



Life Sciences & Health Care Quarterly update

Q4 2018

How 3D Printing Can Revolutionize Health Care⁽¹⁾

Health plans, providers, life sciences companies, and the government are facing rising costs and inconsistent outcomes. They are working to achieve the triple goal of improving care, improving health, and reducing costs. Advancements in 3D printing technology offers stakeholders across the Life Sciences and Health Care (LSHC) space a triple-pronged approach to help achieve these goals.

3D printing is a process that works by building solid, three-dimensional objects from a digital model, adding materials layer by layer, rather than producing a final product by cutting away excess. 3D printing technologies are driving innovation across the health care continuum, with significant and wide-ranging benefits including:

Greater access to health care products and technology



Metal 3D printing technology can produce orthotics and orthotic devices up to ten times faster and at a 50 percent cost-per-part reduction in cost compared to traditional production methods.⁽²⁾

Availability of specialized medical devices



Using 3D printing technology to convert digitally-designed concepts to physical objects provides medical engineers the flexibility to create bespoke products for specific users, such as custom-tailored prosthetics and braces.⁽³⁾

Improved procedural outcomes



3D printing technology is being used to design patient-specific organ replicas that surgeons use for practice before performing complicated operations. This technique has been proven to reduce procedural risk and minimize trauma for patients.⁽⁴⁾

Key 3D printing M&A value drivers

Implementing and leveraging advances in 3D printing technologies is expected to play a continued role in driving M&A activity across the LSHC sector, with key M&A drivers including:

- **Streamlining supply chains:** The efficient and scalable benefits of 3D Printing technologies can decrease medical costs and enable health care providers to more effectively compete in the marketplace.
- **Mass product customization:** Harnessing the power of 3D printing technology allows healthcare professionals to produce previously unavailable or outdated medical devices and specialized products.
- **Large runway for growth:** As the barriers for widespread adoption of 3D printing technologies are lowered and regulations loosened, the global 3D printing market is projected to grow at a CAGR of 24 percent through 2023.⁽⁵⁾

Recent relevant M&A activity

Prodways Group acquires Surdifuse and L'Embout Français:

In December 2018, Prodways group, a French 3D printer producer and service provider, announced its acquisition of hearing aid manufacturers Surdifuse and L'Embout Français. Prodways Group plans to accelerate production of customized 3D printed medical devices such as customized ear tips for hearing aids.⁽⁶⁾

AddUp acquires Poly-Shape:

On September 17, 2018, France-based AddUp, a global diversified 3D printing solutions company, announced its acquisition of Poly-Shape, a French 3D printing technology company offering design and production services across a variety of industries, including medicine and tooling. The acquisition will allow AddUp to expand its portfolio of applications, and specifically to strengthen its presence within the health care device market.⁽⁷⁾

In this update

- 3D printing technologies offer cost efficiency, productivity, and enhanced capabilities across the Health Care landscape.

Also:

- Selected recent Life Sciences & Health Care (LSHC) M&A transactions
- LSHC sector breakdown and analysis
- Selected macroeconomic and sector data

Who we are

Deloitte Corporate Finance LLC ("DCF") is a leading global middle market M&A advisor. DCF's professionals have extensive knowledge of and experience in the Life Sciences & Health Care space.

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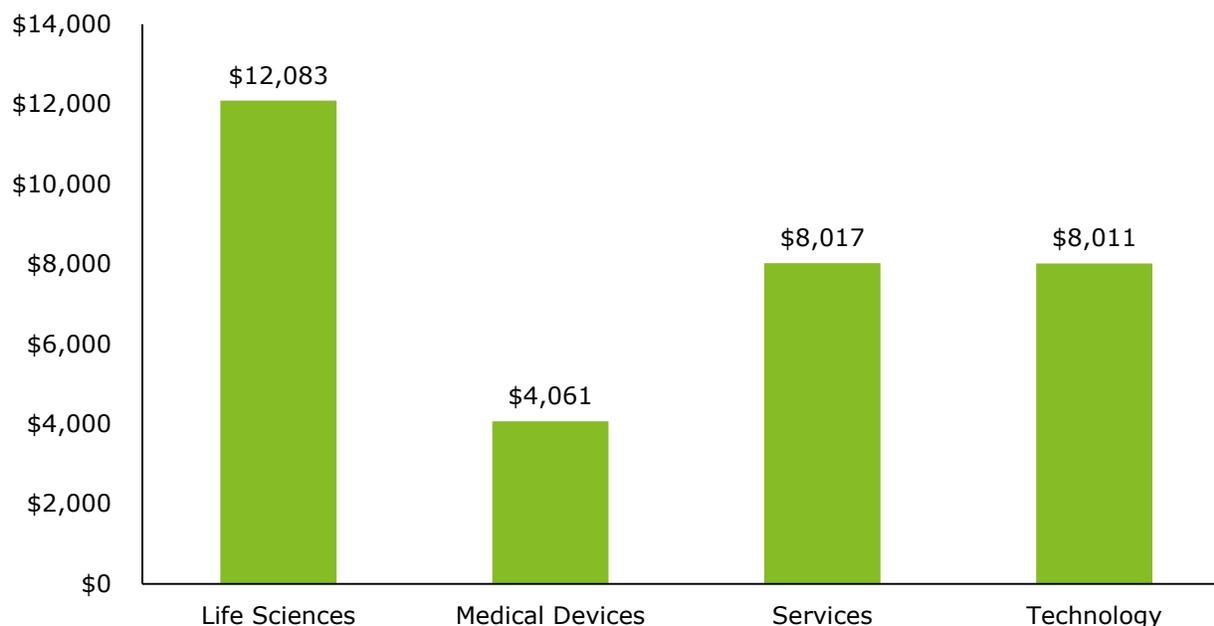
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Q4 2018 US LSHC M&A aggregate transaction value and EBITDA multiples⁽¹⁾⁽ⁱ⁾

Aggregate transaction value (\$ in millions)



Q4 2018 US LSHC M&A activity deal list ⁽²⁾⁽ⁱ⁾

Date announced	Status	Sub-sector	Target	Buyer	Size (\$MM) transaction
27-Dec-18	Announced	Services	Millipede Inc.	Boston Scientific Corporation (NYSE:BSX)	\$450.0
18-Dec-18	Announced	Technology	Orbis Education Services, LLC	Grand Canyon Education, Inc. (NasdaqGS:LOPE)	362.5
18-Dec-18	Announced	Medical Devices	Ceterix Orthopaedics	Smith & Nephew plc (LSE:SN.)	105.0
18-Dec-18	Announced	Services	Civitas Solutions, Inc. (NYSE:CIVI)	Centerbridge Partners, L.P.	1,375.6
17-Dec-18	Closed	Medical Devices	All Assets of Vascular Insights, LLC	Merit Medical Systems, Inc. (NasdaqGS:MMSI)	60.0
14-Dec-18	Closed	Life Sciences	Potenza Therapeutics, Inc.	Astellas Pharma Inc. (TSE:4503)	404.7
13-Dec-18	Announced	Life Sciences	Perosphere Inc.	AMAG Pharmaceuticals, Inc. (NasdaqGS:AMAG)	423.2
13-Dec-18	Announced	Medical Devices	Buffalo Filter LLC	CONMED Corporation (NasdaqGS:CNMD)	365.0
12-Dec-18	Announced	Services	Aurora Diagnostics, LLC	Sonic Healthcare Limited (ASX:SHL)	540.0
12-Dec-18	Announced	Life Sciences	Substantially All The Assets Of Synergy Pharmaceuticals Inc.	Bausch Health Ireland Limited	200.0
10-Dec-18	Closed	Technology	Netsmart LLC.	AlpInvest Partners B.V.; TA Associates Management, L.P.	566.6
5-Dec-18	Announced	Life Sciences	OncoMed Pharmaceuticals, Inc. (NasdaqGS:OMED)	Mereo BioPharma Group plc (AIM:MPH)	173.5
4-Dec-18	Closed	Services	GeBBS Healthcare Solutions, Inc.	Chryscapital	140.0

Notes:

i) Only US deals with reported transaction size greater than \$30MM listed.

Q4 2018 US LSHC M&A activity deal list ⁽¹⁾ (i)

Date announced	Status	Sub-sector	Target	Buyer	Size (\$MM) transaction
3-Dec-18	Announced	Life Sciences	Tesaro, Inc. (NasdaqGS:TSRO)	GlaxoSmithKline plc (LSE:GSK)	5,467.5
3-Dec-18	Closed	Technology	Reciprocal Labs Corporation	ResMed Inc. (NYSE:RMD)	225.0
21-Nov-18	Announced	Services	Grifols Diagnostic Solutions Inc.	Shanghai RAAS Blood Products Co., Ltd. (SZSE:002252)	5,000.0
20-Nov-18	Closed	Life Sciences	Avista Pharma Solutions	Cambrex Corporation (NYSE:CBM)	252.0
19-Nov-18	Announced	Medical Devices	DJO Global Inc.	Colfax Corporation (NYSE:CFX)	3,177.6
13-Nov-18	Announced	Life Sciences	Avenue Therapeutics, Inc. (NasdaqCM:ATXI)	InvaGen Pharmaceuticals, Inc.	162.9
12-Nov-18	Announced	Technology	athenahealth, Inc. (NasdaqGS:ATHN)	Veritas Capital Fund Management, LLC	5,941.9
8-Nov-18	Announced	Life Sciences	Asterias Biotherapeutics, Inc. (AMEX:AST)	BioTime, Inc. (AMEX:BTX)	51.5
6-Nov-18	Closed	Technology	Stanson Health, Inc.	Premier Healthcare Solutions, Inc.	66.5
6-Nov-18	Closed	Life Sciences	VIBATIV	Cumberland Pharmaceuticals Inc. (NasdaqGS:CPIX)	125.0
5-Nov-18	Closed	Technology	MatrixCare, Inc.	ResMed Operations Inc.	750.0
1-Nov-18	Announced	Life Sciences	Pacific Biosciences of California, Inc. (NasdaqGS:PACB)	illumina, Inc. (NasdaqGS:ILMN)	1,281.3
1-Nov-18	Announced	Life Sciences	Paradigm Spine, LLC	RTI Surgical, Inc. (NasdaqGS:RTIX)	299.1
31-Oct-18	Closed	Technology	Health Solutions Plus, Inc.	Conduent Incorporated (NYSE:CNDT)	98.0
31-Oct-18	Closed	Life Sciences	Orion Ophthalmology LLC	Ophthotech Corporation (NasdaqGS:OPHT)	117.0
23-Oct-18	Closed	Life Sciences	Genoptix, Inc.	NeoGenomics Laboratories, Inc.	138.7
19-Oct-18	Closed	Services	Cognify, Inc.	Tabula Rasa HealthCare, Inc. (NasdaqGM:TRHC)	32.3
18-Oct-18	Closed	Life Sciences	Endocyte, Inc.	Novartis AG (SWX:NOVN)	2,102.2
18-Oct-18	Closed	Life Sciences	Biomatrix, Inc.	Exact Sciences Corporation (NasdaqCM:EXAS)	40.0
11-Oct-18	Closed	Life Sciences	Corium International, Inc.	Gurnet Point Capital Limited	575.0
11-Oct-18	Closed	Life Sciences	Adhaere Pharmaceuticals, Inc.	Gossamer Bio, Inc.	69.5
10-Oct-18	Announced	Services	Compassionate Care Hospice Group, Inc.	Amedisys Hospice, L.L.C.	340.0
5-Oct-18	Closed	Services	Medical Arts Radiology	RadNet, Inc. (NasdaqGM:RDNT)	61.6
4-Oct-18	Closed	Services	Certain Assets of Veneto Holdings, L.L.C	NuGenerex Life Science Holdings, Inc.	38.8
3-Oct-18	Announced	Services	Birner Dental Management Services, Inc. (OTCPK:BDMS)	Mid-Atlantic Dental Service Holdings LLC	38.7
1-Oct-18	Closed	Medical Devices	HyperBranch Medical Technology, Inc.	Stryker Corporation (NYSE:SYK)	220.0
1-Oct-18	Closed	Medical Devices	CAIRE, Inc./Chart BioMedical (Chengdu) Co., Ltd./Chart Biomedical Ltd	NGK Spark Plug Co., Ltd. (TSE:5334)	133.5
1-Oct-18	Closed	Life Sciences	Cianna Medical, Inc.	Merit Medical Systems, Inc. (NasdaqGS:MMSI)	200.0

Note:

i) Only US deals with reported transaction size greater than \$30MM listed.

LSHC sector breakdown: financial detail⁽¹⁾

	Enterprise value (\$MM)	Three-year revenue CAGR	LTM			EV / LTM	
			Revenue (\$MM)	EBITDA (\$MM)	EBITDA margin	Revenue	EBITDA
Assisted Living / Long-Term Care (4)							
Brookdale Senior Living Inc. (NYSE:BKD)	\$5,738.4	(5.1) %	\$3,622.3	\$570.1	15.7 %	1.6 x	10.1 x
The Ensign Group, Inc. (NasdaqGS:ENSG)	2,186.3	16.9	1,990.6	168.7	8.5	1.1	13.0
Capital Senior Living Corporation (NYSE:CSU)	1,205.4	4.4	460.1	74.0	16.1	2.6	16.3
National HealthCare Corporation (AMEX:NHC)	1,075.5	2.9	980.0	102.4	10.4	1.1	10.5
Median		3.7 %			13.1 %	1.3 x	11.7 x
Hospitals (4)							
HCA Healthcare, Inc. (NYSE:HCA)	\$73,823.6	5.6 %	\$45,965.0	\$8,767.0	19.1 %	1.6 x	8.4 x
Tenet Healthcare Corporation (NYSE:THC)	16,165.2	1.1	18,672.0	2,629.0	14.1	0.9	6.1
Universal Health Services, Inc. (NYSE:UHS)	14,739.3	6.2	10,660.6	1,702.9	16.0	1.4	8.7
Community Health Systems, Inc. (NYSE:CYH)	13,593.5	(11.1)	13,760.0	846.0	6.1	1.0	16.1
Median		3.3 %			15.0 %	1.2 x	8.5 x
Psychiatric and Behavioral Health (3)							
Acadia Healthcare Company, Inc. (NasdaqGS:ACHC)	\$5,431.0	23.4 %	\$2,993.4	\$589.5	19.7 %	1.8 x	9.2 x
Civitas Solutions, Inc. (NYSE:CIVI)	1,334.1	5.4	1,602.2	163.9	10.2	0.8	8.1
AAC Holdings, Inc. (NYSE:AAC)	365.1	21.9	317.3	\$31.2	9.8	1.2	11.7
Median		21.9 %			10.2 %	1.2 x	9.2 x
Rehabilitation Facilities (3)							
Encompass Health Corporation (NYSE:EHC)	\$8,503.9	13.7 %	\$4,195.2	\$881.1	21.0 %	2.0 x	9.7 x
Select Medical Holdings Corporation (NYSE:SEM)	5,282.1	12.8	4,909.7	600.5	12.2	1.1	8.8
U.S. Physical Therapy, Inc. (NYSE:USPH)	1,301.2	11.4	441.7	69.8	15.8	2.9	18.6
Median		12.8 %			15.8 %	2.0 x	9.7 x
Surgery Centers (1)							
Surgery Partners, Inc. (NasdaqGS:SGRY)	\$2,729.8	26.5 %	\$1,731.9	\$310.5	17.9 %	1.6 x	8.8 x
Median		26.5 %			17.9 %	1.6 x	8.8 x
Clinical Laboratories (3)							
Laboratory Corporation of America Holdings (NYSE:LH)	\$18,106.1	12.9 %	\$11,188.5	\$2,069.0	18.5 %	1.6 x	8.8 x
Quest Diagnostics Incorporated (NYSE:DGX)	14,587.8	1.5	7,864.0	1,574.0	20.0	1.9	9.3
Chemed Corporation (NYSE:CHE)	4,391.5	4.8	1,753.5	265.9	15.2	2.5	16.5
Median		3.1 %			17.6 %	2.2 x	12.9 x
Diagnostic Imaging (1)							
RadNet, Inc. (NasdaqGM:RDNT)	\$1,052.6	6.9 %	\$953.5	\$117.8	12.4 %	1.1 x	8.9 x
Median		6.9 %			12.4 %	1.1 x	8.9 x
Dialysis Services (3)							
Fresenius SE & Co. KGaA (DB:FRE)	\$45,442.3	7.5 %	\$38,794.0	\$6,508.7	16.8 %	1.2 x	7.0 x
DaVita Inc. (NYSE:DVA)	18,286.8	(5.7)	11,377.6	2,186.5	19.2	1.6	8.4
American Renal Associates Holdings, Inc. (NYSE:ARA)	874.1	9.1	817.2	174.1	21.3	1.1	5.0
Median		7.5 %			19.2 %	1.2 x	7.0 x
Home Care / Hospice (4)							
Amedisys, Inc. (NasdaqGS:AMED)	\$3,629.5	9.7 %	\$1,623.5	\$164.3	10.1 %	2.2 x	22.1 x
LHC Group, Inc. (NasdaqGS:LHCG)	3,053.6	27.3	1,591.3	133.4	8.4	1.9	22.9
BioScrip, Inc. (NasdaqGS:BIOS)	903.1	(10.2)	707.9	46.8	6.6	1.3	19.3
Addus HomeCare Corporation (NasdaqGS:ADUS)	763.2	13.4	488.0	37.4	7.7	1.6	20.4
Median		11.5 %			8.0 %	1.7 x	21.2 x

LSHC sector breakdown: financial detail (cont.)⁽¹⁾

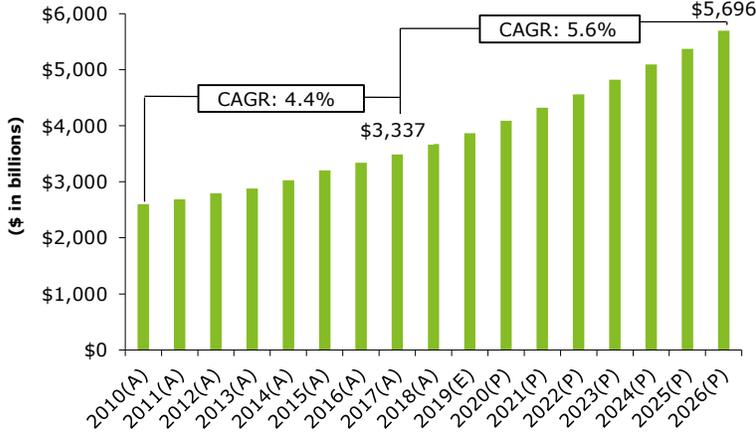
	Enterprise value (\$MM)	Three-year revenue CAGR	LTM			EV / LTM	
			Revenue (\$MM)	EBITDA (\$MM)	EBITDA margin	Revenue	EBITDA
Data/Analytics (3)							
Inovalon Holdings, Inc. (NasdaqGS:INOV)	\$2,931.0	7.6 %	\$506.0	\$101.9	20.1 %	5.8 x	28.8 x
National Research Corporation (NasdaqGS:NRC)	997.1	5.6	118.9	39.7	33.4	8.4	25.1
Castlight Health, Inc. (NYSE:CSLT)	246.7	30.1	150.9	(34.0)	NA	1.6	NA
Median		7.6 %			26.8 %	5.8 x	26.9 x
Tech-Enabled Services (10)							
Cerner Corporation (NasdaqGS:CERN)	\$16,530.3	8.3 %	\$5,213.0	\$1,256.5	24.1 %	3.2 x	13.2 x
Veeva Systems Inc. (NYSE:VEEV)	11,364.1	28.5	810.9	205.4	25.3	14.0	55.3
athenahealth, Inc. (NasdaqGS:ATHN)	5,329.7	14.2	1,311.4	264.8	20.2	4.1	20.1
Allscripts Healthcare Solutions, Inc. (NasdaqGS:MDRX)	3,421.5	14.6	2,079.1	90.5	4.4	1.6	37.8
HealthEquity, Inc. (NasdaqGS:HQY)	3,209.1	32.9	271.9	87.8	32.3	11.8	36.5
Omnnicell, Inc. (NasdaqGS:OMCL)	2,481.8	17.7	775.4	77.0	9.9	3.2	32.2
HMS Holdings Corp. (NasdaqGS:HMSY)	2,467.6	8.9	591.0	122.6	20.8	4.2	20.1
Premier, Inc. (NasdaqGS:PINC)	2,326.8	16.8	1,672.2	721.8	43.2	1.4	3.2
NextGen Healthcare, Inc. (NasdaqGS:NXGN)	981.6	2.1	531.0	37.5	7.1	1.8	26.2
Computer Programs and Systems, Inc. (NasdaqGS:CPSI)	481.7	15.8	286.1	34.5	12.1	1.7	13.9
Median		15.2 %			20.5 %	3.2 x	23.2 x
Biotechnology (7)							
AbbVie Inc. (NYSE:ABBV)	\$162,950.9	13.7 %	\$32,187.0	\$13,497.0	41.9 %	5.1 x	12.1 x
Amgen Inc. (NasdaqGS:AMGN)	125,707.6	2.8	23,319.0	12,539.0	53.8	5.4	10.0
Gilead Sciences, Inc. (NasdaqGS:GILD)	83,060.3	(10.9)	22,281.0	11,101.0	49.8	3.7	7.5
Celgene Corporation (NasdaqGS:CELG)	73,528.9	18.8	14,727.0	5,869.0	39.9	5.0	12.5
Biogen Inc. (NasdaqGS:BIIB)	64,393.5	7.8	13,233.6	7,017.2	53.0	4.9	9.2
Regeneron Pharmaceuticals, Inc. (NasdaqGS:REGN)	39,201.4	18.7	6,365.5	2,495.1	39.2	6.2	15.7
Alexion Pharmaceuticals, Inc. (NasdaqGS:ALXN)	24,051.4	16.1	3,912.1	1,886.2	48.2	6.1	12.8
Median		13.7 %			48.2 %	5.1 x	12.1 x
Contract Research and Manufacturing (8)							
IQVIA Holdings Inc. (NYSE:IQV)	\$31,582.6	26.4 %	\$8,603.0	\$1,817.0	21.1 %	3.7 x	17.4 x
West Pharmaceutical Services, Inc. (NYSE:WST)	6,995.7	7.2	1,710.5	350.9	20.5	4.1	19.9
Charles River Laboratories International, Inc. (NYSE:CRL)	6,644.0	17.0	2,143.0	495.0	23.1	3.1	13.4
Syneos Health, Inc. (NasdaqGS:SYNH)	6,608.6	65.1	3,995.1	489.1	12.2	1.7	13.5
PRA Health Sciences, Inc. (NasdaqGS:PRAH)	6,607.0	23.0	2,487.2	410.3	16.5	2.7	16.1
ICON Public Limited Company (NasdaqGS:ICLR)	6,517.7	14.9	2,371.9	444.5	18.7	2.7	14.7
Medpace Holdings, Inc. (NasdaqGS:MEDP)	1,873.7	NA	611.9	126.5	20.7	3.1	14.8
Cambrex Corporation (NYSE:CBM)	1,538.7	12.5	579.0	176.6	30.5	2.7	8.7
Median		17.0 %			20.6 %	2.9 x	14.7 x
Pharmaceuticals (4)							
Pfizer Inc. (NYSE:PFE)	\$269,521.9	3.7 %	\$53,373.0	\$21,388.0	40.1 %	5.0 x	12.6 x
Merck & Co., Inc. (NYSE:MRK)	207,123.0	1.6	41,729.0	13,971.0	33.5	5.0	14.8
Eli Lilly and Company (NYSE:LLY)	113,921.0	7.2	24,277.8	7,789.0	32.1	4.7	14.6
Bristol-Myers Squibb Company (NYSE:BMY)	73,983.1	10.1	22,037.0	6,342.0	28.8	3.4	11.7
Median		5.4 %			32.8 %	4.8 x	13.6 x
Tools and Services (8)							
Abbott Laboratories (NYSE:ABT)	\$133,567.9	13.9 %	\$30,402.0	\$7,123.0	23.4 %	4.4 x	18.8 x
Thermo Fisher Scientific Inc. (NYSE:TMO)	104,171.6	12.5	23,898.0	5,939.0	24.9	4.4	17.5
Becton, Dickinson and Company (NYSE:BDX)	77,909.2	15.8	15,983.0	4,755.0	29.8	4.9	16.4
Illumina, Inc. (NasdaqGS:ILMN)	40,767.0	14.9	3,243.0	1,083.0	33.4	12.6	37.6
Agilent Technologies, Inc. (NYSE:A)	19,762.9	6.8	4,914.0	1,184.0	24.1	4.0	16.7
Waters Corporation (NYSE:WAT)	12,532.4	5.5	2,392.2	835.5	34.9	5.2	15.0
PerkinElmer, Inc. (NYSE:PKI)	9,999.2	5.6	2,663.3	533.3	20.0	3.8	18.8
Bio-Rad Laboratories, Inc. (NYSE:BIO)	6,365.2	3.9	2,293.9	346.6	15.1	2.8	18.4
Median		9.6 %			24.5 %	4.4 x	18.0 x
Commercial Plans (5)							
UnitedHealth Group Incorporated (NYSE:UNH)	\$253,139.2	14.4 %	\$219,891.0	\$18,643.0	8.5 %	1.2 x	13.6 x
Anthem, Inc. (NYSE:ANTM)	80,679.5	5.4	91,393.6	6,294.2	6.9	0.9	12.8
Cigna Corporation (NYSE:CI)	72,055.9	6.1	44,542.0	5,151.0	11.6	1.6	14.0
Humana Inc. (NYSE:HUM)	38,547.9	1.6	55,933.0	3,549.0	6.3	0.7	10.9
Magellan Health, Inc. (NasdaqGS:MGLN)	1,900.1	18.4	7,163.9	232.8	3.2	0.3	8.2
Median		6.1 %			6.9 %	0.9 x	12.8 x
Government Plans (3)							
Centene Corporation (NYSE:CNC)	\$22,585.9	38.4 %	\$52,615.0	\$2,373.0	4.5 %	0.4 x	9.5 x
WellCare Health Plans, Inc. (NYSE:WCG)	9,275.2	10.6	18,688.4	807.5	4.3	0.5	11.5
Molina Healthcare, Inc. (NYSE:MOH)	5,341.6	13.3	18,500.0	971.0	5.2	0.3	5.5
Median		13.3 %			4.5 %	0.4 x	9.5 x
Payor Services (1)							
CorVel Corporation (NasdaqGS:CRVL)	\$1,068.1	5.5 %	\$582.9	\$76.0	13.0 %	1.8 x	14.1 x
Median		5.5 %			13.0 %	1.8 x	14.1 x

LSHC Sector Breakdown: Financial Detail (cont.)⁽¹⁾

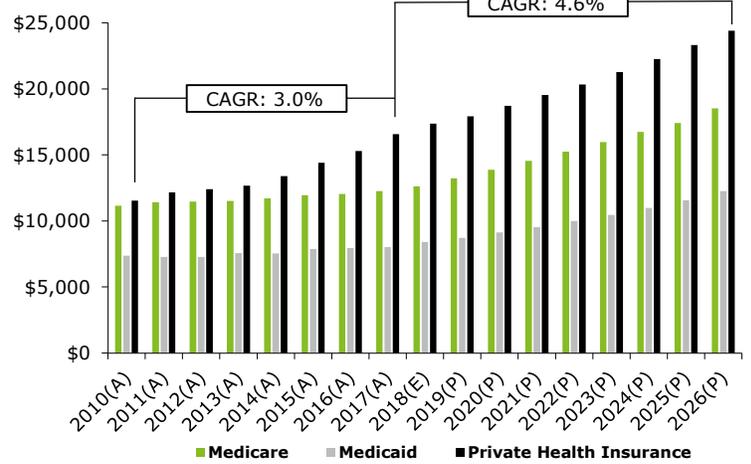
	Enterprise value (\$MM)	Three-year revenue CAGR	LTM			EV / LTM		
			Revenue (\$MM)	EBITDA (\$MM)	EBITDA margin	Revenue	EBITDA	
Pharmacy	Retail Pharmacy (3)							
	CVS Health Corporation (NYSE:CVS)	\$105,476.8	8.0 %	\$188,055.0	\$12,662.0	6.7 %	0.6 x	8.3 x
	Walgreens Boots Alliance, Inc. (NasdaqGS:WBA)	78,883.2	6.0	134,590.0	7,826.0	5.8	0.6	10.1
	Rite Aid Corporation (NYSE:RAD)	3,829.4	(9.6)	21,654.2	533.2	2.5	0.2	7.2
	Median		6.0 %			5.8 %	0.6 x	8.3 x
	Specialty Pharmacy (1)							
	Diplomat Pharmacy, Inc. (NYSE:DPLO)	1,604.5	20.9	5,287.0	106.6	2.0	0.3	15.0
	Median		20.9 %			2.0 %	0.3 x	15.0 x
Physicians / Staffing	Healthcare Staffing (2)							
	ASGN Incorporated (NYSE:ASGN)	\$3,887.7	17.8 %	\$3,149.2	\$345.2	11.0 %	1.2 x	11.3 x
	AMN Healthcare Services, Inc. (NYSE:AMN)	3,007.5	16.5	2,116.5	254.9	12.0	1.4	11.8
	Cross Country Healthcare, Inc. (NasdaqGS:CCRN)	335.9	3.1	835.3	34.0	4.1	0.4	9.9
	Median		16.5 %			11.0 %	1.2 x	11.3 x
	Physician Practice Management (1)							
	MEDNAX, Inc. (NYSE:MD)	4,831.3	10.5	3,625.2	575.8	15.9	1.3	8.4
	Median		10.5 %			15.9 %	1.3 x	8.4 x
Medical Devices and Products	Medical Devices and Products (15)							
	Johnson & Johnson (NYSE:JNJ)	\$350,057.6	4.9 %	\$81,382.0	\$27,975.0	34.4 %	4.3 x	12.5 x
	Medtronic plc (NYSE:MDT)	130,630.2	5.6	30,378.0	9,680.0	31.9	4.3	13.5
	Danaher Corporation (NYSE:DHR)	78,754.4	8.6	19,615.2	4,863.6	24.8	4.0	16.2
	Stryker Corporation (NYSE:SYK)	62,614.1	10.5	13,276.0	3,575.0	26.9	4.7	17.5
	Boston Scientific Corporation (NYSE:BSX)	52,623.9	9.8	9,670.0	2,600.0	26.9	5.4	20.2
	Baxter International Inc. (NYSE:BAX)	35,153.3	2.9	11,060.0	2,487.0	22.5	3.2	14.1
	Edwards Lifesciences Corporation (NYSE:EW)	29,703.0	14.2	3,633.6	1,100.6	30.3	8.2	27.0
	Zimmer Biomet Holdings, Inc. (NYSE:ZBH)	29,388.6	14.6	7,951.0	2,626.4	33.0	3.7	11.2
	ResMed Inc. (NYSE:RMD)	15,626.7	12.0	2,404.8	712.7	29.6	6.5	21.9
	Hologic, Inc. (NasdaqGS:HOLX)	13,786.8	6.0	3,217.9	1,018.3	31.6	4.3	13.5
	Teleflex Incorporated (NYSE:TFX)	13,200.8	10.1	2,401.9	664.2	27.7	5.5	19.9
	DENTSPLY SIRONA Inc. (NasdaqGS:XRAY)	9,977.8	13.9	4,017.6	756.9	18.8	2.5	13.2
	STERIS plc (NYSE:STE)	9,741.0	12.4	2,695.6	618.9	23.0	3.6	15.7
	Varian Medical Systems, Inc. (NYSE:VAR)	9,609.3	5.4	2,919.1	573.1	19.6	3.3	16.8
	Hill-Rom Holdings, Inc. (NYSE:HRC)	7,492.7	12.7	2,848.0	569.4	20.0	2.6	13.2
	Integer Holdings Corporation (NYSE:ITGR)	3,332.8	33.1	1,540.1	292.7	19.0	2.2	11.4
	Median		10.3 %			26.9 %	4.1 x	14.9 x
Medical Supplies Distribution	Medical Supplies Distribution (7)							
	McKesson Corporation (NYSE:MCK)	\$29,237.0	4.0 %	\$210,927.0	\$4,053.0	1.9 %	0.1 x	7.2 x
	Cardinal Health, Inc. (NYSE:CAH)	20,205.5	9.4	139,381.0	2,947.0	2.1	0.1	6.9
	AmerisourceBergen Corporation (NYSE:ABC)	17,819.1	7.3	167,939.6	2,153.4	1.3	0.1	8.3
	Henry Schein, Inc. (NasdaqGS:HSIC)	13,377.8	7.8	13,144.8	1,106.2	8.4	1.0	12.1
	Patterson Companies, Inc. (NasdaqGS:PDCO)	2,543.8	6.8	5,516.9	220.9	4.0	0.5	11.5
	Owens & Minor, Inc. (NYSE:OMI)	1,916.6	(0.3)	9,685.6	240.4	2.5	0.2	8.0
Aceto Corporation (NasdaqGS:ACET)	291.1	7.9	690.5	(0.7)	NA	0.4	NA	
	Median		7.3 %			2.3 %	0.2 x	8.1 x

LSHC sector data

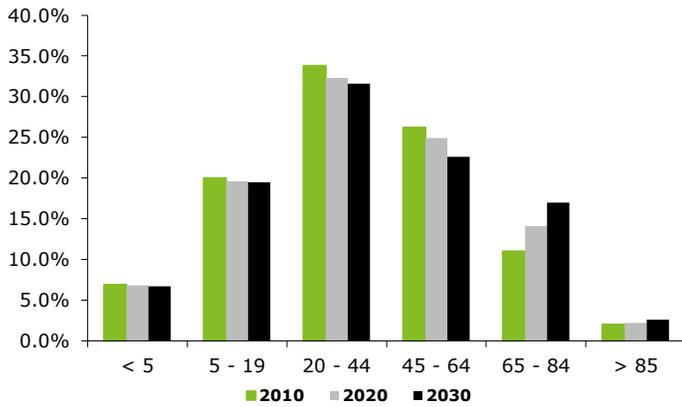
US health care spend⁽¹⁾



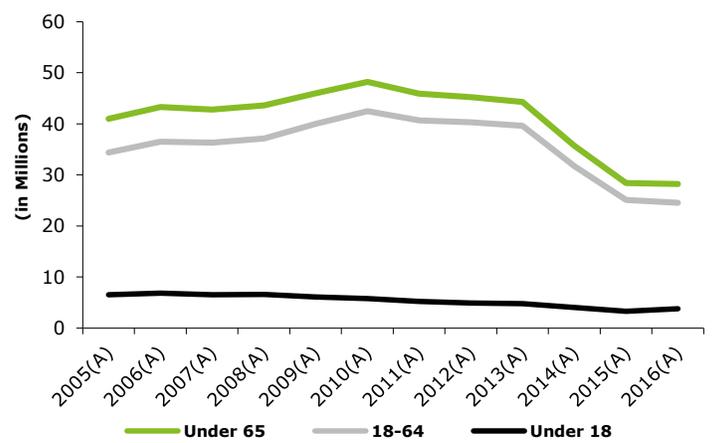
US health care spend by payor per capita⁽²⁾ (i)



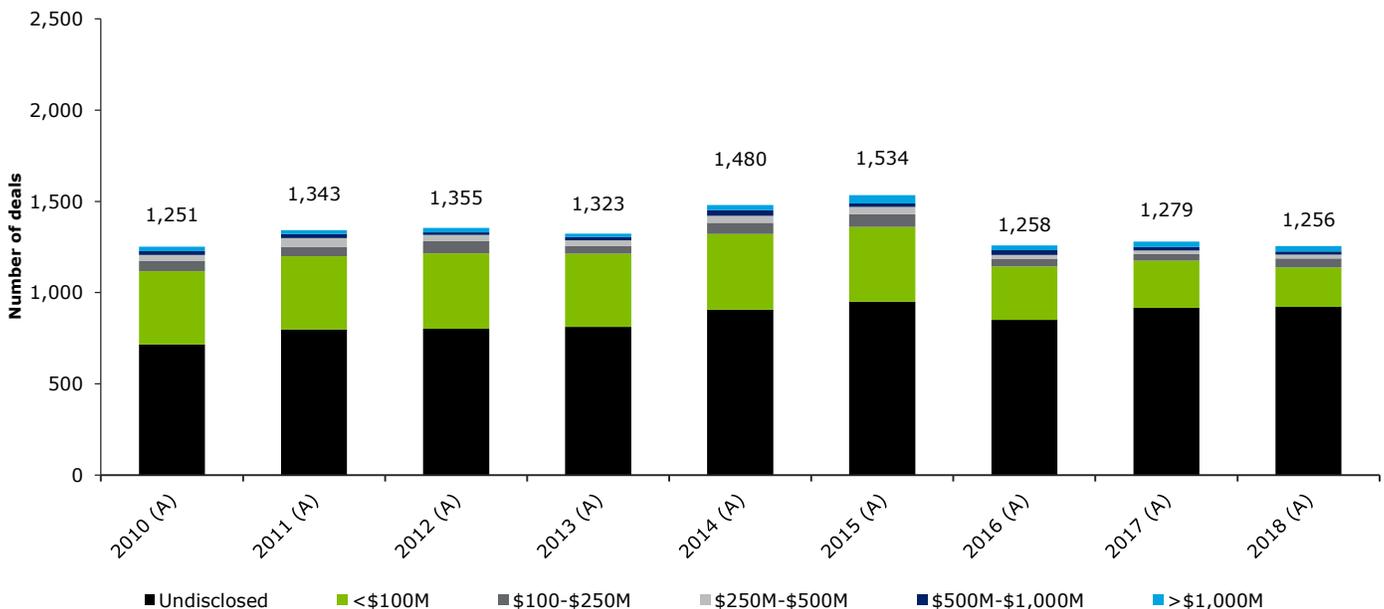
US population by age group⁽³⁾



Number of US uninsured by age group⁽⁴⁾



Annual LSHC M&A transactions by transaction size⁽⁵⁾



Note:
i) CAGR listed represents total Medicare, Medicaid and Private Health Insurance.

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