



Cassel Salpeter & Co.
INVESTMENT BANKING

Healthcare Investment Banking
Q1 2024 Update

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Ira Z. Leiderman
Managing Director,
Healthcare

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Mr. Leiderman has successfully led numerous transactions, as well as conducted strategic advisory work for companies in the healthcare and life sciences sectors.

Previous Experience: Founder & MD, Long Trail Advisors, LLC; Co-Head – Healthcare Group, Ladenburg Thalmann & Co. Inc.; Head of IB, Punk Ziegel & Co.

Former Board Involvement: Aphera, Inc. – Executive Chairman, Collplant Ltd., Margin Surgical, Inc., and Camp Ramah.



Margery Fischbein
Managing Director,
Healthcare

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Ms. Fischbein has a long track record of successfully advising clients in the healthcare industry on M&A and licensing transactions and public and private equity and debt financings, as well as providing strategic advisory services.

Previous Experience: Managing Director and Head of Healthcare Investment Banking, Seaport Global and FBR & Co.; Managing Director and Head of East Coast Biotechnology, JMP Securities; Vice President Business Development, Human Genome Sciences; Vice President Business Development, ImClone Systems; Managing Director Investment Banking, Citigroup and JP Morgan Chase; Senior Vice President, Lehman Brothers.

Board Involvement: Cytodel, Palisade Bio Inc (NASDAQ: PALI), and Harvard Business School Club of New York.

M.B.A, Harvard Business School; B.A. Harvard University.

- Cassel Salpeter & Co., LLC is a boutique investment banking firm focused on providing independent and objective advice to middle-market and emerging growth companies. We can help.

Mergers & Acquisitions

- Financial advisory
- Sales to strategic and private equity buyers
- Divestitures to strategic and private equity buyers
- Buy-side acquisition programs
- Leveraged & management buyouts
- Going private transactions

Capital Raising

- Financial advisory
- Equity and debt private placements
- Growth capital
- PIPEs
- Recapitalizations

Other Services

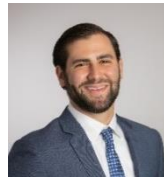
- Fairness opinions
- Solvency opinions
- Valuations
- Restructuring, refinancing, and distressed M&A transactions
 - Debtor and creditor representations
 - §363 sales & plans of reorganization



James Cassel
Chairman



Scott Salpeter
President



Philip Cassel
Managing Director



Ira Leiderman
Managing Director



Margery Fischbein
Managing Director



Laura Salpeter
Director



Joseph Smith
Director



Marcus Wai
Vice President



Chris Mansueto
Vice President



Edward Kropf
Associate



Tahz Rashid
Associate



Charles Davis
Associate



Francisco Belliard
Analyst



Alejandro Sanchez
Analyst



Cody Evans
Analyst

I

DRUG SHORTAGES ... IN THE U.S.? REALLY?

II

M&A & PRIVATE PLACEMENTS REVIEW

III

PUBLIC MARKETS REVIEW

Thankfully, we live in a country of plenty. The United States has so much food that an estimated 38% of that food is wasted annually. The number is staggering; it equates to about 92 billion pounds of food that goes uneaten and finds its way primarily to landfills.¹ It is almost criminal when you think about that amount of waste.

But an area in which we do not have that bounty is in prescription medicines. The United States has faced a chronic shortage of drugs ranging from fairly low-cost antibiotics such as amoxicillin to chemotherapeutic agents to insulin. Not having adequate supply of some of these drugs delays treatment which may cost lives. There was a peak in the drug shortage saga in 2014. The following year, shortages started to ease, and we thought that the worst was behind us. But then came the COVID-19 pandemic. The overall supply chain from manufacturing to delivery was disrupted simultaneously with a sudden increase in the use of certain drugs.² We have now reached a record high in the shortage to over 320 drugs.³

What is behind this disturbing situation? A number of different factors are involved, making this situation somewhat complicated. It cannot be compared to food production, which is fairly straightforward. And getting food, whether fresh produce, proteins, or packaged goods, to their end users has some nuances, particularly in storage and shipping, but delivering this is very different from medicines and pharmaceutical products. Medicines and pharmaceutical products can be complicated to manufacture, package, warehouse, and ship. In addition, each and every step in the supply chain is governed by fairly complex regulations.

Almost every medicine, whether solid, semi-solid, or liquid, is a mixture of compounds. The active drug substance is called the Active Pharmaceutical Ingredient or API. This is the substance that has the medicinal effect. However, most APIs cannot be administered alone. They are blended with a host of compounds that aid in their absorption by the body, keep the API stable, and, in the case of tablets, have binders that allow the tablet to be formed and provide it the stability to be packaged without breakage. Each one of these compounds must be approved by regulatory agencies. Sound straightforward? Not really.

¹ www.feedingamerica.org

² American Society of Hospital Pharmacies, April 2024.

³ Wall Street Journal; April 12, 2024.

Let us say that a tablet is comprised of the API and eight additional compounds. Each compound will probably come from a different manufacturer and may be manufactured in several different countries on different continents. Just orchestrating their shipment is complicated and can be a nightmare. And if one compound suddenly becomes unavailable, you cannot just substitute an equivalent product. Many of these compounds are now manufactured in China, India, and, to a lesser extent, the European Union.

Another cause of the worsening shortage is drug pricing, and the cause is probably not what you are thinking. Let's explain. There is constant discussion about the high cost of drugs in the United States, particularly when compared to the European Union. However, these high costs are not hindering supply. Yes, there are shortages of some of these high-priced medicines that are caused by demand outstripping supply. However, there are many off-label prescriptions for some of these drugs, particularly newer biologics, and this is hindering supply for those who need the drug for conditions covered by the approved label. Over time this will undoubtedly correct itself.

Now comes the counterintuitive cost and supply issue. In the United States, prescribed drugs are filled as a generic, when available, unless the "branded" drug is specified by the patient's medical provider. When a generic version of a branded drug first enters the market, the manufacturer benefits from a period of exclusivity, so the cost of the drug only goes down by a small amount. However, after the exclusive period ends, competition typically increases, and the price begins to fall. Then it is a race to the bottom.⁴ Group Purchasing Organizations (GPOs) and third-party payors continuously demand lower prices, thus squeezing the manufacturers' abilities to make a profit. And in some cases, it becomes unprofitable to continue manufacturing some drugs, so the manufacturers cease production and remove these drugs from the market.

⁴ Generic Drugs in the US: Policies to Address Pricing and Competition. Gupta R, et al. Clin Pharm & Ther; November 24, 2018.

In the United States, virtually all generic drugs are manufactured offshore, primarily in China and India where production costs are lower. Post pandemic, the U.S. government started looking for ways to onshore the manufacture of APIs and the medicines themselves, but this will take time since many manufacturing facilities have been shuttered; bringing them back on-line or building new ones takes time. Since the current pricing structure for generic drugs is very discouraging, prices will likely need to rise to increase supply.⁵

Another issue not often discussed is national security. If our nation's drug supply is reliant on countries that are not necessarily our friends, the supply of critical drugs could be cut off. This occurred during the COVID-19 pandemic when India held back the delivery of certain drugs which they felt were needed in their country.^{6,7} Also, the United States is overly dependent on China for API and other compounds necessary for drug manufacture. This is a critical issue that is also driving the federal government's push for the return of API and drug manufacturing to the United States.^{8,9}

There is no easy solution. Drug prices will have to rise to encourage manufacturers to "get back into the game." For some drugs, there may need to be a cap on the number of companies who receive authorizations to manufacture that drug. This may be seen as anti-competitive, but this may be needed for the greater good. The federal government has been spending money for onshoring, but it may need to offer additional financial incentives to make it attractive to reopen or build new manufacturing facilities. All of this will take time, but if the stakeholders in the pharmaceutical ecosystem pull together, these should be achievable goals.

⁵ U.S seeks to 'onshore' drug production in response to Covid-19. Is pharma even interested? Blankenship K. Fierce Pharma; June 3, 2020.

⁶ The Consequence of COVID-19 on the Global Supply of Medical Products: Guerin PJ, et al. F1000 Research; November 19, 2020.

⁷ As Coronavirus Disrupts Factories, India Curbs Exports of Key Drugs. New York Times, March 3, 2020.

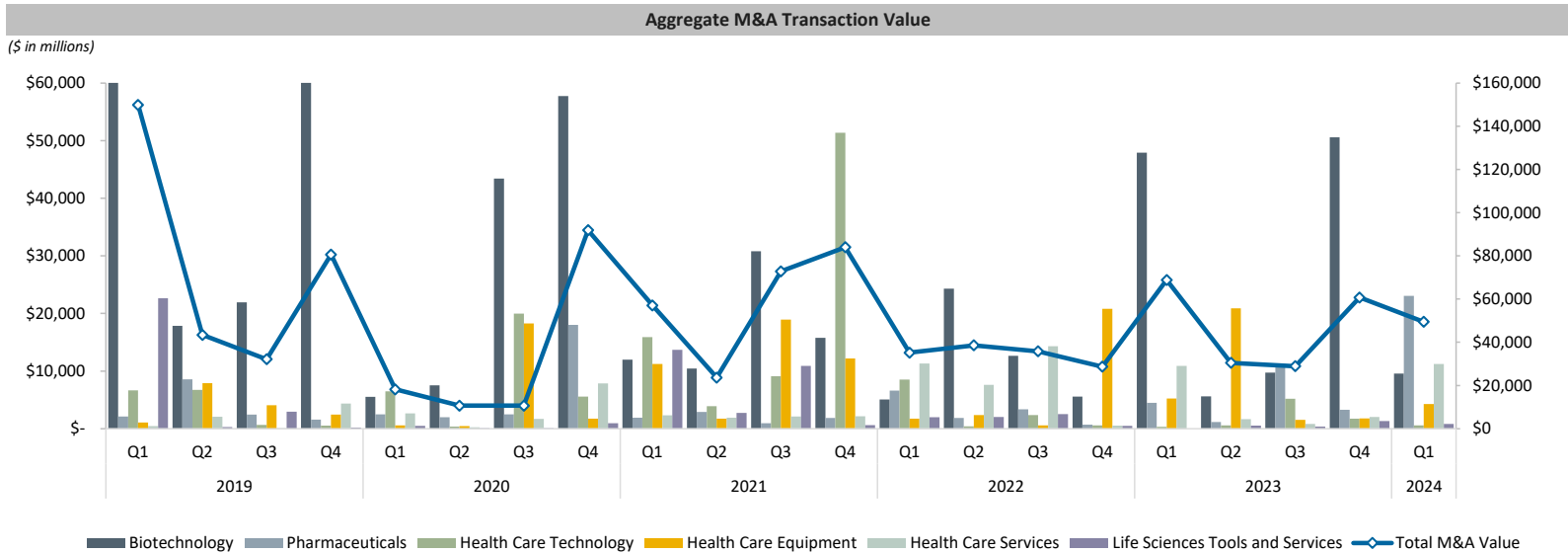
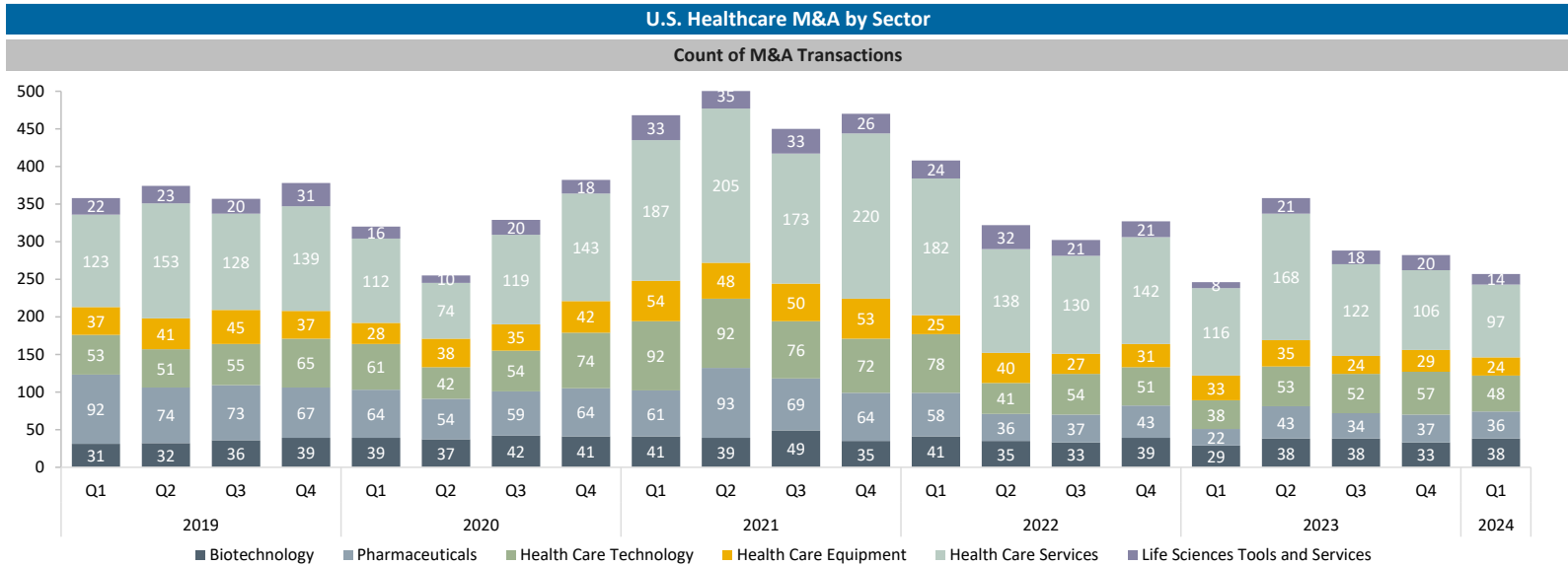
⁸ Building Resilience into the Nation's Medical Product Supply Chain; The National Academies of Sciences, Engineering, Medicine. March 3, 2022.

⁹ Drug Shortages and National Security; Heard on All Things Considered, March 26, 2023.

I DRUG SHORTAGES ... IN THE U.S.? REALLY?

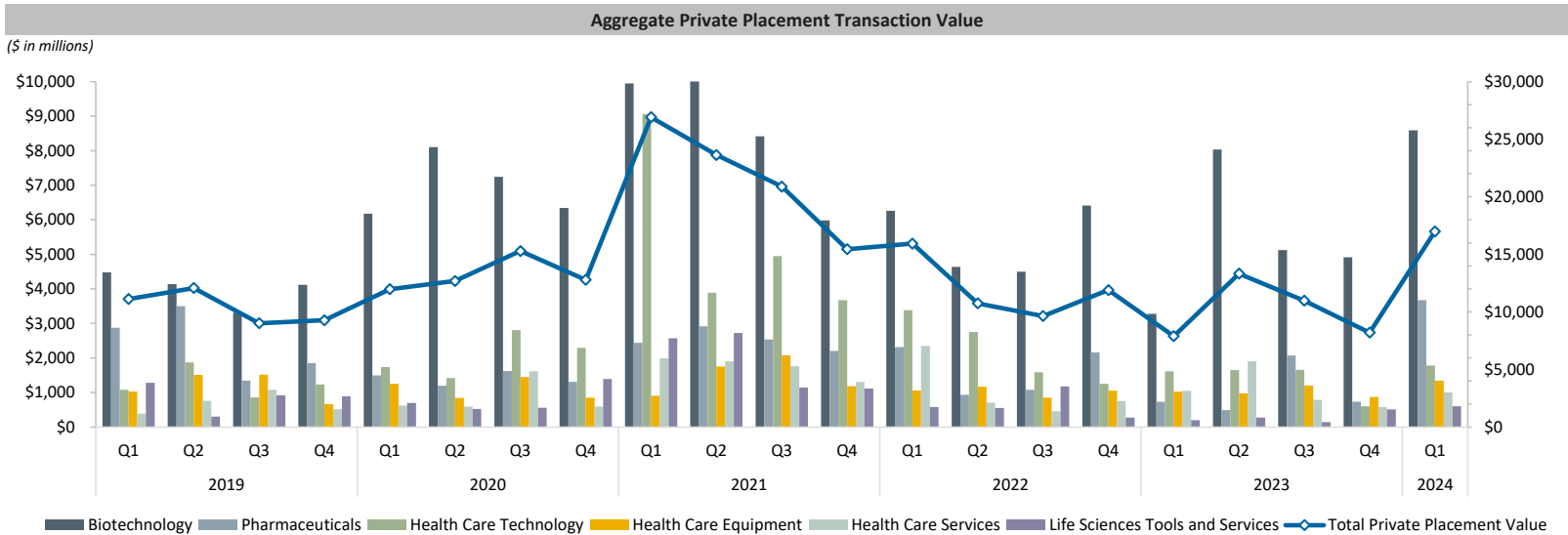
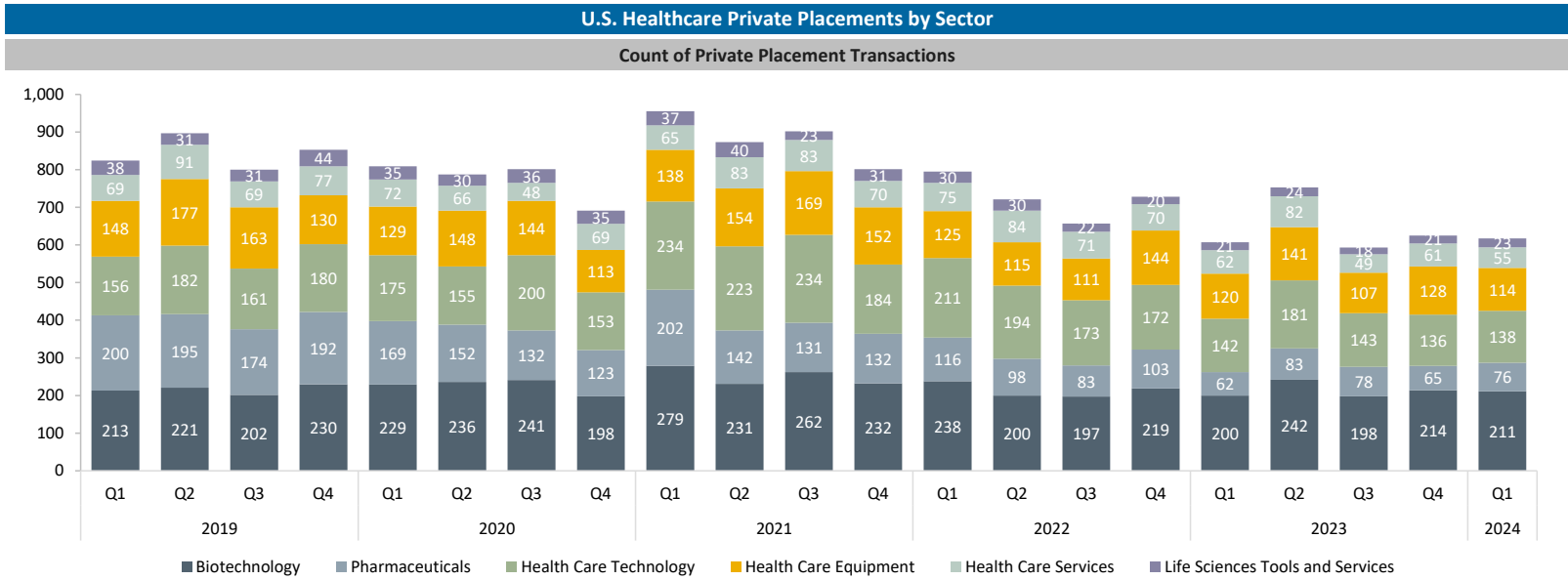
II M&A & PRIVATE PLACEMENTS REVIEW

III PUBLIC MARKETS REVIEW



Note: Q1 2018 total transaction value for Health Care Services was \$71,655 and Q1 2019 total transaction value for Biotechnology was \$116,936.

Sources of information: S&P Capital IQ.



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I DRUG SHORTAGES ... IN THE U.S.? REALLY?

II M&A & PRIVATE PLACEMENTS REVIEW

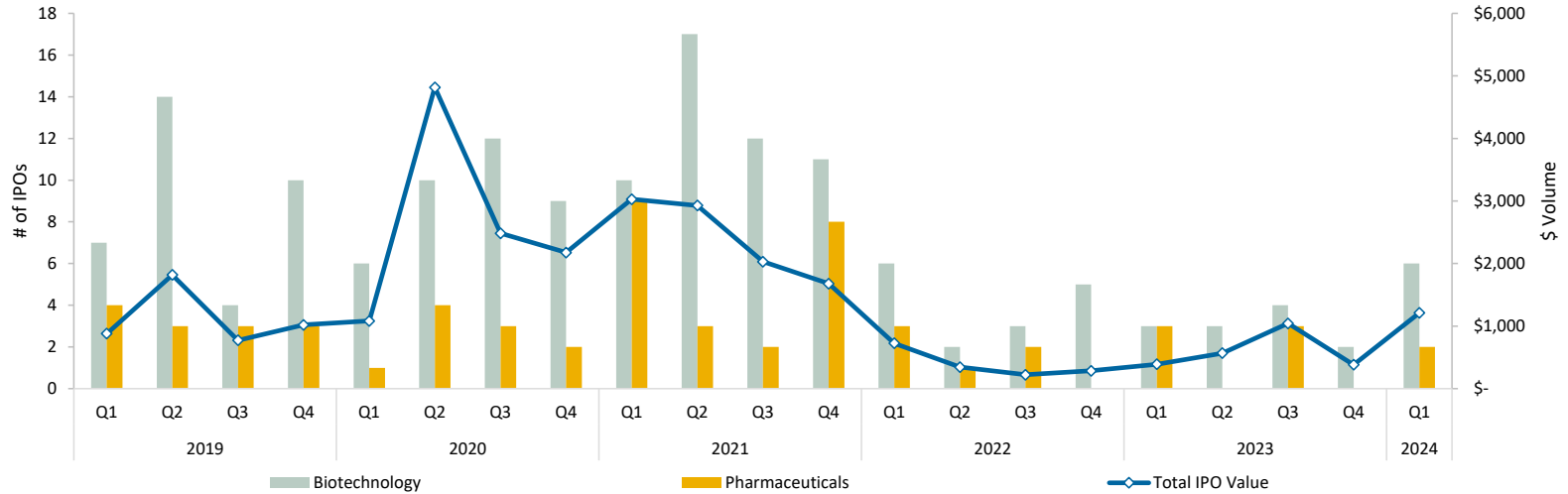
III PUBLIC MARKETS REVIEW

EQUITY OFFERINGS OVERVIEW BY SECTOR

U.S. Healthcare IPO & Follow-On Equity Offerings by Sector

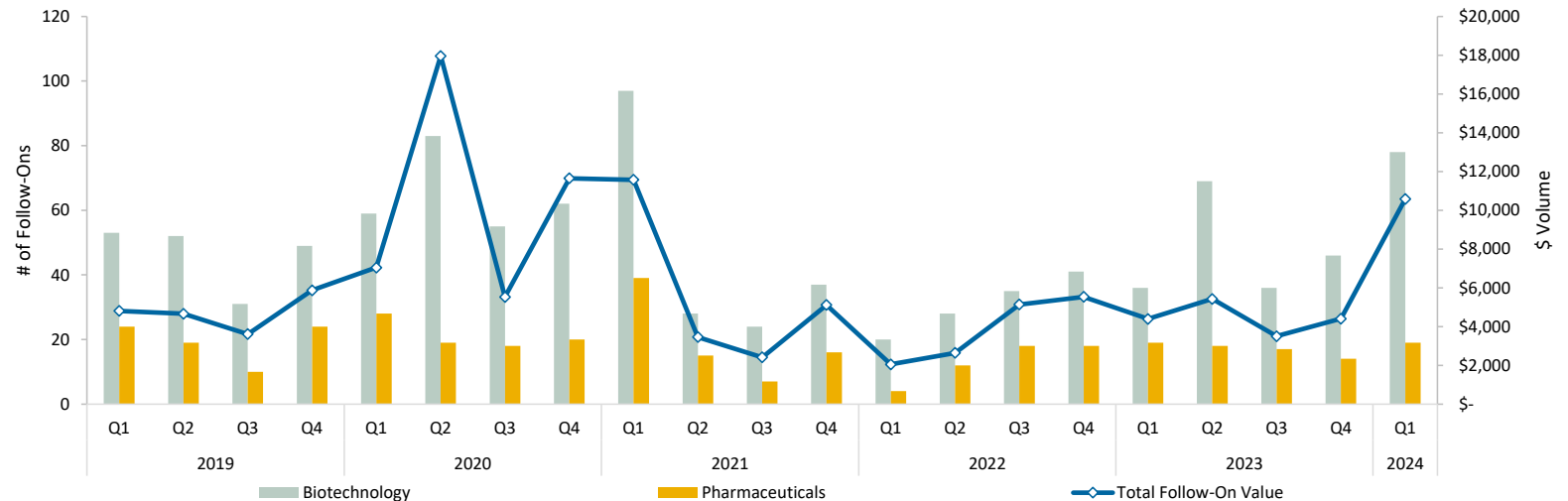
Count of IPOs and Aggregate Equity Raised

(\$ in millions)



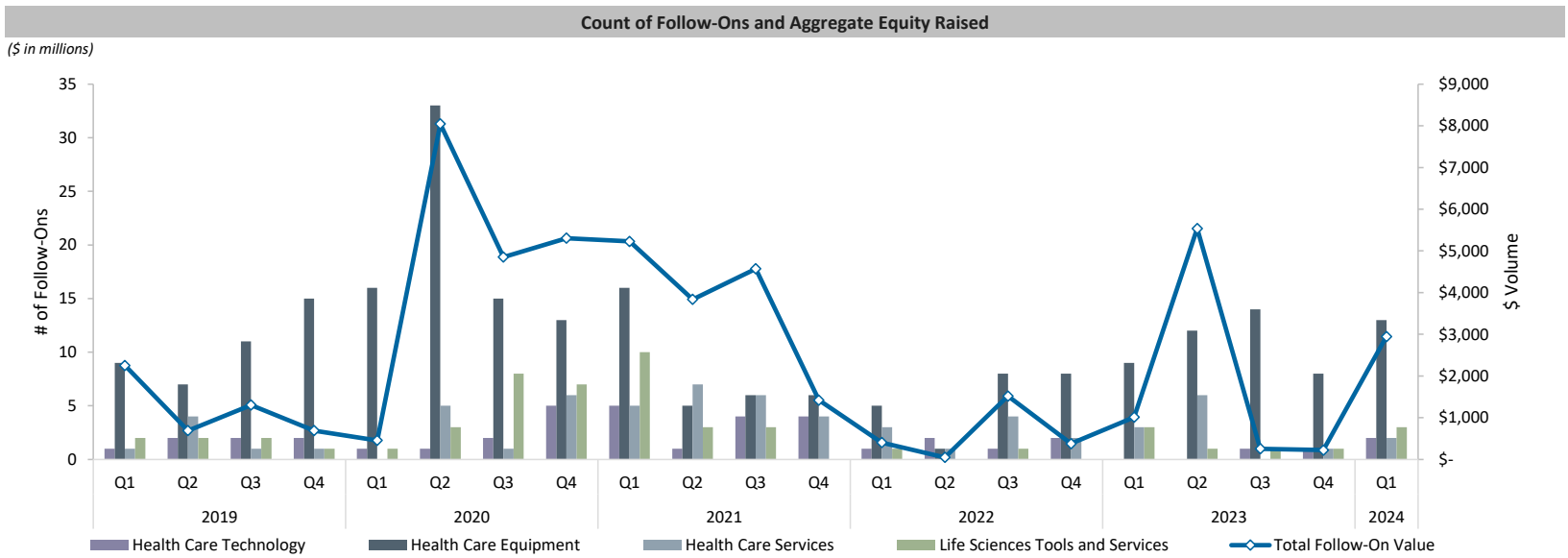
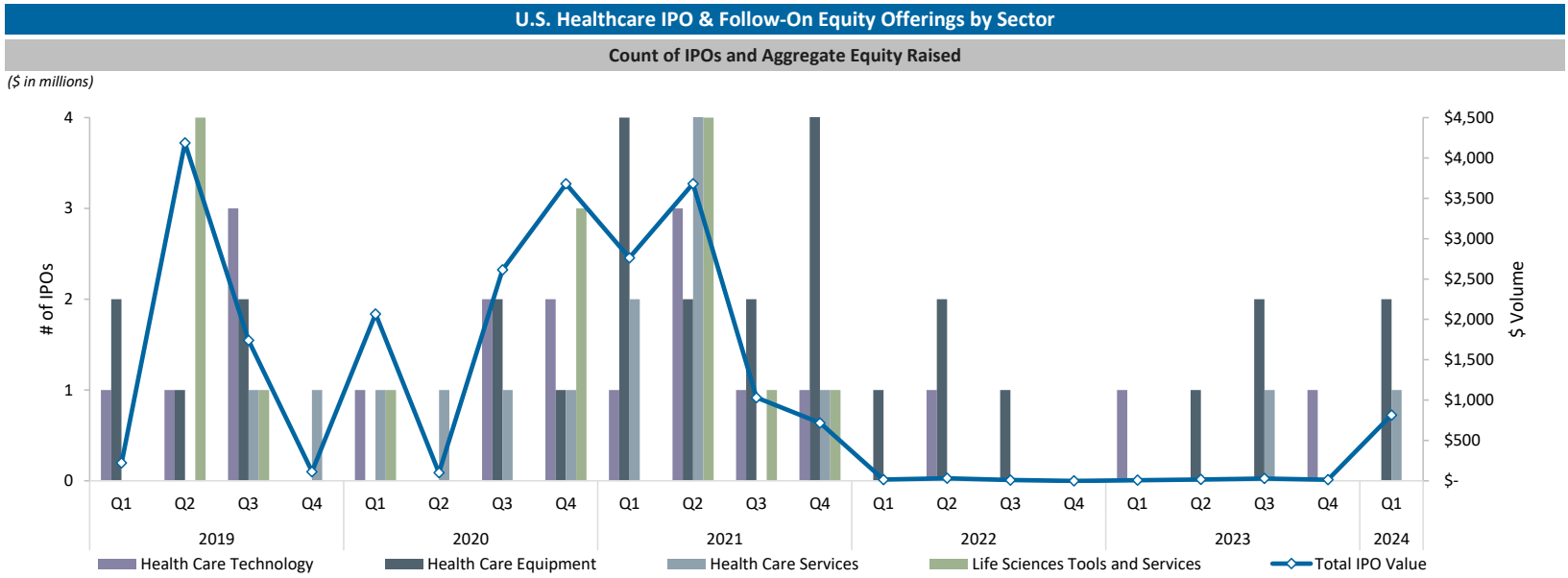
Count of Follow-Ons and Aggregate Equity Raised

(\$ in millions)



Sources of information: S&P Capital IQ.

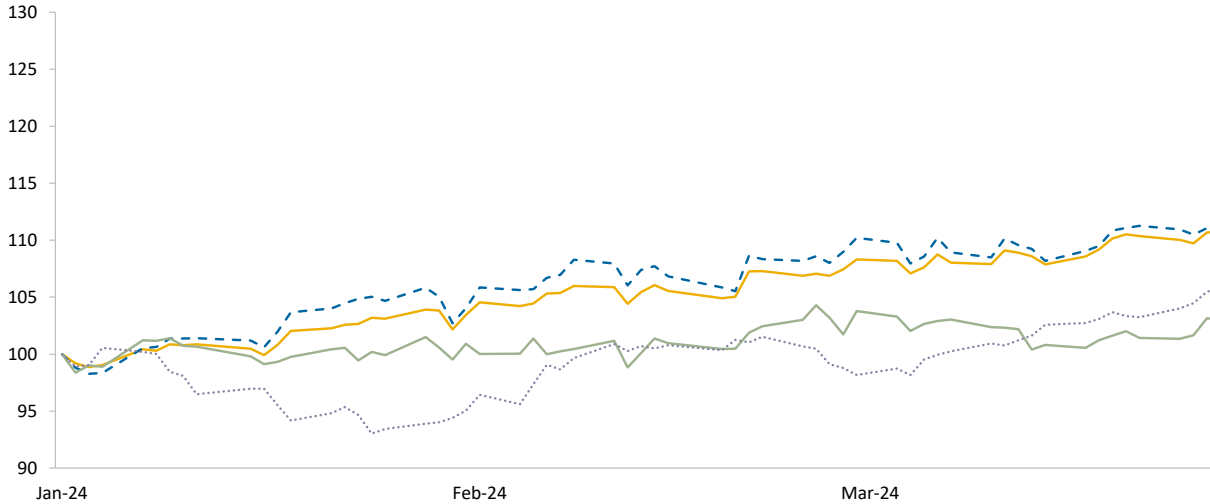
EQUITY OFFERINGS OVERVIEW BY SECTOR (CONT.)



Note: Q2 2021 total count of IPOs for Health Care Services was 5 and Q4 2021 total count of IPOs for Health Care Equipment was 8.

Relative Trading Performance

Last Three Months - Jan 2, 2024 to Mar 28, 2024 (Chart 1)

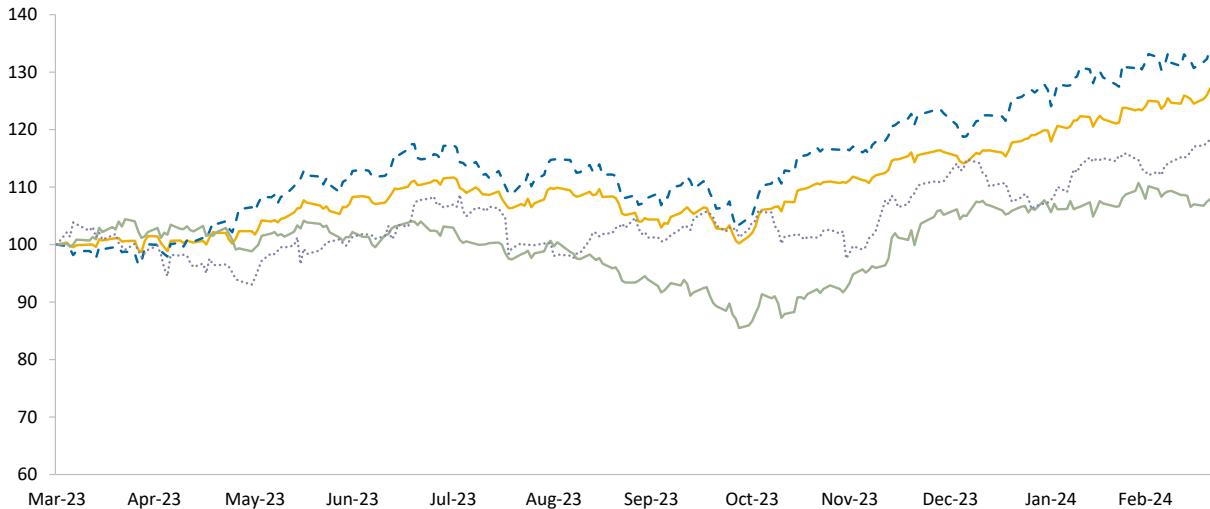


Indices

	Chart 1	Chart 2
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S&P 500	10.8%	27.9%
NASDAQ Composite	10.9%	34.0%
Nasdaq HC	3.1%	9.4%
S&P 500 HC Services	5.8%	20.8%

1 Year - Mar 31, 2023 to Mar 28, 2024 (Chart 2)



Sources of information: S&P Capital IQ.

SELECTED PUBLIC COMPANIES – PHARMA

Selected Companies Review

(\$ in thousands, except per security)

Company	Ticker	Market Statistics			Metrics				Valuation Benchmarks				
		Closing Price	% of 52-week	Enterprise	Revenue	EBITDA	EBITDA	EBITDA	EV / Revenue		EV / EBITDA		
		28-Mar-24	High-Low	Value	LTM	LTM	LTM Margin	2024 E Growth	LTM	2023 E	LTM	2023 E	
Vaccines													
AstraZeneca PLC	LSE:AZN	\$ 134.98	86.2% - 112.9%	\$ 232,881.1	\$ 45,811.0	\$ 15,010.0	32.8%	13.8%	5.08x	5.09x	15.5x	15.0x	
Bavarian Nordic A/S	CPSE:BAVA	\$ 22.44	69.8% - 123.4%	1,499.9	1,047.3	398.2	38.0%	-38.4%	1.43x	1.45x	3.8x	4.2x	
BioNTech SE	NasdaqGS:BNTX	\$ 92.25	70.1% - 108.3%	3,905.8	4,221.3	1,224.5	29.0%	-163.3%	0.93x	0.84x	3.2x	3.6x	
CSL Limited	ASX:CSL	\$ 187.85	92.0% - 125.9%	103,294.3	14,179.0	4,403.0	31.1%	16.5%	7.29x	7.30x	23.5x	23.1x	
CureVac N.V.	NasdaqGM:CVAC	\$ 3.03	24.5% - 109.8%	231.8	45.4	(256.2)	-564.6%	-11.4%	5.11x	3.27x	na	na	
Dynavax Technologies Corporation	NasdaqGS:DVAX	\$ 12.41	81.9% - 130.9%	1,149.6	232.3	(26.1)	-11.2%	-194.6%	4.95x	4.99x	na	na	
GSK plc	LSE:GSK	\$ 21.60	99.3% - 131.2%	103,140.9	38,630.5	13,124.8	34.0%	4.4%	2.67x	2.71x	7.9x	7.9x	
Inovio Pharmaceuticals, Inc.	NasdaqCM:INO	\$ 13.88	94.5% - 357.0%	235.2	0.8	(130.7)	-15704.1%	na	nm	nm	na	na	
Johnson & Johnson	NYSE:JNJ	\$ 158.19	89.9% - 109.1%	391,040.9	85,159.0	30,767.0	36.1%	-0.2%	4.59x	4.61x	12.7x	12.2x	
Merck & Co., Inc.	NYSE:MRK	\$ 131.95	99.1% - 133.1%	364,006.6	60,115.0	8,297.0	13.8%	212.0%	6.06x	6.07x	43.9x	38.9x	
Moderna, Inc.	NasdaqGS:MRNA	\$ 106.56	65.3% - 170.4%	30,151.4	6,848.0	(3,618.0)	-52.8%	-39.8%	4.40x	4.63x	na	na	
Novavax, Inc.	NasdaqGS:NVAX	\$ 4.78	42.1% - 135.3%	381.1	983.7	(511.0)	-51.9%	-77.1%	0.39x	0.38x	na	na	
Pfizer Inc.	NYSE:PFE	\$ 27.75	65.7% - 108.4%	220,051.5	58,496.0	11,517.0	19.7%	77.6%	3.76x	3.72x	19.1x	19.6x	
Sanofi	ENXTPA:SAN	\$ 98.25	86.5% - 112.9%	133,515.6	50,882.1	13,838.8	27.2%	-1.0%	2.62x	2.75x	9.6x	8.8x	
		<i>Mean</i>	<i>76.2% - 140.6%</i>	<i>\$ 113,249.0</i>	<i>\$ 26,189.4</i>	<i>\$ 6,717.0</i>	<i>-1151.6%</i>	<i>-15.5%</i>	<i>3.79x</i>	<i>3.68x</i>	<i>15.5x</i>	<i>14.8x</i>	
		<i>Median</i>	<i>84.0% - 124.7%</i>	<i>\$ 66,646.1</i>	<i>\$ 10,513.5</i>	<i>\$ 2,813.7</i>	<i>23.4%</i>	<i>-1.0%</i>	<i>4.40x</i>	<i>3.72x</i>	<i>12.7x</i>	<i>12.2x</i>	

Market value equals price per share times number of diluted shares outstanding. Enterprise value equals market value plus debt, preferred stock, and non controlling interests, less cash.

Sources of information: S&P Capital IQ.

SELECTED PUBLIC COMPANIES – PHARMA (CONT.)

Selected Companies Review

(\$ in thousands, except per security)

Company	Ticker	Market Statistics			Metrics				Valuation Benchmarks				
		Closing Price	% of 52-week	Enterprise	Revenue	EBITDA	EBITDA	EBITDA	EV / Revenue		EV / EBITDA		
		28-Mar-24	High-Low	Value	LTM	LTM	LTM Margin	2024 E Growth	LTM	2023 E	LTM	2023 E	
Neurology													
AbbVie Inc.	NYSE:ABBV	\$ 182.10	99.6% - 139.0%	\$ 370,760.3	\$ 54,318.0	\$ 26,358.0	48.5%	1.3%	6.83x	6.86x	14.1x	14.3x	
Biogen Inc.	NASDAQ:BIIB	\$ 215.63	67.4% - 102.2%	37,722.7	9,835.6	2,377.0	24.2%	11.0%	3.84x	3.80x	15.9x	12.7x	
Eli Lilly and Company	NYSE:LLY	\$ 777.96	97.2% - 231.5%	723,566.3	34,124.1	12,314.6	36.1%	75.8%	21.20x	21.54x	nm	nm	
Johnson & Johnson	NYSE:JNJ	\$ 158.19	89.9% - 109.1%	391,040.9	85,159.0	30,767.0	36.1%	-0.2%	4.59x	4.61x	12.7x	12.2x	
Pfizer Inc.	NYSE:PFE	\$ 27.75	65.7% - 108.4%	220,051.5	58,496.0	11,517.0	19.7%	77.6%	3.76x	3.72x	19.1x	19.6x	
Regeneron Pharmaceuticals, Inc.	NasdaqGS:REGN	\$ 962.49	96.4% - 140.5%	94,900.1	13,117.2	4,654.2	35.5%	0.5%	7.23x	7.34x	20.4x	17.4x	
Roche Holding AG	SWX:ROG	\$ 255.03	78.2% - 103.1%	231,897.5	71,777.5	24,841.5	34.6%	-6.9%	3.23x	3.28x	9.3x	8.6x	
Sanofi	ENXTPA:SAN	\$ 98.25	86.5% - 112.9%	133,515.6	50,882.1	13,838.8	27.2%	-1.0%	2.62x	2.75x	9.6x	8.8x	
Takeda Pharmaceutical Company Limited	TSE:4502	\$ 27.78	86.3% - 107.8%	76,096.5	29,575.7	8,572.6	29.0%	-6.7%	2.57x	2.64x	8.9x	10.0x	
Tonix Pharmaceuticals Holding Corp.	NASDAQ:TNXP	\$ 0.19	4.7% - 111.4%	5.1	4.0	(119.9)	-3006.1%	na	1.29x	0.50x	na	na	
		<i>Mean</i>	77.2% - 126.6%	\$ 227,955.7	\$ 40,728.9	\$ 13,512.1	-271.5%	16.8%	5.72x	5.71x	13.8x	12.9x	
		<i>Median</i>	86.4% - 110.3%	\$ 176,783.5	\$ 42,503.1	\$ 11,915.8	31.8%	0.5%	3.80x	3.76x	13.4x	12.4x	
Anti-Infectives													
Abbott Laboratories	NYSE:ABT	\$ 113.66	93.4% - 126.7%	\$ 207,157.6	\$ 40,109.0	\$ 10,463.0	26.1%	5.6%	5.16x	5.17x	19.8x	20.3x	
Cipla Limited	NSEI:CIPLA	\$ 17.95	98.5% - 168.9%	14,059.7	3,017.4	736.4	24.4%	11.6%	4.66x	4.64x	19.1x	19.5x	
Hikma Pharmaceuticals PLC	LSE:HIK	\$ 24.25	86.3% - 116.6%	6,346.8	2,875.0	791.0	27.5%	1.0%	2.21x	2.23x	8.0x	8.1x	
Johnson & Johnson	NYSE:JNJ	\$ 158.19	89.9% - 109.1%	391,040.9	85,159.0	30,767.0	36.1%	-0.2%	4.59x	4.61x	12.7x	12.2x	
Merck & Co., Inc.	NYSE:MRK	\$ 131.95	99.1% - 133.1%	364,006.6	60,115.0	8,297.0	13.8%	212.0%	6.06x	6.07x	43.9x	38.9x	
Viatrix Inc.	NasdaqGS:VTRS	\$ 11.94	87.7% - 136.6%	31,366.4	15,426.9	4,856.9	31.5%	-6.0%	2.03x	2.03x	6.5x	6.0x	
Novartis AG	SWX:NOVN	\$ 97.01	92.2% - 105.6%	224,074.3	46,660.0	17,518.0	37.5%	3.3%	4.80x	4.79x	12.8x	12.3x	
Pfizer Inc.	NYSE:PFE	\$ 27.75	65.7% - 108.4%	220,051.5	58,496.0	11,517.0	19.7%	77.6%	3.76x	3.72x	19.1x	19.6x	
Sun Pharmaceutical Industries Limited	NSEI:SUNPHARMA	\$ 19.43	99.2% - 175.7%	45,487.7	5,699.8	1,539.5	27.0%	15.0%	7.98x	8.00x	29.5x	29.9x	
Teva Pharmaceutical Industries Limited	NYSE:TEVA	\$ 14.11	97.6% - 199.2%	33,485.9	15,846.0	4,333.0	27.3%	3.2%	2.11x	2.18x	7.7x	7.4x	
		<i>Mean</i>	91.0% - 138.0%	\$ 153,707.7	\$ 33,340.4	\$ 9,081.9	27.1%	32.3%	4.34x	4.34x	17.9x	17.4x	
		<i>Median</i>	92.8% - 129.9%	\$ 126,322.6	\$ 27,977.5	\$ 6,577.0	27.2%	4.5%	4.63x	4.62x	15.9x	15.9x	

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		28-Mar-24	High-Low	Value	LTM	LTM	LTM Margin	2024 E Growth	LTM	2023 E	LTM	2023 E	
Cancer Immunotherapy													
Amgen Inc.	NasdaqGS:AMGN	\$ 284.32	86.2% - 134.3%	\$ 207,113.9	\$ 28,190.0	\$ 12,235.0	43.4%	15.8%	7.35x	7.37x	16.9x	12.7x	
BioNTech SE	NasdaqGS:BNTX	\$ 92.25	70.1% - 108.3%	3,905.8	4,221.3	1,224.5	29.0%	-163.3%	0.93x	0.84x	3.2x	3.6x	
Bristol-Myers Squibb Company	NYSE:BMJ	\$ 54.23	76.3% - 114.0%	138,880.2	45,006.0	18,420.0	40.9%	-2.6%	3.09x	3.10x	7.5x	7.6x	
bluebird bio, Inc.	NasdaqGS:BLUE	\$ 1.28	23.1% - 145.6%	376.1	21.7	(131.8)	-606.5%	-15.2%	17.31x	9.86x	na	na	
Celldex Therapeutics, Inc.	NasdaqCM:CLDX	\$ 41.97	78.9% - 189.8%	2,324.3	6.9	(139.0)	-2020.0%	24.5%	nm	nm	na	na	
Cellectis S.A.	ENXTPA:ALCLS	\$ 2.69	72.3% - 280.2%	209.3	24.5	(62.8)	-256.2%	43.4%	8.54x	8.81x	na	na	
Gilead Sciences, Inc.	NasdaqGS:GILD	\$ 73.25	83.4% - 102.6%	107,343.9	27,116.0	12,495.0	46.1%	4.6%	3.96x	3.96x	8.6x	8.2x	
Incyte Corporation	NasdaqGS:INCY	\$ 56.97	74.9% - 113.3%	9,187.8	3,695.6	738.5	20.0%	40.8%	2.49x	2.49x	12.4x	12.7x	
Merck & Co., Inc.	NYSE:MRK	\$ 131.95	99.1% - 133.1%	364,006.6	60,115.0	8,297.0	13.8%	212.0%	6.06x	6.07x	43.9x	38.9x	
Novartis AG	SWX:NOVN	\$ 97.01	92.2% - 105.6%	224,074.3	46,660.0	17,518.0	37.5%	3.3%	4.80x	4.79x	12.8x	12.3x	
Regeneron Pharmaceuticals, Inc.	NasdaqGS:REGN	\$ 962.49	96.4% - 140.5%	94,900.1	13,117.2	4,654.2	35.5%	0.5%	7.23x	7.34x	20.4x	17.4x	
		<i>Mean</i>	77.6% - 142.5%	\$ 104,756.6	\$ 20,743.1	\$ 6,840.8	-237.9%	14.9%	6.17x	5.46x	15.7x	14.2x	
		<i>Median</i>	78.9% - 133.1%	\$ 94,900.1	\$ 13,117.2	\$ 4,654.2	29.0%	4.6%	5.43x	5.43x	12.6x	12.5x	
Cardiovascular													
AstraZeneca PLC	LSE:AZN	\$ 134.98	86.2% - 112.9%	\$ 232,881.1	\$ 45,811.0	\$ 15,010.0	32.8%	13.8%	5.08x	5.09x	15.5x	15.0x	
Bayer Aktiengesellschaft	XTRA:BAYN	\$ 30.71	45.9% - 113.9%	67,509.5	52,655.0	12,524.6	23.8%	-7.4%	1.28x	1.28x	5.4x	5.5x	
Bristol-Myers Squibb Company	NYSE:BMJ	\$ 54.23	76.3% - 114.0%	138,880.2	45,006.0	18,420.0	40.9%	-2.6%	3.09x	3.10x	7.5x	7.6x	
Gilead Sciences, Inc.	NasdaqGS:GILD	\$ 73.25	83.4% - 102.6%	107,343.9	27,116.0	12,495.0	46.1%	4.6%	3.96x	3.96x	8.6x	8.2x	
Johnson & Johnson	NYSE:JNJ	\$ 158.19	89.9% - 109.1%	391,040.9	85,159.0	30,767.0	36.1%	-0.2%	4.59x	4.61x	12.7x	12.2x	
Novartis AG	SWX:NOVN	\$ 97.01	92.2% - 105.6%	224,074.3	46,660.0	17,518.0	37.5%	3.3%	4.80x	4.79x	12.8x	12.3x	
Pfizer Inc.	NYSE:PFE	\$ 27.75	65.7% - 108.4%	220,051.5	58,496.0	11,517.0	19.7%	77.6%	3.76x	3.72x	19.1x	19.6x	
Sanofi	ENXTPA:SAN	\$ 98.25	86.5% - 112.9%	133,515.6	50,882.1	13,838.8	27.2%	-1.0%	2.62x	2.75x	9.6x	8.8x	
United Therapeutics Corporation	NasdaqGS:UTHR	\$ 229.72	87.8% - 112.4%	7,211.8	2,327.5	1,239.2	53.2%	14.5%	3.10x	3.15x	5.8x	5.9x	
		<i>Mean</i>	79.3% - 110.2%	\$ 169,167.6	\$ 46,012.5	\$ 14,814.4	35.3%	11.4%	3.59x	3.61x	10.8x	10.6x	
		<i>Median</i>	86.2% - 112.4%	\$ 138,880.2	\$ 46,660.0	\$ 13,838.8	36.1%	3.3%	3.76x	3.72x	9.6x	8.8x	

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Sources of information: S&P Capital IQ.

SELECTED PUBLIC COMPANIES – DEVICES

Selected Companies Review

(\$ in thousands, except per security)

Company	Ticker	Market Statistics			Metrics				Valuation Benchmarks				
		Closing Price	% of 52-week	Enterprise	Revenue	EBITDA	EBITDA	EBITDA	EV / Revenue		EV / EBITDA		
		28-Mar-24	High-Low	Value	LTM	LTM	LTM Margin	2024 E Growth	LTM	2023 E	LTM	2023 E	
Imaging													
FUJIFILM Holdings Corporation	TSE:4901	\$ 22.39	96.4% - 154.7%	\$ 30,047.8	\$ 20,716.2	\$ 2,986.6	14.4%	2.9%	1.45x	1.45x	10.1x	9.8x	
General Electric Company	NYSE:GE	\$ 175.53	97.3% - 187.8%	196,551.6	67,954.0	7,877.0	11.6%	29.4%	2.89x	3.02x	25.0x	24.9x	
Hitachi, Ltd.	TSE:6501	\$ 90.91	97.3% - 196.7%	89,150.7	70,873.8	11,040.8	15.6%	-8.9%	1.26x	1.28x	8.1x	10.5x	
Hologic, Inc.	NasdaqGS:HOLX	\$ 77.96	88.7% - 121.8%	19,040.0	3,969.3	1,247.4	31.4%	8.1%	4.80x	4.83x	15.3x	15.1x	
Intelligent Ultrasound Group plc	AIM:IUG	\$ 0.12	57.0% - 152.0%	35.8	13.0	(4.0)	-31.0%	-195.7%	2.75x	2.52x	na	na	
Koninklijke Philips N.V.	ENXTAM:PHIA	\$ 20.10	83.9% - 123.2%	24,535.0	20,082.9	1,245.7	6.2%	6.2%	1.22x	1.20x	19.7x	7.7x	
Shenzhen Mindray Bio-Medical Electronics	SZSE:300760	\$ 38.73	86.1% - 110.4%	44,152.6	4,710.9	1,795.1	38.1%	18.1%	9.37x	8.80x	24.6x	23.5x	
Siemens Healthineers AG	XTRA:SHL	\$ 61.27	97.6% - 127.8%	84,101.9	24,073.2	3,587.9	14.9%	20.2%	3.49x	3.50x	23.4x	19.3x	
		<i>Mean</i>	<i>88.0% - 146.8%</i>	<i>\$ 60,951.9</i>	<i>\$ 26,549.2</i>	<i>\$ 3,722.1</i>	<i>12.7%</i>	<i>-15.0%</i>	<i>3.40x</i>	<i>3.33x</i>	<i>18.0x</i>	<i>15.8x</i>	
		<i>Median</i>	<i>92.5% - 139.9%</i>	<i>\$ 37,100.2</i>	<i>\$ 20,399.5</i>	<i>\$ 2,390.9</i>	<i>14.7%</i>	<i>7.2%</i>	<i>2.82x</i>	<i>2.77x</i>	<i>19.7x</i>	<i>15.1x</i>	
Robotic Surgery													
Accuray Incorporated	NasdaqGS:ARAY	\$ 2.47	57.5% - 104.7%	\$ 374.5	\$ 447.5	\$ 5.1	1.1%	48.8%	0.84x	0.84x	nm	17.1x	
Globus Medical, Inc.	NYSE:GMED	\$ 53.64	85.3% - 123.6%	7,220.9	1,568.5	418.2	26.7%	52.3%	4.60x	4.63x	17.3x	15.1x	
Intuitive Surgical, Inc.	NasdaqGS:ISRG	\$ 399.09	98.8% - 160.7%	138,337.4	7,124.1	2,169.0	30.4%	8.7%	19.42x	19.51x	nm	49.5x	
Smith & Nephew plc	LSE:SN.	\$ 12.53	75.3% - 111.8%	13,690.4	5,549.0	1,117.0	20.1%	2.9%	2.47x	2.47x	12.3x	9.7x	
Stereotaxis, Inc.	NYSEAM:STXS	\$ 2.61	79.3% - 196.2%	188.1	26.8	(21.2)	-79.4%	-21.1%	7.03x	6.29x	na	na	
Stryker Corporation	NYSE:SYK	\$ 357.87	99.0% - 143.2%	147,919.1	20,498.0	5,246.0	25.6%	10.3%	7.22x	7.29x	28.2x	27.8x	
Zimmer Biomet Holdings, Inc.	NYSE:ZBH	\$ 131.98	88.4% - 129.4%	32,972.6	7,394.2	2,448.9	33.1%	6.8%	4.46x	4.47x	13.5x	13.1x	
		<i>Mean</i>	<i>83.4% - 138.5%</i>	<i>\$ 48,671.9</i>	<i>\$ 6,086.9</i>	<i>\$ 1,626.1</i>	<i>8.2%</i>	<i>15.5%</i>	<i>6.58x</i>	<i>6.50x</i>	<i>17.8x</i>	<i>22.1x</i>	
		<i>Median</i>	<i>85.3% - 129.4%</i>	<i>\$ 13,690.4</i>	<i>\$ 5,549.0</i>	<i>\$ 1,117.0</i>	<i>25.6%</i>	<i>8.7%</i>	<i>4.60x</i>	<i>4.63x</i>	<i>15.4x</i>	<i>16.1x</i>	

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Sources of information: S&P Capital IQ.

SELECTED PUBLIC COMPANIES – DEVICES (CONT.)

Selected Companies Review

(\$ in thousands, except per security)

Company	Ticker	Market Statistics			Metrics				Valuation Benchmarks				
		Closing Price	% of 52-week	Enterprise	Revenue	EBITDA	EBITDA	EBITDA	EV / Revenue		EV / EBITDA		
		28-Mar-24	High-Low	Value	LTM	LTM	LTM Margin	2024 E Growth	LTM	2023 E	LTM	2023 E	
Orthopedics													
CONMED Corporation	NYSE:CNMD	\$ 80.08	57.8% - 107.3%	\$ 3,437.2	\$ 1,244.7	\$ 197.7	15.9%	14.5%	2.76x	2.75x	17.4x	14.4x	
Enovis Corporation	NYSE:ENOV	\$ 62.45	94.4% - 145.1%	3,963.8	1,707.2	209.7	12.3%	39.5%	2.32x	2.34x	18.9x	14.8x	
Medtronic plc	NYSE:MDT	\$ 87.15	94.7% - 126.6%	132,738.7	32,320.0	8,677.0	26.8%	1.8%	4.11x	4.12x	15.3x	14.1x	
Orthofix Medical Inc.	NasdaqGS:OFIX	\$ 14.52	67.2% - 151.6%	644.2	746.6	(9.2)	-1.2%	50.4%	0.86x	0.87x	na	15.1x	
Smith & Nephew plc	LSE:SN.	\$ 12.53	75.3% - 111.8%	13,690.4	5,549.0	1,117.0	20.1%	2.9%	2.47x	2.47x	12.3x	9.7x	
Stryker Corporation	NYSE:SYK	\$ 357.87	99.0% - 143.2%	147,919.1	20,498.0	5,246.0	25.6%	10.3%	7.22x	7.29x	28.2x	27.8x	
Zimmer Biomet Holdings, Inc.	NYSE:ZBH	\$ 131.98	88.4% - 129.4%	32,972.6	7,394.2	2,448.9	33.1%	6.8%	4.46x	4.47x	13.5x	13.1x	
		<i>Mean</i>	<i>82.4% - 130.7%</i>	<i>\$ 47,909.4</i>	<i>\$ 9,922.8</i>	<i>\$ 2,555.3</i>	<i>18.9%</i>	<i>18.0%</i>	<i>3.46x</i>	<i>3.47x</i>	<i>17.6x</i>	<i>15.6x</i>	
		<i>Median</i>	<i>88.4% - 129.4%</i>	<i>\$ 13,690.4</i>	<i>\$ 5,549.0</i>	<i>\$ 1,117.0</i>	<i>20.1%</i>	<i>10.3%</i>	<i>2.76x</i>	<i>2.75x</i>	<i>16.3x</i>	<i>14.4x</i>	
Cardiovascular													
Abbott Laboratories	NYSE:ABT	\$ 113.66	93.4% - 126.7%	\$ 207,157.6	\$ 40,109.0	\$ 10,463.0	26.1%	5.6%	5.16x	5.17x	19.8x	20.3x	
Baxter International Inc.	NYSE:BAX	\$ 42.74	85.1% - 137.8%	33,005.5	14,813.0	2,776.0	18.7%	4.1%	2.23x	2.24x	11.9x	11.8x	
Becton, Dickinson and Company	NYSE:BDX	\$ 247.45	86.1% - 107.7%	86,578.1	19,492.0	4,912.0	25.2%	6.7%	4.44x	4.44x	17.6x	15.3x	
Boston Scientific Corporation	NYSE:BSX	\$ 68.49	99.4% - 141.7%	110,131.5	14,240.0	3,613.0	25.4%	10.8%	7.73x	7.81x	30.5x	27.1x	
Edwards Lifesciences Corporation	NYSE:EW	\$ 95.56	99.4% - 157.8%	56,887.2	6,004.8	1,874.7	31.2%	10.3%	9.47x	9.53x	30.3x	29.9x	
Medtronic plc	NYSE:MDT	\$ 87.15	94.7% - 126.6%	132,738.7	32,320.0	8,677.0	26.8%	1.8%	4.11x	4.12x	15.3x	14.1x	
		<i>Mean</i>	<i>93.0% - 133.0%</i>	<i>\$ 104,416.4</i>	<i>\$ 21,163.1</i>	<i>\$ 5,386.0</i>	<i>25.6%</i>	<i>6.5%</i>	<i>5.52x</i>	<i>5.55x</i>	<i>20.9x</i>	<i>19.7x</i>	
		<i>Median</i>	<i>94.1% - 132.3%</i>	<i>\$ 98,354.8</i>	<i>\$ 17,152.5</i>	<i>\$ 4,262.5</i>	<i>25.7%</i>	<i>6.1%</i>	<i>4.80x</i>	<i>4.80x</i>	<i>18.7x</i>	<i>17.8x</i>	

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Sources of information: S&P Capital IQ.

SELECTED PUBLIC COMPANIES – SERVICES

Selected Companies Review

(\$ in thousands, except per security)

Company	Ticker	Market Statistics			Metrics				Valuation Benchmarks			
		Closing Price	% of 52-week	Enterprise	Revenue	EBITDA	EBITDA	EBITDA	EV / Revenue		EV / EBITDA	
		28-Mar-24	High-Low	Value	LTM	LTM	LTM Margin	2024 E Growth	LTM	2023 E	LTM	2023 E
Diagnostics/Lab Testing												
Enzo Biochem, Inc.	NYSE:ENZ	\$ 1.27	46.4% - 109.5%	\$ 12.0	\$ 32.8	\$ (21.4)	-65.3%	na	0.37x	na	na	na
Exact Sciences Corporation	NASDAQ:EXAS	\$ 69.06	68.5% - 123.2%	14,354.7	2,499.8	(102.2)	-4.1%	66.8%	5.74x	5.76x	na	nm
Laboratory Corporation of America Holdings	NYSE:LH	\$ 218.46	89.8% - 112.0%	23,835.1	12,161.6	1,618.6	13.3%	4.7%	1.96x	1.95x	14.7x	11.3x
Myriad Genetics, Inc.	NASDAQ:MYGN	\$ 21.32	88.1% - 154.3%	1,931.3	753.2	(82.7)	-11.0%	-265.3%	2.56x	2.57x	na	na
NeoGenomics, Inc.	NASDAQ:NEO	\$ 15.72	74.1% - 142.5%	2,202.5	591.6	(23.2)	-3.9%	-1121.0%	3.72x	3.74x	na	na
Quest Diagnostics Incorporated	NYSE:DGX	\$ 133.11	89.6% - 111.3%	19,765.5	9,252.0	1,773.0	19.2%	0.0%	2.14x	2.15x	11.1x	10.6x
		<i>Mean</i>	<i>76.1% - 125.5%</i>	<i>\$ 10,350.2</i>	<i>\$ 4,215.2</i>	<i>\$ 527.0</i>	<i>-8.6%</i>	<i>-263.0%</i>	<i>2.75x</i>	<i>3.23x</i>	<i>12.9x</i>	<i>10.9x</i>
		<i>Median</i>	<i>81.1% - 117.6%</i>	<i>\$ 8,278.6</i>	<i>\$ 1,626.5</i>	<i>\$ (22.3)</i>	<i>-4.0%</i>	<i>0.0%</i>	<i>2.35x</i>	<i>2.57x</i>	<i>12.9x</i>	<i>10.9x</i>
Telehealth												
CareCloud, Inc.	NasdaqGM:CCLD	\$ 1.16	30.5% - 170.6%	\$ 30.1	\$ 117.1	\$ 3.3	2.8%	36.3%	0.26x	0.25x	9.2x	1.9x
SHL Telemedicine Ltd.	SWX:SHLTN	\$ 6.05	45.8% - 110.8%	97.6	57.1	(5.8)	-10.1%	na	1.71x	1.74x	na	na
Teladoc Health, Inc.	NYSE:TDOC	\$ 15.10	49.7% - 105.7%	2,994.7	2,602.4	46.2	1.8%	12.5%	1.15x	1.15x	nm	9.2x
Veradigm Inc.	OTCPK:MDRX	\$ 7.70	54.6% - 153.7%	560.9	1,529.0	115.4	7.5%	-3.7%	0.37x	0.90x	4.9x	3.9x
Welltower Inc.	NYSE:WELL	\$ 93.44	98.7% - 133.3%	68,348.8	6,638.0	2,564.7	38.6%	19.9%	10.30x	10.49x	26.7x	28.6x
		<i>Mean</i>	<i>55.9% - 134.8%</i>	<i>\$ 14,406.4</i>	<i>\$ 2,188.7</i>	<i>\$ 544.7</i>	<i>8.1%</i>	<i>16.2%</i>	<i>2.76x</i>	<i>2.91x</i>	<i>13.6x</i>	<i>10.9x</i>
		<i>Median</i>	<i>49.7% - 133.3%</i>	<i>\$ 560.9</i>	<i>\$ 1,529.0</i>	<i>\$ 46.2</i>	<i>2.8%</i>	<i>16.2%</i>	<i>1.15x</i>	<i>1.15x</i>	<i>9.2x</i>	<i>6.6x</i>

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SELECTED PUBLIC COMPANIES – SERVICES (CONT.)

Selected Companies Review

(\$ in thousands, except per security)

Company	Ticker	Market Statistics			Metrics				Valuation Benchmarks				
		Closing Price	% of 52-week	Enterprise	Revenue	EBITDA	EBITDA	EBITDA	EV / Revenue		EV / EBITDA		
		28-Mar-24	High-Low	Value	LTM	LTM	LTM Margin	2024 E Growth	LTM	2023 E	LTM	2023 E	
Facilities-Based & Practices													
Acadia Healthcare Company, Inc.	NasdaqGS:ACHC	\$ 79.22	90.3% - 119.1%	\$ 8,840.2	\$ 2,928.7	\$ 638.9	21.8%	12.4%	3.02x	3.03x	13.8x	13.2x	
Amedisys, Inc.	NasdaqGS:AMED	\$ 92.16	95.6% - 129.5%	3,424.7	2,236.4	216.9	9.7%	2.3%	1.53x	1.53x	15.8x	13.9x	
Brookdale Senior Living Inc.	NYSE:BKD	\$ 6.61	98.5% - 236.5%	5,671.0	2,867.4	369.3	12.9%	14.4%	1.98x	1.88x	15.4x	17.2x	
Community Health Systems, Inc.	NYSE:CYH	\$ 3.50	53.6% - 174.1%	13,161.4	12,490.0	1,295.0	10.4%	4.2%	1.05x	1.06x	10.2x	8.9x	
DaVita Inc.	NYSE:DVA	\$ 138.05	97.5% - 193.0%	24,748.6	12,140.1	2,346.4	19.3%	7.8%	2.04x	2.06x	10.5x	10.4x	
Encompass Health Corporation	NYSE:EHC	\$ 82.58	98.6% - 156.9%	11,806.5	4,801.2	1,005.7	20.9%	9.6%	2.46x	2.46x	11.7x	12.4x	
Fresenius Medical Care AG	XTRA:FME	\$ 38.51	71.8% - 118.2%	23,935.9	21,502.8	2,629.8	12.2%	0.8%	1.11x	1.11x	9.1x	6.6x	
HCA Healthcare, Inc.	NYSE:HCA	\$ 333.53	99.7% - 154.4%	131,889.3	64,968.0	12,704.0	19.6%	6.3%	2.03x	2.06x	10.4x	10.6x	
Pediatric Medical Group, Inc.	NYSE:MD	\$ 10.03	66.0% - 130.3%	1,354.0	1,994.6	194.0	9.7%	-0.8%	0.68x	0.67x	7.0x	6.7x	
National HealthCare Corporation	NYSEAM:NHC	\$ 94.51	92.8% - 170.3%	1,326.1	1,135.3	93.3	8.2%	na	1.17x	na	14.2x	na	
RadNet, Inc.	NasdaqGM:RDNT	\$ 48.66	98.5% - 200.7%	4,944.2	1,616.6	225.3	13.9%	16.8%	3.06x	3.08x	21.9x	21.5x	
Select Medical Holdings Corporation	NYSE:SEM	\$ 30.15	90.0% - 141.7%	8,972.4	6,664.1	763.6	11.5%	5.3%	1.35x	1.35x	11.7x	11.0x	
Sonida Senior Living, Inc.	NYSE:SNDA	\$ 28.57	83.4% - 476.2%	1,030.5	234.2	24.7	10.5%	na	4.40x	na	41.7x	na	
Surgery Partners, Inc.	NasdaqGS:SGRY	\$ 29.83	65.1% - 135.3%	8,048.1	2,743.3	533.0	19.4%	13.8%	2.93x	2.93x	15.1x	18.4x	
Tenet Healthcare Corporation	NYSE:THC	\$ 105.11	97.5% - 205.9%	29,379.1	20,548.0	3,659.0	17.8%	-2.5%	1.43x	1.43x	8.0x	8.4x	
The Ensign Group, Inc.	NasdaqGS:ENSG	\$ 124.42	97.5% - 142.8%	8,590.1	3,729.4	326.6	8.8%	12.6%	2.30x	2.31x	26.3x	20.2x	
Universal Health Services, Inc.	NYSE:UHS	\$ 182.46	99.4% - 152.2%	17,730.7	14,282.0	1,743.4	12.2%	14.1%	1.24x	1.25x	10.2x	10.2x	
			<i>Mean</i>	88.0% - 178.7%	\$ 17,932.5	\$ 10,404.8	\$ 1,692.3	14.1%	7.8%	1.99x	1.88x	14.9x	12.7x
			<i>Median</i>	95.6% - 154.4%	\$ 8,840.2	\$ 3,729.4	\$ 638.9	12.2%	7.8%	1.98x	1.88x	11.7x	11.0x

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Sources of information: S&P Capital IQ.

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