



# The Walden Group

## 2023 Q3 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](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.*

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## Q3 2023 Market Overview

### Big Picture

While there have been a few large medtech deals in 2023 – **J&J's** \$16.6b purchase of **Abiomed** (heart, lung and kidney support technologies); **Globus'** \$3.1b purchase of **NuVasive** (spine technologies); and **Thermo Fisher's** \$2.6b acquisition of **The Binding Site** (specialty diagnostics for blood cancers and immune system disorders) -- M&A is down significantly. The M&A outlook, the IPO market and public company stock valuations are clouded by uncertainty, to be made more challenging by events in the Middle East and their ripple effects. M&A dynamics are impacted by prior consolidations reducing the pool of attractive acquisition candidates; negative experiences with diversification plans that led to spin-offs, divestitures, and “shrink and focus” strategies; challenging financing markets; market volatility leading to valuation issues; post pandemic and supply chain impacts; increasing regulatory burdens; rapidly evolving technologies; increasingly sophisticated consumer demand for more personalized and convenient health care; more stringent reimbursements; and pressure to change payment models, among other factors.

### Renewed Focus on Sterilization

**Getinge's** recent \$320m acquisition of **Healthmark Industries** highlights the heightened importance of infection control and instrument reprocessing. **Healthmark** makes cleaning, verification and packaging consumables for hospital sterile processing departments. The company employs 400 people and has revenue of about \$126m. In March 2023 **Getinge** bought **Ultra Clean Systems** (ultrasonic cleaning technologies to decontaminate surgical instruments) and **High Purity New England** (custom single-use solutions for bioprocessing applications).

### Software Acquisitions on the Rise

In 2022, Stryker paid \$3.09b for **Vocera Communications**, which makes communication and workflow optimization software for hospitals. **Stryker** sees the increasing need for hospitals to connect caregivers and disparate data-generating medical devices to drive efficiencies and improve safety and outcomes. Also in 2022, **BD** paid \$1.53b for **Parata Systems**, which makes software to automate vial filling, packaging and central fill for pharmacies. The technology pairs with **BD's** Pyxis line of automated medication dispensers. And then **Resmed** paid \$976m for **Medifox**, a developer of software for groups that provide healthcare outside of the hospital, including care documentation, administration and billing.

### Medtronic Parting with its Patient Monitoring and Respiratory Interventions Businesses

For many years, **Medtronic** had purchased and cultivated a patient monitoring business but last year announced plans to spin it out, together with its respiratory interventions unit. The combined businesses generated some \$2.2b in revenue employing 8,000 employees worldwide. The separation, Medtronic announced, would allow it to focus on its higher priority, higher margin core operations. **Medtronic's** announcement reportedly attracted acquisition interest from multiple parties, including **Siemens Healthineers**, **GE HealthCare** and **ICU Medical**, but the **Carlyle Group**, a private equity firm, has now taken the lead, according to Reuters.

### New Medicare Reimbursements for Glaucoma

A new Local Coverage Determination proposed for Medicare reimbursement of MIGS (micro surgical glaucoma surgery) procedures has put into question payments in regard to some glaucoma procedures.

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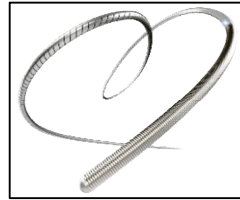
The proposal states that for a MIGS to be considered “reasonable and necessary”, it must demonstrate effectiveness of  $\geq 20\%$  or more reduction of intraocular pressure (IOP) or reduced medication for 24 months or longer. Based on various criteria, coverage was preserved, with qualification, for various procedures: trabecular aqueous stent devices; supraconjunctival space stents; trabecular stent; *ab interno*

trabecular bypass surgery; goniotomies and other procedures. It limited coverage for: excimer laser trabeculostomy; viscocanaloplasty; canaloplasty in combination with trabeculotomy *ab interno*; Gonioscopy-assisted transluminal trabeculotomy (GATT); *Ab Interno* Canaloplasty and Transclary Fistulization, among other procedures. The use of canaloplasty devices for *ab externo* surgical techniques is expected to maintain coverage.

**Noteworthy M&A Deals by Sector (see detailed deal analysis later in this report)**

**Cardiovascular**

- **Haemonetics** acquired Canada-based maker of fiber optic sensors for cardiovascular interventions **OpSens, Inc.** for \$253m on sales of \$26m (9.7x).



**Contract Manufacturing**

- **Ametek** is acquiring **Paragon Medical**, a maker of surgical instruments, trays, cases and implantable components, for \$1.9b on sales of \$500m (3.8x).

**Consumer Health**

- **Bausch + Lomb** purchased the **Blink Line of OTC Eye Drops** from **J&J** for \$106.5m.

**Data Management/Healthcare IT**

- **Thermo Fisher** paid \$912.5m on sales of \$110m (8.3x) for **CorEvitas**, a provider of patient data collection and monitoring solutions.

**Diagnostics**

- **Bruker Corporation** acquired **PhenomeX Inc.**, a producer of cell analysis tools for drug discovery. Deal terms -- \$180m on sales of \$79m (2.3x).

- **Danaher** bought UK-based **Abcam**, supplier of reagents and protein consumables for \$5.7b on sales of \$362m (15.7x) and normalized EBITDA of \$42.7m.

**Interventional Devices**

- **Cordis** purchased Switzerland-based developer of drug-eluting balloon technologies **Med Alliance** for \$200m.

**Instruments**

- **Steris** acquired **The Surgical Instrumentation Business of BD** for \$540m on sales of \$170m (3.2x) and EBITDA of \$45m (12x).



**Ophthalmics**

- **Bausch + Lomb** paid \$1.8b on sales of \$487m (3.6x) for **Novartis' XIIDRA** (prescription dry eye disease drug) and an investigational topical ophthalmic drug delivery system.

**Orthopedic**

- **Enovis Corporation** bought Italy-based manufacturer of orthopedic implant systems **Lima Corporate** for \$741m.

**Pain Management**

- **Boston Scientific Corporation** purchased **Relievant Medsystems**, a producer of a nerve ablation system for chronic low back pain, for \$850m on sales of \$70m (12.1x).

## Sterilization

- **Getinge AB** acquired **Healthmark Industries**, a provider of instrument care and infection control consumables, for \$320m on sales of \$126m (2.5x) and EBITDA of \$18.7m (17x).

## Respiratory Care

- **SunMed** bought **The Respiratory Health Business of Avanos Medical** for \$110m on sales of \$136 (.8x)

## Urology

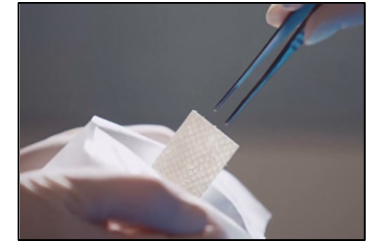
- **Teleflex** bought **Palette Life Sciences**, developer of hyaluronic acid spacer systems that reduce radiation delivered to the rectum during prostate cancer radiation. Deal terms -- \$600m upfront plus \$50m in milestones, on sales of \$56m (10.7x).

## Woundcare

- **SEP Acquisition Corp.** (a SPAC formed by private investment firm **Sweat Equity Partners**) acquired **SANU-WAVE Health**, a maker of noninvasive, acoustic shock wave systems for woundcare and orthopedic applications, for \$127.5m on sales of \$16.7m (7.6x).



- **Coloplast** paid \$1.2b for Iceland-based **Kerecis**, a producer of fish skin-derived woundcare products. Deal terms -- \$1.2b upfront on sales of \$75m (16x) and EBITDA of \$7.5m (160x) plus \$100m in milestones.



## Top Deals > \$100m in Transaction Value Announced or Closed in Q3 2023 (See also M&A Deal-by-Deal Analysis)

Sector	Acquiror	Target	Transaction Value (millions)	Target Sales	Target EBITDA	Sales Multiple	EBITDA Multiple
Biopharmaceuticals	Biogen Inc.	Reata Pharmaceuticals Inc.	\$7,300	\$2	-	-	-
	Bristol Myers Squibb	Mirati Therapeutics Inc.	\$4,800	\$12	-	387.1x	-
	Bausch + Lomb Corporation	The Xiidra Dry Eye Drug of Novartis AG	\$1,750	\$487	-	3.6x	-
	Eli Lilly and Company	POINT Biopharma Global, Inc.	\$1,400	\$227	-	6.2x	-
	Novo Nordisk A/S	Inversago Pharma Inc.	\$1,075	-	-	-	-
	Revolution Medicines Inc.	EQRx, Inc.	\$1,000	-	-	-	-
	Alfasigma S.p.A	Intercept Pharmaceuticals, Inc.	\$800	\$286	-	2.8x	-
	Novartis AG	DTx Pharma, Inc.	\$500	-	-	-	-
	Novo Nordisk A/S	Paratek Pharmaceuticals, Inc.	\$462	\$151	-	3.1x	-
	Saglam Acquisition Corp	Enzolytics Inc.	\$450	\$46	-	9.8x	-
	Donaldson Company, Inc.	Univercells Technologies	\$148	\$11	-	13.5x	-
	Abbvie Inc.	Mitokinin Inc.	\$110	-	-	-	-
	Regeneron Pharmaceuticals	Decibel Therapeutics, Inc.	\$109	-	-	-	-
Data Management/ Healthcare IT	Thermo Fisher Scientific Inc.	CorEvitas, LLC	\$913	\$110	-	8.3x	-
Diagnostics	Danaher Corporation	Abcam plc	\$5,700	\$362	\$43	15.7x	133.5x
	Bruker Corporation	PhenomeX Inc.	\$180	\$79	-	2.3x	-
Medical Devices	AMETEK, Inc.	Paragon Medical	\$1,900	\$500	-	3.8x	-
	Coloplast A/S	Kerecis, LLC	\$1,200	\$75	\$8	16.0x	160.0x
	Boston Scientific Corporation	Relieva Medsystems, Inc.	\$850	\$70	-	12.1x	-
	Enovis Corporation	Lima Corporate S.p.A.	\$741	-	-	-	-
	Teleflex Incorporated	Palette Life Sciences Inc.	\$600	\$56	-	10.7x	-
	Getinge AB	Healthmark Industries Co. Inc.	\$320	\$126	-	2.5x	17.1x
	Haemonetics Corporation	OpSens, Inc.	\$253	\$26	-	9.7x	-
	Laborie Medical Technologies	Urotronic, Inc.	\$232	-	-	-	-
	Cordis	M.A. Med Alliance SA (Med Alliance)	\$200	-	-	-	-
SEP Acquisition Corp.	SANUWAVE Health, Inc.	\$128	\$17	-	7.6x	-	
OTC/Consumer	Bausch + Lomb Corporation	The Blink Product Line of J&J	\$107	-	-	-	-

## Performance of Leading Healthcare Companies (as of 11/01/2023)

Sector	Company	Market Cap (billions)	EV (billions)	EV/ EBITDA	EV/ SALES	52 WK Perf	Revenue (TTM, billions)	Revenue Growth	Gross Margin
Benefits	UnitedHealth	\$496.1	\$519.8	15.1x	1.4x	-4.3%	\$360.0	14.2%	25.0%
Biopharm	AbbVie	\$249.2	\$301.9	10.8x	5.5x	-2.8%	\$55.1	-4.6%	69.9%
	AstraZeneca	\$193.1	\$217.0	12.3x	4.9x	8.0%	\$44.5	1.0%	87.0%
	BioNTech	\$22.4	\$5.7	0.9x	0.6x	-32.6%	\$10.0	-56.7%	87.0%
	Bristol-Myers Squibb	\$104.9	\$136.2	7.5x	3.0x	-33.7%	\$44.9	-3.9%	77.0%
	Eli Lilly	\$498.1	\$513.7	52.6x	17.4x	53.1%	\$29.5	1.5%	77.8%
	Gilead Sciences	\$97.9	\$114.6	9.4x	4.2x	1.7%	\$27.4	-0.5%	79.4%
	GlaxoSmithKline	\$71.8	\$89.3	7.1x	2.4x	3.8%	\$37.3	5.4%	71.4%
	Merck	\$260.6	\$291.2	22.8x	4.9x	2.3%	\$59.3	0.6%	73.1%
	Moderna	\$28.9	\$15.5	17.7x	1.5x	-49.6%	\$10.7	-53.7%	16.9%
	Novartis	\$191.0	\$203.6	9.4x	3.8x	15.8%	\$54.2	17.8%	71.3%
	Pfizer	\$172.5	\$193.7	6.2x	2.5x	-34.2%	\$77.9	-23.0%	69.8%
	Regeneron	\$82.6	\$70.1	14.6x	5.5x	5.0%	\$12.7	-10.9%	53.7%
Devices	Bausch + Lomb	\$5.7	\$8.0	14.8x	2.0x	16.3%	\$3.9	3.3%	59.5%
	Baxter	\$16.4	\$31.7	10.3x	2.1x	-40.0%	\$15.2	9.3%	38.8%
	Becton Dickinson	\$73.3	\$89.2	18.3x	4.7x	7.1%	\$19.1	0.5%	45.6%
	Boston Scientific	\$75.0	\$84.2	24.1x	6.1x	19.2%	\$13.8	9.5%	68.9%
	Carl Zeiss	\$7.7	\$7.9	18.5x	3.5x	-27.8%	\$2.3	16.7%	58.1%
	Edwards Lifesciences	\$38.7	\$37.5	21.9x	6.5x	-12.8%	\$5.8	8.5%	78.0%
	Glaukos	\$3.3	\$3.4	-	11.5x	22.2%	\$0.3	2.9%	75.7%
	Integra LifeSciences	\$2.8	\$4.2	10.9x	2.7x	-27.6%	\$1.5	-1.4%	62.0%
	Intuitive Surgical	\$92.3	\$85.9	40.7x	12.5x	8.4%	\$6.9	12.0%	66.6%

Sector	Company	Market Cap (billions)	EV (billions)	EV/ EBITDA	EV/ SALES	52 WK Perf	Revenue (TTM, billions)	Revenue Growth	Gross Margin
Devices	Medtronic	\$93.9	\$111.1	13.3x	3.5x	-19.5%	\$31.6	1.6%	66.0%
	Smith & Nephew	\$9.8	\$12.5	11.0x	2.3x	-8.7%	\$5.4	2.6%	70.4%
	STERIS	\$20.7	\$23.7	17.4x	4.7x	21.6%	\$5.1	6.6%	43.6%
	Stryker	\$102.6	\$114.6	23.9x	5.9x	17.8%	\$19.5	10.4%	63.1%
	Zimmer Biomet	\$21.8	\$27.4	11.6x	3.8x	-8.2%	\$7.2	4.2%	71.7%
Diagnostics	Bio-Rad	\$8.0	\$7.7	14.3x	2.8x	-22.0%	\$2.7	-3.0%	53.8%
	Danaher	\$141.9	\$152.8	16.5x	5.2x	-15.0%	\$29.6	-5.4%	58.7%
	Hologic	\$16.2	\$16.3	12.7x	4.0x	-2.4%	\$4.0	-22.7%	62.0%
	Laboratory Corp	\$17.0	\$22.6	10.6x	1.5x	5.9%	\$15.1	9.8%	26.7%
	Qiagen	\$8.5	\$9.0	16.5x	4.6x	-13.3%	\$2.0	-12.1%	66.0%
	Quest Diagnostics	\$14.6	\$19.5	11.4x	2.1x	-7.9%	\$9.3	-9.7%	33.4%
	Thermo Fisher	\$174.0	\$203.2	18.8x	4.7x	-15.1%	\$43.4	-1.7%	39.8%
Distribution	Cencora	\$37.2	\$42.4	12.4x	0.2x	19.1%	\$254.4	7.7%	3.4%
	Cardinal Health	\$22.4	\$23.7	9.6x	0.1x	22.5%	\$205.0	13.0%	3.4%
	Henry Schein	\$8.5	\$11.7	11.1x	0.9x	-7.1%	\$12.6	-0.9%	30.6%
	McKesson	\$61.4	\$66.6	13.2x	0.2x	18.6%	\$284.0	5.8%	4.3%
Diversified	3M	\$50.2	\$62.0	14.0x	1.9x	-28.5%	\$32.8	-5.8%	44.1%
	Abbott	\$164.1	\$173.1	17.9x	4.3x	-3.3%	\$40.0	-11.3%	55.1%
	Johnson & Johnson	\$357.1	\$363.5	10.4x	3.7x	-14.3%	\$98.7	16.3%	67.6%



### M&A Deal-by-Deal Analysis—Q3 2023 (announced or closed)

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

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	<b>Bausch + Lomb Corporation (NYSE: BLC)</b> , a \$3.8b manufacturer of vision care products, surgical instruments and pharmaceuticals for ophthalmology.	<b>The Xiidra Dry Eye Drug of Novartis AG</b> , a \$52b a major Switzerland-based drug maker.	Adds an FDA-approved treatment for dry eye disease (which afflicts more than 16 million Americans), a drug delivery device for dry eye indications and an investigational therapy for chronic ocular surface pain. The deal dovetails with B+L's recently-FDA approved Miebo drops, which target tear evaporation while Xiidra focuses on dry eye inflammation. Under its new CEO Brent Saunders, B+L wants to be a leader in ocular surface disease. The deal is also expected to accelerate margin expansion through a larger mix of pharmaceutical products in its portfolio, provide strong and immediate earnings accretion and presents a clear path to deleverage, making it financially compelling. Novartis acquired Xiidra from Takeda in 2019 for \$3.4b upfront plus \$1.9b in milestones. The sale allows Novartis to focus on its five priorities: cardiovascular diseases, immunology, neuroscience, solid tumors and hematology. Deal terms -- \$1.75b upfront on sales of \$487m (3.6x) and milestones of up to \$750m.
Biopharmaceuticals	<b>Eli Lilly and Company (NYSE: LLY)</b> , a \$29b producer of pharmaceuticals for cancer, CNS disorders, autoimmune diseases and more.	<b>Emergence Therapeutics AG</b> , a Germany-based developer of cancer therapeutics.	Adds a portfolio of oncology candidates targeting urothelial, bladder, triple-negative breast, lung and ovarian cancer. Terms not announced.

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	<b>Eli Lilly and Company (NYSE: LLY)</b> , a \$29b producer of pharmaceuticals for cancer, CNS disorders, autoimmune diseases and more.	<b>Versanis Bio</b> , a developer of pharmaceuticals for metabolic disorders.	In yet another deal, Lilly acquires a monoclonal antibody designed to reduce fat mass without affecting muscle mass. Lilly is committed to potential new medicines to fight cardiometabolic diseases, including obesity, a chronic disease that affects over 100 million Americans. The deal complements Lilly's existing weight-loss drug pipeline. An estimated 40% of U.S. adults are obese. Versanis was backed by private investment firm Aditum Bio. Deal terms -- undisclosed upfront payments and milestones totaling \$1.925b.
Biopharmaceuticals	<b>Novartis AG (NYSE: NVS)</b> , a \$51.9b major Switzerland-based pharmaceutical maker.	<b>DTx Pharma, Inc.</b> , a developer of RNA-based therapeutics.	Another Novartis buy, here for a candidate in preclinical development for the treatment of Charcot-Marie-Tooth Disease Type 1A (CMT1A). CMT1A is a progressive, neuromuscular, autosomal-dominant disease that can cause chronic loss of muscle function and disability. DTx Pharma's lead candidate has been granted FDA Orphan Drug Designation. Deal terms -- \$500m upfront plus \$500m in milestones.
Biopharmaceuticals	<b>Biogen Inc. (Nasdaq: BIIB)</b> , a \$10.2b producer of pharmaceuticals for neurological and neurodegenerative diseases.	<b>Reata Pharmaceuticals Inc.</b> , a developer of biopharmaceuticals for neurological diseases.	Adds an FDA-cleared treatment for Friedrich's ataxia, an inherited nerve disorder and a pipeline of candidates in development for diabetic peripheral neuropathic pain and chronic inflammatory diseases. Deal terms -- \$7.3b on sales of \$2.2m.

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	<b>Revolution Medicines Inc. (Nasdaq: RVMD)</b> , a \$35.4m clinical-stage developer of oncology pharmaceuticals.	<b>EQRx, Inc.</b> , a developer of pharmaceuticals for oncology and immunology.	Extends Revolution Medicines pipeline of three oncology assets. In 2022, EQRx stopped the development of its lead candidate -- an investigational antibody that was in clinical trials for non-small cell lung cancer. EQRx, was launched three years ago to develop lower-cost branded alternatives to existing top-selling medicines. The company raised more than \$2b for "fast following" -- licensing or acquiring would-be competitors to marketed drugs and undercutting them on price. It went public two years ago by a SPAC merger. EQRx acquired drugs discovered by Chinese companies and primarily tested there, though the strategy ran into FDA challenges. Deal terms -- \$1b payable in stock.
Biopharmaceuticals	<b>Regeneron Pharmaceuticals, Inc. (Nasdaq: REGN)</b> , a \$12.2b pharmaceutical maker focused on ophthalmology, inflammatory, cardiovascular and metabolic diseases and more.	<b>Decibel Therapeutics, Inc.</b> , a developer of gene therapies for hearing and balance disorders.	Regeneron and Decibel have collaborated on the development of three gene therapy candidates designed to treat different forms of congenital, monogenic hearing loss since 2017. Decibel's lead candidate is in Phase 1/2 trials for congenital hearing loss caused otoferlin gene mutations. There are no approved therapies for congenital hearing loss. Deal terms -- \$109m upfront plus up to \$104m in milestones.
Biopharmaceuticals	<b>Novo Nordisk A/S (NOVO-B.CO)</b> , a \$26.2b Denmark-based pharmaceutical company focused on diabetes and obesity and rare diseases.	<b>Inversago Pharma</b> , a clinical-stage Canada-based developer of drugs for metabolic disorders.	Inversago's lead asset blocks the receptor protein CB1 which regulates metabolism and appetite in peripheral tissues. Novo will develop Inversago's drug for treating obesity. It is also in a phase 2 trial for diabetic kidney disease. Other pipeline assets are in development for metabolic and fibrotic disorders. The acquisition complements Novo's portfolio of medications for metabolic disorders which includes Ozempic and Wegovy. Deal terms -- \$1.1b.

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	<b>Harmony Biosciences Holdings, Inc. (Nasdaq: HRMY)</b> , a \$438m maker of drugs for rare neurological diseases.	<b>Zynerba Pharmaceuticals, Inc.</b> , a clinical-stage developer of transdermal cannabinoid therapies for neuropsychiatric disorders.	Zynerba's lead asset is a synthetic, non-euphoric cannabinoid in development to treat Fragile X syndrome (FXS), a rare genetic condition causing cognitive development delays. Zynerba's treatment has received FDA Fast Track Designation for treating FXS, which affects nearly 80,000 people in the U.S. Deal terms -- \$60m upfront plus \$140m in milestones.
Biopharmaceuticals	<b>LEO Pharma A/S</b> , a \$1.6b Denmark-based producer of dermatologic pharmaceuticals.	<b>Timber Pharmaceuticals, Inc.</b> , a clinical-stage developer of biopharmaceuticals for orphan dermatologic diseases.	Timber's candidates in development include a patented topical formulation of isotretinoin that recently completed Phase 2b trials for a group of rare genetic keratinization disorders and a treatment for sclerotic skin diseases in preclinical development. Deal terms -- \$14m upfront plus \$22m in milestones.
Biopharmaceuticals	<b>Novo Nordisk A/S (NYSE: NVO)</b> , a \$26.2b Denmark-based pharmaceutical company focused on diabetes and obesity and rare diseases.	<b>Embark Biotech ApS</b> , a Denmark-based clinical-stage developer of pharmaceuticals for metabolic diseases.	Represents Novo's second acquisition focused on drugs addressing obesity in just August 2023 after it acquired Canada-based Inversago Pharma for \$1.07b earlier in the month. Embark's pipeline includes drug candidates designed to induce weight loss by raising glucose uptake and energy expenditure. Novo's existing portfolio of metabolic disease treatments includes Ozempic for diabetes and weight-loss medication Wegovy. Deal terms -- \$16.3m upfront plus \$496m in milestones.
Biopharmaceuticals	<b>Sagaliam Acquisition Corp (NASDAQ: SAGA)</b> , A special purpose acquisition company (SPAC).	<b>Enzolytics Inc.</b> , a \$46m drug developer focused on infectious diseases.	Creates a Nasdaq-listed drug development platform focused on commercializing monoclonal antibodies to treat HIV, COVID-19 mutations, and other viruses. Deal terms - \$450m on sales of \$46m (9.8x).

Sector	Acquiror	Target	Analysis
Biopharmaceuticals	<b>Novo Nordisk A/S</b> , a \$26.2b Denmark-based pharmaceutical company focused on diabetes and obesity and rare diseases.	<b>Paratek Pharmaceuticals, Inc.</b> , a commercial-stage biopharmaceutical company.	Paratek's flagship commercial product is a once-daily oral and intravenous antibiotic available in the US for treating adults with community-acquired bacterial pneumonia and acute bacterial skin and skin structure infections (ABSSSI). The drug is also in a Phase 2b trial to treat rare disease, nontuberculous mycobacterial (NTM) pulmonary disease. In 2019, Biomedical Advanced Research and Development Authority (BARDA) awarded Paratek \$304m to develop its lead asset for pulmonary anthrax. Novo Nordisk partnered with private equity firm Gurnet Point Capital to acquire Paratek. Deal terms -- \$462m upfront plus milestones on \$150.8m in sales (3.1x).
Biopharmaceuticals	<b>Repligen Corporation (Nasdaq: RGEN)</b> , a \$801m producer of bioprocessing technologies and systems used in biological drug manufacturing.	<b>Metenova AB</b> , a Sweden-based manufacturer of magnetic mixers used in pharmaceutical production.	Adds technologies for media and buffer preparation and low shear protein mixing used to develop small molecule and large molecule drugs and vaccines, recombinant proteins, and cell and gene therapies. Metenova is expected to generate \$24.5m in 2023 and has 50 employees. Terms not announced.
Biopharmaceuticals	<b>Alfasigma S.p.A</b> , an Italy-based pharmaceutical company.	<b>Intercept Pharmaceuticals</b> , a \$286m maker of drugs to treat progressive non-viral liver diseases.	Adds an obeticholic acid (OCA) drug which is the only approved second-line treatment for primary biliary cholangitis (PBA), a condition involving the progressive destruction of the body's bile ducts in the liver. In June 2023, the FDA rejected Intercept's OCA tablets as a potential treatment for non-alcoholic steatohepatitis (NASH) patients with pre-cirrhotic liver fibrosis, which led to the cancellation of Intercept's NASH program and a termination of a third of the Company's work force. Deal terms -- \$800m on sales of \$285.7m (2.8x).

Sector	Acquiror	Target	Analysis
Data Management/ Healthcare IT	<b>Thermo Fisher Scientific Inc. (NYSE: TMO)</b> , a \$45b producer of analytical instruments, specialty diagnostics, and laboratory products and services.	<b>CorEvitas, LLC</b> , a provider of patient data collection and monitoring solutions.	Adds an evidence collection platform to monitor and evaluate the safety, efficacy and value of approved pharmaceuticals. CorEvitas' technology collects structured clinical data across 400 investigator sites covering 100,000 patients. CorEvitas was purchased from Audax Management. Deal terms -- \$912.5m on sales of \$110m (8.3x).
Data Management/ Healthcare IT	<b>Resmed Inc. (NYSE: RMD)</b> , a \$3.6b manufacturer of sleep and respiratory disorder products.	<b>Somnoware Healthcare Systems Inc.</b> , a developer of respiratory care diagnostics software.	Adds a platform that tracks positive airway pressure (PAP) therapy compliance and treatment results. In 2022 ResMed acquired sleep respiratory treatment producer Medifox Dan for \$1b. Terms not announced.
Diagnostics	<b>Bruker Corporation (Nasdaq: BRKR)</b> , a \$2.5b maker of diagnostic and analytical instruments.	<b>PhenomeX Inc.</b> , a producer of cell analysis tools for drug discovery.	Adds a suite of optofluidic systems that profile cellular activities for research and drug development applications. PhenomeX was formed earlier in 2023 following Berkeley Lights' \$57.8m acquisition of IsoPlexis. PhenomeX has an installed base of 400 instruments. Deal terms -- \$180m on sales of \$79m (2.3x).
Diagnostics	<b>Danaher Corporation (NYSE: DHR)</b> , a \$31.5b maker of diagnostic instrumentation and environmental analysis tools.	<b>Abcam plc</b> , a \$362m, UK-based supplier of reagents and protein consumables for research, diagnostics, and drug discovery.	Strengthens Danaher's drug discovery service offerings adding a portfolio of antibodies, reagents, biomarkers and assays used by over 750,000 researchers to examine biological pathways. Deal terms -- \$5.7b on sales of \$362m (15.7x) and normalized EBITDA of \$42.7m.
Diagnostics	<b>LabGenomics Co., Ltd. (084650.KQ)</b> , a \$61m South Korea-based provider of biotechnology and medical R&D services.	<b>QDx Pathology Services</b> , a provider of pathology and molecular testing services.	Expands LabGenomics' presence in the U.S. QDx Pathology focuses on GI, respiratory, urology and women's health pathology services with a lab in New Jersey and serves facilities across North America. Terms not announced.

Sector	Acquiror	Target	Analysis
Diagnostics	<b>Exact Sciences Corp. (Nasdaq: EXAS)</b> , a \$2.1b provider of cancer screening and diagnostic test products.	<b>The Resolution Bioscience business of Agilent Technologies, Inc.</b> , a \$6.8b maker of clinical laboratory instruments and software and provider of diagnostic services.	Adds a liquid therapy selection platform that complements Exact's genomic profiling technology to help determine cancer treatment options. Agilent acquired Resolution in 2021 for \$695m. Terms not announced.
Distribution/Retail	<b>Thomas Scientific</b> , a distributor of scientific and controlled environment products.	<b>Quintana Supply</b> , a provider of cleanroom, packaging, and industrial products.	Expands Thomas' footprint of distribution centers in the Northeast to service cleanroom production customers. Quintana's offerings include gloves, wipers, apparel, cleaners, sticky mats, clean packaging, and packaging, safety, and janitorial products. Terms not announced.
Medical Devices	<b>Coloplast A/S (OTC: CLPBY)</b> , a \$23b Denmark-based manufacturer of devices focused on chronic care, urology, respiratory care, and woundcare.	<b>Kerecis</b> , a producer of fish skin-derived wound-care products.	Adds an FDA approved fish skin-based technology to heal chronic wounds. Kerecis' technology is derived from intact fish skin taken from North Atlantic cod harvested and processed in Iceland. As there are no known risks of viral transfer between cod and humans, fish skin requires only minimal processing before use in human tissue transplants. Deal terms -- \$1.2b upfront on sales of \$75m (16x) and EBITDA of \$7.5m (160x) plus \$100m in milestones.
Medical Devices	<b>Biocoat, Inc.</b> , a manufacturer of hydrophilic biomaterial coatings and coating equipment for devices.	<b>Chempilots A/S</b> , a Denmark-based provider of specialty polymers used in devices.	Adds specialty biomaterial development and manufacturing capabilities and complementary polymer products. Biocoat was acquired by private equity firm GTCR in November 2022. Chempilots represents GTCR's first add-on acquisition to the Biocoat platform. Terms not announced.

Sector	Acquiror	Target	Analysis
Medical Devices	<b>Inogen, Inc. (Nasdaq: INGN)</b> , a \$377m maker of portable oxygen concentrators to treat chronic respiratory conditions.	<b>Physio-Assist</b> , a France-based producer of airway clearance devices.	Adds a treatment for bronchiectasis - a condition where part of the lung's bronchi becomes damaged and widened. Bronchiectasis often occurs in cystic fibrosis and chronic obstructive pulmonary disease (COPD). Deal terms -- \$32m upfront plus \$15m in milestones.
Medical Devices	<b>Reveal Lasers LTD</b> , a manufacturer of aesthetic laser and radiofrequency devices.	<b>NEOconcepts LLC.</b> , a maker of dermatological devices.	Adds a non-invasive plasma skin resurfacing platform addressing wrinkles, pigmentation, and texture irregularities. Terms not announced.
Medical Devices	<b>Teleflex Incorporated (NYSE: TFX)</b> , a \$3b maker of critical care and surgical devices.	<b>Palette Life Sciences Inc.</b> , a developer of hyaluronic acid spacer system and tissue bulking products.	Palette has an FDA cleared spacer system that reduces radiation delivered to the rectum during prostate cancer radiation treatment and tissue bulking agents that address pediatric vesicoureteral reflux and fecal incontinence. The acquired products complement Teleflex's interventional urology portfolio which includes a prostatic urethral lift system. Deal terms - - \$600m upfront plus \$50m in milestones, on sales of \$56m (10.7x).
Medical Devices	<b>Xtant Medical Holdings, Inc. (NYSE: XTNT)</b> , a \$58m maker of regenerative medicine products and devices for orthopedic and neurological applications.	<b>The Hardware and Biologics Assets of Suralgin Holdings, Inc.</b> , an \$82m producer of spinal hardware implants and bio-material products.	Adds a portfolio of hardware and biomaterials assets that complement an interlaminar stabilization device and a lumbar spine fixation device that Xtant purchased from Suralgin for \$17m earlier in 2023. The sale of Suralgin's hardware and bio-materials products was part of chapter 11 proceedings. Deal terms -- \$5m.



Sector	Acquiror	Target	Analysis
Medical Devices	<b>Augmedics, Inc.</b> , a developer of augmented reality (AR) surgical image guidance technologies.	<b>The Digital Health Assets of Surgalign Holdings, Inc.</b> , an \$82m producer of spinal hardware implants and biomaterial products.	Adds a portfolio of intellectual property and other digital health assets following Augmedics' recent \$83m capital raise to develop its augmented reality-based navigation platform. The sale of Surgalign's Digital Health Assets was part of chapter 11 proceedings. Deal terms -- \$.9m
Medical Devices	<b>ReWalk Robotics Ltd. (Nasdaq:RWLK)</b> , an Israel-based developer of robotic exoskeletons for patients with mobility impairments.	<b>AlterG, Inc.</b> , a producer of neurorehabilitation products.	Adds a portfolio of anti-gravity treadmills and other rehabilitation products that use NASA-derived differential air pressure technology to reduce the effects of gravity and offer calibrated support for patients with impaired mobility. Deal terms -- \$19m on sales of \$20m (.9x)
Medical Devices	<b>Arterex (Medical Devices Inc.)</b> , a \$109m provider of precision manufacturing solutions for device OEMs.	<b>NextPhase Medical Devices, LLC</b> , a contract manufacturer of electro-mechanical devices, implantables and disposable instruments.	Adds design and engineering, manufacturing, assembly, quality, regulatory, and supply chain and logistics management capabilities for low-to-medium-volume devices. NextPhase was purchased from private equity firm Kidd & Company. Arterex is owned by UK-based private equity firm Investindustrial. Terms not announced.
Medical Devices	<b>Grander Acquisition LLC</b> , a private investment firm.	<b>PolarityTE, Inc.</b> , a clinical-stage developer of regenerative tissue products.	Represents a new regenerative medicine platform investment with a clinical-stage biologic tissue product in pivotal studies for a chronic cutaneous ulcer indication. Deal terms -- \$6.5m.
Medical Devices	<b>SEP Acquisition Corp. (Nasdaq: SEPA)</b> , A special purpose acquisition company (SPAC) funded by Sweat Equity Partners and Mercury Life Sciences.	<b>SANUWAVE Health, Inc.</b> , a maker of noninvasive, acoustic shock wave systems for woundcare and orthopedic applications.	Creates a woundcare platform listed on the Nasdaq exchange. Sanuwave's device portfolio includes pulsed acoustic cellular expression (PACE) systems that treat diabetic foot ulcers and other chronic wounds and tendinopathies and acute and non-union fractures. Deal terms -- \$127.5m on sales of \$16.7m (7.6x).

Sector	Acquiror	Target	Analysis
Medical Devices	<b>3B Scientific GmbH</b> , a Germany-based maker of medical simulation products and anatomical models.	<b>iNNOGING Medical Ltd</b> , an Israel-based developer of a cloud-based SaaS ultrasound simulation programs.	iNNOGING's ultrasound simulator enables medical students and physicians to practice real ultrasound scenarios online from any location, without specialized equipment. The acquisition complements 3B's portfolio of anatomical and biological teaching aids. 3B Scientific is a portfolio company of private equity firm J.H. Whitney & Co. Terms not announced.
Medical Devices	<b>Abbott Laboratories (NYSE: ABT)</b> , a \$43.7b manufacturer of generic pharmaceuticals, diagnostic systems, devices and nutritional products.	<b>Bigfoot Biomedical Inc.</b> , a developer of smart insulin management systems for diabetes.	Bigfoot makes insulin pen caps used exclusively with Abbott's FreeStyle Libre continuous glucose monitor (CGM) and provides insulin dosing recommendations on the pen cap's digital screen. Abbott and Bigfoot have collaborated on developing connected diabetes technologies since 2017 and Abbott invested in Bigfoot in 2020. Terms not announced.
Medical Devices	<b>Laborie Medical Technologies, Inc.</b> , a producer of diagnostics and therapeutic devices for urology, obstetrics, gastroenterology and neonatal health applications.	<b>Urotronic, Inc.</b> , a maker of drug-coated balloon technologies for use in interventional urology.	Laborie, a portfolio company of Patricia Industries (part of Investor AB), originally acquired a minority stake in Urotronic in 2020 and in this acquisition has acquired the remaining outstanding stake. Urotronic adds a drug-coated balloon that treats benign prostatic hyperplasia (BPH). As part of a separate transaction announced on the same day, Laborie will make a \$5m equity investment into GIE Medical, a clinical-stage venture spun out of Urotronic, focused on drug-coated balloons for treating strictures in the GI tract. Deal terms -- \$232 upfront plus milestones of up to \$314m.
Medical Devices	<b>Caldera Medical, Inc.</b> , a maker of devices addressing stress urinary incontinence, polyps and fibroids and other women's health conditions.	<b>Atlantic Therapeutics Ltd.</b> , an Ireland-based manufacturer of pelvic floor strengthening and nerve stimulation products.	Atlantic's urinary incontinence treatment is used at home and delivers electrical muscle stimulation to strengthen muscles and promote bladder control. The acquisition extends Caldera's presence across the continuum of care adding a homecare device to its suite of surgical meshes and in-office polyp removal systems. Terms not announced.

Sector	Acquiror	Target	Analysis
Medical Devices	<b>Silony Medical International AG</b> , a Switzerland-based producer of spine fixation and cage systems.	<b>The Global Fusion Business of Centinel Spine, LLC</b> , a maker of cervical total disc replacement platforms and other spine technologies.	Adds a portfolio of anterior fusion products that complement Silony's existing posterior screw and rod fusion and interbody fusion systems. Terms not announced.
Medical Devices	<b>Boston Scientific Corporation (NYSE: BSX)</b> , a \$12.7b maker of interventional devices.	<b>Relievant Medsystems, Inc.</b> , a producer of a nerve ablation system that treats vertebrogenic pain (a form of chronic low back pain).	Relievant's minimally invasive, implant-free outpatient procedure is the only FDA-cleared system for vertebrogenic pain. The technology delivers targeted radiofrequency energy to prevent the basivertebral nerve from transmitting pain signals to the brain. Nearly 5.3 million people in the U.S. suffer from vertebrogenic pain. Deal terms -- \$850m upfront plus milestones on sales of \$70m (12x).
Medical Devices	<b>Enovis Corporation (NYSE: ENOV)</b> , a \$3.8b device maker focused on reconstructive surgery, rehabilitation and pain management.	<b>Lima Corporate</b> , an Italy-based manufacturer of orthopedic implant systems.	Adds a portfolio of 3D-printed titanium implants and reconstructive surgery systems and expands Enovis' international presence through the addition of two production facilities in Italy. Lima's fully 3D-printed shoulder system was FDA approved in late 2022. Lima was acquired from Sweden-based private equity firm EQT Partners. Deal terms -- \$741m upfront plus milestones of \$106m.
Medical Devices	<b>Sanara MedTech Inc. (Nasdaq: SMTI)</b> , a \$24m producer of wound and skin care products.	<b>The Hydrolyzed Collagen Assets of The Hymed Group</b> , a maker of hydrolyzed collagens and silver-based wound gels.	Adds a portfolio of four FDA-cleared collagen-based wound care products and three new collagen-based products in development. Deal terms -- \$9.8m upfront plus \$5.5m in milestones.

Sector	Acquiror	Target	Analysis
Medical Services	<b>Kohlberg &amp; Company, LLC</b> , a private equity firm.	<b>Worldwide Clinical Trials</b> , a global contract research organization (CRO) focused on drug discovery and development.	Represents a new CRO platform investment offering bioanalytical laboratory services, Phase I-IV clinical trial management, and post-approval studies for cardiovascular, metabolic, neuroscience, oncology, and rare disease pharmaceuticals. Worldwide Clinical Trials has 3,200 employees in more than 55 countries. Worldwide was acquired by The Jordan Company in 2007. The Jordan Company will remain a minority shareholder. Terms not announced.
Medical Services	<b>Siemens Healthineers AG (SHLG.DE)</b> , a Germany-based \$23b provider of medical imaging, laboratory diagnostics, and medical information systems.	<b>Aspekt Solutions</b> , a provider of medical physics, dosimetry, and strategy consultation services.	Expands Siemens' customized consulting service offerings to cancer centers after acquiring Varian, a developer of cancer diagnostic tools, imaging, radiotherapy and AI technologies, for \$16.4b in 2020. Aspekt Solutions was bought from private equity firm Merion Investment Partners. Terms not announced.
OTC/Consumer	<b>Bausch + Lomb Corporation (NYSE:BLCO)</b> , a \$3.8b manufacturer of vision care products, surgical instruments and pharmaceuticals for ophthalmology.	<b>The Blink Product Line of Johnson &amp; Johnson</b> , a \$95b manufacturer of pharmaceuticals, devices and consumer health products.	Adds a portfolio of over-the-counter dry eye and contact lens drops. Earlier in July 2023 B+L acquired Novartis' prescription dry eye medication Xiidra for \$1.75b upfront on sales of \$487m (3.6x) and milestones of up to \$750m. Deal terms -- \$106.5m.

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.