smiths Medical includes syringe and infusion devices, vascular access, and vital care products.
Zimmer Biomet	Dental and Spine	ZimVie	Mar-22	\$220m	Completed ZimVie spin-off to focus on orthopedics. ZimVie generates \$1b in revenue and has 2,700 employees.
Becton, Dickinson and Company	Diabetes care	Embecta	Apr-22	\$1.8b	BD separated its \$1.2b diabetes care business Embecta, which is now a standalone independent company.
Enovis Corporation (formerly Colfax)	Fabrication technologies	ESAB	Apr-22	\$2.3b	ESAB, a \$2.4b producer of consumable products and cutting, joining, and automated welding equipment, is now separate from Enovis.
Bausch Health Companies	Eye health business	Bausch + Lomb	May-22	\$5.1b	Bausch Health retained its pharmaceutical focus in gastroenterology, dermatology and neurology and Bausch + Lomb began trading independently after a \$630m IPO.
Olympus Corporation	Scientific Solutions business	Evident	Aug-22	\$3.1b	The scientific solutions unit makes microscopes, X-ray fluorescence analyzers, fiberscopes, and other testing equipment. Acquired by Bain Capital.
PerkinElmer	Applied, Food and Enterprise Services businesses (AFES)	PerkinElmer	Aug-22	\$2.5b	Acquired by private equity firm New Mountain. The PerkinElmer name and brand will be retained by AFES; PerkinElmer's remaining life sciences businesses and diagnostics businesses to be rebranded.
Bayer AG	Environmental Science Professional	Envu	Oct-22	\$2.6b	Acquired by private equity firm Cinven in a \$2.6b deal on sales of \$582m (4.5x). Enables Bayer to focus on pharmaceuticals.
General Electric	Healthcare	GE HealthCare	Jan-23	\$34b	Part of GE's plans to form three independent companies – focused on (1) aviation (2) healthcare and (3) energy. GEHealthcare began trading independently in Jan. 2023.
3M	Healthcare Business	TBD	2023		3M plans to spin-off its \$8.2b healthcare business into a stand-alone company.
J&J	Consumer Products	Kenvue	2023		J&J's consumer business will be split from pharma and device divisions.
Danaher Corporation	Environmental & Applied Solutions	"EAS"	2023		The \$4.7b EAS business, focused on water quality and product identification, has 16,000 employees and will be a standalone publicly-traded company.
Medtronic	Patient monitoring and respiratory businesses	TBD	2023	\$2.2b	Includes pulse oximeters and ventilators and 8,000 employees globally.
Medtronic	Renal Care Solutions (RCS)	TBD	2023		Medtronic is spinning off its Renal Care Solutions Business into a new entity which will be co-owned by Davita, a \$11.6b kidney dialysis service provider.
Toshiba	Devices business	Device Co	2024		Toshiba plans to spin off its devices business, including its power chip unit, to cut costs and ensure stability but shareholders have opposed the separation.

1) Market cap of newly-traded company where applicable

Diagnostic and Medical Deals with Valuations over \$100m

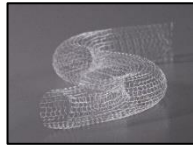
Large deal volume in Diagnostics and Medical Device segments declined in 2022, as 2021 was somewhat of a rebound from the covid period and in 2022 large companies were strengthening their core businesses, as opposed to expanding into new areas.



Noteworthy M&A Deals by Sector

Contract Manufacturing and Services

- Sweden-based **Trelleborg AB** bought **Minnesota Rubber and Plastics**, a producer of engineered elastomers and thermoplastics, for \$950m on sales of \$220m (4.3x).
- IDEX Corporation** purchased Netherlands-based manufacturer of micro-precision components **Muon B.V.** for \$700m on sales of \$140m (5x) and EBITDA of \$42m (16.7x).
- Integer** bought Ireland-based producer of medical textiles **Aran Biomedical** for \$130.3m upfront plus \$10.9m in milestones on sales of \$17m (7.7x).
- Catalent, Inc.** paid \$475m for specialty contract development and manufacturing organization **Metrics Contract Services**.
- Charles River Laboratories** bought **Explora BioLabs**, a provider of contract vivarium research services for \$295m on sales of \$38m (7.8x).
- Resonetics, LLC** paid \$900m for **The SAES Medical Nitinol** of **SAES Getters S.p.A.**



Diagnostics

- Bain Capital Private Equity** bought **The Scientific Solutions Business of Olympus Corporation** for \$3.1b on sales of \$860m (3.6x).

- Quidel** completed its acquisition of **Ortho Clinical Diagnostics** for \$6b on sales of \$2b (3.0x) and EBITDA of \$417.6m (14.4x).
- Thermo Fisher** purchased UK-based **The Binding Site Group Ltd.**, a provider of diagnostic and monitoring solutions for multiple myeloma, for \$2.6b on sales of \$220m (11.8x).
- Thermo Fisher** also bought **PeproTech, Inc.**, a manufacturer of recombinant proteins, for \$1.9b.
- Private equity firm **New Mountain Capital** acquired **PerkinElmer's Applied, Food and Enterprise Services businesses** for \$2.3b upfront plus \$150m in milestones on sales of \$1.3b (1.8x).



Interventional Devices

- Boston Scientific** made a series of acquisitions and investments including:
 - Apollo Endosurgery**, producer of endoscopic suturing systems and intragastric balloons, for \$615m on sales of \$76m (8.1x).
 - A majority stake (\$230m) in South Korea-based **M.I.Tech Co.**, a maker of endoscopic and urologic stents.
 - A majority stake (\$523m) in China-based **Acotec Scientific**, developer of percutaneous transluminal angioplasty and drug-coated balloon products for vascular diseases.
 - Obsidio**, a developer of a technology for embolization of blood vessels in the peripheral vasculature.



- **Cordis Corporation** paid \$235m for Switzerland-based producer of drug device combination products for coronary and peripheral artery disease **MedAlliance**.
- **Fresenius Kabi AG** bought developer of infusion systems **Ivenix, Inc.** for \$240m.
- **Halma plc** bought maker of interventional radiology devices **IZI Medical** for \$153.5m upfront on sales of \$32.9m (4.7x) plus milestones of up to \$14.5m.
- **Teleflex** bought developer of a powered stapling technology for bariatric surgery **Standard Bariatrics** for \$170m upfront plus \$130m in milestones on sales of \$15m (11.3x).

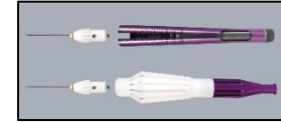


Ophthalmic

- **Bausch Health Companies Inc.** spun off **Bausch + Lomb** into an independently traded pureplay vision care company in a deal worth \$5.3b on sales of \$3.8b (1.4x) and EBITDA of ~\$621m (8.6x).
- **Bausch + Lomb** acquired manufacturer of ophthalmic surgical instruments and engineered precision components **Total Titanium Inc (TTI)**. **The Walden Group** represented **TTI** in the transaction.
- **Bausch + Lomb**, in January 2023, acquired cataract lens manufacturer **AcuFocus**.
- **DORC International** acquired manufacturer of disposable instruments **Peregrine Surgical LLC** and the remaining stake of Germany-based phaco-handpieces producer **WEFIS GmbH** after an initial investment in January 2022.



- **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 **Kataylst** in the transaction.



Orthopedics

- **Patient Square Capital** paid \$1.3b to take **Hanger**, a huge consolidator of “mom and pop” O&P shops, private.
- **Orthofix**, a \$465m spine and orthopedics device producer acquired **Seaspine**, a producer of orthobiologics and spinal implant solutions for \$215m on sales of \$191m (1.1x).
- **ConMed** bought manufacturer and distributor of devices treating upper and lower extremities **In2Bones Global, Inc.** for \$145m upfront plus milestones of up to \$110m on sales of \$36.8m (4.0x).



- **ConMed** also purchased developer of soft tissue implants **Biores** for \$85m upfront plus \$165m in milestones.
- **Zimmer Biomet** paid \$150 for **Embody**, a developer of collagen implants for sports medicine.
- **Smith+Nephew plc** paid \$135m for developer of a proprietary cementless unicompartamental (partial) knee system **Engage Surgical**.



Women's Health

- **The Cooper Companies** bought **Cook Medical's Reproductive Health Business** for \$675m upfront on sales of \$158m (4.3x) and additional milestones of \$200m.

Cardiovascular

- **J&J** acquired producer of heart pump devices **Abiomed** for \$16.6b upfront plus up to \$400m in milestones on sales of \$1.0b (16.6x) and normalized EBITDA of \$401m (41.4x).



Neuro

- **Archimed** closed its buy-out of publicly-traded neurosurgical treatment and diagnostics developer **Natus Medical** for \$1.2b on sales of \$473m (2.5x). **Natus** then acquired Italy-based manufacturer of neurodiagnostic hardware and software **Micromed Holding**.
- **Wallaby Medical Holding, Inc.** bought Germany-based producer of neurovascular devices **phenox GmbH** for \$542m.
- **Carl Zeiss** acquired **Kogent Surgical**, a producer of neuro-surgery micro instrumentation.

Woundcare

- **ConvaTec** acquired developer of products for surgical wounds, chronic wounds and burns **Triad Life Sciences** for \$125m.

- **Essity AB** purchased developer of antibacterial woundcare dressings **Hydrofera** for \$116m upfront on sales of \$27.6m (4.2x) and EBITDA of \$7.9m (14.8x) plus \$15m in milestones.
- **BioDerm** bought **Argentum Medical**, a producer of silver-plated nylon woundcare dressings and antimicrobial cleaners, from **Shore Capital**. **The Walden Group** represented **Argentum** in its sale to **Shore Capital** in 2017.



Distribution/Retail

- **Owens & Minor** paid \$1.5b for **Apria**, a provider of integrated home healthcare equipment, on sales of \$1.1b (7.7x) and normalized EBITDA of \$187m (8x).
- **CVS Health Corporation** bought a provider of home healthcare services **Signify Health, Inc.** for \$8b on sales of \$773.4m (10.3x) and normalized EBITDA of \$132m (60.6x).
- **Amazon** is acquiring subscription-based in-person/virtual primary care provider **1Life Healthcare** for \$3.9b on sales of \$622m (6.3x).

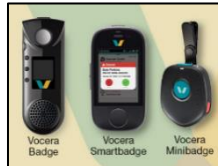
Pharmacy

- **Becton Dickinson** purchased cloud-based pharmacy management applications developer **MedKeeper** for \$93 and medication adherence technologies producer **Parata Systems** for \$1.5b on sales of \$220m (7.0x).
- **McKesson Corporation** bought provider of prescription pricing and medication access services **Rx Savings Solutions** for \$600m upfront plus \$275m in milestones.



Healthcare IT and Data Management

- **Stryker** spent \$3.1b on mobile communications solutions developed by **Vocera Communications** on sales of \$198m (15.7x) to implement cloud-connected capabilities and expand into clinical IT management.



Medical Services

- **Evolent Health, Inc.** bought **Centene Corporation's Magellan Specialty Health business**, a specialty benefit management organization, for \$600m upfront plus \$150m in milestones on sales of \$250m (2.4x) and EBITDA of \$50m (12x).

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

Sector	Acquiror	Target	Transaction Value (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	Amgen Inc.	Horizon Therapeutics Public Limited Company	\$26,400.0	\$3,226.0	\$909.0	8.2x	3.5x
	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	-
	Takeda Pharmaceutical Company Limited	The Nimbus Lakshmi, Inc. subsidiary of Nimbus Therapeutics, LLC	\$4,000.0	-	-	-	-
	Amgen Inc	ChemoCentryx, Inc.	\$3,700.0	\$32.0	-	115.6x	-
	Biocon Biologics Limited	The biosimilars assets of Viatris	\$3,335.0	\$1,000.0	-	3.3x	-
	GlaxoSmithKline plc	Affinivax, Inc.	\$2,100.0	-	-	-	-
	UCB S.A.	Zogenix, Inc.	\$1,900.0	\$82.0	-	23.2x	-
	GlaxoSmithKline plc	Sierra Oncology, Inc	\$1,900.0	-	-	-	-
	Merck & Co.	Imago BioSciences, Inc	\$1,350.0	-	-	-	-
	AstraZeneca PLC	CinCor Pharma, Inc.	\$1,300.0	-	-	-	-
	Novo Nordisk A/S	Forma Therapeutics Holdings	\$1,100.0	-	-	-	-
	Halozyne Therapeutics	Antares Pharma, Inc.	\$960.0	\$184.0	\$32.0	5.2x	5.8x
	Ipsen S.A.	Albireo Pharma	\$952.0	\$57.0	-	16.7x	-
	Merck KGaA	Exelead	\$780.0	-	-	-	-
	Alcon Inc.	Aerie Pharmaceuticals, Inc.	\$770.0	\$194.0	-	4.0x	-
Pfizer Inc.	ReViral Ltd.	\$525.0	-	-	-	-	
Eli Lilly and Company	Akouos, Inc.	\$487.0	-	-	-	-	
Viatris Inc.	Oyster Point Pharma, Inc.	\$424.0	\$25.0	-	17.0x	-	

Sector	Acquiror	Target	Transaction Value (millions)	Target Sales (millions)	Target EBITDA (millions)	Sales Multiple	EBITDA Multiple
Biopharmaceuticals	Gilead Sciences, Inc.	MiroBio	\$405.0	-	-	-	-
	Vertex Pharmaceuticals	ViaCyte, Inc.	\$320.0	-	-	-	-
	Ginkgo Bioworks	Zymergen Inc.	\$300.0	-	-	-	-
	Opko Health, Inc.	ModeX Therapeutics, Inc.	\$300.0	-	-	-	-
	Viatrix Inc.	Famy Life Sciences	\$281.0	-	-	-	-
	AbbVie Inc.	DJS Antibodies Ltd	\$255.0	-	-	-	-
	Regeneron	Checkmate Pharmaceuticals	\$250.0	-	-	-	-
	Ipsen S.A.	Epizyme Inc.	\$247.0	\$37.4	-	6.6x	-
	Emergent BioSolutions	The exclusive worldwide rights to TEMBEXA of Chimerix, Inc.	\$225.0	-	-	-	-
	AstraZeneca PLC	Neogene Therapeutics	\$200.0	-	-	-	-
	Innoviva Inc.	La Jolla Pharmaceutical Company	\$149.0	\$75.7	\$32.0	2.0x	2.4x
	AbbVie Inc.	Syndesi Therapeutics	\$130.0	-	-	-	-
	Oxford BioMedica PLC	Homology Medicines Inc.	\$130.0	\$2.7	-	48.1x	-
	Innoviva Inc.	Entasis Therapeutics Holdings Inc.	\$113.0	\$0.0	\$0.0	-	-
Indivior PLC	Opiant Pharmaceuticals, Inc.	\$103.2	\$31.0	\$0.0	3.3x	-	
Data Management/ Healthcare IT	Stryker Corporation	Vocera Communications, Inc.	\$3,090.0	\$198.4	\$4.1	15.6x	48.4x
	ResMed plc	MediFox Dan	\$993.0	\$83.0	-	12.0x	-
	Cadence Design Systems	OpenEye Scientific Software, Inc.	\$500.0	-	-	-	-

Sector	Acquiror	Target	Transaction Value (millions)	Target Sales (millions)	Target EBITDA (millions)	Sales Multiple	EBITDA Multiple
Diagnostics	Quidel Corporation	Ortho Clinical Diagnostics (Ortho)	\$6,000.0	\$2,038.0	\$417.6	2.9x	4.9x
	Bain Capital Private Equity	The Scientific Solutions Business of Olympus Corporation	\$3,100.0	\$860.0	-	3.6x	-
	Thermo Fisher Scientific	The Binding Site Group Ltd.	\$2,600.0	\$220.0	-	11.8x	-
	Cinven Limited	The Bayer Environmental Science Professional (BESP) of	\$2,600.0	-	-	-	-
	New Mountain Capital	The Applied, Food and Enterprise Services businesses (AFES) of PerkinElmer, Inc.	\$2,300.0	\$1,300.0	-	1.8x	-
	Thermo Fisher Scientific	PeptoTech, Inc.	\$1,850.0	-	-	-	-
	Exact Sciences	PreventionGenetics	\$190.0	\$36.0	\$3.0	5.3x	12.0x
	Fulgent Genetics, Inc.	Inform Diagnostics	\$170.0	-	-	-	-
Distribution/Retail	Owens & Minor, Inc.	Apria, Inc.	\$1,450.0	\$1,100.0	\$186.9	1.3x	5.9x
Medical Devices	The spinoff of GE HealthCare Technologies	General Electric Company	\$24,000.0	\$18,000.0	\$2,500.0	1.3x	7.2x
	Johnson & Johnson	Abiomed, Inc.	\$16,600.0	\$1,032.0	\$401.0	16.1x	2.6x
	The spinoff of Bausch + Lomb	Bausch Health Companies Inc.	\$5,338.0	\$3,765.0	\$621.0	1.4x	6.1x
	Globus Medical, Inc.	NuVasive, inc.	\$3,100.0	\$1,138.0	\$180.9	2.7x	6.3x
	The spinoff of Embecta Corp.	Becton, Dickinson and Company (BD)	\$1,300.0	\$1,160.0	\$520.0	1.1x	2.2x
	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	8.0x

Sector	Acquiror	Target	Transaction Value (millions)	Target Sales (millions)	Target EBITDA (millions)	Sales Multiple	EBITDA Multiple
Medical Devices	Trelleborg AB	Minnesota Rubber and Plastics	\$950.0	\$220.0	-	4.3x	-
	Resonetics, LLC	The SAES Medical Nitinol business of SAES Getters S.p.A.	\$900.0	-	-	-	-
	Abbott Laboratories	Cardiovascular Systems, Inc.	\$890.0	\$236.0	-	3.8x	-
	IDEX Corporation	Muon B.V.	\$700.0	\$140.0	\$42.0	5.0x	3.3x
	The Cooper Companies, Inc.	The Reproductive Health Business of Cook Medical	\$675.0	\$158.0	-	4.3x	-
	Boston Scientific Corporation	Apollo Endosurgery, Inc.	\$615.0	\$76.0	-	8.1x	-
	Wallaby Medical Holding, Inc.	phenox GmbH	\$542.0	-	-	-	-
	Boston Scientific Corporation	a majority stake of Acotec Scientific Holdings Limited	\$523.0	-	-	-	-
	Fresenius Kabi AG	Ivenix, Inc.	\$240.0	-	-	-	-
	Cordis Corporation	MedAlliance	\$235.0	-	-	-	-
	Boston Scientific Corporation	a majority stake of M.I.Tech Co.	\$230.0	-	-	-	-
	Orthofix Medical Inc.	SeaSpine Holdings Corporation	\$215.0	\$191.0	-	1.1x	-
	Teleflex Incorporated	Standard Bariatrics, Inc.	\$170.0	\$15.0	-	11.3x	-

Sector	Acquiror	Target	Transaction Value (millions)	Target Sales (millions)	Target EBITDA (millions)	Sales Multiple	EBITDA Multiple
Medical Devices	Zimmer Biomet	Embody, Inc.	\$155.0	-	-	-	-
	Halma plc	IZI Medical Products	\$153.5	\$32.9	-	4.7x	-
	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	3.5x
Medical Services	CVS Health Corporation	Signify Health, Inc.	\$8,000.0	\$773.4	\$132.0	10.3x	5.9x
	Amazon.com, Inc.	1Life Healthcare, Inc.	\$3,900.0	\$622.0	\$0.0	6.3x	-
	Becton, Dickinson and Company	Parata Systems, LLC	\$1,525.0	\$220.0	-	6.9x	-
	Evolent Health, Inc.	The Magellan Specialty Health (NIA) business of Centene Corporation	\$600.0	\$250.0	\$50.0	2.4x	5.0x
	McKesson Corporation	Rx Savings Solutions (RxSS)	\$600.0	-	-	-	-
	Catalent, Inc.	Metrics Contract Services	\$475.0	-	-	-	-
	Charles River Laboratories	Explora BioLabs Holdings	\$295.0	\$38.0	-	7.8x	-

Performance of Leading Healthcare Companies (as of 03/03/2023)

Sector	Company	Market Cap (billions)	EV (billions)	EV/ EBITDA	EV/ SALES	52 WK Perf	Revenue (TTM, billions)	Revenue Growth	Gross Margin
Benefits	UnitedHealth	\$443.3	\$491.0	15.9x	1.5x	-0.2%	\$324.2	12.7%	24.6%
Biopharm	AbbVie	\$274.7	\$330.1	10.6x	5.7x	5.1%	\$58.1	3.3%	71.5%
	AstraZeneca	\$201.5	\$226.3	16.3x	5.1x	6.3%	\$44.4	18.5%	80.6%
	BioNTech	\$31.0	\$18.1	1.5x	1.0x	-12.0%	\$18.2	34.6%	81.7%
	Bristol-Myers Squibb	\$145.6	\$177.2	8.8x	3.8x	1.1%	\$46.2	-0.5%	78.8%
	Eli Lilly	\$283.4	\$297.5	29.2x	10.4x	25.9%	\$28.5	0.8%	76.8%
	Gilead Sciences	\$99.3	\$116.7	8.9x	4.3x	32.1%	\$27.3	-0.1%	79.3%
	GlaxoSmithKline	\$69.0	\$84.1	7.5x	2.4x	-19.8%	\$35.5	-14.0%	67.9%
	Merck	\$270.7	\$289.6	11.9x	4.9x	39.7%	\$59.3	21.7%	71.0%
	Moderna	\$52.4	\$35.4	3.6x	1.8x	-9.3%	\$19.3	4.3%	54.8%
	Novartis	\$177.3	\$186.4	10.4x	3.6x	-3.8%	\$51.8	-2.0%	70.9%
	Pfizer	\$225.8	\$242.7	5.5x	2.4x	-12.2%	\$100.3	23.4%	66.0%
	Regeneron	\$82.2	\$70.6	13.2x	5.8x	26.9%	\$12.2	-24.3%	57.7%
Devices	Bausch + Lomb	\$6.3	\$8.6	14.3x	2.3x	-	\$3.8	0.1%	59.7%
	Baxter	\$19.7	\$35.3	10.8x	2.3x	-53.6%	\$15.1	18.2%	39.9%
	Becton Dickinson	\$65.9	\$81.8	17.1x	4.4x	-12.3%	\$18.7	1.1%	45.5%
	Boston Scientific	\$67.2	\$75.6	23.9x	6.0x	8.0%	\$12.7	6.7%	68.4%
	Carl Zeiss	\$12.3	\$12.4	28.5x	5.9x	-4.7%	\$2.1	16.3%	58.7%
	Edwards Lifesciences	\$48.6	\$48.1	24.9x	8.9x	-28.5%	\$5.4	2.9%	80.0%
	Glaukos	\$2.3	\$2.4	-	8.3x	-11.8%	\$0.3	-3.8%	75.6%
	Integra LifeSciences	\$4.5	\$5.6	14.4x	3.6x	-17.3%	\$1.6	1.0%	63.1%
	Intuitive Surgical	\$79.7	\$75.7	38.6x	12.2x	-22.0%	\$6.2	9.0%	67.4%

Sector	Company	Market Cap (billions)	EV (billions)	EV/ EBITDA	EV/ SALES	52 WK Perf	Revenue (TTM, billions)	Revenue Growth	Gross Margin
Devices	Medtronic	\$109.2	\$126.4	13.5x	4.1x	-20.8%	\$30.8	-3.2%	67.0%
	Smith & Nephew	\$12.6	\$15.1	14.0x	2.9x	-17.8%	\$5.2	0.1%	70.5%
	STERIS	\$18.7	\$21.7	16.3x	4.5x	-20.5%	\$4.8	12.6%	44.9%
	Stryker	\$98.5	\$110.1	24.3x	6.0x	-1.0%	\$18.5	7.8%	63.1%
	Zimmer Biomet	\$25.6	\$31.4	14.0x	4.5x	-1.7%	\$6.9	1.7%	70.9%
Diagnostics	Bio-Rad	\$13.7	\$13.3	21.3x	4.8x	-22.9%	\$2.8	-4.1%	56.0%
	Danaher	\$178.8	\$195.2	17.8x	6.2x	-9.8%	\$31.5	6.9%	60.2%
	Hologic	\$19.5	\$19.9	11.8x	4.5x	11.5%	\$4.5	-18.7%	65.5%
	Laboratory Corp	\$21.1	\$27.0	10.1x	1.8x	-11.6%	\$14.9	-7.7%	29.5%
	Qiagen	\$10.3	\$10.8	13.6x	5.0x	-8.9%	\$2.1	-4.9%	67.7%
	Quest Diagnostics	\$15.5	\$20.0	10.1x	2.0x	5.4%	\$9.9	-8.4%	35.1%
	Thermo Fisher	\$207.6	\$235.4	19.7x	5.2x	-0.8%	\$44.9	14.6%	42.3%
Distribution	AmerisourceBergen	\$31.7	\$37.1	10.9x	0.2x	10.2%	\$241.8	9.4%	3.5%
	Cardinal Health	\$19.6	\$21.2	9.3x	0.1x	43.8%	\$193.0	12.7%	3.4%
	Henry Schein	\$10.2	\$12.8	11.8x	1.0x	-9.9%	\$12.7	2.0%	30.3%
	McKesson	\$48.2	\$54.0	11.5x	0.2x	29.4%	\$273.9	6.6%	4.6%
Diversified	3M	\$60.7	\$73.7	9.9x	2.2x	-23.9%	\$34.2	-3.2%	43.8%
	Abbott	\$175.2	\$183.2	15.1x	4.2x	-14.7%	\$43.7	1.3%	56.3%
	Johnson & Johnson	\$397.3	\$414.8	12.7x	4.4x	-7.0%	\$94.9	1.3%	67.4%

M&A Deal-by-Deal Analysis—Q4 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
Biopharmaceuticals	AbbVie Inc. (NYSE: ABBV) , a \$56.2b manufacturer of pharmaceuticals for autoimmune diseases, cancer, CNS disorders and more.	DJS Antibodies Ltd , a UK-based developer of antibody medicines.	DJS's lead program is an antagonist antibody in investigational preclinical studies for the treatment of Idiopathic Pulmonary Fibrosis -- an aggressive, high mortality disease caused by fibrotic scarring in the lungs that remains an area of high unmet clinical need. Deal terms -- \$255m upfront plus additional milestones.
Biopharmaceuticals	Amgen Inc. (Nasdaq: AMGN) , a \$26b biopharmaceutical company focused on inflammation, oncology/hematology, cardiovascular disease, and neuroscience.	Horizon Therapeutics Public Limited Company , an Ireland-based maker of biopharmaceuticals addressing rare, autoimmune, and severe inflammatory diseases.	Adds a rare immune disease portfolio which includes Tepezza (thyroid eye disease), Uplizna (neuromyelitis optica spectrum disorder, a rare neuroinflammatory autoimmune disorder) and several orphan disease drugs. In August 2022, Amgen purchased ChemoCentryx for \$3.7b to gain access to Tavneos (avacopan), a first-in-class medicine that treats an inflammatory blood vessel disease (anti-neutrophil cytoplasmic autoantibody-associated vasculitis). Deal terms -- \$26.4b on sales of \$3.2b (8.2x) and normalized EBITDA of \$909m (29x).
Biopharmaceuticals	AstraZeneca PLC (Nasdaq: AZN) , a \$37.4b UK-based pharmaceutical company focused on cardiovascular, renal, rare diseases, and immunology.	Neogene Therapeutics , a developer of T-cell receptor (TCR) discovery and cell engineering platforms.	Neogene produces highly specific T-cell receptor therapeutics based on an individual patient's tumor biopsy. The acquisition adds to AstraZeneca's solid tumor treatment solutions. Deal terms -- \$200m upfront plus \$120 in milestones.

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	AstraZeneca PLC (Nasdaq: AZN) , a \$37.4b UK-based pharmaceutical company focused on cardiovascular, renal, rare diseases, and immunology.	LogicBio Therapeutics, Inc. , a developer of genome editing and gene therapy treatments.	LogicBio adds a gene editing platform with a pipeline including a potential treatment for methylmalonic acidemia -- a disorder in which the body cannot break down certain proteins and fats. The acquisition builds on AstraZeneca's purchase of Alexion Pharmaceuticals for \$39b in 2020 and Caelum BioSciences for \$500m in 2021, both focused on rare diseases. Deal terms -- \$68m on sales of \$5.4m (12.6x).
Biopharmaceuticals	Danaher Corporation (NYSE: DHR) , a \$29.4b manufacturer of life science diagnostic and environmental solutions.	CEVEC Pharmaceuticals , a Germany-based provider of cell line development and viral vector manufacturing technologies.	Builds the biomanufacturing solutions capabilities of Danaher's Cytiva subsidiary focused on lab filtration, cell and gene therapy development and genomic solutions. CEVEC's cell lines cover two of the most widely used vectors for delivering therapeutic genes to target cells and tissues. Terms not announced.
Biopharmaceuticals	Eli Lilly and Company (NYSE: LLY) , a \$28b producer of pharmaceuticals for cancer, CNS disorders, autoimmune diseases and more.	Akouos, Inc. , a developer of gene therapies to restore physiologic hearing.	Adds a portfolio of adeno-associated viral gene therapies for treating inner ear conditions, including sensorineural hearing loss. Akouos's lead product candidate targets mutations in the otoferlin gene (OTOF). Deal terms -- \$487m upfront plus \$610m in milestones.
Biopharmaceuticals	Ginkgo Bioworks Holdings, Inc. (NYSE: DNA) , a \$314m producer of biological products.	Circularis Biotechnologies , a developer of a proprietary circular RNA and promoter screening platform.	Strengthens Ginkgo's development of cell and gene therapies, providing the capability to rapidly identify novel promoters with appropriate strength and tissue-specificity designed into customer specific delivery modalities. Terms not announced.
Biopharmaceuticals	Incyte Corporation (Nasdaq: INCY) , a \$3.0b biopharmaceutical company focused on oncology.	Villarix Therapeutics , a clinical-stage developer of a novel antibody therapeutic for vitiligo.	Adds a monoclonal antibody designed to target and deplete autoreactive resident memory T cells. The drug's primary indication is for a dermatological condition that causes the skin to lose pigment cells. Viallarix' monoclonal antibody is expected to enter clinical development in 2023. Deal terms - \$70m upfront plus ~\$1.4b in milestones.

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	Indivior PLC (LSE:INDV.L) , a \$882m provider of buprenorphine-based prescription drugs for opioid dependence and co-occurring disorders.	Opiant Pharmaceuticals, Inc. , a \$31m developer of treatments for addiction and drug overdose.	Strengthens Indivior's leading position in addiction treatment. Opiant's main product is a nasal spray treatment to reverse opioid overdose. Opiant's pipeline includes a nasal naltrexone for alcohol drinking and cravings, and a potential injectable treatment for acute cannabinoid overdose. Deal value - \$103.2m on sales of \$31m (3.3x) and negative EBITDA, plus \$42m in milestones.
Biopharmaceuticals	Merck & Co. (NYSE: MRK) , a maker of pharmaceuticals for oncology, immunology, neuroscience, virology, cardiovascular, and diabetes.	Imago BioSciences, Inc. , a developer of drugs that target an enzyme used in the production of blood cells in bone marrow.	Adds an investigational oral candidate being evaluated in multiple Phase 2 clinical trials for the treatment of essential thrombocythemia, a rare blood disease in which bone marrow produces too many platelets. Deal terms -- \$1.35b.
Biopharmaceuticals	Syncona Limited (LON: SYNC) , a UK-based manager of hedge, equity and long-term alternative investment funds.	Applied Genetic Technologies Corporation (AGTC) , a clinical-stage developer of adeno-associated virus-based gene therapies for inherited retinal diseases.	AGTC is developing genetic therapies for rare and debilitating ophthalmic, otologic and central nervous system diseases. AGTC's most advanced clinical programs are designed to treat inherited retinal diseases. Deal terms -- \$23.5m upfront plus \$50m in milestones.
Biopharmaceuticals	Takeda Pharmaceutical Company Limited (NYSE: TAK) , a \$27b, Japan-based producer of pharmaceuticals for gastroenterology, rare diseases and oncology.	The Nimbus Lakshmi, Inc. subsidiary of Nimbus Therapeutics, LLC , a developer of pharmaceuticals for metabolic disease, cancer, and immune-inflammatory disorders.	Adds a tyrosine kinase 2 (TYK2) inhibitor in development for autoimmune diseases. The candidate demonstrated positive results in a phase 2b study in psoriasis. Deal terms -- \$4b upfront plus \$2b in milestones.

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	Viatrix Inc. (Nasdaq: VTRS) , a \$17.9b producer of pharmaceuticals.	Oyster Point Pharma, Inc. , a maker of biopharmaceuticals for ophthalmic diseases.	Oyster Point adds the first and only FDA-approved nasal spray for dry eye in the U.S. Oyster Point's pipeline also includes two gene therapies to treat neurotrophic keratopathy and for vernal or atopic keratoconjunctivitis. Viatrix also announced it will be purchasing, in a \$281m deal, Famy Life Sciences, which adds a complementary ophthalmology portfolio. Deal terms -- \$424m on sales of \$25m (17.0x)
Biopharmaceuticals	Viatrix Inc. (Nasdaq: VTRS) , a \$17.9b producer of pharmaceuticals.	Famy Life Sciences , a clinical-stage developer of drugs treating dry eye, blepharitis and presbyopia.	Adds a portfolio of pipeline ophthalmology drugs that complement Viatrix' \$424m purchase of Oyster Point Pharma, announced on the same day. Oyster Point developed a nasal spray FDA approved to treat dry eye disease. Deal terms -- \$281m.
Diagnostics	Bruker Corporation (Nasdaq: BRKR) , a \$2.4b manufacturer of scientific instruments and diagnostics.	Inscopix, Inc. , a producer of miniaturized microscopes (miniscopes) for animal brain imaging.	Strengthens Bruker's in-vivo brain functional imaging capabilities through the addition of multiphoton microscopes and preclinical MRI systems. Inscopix's miniscopes help understand the neural circuitry underpinning brain function and behavior in animals. Inscopix's flagship miniscope systems have been deployed in over 600 research institutions and biopharma companies globally. Inscopix generated approximately \$23m in revenue in 2022. Terms not announced.
Diagnostics	Calibre Scientific , a provider of reagents, tools, instruments, and consumables for lab research and diagnostic testing and a StoneCalibre portfolio company.	Carvalhaes , a Brazil-based distributor of laboratory consumables and equipment.	Expands Calibre's global distribution platform. The acquisition is Calibre's first in Latin America. Carvalhaes's sells 200,000 products, including chromatography supplies, chemicals, test kits and standards, glassware, and consumables. Terms not announced.

Sector	Acquiror	Target	Analysis
Diagnostics	Cinven Limited , a European-based private equity firm.	The Bayer Environmental Science Professional (BESP) of Bayer AG , a \$44.1b Germany-based pharmaceuticals company.	Adds a platform of products and services dedicated toward sustaining healthier environments, to manage pests, and to eliminate vector-borne diseases, across a range of end-markets. BESP has 800 employees. The divestiture enables Bayer to focus on pharmaceuticals. Deal terms -- \$2.6b.
Diagnostics	Danaher Corporation (NYSE: DHR) , a \$29.5b manufacturer of life science diagnostic and environmental solutions.	StoCastic, LLC , a producer of AI-based platforms that provide decision support for hospital emergency departments.	StoCastic's TriageGo tool reduces decision making times in the emergency department. StoCastic will support Danaher's Beckman Coulter Diagnostics subsidiary and its Clinical Decision Support offerings. Terms not announced.
Diagnostics	Danaher Corporation (NYSE: DHR) , a \$29.5b maker of diagnostic instrumentation and environmental analysis tools.	Cell IDx, Inc. , a provider of multiplex staining panels, tissue staining, and imaging and analysis services.	Cell IDx's technology enables simultaneous detection of multiple biomarkers on Leica Biosystems' fully automated research stainer platform. Leica Biosystems, a Danaher subsidiary focused on cancer diagnostics, partnered with Cell IDx in 2021 given their synergies in enabling high throughput imaging and automated chromogenic detection. Danaher recently purchased Germany-based manufacturer of viral vector technologies CEVEC Pharmaceuticals and AI-based decision support software developer StoCastic. Terms not announced.
Diagnostics	Quest Diagnostics Incorporated (NYSE: DGX) , a \$10.8b provider of diagnostic testing, information, and services.	The Outreach Lab Services Business of Summa Health , a non-profit Ohio-based integrated healthcare delivery system.	Provides regional penetration in Ohio for Quest. Terms not announced.

Sector	Acquiror	Target	Analysis
Diagnostics	Thermo Fisher Scientific Inc. (NYSE: TMO) , a \$39.2b producer of analytical instruments, specialty diagnostics, and laboratory products and service.	The Binding Site Group Ltd. , a UK-based provider of specialty assays and instruments to diagnose blood cancers and immune system disorders.	Adds diagnostic and monitoring solutions for multiple myeloma. The Binding Site Group has direct presence in over 23 countries and 1,100 employees globally. The company, growing at 10% annually, was purchased from Nordic Capital. Deal terms -- \$2.6b on sales of \$220m (11.8x).
Medical Devices	ARCH Medical Solutions Corporation , a precision manufacturer of medical components, parts, instruments, devices, and implants.	Alpha Manufacturing & Design , a precision contract manufacturer for orthopedics.	Adds expertise in manufacturing complex surgical devices for spine, trauma, large joint and dental applications. Alpha manufactures instruments and assemblies, surgical drill bits and reamers, surgical blades, spinal, trauma, dental implants and more. The acquisition scales ARCH's platform and complements its recent acquisitions of orthopedic implant contract manufacturers MedTorque and Medical Machining Specialists earlier in 2022. ARCH Medical is a portfolio company of The Jordan Company. Terms not announced.
Medical Devices	Aspen Surgical Products, Inc. , a producer of disposable surgical products and portfolio company of Audax Group.	Symmetry Surgical Inc. , a provider of specialty instrumentation, electrosurgery products, and minimally invasive surgical devices.	Adds a portfolio of surgical instruments and electrosurgery and minimally invasive surgical devices and a national direct-sales force across both acute and non-acute care settings. Symmetry was a portfolio company of private equity firm RoundTable Healthcare Partners. Terms not announced.

Sector	Acquiror	Target	Analysis
Medical Devices	Bausch + Lomb Corporation (NYSE/TSX:BLCO) , a \$3.7b maker of pharmaceuticals, surgical instruments and consumer products for ophthalmics.	Total Titanium, Inc. (TTI) , one of the last independently-owned, top-tier manufacturers of ophthalmic surgical instruments and engineered precision components.	TTI has developed efficient, high-precision Swiss-lathe production processes and finishing operations that optimize accuracy, quality, regulatory compliance, efficiencies, speed-of-execution, and customer satisfaction, all benefiting its OEM accounts, ophthalmic surgeons and their patients. The deal is expected to add significant value to both parties and to support productive growth in the TTI business and the professional development of its loyal and talented organization. The Walden Group represented TTI in this transaction. Terms not announced.
Medical Devices	Boston Scientific Corporation (NYSE: BSX) , a \$12b maker of interventional devices for surgical, neuro and cardiovascular applications.	Apollo Endosurgery, Inc. , a producer of endoscopic suturing systems and intragastric balloons.	Adds a portfolio of products used in endoluminal surgery (ELS) procedures to close gastrointestinal defects, manage gastrointestinal complications and aid in weight loss. ELS is a less-invasive alternative to open and laparoscopic surgery with quicker recovery times. In July 2022, Apollo received de novo clearance for the first devices authorized for endoscopic sleeve gastropasty (ESG) and endoscopic bariatric revision procedures. Deal terms -- \$615m on sales of \$76m (8.1x).
Medical Devices	Boston Scientific Corporation (NYSE: BSX) , a \$12b maker of interventional devices for surgical, neuro and cardiovascular applications.	a majority stake of Acotec Scientific Holdings Limited , a \$39m China-based developer of percutaneous transluminal angioplasty and drug-coated balloon products for vascular diseases.	Adds a portfolio of drug-coated balloons, radiofrequency ablation technologies, thrombus aspiration catheters and 20 other products in various stages of development across a range of specialties. In June 2022 Boston Scientific acquired a 64% stake in South Korea-based manufacturer of non-vascular, self-expanding metal stents M.I.Tech Co., Ltd and in November, it announced it is acquiring Apollo Endosurgery, a \$63m producer of endoscopic suturing systems, for \$615m. Deal terms -- \$523m for a 65% stake.

Sector	Acquiror	Target	Analysis
Medical Devices	Collagen Matrix, Inc. , a maker of collagen-based tissue and bone repair products and a portfolio company of Linden Partners.	Polyganics, B.V. , a Netherlands-based developer of bioresorbable polymers and adhesives for tissue repair and regeneration.	Provides Collagen Matrix with entry into ear, nose and throat, nerve repair and general surgery while expanding its offerings for neurosurgery and peripheral nerve. Polyganics has 75 employees and opened a \$25m state-of-the-art facility in 2021 in the Netherlands. Terms not announced.
Medical Devices	Cordis Corporation , a manufacturer of interventional cardiovascular and endovascular technologies.	MedAlliance , a Switzerland-based producer of drug device combination products for coronary and peripheral artery disease.	MedAlliance has developed a platform that enables continuous manufacturing of miniature drug delivery systems. In 2020 MedAlliance's novel sirolimus-eluting balloon technology received CE Mark approval for the treatment of peripheral artery disease and coronary artery disease. The company also obtained Investigational Device Exemptions for peripheral below the knee (BTK) and superficial femoral artery (SFA) interventions. Cordis is backed by private equity firms Hellman & Friedman and KKR. Deal terms -- \$235m up front plus \$900m in milestones.
Medical Devices	DORC International , a Netherlands-based maker of instruments and equipment used in ophthalmic surgery.	Peregrine Surgical LLC , a manufacturer of single-use ophthalmic surgery devices.	Adds a U.S. manufacturing site and vertically integrates the production of directional laser probes that are used with DORC's Phaco-Vitreotomy system. Peregrine Surgical was a key supplier to DORC for over 15 years prior to the transaction. Peregrine also adds a portfolio of forceps, light pipes, cannulas and other instrumentation. DORC also announced, on the same day, that it acquired the remaining equity stake of WEFIS GmbH, a Germany-based producer of phaco handpieces. DORC originally invested an undisclosed stake in WEFIS in January of 2022. WEFIS was also a supplier to DORC. DORC is a portfolio company of private equity firm Eurazeo. Terms not announced.

Sector	Acquiror	Target	Analysis
Medical Devices	DORC International , a Netherlands-based maker of instruments and equipment used in ophthalmic surgery.	The remaining equity stake of WEFIS GmbH , a Germany-based maker of instruments used in cataract and vitreoretinal surgery.	DORC initially invested an undisclosed stake in WEFIS in January 2022. Prior to the investment and this transaction, WEFIS was a supplier to DORC since 2003 for cataract surgical products. DORC announced on the same day that it acquired Peregrine Surgical, a U.S.-based producer of laser probes and fellow supplier to DORC. The addition of WEFIS expands DORC's presence in Germany and Europe and adds a portfolio of phaco handpieces and tips used with its phaco-vitreotomy platform. DORC is a portfolio company of European private equity firm Eurazeo. Terms not announced.
Medical Devices	Halma plc (HLMA.L) , a \$1.7b UK-based maker of products for the safety, environmental and analysis, and medical industries.	IZI Medical Products , a maker of interventional radiology devices.	A new Halma platform, adding an automatic biopsy system and vertebral compression fracture (VCF) treatment system, among other products used in image-guided surgery, interventional oncology and interventional spine procedures. IZI was purchased from private equity firm Shore Capital. Deal terms -- \$153.5m upfront on sales of \$32.9m (4.7x) plus milestones of up to \$14.5m.
Medical Devices	Healiva SA , a Switzerland-based developer of wound care devices and cell therapies.	Select Cell Therapy Manufacturing Assets of B. Braun SE , a Germany-based medical and pharmaceutical device company.	Adds a qualified cell bank to support GMP-compliant manufacturing of Healiva's first cell therapy product, an autologous epidermis derived from the patient's own hair. Terms not announced.

Sector	Acquiror	Target	Analysis
Medical Devices	Integra LifeSciences Holdings Corporation (Nasdaq: IART) , a \$1.5b maker of surgical implants and medical instruments for use in neurosurgery, extremity reconstruction, and general surgery.	Surgical Innovation Associates (SIA) , a developer of an absorbable monofilament mesh for plastic and reconstructive surgery.	Complements Integra's plastic and reconstructive surgery portfolio, which includes its SurgiMend PRS, a xenograft surgical matrix. SIA is plans to submit a PMA for the use of its surgical matrix for use in implant-based breast reconstruction (IBBR) for mastectomy. Integra is the only manufacturer that has already submitted a PMA for this application. SIA has 70% enrollment in its clinical evaluation of its mesh in IBBR, under an investigational device exemption. Currently there are no FDA approved matrixes for this indication. Deal terms -- \$50m upfront plus \$90m in milestones.
Medical Devices	Johnson & Johnson (NYSE: JNJ) , a \$93.8b manufacturer of devices, pharmaceuticals and consumer health products.	Abiomed, Inc. , a maker of devices to assist or replace the pumping function of the failing heart.	Adds a portfolio of heart pumps that address severe coronary artery disease requiring high-risk PCI (percutaneous coronary intervention) and AMI (acute myocardial infarction) cardiogenic shock or right heart failure. Cardiovascular disease is the number one cause of death and all forms of cardiovascular disease lead to heart failure. The deal represents a significant investment for J&J's medtech division before J&J's pending split of its consumer products division into a separate company. Deal terms -- \$16.6b upfront plus up to \$400m in milestones on sales of \$1.0b (16.6x) and normalized EBITDA of \$401m (41.4x).
Medical Devices	Medeologix , a Taiwan-based CDMO focused on medical tubings, balloons, catheters and assembly.	Mediballoon, MedeonBio and Second Source Medical , three Silicone Valley-based providers of tubing extrusion, balloon forming, catheter processing, assembly, packaging and logistic services.	Forms a full-function service group with a combined footprint of 90,000sf including a mass production facility in Taiwan. MediBalloon develops medical balloons, MedeonBio specializes in single- and multi-lumen catheters, and Second Source Medical provides manufacturing services including functional prototype, subassembly, process development, verification and validation. Terms not announced.

Sector	Acquiror	Target	Analysis
Medical Devices	Medical Manufacturing Technologies , a provider of medical device manufacturing solutions and portfolio company of Arcline Investment.	The Equipment Manufacturing Group of Confluent Medical , a contract manufacturer of transcatheter heart valves, neurovascular implants, endovascular stent grafts and advanced smart catheters.	Adds balloon forming equipment manufacturing and testing and catheter manufacturing equipment capabilities. The divestment enables Confluent to focus on production of nitinol components, textiles, polymer components and other finished devices. Confluent is a portfolio company of TPG Capital and Ampersand Capital. Terms not announced.
Medical Devices	Microbot Medical Inc. (Nasdaq: MBOT) , a pre-clinical developer of robotic endoluminal surgery devices.	Nitiloop Ltd. , an Israel-based producer of microcatheters.	Adds an FDA cleared portfolio of devices that facilitate the intraluminal placement of conventional and steerable guidewires beyond stenotic lesions, including chronic total occlusions (CTO), prior to PTCA or stent intervention. Nitiloop's microcatheter family can be used as a standalone device but also offers potential integration into Microbot Medical's developmental disposable endovascular robotic system. Terms not announced.
Medical Devices	Millstone Medical Outsourcing , a provider of post-manufacturing and aftermarket services for device OEMs.	MycoScience , a provider of device and pharmaceutical laboratory testing, environmental testing, and related regulatory support services.	Adds advanced laboratory and environmental testing to Millstone's inspection, sterile and non-sterile packaging, loaner kit processing, and distribution services. Terms not announced.
Medical Devices	Natus Medical Incorporated , a maker of CNS diagnostic and treatment devices.	Micromed Holding SAS , an Italy-based manufacturer of neurodiagnostic hardware and software.	Adds a complementary portfolio of electroencephalogram (EEG) and other multimodal neurophysiology monitoring solutions for clinical and research applications. Natus was purchased by Europe-based private investment firm Archimed Group in July 2022 for \$1.2b. The acquisition of Micromed represents Archimed's first add-on investment to its Natus platform. Deal terms not announced.

Sector	Acquiror	Target	Analysis
Medical Devices	Orthofix Medical Inc. (NASDAQ: OFIX) , a \$465m producer of spine and orthopedics device and biologics.	SeaSpine Holdings Corporation , a \$191.5m producer of orthobiologics and spinal implant solutions.	The combined company, to be renamed, will be a leading global spine and orthopedics company with highly complementary portfolios of biologics, innovative spinal hardware, bone growth therapies, specialized orthopedic solutions and a leading surgical navigation system. With products distributed in 68 countries, approximately 1,600 employees and a global R&D and manufacturing footprint, the new company would have revenues of approximately \$693m. The transaction is structured as a merger where Orthofix shareholders will own approximately 56.5% of the combined company, and SeaSpine shareholders the balance. The merger follows Zimmer BioMet's spin-off of its Spine and Dental business into ZimVie, an independent publicly-traded company. Deal terms -- \$215m on sales of \$191m (1.1x).
Medical Devices	Patient Square Capital , a private investment firm.	Hanger, Inc. , a \$1.14b provider of orthotic and prosthetic patient care services and O&P devices and components.	Hanger will become a privately held company. Hanger operates in two segments, Patient Care and Products & Services. Through its Patient Care segment, it provides comprehensive, outcomes-based orthotic and prosthetic (O&P) services, with ~875 clinic locations nationwide. Through its Products & Services segment, it distributes branded and private label O&P devices, products and components, and provides rehabilitative products. Deal value - \$1.25b on sales of \$1.14b (1.1x) and EBITDA of \$68m (18.4x).
Medical Devices	Solexis, Inc. , a provider of biomaterials solutions for medical devices.	Polyzen, LLC , a contract developer and manufacturer of custom medical-grade polymer components and products.	Polyzen adds a 75,000 s.f. facility and film and coating technologies that complement Solexis' biomaterials offerings. Solexis is owned by Michelin and private equity firm Altaris Capital Partners, which purchased 51% of Solexis from Michelin in 2021. Terms not announced.

Sector	Acquiror	Target	Analysis
Medical Devices	SteriPack Group , an Ireland-based device and pharmaceutical packaging contract manufacturer.	Kinneir Dufort , a UK-based provider of product development services for device OEMs.	Adds R&D and product development offerings to Steripack's contract manufacturing solutions. Steripack is a portfolio company of UK-based private equity firm Inflexion. Terms not announced.
Medical Devices	Tandem Diabetes Care Inc. (Nasdaq:TNDM) , a \$2.63b insulin delivery and diabetes technology company.	AMF Medical , a Switzerland-based maker of the Sigi patch pump for insulin delivery.	AMF Medical currently develops an ergonomic, rechargeable patch pump for reducing the burden of diabetes management. It uses pre-filled insulin cartridges and offers compatibility with automated insulin delivery technology. The system received FDA breakthrough device designation just over one year ago. Terms not announced.
Medical Devices	Vance Street Capital , a private equity firm.	Mountain Manufacturing Technologies, Inc. , a producer of specialized mandrels for the interventional and advanced surgical markets.	Complements Vance Street's portfolio company Wytech Industries, a manufacturer of specialty core wires. Vance Street acquired Wytech in 2020. Mountain adds expertise in manufacturing specialty mandrels used in structural heart and electrophysiology devices. Terms not announced.
Medical Services	Evolent Health, Inc. (NYSE:EVH) , a \$908m provider of clinical and administrative solutions to payers and providers.	The Magellan Specialty Health (NIA) business of Centene Corporation , a \$126b provider of programs and services to under-insured and uninsured patients.	NIA is a specialty benefit management organization offering management solutions to health plans. Centene acquired Magellan Health for \$2.2b in January 2022. Centene and Evolent will launch a multi-year, national strategic partnership continuing Centene's ongoing expansion of Evolent's Oncology and End of Life Solutions upon the closing of the divestiture of NIA. Evolent and Centene are also extending NIA's contracts with Centene through 2027. The acquisition provides Evolent with specialty management solutions for radiology, musculoskeletal, physical medicine and genetic testing. Deal terms -- \$600m upfront plus \$150m in milestones on sales of \$250m (2.4x) and EBITDA of \$50m (12x).

Sector	Acquiror	Target	Analysis
Medical Services	Myonex , a leading global clinical trial supply company,	The clinical trial and packaging business of Hubertus Apotheke , a Germany-based provider of pharmacy and medical supplies.	Strengthens Myonex's clinical trial packaging and distribution capabilities in the EU. Hubertus will retain its Pharmacy Business. 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.

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