
SCOTT-MACON

INVESTMENT BANKING

HEALTHCARE INDUSTRY

Monthly Update | August 2022



M&A ADVISORY | VALUATION SERVICES | ADVISORY SERVICES | DEBT/EQUITY FINANCINGS

Introduction

We are pleased to provide you with Scott-Macon's August 2022 Healthcare Industry Update. Please contact Nate Cortright at 203-246-6527 or ncortright@scott-macon.com 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 13.4x EBITDA
- The provider segment M&A activity showed an average valuation for the last 18 months of 1.89x revenues and 11.2x EBITDA
- The products segment M&A activity showed an average valuation for the last 18 months of 2.46x revenues and 7.5x EBITDA
- These valuation statistics are more applicable for larger companies, since smaller transactions generally involve privately-held companies where transaction 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 and 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

\$ in millions	M&A Stats Jun-Aug-2022		Trailing 18mo M&A Median		Public Comps @ 8/31/22	
	# Deals	TEV	TEV / Revenue	TEV / EBITDA	TEV / Revenue	TEV / EBITDA
Healthcare IT and Tech-enabled Services	54	\$ 1,404.4	4.75x	15.0x	3.42x	26.5x
Consumer Driven Healthcare	2	-	5.44x	12.7x	2.99x	36.3x
Facilities Management	1	165.1	1.90x	NA	2.51x	17.2x
Workforce Solutions	6	200.0	NA	11.3x	1.00x	6.6x
Insurance - Commercial	3	70.0	NA	NA	0.83x	13.9x
Insurance - Government	-	-	0.21x	4.8x	1.50x	11.9x
Distribution	3	1,525.0	6.93x	NA	0.49x	14.4x
Labs	9	1,480.6	4.16x	15.1x	1.69x	7.3x
Services Segment	78	4,845.2	4.01x	13.4x	2.03x	14.4x
Acute	3	67.5	1.18x	9.0x	1.33x	8.1x
Senior Living / Long-term Care	16	78.8	2.27x	4.0x	1.57x	16.3x
Behavioral	15	6.8	1.55x	NA	3.19x	11.9x
Home Health	13	-	1.56x	14.1x	1.98x	20.2x
Specialty	79	2,594.6	2.26x	17.3x	1.63x	12.9x
Providers Segment	126	2,747.7	1.89x	11.2x	1.74x	13.4x
Supplies & Distribution	2	28.8	5.53x	NA	0.87x	11.2x
Durable Medical Equipment	3	3.1	1.45x	6.2x	4.81x	29.8x
Medical Devices & Products	9	300.0	2.99x	NA	4.44x	15.6x
Specialty Devices & Products	33	437.7	2.90x	15.8x	6.78x	26.2x
Consumer	2	-	NA	NA	3.30x	11.2x
Products Segment	49	\$ 769.6	2.46x	7.5x	4.27x	15.7x

(1) Based on Scott-Macon's Healthcare M&A database since 2001.

Trailing 18 Month M&A Transactions

SERVICES

Announced Date	Target	Buyer	Enterprise Value	Enterprise Value /	
				Revenue	EBITDA
07/12/2022	Sharps Compliance Corp.	Aurora Capital Partners	\$ 165.1	2.39x	NM
07/07/2022	Meridian Bioscience, Inc.	SD BioSensor, Inc	1,480.6	4.31x	14.2x
06/06/2022	Parata Systems, LLC	Becton, Dickinson and Company	1,525.0	6.93x	NA
05/23/2022	CynergisTek, Inc.	Clearwater Compliance, LLC	16.2	0.97x	NM
05/11/2022	Cannabis Sativa, Inc.	MJ Harvest, Inc.	12.5	7.01x	NM
04/18/2022	Epic Staffing Group	The Pritzker Organization, LLC	675.0	NA	11.3x
04/05/2022	Tivity Health, Inc.	Stone Point Capital, LLC	1,939.0	3.87x	12.7x
03/02/2022	Net Assets of Allscripts Hospitals and Large Physician Practices Business Segment	N. Harris Computer Corporation	700.0	0.75x	4.8x
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.	Omniceil, Inc.	82.4	5.88x	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
08/24/2021	Triple-S Management Corporation	GuideWell Mutual Holding Corporation	856.7	0.21x	4.8x
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	Omniceil, 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	62.3	0.10x	NA
05/12/2021	TruCode, LLC	Computer Programs and Systems, Inc.	70.9	5.67x	12.0x
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
Median			\$ 240.6	4.01x	13.4x

Note: \$ in millions. Information above only represents transactions with partial or full announced deal terms.

ND: SM proprietary deal stat has been included in the median.

NA: Not available.

NM: Not meaningful.

Trailing 18 Month M&A Transactions

PROVIDERS

Announced Date	Target	Buyer	Enterprise Value	Enterprise Value /	
				Revenue	EBITDA
07/08/2022	Aamani Healthcare Group	IL2M International Corp	\$ 51.8	8.52x	NA
06/09/2022	Vitrics Management Group, Inc.	Coala-Life Group AB (publ)	3.5	5.00x	NA
05/16/2022	Check Five, LLC	TMS Neurohealth Centers Inc.	27.3	0.53x	NA
05/16/2022	Aesthetic Enhancements, LLC	HLYK Florida, LLC	0.5	1.03x	NA
05/03/2022	NeighborMD, Inc.	Skylight Health Group Inc.	8.0	0.23x	NA
04/01/2022	Madden and Gilbert Physical Therapy, LP	U.S. Physical Therapy, Inc.	16.5	2.20x	NA
03/29/2022	LHC Group, Inc.	OptumHealth, Inc.	6,153.6	2.77x	22.4x
02/03/2022	SOC Telemed, Inc.	Patient Square Capital, LP	359.8	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	225.0	1.96x	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	338.9	3.64x	21.2x
10/01/2021	Telehospital Corp.	Leveljump Healthcare Corp.	5.4	1.14x	NA
09/02/2021	wisp, Inc.	WELL Health Technologies Corp.	69.6	2.32x	NA
08/20/2021	Diversicare Healthcare Services, Inc.	DAC Acquisition, LLC	396.1	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.	15.3	2.10x	NA
06/25/2021	Alliance Healthcare Services, Inc.	Akumin Corp.	1,492.3	3.09x	13.4x
06/16/2021	Tenet Divest 5 Florida Hospitals	Steward Health Care System, LLC	1,100.0	1.18x	9.0x
06/07/2021	Iora Health, Inc.	1Life Healthcare, Inc.	1,886.3	8.98x	NA
04/26/2021	Home Health and Hospice Assets of Frontier Home Health and Hospice	Encompass Health Corporation	99.0	2.75x	NA
04/20/2021	Five Points Healthcare, LLC	Aveanna Healthcare Holdings Inc.	64.4	1.80x	NA
04/01/2021	Five clinic physical therapy practice	U.S. Physical Therapy, Inc.	17.1	2.45x	NA
Median			\$ 22.2	1.89x	11.2x

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Trailing 18 Month M&A Transactions

PRODUCTS

Announced Date	Target	Buyer	Enterprise Value	Enterprise Value /	
				Revenue	EBITDA
07/27/2022	Integra Life Sciences Divestiture of Wound Care Business	Gentell, Inc.	\$ 28.8	1.07x	NA
06/07/2022	NorCal Respiratory, Inc.	Quipt Home Medical Corp.	3.1	0.97x	4.8x
05/04/2022	In2Bones Global, Inc.	CONMED Corporation	255.0	6.93x	NA
04/19/2022	Good Night Medical, LLC	Quipt Home Medical Corp.	7.0	0.93x	4.7x
04/18/2022	Natus Medical Incorporated	ArchiMed SAS	1,122.4	2.35x	17.0x
02/28/2022	IntriCon Corporation	Altaris Capital Partners, LLC	221.3	1.77x	21.8x
02/25/2022	Cardiac Insight Inc.	DREAMTECH Co., Ltd.	27,418.3	5.59x	NA
02/07/2022	Reproductive Health Business of Cook Medical Incorporated	The Cooper Companies, Inc.	875.0	5.54x	NA
01/10/2022	Apria, Inc.	Byram Healthcare Centers, Inc.	1,720.8	1.50x	6.2x
12/29/2021	Hydrofera, LLC	Essity AB (publ)	130.0	5.53x	NM
12/22/2021	Zevex Physical Evaluation	ADDvise Group AB (publ)	7.3	2.21x	6.6x
11/16/2021	At Home Health Equipment, Inc.	Quipt Home Medical Corp.	13.3	1.02x	NA
10/28/2021	Oscor, Inc.	Integer Holdings Corporation	220.4	3.87x	NA
10/05/2021	Lighthouse Imaging Corp.	Precision Optics Corporation, Inc.	8.4	1.86x	NM
09/30/2021	Simbex, LLC	Salona Global Medical Device Corporation	11.8	1.48x	NA
09/14/2021	Sizewise Rentals, LLC	Agiliti, Inc.	224.8	1.45x	7.5x
09/07/2021	Allied 100, LLC	Cardio Partners, Inc.	290.0	2.48x	14.5x
09/02/2021	Hill-Rom Holdings, Inc.	Baxter International Inc.	11,996.3	4.10x	20.9x
09/01/2021	RPB Safety/Goodman Brands/Abretec Group	GVS S.p.A.	194.4	5.20x	NA
08/06/2021	Intersect ENT, Inc.	Medtronic plc	1,015.7	9.90x	NM
08/03/2021	Submersible Systems, LLC	Brownie's Marine Group, Inc.	1.8	1.29x	NA
07/29/2021	Misonix, Inc.	Bioventus Inc.	542.7	7.33x	NM
07/28/2021	3D Systems	Surgical Science Sweden AB (publ)	305.0	7.48x	NA
06/29/2021	BayMedica Inc.	InMed Pharmaceuticals Inc.	4.0	5.57x	NA
06/05/2021	Medline Industries, Inc.	Hellman & Friedman, LLC	32,000.0	1.83x	NA
05/18/2021	Certain product lines of global respiratory product portfolio of Teleflex Incorporated	Medline Industries, Inc.	274.0	1.97x	NA
05/10/2021	Graham Medical Technologies, L.L.C.	ADDvise Group AB (publ)	5.8	1.73x	NA
05/03/2021	OBP Medical Corporation	CooperSurgical, Inc.	60.0	6.00x	NA
04/27/2021	PeriGen, Inc.	Halma plc	58.0	2.90x	NA
04/14/2021	BioDot, Inc.	ATS Automation Tooling Systems Inc.	88.7	2.46x	5.9x
04/12/2021	REV. 1 Engineering, Inc.	Asahi Intecc Co., Ltd.	27.4	4.75x	NA
04/11/2021	Luminex Corporation	DiaSorin S.p.A.	1,866.0	4.26x	19.8x
03/30/2021	Bioness Inc.	Bioventus Inc.	106.9	2.67x	NA
03/23/2021	Symp2Pass Inc	Predictmedix Inc.	5.0	2.20x	NA
Median			\$ 194.4	2.46x	7.5x

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Public Company Performance

SERVICES (1/2)

	Stock Price as of 8/31/22	52-Week % Change	Market Cap	Enterprise Value (EV)	LTM Revenue	EBITDA Margins	EV/LTM	
							Revenue	EBITDA
Healthcare IT and Tech-enabled Services								
Allscripts Healthcare Solutions,	\$ 17.00	10.7%	\$ 1,883	\$ 1,603	\$ 1,522	7.3%	1.05x	14.4x
Apollo Medical Holdings, Inc.	43.13	(43.2%)	1,953	1,942	955	12.3%	2.03x	16.5x
Doximity, Inc.	33.19	(63.9%)	6,421	6,323	362	31.2%	NM	56.1x
Definitive Healthcare Corp.	20.08	N/A	2,018	2,070	194	15.1%	10.67x	70.9x
Evolent Health, Inc.	36.75	49.6%	3,567	3,722	1,088	3.3%	3.42x	NM
Model N, Inc.	29.90	(11.8%)	1,108	1,074	212	(0.7%)	5.05x	NM
MultiPlan Corporation	3.52	(41.3%)	2,250	6,814	1,175	72.3%	5.80x	8.0x
NextGen Healthcare, Inc.	17.14	12.3%	1,166	1,143	604	4.8%	1.89x	39.5x
Omicell, Inc.	102.29	(34.1%)	4,530	4,906	1,258	10.6%	3.90x	36.6x
R1 RCM Inc.	21.85	10.8%	9,091	10,844	1,556	19.1%	6.97x	36.5x
Sharecare, Inc.	1.83	(75.5%)	645	443	429	(23.9%)	1.03x	NM
Mean		(30.5%)	\$ 2,371	\$ 2,782	\$ 668	4.6%	3.81x	30.6x
Median		(36.8%)	\$ 1,564	\$ 1,373	\$ 395	9.0%	3.42x	26.5x
Consumer Driven Healthcare								
23andMe Holding Co.	\$ 3.37	(60.8%)	\$ 1,522	\$ 1,126	\$ 277	(92.0%)	4.06x	NM
Accolade, Inc.	10.18	(78.5%)	725	710	336	(39.0%)	2.11x	NM
HealthEquity, Inc.	66.08	3.0%	5,575	6,400	795	21.6%	8.05x	37.2x
GoodRx Holdings, Inc.	6.10	(84.0%)	2,429	2,398	803	8.4%	2.99x	35.4x
One Medical	17.21	(29.8%)	3,370	3,824	891	(27.5%)	4.29x	NM
Teladoc Health, Inc.	31.06	(78.5%)	5,021	5,751	2,234	0.2%	2.57x	NM
Mean		(58.2%)	\$ 2,767	\$ 2,989	\$ 810	(23.9%)	3.74x	36.3x
Median		(78.5%)	\$ 2,429	\$ 2,398	\$ 795	(27.5%)	2.99x	36.3x
Facilities Management								
Agiliti, Inc.	\$ 16.06	(24.7%)	\$ 2,139	\$ 3,310	\$ 1,121	27.8%	2.95x	10.6x
Healthcare Services Group, Inc.	14.07	(46.2%)	1,042	1,036	1,688	3.2%	0.61x	19.3x
Stericycle, Inc.	50.09	(28.0%)	4,617	6,643	2,650	14.6%	2.51x	17.2x
Mean		(33.0%)	\$ 2,599	\$ 3,663	\$ 1,820	15.2%	2.02x	15.7x
Median		(28.0%)	\$ 2,139	\$ 3,310	\$ 1,688	14.6%	2.51x	17.2x
Workforce Solutions								
AMN Healthcare Services, Inc.	\$ 102.64	(9.6%)	\$ 4,441	\$ 5,225	\$ 5,220	15.1%	1.00x	6.6x
Cross Country Healthcare, Inc.	25.38	16.7%	970	1,187	2,558	11.2%	0.46x	4.2x
HealthStream, Inc.	22.13	(27.2%)	677	664	259	11.6%	2.56x	22.0x
Mean		(6.7%)	\$ 2,029	\$ 2,359	\$ 2,679	12.6%	1.34x	10.9x
Median		(9.6%)	\$ 970	\$ 1,187	\$ 2,558	11.6%	1.00x	6.6x

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Public Company Performance

SERVICES (2/2)

\$ in millions, except per share data	Stock Price as of 7/31/22	52-Week % Change	Market Cap	Enterprise Value (EV)	LTM Revenue	EBITDA Margins	EV/LTM	
							Revenue	EBITDA
Insurance - Commercial								
Cigna Corporation	\$ 283.45	33.9%	\$ 86,485	\$ 115,995	\$ 179,183	5.7%	0.65x	11.3x
Elevance Health Inc.	485.11	29.3%	116,427	134,477	149,134	6.6%	0.90x	13.6x
Humana Inc.	481.78	18.8%	60,971	69,040	90,512	5.4%	0.76x	14.2x
UnitedHealth Group Incorporated	519.33	24.8%	485,772	512,551	306,561	9.0%	1.67x	18.6x
Mean		26.7%	\$ 187,414	\$ 208,016	\$ 181,348	6.7%	1.00x	14.4x
Median		27.0%	\$ 101,456	\$ 125,236	\$ 164,159	6.2%	0.83x	13.9x
Insurance - Government								
agilon health, inc.	\$ 20.78	(40.6%)	\$ 8,539	\$ 7,928	\$ 2,245	(3.8%)	3.53x	NM
Alignment Healthcare, Inc.	15.21	(13.9%)	2,848	2,554	1,304	(8.6%)	1.96x	NM
Cano Health, Inc.	6.17	(48.5%)	1,431	2,487	2,385	(1.4%)	1.04x	NM
Centene Corporation	89.74	42.5%	51,294	60,087	130,241	4.5%	0.46x	10.3x
Clover Health Investments, Corp.	2.61	(69.6%)	1,247	949	2,564	(20.0%)	0.37x	NM
Molina Healthcare, Inc.	337.37	25.5%	19,601	17,680	29,435	4.5%	0.60x	13.5x
Oak Street Health, Inc.	26.20	(43.9%)	6,332	7,470	1,820	(23.5%)	4.10x	NM
Oscar Health, Inc.	6.63	(57.5%)	1,407	(583)	2,983	(19.0%)	NM	NM
Privia Health Group, Inc.	39.79	33.5%	4,430	4,150	1,176	(3.8%)	3.53x	NM
Mean		(19.2%)	\$ 10,792	\$ 11,414	\$ 19,350	(7.9%)	1.95x	11.9x
Median		(40.6%)	\$ 4,430	\$ 4,150	\$ 2,385	(3.8%)	1.50x	11.9x
Distribution								
CVS Health Corporation	\$ 98.15	13.6%	\$ 128,854	\$ 190,910	\$ 306,933	6.1%	0.62x	10.1x
Rite Aid Corporation	7.18	(59.5%)	399	6,490	24,422	1.7%	0.27x	15.9x
Walgreens Boots Alliance, Inc.	35.06	(30.9%)	30,301	66,249	134,516	3.4%	0.49x	14.4x
Mean		(25.6%)	\$ 53,185	\$ 87,883	\$ 155,290	3.7%	0.46x	13.5x
Median		(30.9%)	\$ 30,301	\$ 66,249	\$ 134,516	3.4%	0.49x	14.4x
Labs								
Laboratory Corporation of America	\$ 225.27	(25.7%)	\$ 20,364	\$ 25,667	\$ 15,715	22.1%	1.63x	7.4x
Quest Diagnostics Incorporated	125.31	(18.0%)	14,612	18,459	10,582	24.2%	1.74x	7.2x
Mean		(21.9%)	\$ 17,488	\$ 22,063	\$ 13,149	23.2%	1.69x	7.3x
Median		(21.9%)	\$ 17,488	\$ 22,063	\$ 13,149	23.2%	1.69x	7.3x
Median		(28.9%)	\$ 2,429	\$ 3,722	\$ 1,304	4.8%	2.03x	14.4x

Public Company Performance

PROVIDERS

\$ in millions, except per share data	Stock Price as of 8/31/22	52-Week % Change	Market Cap	Enterprise Value (EV)	LTM Revenue	EBITDA Margins	EV/LTM	
							Revenue	EBITDA
Acute								
Community Health Systems, Inc.	\$ 2.66	(78.4%)	\$ 343	\$ 12,934	\$ 12,392	11.8%	1.04x	8.9x
HCA Healthcare, Inc.	197.87	(21.8%)	56,794	96,635	60,105	20.4%	1.61x	7.9x
Nutex Health, Inc.	2.69	N/A	1,748	1,854	373	59.5%	4.97x	8.4x
Tenet Healthcare Corporation	56.50	(25.0%)	6,096	19,817	19,133	18.0%	1.04x	5.8x
Mean		(41.7%)	\$ 16,245	\$ 32,810	\$ 23,001	27.4%	2.17x	7.7x
Median		(25.0%)	\$ 3,922	\$ 16,376	\$ 15,763	19.2%	1.33x	8.1x
Senior Living / Long-term Care								
Brookdale Senior Living Inc.	\$ 4.40	(39.7%)	\$ 822	\$ 5,741	\$ 2,497	7.6%	2.30x	30.3x
Ensign Group, Inc.	85.30	4.4%	4,674	5,819	2,808	12.0%	2.07x	17.3x
InnovAge Holding Corp.	3.67	(75.6%)	497	384	697	4.6%	0.55x	12.0x
National HealthCare Corporation	69.45	(6.0%)	1,076	1,152	1,074	7.0%	1.07x	15.4x
Mean		(29.2%)	\$ 1,767	\$ 3,274	\$ 1,769	7.8%	1.50x	18.7x
Median		(22.8%)	\$ 949	\$ 3,447	\$ 1,785	7.3%	1.57x	16.3x
Behavioral								
Acadia Healthcare Company, Inc.	\$ 81.93	23.9%	\$ 7,443	\$ 8,891	\$ 2,449	21.9%	3.63x	16.6x
LifeStance Health Group, Inc.	6.29	(57.7%)	2,366	2,474	776	(38.9%)	3.19x	NM
Universal Health Services, Inc.	97.84	(37.2%)	7,140	12,036	13,048	12.9%	0.92x	7.2x
Mean		(23.6%)	\$ 5,649	\$ 7,801	\$ 5,424	(1.4%)	2.58x	11.9x
Median		(37.2%)	\$ 7,140	\$ 8,891	\$ 2,449	12.9%	3.19x	11.9x
Home Health								
Addus HomeCare Corporation	\$ 89.22	(0.8%)	\$ 1,420	\$ 1,545	\$ 905	8.4%	1.71x	20.2x
Amedisys, Inc.	118.45	(35.4%)	3,843	4,378	2,216	11.9%	1.98x	16.6x
Chemed Corporation	476.19	(0.1%)	7,066	7,316	2,141	19.9%	3.42x	17.2x
Option Care Health, Inc.	30.96	15.7%	5,630	6,584	3,716	7.8%	1.77x	22.6x
Signify Health, Inc.	27.90	7.3%	4,933	4,867	843	16.1%	5.77x	35.9x
Mean		(5.1%)	\$ 4,490	\$ 4,956	\$ 2,245	12.0%	2.22x	19.2x
Median		(0.4%)	\$ 4,737	\$ 5,481	\$ 2,179	10.2%	1.87x	18.7x
Specialty								
DaVita Inc.	\$ 85.29	(34.8%)	\$ 7,787	\$ 19,792	\$ 11,627	19.8%	1.70x	8.6x
Pediatrix Medical Group, Inc.	17.82	(44.5%)	1,483	2,340	1,960	13.5%	1.19x	8.9x
RadNet, Inc.	20.09	(36.0%)	1,151	2,497	1,365	13.7%	1.83x	13.4x
Select Medical Holdings Corporation	25.64	(25.8%)	3,228	8,141	6,278	10.0%	1.30x	12.9x
Surgery Partners, Inc.	27.53	(44.0%)	2,430	5,640	2,381	18.4%	2.37x	12.9x
U.S. Physical Therapy, Inc.	82.61	(29.6%)	1,074	1,289	522	15.7%	2.47x	15.7x
Mean		(37.3%)	\$ 2,940	\$ 6,293	\$ 3,959	14.7%	1.69x	11.9x
Median		(37.1%)	\$ 1,976	\$ 4,069	\$ 2,326	14.7%	1.63x	12.9x
Median		(34.8%)	\$ 2,829	\$ 5,691	\$ 2,326	13.2%	1.74x	13.4x

Public Company Performance

PRODUCTS (1/2)

\$ in millions, except per share data	Stock Price as	52-Week	Market	Enterprise	LTM	EBITDA	EV/LTM	
	of 8/31/22	% Change	Cap	Value (EV)	Revenue	Margins	Revenue	EBITDA
Supplies & Distribution								
AmerisourceBergen Corporation	\$ 146.56	19.9%	\$ 30,376	\$ 34,699	\$ 236,325	1.5%	0.15x	9.7x
Becton, Dickinson and Company	252.42	0.3%	71,989	85,796	20,075	27.2%	4.27x	15.7x
Cardinal Health, Inc.	70.72	34.7%	19,272	20,403	181,364	1.3%	0.11x	8.7x
FIGS, Inc.	11.56	(71.8%)	1,911	1,761	464	11.2%	3.80x	34.0x
Henry Schein, Inc.	73.41	(2.9%)	9,992	11,092	12,718	8.5%	0.87x	10.2x
ICU Medical, Inc.	159.00	(20.2%)	3,800	5,290	1,781	12.2%	2.97x	24.4x
McKesson Corporation	367.00	79.8%	52,749	57,948	268,446	1.3%	0.22x	17.1x
Owens & Minor, Inc.	29.51	(20.8%)	2,250	5,060	9,876	4.6%	0.51x	11.2x
Patterson Companies, Inc.	27.89	(9.0%)	2,715	3,284	6,408	4.9%	0.51x	10.4x
Premier, Inc.	35.24	(5.2%)	4,161	4,572	1,433	29.3%	3.19x	10.9x
West Pharmaceutical Services, Inc.	296.69	(34.3%)	21,969	21,583	2,929	31.2%	7.37x	23.6x
Mean		(2.7%)	\$ 20,108	\$ 22,863	\$ 67,438	12.1%	2.18x	16.0x
Median		(5.2%)	\$ 9,992	\$ 11,092	\$ 9,876	8.5%	0.87x	11.2x
Durable Medical Equipment								
Invacare Corporation	\$ 0.87	(89.8%)	\$ 33	\$ 377	\$ 840	1.5%	0.45x	30.5x
ResMed Inc.	219.92	(24.3%)	32,202	32,846	3,578	31.4%	9.18x	29.2x
Mean		(57.0%)	\$ 16,117	\$ 32,846	\$ 3,578	31.4%	9.18x	29.2x
Median		(24.3%)	\$ 16,117	\$ 32,846	\$ 3,578	31.4%	9.18x	29.2x
Medical Devices & Products								
Abbott Laboratories	\$ 102.65	(18.8%)	\$ 179,763	\$ 187,667	\$ 45,548	30.6%	4.12x	13.5x
Baxter International Inc.	57.46	(24.6%)	28,937	44,241	14,193	22.9%	3.12x	13.6x
Boston Scientific Corporation	40.31	(10.7%)	57,708	66,761	12,329	26.3%	5.41x	20.6x
Hologic, Inc.	67.56	(14.6%)	16,867	17,336	5,226	45.1%	3.32x	7.3x
Johnson & Johnson	161.34	(6.8%)	424,192	445,806	95,588	33.9%	4.66x	13.8x
Medtronic plc	87.92	(34.1%)	116,906	137,976	31,070	28.2%	4.44x	15.7x
Mettler-Toledo International Inc.	1,212.46	(21.9%)	27,288	29,107	3,865	29.5%	7.53x	25.5x
Stryker Corporation	205.20	(25.9%)	77,631	90,439	17,629	25.8%	5.13x	19.9x
Teleflex Incorporated	226.26	(42.8%)	10,612	12,124	2,808	27.7%	4.32x	15.6x
Mean		(22.3%)	\$ 104,434	\$ 114,606	\$ 25,362	30.0%	4.67x	16.2x
Median		(21.9%)	\$ 57,708	\$ 66,761	\$ 14,193	28.2%	4.44x	15.6x

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Public Company Performance

PRODUCTS (2/2)

\$ in millions, except per share data	Stock Price as of 7/31/22	52-Week % Change	Market Cap	Enterprise Value (EV)	LTM Revenue	EBITDA Margins	EV/LTM	
							Revenue	EBITDA
Specialty Devices & Products								
Abiomed, Inc.	\$ 259.28	(28.8%)	\$ 11,787	\$ 11,607	\$ 1,056	26.4%	10.99x	41.6x
AngioDynamics, Inc.	22.14	(21.8%)	863	866	316	2.2%	2.74x	NM
AtriCure, Inc.	45.62	(38.0%)	2,118	2,138	303	(12.2%)	7.06x	NM
Cardiovascular Systems, Inc.	13.21	(63.1%)	541	497	236	(13.0%)	2.10x	NM
DexCom, Inc.	82.21	(37.9%)	32,274	33,676	2,673	14.0%	12.60x	NM
Edwards Lifesciences Corporation	90.10	(23.1%)	55,857	55,342	5,355	33.3%	10.33x	31.1x
Glaukos Corporation	48.55	(18.6%)	2,309	2,590	288	(16.8%)	8.98x	NM
Globus Medical, Inc.	59.19	(27.5%)	5,890	5,740	974	27.0%	5.89x	21.8x
Inogen, Inc.	28.63	(51.6%)	655	456	353	0.3%	1.29x	NM
Intuitive Surgical, Inc.	205.74	(41.4%)	73,472	71,936	5,964	34.0%	12.06x	35.5x
LeMaitre Vascular, Inc.	49.38	(12.8%)	1,085	1,081	160	28.1%	6.78x	24.1x
Masimo Corporation	146.89	(45.9%)	7,716	8,501	1,504	21.5%	5.65x	26.2x
Utah Medical Products, Inc.	91.90	3.7%	335	269	51	52.7%	5.25x	10.0x
Mean		(31.3%)	\$ 14,992	\$ 14,977	\$ 1,480	15.2%	7.06x	27.2x
Median		(28.8%)	\$ 2,309	\$ 2,590	\$ 353	21.5%	6.78x	26.2x
Consumer								
Prestige Consumer Healthcare Inc.	\$ 50.58	(11.9%)	\$ 2,517	\$ 3,981	\$ 1,095	33.2%	3.64x	11.0x
Mean		(9.1%)	\$ 12,631	\$ 15,154	\$ 4,982	29.6%	3.30x	11.2x
Median		(9.1%)	\$ 12,631	\$ 15,154	\$ 4,982	29.6%	3.30x	11.2x
Median		(21.8%)	\$ 11,787	\$ 12,124	\$ 3,578	25.9%	4.27x	15.7x

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.

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



Sources

1. Pitchbook
2. S&P CapitalIQ
3. Scott-Macon proprietary transaction information
4. SEC Filings

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CONTACTS

Nathan D. Cortright
 Managing Director
 Group Head, Healthcare
ncortright@scott-macon.com
 (203) 246-6527

Robert B. Dimmitt
 Senior Managing Director
rdimmitt@scott-macon.com
 (212) 755-8200

Alex L. Scott
 Managing Director
ascott@scott-macon.com
 (212) 755-8200

Jeffrey M. Tepper
 Managing Director
jtepper@scott-macon.com
 (212) 755-8200

George B. James
 Vice President
gjames@scott-macon.com
 (773) 526-6027

John H. Romei
 Associate
jromei@scott-macon.com
 (201) 841-3396

Kirubel Misgina
 Associate
kjmisgina@scott-macon.com
 (212) 755-8200

Select Healthcare Transactions

 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	 <p>has entered into a debt facility with</p> 	 <p>has been acquired by</p> 	 <p>has acquired</p> 	 <p>has been acquired by</p> 
 <p>has been recapitalized by</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	 <p>has acquired</p> 	 <p>has been acquired by</p> 
 <p>has been acquired by</p>  <p>a portfolio company of</p> 	 <p>has been acquired by</p> 	<p>Pioneer HealthCare</p> <p>has been acquired by a joint venture between</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 
 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 
 <p>has sold its securement division to</p> 	 <p>has acquired</p> 	 <p>has acquired</p> 	 <p>has acquired</p> 	 <p>has sold its managed care business to</p> 	<p>Medical Bill Audits</p> <p>has been acquired by</p> 

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