# SMG SECURITIES, INC.

INVESTMENT BANKING

### **HEALTHCARE INDUSTRY**

Monthly Update | April 2025



M&A ADVISORY | VALUATION SERVICES | ADVISORY SERVICES | DEBT/EQUITY FINANCINGS

## MONTHLY COMMENTARY

### Introduction

We are pleased to provide you with SMG Securities's April 2025 Healthcare Industry Monthly Update. Please contact Nathan Cortright at 203-246-6527 or <u>ncortright@smg-securities.com</u> should you wish to discuss how SMG can help you to achieve your business objectives.

April 2025 showed a rapidly growing technology and services segment. M&A deal announcements in the healthcare M&A space with over 100 deals announced in April. Valuations continue to be driven by strong buyer interest from both strategic acquirers and financial buyers.

- Healthcare services M&A activity across different segments showed a median valuation of 3.80x revenues and 14.40x EBITDA.
- Transactions covered in April 2025 mostly involve mid-sized companies with a median enterprise value of \$470 million.
- As a percentage of total deal volume, strategic buyers showed higher deal volume in April compared to financial sponsors.
- These valuation statistics best represent mid-cap companies, since smaller transactions generally involve privatelyheld companies where transaction values are less often disclosed.
- SMG's financial professionals maintain that the healthcare sector will continue to be viewed as an attractive sector for investment due to the essential nature of its services and the long history of growth in the sector above the overall economy in a wide range of macro-environments.
- As one of the nation's longest-established investment banks, the opinions of SMG are rooted in our extensive current and historical industry data and research, input from our clients, and a wealth of professional experience.

Multiples by Segment (as of April 30, 2025)	Public	Comps
	TEV / Revenue	TEV / EBITDA
Healthcare IT and Tech-enabled Services	1.29x	20.9x
Consumer Driven Healthcare	2.53x	22.5x
Facilities Management	0.57x	17.3x
Workforce Solutions	0.62x	25.7x
Insurance - Commercial	0.54x	10.9x
Insurance - Government	0.41x	7.2x
Distribution	0.34x	20.6x
Labs	2.29x	14.3x
Services Segment	0.59x	18.94x
Acute	1.26x	7.4x
Senior Living / Long-term Care	1.60x	15.3x
Behavioral	1.40x	7.0x
Home Health	1.54x	15.3x
Specialty	1.85x	11.6x
Providers Segment	1.54x	11.6x
Supplies & Distribution	1.10x	14.0x
Durable Medical Equipment	6.89x	19.6x
Medical Devices & Products	4.36x	14.1x
Specialty Devices & Products	4.03x	34.47x
Consumer	3.96x	13.38x
Products Segment	4.03x	14.1x

Note: Based on SMG's Healthcare M&A database that goes back to 2001, table does not include deals that fall into other healthcare categories.

#### SEGMENT SNAPSHOT

## ABOUT SMG SECURITIES, INC. ("SMG")

### Overview of SMG

After 52 years, Scott-Macon has spun off its investment banking business to its senior management. SMG Securities will continue Scott-Macon's legacy of providing investment banking services by professionals who have extensive experience in a broad range of industries and transaction sizes in the areas of mergers and acquisitions, debt and equity financing, valuations and fairness opinions and general corporate financial consulting.

In business for over 50 years, SMG has been retained to undertake a diverse range of domestic and international corporate finance engagements for both public and privately-held corporations. The firm's professionals have significant operating and advisory experience across key industry sectors.

#### HEALTHCARE INDUSTRY EXPERIENCE

Services Segment	Providers Segment	Products Segment				
Revenue Cycle Management	Non-acute Care	Disposables				
Facility Management	Home Health & Hospice	Commercial				
Tech-enabled	Laboratories	Consumer				
Data Analytics	Acute Care	Clinical Devices				
Insurance	Long-Term Care	Distribution Non-Clinical Devices Diagnostic				
Medical Review	Behavioral Health					
Consulting	Specialty Care					
Regulatory Compliance	Alternative / Integrative Health	Durable Medical Equipmer				

SMG Healthcare Review April 2025

### - CONTACTS -

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#### SMG's INDUSTRY GROUPS



1. Pitchbook

4. SEC Fillings

- 2. S&P CapitalIQ
- 3. SMG proprietary transaction information

#### Disclaimer:

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## SMG HEALTHCARE GROUP

Select Healthcare Transactions

April 2025



Note: These included companies where Principals of SMG Securities were active advisors while employed at SMG Securities and previous firms.

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### APPENDIX I April 2025 M&A Transactions

April 2025

Announced			Enterprise	Enterprise	Value /
Date	Target	Buyer	Value	Revenue	EBITDA
04/30/2025	Uplift Health Technologies, Inc.	Teladoc Health, Inc. (NYSE:TDOC)	\$ 45.0	3.0x	
04/28/2025	SpringWorks Therapeutics, Inc. (NasdaqGS:SWTX)	Merck KGaA (XTRA:MRK)	3,501.1	15.9x	
04/24/2025	Andlauer Healthcare Group Inc. (TSX:AND)	United Parcel Service, Inc.	1,659.1	3.5x	14.4
04/15/2025	iCAD, Inc. (NasdaqCM:ICAD)	RadNet, Inc. (NasdaqGM:RDNT)	82.3	4.2x	
04/11/2025	Theratechnologies Inc. (TSX:TH)	Future Pak, LLC	303.7	3.4x	20.2
04/10/2025	Peek Healthcare Technologies, Inc.	Wellgistics Health, Inc. (NasdaqCM:WGRX)	15.6	10.4x	
04/04/2025	MatTek Corporation	Sartorius Lab Holding GmbH	80.0	4.0x	
02/06/2025	Nevro Corp.	Globus Medical, Inc. (NYSE:GMED)	249.9	0.6x	
01/28/2025	Paragon 28, Inc.	Zimmer Biomet Holdings, Inc. (NYSE:ZBH)	1,315.9	5.1x	
01/13/2025	Intra-Cellular Therapies, Inc.	Johnson & Johnson Innovative Medicine	13,653.6	20.1x	
01/08/2025	Accolade, Inc.	Transcarent, Inc.	636.3	1.4x	
12/11/2024	Patterson Companies, Inc.	Patient Square Capital, LP	3,481.9	0.5x	9.3
edian			\$ 470.0	3.8x	14.4

April 2025

			SI	ERV	/ICES							
	Stock	Price as	52-Week	Ν	Market	En	iterprise		LTM	EBITDA	EV/I	.TM
\$ in millions, except per share data	of 4	/30/25	% Change		Сар	Va	lue (EV)	R	evenue	Margins	Revenue	EBITDA
Healthcare IT and Tech-enabled Ser	vices											
Veradigm Inc.	\$	4.25	(46.8%)	\$	721	\$	494	\$	588	8.8%	0.84x	9.5x
American Well Corporation		7.33	(28.2%)		114		(101)		262	(47.6%)	NM	NM
Doximity, Inc.		56.88	134.2%		10,673		10,476		570	41.3%	NM	44.5x
Definitive Healthcare Corp.		2.72	(60.8%)		294		368		248	17.7%	1.49x	8.4x
Evolent Health, Inc.		9.86	(64.5%)		1,142		1,766		2,399	3.5%	0.74x	20.9x
Claritev Corporation		22.43	(13.7%)		375		4,988		927	55.2%	5.38x	9.7x
National Research Corporation		11.36	(66.8%)		259		322		141	29.2%	2.28x	7.8x
Omnicell, Inc.		31.26	16.6%		1,464		1,463		1,136	6.1%	1.29x	21.0x
Mean			(16.3%)	\$	1,880	\$	2,472	\$	784	14.3%	2.00x	17.4x
Median			(37.5%)	\$	548	\$	979	\$	579	13.2%	1.39x	9.7x
Consumer Driven Healthcare												
HealthEquity, Inc.		85.72	8.6%		7,414		8,227		1,200	30.4%	6.86x	22.5x
GoodRx Holdings, Inc.		4.63	(34.8%)		1,776		2,016		797	14.0%	2.53x	18.0x
Teladoc Health, Inc.		7.19	(43.6%)		1,261		1,654		2,553	1.3%	0.65x	50.4x
Mean			(23.3%)	\$	3,484	\$	3,966	\$	1,517	15.3%	3.34x	30.3x
Median			(34.8%)	\$	1,776	\$	2,016	\$	1,200	14.0%	2.53x	22.5x
Facilities Management												
Healthcare Services Group, Inc.		14.21	33.8%		1,036		988		1,740	3.3%	0.57x	17.3x
Waste Management, Inc.		233.36	12.2%		93,906		117,527		22,922	29.4%	5.13x	17.5x
Mean			23.0%	\$	47,471	\$	59,258	\$	12,331	16.3%	2.85x	17.4x
Median			23.0%	\$	47,471	\$	59,258	\$	12,331	16.3%	2.85x	17.4x
Workforce Solutions												
AMN Healthcare Services, Inc.	\$	20.43	(65.9%)	\$	780	\$	1,762	\$	2,852	9.2%	0.62x	6.7x
Cross Country Healthcare, Inc.	·	13.55	(23.0%)		445		367		1,258	0.8%	0.29x	36.2x
HealthStream, Inc.		33.63	30.5%		1,027		966		292	12.8%	3.30x	25.7x
Mean			(19.5%)	\$	751	\$	1,032	\$	1,468	7.6%	1.40x	22.9x
Median			(23.0%)		780	\$		\$	1,258	9.2%	0.62x	25.7x

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April 2025

			SEF	Ν	CES (2)							
	Sto	Stock Price as 52-Week		Market		Enterprise		LTM		EBITDA	EV/I	TM
\$ in millions, except per share data	of	4/30/25	% Change		Сар	Va	alue (EV)	R	evenue	Margins	Revenue	EBITDA
Insurance - Commercial												
Cigna Group	\$	340.04	(4.8%)	\$	92,188	\$	114,302	\$	255,368	4.5%	0.45x	10.0x
Elevance Health, Inc.		420.58	(20.4%)		95,024		117,527		183,124	5.4%	0.64x	11.9x
Humana Inc.		262.24	(13.2%)		31,650		41,134		120,262	3.4%	0.34x	10.0x
UnitedHealth Group Incorporated		411.44	(14.9%)		374,502		425,056		410,057	8.8%	1.04x	11.7x
Mean			(13.3%)	\$	148,341	\$	174,505	\$	242,203	5.5%	0.62x	10.9x
Median			(14.1%)	\$	93,606	\$	115,914	\$	219,246	4.9%	0.54x	10.9x
Insurance - Government												
agilon health, inc.	\$	4.26	(22.5%)	\$	1,759	\$	1,664	\$	5,989	(4.6%)	0.28x	NM
Alignment Healthcare, Inc.		17.72	244.1%		3 <i>,</i> 503		3 <i>,</i> 386		3,002	(1.1%)	1.13x	NM
Centene Corporation		59.85	(18.1%)		29,782		33,287		153,266	4.2%	0.22x	5.1x
Clover Health Investments, Corp.		3.40	439.7%		1,737		1,582		1,487	(1.5%)	1.06x	NM
Molina Healthcare, Inc.		327.01	(4.4%)		17,724		16,634		40,289	4.6%	0.41x	9.1x
Oscar Health, Inc.		13.01	(25.1%)		3,307		1,430		10,082	2.0%	0.14x	7.2x
Privia Health Group, Inc.		23.48	27.6%		2,848		2,385		1,801	1.6%	1.32x	NM
Mean			91.6%	\$	8,666	\$	8,624	\$	30,845	0.7%	0.65x	7.1x
Median			(4.4%)	\$	3,307	\$	2,385	\$	5,989	1.6%	0.41x	7.2x
Distribution												
CVS Health Corporation	\$	66.71	(1.5%)	\$	84,214	\$	155,351	\$	376,741	3.7%	0.41x	11.1x
Walgreens Boots Alliance, Inc.		10.97	(38.1%)		9,486		39,891		151,946	0.9%	0.26x	30.1x
Mean			(19.8%)	\$	46,850	\$	97,621	\$	264,344	2.3%	0.34x	20.6x
Median			(19.8%)	\$	46,850	\$	97,621	\$	264,344	2.3%	0.34x	20.6x
Labs												
Labcorp Holdings Inc.	\$	241.01	19.7%	\$	20,173	\$	26,388	\$	13,177	13.0%	2.00x	15.4x
Quest Diagnostics Incorporated		178.22	29.0%		19,896		26,284		10,158	19.4%	2.59x	13.3x
Mean			24.3%	\$	20,034	\$	26,336	\$	11,668	16.2%	2.29x	14.3x
Median			24.3%	\$	20,034	\$	26,336	\$	11,668	16.2%	2.29x	14.3x
Median			(13.7%)	\$	2,848	\$	2,385	\$	2,553	4.6%	0.84x	12.6x

**SMG SECURITIES** 

INVESTMENT BANKING

April 2025

	PROVIDERS												
	Sto	ck Price as	52-Week	١	Market	En	terprise		LTM	EBITDA	EV/L	TM	
\$ in millions, except per share data	of	4/30/25	% Change		Сар	Va	lue (EV)	R	evenue	Margins	Revenue	EBITDA	
Acute													
Community Health Systems, Inc.	\$	2.73	(17.3%)	\$	365	\$	11,913	\$	12,653	9.9%	0.94x	9.5>	
HCA Healthcare, Inc.		345.08	11.4%		84,960		130,336		71,585	19.9%	1.82x	9.2	
Nutex Health Inc.		109.97	1717.7%		608		865		624	36.4%	1.38x	3.8>	
Tenet Healthcare Corporation		142.95	27.3%		13,278		23,449		20,520	20.4%	1.14x	5.6>	
Mean			434.8%	\$	24,803	\$	41,641	\$	26,346	21.6%	1.32x	7.0>	
Median			19.3%	\$	6,943	\$	17,681	\$	16,587	20.2%	1.26x	7.4x	
Senior Living / Long-term Care													
Brookdale Senior Living Inc.	\$	6.56	(3.4%)	\$	1,313	\$	6,670	\$	3,016	14.5%	2.21x	15.3>	
Ensign Group, Inc.		128.99	9.0%		7,362		9,088		4,423	10.6%	2.05x	19.5>	
InnovAge Holding Corp.		3.13	(11.8%)		423		468		832	(0.3%)	0.56x	NIV	
National HealthCare Corporation		94.49	4.0%		1,461		1,574		1,374	10.0%	1.14x	11.4>	
Mean			(0.6%)	\$	2,640	\$	4,450	\$	2,411	8.7%	1.49x	15.4>	
Median			0.3%	\$	1,387	\$	4,122	\$	2,195	10.3%	1.60x	15.3>	
Behavioral													
Acadia Healthcare Company, Inc.	\$	23.40	(68.4%)	\$	2,156	\$	4,416	\$	3,156	20.0%	1.40x	7.0>	
LifeStance Health Group, Inc.		6.57	6.3%		2,555		2,903		1,284	4.0%	2.26x	57.0×	
Universal Health Services, Inc.		177.07	3.9%		11,545		16,513		16,084	14.6%	1.03x	7.0>	
Mean			(19.4%)	\$	5,419	\$	7,944	\$	6,841	12.9%	1.56x	23.7>	
Median			3.9%	\$	2,555	\$	4,416	\$	3,156	14.6%	1.40x	7.0x	
Home Health													
Addus HomeCare Corporation	\$	104.55	8.7%	\$	1,898	\$	2,052	\$	1,212	11.6%	1.69x	14.6×	
Amedisys, Inc.		94.90	3.1%		3,115		3,282		2,372	10.3%	1.38x	13.4x	
Chemed Corporation		581.51	2.4%		8,475		8,446		2,489	18.0%	3.39x	18.8×	
Option Care Health, Inc.		32.31	8.1%		5,291		6,342		5,185	7.6%	1.22x	16.0x	
Mean			5.6%	\$	4,695	\$	5,031	\$	2,814	11.9%	1.92x	15.7x	
Median			5.6%	\$	4,203	\$	4,812	\$	2,430	10.9%	1.54x	15.3x	
Specialty													
DaVita Inc.	\$	141.55	1.8%	\$	10,880	\$	22,762	\$	12,969	20.5%	1.76x	8.6x	
Encompass Health Corporation		116.99	40.3%		11,812		14,419		5,513	22.4%	2.62x	11.7×	
Pediatrix Medical Group, Inc.		12.88	45.2%		1,083		1,640		1,976	11.4%		7.3×	
ModivCare Inc.		1.19	(94.9%)		17		1,302		2,754	4.1%	0.47x	11.6×	
RadNet, Inc.		52.38	8.0%		3,929		4,958		1,869	12.0%		22.1x	
Select Medical Holdings Corporation		18.24	(35.7%)		2,352		5,086		5,219	7.4%		13.2×	
Surgery Partners, Inc.		21.95	(12.0%)		2,794		6,440		3,173	19.8%	2.03x	10.2x	
U.S. Physical Therapy, Inc.		71.11	(29.9%)		1,080		1,348		692	13.2%		14.8×	
Mean			(9.7%)		4,244		7,244		4,271	13.8%	1.66x	12.4x	
Median			(5.1%)	\$	2,573	\$	5,022	\$	2,963	12.6%	1.85x	11.6x	
			- 2.004	¢.	3 EE E	<u>Å</u>	F 000	<u>Å</u>	2 846	43.004	4.40		
Median			3.9%	Ş	2,555	\$	5,086	\$	3,016	12.0%	<b>1.40</b> x	11.6>	

April 2025

		PR	0	DUCTS						
	Stock Price as	Stock Price as 52-Week			Er	nterprise	LTM	EBITDA	EV/L	TM
\$ in millions, except per share data	of 4/30/25	% Change		Сар	Va	alue (EV)	Revenue	Margins	Revenue	EBITDA
Supplies & Distribution										
Becton, Dickinson and Company	207.09	(11.7%)		59 <i>,</i> 463		78,066	20,867	26.7%	3.74x	14.0x
Cardinal Health, Inc.	141.29	37.1%		34,131		38,484	222,286	1.4%	0.17x	12.2x
FIGS, Inc.	4.03	(21.1%)		655		616	561	1.7%	1.10x	65.2x
Henry Schein, Inc.	64.97	(6.2%)		7,960		11,057	12,669	8.1%	0.87x	10.7x
ICU Medical, Inc.	136.59	39.5%		3,361		4,673	2,420	13.8%	1.93x	14.0x
McKesson Corporation	712.79	32.7%		89,331		91,054	359,051	1.5%	0.25x	16.8x
Owens & Minor, Inc.	7.06	(71.5%)		545		2,757	10,720	4.5%	0.26x	5.7x
Premier, Inc.	20.35	(2.5%)		1,858		2,081	1,260	26.0%	1.65x	6.4x
West Pharmaceutical Services, Inc.	211.29	(40.9%)		15,180		15,083	2,896	26.1%	5.21x	19.9x
Mean		(5.0%)	\$	23,609	\$	27,097	\$ 70,303	12.2%	1.69x	18.3x
Median		(6.2%)	\$	7,960	\$	11,057	\$ 10,720	8.1%	1.10x	14.0x
Durable Medical Equipment										
ResMed Inc.	236.59	10.6%		34,691		34,598	5,022	35.1%	6.89x	19.6x
Mean		10.6%	\$	34,691	\$	34,598	\$ 5,022	35.1%	6.89x	19.6x
Median		10.6%	\$	34,691	\$	34,598	\$ 5,022	35.1%	6.89x	19.6x
Medical Devices & Products										
Abbott Laboratories	\$ 130.75	23.4%	\$	227,484	\$	234,242	\$ 42,344	26.0%	5.53x	21.3x
Baxter International Inc.	31.17	(22.8%)		15,988		24,003	10,771	18.2%	2.23x	12.3x
Boston Scientific Corporation	102.87	43.1%		152,152		163,135	17,554	25.8%	9.29x	36.0x
Hologic, Inc.	58.20	(23.2%)		13,059		14,161	4,027	31.1%	3.52x	11.3x
Johnson & Johnson	156.31	8.1%		376,093		389,871	89,331	33.6%	4.36x	13.0x
Medtronic plc	84.76	5.6%		108,708		135,006	33,537	28.5%	4.03x	14.1x
Mettler-Toledo International Inc.	1,070.57	(12.9%)		22,312		24,322	3,830	30.9%	6.35x	20.6x
Stryker Corporation	373.92	11.1%		142,721		157,757	23,218	26.6%	6.79x	25.5x
Teleflex Incorporated	137.05	(34.3%)		6,123		7,867	3,010	28.0%	2.61x	9.3x
Mean		(0.2%)	\$	118,293	\$	127,818	\$ 25,291	27.6%	4.97x	18.1x
Median		5.6%	\$	108,708	\$	135,006	\$ 17,554	28.0%	4.36x	14.1x

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April 2025

PRODUCTS (2)													
	Stock Price as	52-Week	Market	Enterprise	LTM	EBITDA	EV/L	ТМ					
\$ in millions, except per share data	of 4/30/25	% Change	Cap	Value (EV)	Revenue	Margins	Revenue	EBITDA					
Specialty Devices & Products													
AngioDynamics, Inc.	9.29	60.4%	377	343	283	(2.7%)	) 1.21x	NM					
AtriCure, Inc.	29.91	24.0%	1,481	1,458	480	(3.3%)	) 3.04x	NM					
DexCom, Inc.	71.38	(44.0%)	27,893	29,572	4,148	20.7%	5 7.13x	34.5x					
Edwards Lifesciences Corporation	75.49	(10.8%)	44,219	41,777	5,522	30.5%	5 7.57x	24.8x					
Glaukos Corporation	94.25	(1.8%)	5,380	5,374	405	(16.4%)	) 13.28x	NM					
Globus Medical, Inc.	71.77	44.1%	9,714	9,346	2,511	28.7%	6 3.72x	13.0x					
Inogen, Inc.	7.13	4.9%	192	92	340	(2.9%)	) 0.27x	NM					
Intuitive Surgical, Inc.	515.80	39.2%	184,872	182,298	8,715	34.0%	6 NM	61.5×					
LeMaitre Vascular, Inc.	90.74	40.0%	2,050	2,210	226	27.8%	6 9.77x	35.2x					
Masimo Corporation	160.96	19.8%	8,698	9,246	2,127	6.3%	6 4.35x	69.5×					
Utah Medical Products, Inc.	51.75	(21.8%)	170	87	39	44.3%	6 2.21x	5.0x					
Mean		14.0%	\$ 25,913	\$ 25,618	\$ 2,254	15.2%	5.25x	34.8x					
Median		19.8%	\$ 5,380	\$ 5,374	\$ 480	20.7%	5 4.03x	34.5×					
Consumer													
Prestige Consumer Healthcare Inc.	\$ 81.23	13.2%	\$ 4,024	\$ 4,970	\$ 1,138	33.3%	6 4.37x	13.1x					
Mean		17.9%	\$ 17,271	\$ 19,955	\$ 5,475	29.7%	5 <b>3.96</b> x	13.4x					
Median		17.9%	\$ 17,271	\$ 19,955	\$ 5,475	29.7%	<b>3.96</b> x	13.4x					
Median		6.9%	\$ 14,120	\$ 14,622	\$ 4,087	26.0%	3.72x	14.1>					