



HEALTHCARE

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Healthcare Technology

Industry News

Biochips Market Worth Size \$25.92 Billion by 2030 | CAGR: 13.35%

Grand View Research [Full Article](#)

The global biochips market size is expected to reach USD 25.92 billion by 2030, registering a CAGR of 13.35% during the forecast period, according to a new report by Grand View Research, Inc. The rising requirement for drug discovery and development coupled with the adoption of personalized medicine is likely to favor the industry's growth. Furthermore, the rise in the implementation of next-generation sequencing by biotechnology companies around the globe is pushing product demand. For instance, in December 2021, Abbott received CE Mark for the i-STAT TBI Plasma test, a portable analyzer for Traumatic Brain Injury (TBI) blood. Hence, the company is permitted to expand its footprint in the European Union. The innovation in sequencing techniques has allowed researchers to decode DNA molecules up to the level of the complete human genome.

How the use of AI may improve clinical trials

Health Tech Zone [Full Article](#)

In recent years, the life sciences have made a dramatic leap into the digital age. As a result, AI is recognized for its potential to reduce costs and accelerate every stage of clinical research and drug development, from matching patients with a clinical trial and handling data to discovering drugs.

Researchers and the pharmaceutical industry are using artificial intelligence to improve clinical trials (AI). Sophisticated machine-learning algorithms, fueled by the rapidly increasing amounts of medical data available to researchers, including that provided by electronic health records and wearable devices, have the potential to save billions of dollars, accelerate medical advances, and expand access to experimental treatments.

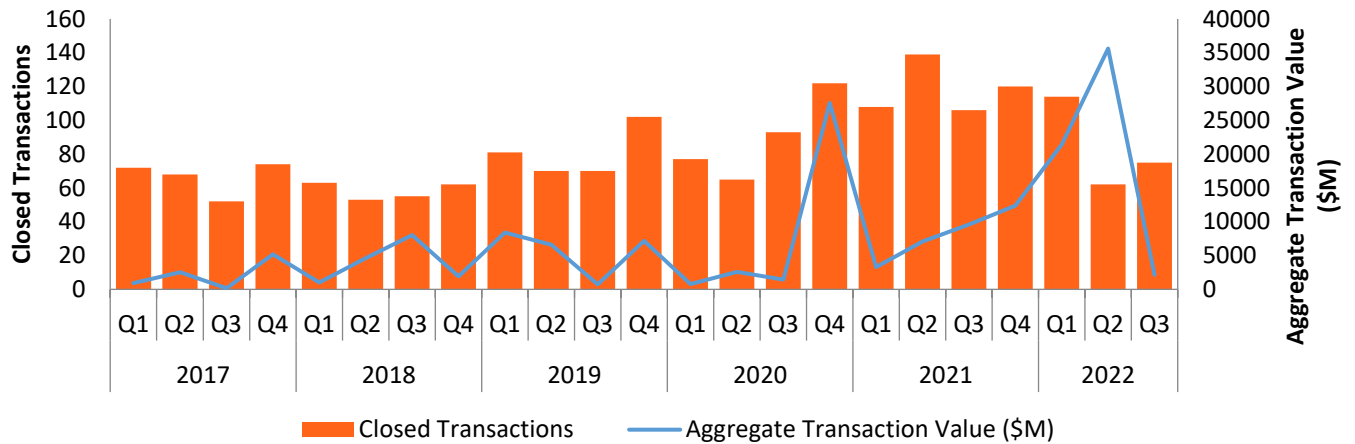
Epic launches data-driven clinical trial matchmaking in its EHR

Healthcare IT News [Full Article](#)

The current disparate systems used for clinical studies can be tedious for patients and providers. Epic is testing the new data-driven program, which will initially focus on clinical trial matching, to better recruit participants and speed up the development of new therapies. Those physicians who sign up will receive purpose-built Cosmos database searches to validate trials. Automating the data flow in the EHR and eliminating duplicative workflows through a unified system can help lower the technical and staffing barriers to study activation, according to Epic.

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Healthcare Technology M&A Environment

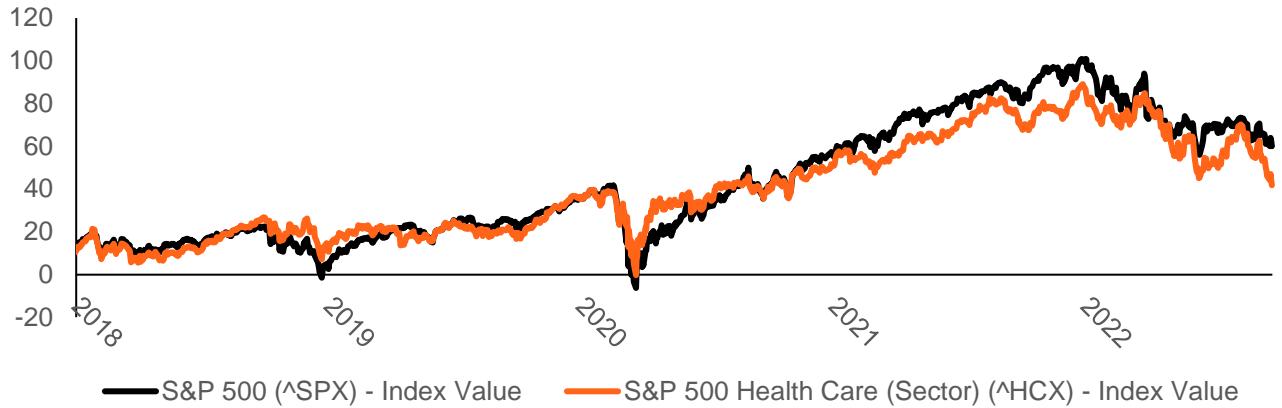


Selected Healthcare Technology M&A

Date Closed	Target	Buyers/Investors	Enterprise Value (\$M)	EV/LTM	
				Revenue	EBITDA
7/1/2022	B-SOFT Co.,Ltd. (SZSE:300451)	Philips (China) Investment Company Limited	1,616.3	5.6x	24.2x
7/7/2022	Epiq MD, Inc.	Pan-American Communications Services, S.A.	0.3	-	-
7/27/2022	GuildLink Pty Ltd	MedAdvisor Limited (ASX:MDR)	5.6	1.1x	-
7/28/2022	Data Horizon Corporation (TSE:3628)	DeNA Co., Ltd. (TSE:2432)	214.8	8.4x	-
8/15/2022	Vitrics Management Group, Inc.	Coala-Life Group AB (publ) (OM:COALA)	3.5	5.0x	-
8/29/2022	Physitrack PLC (OM:PTRK)	-	19.1	1.9x	13.1x
9/7/2022	Found CRM	Lottie Organisation Ltd	1.7	-	-
9/13/2022	Clinicarx	Interplayers Solucoes Integradas S.A.	2.9	-	-
9/15/2022	ResAPP Health Limited	Pfizer Australia Holdings Pty Limited	123.0	46.8x	-
9/22/2022	Zigi Carmel Initiatives & Investments Ltd.	BYND Cannasoft Enterprises Inc. (CNSX:BYND)	34.6	-	-

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The S&P 500 Health Care index is underperforming the S&P 500 in Q3 2022 and ended the quarter below the broader market index. The pandemic tested the healthcare industry with affordability challenges, access issues, and staffing shortages. Those who can tap into funding to reorganize organizations and accelerate productivity improvements will be able to set themselves up for success in the coming years.



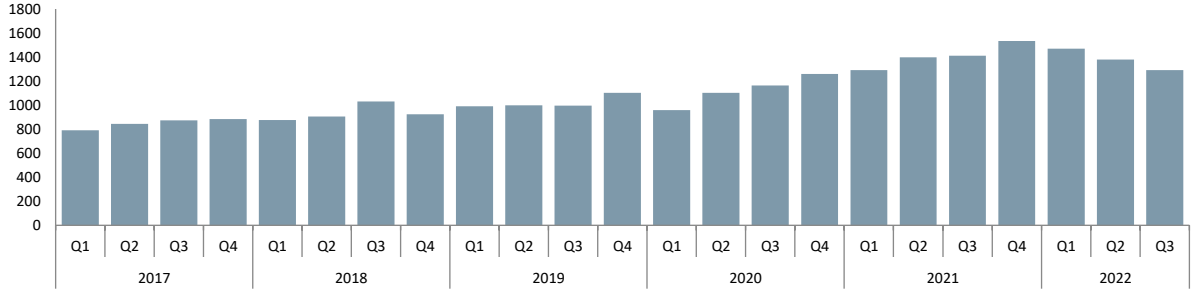
As of 9/30/2022		LTM Financials			Valuation Metrics		LTM Margins	
Company Name	Ticker	Enterprise Value	Revenue	EBITDA	EV / Revenue	EV / EBITDA	Gross Margin	EBITDA Margin
Abbott Laboratories	NYSE:ABT	\$177,225	\$45,030	\$13,121	3.9x	13.5x	57.2%	29.1%
AbbVie Inc.	NYSE:ABBV	\$300,556	\$57,349	\$27,170	5.2x	11.1x	70.7%	47.4%
Agilent Technologies, Inc.	NYSE:A	\$37,980	\$6,659	\$1,922	5.7x	19.8x	54.2%	28.9%
AmerisourceBergen Corporation	NYSE:ABC	\$32,665	\$236,325	\$3,580	0.1x	9.1x	3.5%	1.5%
Amgen Inc.	NasdaqGS:AMGN	\$149,912	\$26,384	\$13,178	5.7x	11.4x	75.8%	49.9%
Anthem, Inc.	NYSE:ELV	\$127,123	\$153,251	\$10,143	0.8x	12.5x	25.7%	6.6%
Baxter International Inc.	NYSE:BAX	\$42,472	\$14,193	\$3,254	3.0x	13.1x	41.2%	22.9%
Becton, Dickinson and Company	NYSE:BDX	\$77,345	\$20,075	\$5,456	3.9x	14.2x	47.3%	27.2%
Biogen Inc.	NasdaqGS:BIIB	\$40,387	\$10,634	\$3,500	3.8x	11.5x	77.3%	32.9%
Boston Scientific Corporation	NYSE:BSX	\$64,499	\$12,329	\$3,241	5.2x	19.9x	69.4%	26.3%
Bristol-Myers Squibb Company	NYSE:BMJ	\$181,641	\$47,144	\$21,135	3.9x	8.6x	79.8%	44.8%
Cardinal Health, Inc.	NYSE:CAH	\$18,605	\$181,364	\$2,356	0.1x	7.9x	3.6%	1.3%
Centene Corporation	NYSE:CNC	\$53,542	\$130,241	\$5,845	0.4x	9.2x	18.6%	4.5%
Cerner Corporation	NYSE:ORCL	\$245,438	\$44,157	\$18,405	5.6x	13.3x	77.8%	41.7%
Cigna Corporation	NYSE:CI	\$114,246	\$179,183	\$10,227	0.6x	11.2x	13.0%	5.7%
Community Health Systems, Inc.	NYSE:CYH	\$13,451	\$12,392	\$1,461	1.1x	9.2x	40.9%	11.8%
Danaher Corporation	NYSE:DHR	\$206,745	\$31,250	\$10,896	6.6x	19.0x	60.8%	34.9%
DaVita Inc.	NYSE:DVA	\$21,017	\$11,627	\$2,297	1.8x	9.2x	30.3%	19.8%
Eli Lilly and Company	NYSE:LLY	\$320,877	\$29,071	\$10,424	11.0x	30.8x	75.4%	35.9%
Gilead Sciences, Inc.	NasdaqGS:GILD	\$96,281	\$27,515	\$13,213	3.5x	7.3x	79.5%	48.0%
HCA Healthcare, Inc.	NYSE:HCA	\$89,118	\$60,105	\$12,270	1.5x	7.3x	37.9%	20.4%
Henry Schein, Inc.	NasdaqGS:HSIC	\$12,932	\$12,718	\$1,087	1.0x	11.9x	29.9%	8.5%
Humana Inc.	NYSE:HUM	\$67,659	\$90,512	\$4,871	0.7x	13.9x	18.8%	5.4%
IQVIA Holdings Inc.	NYSE:IQV	\$52,531	\$14,136	\$2,676	3.7x	19.6x	34.4%	18.9%
Johnson & Johnson	NYSE:JNJ	\$469,860	\$94,880	\$32,411	5.0x	14.5x	68.1%	34.2%
Laboratory Corporation of America Holdings	NYSE:LH	\$26,835	\$15,715	\$3,480	1.7x	7.7x	32.6%	22.1%
McKesson Corporation	NYSE:MCK	\$51,403	\$268,446	\$3,385	0.2x	15.2x	4.9%	1.3%
Merck & Co., Inc.	NYSE:MRK	\$253,483	\$57,169	\$23,481	4.4x	10.8x	70.8%	41.1%
Molina Healthcare, Inc.	NYSE:MOH	\$13,993	\$29,435	\$1,313	0.5x	10.7x	12.2%	4.5%
Owens & Minor, Inc.	NYSE:OMI	\$5,115	\$9,876	\$453	0.5x	11.3x	16.0%	4.6%
Patterson Companies, Inc.	NasdaqGS:PDCO	\$3,387	\$6,499	\$278	0.5x	12.2x	19.8%	4.3%
Pfizer Inc.	NYSE:PFE	\$306,979	\$92,433	\$37,116	3.3x	8.3x	60.5%	40.2%
Quest Diagnostics Incorporated	NYSE:DGX	\$19,674	\$10,582	\$2,560	1.9x	7.7x	37.4%	24.2%
Regeneron Pharmaceuticals, Inc.	NasdaqGS:REGN	\$52,258	\$14,227	\$7,377	3.7x	7.1x	63.3%	51.9%
Stryker Corporation	NYSE:SYK	\$88,294	\$17,629	\$4,548	5.0x	19.4x	64.8%	25.8%
Tenet Healthcare Corporation	NYSE:THC	\$22,466	\$19,133	\$3,443	1.2x	6.5x	37.4%	18.0%
Thermo Fisher Scientific Inc.	NYSE:TMO	\$227,261	\$42,820	\$12,755	5.3x	17.8x	46.7%	29.8%
UnitedHealth Group Incorporated	NYSE:UNH	\$507,492	\$315,118	\$29,351	1.6x	17.3x	24.2%	9.3%
Universal Health Services, Inc.	NYSE:UHS	\$11,425	\$13,048	\$1,681	0.9x	6.8x	38.5%	12.9%
Zimmer Biomet Holdings, Inc.	NYSE:ZBH	\$27,668	\$7,917	\$2,431	3.5x	11.4x	70.0%	30.7%
Zoetis Inc.	NYSE:ZTS	\$73,425	\$7,995	\$3,251	9.2x	22.6x	70.3%	40.7%

Median	2.7x	11.4x	41.7%	22.7%
Mean	3.0x	12.5x	45.3%	23.0%

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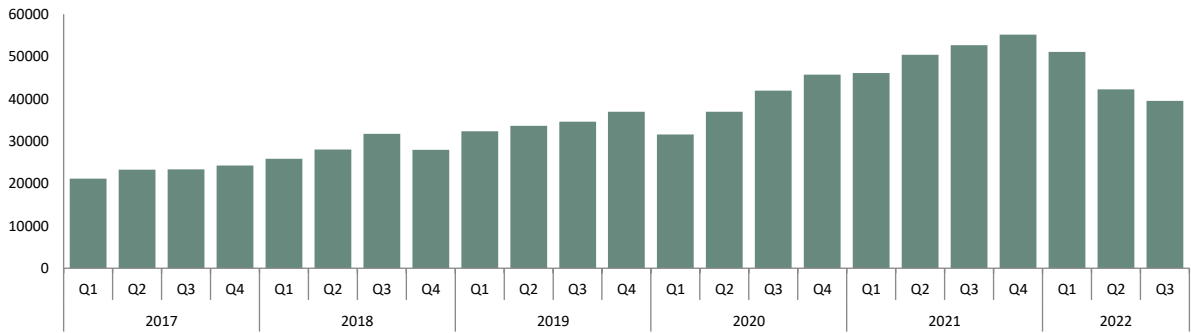
State of the Industry

Dow Jones US Healthcare Index



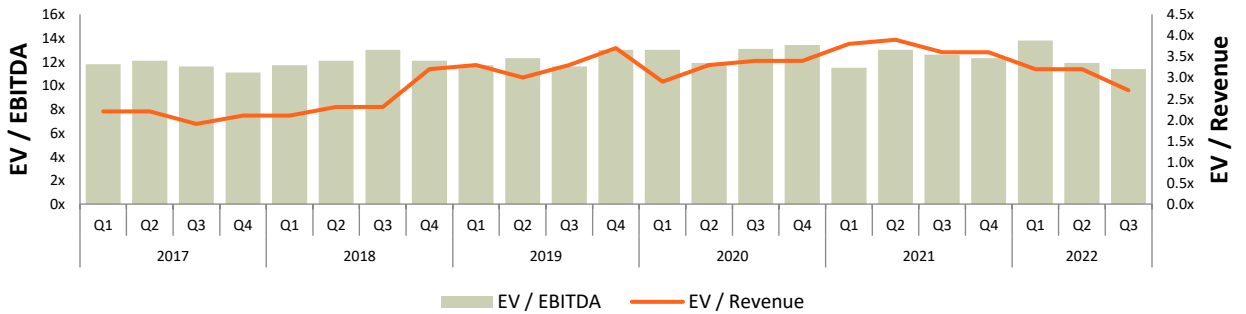
Source: Capital IQ

Dow Jones US Select Medical Services Index



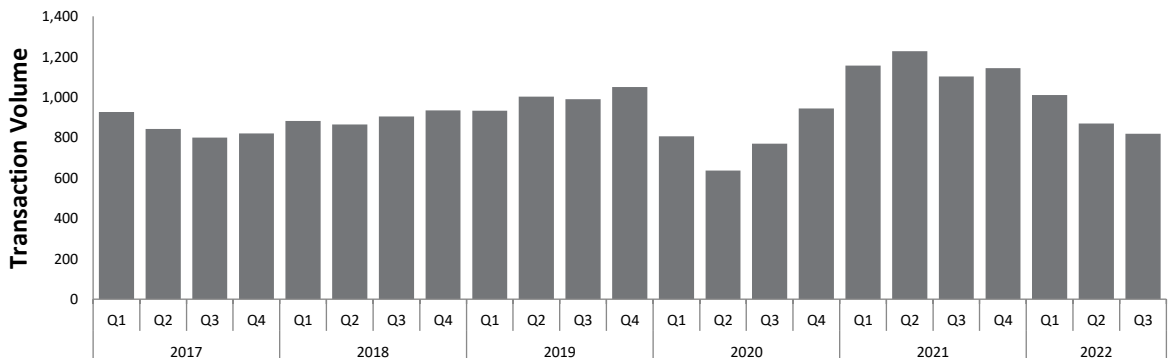
Source: Capital IQ

Industry Valuations



Source: Capital IQ

Healthcare Transaction Volume



Source: Capital IQ



The Value of Accomplishment

The highest level of expertise and hard work is what accomplishment requires. It's what you deserve and what we do.

- *We sweat the small stuff.*
- *Take a 3:00am call.*
- *Say yes.*
- *Say no.*
- *Dig deeper when things get tough.*
- *And celebrate with you when your efforts pay off and you can reflect on it all and say, "It's really remarkable what we've accomplished here."*
- *Then and only then, will we know that we've accomplished something meaningful, too.*

About Mirus

The Mirus team works with the owners of closely-held companies in multiple segments of the \$4.3 trillion US healthcare industry to achieve their desired outcome. While global in focus and experience, we benefit from being in one of the most dynamic healthcare ecosystems that includes some of the most active healthcare focused venture capital and private equity firms, leading research universities, large medical device companies and innovative med-tech and healthcare services firms. The Mirus healthcare team has experience executing a spectrum of engagements with some of the most innovative healthcare companies in the world. We have particular expertise in: medical devices, healthcare equipment, healthcare IT, diagnostics, contract research, healthcare staffing, and related companies.

Partner Spotlight

Alan, Kate, Brendan, and Patrick are accomplished advisors to the healthcare technology sector. Alan has closed multiple M&A transactions in the sector for clients in HCIT, hospital equipment, biopharma manufacturing, medical technology, research products and technical services, and technical compliance and safety services. Brendan has worked on more than 75 M&A engagements, managing deals for healthcare clients, technology, software and business services. Kate has closed deals with global medical equipment companies, middle market and multi-billion dollar private equity firms, family offices, leading technology companies and others in the consumer and industrial sectors. As a former senior level med-tech executive and a successful entrepreneur, Patrick brings the valuable perspective of having sat on both sides of the negotiating table.



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Mirus Healthcare Spotlight

Tunstall

Americas

has been acquired by



a portfolio company of



Tunstall is a market-leading provider of technology-based health and care solutions and services which improve its customers' ability to deliver new, more efficient and effective models for health and care management in the community setting. Connect America provides personal medical response system (PERS) kits for Americans who wish to continue to live an independent life at home.



has been acquired by



a portfolio company of



TheraCell is focused on the development of advanced technologies for bone and soft tissue repair and is the inventor of the next-generation, TheraFuze DBF® demineralized bone fiber technology. Founded in 2008, the firm is headquartered in Los Angeles, CA and maintains offices and laboratories in Littleton, MA. Isto Biologics is a leading biologic and cellular therapy company in the orthopedic space. Hopkinton, MA-based Isto Biologics is focused on Helping Patients Heal Faster™ through innovative solutions for bone regeneration and cell-based therapies. The company's flagship product offerings include the market-leading Magellan® Autologous Platelet Separator, and bone-growth products including InQu® Bone Graft Extender & Substitute, and the Influx™ product family.



has been recapitalized by



Belmont is a leading provider of fluid warming infusion systems sold into acute care, military, and EMS settings. Headquartered in Billerica, MA, it is a technology leader in rapid infusion systems used to treat critically injured patients experiencing material blood loss. Since its founding in 1999, Audax Private Equity has been focused on building leading middle market companies. Audax has invested \$4.5 billion in 110 platforms and 635 add-on companies. Through its disciplined Buy & Build approach, Audax seeks to help platform companies execute add-on acquisitions that fuel revenue growth, optimize operations, and significantly increase equity value.



has been acquired by



Connective Tissue Gene Tests, LLC (CTGT) is an internationally recognized provider of molecular diagnostic testing services for inherited genetic disorders that delivers clinically actionable diagnostic information to its worldwide customer base. Based in Allentown, Pennsylvania, CTGT has been at the forefront of the constitutional genetic testing field for more than a decade. Health Network Laboratories (HNL) is a leader in high quality, innovative laboratory medicine services. HNL works with more than 10 hospital systems and has over 60 regional patient service centers.