

# Life Sciences & Healthcare

## Quarterly Update

Q1 2025



# Deloitte Corporate Finance’s Life Sciences & Healthcare Practice

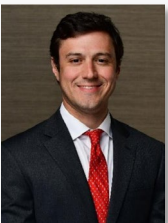
**Deloitte Corporate Finance LLC (DCF)** is a leading, global middle-market M&A adviser. Our professionals have extensive knowledge in the life sciences and healthcare spaces and use their experience to help clients enhance value.



## Life Sciences & Healthcare Leadership



**Simon Gisby**  
Managing Director  
New York, NY  
sgisby@deloitte.com



**Eric Steinberg**  
Senior Vice President  
Charlotte, NC  
esteinberg@deloitte.com



**AJ Silverman**  
Senior Associate  
Charlotte, NC  
ajsilverman@deloitte.com



## Firm Overview

#2

2024 Global M&A  
Advisor by deals  
completed.<sup>(1)</sup>

623

Completed deals  
in 2024.

- Deep relationships in place to gain **critical strategic intelligence** and effectively market businesses.
- Worldwide, DCF has access to **2,400 Corporate Finance professionals** throughout the Deloitte Touche Tohmatsu Limited network of member firms in 60 countries that complement the North American team.
- **Second ranked global M&A advisor by deals completed** in 2024 according to Mergermarket.<sup>(1)</sup>



## Sector Focus

- Healthcare services
- Healthcare technology
- Life sciences and pharma services
- Medical devices and supplies
- Payors and payor services

**Footnote(s):** (1) Refer to the appendix on slide 9 for sources.  
Copyright © 2025 Deloitte Development LLC. All rights reserved.

# Table of contents

Deloitte thought leadership

3

Healthcare services

4

Healthcare technology

5

Life Sciences and pharma services

6

Medical devices and supplies

7

Payors and payor services

8

Appendix

9





## Deloitte thought leadership

- Deloitte stays abreast of industry trends and makes significant investments in producing cutting-edge thought leadership.
- Deloitte is deeply committed to providing insights that help keep clients on the forefront of critical trends.
- Focused research on industry drivers and trends enables Deloitte to demonstrate eminence in the life sciences and health care market by redefining the lens through which industry leaders operate.

## Extensive knowledge network

- DCF leverages its expansive, cross-business knowledge network, extensive consulting reports, and in-depth industry research to help drive results and provide differentiated insights for our clients.



## Recent insights





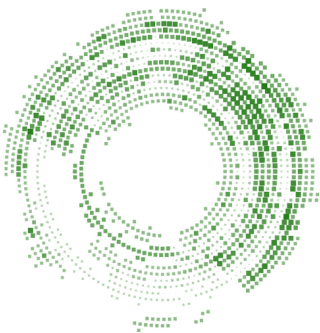
# Healthcare Technology

## Sector Trends <sup>(1)</sup>

In Q1 2025, private equity deal activity in the Healthcare Technology sector continued to focus on the digital health, IT, and software space. Additionally, there was moderate activity in the revenue cycle management (RCM) industry. Corresponding activity in Q1 was largely driven by solution-focused initiatives, including investments in digital interaction technologies, enhanced information sharing among care providers to reduce readmissions, advanced analytics for commercialization, and technologies aimed at cost control and value-based care. As the digital health market continues to mature, larger companies are strategically acquiring innovative startups to broaden their product portfolios and extend their market reach.

## Select Recent M&A Activity<sup>(2)</sup>

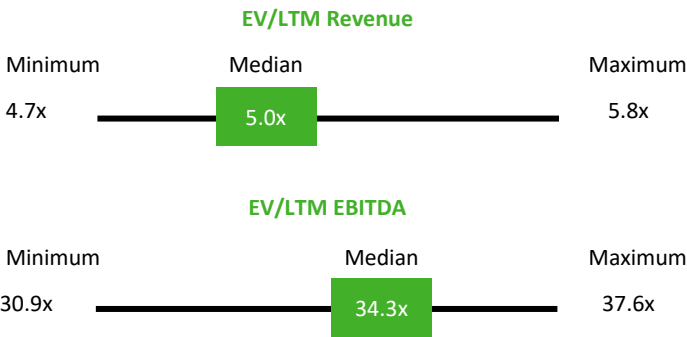
Close Date	Target	Acquiror	Implied EV (\$M)
March 2025	Modernizing Medicine, Inc.	ClearLake Capital Group LP	\$4,770.0
January 2025	Access Healthcare	New Mountain Capital	\$1,450.0
January 2025 <sup>(5)</sup>	Upfront Healthcare Services, Inc.	Health Catalyst, Inc.	\$112.3
February 2025	Singular Genomics Systems, Inc.	Deerfield Management Co LP	\$51.2
March 2025	Dieta, Inc.	Cylinder Health, Inc.	N/A



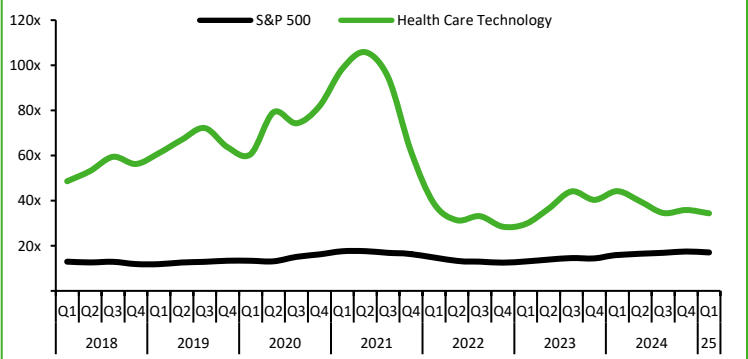
## Select Public Comparables<sup>(3)</sup>

Company Name	Enterprise Value (\$M)
Veeva Systems, Inc.	\$32,003.9
Claritev Corporation	\$4,870.6
Omnicell, Inc.	\$1,649.6
Teladoc Health, Inc.	\$1,633.9
Health Catalyst, Inc.	\$314.3
American Well Corporation	(\$96.7)

## Sector Trading Metrics<sup>(4)</sup>



## Historical EV/EBITDA Multiples<sup>(4)</sup>



**Footnote(s):** (1-4) Refer to the appendix on slide 9 for sources , (5) Deals are announced and in-progress.  
Copyright © 2025 Deloitte Development LLC. All rights reserved.



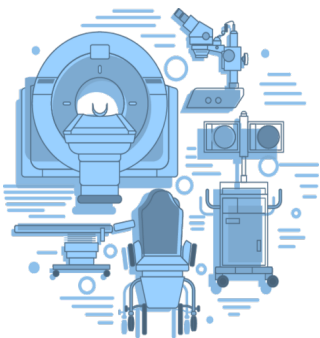
# Medical Devices and Supplies

## Sector Trends <sup>(1)</sup>

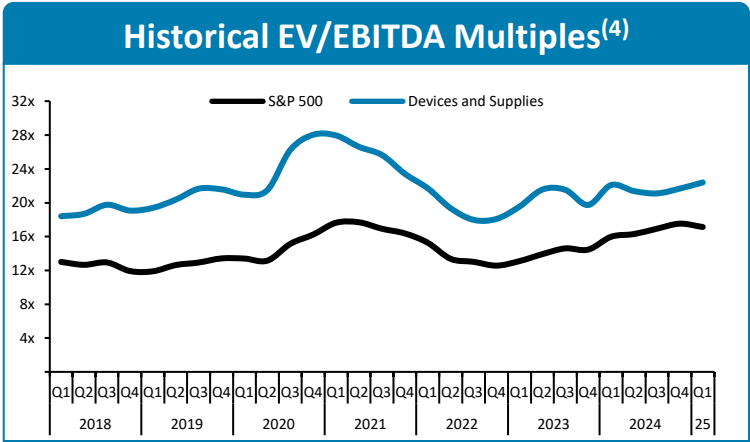
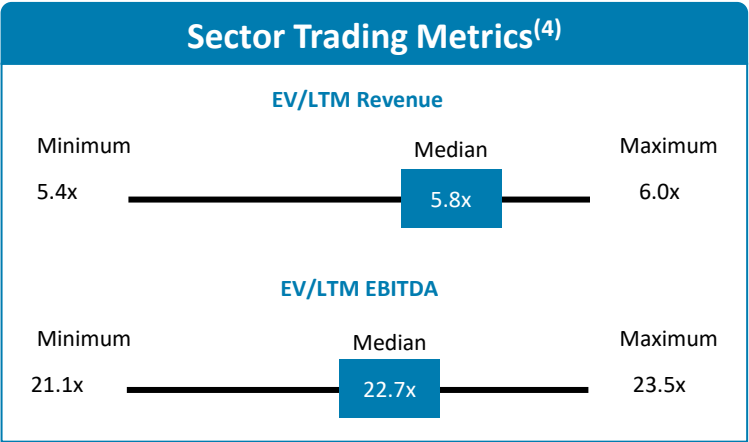
In Q1 2025, the Medical Devices and Supplies sector experienced moderate growth. Tailwinds include an increase in demand for remote patient monitoring devices and the respective market size expected to grow towards \$285.9B in 2034 from \$59.9B in 2025 at a CAGR of 18.9%. The adoption of digital health platforms has helped fuel the demand for the supporting devices, increasing the value of care through more accurate data analysis. As the US population continues to age, there will be a steady volume for consumable devices that grow in-line with healthcare utilization ultimately driving M&A activity.

## Select Recent M&A Activity<sup>(2)</sup>

Close Date	Target	Acquiror	Implied EV (\$M)
February 2025	Inari Medical, Inc.	Stryker Corporation	\$4,808.8
January 2025	Tyber Medical	Montagu Private Equity	\$237.5
January 2025	Avenova	RoundTable Healthcare Partners	\$11.5
January 2025 <sup>(5)</sup>	MicroSort Reproductive Technology	NewGenIvf Group Limited	\$5.0
March 2025	Antibe Therapeutics, Inc.	Taro Pharmaceuticals Inc.	\$3.1



Select Public Comparables <sup>(3)</sup>	
Company Name	Enterprise Value (\$M)
Johnson & Johnson, Inc.	\$381,421.2
Abbott Laboratories Corporation	\$235,684.1
Stryker Corporation	\$151,588.4
Medtronic, Inc.	\$132,405.3
Becton, Dickinson and Company	\$82,934.1
Baxter International, Inc.	\$29,194.7



**Footnote(s):** (1-4) Refer to the appendix on slide 9 for sources , (5) Deals are announced and in-progress.  
Copyright © 2025 Deloitte Development LLC. All rights reserved.



# Payors and Payor Services

## Sector Trends <sup>(1)</sup>

In Q1 2025, the payors and payor services industry experienced moderate M&A activity driven by an increase in Medicare and Medicaid dual-eligible populations, along with expanded offerings from third-party administrators in commercial insurance. Over the past five years, third-party administrator revenue has grown at a CAGR of 2.4%, reaching \$319.8B, with a 1.4% increase in 2025 alone. As business activity is anticipated to rebound heading into 2025, the demand for third-party administration services and insurance plans is expected to rise, thereby driving an increase in M&A activity.

## Select Recent M&A Activity<sup>(2)</sup>

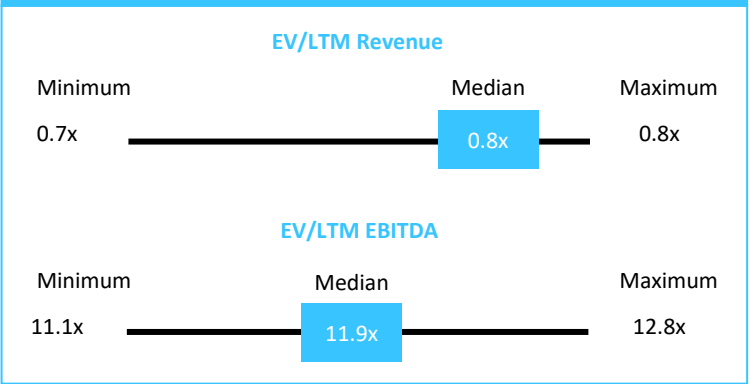
Close Date	Target	Acquiror	Implied EV (\$M)
March 2025	Cigna (Medicare Business)	Health Care Service Corporation	\$3,700.0
January 2025	Common Ground Healthcare Co-op	Caresource Management Group Co	N/A
March 2025	Blackmaple Group, LLC	Pandion Optimization Alliance	N/A
March 2025	Glidian, Inc.	TIS International (USA), Inc.	N/A
February 2025	Wakefield & Associates, LLC	Revco Solutions, LLC	N/A



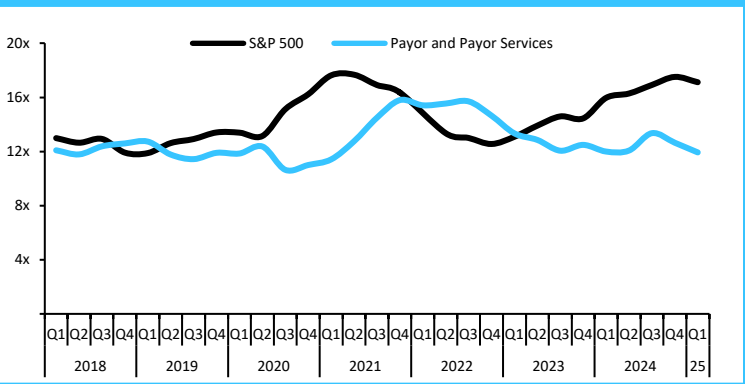
## Select Public Comparables<sup>(3)</sup>

Company Name	Enterprise Value (\$M)
UnitedHealth Group, Inc.	\$536,228.3
Elevance Health, Inc.	\$121,008.1
The Cigna Group Corporation	\$120,816.8
Humana, Inc.	\$41,522.2
Centene Corporation	\$32,830.8
Molina Healthcare, Inc.	\$12,056.7

## Sector Trading Metrics<sup>(4)</sup>



## Historical EV/EBITDA Multiples<sup>(4)</sup>



**Footnote(s):** (1-4) Refer to the appendix on slide 9 for sources.  
Copyright © 2025 Deloitte Development LLC. All rights reserved.

# Appendix

## Citations

### Page 1:

1. [Mergermarket](#). Accessed March 27, 2025. Data as of March 27, 2025.

### Page 4:

1. Sector trends in Q1, 2025.
  - a. [HFMA](#). *Hospital M&A forecast*. Accessed March 27, 2025. Data as of March 27, 2025.
  - b. [Fierce healthcare](#). *Healthcare poised for robust M&A activity 2025*. Accessed March 27, 2025. Data as of March 27, 2025.
  - c. [IMA](#). *Healthcare Economic Overview and Market Update* Accessed March 27, 2025. Data as of March 27, 2025.
  - d. [Healthcare Dealflow](#). *Private Equity Deals of the Month*. Accessed March 27, 2025. Data as of March 27, 2025.
2. Relevant transactions in Q1, 2025.
  - a. [S&P Capital IQ](#). Accessed March 27, 2025. Data as of March 27, 2025.
3. Select public comparables set in Q1, 2025.
  - a. [PitchBook](#). Accessed April 2, 2025. Data as of April 1, 2025.
4. Expanded public comparables set in Q2, 2023.
  - a. [S&P Capital IQ](#). Accessed April 1, 2025. Data as of April 1, 2025.

### Page 5:

1. Sector trends in Q1, 2025.
  - a. [Healthcare.Digital](#). *Healthtech Key Priorities for Strategic and Financial Acquirers*. Accessed March 27, 2025. Data as of March 27, 2025.
  - b. [Healthcare Dealflow](#). *Private Equity Deals of the Month*. Accessed March 27, 2025. Data as of March 27, 2025.
2. Relevant transactions in Q1, 2025.
  - a. [S&P Capital IQ](#). Accessed March 25, 2024. Data as of March 27, 2025.
3. Select public comparables set in Q2, 2023.
  - a. [PitchBook](#). Accessed April 2, 2025. Data as of April 1, 2025.
4. Expanded public comparables set in Q2, 2023.
  - a. [S&P Capital IQ](#). Accessed April 1, 2025. Data as of April 1, 2025.

### Page 6:

1. Sector trends in Q1, 2025.
  - a. [Deloitte](#). *2025 life sciences outlook*. Accessed March 27, 2025. Data as of March 27, 2025.
  - b. [IMAP](#). *Pharma Services Sector Update February 2025*. Accessed March 27, 2025. Data as of March 27, 2025.
  - c. [Mordor Intelligence](#). *Specialty Pharmaceuticals Market Size & Share Analysis*. Accessed March 27, 2025. Data as of March 27, 2025.
2. Relevant transactions in Q1, 2025.
  - a. [S&P Capital IQ](#). Accessed March 25, 2024. Data as of March 27, 2025.
3. Select public comparables set in Q2, 2023.
  - a. [PitchBook](#). Accessed April 2, 2025. Data as of April 1, 2025.
1. Expanded public comparables set in Q2, 2023.
  - a. [S&P Capital IQ](#). Accessed April 1, 2025. Data as of April 1, 2025.

### Page 7:

1. Sector trends in Q1, 2025.
  - a. [Goodwin Law](#). *Medtech M&A and VC Signal Positive Momentum Entering 2025*. Accessed March 27, 2025. Data as of March 27, 2025.
  - b. [Medical Product Outsourcing](#). *Software as a Medical Device*. Accessed March 27, 2025. Data as of March 27, 2025.
  - c. [Custom Market Insights](#). *Global Remote Patient Monitoring Device Market 2025 – 2034*. Accessed March 27, 2025. Data as of March 27, 2025.
2. Relevant transactions in Q1, 2025.
  - a. [S&P Capital IQ](#). Accessed March 25, 2024. Data as of March 27, 2025.
3. Select public comparables set in Q2, 2023.
  - a. [PitchBook](#). Accessed April 2, 2025. Data as of April 1, 2025.
4. Expanded public comparables set in Q2, 2023.
  - a. [S&P Capital IQ](#). Accessed April 1, 2025. Data as of April 1, 2025.

## Citations

Page 8:

- 1. Sector trends in Q1, 2025.
  - a. IBIS. *Third-Party Administrators & Insurance Claims Adjusters in the US - Market Research Report*. Accessed March 27, 2025. Data as of March 27, 2025.
- 2. Relevant transactions in Q1, 2025.
  - a. S&P Capital IQ. Accessed March 25, 2025. Data as of March 25, 2025.
- 3. Select public comparables set in Q2, 2023.
  - a. PitchBook. Accessed April 2, 2025. Data as of April 1, 2025.
- 4. Expanded public comparables set in Q2, 2023.
  - a. S&P Capital IQ. Accessed July 23, 2023. Data as of April 1, 2025.



This newsletter is a periodic compilation of certain completed and announced merger and acquisition activity. Information contained in this newsletter should not be construed as a recommendation to sell or a recommendation to buy any security. Any reference to or omission of any reference to any company in this newsletter shall not be construed as a recommendation to sell, buy or take any other action with respect to any security of any such company. We are not soliciting any action with respect to any security or company based on this newsletter. This newsletter is published solely for the general information of clients and friends of Deloitte Corporate Finance LLC. It does not take into account the particular investment objectives, financial situation, or needs of individual recipients. Certain transactions, including those involving early-stage companies, give rise to substantial risk and are not suitable for all investors. This newsletter is based on information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied upon as such. Prediction of future events is inherently subject to both known risks, uncertainties and other factors that may cause actual results to vary materially. We are under no obligation to update the information contained in this newsletter. We and our affiliates and related entities, partners, principals, directors, and employees, including persons involved in the preparation or issuance of this newsletter, may from time to time have “long” and “short” positions in, and buy or sell, the securities, or derivatives (including options) thereof, of companies mentioned herein. The companies mentioned in this newsletter may be: (i) investment banking clients of Deloitte Corporate Finance LLC; or (ii) clients of Deloitte Financial Advisory Services LLP and its related entities. The decision to include any company for mention or discussion in this newsletter is wholly unrelated to any audit or other services that Deloitte Corporate Finance LLC may provide or to any audit services or any services that any of its affiliates or related entities may provide to such company. No part of this newsletter may be copied or duplicated in any form by any means or redistributed without the prior written consent of Deloitte Corporate Finance LLC.

#### **About Deloitte Corporate Finance**

Deloitte Corporate Finance LLC (DCF), a broker-dealer registered with the U.S. Securities and Exchange Commission (SEC) and member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC), is an indirect wholly-owned subsidiary of Deloitte Financial Advisory Services LLP and affiliate of Deloitte Transactions and Business Analytics LLP. Investment banking or other services that would require registration as a broker-dealer with the SEC and membership in FINRA would be provided exclusively by DCF. For more information, visit [www.investmentbanking.deloitte.com](http://www.investmentbanking.deloitte.com). Please see [www.deloitte.com/us/about](http://www.deloitte.com/us/about) for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

#### **About Deloitte**

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee (DTTL), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as Deloitte Global) does not provide services to clients. In the United States, Deloitte refers to one or more of the US member firms of DTTL, their related entities that operate using the “Deloitte” name in the United States and their respective affiliates. Certain services may not be available to attest clients under the rules and regulations of public accounting. Please see [www.deloitte.com/about](http://www.deloitte.com/about) to learn more about our global network of member firms.