

IMAP
MARCH 2019



Medical Devices

IMAP M&A SECTOR REPORT - EUROPE



Medtech Opportunities in Numbers

Strong underlying fundamentals and high valuations make this an attractive segment

143 million

GROWTH IN
POPULATION AGED
65 AND OVER
2018 – 2024

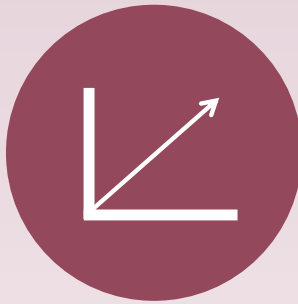


INCREASING DEMAND

- In 2024, the World Bank estimates there will be 822 million people over the age of 65 (10.1%); 143 million more than in 2018.

5.6%

MEDTECH SALES
FORECAST CAGR
2017 – 2024



STRONG GROWTH

- The global medical equipment market has a strong growth path ahead. Neurology is set to be the fastest growing device area, with a CAGR of 9.1%.

170

AVERAGE ANNUAL
EUROPEAN
TRANSACTIONS



M&A ACTIVITY UP

- Labor, manufacturing and regulation are all increasing costs. Buyers seeking economies of scale are driving activity.

14x

MEDIAN EBITDA
TRANSACTION
MULTIPLE



HIGH VALUATIONS

- Valuation levels are high due to the exceptionally strong healthcare market outlook.

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Market Outlook and Summary

Strong M&A activity and a growing market

The medical devices industry is one of the largest in the healthcare industry. The World Health Organization (WHO) defines medical devices as:

"An article, instrument, apparatus or machine that is used in the prevention, diagnosis or treatment of illness or disease, or for detecting, measuring, restoring, correcting or modifying the structure or function of the body for some health purpose."

Products range from a simple pair of contact lenses, to sophisticated diagnostic apparatus.

- The global medtech market has shown strong performance since 2011; with the improving economy encouraging more consumers to seek medical care, an ageing population, as well as an increase in technological advancements in the market.
- R&D costs and regulation are placing downward pressure on profitability, motivating mergers and globalization.
- The sector has a strong growth path ahead. Evaluate Ltd. predicts that between 2017 and 2024, the global medtech industry will grow at a compound annual growth rate (CAGR) of 5.6%, reaching USD 595 billion in sales by 2024.
- Certain segments, including areas related to neurology devices, are expected to outperform overall dynamics and reach a CAGR of 9.1%.
- M&A activity has been strong, but slowly shrinking in the last 5 years, with approximately 170 transactions per year in Europe.



Industry Trends

The trend of consolidation is likely to continue for the next 3-5 years



Drivers

- Demand for medical device products continues to be driven by factors such as:
 - Increasing size and age of the population
 - A more sedentary lifestyle and rising levels of obesity
 - Increasing life expectancy
 - Rising access to medical services in the emerging markets and rest of the world
 - The fact that healthcare services remain vital



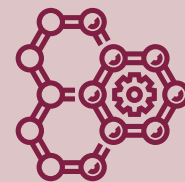
Regulation

- Though these demographic market drivers continue to be strong globally, growth over the past 3 years in the first world market has been somewhat dampened by the tightening of budgetary controls by governments and healthcare providers and in certain markets, an increase in regulatory control (i.e. Europe)



Technology

- Client demand, along with the direction in which technology is moving, has a direct impact on the industry and leads to an increase in R&D costs:
 - Software as a differentiator, with special focus on security issues and cloud solutions
 - Need for personalized care
 - Device integration into IoT
 - 3D printing both in prototyping and manufacturing
 - Smaller and movable devices



Consolidation

- Transaction activity continues as buyers look to acquire:
 - New technologies
 - Market access
 - Brands
 - Products and services
 - Access to new verticals

Risks and uncertainties in the medical devices market



Implications of New Medical Devices Regulation (MDR)

MDR may lead to earlier exits or the consideration of merger possibilities for smaller players

DRIVERS

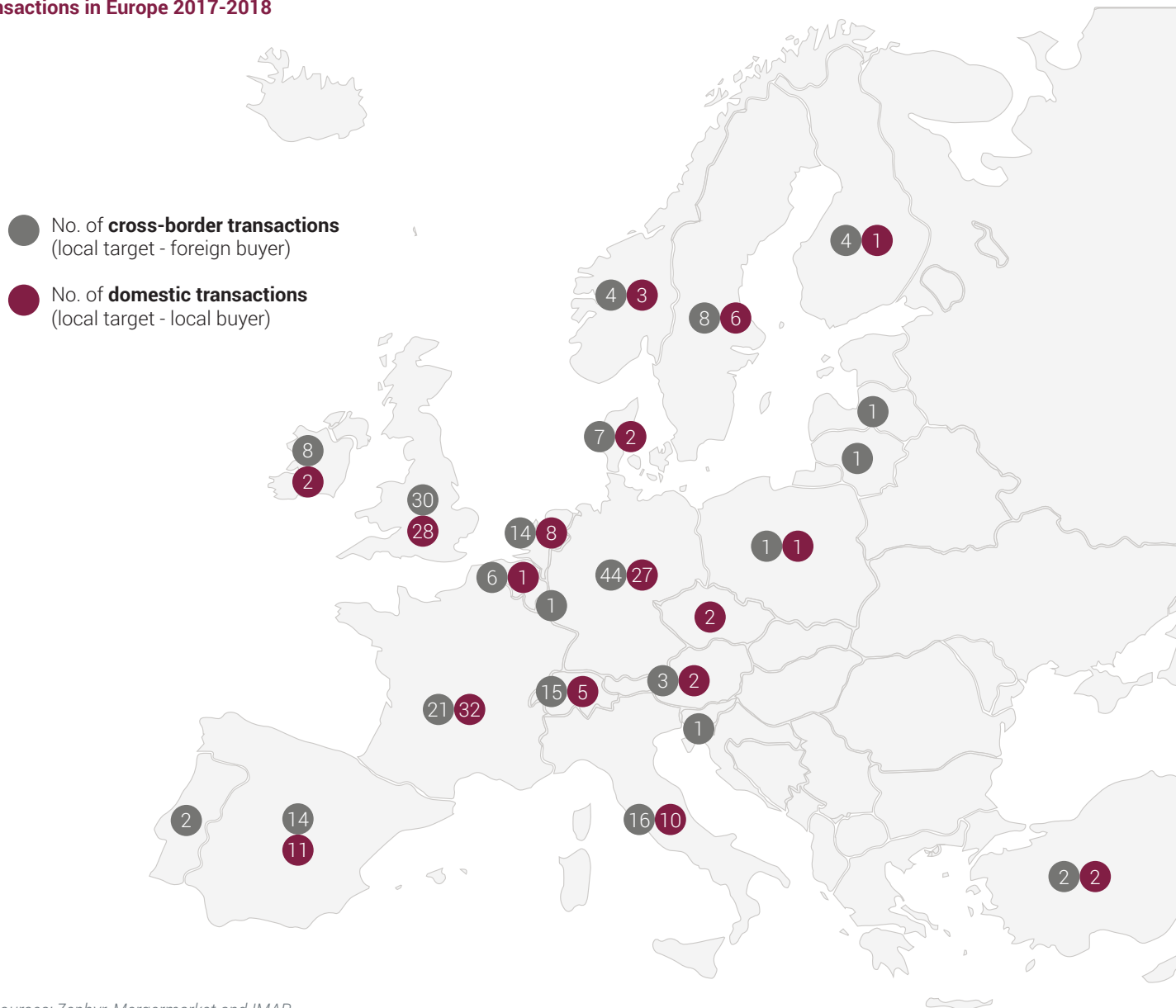
- The MDR, due to come into effect in May 2020, will strengthen medical device safety standards; making it far more onerous and expensive for Medtech firms to market their products in Europe.
- Under the MDR, all medical devices will have to be resubmitted for clearance.
- Key changes include:
 - New classification
 - New equivalence process
 - New post-market clinical requirements
 - Unique Device Identification system
 - Increased transparency
- Because of these new regulations, it is expected that many smaller firms may be unable to comply and their futures could be uncertain. This may lead to smaller companies looking to exit earlier in their life cycle or consider mergers with similar sized medical device businesses to try and build in scale and ensure the combined businesses meet the new exacting demands.
- Larger international device manufacturers (especially US based entities) who saw Europe as a quicker path to market than the US, may now rethink this strategy and look to deal with the FDA and US market first.
- Not only are there concerns regarding the slow pace of the MDR implementation, but also due to the complications brought about by Brexit. It is currently estimated that between 30-40% of medtech firms in the EU are certified with UK notified bodies.
- The European Parliament also adopted a similar new regime for IVD (in vitro diagnostics) products, which will have similar effects.



Transactions in Europe

Geographic overview

Transactions in Europe 2017-2018



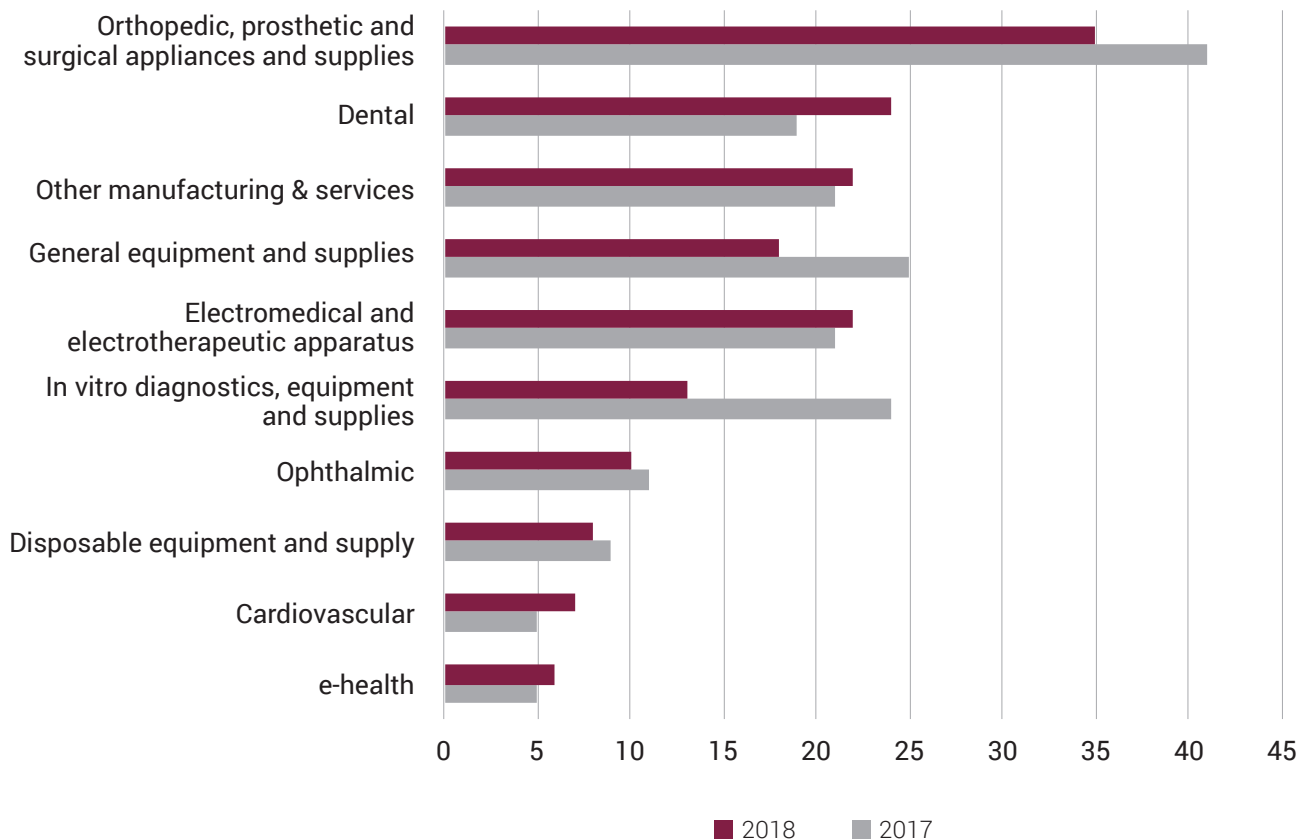
Sources: Zephyr, Mergermarket and IMAP

- 346 transactions in Europe between 2017 (181) and 2018 (165), counting only those where at least a 51% stake in the target company was acquired.
- 59% of deals are considered cross-border, i.e. with a non-domestic acquirer.
- Roughly half of cross-border transactions involved overseas companies, with the vast majority from the US.
- Private equity was involved in both buy and sell sides in 40% of the deals, and on the buy-side only in 29% of the deals.

Transactions in Europe

Segment overview

European transactions in the medical device sector 2017-2018



* Covering transactions where percentage of acquired stake is 51% or above

Sources: Zephyr, Mergermarket and IMAP

- The orthopedic, prosthetic and surgical appliances and supplies segment has shown the largest number of transactions in both years; representing 21% of total deals (not taking into account specialized surgical instruments e.g. those needed in cardiovascular or ophthalmic procedures).
- Though there has not been a great shift in gravity of the different segments over time, the largest fallback had been in the In vitro diagnostics and general equipment and supplies segments compared to 2017.
- Manufacturers of dental devices, especially prosthetics and implants, saw an increase in M&A activity in 2018.

Most Active Buyers of European Companies

2017-2018

PHILIPS

PHILIPS

Koninklijke Philips N.V. is a Netherlands-based health technology company. Its segments include Personal Health businesses, Diagnosis & Treatment businesses, Connected Care & Health Informatics businesses, HealthTech Other and Legacy Items. Besides the 3 European deals, 4 American targets have also been acquired.

Sales (2017)	EUR 17.8 billion
EBITDA (2017)	EUR 2.4 billion
Employees	73,951

Recent acquisitions in European medical devices:

6/2018: Remote Diagnostic Technologies Ltd (GB)
 7/2017: Nightbalance BV (NL)
 7/2017: Tomtec Imaging Systems GmbH (DE)

BOSTON SCIENTIFIC

Boston Scientific

Advancing science for life™

Boston Scientific is engaged in the production and wholesale distribution of minimally invasive medical devices used in various interventional medical specialties worldwide. It is organized into 4 core business groups ; Cardiovascular, Endosurgery, Neuromodulation and Cardiac Rhythm Management. Besides the 2 European deals, it has initiated 18 additional deals in the US and India.

Sales (2017)	EUR 7.5 billion
EBITDA (2017)	EUR 2.1 billion
Employees	29,000

Recent acquisitions in European medical devices:

3/2018: Emcision Ltd (GB)
 3/2017: Symetiy SA (CH)

ADDLIFE

AddLife

AddLife is a listed company based in Sweden. It operates as an independent player in life sciences and offers products, services and advice to both the private and public sector, mainly in the Nordic region. AddLife provides an attractive offering; its decentralized business model means companies are run independently within the framework of AddLife's management.

Sales (2018)*	EUR 240 million
EBITA (2018)*	EUR 25 million
Employees	600

Recent acquisitions in European medical devices:

11/2018: Biomedica Medizinprodukte GmbH (AT)
 7/2018: Väinö Korpinen Oy (FI)
 2/2018: Ossano Scandinavia AB (SE)
 7/2017: Krabat AS (NO)
 2/2017: Hepro AS (NO), Hepro Svergie AB (SE)
 1/2017: Tm techno Medica AB (SE)

*12 months ended in September 2018

Business Cases

Largest deals in Europe 2017-2018

STRATEGIC

ESSILOR
SEEING THE WORLD BETTER

01/2017

LUXOTTICA

The deal created a group with a combined market value of EUR 50 billion and brings together Luxottica, the world's leading consumer eyewear group and owner of Ray-Ban, Oakley and Sunglass Hut, with Essilor, the largest manufacturer of lenses in the world. Final approval from authorities was received in March 2018.

“With this agreement my dream to create a major global player in the eyewear industry, fully integrated and excellent in all its parts, finally comes true. It was some time now that we knew that this was the right solution but only today are there the right conditions to make it possible. The marriage between two key companies in their sectors will bring great benefits to the market, for employees and mainly for all our consumers. Finally, after fifty years, two products which are naturally complementary, namely frames and lenses, will be designed, manufactured and distributed under the same roof.” – Mr. Leonardo Del Vecchio, Chairman of Delfin and Executive Chairman of Luxottica Group

Deal value: EUR 17.8 billion
Deal type: Acquisition 62.42%

SECONDARY BUYOUT

CAPVIS

04/2018

AMANNGIRRBACH

Limera GmbH (Capvis Equity Partners AG vehicle) acquired Amann Girschbach AG, an Austria-based dental prosthetics and dental laboratory technology manufacturer from TA Associates Management LP.

“Amann Girschbach has been at the forefront of the industry’s technological transformation by offering affordable full CAD/CAM systems, thus enabling all size of laboratories to offer in-house digital solutions for the creation of dental restorations. The company operates in growing markets driven by favorable trends. Together with the experienced management team, we aim to continue to drive the company’s global growth and build on the strong track record of innovations.” – Mr. Eric Trueb, Partner at Capvis

Deal value: EUR 450 million
Deal type: Institutional buy-out 100%

ADD-ON

amplifon

07/2018

GAES

Amplifon, the global leader in retail hearing care acquired Gabinete de Audioprotesis Electromedicina y Servicios SA (Gaes), a Barcelona, Spain-based hearing equipment manufacturer .

“This major acquisition represents a key milestone in the history of our company. The acquisition perfectly fits Amplifon’s growth strategy, allowing us to consolidate our global leadership and enabling us to become market leader in Spain, as well as consolidate our market position in Portugal while entering also the Latin American region. The combination with GAES’ profitable business, the benefits of greater scale and the strong financial profile will enable us to successfully pursue our recently communicated development plans, thus creating tremendous new opportunities to drive growth, pursue excellence and innovation in customer experience and deliver significant shareholder value.” – Mr. Enrico Vita, Chief Executive Officer of Amplifon

Deal value: EUR 528 million
Deal type: Acquisition 100%

IMAP Cross-Border Medtech Buy-Side Case Study

Permira Funds acquired majority control of business operations at Corin

Outcome and impact

- IMAP's team in Italy (Vitale&Co.) advised Permira Funds in purchasing Corin, a competitive player in the orthopaedic industry. This acquisition was Permira's 14th investment in the healthcare industry.

IMAP advantage and approach

- IMAP's experience in healthcare buy-side advisory and deep knowledge of the industry were key factors in successfully closing the transaction.

Client background

- Permira is a global investment firm that finds and backs successful businesses with growth ambition. Over more than 3 decades, the Permira funds have made over 200 private equity investments in 5 key sectors: Consumer, Financial Services, Healthcare, Industrials and Technology. Permira has deployed circa EUR 1.5 billion of equity in the Healthcare sector.
- Corin is an international orthopaedic company with a direct presence in a majority of the world's orthopaedic markets and a track record of strong double-digit growth. Corin aims to revolutionise orthopaedics by gaining, understanding and sharing insights at every stage of the arthroplasty experience.

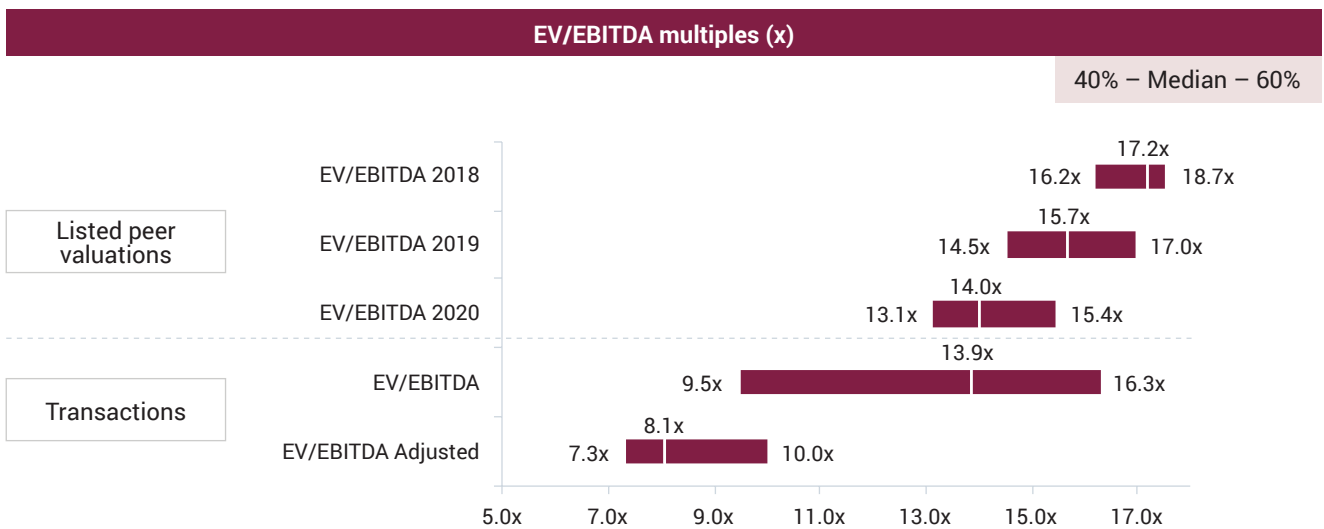
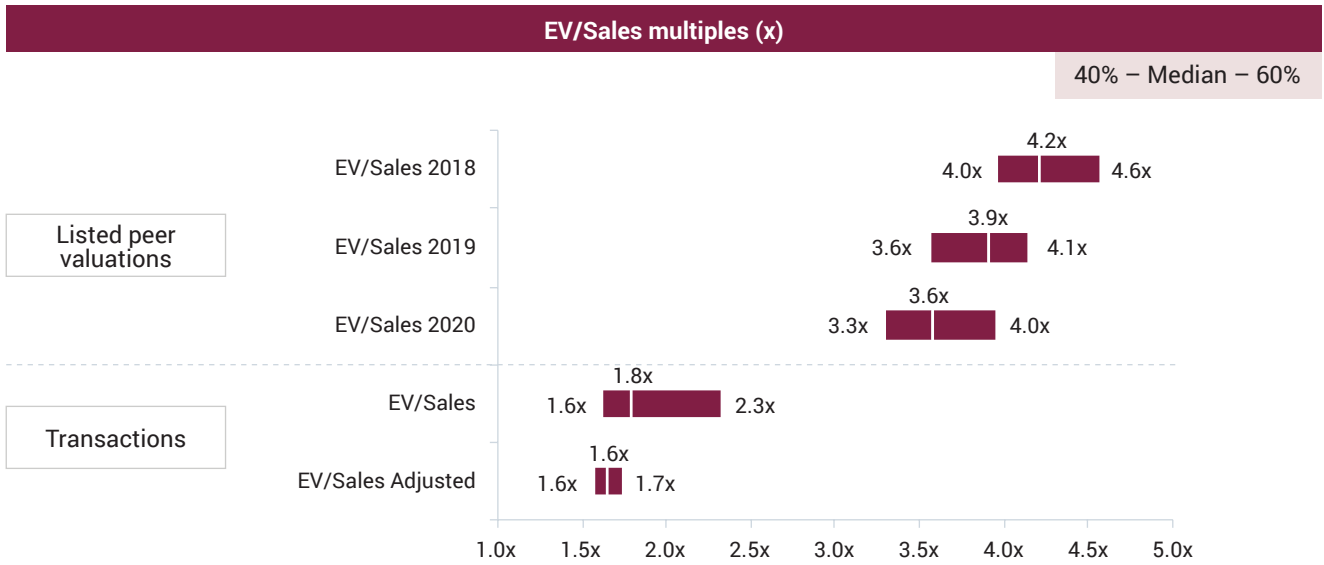
Deal rationale

- A very large orthopaedic implant market (EUR 15.5 billion) growing at 3-5% per annum as a result of increasing healthcare expenditures driven by long-term trends, including a growing ageing population, more active elderly people and increasing obesity levels.
- The OEMs gaining market share in the orthopaedic industry through better product innovation, focus on customer service and enhanced software, including positioning, patient monitoring and robotics.
- A robust and scalable international platform with actionable organic and M&A growth opportunities.
- A high-quality and experienced management team with a clear vision for the business.



Medical Device Valuation Summary

High valuation multiples due to a strong market outlook



Note: See individual transactions and listed peer valuations in the following pages.

Sources: Zephyr, Mergermarket and Capital IQ

*EV/Sales Adjusted data and EV/EBITDA Adjusted data show transactions with multiples below EV/EBITDA 25x

- Medical devices is one of the highest valued sectors.
- High valuation levels are explained by the healthcare sector's exceptionally good overall market outlook.
- Valuation levels are affected by the range of proprietary products, innovation and size.
- Valuation multiples for transactions in Europe between 2016-2018 vary due to abnormal 'out of the ordinary cases'; even ones achieving 100x EV/EBITDA. The adjusted EV/EBITDA* multiple is between 7x and 10x.
- These multiples come from the lower range for SMEs due to their smaller size.
- Valuations of listed peers reflect an expected average EBITDA growth of c.15%. Given that the transaction multiples are higher than those observed on the stock market on average, M&A is expected to create synergies in market.

Appendix 1 1/2

Transactions in Europe 2016-2018

Date	Target name	Target country	Target business description	Acquirer name	Acquirer country	Acquired stake (%)	EV (EUR m)	EBITDA margin (%)	EV / Sales	EV / EBITDA
2018	Amann Girrbach AG	AT	Dental prosthetics and dental laboratory technology manufacturer	Limera GmbH	AT	100%	472	17%	4.75x	27.77x
2018	Gada Italia Srl	IT	Medical and surgical appliances manufacturer and wholesaler	PRINCIPIA III - HEALTH and Private Individuals	IT	65%	18	16%	0.32x	2.04x
2018	Gaes SA	ES	Producer and retailer of hearing care products	Amplifon S.P.A.	IT	100%	528	14%	2.51x	17.60x
2018	ICS Image Control Systems AB	SE	Imaging equipment manufacturer	Ivisys AB	SE	100%	1	4%	1.19x	33.98x
2018	Implanta Lab Srl	IT	Dental implants and prostheses manufacturer	Argos Soditic Partners SA	LU	100%	3	21%	0.31x	1.51x
2018	Integrated Technologies Ltd	GB	Surgical and medical instrument manufacturer	Gooch & Housego Plc	GB	100%	20	24%	1.69x	7.19x
2018	LPG Systems S.A.	FR	Manufacturer of non-surgical aesthetic and physiotherapy devices	The Carlyle Group	US	n.a	160	20%	1.60x	8.00x
2018	Micro-mega SA; Scican Ltd.	FR/CA	Canada-based company that develops and produces infection control solutions; France-based producer of dental equipment and root canal instruments	Coltene Holding AG	CH	100%	174	14%	2.12x	14.72x
2018	Orion Diagnostica Oy	FI	Clinical diagnostic and hygiene monitoring testing equipment manufacturer	Axcel V K/S	DK	100%	222	22%	4.04x	18.02x
2018	Systagenix Wound Management Ltd	GB	Skin and wound care research services, wound dressings and treatments manufacturer	Scapa Group Plc	GB	100%	110	1%	1.40x	102.86x
2018	Vitl Ltd	GB	Medical and in vitro diagnostic devices manufacturer, research and development services	Gooch & Housego Plc	GB	100%	20	23%	1.63x	6.95x
2017	Biotest AG	DE	Germany-based company that researches and manufactures pharmaceutical, biotherapeutic and diagnostic products	Creat Group Corporation	CN	100%	1,252	16%	2.26x	14.43x
2017	Emsor S.A.	ES	Spain-based manufacturer of medical equipment	Hologic Iberia, S.L.	ES	100%	10	13%	0.77x	6.00x
2017	Esaote Spa	IT	Electromedical diagnostic equipment manufacturer	Beijing Wandong Medical Equipment Company & Others	CN	100%	510	3%	3.05x	121.42x
2017	Evac+chair International Limited	UK	Manufacturing, sale and service of emergency evacuation chairs and related training	Wensleydale W & G Limited	UK	100%	8	13%	0.92x	6.91x
2017	Gynemed GmbH & Co. KG	DE	Manufacturer and distributor of consumables and equipment for the in vitro fertilization (IVF) clinic and laboratory markets	Hamilton Thorne, Inc.	US	100%	14	30%	1.58x	5.35x
2017	Indiba, S.A.	ES	Company engaged in the design, manufacture, and distribution of medical and aesthetic equipment	Magnum Capital Industrial Partners	ES	n.a	55	24%	3.38x	14.08x

Sources: Zephyr, Mergermarket and IMAP

Appendix 1 2/2

Transactions in Europe 2016-2018

Date	Target name	Target country	Target business description	Acquirer name	Acquirer country	Acquired stake (%)	EV (EUR m)	EBITDA margin (%)	EV / Sales	EV / EBITDA
2017	InTech Medical S.A.S.	FR	Company engaged in the development and manufacturing of instruments and implants for orthopedics companies	Eurazeo PME; Andera Partners	FR	80%	98	21%	1.74x	8.16x
2017	Jotec AG	DE	Stent grafts and other surgical equipment manufacturer holding company	Jolly Buyer Acquisition GMBH	CH	100%	167	13%	4.81x	36.14x
2017	Luxottica Group SPA	IT	Fashion eyewear manufacturer	Essilor International SA	FR	62.4%	29,777	26%	9.74x	38.10x
2017	Nitritex Limited	UK	UK-based manufacturer of cleanroom consumables and medical and safety products	Ansell Limited	AU	100%	66	28%	4.68x	16.82x
2017	Nutrilinea Srl	Italy	Italy-based producer of food supplements and medical devices	White Bridge Investments S.p.A.	IT	n.a	30	15%	0.91x	6.00x
2017	Oxford Gene Technology IP Limited	UK/USA	UK-based provider of clinical genetics and diagnostic solutions to advance molecular medicine	Sysmex Corporation	JP	100%	61	9%	2.69x	28.34x
2017	W.O.M. World of Medicine GmbH	DE	Manufacturer of medical devices used in minimally invasive surgery	Novanta Inc.	US	100%	117	16%	1.65x	10.20x
2016	Atos Medical AB	SE	Voice and pulmonary rehabilitation device manufacturer	PAI Europe VI	FR	100%	842	56%	15.80x	28.42x
2016	BSN Medical GmbH	DE	Supplier and manufacturer of medical equipment	Svenska Cellulosa Aktiebolaget SCA	SE	100%	2,740	23%	3.18x	13.63x
2016	Clinipak Limited	UK	UK-based manufacturer of medical products	Interlock Medizintechnik GmbH	DE	100%	13	17%	1.20x	7.20x
2016	Edevice SA	FR	Mobile telemedicine-related medical equipment manufacturer	Andon Health CO., LTD	CN	100%	87	42%	4.43x	10.62x
2016	Euromedis Groupe SA	FR	France-based designer, manufacturer and distributor of medical equipment	Nina SAS	FR	70.6%	29	4%	0.39x	9.30x
2016	GN Otometrics A/S	DK	Hearing and balance electromedical equipment manufacturer	Natus Medical INC.	US	100%	137	19%	3.19x	16.75x
2016	Grizzly Medical SP Zoo	PL	Aseptic filling services, Implants manufacturer, medical device manufacturer	Nolato AB	SE	100%	2	12%	0.81x	7.03x
2016	Inventive Medical LTD	GB	Cardio ultrasound simulation products manufacturer, Online cardio ultrasound imaging software developer	Medaphor Group PLC	GB	100%	7	8%	2.34x	27.63x
2016	Medi-Globe Corporation	DE	Germany-based corporation active in the minimally invasive surgery, urology and hospital supplies	Duke Street LLP; DB; Brederode SA; North Atlantic Value LLP; CAM Alternatives GmbH; Atnahs Capital	DE/UK	100%	130	14%	1.08x	7.83x
2016	Touch Bionics Inc.	UK	UK-based developer of upper-limb prosthetics	Össur hf	IS	100%	34	6%	1.83x	30.07x

Sources: Zephyr, Mergermarket and IMAP

Appendix 2 1/2

Listed company valuations (Global - as of December 2018)

Company	Country	2018				2019				2020			
		EV / Sales	EV / EBITDA	EV / EBIT	P/E	EV / Sales	EV / EBITDA	EV / EBIT	P/E	EV / Sales	EV / EBITDA	EV / EBIT	P/E
Ambu A/S	Denmark	12.36x	46.98x	56.51x	88.59x	10.31x	35.12x	42.54x	56.00x	8.47x	25.87x	30.66x	39.97x
Ansell Limited	Australia	1.43x	9.35x	10.37x	7.21x	1.40x	8.89x	10.70x	15.96x	1.35x	8.39x	10.10x	14.71x
Baxter International Inc.	United States	3.37x	14.43x	19.45x	23.36x	3.27x	13.12x	17.37x	23.07x	3.12x	11.67x	15.25x	19.32x
Boston Scientific Corporation	United States	6.07x	20.71x	29.59x	35.30x	5.62x	18.45x	24.83x	30.98x	5.18x	16.53x	21.81x	25.53x
Carl Zeiss Meditec AG	Germany	4.21x	24.25x	27.40x	40.52x	3.82x	20.91x	23.51x	33.80x	3.49x	18.30x	20.56x	29.65x
China Resources Wandong Medical Equipment Co., Ltd.	China	4.93x	37.77x	39.15x	38.68x	4.04x	30.22x	30.40x	29.78x	3.41x	23.74x	24.05x	24.58x
CONMED Corporation	United States	2.79x	16.24x	25.26x	44.34x	2.65x	14.99x	22.19x	36.15x	2.54x	13.98x	19.96x	30.57x
Convatec Group Plc	United Kingdom	2.85x	11.08x	12.14x	21.69x	2.80x	10.91x	12.09x	21.23x	2.71x	10.38x	11.64x	18.64x
Danaher Corporation	United States	4.32x	17.90x	24.97x	28.56x	4.14x	16.78x	22.99x	26.21x	3.98x	15.56x	21.24x	24.29x
Dentium Co.,Ltd.	South Korea	3.99x	13.88x	15.91x	16.86x	3.27x	11.08x	12.79x	13.53x	2.68x	8.96x	10.22x	11.01x
DIO Corporation	South Korea	5.05x	19.28x	24.62x	29.59x	4.36x	16.45x	20.20x	27.53x	3.61x	13.88x	15.83x	20.66x
Drägerwerk AG & Co. KGaA	Germany	0.32x	5.74x	11.94x	23.22x	0.31x	4.65x	8.37x	12.98x	0.30x	3.78x	6.41x	9.35x
Elekta AB	Sweden	3.38x	16.18x	23.78x	32.24x	3.14x	14.60x	20.92x	27.31x	2.85x	12.71x	17.61x	22.16x
Fisher & Paykel Healthcare Corporation Limited	New Zealand	7.03x	22.13x	25.56x	36.39x	6.62x	19.69x	22.70x	32.22x	5.66x	17.27x	19.85x	27.96x
Hill-Rom Holdings, Inc.	United States	2.95x	14.13x	16.85x	29.11x	2.89x	12.70x	15.57x	25.77x	2.78x	11.62x	14.33x	22.67x
Hogy Medical Co.,Ltd.	Japan	2.20x	8.24x	19.96x	19.18x	2.12x	7.92x	15.88x	22.29x	2.04x	7.40x	13.75x	22.44x
ICU Medical, Inc.	United States	3.56x	16.33x	24.27x	68.02x	3.50x	14.45x	20.20x	26.76x	3.40x	13.12x	n/a	23.22x
Inogen, Inc.	United States	8.46x	50.99x	81.58x	68.04x	6.85x	44.03x	63.69x	64.84x	5.72x	34.46x	46.35x	54.20x
Integra LifeSciences Holdings Corporation	United States	3.94x	16.58x	19.23x	80.95x	3.76x	15.06x	17.48x	38.67x	3.58x	13.62x	15.78x	33.38x
Intuitive Surgical, Inc.	United States	16.03x	35.89x	38.36x	54.55x	14.04x	31.34x	33.45x	50.11x	12.22x	27.17x	28.90x	41.77x
Jafron Biomedical Co., Ltd.	China	19.53x	39.89x	41.07x	50.61x	14.70x	29.95x	30.51x	37.48x	11.16x	22.62x	23.11x	28.49x
Jiangsu Yuyue Medical Equipment & Supply Co., Ltd.	China	4.38x	21.40x	23.91x	27.18x	3.66x	17.67x	19.22x	22.19x	3.09x	14.76x	15.87x	18.52x
Koninklijke Philips N.V.	Netherlands	1.90x	11.47x	15.29x	25.87x	1.81x	10.40x	13.60x	19.61x	1.72x	9.29x	11.72x	16.68x
LeMaitre Vascular, Inc.	United States	4.64x	17.00x	18.20x	25.33x	4.32x	15.68x	18.93x	27.06x	4.11x	14.02x	16.95x	24.15x
Lepu Medical Technology	China	10.25x	30.98x	38.85x	44.27x	7.99x	23.75x	28.82x	34.71x	6.18x	18.31x	21.67x	26.00x

Source: Capital IQ

Appendix 2 2/2

Listed company valuations (Global - as of December 2018)


Company	Country	2018				2019				2020			
		EV / Sales	EV / EBITDA	EV / EBIT	P/E	EV / Sales	EV / EBITDA	EV / EBIT	P/E	EV / Sales	EV / EBITDA	EV / EBIT	P/E
LivaNova PLC	United Kingdom	4.57x	18.70x	23.35x	68.52x	4.36x	17.28x	21.79x	39.48x	4.15x	15.46x	19.03x	34.23x
Medtronic plc	Ireland	4.82x	15.21x	16.91x	26.78x	4.68x	13.77x	16.07x	24.51x	4.46x	13.16x	15.19x	21.72x
Menicon Co., Ltd.	Japan	1.30x	10.34x	22.68x	43.27x	1.22x	9.13x	16.63x	25.84x	1.14x	8.11x	13.60x	19.92x
Merit Medical Systems, Inc.	United States	4.09x	24.06x	28.96x	72.90x	3.57x	19.05x	23.07x	47.37x	3.27x	16.69x	19.60x	34.88x
Nakanishi Inc.	Japan	4.22x	12.30x	14.97x	24.27x	3.91x	11.31x	13.50x	21.94x	3.65x	10.22x	12.24x	19.60x
Nanosonics Limited	Australia	12.64x	89.88x	143.72x	130.89x	10.52x	47.79x	76.14x	59.42x	7.71x	22.52x	26.28x	34.41x
Nihon Kohden Corporation	Japan	1.55x	14.24x	18.01x	29.32x	1.49x	13.17x	16.47x	26.68x	1.43x	12.22x	15.28x	24.83x
Nikkiso Co., Ltd.	Japan	1.01x	10.72x	16.76x	12.88x	0.98x	9.78x	14.75x	11.38x	0.94x	9.21x	13.72x	10.64x
NuVasive, Inc.	United States	3.36x	13.28x	21.94x	166.65x	3.17x	12.07x	19.52x	35.31x	3.00x	11.08x	17.42x	28.46x
Osstem Implant Co., Ltd.	South Korea	1.66x	16.07x	20.51x	40.55x	1.47x	13.25x	16.87x	21.62x	1.32x	11.29x	13.81x	18.02x
Paramount Bed Holdings Co., Ltd.	Japan	1.30x	5.70x	8.88x	17.12x	1.22x	5.58x	8.31x	16.48x	1.16x	5.47x	7.96x	15.98x
ResMed Inc.	United States	6.65x	22.29x	26.74x	35.76x	6.00x	19.53x	24.76x	31.56x	5.46x	17.85x	21.23x	26.86x
Sectra AB	Sweden	7.23x	31.03x	39.54x	46.30x	6.70x	27.52x	34.45x	46.02x	6.25x	25.44x	31.53x	42.23x
Smith & Nephew plc	United Kingdom	3.51x	12.31x	16.15x	25.53x	3.41x	11.47x	15.24x	21.49x	3.30x	10.94x	14.30x	19.77x
SonoScape Medical Corp.	China	9.36x	49.06x	46.47x	45.55x	6.91x	33.95x	32.16x	32.81x	5.15x	24.34x	23.16x	24.27x
STERIS plc	United Kingdom	4.11x	17.34x	21.08x	31.79x	3.93x	15.64x	18.57x	23.26x	3.71x	14.66x	17.72x	22.82x
Straumann Holding AG	Switzerland	7.47x	25.14x	29.12x	36.11x	6.51x	21.45x	24.55x	29.34x	5.75x	18.55x	21.01x	24.65x
Stryker Corporation	United States	5.17x	18.37x	20.18x	28.26x	4.79x	16.75x	18.44x	23.85x	4.49x	15.44x	17.03x	21.71x
Teleflex Incorporated	United States	5.89x	19.86x	22.73x	63.80x	5.58x	17.79x	20.24x	32.24x	5.21x	15.74x	17.91x	25.22x
Terumo Corporation	Japan	4.24x	16.42x	23.17x	29.83x	4.01x	14.99x	20.85x	27.87x	3.77x	13.95x	18.98x	25.13x
Varex Imaging Corporation	United States	1.80x	11.77x	16.79x	38.41x	1.81x	11.95x	14.98x	21.43x	1.77x	10.83x	13.75x	17.89x
Varian Medical Systems, Inc.	United States	3.69x	18.64x	21.24x	32.74x	3.48x	17.40x	19.56x	27.90x	3.27x	16.25x	18.09x	25.50x
West Pharmaceutical Services, Inc.	United States	4.68x	23.00x	32.53x	38.78x	4.39x	20.04x	27.29x	33.68x	4.08x	17.77x	23.61x	29.14x
William Demant Holding A/S	Denmark	3.97x	17.92x	20.33x	25.16x	3.72x	16.12x	18.51x	21.87x	3.44x	14.75x	16.91x	19.95x
Zimmer Biomet Holdings, Inc.	United States	4.08x	11.85x	14.70x	28.00x	4.05x	11.70x	14.63x	21.28x	3.95x	11.22x	13.89x	18.92x

Source: Capital IQ

IMAP Credentials


Deals in the healthcare sector 2017-2018

HEALTHCARE



Global medical products and technologies company
UNITED KINGDOM

Acquired 100% of Company



Manufacturer of ostomy products
NETHERLANDS

IMAP
ADVISED ON SALE OF COMPANY

HEALTHCARE



Provider of healthcare diagnostic imaging services
HUNGARY

Acquired 100% of Business Operations



Corporate healthcare and outpatient services provider
HUNGARY

IMAP
ADVISED ON PURCHASE OF COMPANY

HEALTHCARE



UK-based private equity firm
UNITED KINGDOM

Acquired Majority Control of Business Operations



Leading group in the orthopaedic industry
ITALY

IMAP
ADVISED ON PURCHASE OF COMPANY

HEALTHCARE



Canadian pension fund
CANADA

Acquired Investment Interest in Seller's Business



Network of medical and biology laboratories
FRANCE

IMAP
ADVISED TARGET

HEALTHCARE



Leading private equity fund
UNITED STATES

Acquired Majority Control of Business Operations



Provider of technologies for management of unit dose medicines
ITALY

IMAP
ADVISED ON SALE OF COMPANY

HEALTHCARE



Pharmacy operator
ESTONIA

Acquired 100% of Business Operations



Pharmacy operator
ESTONIA

IMAP
ADVISED ON SALE OF COMPANY

HEALTHCARE



Leading North European importer of healthcare products
FINLAND

Acquired 100% of Business Operations



Healthcare reseller
FINLAND

IMAP
ADVISED ON SALE OF COMPANY

HEALTHCARE



Industry leader in plasma-derived products
SPAIN


Acquired Majority Control of Business Operations



Nanotechnology diagnostics
SPAIN


IMAP
ADVISED ON SALE OF COMPANY

HEALTHCARE



Medical weight-loss treatments
SPAIN

Acquired 100% of Business Operations



Leader in treatment of obesity
ITALY

IMAP
ADVISED ON SALE OF COMPANY

IMAP Credentials

Deals in the healthcare sector 2017-2018

HEALTHCARE



Pharmaceutical company
MEXICO

Acquired 51% Equity Stake



Pharmaceutical company
PERU



ADVISED ON SALE OF COMPANY

HEALTHCARE



Surgical devices for treatment of spine disorders
UNITED STATES

Acquired



Patient Monitoring Services
Patient monitoring and medical scanning services
UNITED STATES



ADVISED ON SALE OF COMPANY

HEALTHCARE



Researches, develops, and commercializes new healthcare technologies
CANADA

Acquired 100% of Business Operations




Specializes in infection protection products
UNITED STATES





ADVISED ON PURCHASE OF COMPANY

HEALTHCARE




Private equity fund
BRAZIL

Acquired Majority Control of Business Operations

Integrated health management company
BRAZIL



ADVISED ON SALE OF COMPANY

HEALTHCARE



Diversified healthcare
INDIA

Acquired Selected Assets of Seller's Business



Pharmaceutical company
INDIA



ADVISED ON SALE OF DIGIPEX BRAND

HEALTHCARE



Integrated global health services
UNITED STATES

Acquired Majority Control of Business Operations




Pharma and medical device outsourced testing
UNITED STATES




ADVISED ON SALE OF COMPANY

HEALTHCARE




Leading Brazilian pharmaceutical company
BRAZIL

Acquired 100% of Business Operations



Guarulhos Manufacturing Facility (Zoetis' Brazilian Plant)
BRAZIL



ADVISED ON SALE OF PHARMACEUTICAL MANUFACTURING FACILITY

HEALTHCARE



Manufacturer and distributor of industrial supplies
UNITED STATES

Acquired 100% of Business Operations




Healthcare distributor
UNITED STATES




ADVISED ON SALE OF COMPANY

HEALTHCARE




Vertically integrated global pharma company
INDIA

Acquired 100% of Business Operations



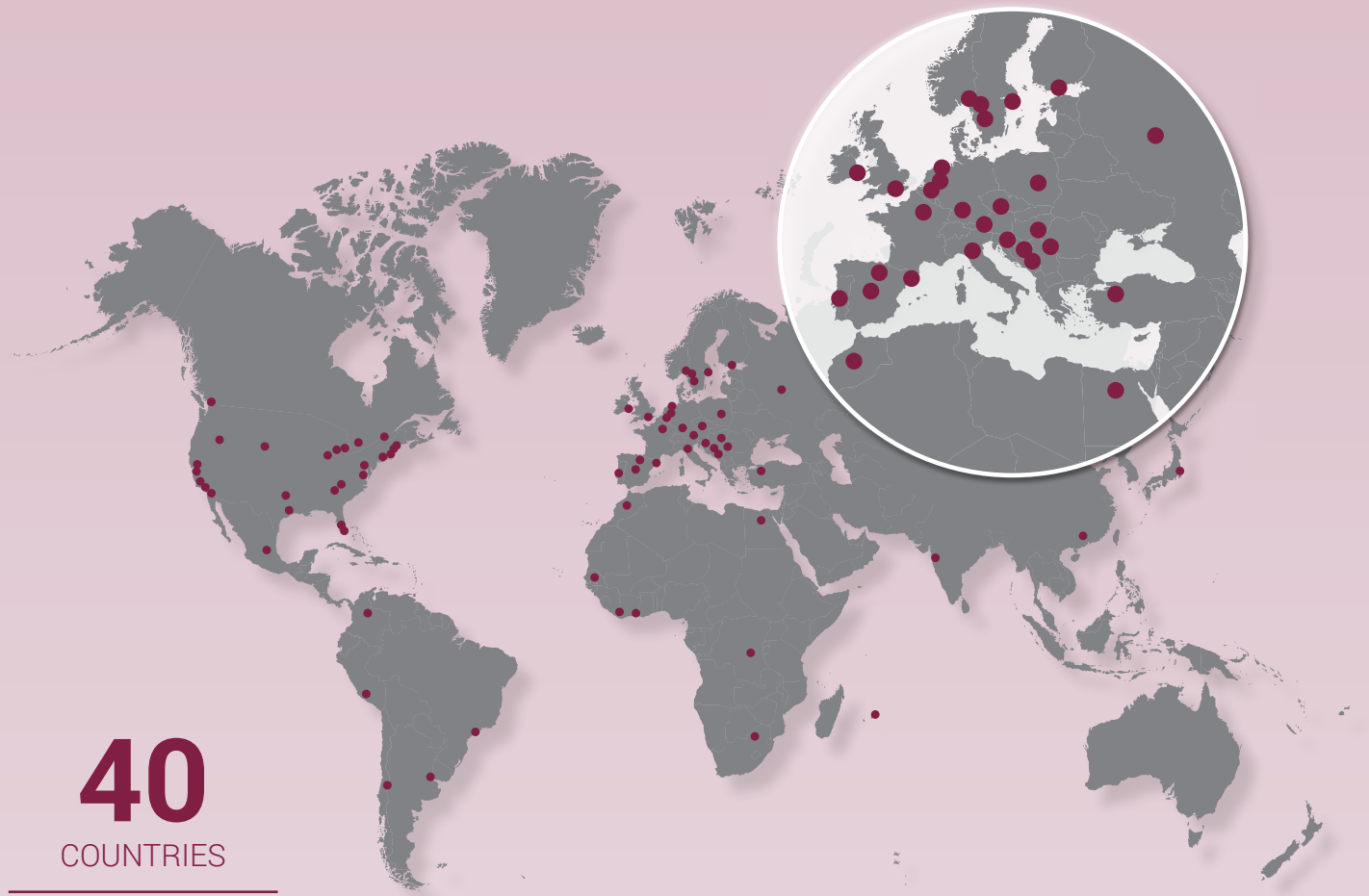
Pharma formulation manufacturing
INDIA



ADVISED ON SALE OF COMPANY

About IMAP

Global reach



40

COUNTRIES

450+

TEAM OF IMAP
PROFESSIONALS
WORLDWIDE

Argentina | Belgium | Bosnia & Herzegovina | Brazil | Canada | Chile | China | Colombia | Congo | Croatia | Czech Republic | Egypt | Finland | France | Germany | Ghana | Hungary | India | Ireland | Italy | Ivory Coast | Japan | Mauritius | Mexico | Morocco | Netherlands | Norway | Peru | Poland | Portugal | Russia | Senegal | Serbia | Slovenia | South Africa | Spain | Sweden | Turkey | United Kingdom | United States

IMAP is an International Mergers and Acquisitions Partnership with 450 M&A professionals and a presence in 40 countries. IMAP has closed over 2,100 transactions valued at \$90bn in the last 10 years and is consistently ranked in the world's top ten M&A advisors for mid-market transactions (Thomson Reuters). IMAP advises primarily mid-sized companies and their shareholders on the sales and acquisitions on a global scale, providing clients with entrepreneurial, unbiased advice and successfully helping them achieve their objectives.

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