



HEALTHCARE

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Spotlight

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Laboratory & Testing Services

Industry News

OPKO Health's ModeX Therapeutics Enters into Exclusive Worldwide License and Collaboration Agreement with Merck to Develop Epstein-Barr Virus Vaccine Candidate

OPKO [Full Article](#)

ModeX, an OPKO Health company, entered an exclusive license with Merck for development of a preclinical vaccine, MDX-2201, targeting Epstein-Barr Virus (EBV). The combined forces of ModeX and Merck will advance MDX-2201 to the Investigation New Drug (IND) application filing. OPKA will receive \$50 million upfront and is eligible for milestone payments up to \$872.5 million plus additional royalty payments.

MDX-2201 targets four proteins that are harming cells from EBV. EBV is one of the most common human viruses, including causing mono, some types of cancer, and multiple sclerosis. Currently, EVB does not have any vaccines or treatments to date.

Clinical Laboratory Services Global Market Report 2023: With COVID-19 Highlighting the Threat Posed by Infectious Diseases, Role of Clinical Labs in Testing Infectious Diseases Grows in Importance

Global Newswire [Full Article](#)

The global market for Clinical Laboratory services is projected to grow \$126.5 billion over the next 7 years, a 5.3% CAGR. Within the overall market, the United States represented an estimated \$118.7 billion, followed by China at a projected \$15.8 Billion by 2030. The projected increase of the Clinical Laboratory market comes from the global competitiveness to gain market share. However, COVID-19 and the Russian war on Ukraine have created shortages and supply chain issues, impacting growth rates.

Top 3 Trends at Pittcon 2023

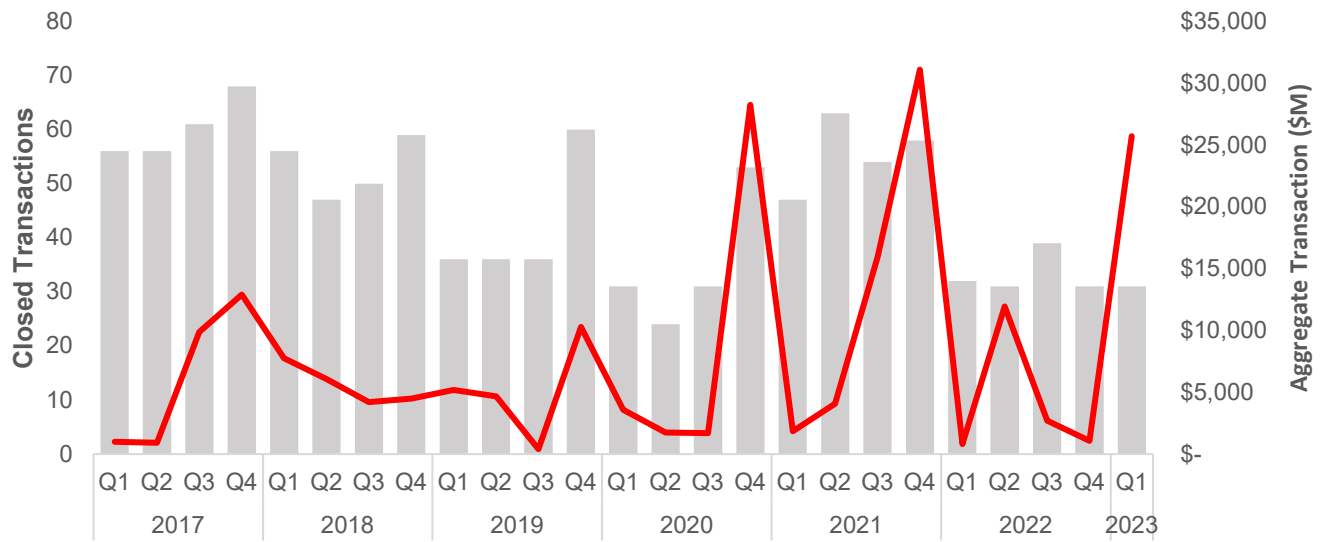
Labcompare [Full Article](#)

This year was Pittcon's first in person conference since before the start of Covid-19. Within the conference the biggest focus was how using AI to transform labs to increase data and efficiency

AI has transformed the ability for digital labs, including products in management systems, machine learning, instrument monitoring, and automation. LabWare is a global leader within the laboratory informatics software and is starting to integrate its core data science with machine learning.

Laboratory & Testing

Laboratory & Testing M&A Environment

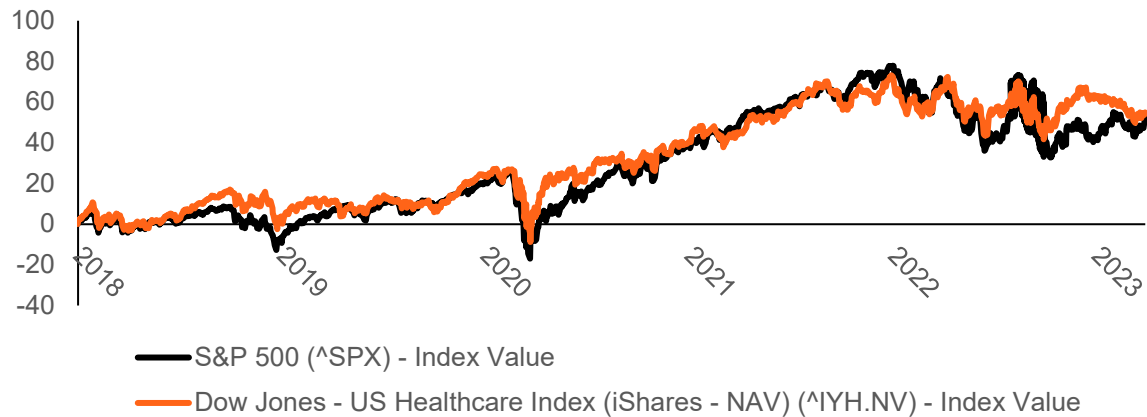


Selected Q1 2023 M&A

Date Closed	Target	Buyers/Investors	Enterprise Value (\$M)	EV / LTM Revenue	EV / LTM EBITDA
03/29/2023	Signify Health, Inc.	CVS Pharmacy, Inc.	7,817.0	9.3x	NM
03/29/2023	ALS Industrial Pty Ltd.	SRG Global Limited (ASX:SRG)	55.1	NM	NM
03/03/2023	Vasan Healthcare Pvt. Ltd.	ASG Hospital Pvt Ltd.	69.4	NM	NM
02/09/2023	Humasis Co. Ltd. (KOSDAQ:A205470)	ArtistCosmetics. Co., Ltd.	433.6	1.1x	2.4x
01/31/2023	Theradiag SA (ENXTPA:ALTER)	Biosynex SA (ENXTPA:ALBIO)	27.8	2.0x	NM
01/17/2023	The Valens Company Inc.	SNDL Inc. (NasdaqCM:SNDL)	91.5	1.4x	NM
01/17/2023	Lineman's Testing Laboratories of Canada Limited	Bausch + Lomb Corporation (NYSE:BLCO)	35.0	NM	NM

Healthcare

The S&P 500 Health Care index is slightly overperforming the S&P 500 in Q1 2023 and ended the quarter above 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.

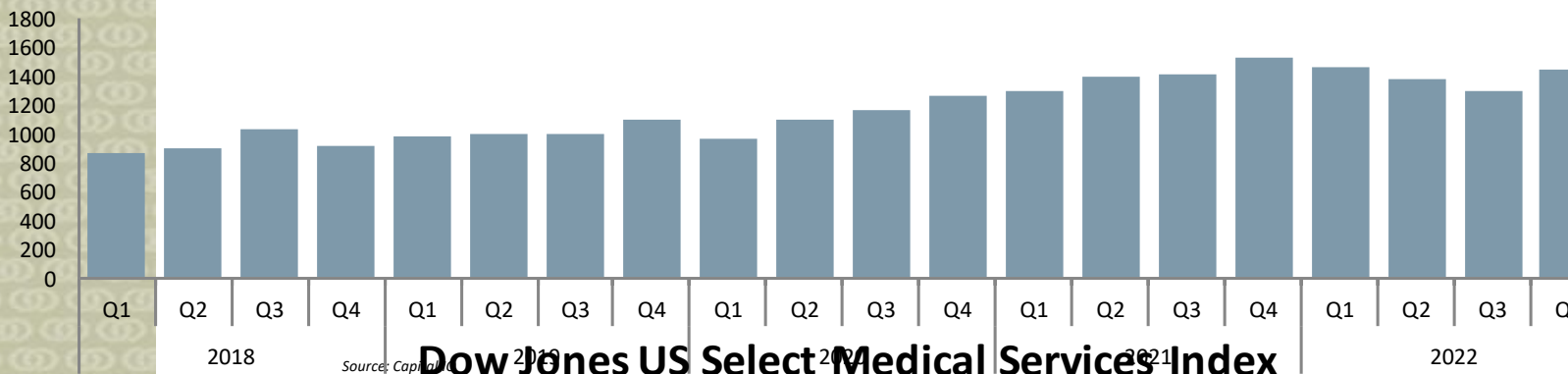


As of 03/31/2023		LTM Financials			Valuation Metrics		LTM Margins	
Company Name	Ticker	Enterprise Value	Revenue	EBITDA	EV / Revenue	EV / EBITDA	Gross Margin	EBITDA Margin
Abbott Laboratories	NYSE:ABT	\$177,225	\$45,030	\$13,676	3.9x	13.0x	58.2%	30.4%
AbbVie Inc.	NYSE:ABBV	\$300,556	\$57,819	\$30,863	5.2x	9.7x	71.9%	53.4%
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	\$238,587	\$3,490	0.1x	9.4x	3.5%	1.5%
Amgen Inc.	NasdaqGS:AMGN	\$149,912	\$26,330	\$13,044	5.7x	11.5x	75.8%	49.5%
Anthem, Inc.	NYSE:ELV	\$127,123	\$153,251	\$10,123	0.8x	12.6x	25.6%	6.6%
Baxter International Inc.	NYSE:BAX	\$42,472	\$14,740	\$2,956	2.9x	14.4x	38.5%	20.1%
Becton, Dickinson and Company	NYSE:BDX	\$77,345	\$18,870	\$4,864	4.1x	15.9x	45.6%	25.8%
Biogen Inc.	NasdaqGS:BIIB	\$40,387	\$10,363	\$3,491	3.9x	11.6x	77.2%	33.7%
Boston Scientific Corporation	NYSE:BSX	\$64,499	\$12,567	\$3,118	5.1x	20.7x	68.5%	24.8%
Bristol-Myers Squibb Company	NYSE:BMJ	\$181,641	\$46,738	\$20,728	3.9x	8.8x	79.4%	44.3%
Cardinal Health, Inc.	NYSE:CAH	\$18,605	\$186,999	\$2,256	0.1x	8.2x	3.5%	1.2%
Centene Corporation	NYSE:CNC	\$53,542	\$133,246	\$6,516	0.4x	8.2x	18.5%	4.9%
Cerner Corporation	NYSE:ORCL	\$245,438	\$44,157	\$18,405	5.6x	13.3x	77.8%	41.7%
Cigna Corporation	NYSE:CI	\$114,246	\$180,024	\$9,950	0.6x	11.5x	12.8%	5.5%
Community Health Systems, Inc.	NYSE:CYH	\$13,451	\$12,302	\$1,275	1.1x	10.5x	40.6%	10.4%
Danaher Corporation	NYSE:DHR	\$206,745	\$31,250	\$10,896	6.6x	19.0x	60.8%	34.9%
DaVita Inc.	NYSE:DVA	\$21,017	\$11,637	\$2,158	1.8x	9.7x	29.7%	18.5%
Eli Lilly and Company	NYSE:LLY	\$320,877	\$29,240	\$10,476	11.0x	30.6x	75.3%	35.8%
Gilead Sciences, Inc.	NasdaqGS:GILD	\$96,038	\$27,136	\$13,558	3.5x	7.1x	79.2%	50.0%
HCA Healthcare, Inc.	NYSE:HCA	\$95,016	\$59,800	\$11,973	1.6x	7.9x	38.2%	20.0%
Henry Schein, Inc.	NasdaqGS:HSIC	\$11,271	\$12,607	\$1,097	0.9x	10.3x	30.2%	8.7%
Humana Inc.	NYSE:HUM	\$69,492	\$91,485	\$4,401	0.8x	15.8x	18.5%	4.8%
IQVIA Holdings Inc.	NYSE:IQV	\$45,318	\$14,307	\$2,760	3.2x	16.4x	34.7%	19.3%
Johnson & Johnson	NYSE:JNJ	\$429,532	\$95,588	\$32,271	4.5x	13.3x	67.8%	33.8%
Laboratory Corporation of America Holdings	NYSE:LH	\$23,837	\$15,259	\$3,156	1.6x	7.6x	31.4%	20.7%
McKesson Corporation	NYSE:MCK	\$54,581	\$272,027	\$3,803	0.2x	14.4x	4.7%	1.4%
Merck & Co., Inc.	NYSE:MRK	\$239,775	\$58,974	\$24,074	4.1x	10.0x	70.9%	40.8%
Molina Healthcare, Inc.	NYSE:MOH	\$17,243	\$30,303	\$1,441	0.6x	12.0x	12.4%	4.8%
Owens & Minor, Inc.	NYSE:OMI	\$4,648	\$9,872	\$492	0.5x	9.4x	17.8%	5.0%
Patterson Companies, Inc.	NasdaqGS:PDGO	\$2,894	\$6,408	\$317	0.5x	9.1x	20.7%	4.9%
Pfizer Inc.	NYSE:PFE	\$253,036	\$101,276	\$43,658	2.5x	5.8x	62.7%	43.1%
Quest Diagnostics Incorporated	NYSE:DGX	\$18,269	\$10,294	\$2,304	1.8x	7.9x	36.1%	22.4%
Regeneron Pharmaceuticals, Inc.	NasdaqGS:REGN	\$62,364	\$13,710	\$6,773	4.5x	9.2x	61.1%	49.4%
Stryker Corporation	NYSE:SYK	\$89,350	\$17,948	\$4,422	5.0x	20.2x	63.9%	24.6%
Tenet Healthcare Corporation	NYSE:THC	\$22,310	\$19,258	\$3,305	1.2x	6.8x	37.8%	17.2%
Thermo Fisher Scientific Inc.	NYSE:TMO	\$227,261	\$42,820	\$12,903	5.3x	17.6x	46.6%	30.1%
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	\$13,228	\$1,654	0.9x	6.9x	38.4%	12.5%
Zimmer Biomet Holdings, Inc.	NYSE:ZBH	\$27,668	\$7,901	\$2,393	3.5x	11.6x	69.9%	30.3%
Zoetis Inc.	NYSE:ZTS	\$73,425	\$8,007	\$3,251	9.2x	22.6x	70.1%	40.6%
Median					2.9x	11.5x	40.6%	22.4%
Mean					3.1x	12.6x	45.2%	23.5%

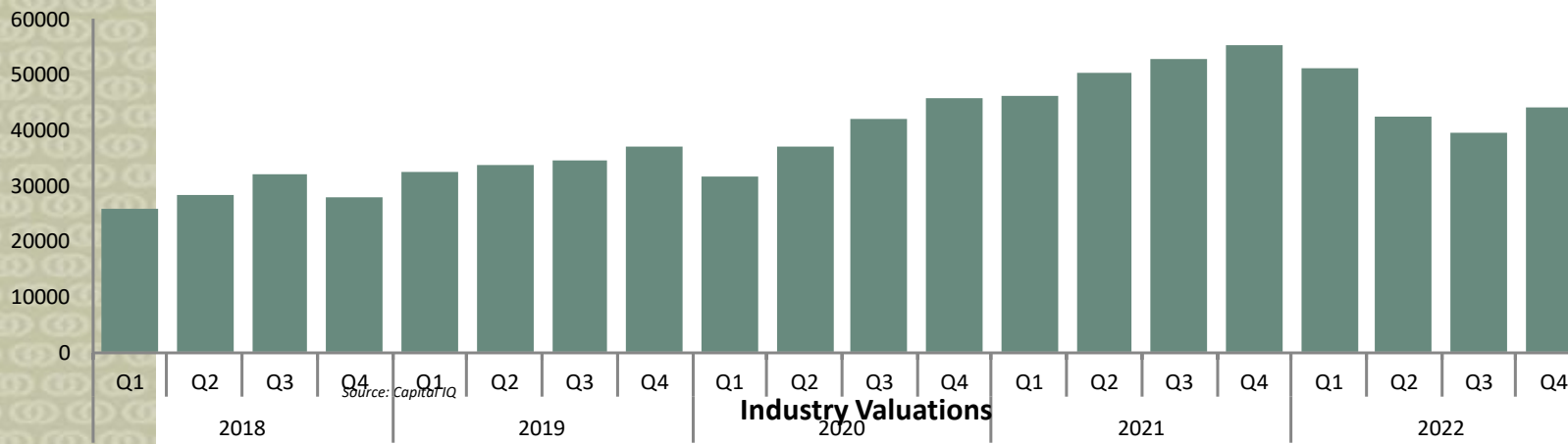
Healthcare

State of the Industry

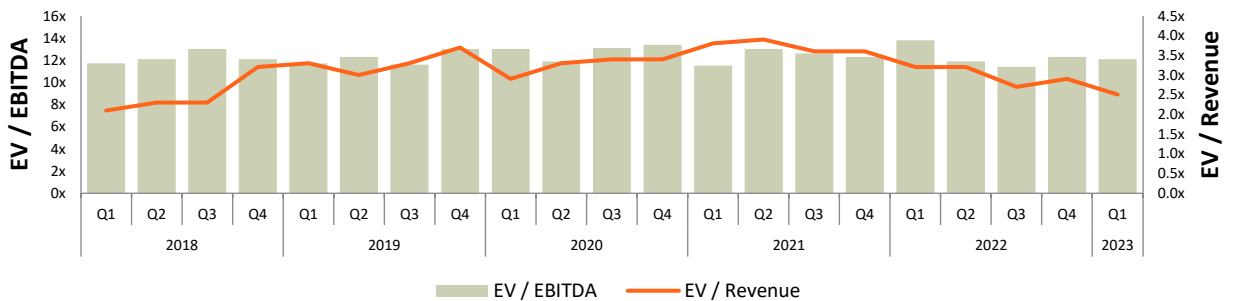
Dow Jones US Healthcare Index



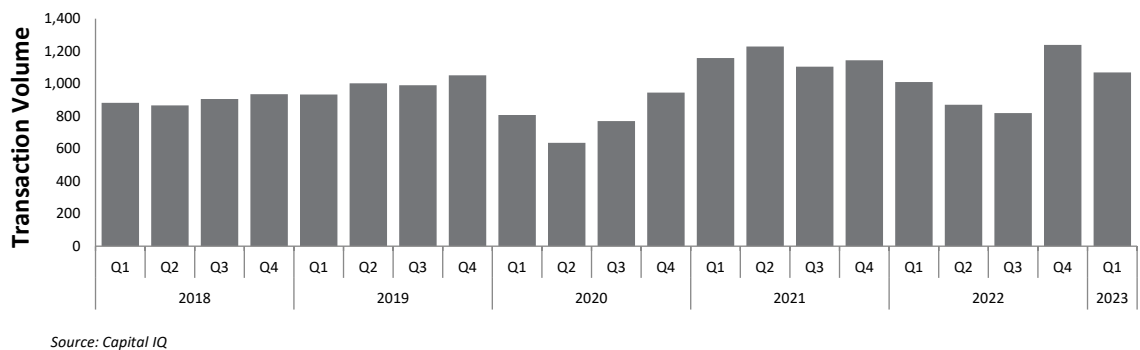
Dow Jones US Select Medical Services Index



Industry Valuations



Healthcare Transaction Volume





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.



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"The Mirus team successfully guided us through every aspect of the transaction, from identifying prospective buyers through closing. They conducted a thorough process and we are delighted by the outcome."

- Bill Hanson, Founder and President of LTI

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.