# SCOTT-MACON INVESTMENT BANKING

## **HEALTHCARE INDUSTRY**

Quarterly Update | Q1 2022



### **QUARTERLY COMMENTARY**

#### Introduction

We are pleased to provide you with Scott-Macon's Q1 2022 Healthcare Industry Update. Please contact Nate Cortright at 203-246-6527 or <a href="macon.com">ncortright@scott-macon.com</a> should you wish to discuss how Scott-Macon can assist you in achieving your business objectives.

- Healthcare services M&A activity showed an average valuation for the last 18 months of 4.01x revenues and 16.0x FRITDA
- The provider segment M&A activity showed an average valuation for the last 18 months of 1.62x revenues and 8.8x EBITDA
- The products segment M&A activity showed an average valuation for the last 18 months of 2.90x revenues and 11.0x EBITDA
- These valuation statistics are more applicable for larger companies, since smaller transactions generally involve privately-held companies where transactions values are not typically disclosed
- The current M&A market strikes us as one of the most robust for sellers in recent memory, with valuations being driven by strong buyer interest from both strategic acquirers as well as financial buyers
- While expected Federal Reserve monetary tightening and increased interest rates are widely expected to potentially drive down stock market valuations, Scott-Macon believes the healthcare sector will continue to be viewed as a safe haven given the essential nature of its services, and the long history of growth in the sector above the overall economy

#### SEGMENT SNAPSHOT

	M&A Stats	Jan-N	/lar-2022	Trailing 18mo	M&A Median	Public Comps @ 5/2/22			
\$ in millions	# Deals		TEV	TEV / Revenue	TEV / EBITDA	TEV / Revenue	TEV / EBITDA		
Healthcare IT and Tech-enabled Services	80	\$	8,216.1	5.15x	15.0x	3.25x	19.1x		
Consumer Driven Healthcare	4	•	276.0	NA	NA	3.23x	23.2x		
Facilities Management	1		-	1.67x	NA	2.51x	16.2x		
Workforce Solutions	7		-	NA	NA	1.30x	8.9x		
Insurance - Commercial	1		-	0.46x	21.9x	0.85x	13.9x		
Insurance - Government	2		-	NA	NA	1.24x	12.1x		
Distribution	4		-	0.31x	NA	0.54x	12.2x		
Labs	6		1,203.8	3.34x	16.0x	1.78x	7.4x		
Services Segment	105		9,695.8	4.01x	16.0x	1.98x	13.8x		
Acute	10		134.0	0.97x	9.0x	1.09x	8.1x		
Senior Living / Long-term Care	17		193.5	1.80x	4.0x	1.58x	18.1x		
Behavioral	23		133.4	1.61x	NA	3.31x	11.3x		
Home Health	27		6,410.9	1.16x	13.8x	2.09x	17.4x		
Specialty	96		758.3	1.96x	8.5x	1.83x	10.9x		
Providers Segment	173		7,630.1	1.62x	8.8x	1.78x	15.2x		
Supplies & Distribution	14		1,339.4	5.56x	NA	0.99x	13.1x		
Durable Medical Equipment	3		1,720.8	1.45x	6.8x	4.43x	20.7x		
Medical Devices & Products	-		-	4.35x	NA	5.24x	16.8x		
Specialty Devices & Products	25		1,669.0	3.38x	17.2x	6.42x	22.3x		
Consumer	-		-	NA	NA	3.55x	12.0x		
Products Segment	42	\$	4,729.1	2.90x	11.0x	4.40x	16.3x		

#### **DEAL SPOTLIGHT**



**12M** ANNUAL HOME VISITS

\$ in billions

37 STATES ACROSS U.S. 22.4x LTM **EBITDA** 

964 **AGENCY** LOCATIONS

- Optum, a UnitedHealth subsidiary, announced its acquisition of LHC Group, a leader in the home health space, for \$6.2 billion.
- LHC Group fits into Optum's broader value-based care initiative. Optum has made a series of healthcare provider acquisitions across the care continuum over the last 24 months.
- "LHC Group's sophisticated care coordination capabilities and its warm, human touch is so important for home care, and will greatly enhance the reach of Optum's value-based capabilities along the full continuum of care, including primary care, home and community care, virtual care, behavioral health and ambulatory surgery," said Dr. Wyatt Decker, CEO, Optum Health

#### LARGEST DEALS

**Acquirer Target Fast Facts** 



**TEV: \$6.2** Revenue: \$2.2 Founded: 1994

Segment: Home

6 CooperCompanies

**Acquirer** 

COOK

Target

Revenue: \$0.2 Reproductive Founded: N/A **Health Business** Segment: Supl.



**TEV: \$4.1** Revenue: NA Founded: 2015 Segment: HCIT

sema4

**Gene** 

**TEV: \$0.6** Revenue: \$0.1 Founded: 2000 Segment: Labs

**Fast Facts** 

**TEV: \$0.9** 

**stryker** 



TEV: \$3.0 Revenue: \$0.2 Founded: 2000 Segment: HCIT labcorp



**Assets** 

**TEV: \$0.4** Revenue: \$0.2 Founded: N/A Segment: Labs





TEV: \$1.7 Revenue: \$1.1 Founded: 2018 Segment: DME





TEV: \$0.4 Revenue: NA MEDICAL Founded: 2008 Segment: Supl.





Revenue: NA Founded: 2013 Segment: SD&P



10



TEV: \$0.4 Revenue: <\$0.1 Founded: 2004 Segment: Docs

### Private Equity Group ("PEG") vs Corporate Acquirers

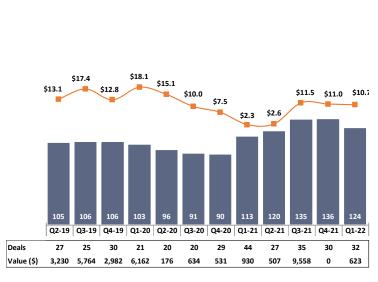
- For the 25th straight quarter in a row, healthcare M&A volume exceeded more than 200 deals
- This quarter's total announced healthcare deals (320) was the sixth most active quarter based on deals announced since 2001 (when SM data starts)
- Add-on activity by private equity-backed companies continues at historic levels

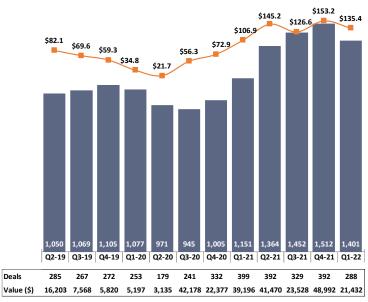
#### PEG PLATFORM DEAL TRENDS (TTM) (1)

## CORPORATE DEAL TRENDS (TTM)

\$ in billions

\$ in billions





"SERIAL" CORPORATE ACQUIRERS

#### "SERIAL" PEG ACQUIRERS

TTM Mar. 2022

	I I IVI IVI a	1. 2022
	Platform	Add-on
Webster Equity Partners	3	13
SHORE Capital Partners	1	12
Audax Group	2	9
VISTRIA.	2	9
CHICAGO PACIFIC	1	10

ENSIGN 🗲 GROUP	9
BayMark HEALTH SERVICES	9
TH TRADITIONS HEALTH	7
PINNACLE DERMATOLOGY	6

Excludes add-on investments made by private equity portfolio companies. TTM: Trailing twelve months.

TTM Mar. 2022

10

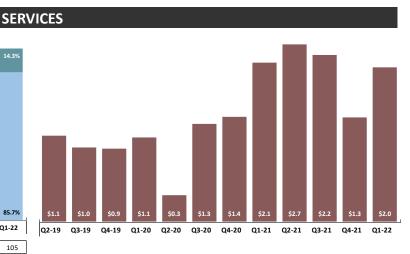
### Deal Volume and Value by Industry Segment

- Sub \$500M middle-market M&A activity remains robust across all segments within the U.S. healthcare industry
- Consistent with prior quarters, a majority of middle-market deals do not disclose transaction values and metrics

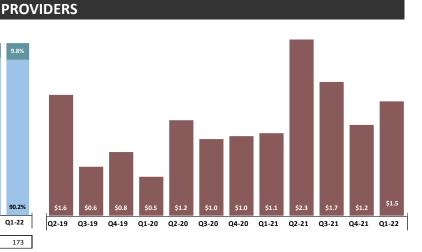
#### **DEAL VOLUME DISCLOSED DEAL VALUE (SUB \$500M)** \$ in billions

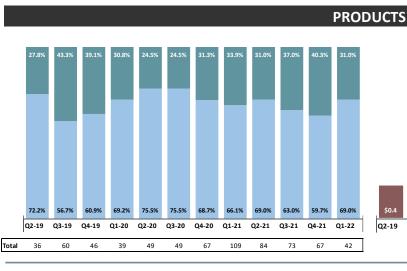
Value Not Disclosed Value Disclosed

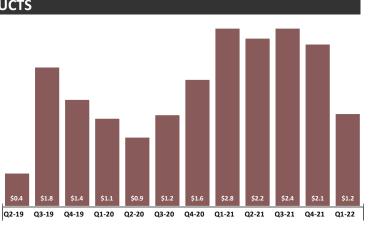
#### 85.7% Q3-19 Q4-19 Q1-20 Q2-20 Q3-20 Q4-20 Q1-21 Q2-21 Q3-21 Q4-21 Q1-22 109 98 91 53 71 93 121 122 109 114 105



#### Q3-19 Q4-19 Q1-20 Q2-20 Q3-20 Q4-20 Q1-21 Q2-21 Q3-21 Q4-21 Q1-22 167 142 158 97 141 201 213 182 241 173







## Overview of Scott-Macon

Scott-Macon is one of the oldest independent investment banks in the United States, focused exclusively on middle-market transactions in the \$10-200 million range. Founded in 1973 by Alfred L. Scott, the firm's senior professionals have extensive experience in mergers and acquisitions advisory, debt and equity financing, corporate valuations, fairness opinions and general corporate financial consulting.

In business for over 40 years, Scott-Macon has been retained to undertake a diverse range of domestic and international corporate finance engagements for both public and privately-held corporations. The firm's professionals have significant operating and advisory experience across key industry sectors.

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#### **HEALTHCARE INDUSTRY EXPERIENCE**

Services Segment	Providers Segment	Products Segment
Revenue Cycle Management	Non-acute Care	Disposables
Facility Management	Home Health & Hospice	Commercial
Tech-enabled	Laboratories	Consumer
Data Analytics	Acute Care	Clinical Devices
Insurance	Long-Term Care	Distribution
Medical Review	Behavioral Health	Non-Clinical Devices
Consulting	Specialty Care	Diagnostic
Regulatory Compliance	Alternative / Integrative Health	Durable Medical Equipment

#### **INDUSTRY GROUPS**











Media / Information



#### Sources

1. Pitchbook **SEC Fillings** 

- 2. S&P CapitalIQ
- 3. Scott-Macon proprietary transaction information

#### Disclaimer:

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#### Select Healthcare Transactions



has been acquired by





SCOTT-MACON HEALTHCARE GROUP

has been acquired by





has entered into a debt facility with





has been acquired by





has acquired





has been acquired by





has been recapitalized by





has been acquired by





has been acquired by





has been acquired by





has acquired

Friendly Hills Health System



has been acquired by





has been acquired by



a portfolio company of





has been acquired by





has been acquired by a joint venture between





has been acquired by





has been acquired by

Complete Management



has been acquired by





has been acquired by





has been acquired by





has been acquired by





has been acquired by





has been acquired by





has been acquired by





has sold its securement division to





has acquired

S.J. Tutag



has acquired

National Capital Health



has acquired





BlueCross BlueShield of Montana

has sold its managed care business to

The Keystone Peer Review Organization



has been acquired by





## **APPENDIX I**

## Trailing 18 Month M&A Transactions

		SERVICES			
Announced Date	Target	Buyer	Enterprise Value	Enterprise Revenue	Value / EBITDA
02/09/2022	Certain Outreach Laboratory Assets of Ascension Health, Inc.	Laboratory Corporation of America Holdings	\$ 400.0	2.67x	NA
01/18/2022	GeneDx, Inc.	Sema4 Holdings Corp.	623.1	5.34x	NA
01/05/2022	Castlight Health, Inc.	Vera Whole Health Inc.	314.3	2.21x	NM
01/04/2022	MarkeTouch Media, Inc.	Omnicell, Inc.	82.0	5.86x	NA
12/23/2021	Ortho Clinical Diagnostics Holdings plc	Quidel Corporation	8,168.2	4.01x	16.0x
12/20/2021	Cerner Corporation	Oracle Corporation	29,419.0	5.15x	19.6x
11/19/2021	Infinite Leap, Inc.	CenTrak, Inc.	47.0	6.91x	NA
10/28/2021	Star Teams, Inc.	Xvivo Perfusion AB (publ)	26.4	9.41x	NM
09/09/2021	Trinity Air Medical, Inc.	BLADE Urban Air Mobility, Inc.	23.0	1.44x	NA
08/16/2021	Avelead Consulting, LLC	Streamline Health Solutions, Inc.	30.9	3.03x	NA
08/03/2021	VRI Intermediate Holdings, LLC	ModivCare Inc.	314.8	5.62x	15.0x
07/26/2021	FDS Amplicare	Omnicell, Inc.	176.8	6.10x	NA
06/07/2021	Sentry Data Systems, Inc.	Craneware plc	400.0	4.35x	17.4x
05/14/2021	IT Cats, LLC	Sagarsoft (India) Limited	0.9	0.10x	NA
05/12/2021	TruCode, LLC	Computer Programs and Systems, Inc.	73.5	5.88x	12.5x
04/29/2021	Next Level Hospitality Services, LLC	Aramark	304.5	1.90x	NA
03/09/2021	Qualtrax, Inc.	Ideagen plc	14.9	2.87x	NA
02/16/2021	rfxcel Corporation	Antares Vision, Inc.	150.0	8.82x	NA
01/19/2021	Capsule Technologies, Inc.	Koninklijke Philips N.V.	635.0	6.35x	NA
01/06/2021	Majority of Alliance Healthcare Businesses of Walgreens Boots Alliance, Inc.	AmerisourceBergen Corporation	5,908.4	0.31x	NA
01/06/2021	Change Healthcare Inc.	Optum, Inc.	13,547.9	4.41x	14.8x
01/04/2021	Magellan Health, Inc.	Centene Corporation	2,122.3	0.46x	21.9x
12/22/2020	PatientMatters, LLC	Firstsource Solutions Limited	13.0	0.73x	NA
12/21/2020	HMS Holdings Corp.	Gainwell	3,517.7	5.47x	NM
12/16/2020	Substantially All Of the Assets of BioTek Services, Inc	Transcat, Inc.	3.5	1.67x	NA
11/23/2020	e-MDs, Inc.	CompuGROUP Holding USA, Inc.	240.0	2.70x	18.2x
10/01/2020	Irving Burton Associates, Inc.	DLH Holdings Corp.	32.7	1.33x	10.6x

## Trailing 18 Month M&A Transactions

		PROVIDERS			
Announced Date	Target	Buyer	Enterpri: Value	se Enterpris Revenue	e Value / EBITDA
03/29/2022	LHC Group, Inc.	OptumHealth, Inc.	\$ 6,15	3.6 2.77x	22.4x
02/03/2022	SOC Telemed, Inc.	Patient Square Capital, LP	35	9.8 3.81x	NM
01/03/2022	Three-clinic physical therapy practice in South Carolina	U.S. Physical Therapy, Inc.		4.9 1.83x	NA
11/16/2021	Foundations for Change, Plc	Novamind Inc.		1.2 1.55x	NA
11/15/2021	Dunn & Berger, Inc.	Aveanna Healthcare, LLC	22	5.0 1.96x	NA
11/11/2021	Home Care Business With Operations Located in Kentucky and Indiana	Nova Leap Health Corp.		4.8 1.16x	5.8x
11/03/2021	Dental Power Staffing Division of Dental Power International, Inc.	HireQuest, Inc.		1.5 0.42x	NA
10/04/2021	Summit Home Health, LLC	Addus HomeCare Corporation		8.1 1.16x	NA
10/01/2021	Comfort Care Home Health Services, LLC	Aveanna Healthcare Senior Services, LLC	33	8.9 3.64x	21.2x
10/01/2021	Telehospital Corp.	Leveljump Healthcare Corp.		7.0 1.49x	NA
09/02/2021	wisp, Inc.	WELL Health Technologies Corp.	6	9.6 2.32x	NA
08/20/2021	Diversicare Healthcare Services, Inc.	DAC Acquisition, LLC	39	6.1 0.86x	4.0x
08/11/2021	D & D Rehab Center, Inc.	Puget Technologies, Inc.		6.1 1.68x	NA
07/01/2021	Eight clinic physical therapy practice	U.S. Physical Therapy, Inc.	1	5.3 2.10x	NA
06/25/2021	Alliance Healthcare Services, Inc.	Akumin Corp.	1,49	2.3 3.09x	13.4x
06/16/2021	Tenet Divest 5 Florida Hospitals	Steward Health Care System, LLC	1,10	0.0 1.18x	9.0x
06/07/2021	lora Health, Inc.	1Life Healthcare, Inc.	1,88	6.3 8.98x	NA
04/26/2021	Home Health and Hospice Assets of Frontier Home Health and Hospice	Encompass Health Corporation	9	9.0 2.75x	NA
04/20/2021	Five Points Healthcare, LLC	Aveanna Healthcare Holdings Inc.	6	4.4 1.80x	NA
04/01/2021	Five clinic physical therapy practice	U.S. Physical Therapy, Inc.	1	7.1 2.45x	NA
02/04/2021	Ketamine Infusion Centers, LLC	Delic Holdings Inc.		5.0 9.52x	NA
02/04/2021	RIVER CITY MEDICAL ASSOCIATES, INC.	Skylight Health Group Inc.		4.3 0.71x	3.2x
12/11/2020	D&D Services, Inc.	Aveanna Healthcare Holdings Inc.	4	0.6 0.90x	NA
12/10/2020	Portfolio of 45 Ambulatory Surgery Centers in United States	United Surgical Partners International Inc.	1,85	1.3 4.31x	8.8x
12/10/2020	Assets of Six Medical Clinics in Florida	Skylight Health Group Inc.		3.8 0.96x	4.0x
12/04/2020	SunLife Home Care, LLC	Addus HomeCare Corporation		1.7 0.65x	NA
12/03/2020	Assets of Healthcare Resources Management, LLC	Skylight Health Group Inc.		0.8 0.48x	NA
11/11/2020	Queen City Hospice, LLC	Addus HealthCare, Inc.	17	9.3 3.20x	NA
11/05/2020	Assets of APEX Family Medical	Skylight Health Group Inc.		1.8 0.94x	NA
11/02/2020	County HomeMakers, Inc.	Addus HomeCare Corporation	1	4.7 0.99x	NA
10/28/2020	Primary Care Medical Clinic in Tacoma	Skylight Health Group Inc.		0.4 0.76x	NA
10/27/2020	West Health Advocate Solutions, Inc.	Teleperformance SE	69	0.0 4.93x	13.8x
10/07/2020	Maverick County Medical Family Center	Skylight Health Group Inc.		0.8 0.67x	NA
10/02/2020	American Renal Associates Holdings, Inc.	Innovative Renal Care, LLC	1,26	4.8 1.55x	8.1x
Median			\$ 1	5.2 1.62x	8.8x

## Trailing 18 Month M&A Transactions

		PRODUCTS			
Announced Date	Target	Buyer	Enterprise _ Value	Enterprise T	Value / EBITDA
02/28/2022	IntriCon Corporation	Altaris Capital Partners, LLC	\$ 221.3	1.77x	21.8
02/25/2022	Cardiac Insight Inc.	DREAMTECH Co., Ltd.	22.9	5.59x	N
02/07/2022	Reproductive Health Business of Cook Medical Incorporated	The Cooper Companies, Inc.	875.0	5.54x	N
01/10/2022	Apria, Inc.	Byram Healthcare Centers, Inc.	1,720.8	1.50x	6.
12/29/2021	Hydrofera, LLC	Essity AB (publ)	131.0	5.57x	N
12/22/2021	Zevex Physical Evaluation	ADDvise Group AB (publ)	7.3	2.21x	6.
11/16/2021	At Home Health Equipment, Inc.	Quipt Home Medical Corp.	13.1	1.01x	1
10/28/2021	Oscor, Inc.	Integer Holdings Corporation	220.4	3.87x	I
10/05/2021	Substantially all assets of Lighthouse Imaging Corp.	Precision Optics Corporation, Inc.	9.2	2.04x	N
09/30/2021	Simbex, LLC	Salona Global Medical Device Corporation	10.8	1.73x	
09/14/2021	Sizewise Rentals, LLC	Agiliti, Inc.	224.8	1.45x	7.
09/07/2021	Allied 100, LLC	Cardio Partners, Inc.	290.0	2.48x	14.
09/02/2021	Hill-Rom Holdings, Inc.	Baxter International Inc.	11,996.3	4.10x	20
09/01/2021	RPB Safety/Goodman Brands/Abretec Group	GVS S.p.A.	194.4	5.20x	1
08/06/2021	Intersect ENT, Inc.	Medtronic plc	1,015.7	9.90x	١
08/03/2021	Submersible Systems, LLC	Brownie's Marine Group, Inc.	1.8	1.29x	
07/29/2021	Misonix, Inc.	Bioventus Inc.	542.7	7.33x	1
07/28/2021	3D Systems	Surgical Science Sweden AB (publ)	305.0	7.48x	
05/18/2021	Certain product lines of global respiratory product portfolio of Teleflex Incorporated	Medline Industries, Inc.	274.0	1.97x	
05/10/2021	Graham Medical Technologies, L.L.C.	ADDvise Group AB (publ)	5.8	1.73x	
05/03/2021	OBP Medical Corporation	CooperSurgical, Inc.	60.0	6.00x	
04/27/2021	PeriGen, Inc.	Halma plc	58.0	2.90x	
04/14/2021	BioDot, Inc.	ATS Automation Tooling Systems Inc.	84.0	2.33x	5
04/12/2021	REV. 1 Engineering, Inc.	Asahi Intecc Co., Ltd.	27.4	4.75x	
04/11/2021	Luminex Corporation	DiaSorin S.p.A.	1,866.0	4.26x	19
03/30/2021	Bioness Inc.	Bioventus Inc.	106.9	2.67x	
03/23/2021	Symp2Pass Inc	Predictmedix Inc.	4.0	2.20x	
03/12/2021	Cordis Corporation	Hellman & Friedman, LLC	927.0	1.24x	
01/21/2021	Preventice Solutions, Inc.	Boston Scientific Corporation	1,139.1	7.21x	
01/12/2021	Cantel Medical Corp.	STERIS plc	4,654.5	4.41x	24
01/05/2021	Mayhugh's Medical Equipment	Protech Home Medical Corp. (nka:Quipt Home Medical Corp.)	2.3	0.41x	2
01/05/2021	BioTheranostics, Inc.	Hologic, Inc.	222.9	6.75x	
12/18/2020	BioTelemetry, Inc.	Philips Holding USA Inc.	2,799.4	6.75x	ı
11/09/2020	Absorption Systems, LLC/Absorption Systems	Pharmaron (US) Lab Testing, Inc.	137.5	3.95x	
10/01/2020	California, LLC Substantial All Assets of Vascular Simulations, LLC	Mentice AB (publ)	5.4	2.46x	
	·	* '			

## **APPENDIX II**

## Public Company Performance

			SE	R۱	/ICES							
	Sto	ck Price as	52-Week		Market	Er	nterprise		LTM	EBITDA	EV/L	ГΜ
\$ in millions, except per share data	of	5/02/22	% Change		Сар	Va	alue (EV)	R	Revenue	Margins	Revenue	EBITDA
Healthcare IT and Tech-enabled Services												
Allscripts Healthcare Solutions, Inc.	\$	20.28	30.3%	\$	,	\$	2,603	\$	1,503	9.2%	1.73x	18.7x
Apollo Medical Holdings, Inc.		38.53	29.8%		1,739		1,708		774	15.3%	2.21x	14.4x
Cerner Corporation		93.82	25.0%		27,580		28,938		5,765	26.8%	5.02x	18.7x
Doximity, Inc.		41.39	N/A		7,918		7,835		317	34.8%	NM	71.2x
Definitive Healthcare Corp.		25.17	N/A		2,456		2,339		166	24.8%	14.08x	56.7x
Evolent Health, Inc.		28.66	32.3%		2,581		2,595		908	1.8%	2.86x	NM
Model N, Inc. MultiPlan Corporation		26.28 4.56	(33.9%) (38.6%)		957 2,912		950 7,653		202 1,118	(3.0%) 72.1%	4.69x 6.85x	NM 9.5x
NextGen Healthcare, Inc.		19.04	4.0%		1,232		1,204		589	3.2%	2.04x	64.4x
Omnicell, Inc.		114.90	(20.8%)		5,075		5,412		1,199	11.5%	4.51x	39.3x
R1 RCM Inc.		23.27	(14.7%)		6,475		7,192		1,475	17.8%	4.88x	27.4x
Sharecare, Inc.		2.88	(71.1%)		1,005		734		413	(12.5%)	1.78x	NM
Mean			(21.6%)	Ś	3,851	Ś	4,238	Ś	923	8.5%	3.99x	31.6x
Median			(20.8%)			\$	1,708		413	11.5%	3.33x	18.7x
			(20.8%)	ب	1,733	Ą	1,700	٠,	413	11.5%	3.331	10.71
Consumer Driven Healthcare										(05.00()		
23andMe Holding Co.	\$	3.07	(69.5%)	\$	,	\$	874	\$	260	(85.9%)	3.36x	NM
HealthEquity, Inc.		63.92	(15.9%)		5,358		6,141		757	23.5%	8.12x	34.5x
GoodRx Holdings, Inc. One Medical		13.74 7.53	(65.7%)		5,446		5,207		745 623	4.8% (25.5%)	6.98x 2.77x	NM NM
Teladoc Health, Inc.		7.55 37.14	(82.7%) (78.5%)		1,457 5,986		1,725 6,744		2,144	(0.4%)	3.14x	NM
Tivity Health, Inc.		32.11	32.8%		1,601		1,948		481	32.1%	4.05x	12.6x
Mean		32.11	(52.4%)	Ċ	3,093	ć	3,289	Ċ	760	(13.3%)	4.24x	23.6x
			•	•								
Median			(69.5%)	Ş	1,601	\$	1,948	\$	623	(0.4%)	3.36x	23.6x
Facilities Management												
Agiliti, Inc.	\$	20.36	32.3%				3,874		1,039	29.7%	3.73x	12.6x
Healthcare Services Group, Inc.	\$	16.84	(43.8%)	\$		\$	1,240	\$	1,661	3.0%	0.75x	25.2x
Stericycle, Inc.		49.00	(35.8%)		4,512		6,516		2,643	15.5%	2.47x	15.9x
Mean			(15.7%)	\$	2,810	\$	3,877	\$	1,781	16.0%	2.31x	17.9x
Median			(35.8%)	\$	2,670	\$	3,874	\$	1,661	15.5%	2.47x	15.9x
Workforce Solutions												
AMN Healthcare Services, Inc.	\$	91.59	15.5%	Ś	4,210	Ś	4,897	Ś	3,984	14.6%	1.23x	8.4x
Cross Country Healthcare, Inc.		17.25	29.5%	•	657		851		1,677	9.2%	0.51x	5.5x
HealthStream, Inc.		19.37	(19.8%)		592		574		259	11.7%	2.22x	18.9x
Mean			8.4%	\$	1,820	\$	2,107	\$	1,973	11.9%	1.32x	10.9x
Median			15.5%	Ś	657	Ś	851	Ś	1,677	11.7%	1.23x	8.4x
Insurance - Commercial				т_		т		7	_,			
	\$	407.11	21.00/	۲	110 946	ċ	137,875	ċ	144 252	6.9%	0.064	13.8x
Anthem, Inc. Cigna Corporation	Ş	497.11 246.11	31.0% (1.2%)	Ş	119,846 78,356	Þ	107,540	Ş	144,353 174,274	5.8%	0.96x 0.62x	13.6x 10.6x
Humana Inc.		433.51	(2.6%)		54,836		63,264		87,495	5.3%	0.02x 0.72x	13.6x
UnitedHealth Group Incorporated		501.15	25.7%		470,554		492,565		297,550	8.9%	1.66x	18.7x
Mean		301.13	13.2%	Ś	180,898	Ś	200,311	\$	175,918	6.7%	0.99x	14.2x
Median			12.2%		99,101		122,707			6.4%	0.84x	
iviedian			12.2%	Ą	99,101	Ą	122,707	Ģ	159,314	0.4%	U.04X	13.7x
Insurance - Government												
agilon health, inc.	\$	18.40	(41.6%)	\$		\$	6,484	\$	1,834	(20.4%)	3.54x	NM
Alignment Healthcare, Inc.		10.02	(62.2%)		1,877		1,572		1,168	(13.9%)	1.35x	NM
Cano Health, Inc.		5.54	(57.3%)		1,151		2,053		1,609	(6.1%)	1.28x	NM 10.0
Centene Corporation		79.06	28.1%		46,241		57,673		124,243	4.3%	0.46x	10.8x
Clover Health Investments, Corp. Molina Healthcare, Inc.		2.82 306.45	(71.4%) 20.1%		1,335 17,989		1,062 15,576		1,361 28,211	(46.7%) 4.3%	0.78x 0.55x	NM 12.9x
Oak Street Health, Inc.		19.30	(68.7%)		4,651		5,627		1,433	(27.6%)	3.93x	NM
Oscar Health, Inc.		7.54	(66.8%)		1,589		576		1,433	(28.0%)	0.30x	NM
Privia Health Group, Inc.		23.00	(36.7%)		2,488		2,214		966	(22.2%)	2.29x	NM
Mean		25.00	(39.6%)	Ś	9,420	\$	10,315	ς.	18,080	(17.4%)	1.61x	11.8x
Median			(57.3%)		2,488		2,214		1,609	(20.4%)	1.28x	11.8x
			(37.3%)	Ą	2,400	Ą	2,214	Ą	1,009	(20.4%)	1.20%	11.08
Distribution												
CVS Health Corporation	\$	96.50	26.3%	\$	126,657	\$	193,248	\$	290,912	6.3%	0.66x	10.6x
Rite Aid Corporation		6.36	(63.7%)		354		6,240		24,568	1.8%	0.25x	13.8x
Walgreens Boots Alliance, Inc.		42.52	(19.9%)		36,728		73,405		135,948	4.4%	0.54x	12.2x
Mean			(19.1%)		54,580		90,964		150,476	4.2%	0.49x	12.2x
Median			(19.9%)	\$	36,728	\$	73,405	\$	135,948	4.4%	0.54x	12.2x
Labs										<u> </u>		<u> </u>
Laboratory Corporation of America Holdings	\$	243.01	(8.6%)	\$	22,527	\$	27,617	\$	15,859	23.2%	1.74x	7.5x
Quest Diagnostics Incorporated		132.42	0.4%		15,541		19,492	_	10,679	25.3%	1.83x	7.2x
Mean			(4.1%)	\$	19,034	\$	23,555	\$	13,269	24.3%	1.78x	7.4x
Median			(4.1%)		19,034		23,555		13,269	24.3%	1.78x	7.4x
			(412/0)	7	20,004	7	_0,555	7	_5,_55	_4.570	21707	7.74
AA. P.			/00-00-1		2.707	<b>^</b>	2-000		4.000			
Median			(20.3%)	\$	2,535	Ş	3,238	Ş	1,280	5.1%	2.00x	13.8x

## **APPENDIX II**

## Public Company Performance

			PRO'	VID	ERS							
	Sto	ck Price as	52-Week		Market	E	nterprise		LTM	EBITDA	EV/L	тм
\$ in millions, except per share data	of	5/02/22	% Change		Сар		alue (EV)	R	evenue	Margins	Revenue	EBITDA
Acute												
Community Health Systems, Inc.	\$	7.09	(36.5%)	\$	990	\$	13,454	\$	12,466	13.3%	1.08x	8.1x
HCA Healthcare, Inc.		210.44	4.7%		64,798		101,913		59,720	20.8%	1.71x	8.2x
Nutex Health, Inc.		9.98	N/A		6,064		6,170		373	59.5%	NM	27.8x
Tenet Healthcare Corporation		71.73	21.0%		7,811		21,257		19,449	18.2%	1.09x	6.0x
Mean			(3.6%)	\$	19,916	\$	35,698	\$	23,002	28.0%	1.29x	12.5x
Median			4.7%	\$	6,937	\$	17,355	\$	15,958	19.5%	1.09x	8.1x
Senior Living / Long-term Care												
Brookdale Senior Living Inc.	\$	6.15	(6.0%)	\$	1,147	\$	6,026	\$	2,564	7.1%	2.35x	33.0x
Ensign Group, Inc.		78.55	(8.5%)		4,413		5,585		2,714	11.9%	2.06x	17.4x
InnovAge Holding Corp.		4.59	(82.0%)		622		491		676	7.7%	0.73x	9.4x
National HealthCare Corporation		68.94	(1.9%)		1,053		1,112		1,011	5.8%	1.10x	18.9x
Mean			(24.6%)	\$	1,809	\$	3,303	\$	1,741	8.1%	1.56x	19.7x
Median			(7.2%)	\$	1,100	\$	3,349	\$	1,788	7.4%	1.58x	18.1x
Behavioral												
Acadia Healthcare Company, Inc.	\$	66.70	9.5%	\$	6,148	\$	7,664	\$	2,314	21.7%	3.31x	15.2x
LifeStance Health Group, Inc.	\$	6.90	N/A		2,534		2,545	\$	668	(34.8%)	3.81x	NM
Universal Health Services, Inc.		122.02	(17.8%)		9,124		13,688		12,922	14.5%	1.06x	7.3x
Mean			(4.2%)	Ś	•	\$	7,966	\$	5,301	0.5%	2.73x	11.3x
Median			(4.2%)		6,148	\$	7,664	\$	2,314	14.5%	3.31x	11.3x
Home Health			, ,	-								
Addus HomeCare Corporation	\$	84.71	(19.9%)	Ś	1,341	Ś	1,436	Ś	864	9.7%	1.66x	17.1x
Amedisys, Inc.	*	126.81	(53.0%)	7	4,158	7	4,634	,	2,222	12.0%	2.09x	17.4x
Chemed Corporation		486.83	2.1%		7,323		7,573		2,142	19.0%	3.53x	18.6x
Option Care Health, Inc.		28.27	48.2%		5,380		6,394		3,595	7.8%	1.78x	22.7x
Signify Health, Inc.		14.14	(50.1%)		2,430		2,090		773	17.5%	2.70x	15.5x
Mean			(5.7%)	\$	4,550	\$	5,009	\$	2,206	12.1%	2.26x	19.0x
Median			(8.9%)	\$	4,769	\$	5,514	\$	2,182	10.8%	1.93x	18.0x
Specialty												
DaVita Inc.		106.90	(8.3%)		10,304		21,818		11,619	21.1%	1.88x	8.9x
MEDNAX, Inc.		18.89	(28.2%)		1,595		2,457		1,947	13.4%	1.26x	9.4x
RadNet, Inc.		19.70	(11.8%)		1,096		2,359		1,324	15.2%	1.78x	11.7x
Select Medical Holdings Corporation		21.98	(41.7%)		3,024		7,712		6,205	12.5%	1.24x	10.0x
Surgery Partners, Inc.		50.74	5.3%		4,515		7,478		2,225	18.1%	3.36x	18.6x
U.S. Physical Therapy, Inc.		100.42	(10.7%)		1,348		1,543		490	16.8%	3.15x	18.8x
Mean			(17.8%)	\$	3,773	\$	6,996	\$	3,879	15.7%	1.98x	12.7x
Median			(15.6%)	\$	2,309	\$	4,967	\$	2,111	16.0%	1.83x	10.9x
			•									
Median			(11.3%)	\$	3,591	\$	6,098	\$	2,224	13.9%	1.78x	15.2x

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## **APPENDIX II**

## Public Company Performance

			PRO	DU	ICTS							
\$ in millions, except per share data		ck Price as	52-Week % Change		Market		Enterprise Value (EV)		LTM Revenue	EBITDA Margins	EV/LT Revenue	M EBITDA
· · ·		3/02/22	∕₀ Change	_	Сар		value (EV)		Revenue	IVIAIGIIIS	Revenue	EBIIDA
Supplies & Distribution  AmerisourceBergen Corporation	\$	148.85	23.2%	¢	31,640	¢	36,460	¢	221,101	1.5%	0.16x	10.9x
Becton, Dickinson and Company	Ą	245.58	(1.3%)	ڔ	70,393	ڔ	85,914	٧	19,928	26.4%	4.31x	16.3x
Cardinal Health, Inc.		58.04	(3.8%)		16,083		18,565		171,286	1.5%	0.11x	7.2x
FIGS, Inc.		16.01	(3.8%) N/A		2,580		2,384		420	3.0%	5.68x	NM
Henry Schein, Inc.		80.27	10.7%		11,196		12,294		12,401	8.5%	0.99x	11.6x
ICU Medical, Inc.		211.33	1.5%		5,111		4,605		1,316	17.6%	3.50x	19.9x
McKesson Corporation		306.60	63.5%		46,379		51,724		257,006	1.4%	0.20x	14.7x
Owens & Minor, Inc.		35.43	(1.8%)		2,721		3,819		9,785	5.0%	0.20x 0.39x	7.9x
Patterson Companies, Inc.		30.03	(6.6%)		3,004		3,541		6,422	3.8%	0.55x	14.6x
Premier, Inc.		35.77	1.2%		4,312		4,752		1,696	24.7%	2.80x	11.3x
West Pharmaceutical Services, Inc.		311.50	(5.2%)		23,426		23,089		2,881	31.2%	8.01x	25.7x
Mean		311.50	8.1%	ċ	19,713	ċ	·	ċ	•	11.3%	2.43x	14.0x
							22,468		64,022			
Median			(0.1%)	\$	11,196	\$	12,294	\$	9,785	5.0%	0.99x	13.1x
Durable Medical Equipment												
Invacare Corporation		1.55	(82.8%)		57		361		872	2.9%	0.41x	14.3x
ResMed Inc.		198.87	5.8%		29,253		29,883		3,539	31.1%	8.44x	27.2x
Mean			(38.5%)		14,655	\$	29,883	\$	3,539	31.1%	8.44x	27.2x
Median			5.8%	\$	14,655	\$	29,883	\$	3,539	31.1%	8.44x	27.2x
Medical Devices & Products												
Abbott Laboratories	\$	112.53	(6.3%)	\$	200,155		n/a	\$	44,514	30.3%	NA	NA
Baxter International Inc.		70.73	(17.5%)		35,781		51,169		13,545	23.4%	3.78x	16.2x
Boston Scientific Corporation		41.52	(4.8%)		60,194		n/a		12,162	26.6%	NA	NA
Hologic, Inc.		72.75	11.0%		17,953		18,755		5,392	45.9%	3.48x	7.6x
Johnson & Johnson		178.53	9.7%		474,863		497,548		94,880	34.2%	5.24x	15.4x
Medtronic plc		102.98	(21.3%)		140,003		161,679		31,785	30.2%	5.09x	16.8x
Mettler-Toledo International Inc.		1,282.67	(2.3%)		29,045		30,748		3,718	28.9%	8.27x	28.6x
Stryker Corporation		236.08	(10.1%)		91,124		104,264		17,430	26.4%	5.98x	22.6x
Teleflex Incorporated		281.33	(33.4%)		13,396		14,889		2,817	28.2%	5.28x	18.7x
Mean			(8.3%)	\$	118,057	\$	125,579	\$	25,138	30.5%	5.30x	18.0x
Median			(6.3%)	\$	60,194	\$	51,169	\$	13,545	28.9%	5.24x	16.8x
Specialty Devices & Products												
Abiomed, Inc.	\$	284.33	(11.3%)	Ś	13,052	Ś	12,933	\$	1,032	27.6%	12.53x	45.5x
AngioDynamics, Inc.	·	21.04	(13.4%)	Ċ	816	·	825	Ċ	306	3.3%	2.70x	NM
AtriCure, Inc.		54.46	(29.3%)		2,403		2,435		274	(13.4%)	8.87x	NM
Cardiovascular Systems, Inc.		19.89	(50.7%)		759		715		252	(8.9%)	2.84x	NM
DexCom, Inc.		406.04	5.2%		40,092		41,518		2,572	14.0%	NM	NM
Edwards Lifesciences Corporation		104.38	9.3%		65,769		65,426		5,357	33.2%	12.21x	36.7x
Glaukos Corporation		47.74	(49.3%)		2,237		2,520		294	(7.9%)	8.57x	NM
Globus Medical, Inc.		65.94	(8.1%)		6,736		6,548		958	27.6%	6.83x	24.7x
Inogen, Inc.		25.31	(61.3%)		575		366		358	5.4%	1.02x	19.0x
Intuitive Surgical, Inc.		239.59	(16.9%)		85,898		84,795		5,906	36.1%	14.36x	39.8x
LeMaitre Vascular, Inc.		43.48	(17.1%)		949		949		158	30.1%	6.00x	19.9x
Masimo Corporation		118.38	(49.1%)		6,270		5,557		1,239	25.1%	4.48x	17.8x
Utah Medical Products, Inc.		83.62	(4.2%)		309		244		50	53.2%	4.83x	9.1x
Mean		20.02	(22.8%)	\$	17,374	\$	17,295	Ś	1,443	17.3%	7.11x	26.6x
Median			(16.9%)		2,403		2,520		358	25.1%	6.42x	22.3x
Consumer			(====)0)	•	-,		-,3					
Prestige Consumer Healthcare Inc.		54.38	24.8%		2,744		4,285		1,058	34.0%	4.05x	11.9x
Mean		34.30	3.0%		13,349	Ś	15,736	Ś	4,994	29.6%	3.55x	12.0x
Median			3.0%		13,349		15,736		4,994	29.6%	3.55x	12.0x
			3.370	7	_3,543	7	_3,, 33	7	.,,,,,,	23.070	3.337	
Median			(5.7%)	Ś	13,396	Ś.	12,933	\$	3,539	25.2%	4.40x	16.3x
TVI Curtain			(3.7%)	7		7	,555	7	3,333		7.701	10.31