SMG SECURITIES, INC.

INVESTMENT BANKING

HEALTHCARE INDUSTRY

Monthly Update | October 2025



MONTHLY COMMENTARY

Introduction

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

M&A deal activity continued its strong momentum through October 2025 with exciting deal announcements in the healthcare space. Over 100 deals were announced in October. Despite the challenges in the first half of 2025, including rising interest rates, and global economic instability, Healthcare M&A deals remained robust from both Strategic as well as Private Equity acquirers. This momentum is expected to continue through the remainder of the year.

- Healthcare services M&A activity across different segments showed a median valuation of 3.6x revenues and 15.3x EBITDA. Among the deals announced in October, very few had transaction details disclosed.
- Transactions covered in October 2025 involved both small and large companies with a median enterprise value of \$673.0 million.
- As a percentage of total deal volume, strategic buyers showed higher deal volume in October compared to financial sponsors.
- These valuation statistics best represent small-cap companies, in which case, transaction values were less 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.

SEGMENT SNAPSHOT

Multiples by Segment (as of October 31, 2025)	Public	Comps
	TEV / Revenue	TEV / EBITDA
Healthcare IT and Tech-enabled Services	1.4x	11.4x
Consumer Driven Healthcare	1.8x	16.0x
Facilities Management	2.4x	20.0x
Workforce Solutions	0.6x	13.3x
Insurance - Commercial	0.4x	10.9x
Insurance - Government	0.5x	4.9x
Distribution	0.4x	11.8x
Labs	2.2x	12.8x
Services Segment	1.0x	12.3x
Acute	1.4x	7.2x
Senior Living / Long-term Care	1.9x	20.3x
Behavioral	1.3x	7.4x
Home Health	1.7x	14.2x
Specialty	1.8x	11.0x
Providers Segment	1.7x	11.0x
Supplies & Distribution	1.7x	12.3x
Durable Medical Equipment	6.8x	18.3x
Medical Devices & Products	5.0x	15.2x
Specialty Devices & Products	3.4x	27.6x
Consumer	3.5x	11.6x
Products Segment	3.5x	15.2x

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.

_ CONTACTS _

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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				
Medical Review	Behavioral Health	Non-Clinical Devices				
Consulting	Specialty Care	Diagnostic				
Regulatory Compliance	Alternative / Integrative Health	Durable Medical Equipment				

SMG's INDUSTRY GROUPS











Sources

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



has been acquired by

Undisclosed Buyer



has been acquired by





has been acquired by





has entered into a debt facility with





has been acquired by





has acquired





has been recapitalized by





has been acquired by





has been acquired by





has been acquired by





has acquired

Friendly Hills Health System



has been acquired by





has been acquired by



a portfolio company of





has been acquired by





has been acquired by a joint venture between







has been acquired by





has been acquired by

Complete Management



has been acquired by





has been acquired by





has been acquired by





has been acquired by





has been acquired by





has been acquired by





has been acquired by





has sold its securement division to





has acquired

S.J. Tutag



has acquired

National Capital Health



has acquired





of Montana

has sold its managed care
business to

The Keystone Peer Review Organization



has been acquired by



October 2025 M&A Transactions

Announced			Enterprise	Enterprise	Value /
Date	Target	Buyer	Value	Revenue	EBITDA
10/30/2025	Tennova Healthcare - Clarksville/Certain ancillary businesses in Clarksville, TN	Vanderbilt University Medical Center	\$ 750.0	-	-
10/29/2025	Clario	Thermo Fisher Scientific Inc. (NYSE:TMO)	9,400.0	-	-
10/27/2025	Cheltenham Nursing And Rehabilitation Center	Undisclosed	24.0	-	-
10/21/2025	Hologic, Inc. (NasdaqGS:HOLX)	Blackstone Inc. (NYSE:BX); et al.	18,260.8	4.5x	14.1x
10/20/2025	SteadyMD, Inc.	DocGo Inc. (NasdaqCM:DCGO)	25.0	-	-
10/20/2025	Overture Cary	Principal Global Investors, LLC	73.0	-	-
10/02/2025	Cawthra Gardens Community	Sienna Senior Living Inc. (TSX:SIA)	23.3	-	-
10/01/2025	BioPharm Communications, LLC	ILSL Holdings Inc.	106.0	2.8x	-
08/01/2025	Performant Healthcare, Inc.	Machinify, Inc.	667.0	4.9x	NA
07/23/2025	Iodine Software, LLC	Waystar Holding Corp. (NasdaqGS:WAY)	1,089.6	-	-
07/21/2025	ZimVie Inc.	ArchiMed SAS	743.0	1.7x	16.4x
07/14/2025	Monogram Technologies Inc. (NasdaqCM:MGRM)	Zimmer Biomet Holdings, Inc. (NYSE:ZBH)	678.1	-	-
Median			\$ 672.6	3.6x	15.3x

\$ in millions, except per share data

American Well Corporation

Definitive Healthcare Corp.

National Research Corporation

Consumer Driven Healthcare HealthEquity, Inc.

GoodRx Holdings, Inc.

Teladoc Health, Inc.

Veradigm Inc.

Doximity, Inc.

Omnicell, Inc.

Mean

Mean

Median

Median

Evolent Health, Inc.

Healthcare IT and Tech-enabled Services

Public Company Performance

Stock Price as

of 10/31/25

4.80

5.22

66.00

2.77

6.67

13.36

33.57

94.58

3.37

8.63

10.9%

(44.9%)

(4.1%)

(12.7%) \$

8,149

1,171

1,532

67,891

3,617 \$

\$

52-Week Market LTM **EBITDA EV/LTM** Enterprise % Change Cap Value (EV) Revenue Margins Revenue **EBITDA** (48.9%) \$ 815 \$ 588 \$ 588 8 8% 1.00x 11.4x (43.0%)84 (111)265 (29.0%) NM NM 590 58.1% 12,362 12,236 41.4% NM 50.2x 245 (33.3%)288 385 18.4% 1.57x 8.6x (71.4%)774 1,476 2,196 3.3% 0.67x20.4x (26.3%)303 381 139 24.8% 2.74x 11.0x (31.0%)1,542 1,557 1,178 5.8% 1.32x 22.7x 53.8% \$ 2,155 \$ 2,773 \$ 767 16.1% 2.23x 19.3x 794 \$ 1,032 \$ 1.45x (32.1%) \$ 589 13.6% 11.4x

1,269

2,528

1,533

801

33.9%

16.0%

0.6%

16.9%

7.01x

1.80x

0.73x

3.18x

0.41x

10.9x

4.5%

20.7x

11.2x

NM

16.0x

8,899

1.443

1,847

4,063 \$

93,593 \$

231,449

Median (4.1%) \$ 1,532 \$ 1,847 \$ 16.0% 1.80x 1,269 16.0x **Facilities Management** 17.87 62.9% 1.259 1.808 2.5% 0.64x 25.7x Healthcare Services Group, Inc. 1,149 199.77 Waste Management, Inc. (7.4%)80.481 103,668 24.784 29.4% 4.18x 14.2x Mean 27.7% \$ 40,870 \$ 52,408 \$ 13,296 15.9% 2.41x 20.0x Median 27.7% \$ 40,870 \$ 52,408 \$ 13,296 15.9% 2.41x 20.0x Workforce Solutions \$ 19.69 (48.1%) \$ 2,770 0.60x AMN Healthcare Services, Inc. 755 \$ 1,669 \$ 8.1% 7.5x Cross Country Healthcare, Inc. 12.26 7.4% 402 323 1,193 2.0% 0.27x 13.3x HealthStream, Inc. 24.60 (15.9%)729 691 299 13.8% 2.31x 16.7x Mean (18.8%) \$ 628 \$ 894 Ś 1,420 8.0% 1.06x 12.5x Median (15.9%) \$ 729 \$ 691 \$ 1,193 8.1% 0.60x 13.3x Insurance - Commercial \$ (22.4%) \$ Cigna Group 244.41 65,288 \$ 93,303 \$ 268,077 4.3% 0.35x 8.0x Elevance Health, Inc. 317.20 (21.8%)70,494 93,883 194,820 4.6% 0.48x 10.5x Humana Inc. 278.19 7.9% 33,458 40,985 126,362 2.9% 0.32x 11.2x UnitedHealth Group Incorporated 341.56 (39.5%)309,398 362,324 435,159 6.7% 0.83x 12.4x Mean 4.6% 0.50x 10.5x (18.9%) \$ 119,660 \$ 147,624 \$ 256,105

(22.1%) \$

SERVICES

CONTINUED ON THE NEXT PAGE

Public Company Performance

SERVICES (2)												
		Stock Price as	52-Week		Market		Enterprise		LTM	EBITDA	EV/LTM	
\$ in millions, except per share data		of 10/31/25	% Change		Сар	_\	/alue (EV)		Revenue	Margins	Revenue	EBITDA
Insurance - Government												
agilon health, inc.	\$	0.80	(68.8%)	\$	330	\$	196	\$	5,886	(5.8%)	NM	NM
Alignment Healthcare, Inc.		16.86	36.0%		3,374		3,085		3,637	1.0%	0.85x	NM
Centene Corporation		35.37	(43.2%)		17,385		17,910		167,680	2.3%	0.11x	4.6x
Clover Health Investments, Corp.		3.53	(14.3%)		1,809		1,619		1,774	(3.2%)	0.91x	NM
Molina Healthcare, Inc.		153.06	(52.4%)		7,867		7,498		42,842	3.4%	0.18x	5.1x
Oscar Health, Inc.		18.00	7.1%		4,648		2,407		10,726	(0.9%)	0.22x	NM
Privia Health Group, Inc.		24.30	32.4%		2,982		2,599		1,900	1.5%	1.37x	NM
Mean			(14.7%)	\$	5,485	\$	5,045	\$	33,492	(0.2%)	0.61x	4.9x
Median			(14.3%)	\$	3,374	\$	2,599	\$	5,886	1.0%	0.54x	4.9x
Distribution												
CVS Health Corporation	\$	78.15	38.4%	\$	99,206	\$	171,860	\$	391,690	3.7%	0.44x	11.8x
Mean			38.4%	\$	99,206	\$	171,860	\$	391,690	3.7%	0.44x	11.8x
Median			38.4%	\$	99,206	\$	171,860	\$	391,690	3.7%	0.44x	11.8x
Labs												
Labcorp Holdings Inc.	\$	253.96	11.3%	\$	21,053	\$	27,038	\$	13,765	14.3%	1.96x	13.8x
Quest Diagnostics Incorporated		175.95	13.6%		19,573		25,523		10,850	19.7%	2.35x	11.9x
Mean			12.4%	\$	20,313	\$	26,281	\$	12,308	17.0%	2.16x	12.8x
Median			12.4%	\$	20,313	\$	26,281	\$	12,308	17.0%	2.16x	12.8x
Median			(9.2%)	\$	11,843	\$	14,440	\$	9,097	10.8%	1.02x	12.3x

Public Company Performance

APPENDIX II

	PROVIDERS											
	St	ock Price as	52-Week	Market			Enterprise		LTM	EBITDA	EV/LT	M
\$ in millions, except per share data	0	f 10/31/25	_ % Change		Сар		Value (EV)	Revenue	Margins	Revenue	EBITDA
Acute												
Community Health Systems, Inc.	\$	3.88	(4.2%)	\$	513	\$	11,632	\$	12,644	11.4%	0.92x	8.0x
HCA Healthcare, Inc.		459.68	28.1%		104,896		150,248		74,372	20.3%	2.02x	9.9x
Nutex Health Inc.		123.06	452.1%		684		940		624	36.4%	1.51x	4.1x
Tenet Healthcare Corporation		206.49	33.2%		18,147		28,359		20,846	21.4%	1.36x	6.3x
Mean			127.3%	\$	31,060	\$	47,795	\$	27,122	22.4%	1.45x	7.1x
Median			30.7%	\$	9,415	\$	19,996	\$	16,745	20.9%	1.43x	7.2x
Senior Living / Long-term Care												
Brookdale Senior Living Inc.	\$	9.27	47.8%	\$	2,202	\$	7,501	\$	3,052	14.7%	2.46x	16.7x
Ensign Group, Inc.		180.10	16.2%		10,318		12,031		4,829	10.4%	2.49x	24.0x
InnovAge Holding Corp.		4.49	(22.6%)		609		640		885	3.0%	0.72x	24.2x
National HealthCare Corporation		119.44	2.9%		1,851		1,913		1,458	11.0%	1.31x	11.9x
Mean			11.1%	\$	3,745	\$	5,521	\$	2,556	9.8%	1.75x	19.2x
Median			9.6%	\$	2,026	\$	4,707	\$	2,255	10.7%	1.88x	20.3x
Behavioral												
Acadia Healthcare Company, Inc.	\$	21.50	(49.6%)	\$	1,985	\$	4,293	\$	3,266	19.2%	1.31x	6.8x
LifeStance Health Group, Inc.	·	4.90	(27.0%)	•	1,906	·	2,191	·	1,316	4.5%	1.66x	37.2x
Universal Health Services, Inc.		217.01	6.2%		13,810		18,808		16,993	15.0%	1.11x	7.4x
Mean			(23.5%)	\$		\$	8,431	\$	7,192	12.9%	1.36x	17.1x
Median			(27.0%)		•	\$	4,293	\$	3,266	15.0%	1.31x	7.4x
Home Health												
Addus HomeCare Corporation	\$	116.89	(6.1%)	\$	2,123	\$	2,224	\$	1,347	11.7%	1.65x	14.2x
Chemed Corporation		431.30	(20.2%)	•	6,085	•	6,097	•	2,531	16.5%	2.41x	14.6x
Option Care Health, Inc.		26.03	13.0%		4,132		5,098		5,530	7.3%	0.92x	12.7x
Mean			(4.4%)	\$	4,113	\$	4,473	\$	3,136	11.8%	1.66x	13.8x
Median			(6.1%)		4,132		5,098	\$	2,531	11.7%	1.65x	14.2x
Specialty												
DaVita Inc.	\$	119.02	(14.9%)	Ś	8,403	\$	20,475	Ś	13,318	20.0%	1.54x	7.7x
Encompass Health Corporation	τ	113.85	14.5%	Ψ.	11,455	Ψ.	14,068	7	5,796	22.8%	2.43x	10.6x
Pediatrix Medical Group, Inc.		16.97	37.7%		1,449		1,751		1,922	13.4%	0.91x	6.8x
ModivCare Inc.		0.00	(100.0%)		0		1,285		2,754	4.1%	0.47x	11.4x
RadNet, Inc.		75.99	16.8%		5,845		6,853		1,908	11.9%	3.59x	30.3x
Select Medical Holdings Corporation		13.83	(56.9%)		1,712		4,431		5,369	7.1%	0.83x	11.6x
Surgery Partners, Inc.		21.93	(23.9%)		2,792		6,434		3,237	19.9%	1.99x	10.0x
U.S. Physical Therapy, Inc.		86.27	7.6%		1,312		1,583		722	13.4%	2.19x	16.4x
Mean			(14.9%)	\$	4,121		7,110	\$	4,378	14.1%	1.74x	13.1x
Median			(3.6%)		2,252		5,432		2,995	13.4%	1.76x	11.0x
Median			(3.6%)	\$	2,252	\$	5,098	\$	2,995	13.4%	1.65x	11.0x

Public Company Performance

APPENDIX II

			Р	ROI	DUCTS							
	Stock Price as		52-Week	52-Week Market		Enterprise	:	LTM	EBITDA	EV/LTM		
\$ in millions, except per share data	of 1	10/31/25	% Change		Сар		Value (EV))	Revenue	Margins	Revenue	EBITDA
Supplies & Distribution												
Becton, Dickinson and Company		178.71	(23.5	%)	51,223		69,829		21,386	27.7%	3.27x	11.8x
Cardinal Health, Inc.		190.77	75.8	%	45,326		49,765		234,310	1.5%	0.21x	14.0x
FIGS, Inc.		7.46	19.4	%	1,218		1,219		570	3.3%	2.14x	64.6x
Henry Schein, Inc.		63.20	(10.0	%)	7,664		10,969		12,938	8.2%	0.85x	10.4x
ICU Medical, Inc.		120.09	(29.7	%)	2,965		4,069		2,373	14.0%	1.72x	12.3x
McKesson Corporation		811.34	62.1	%	100,918		106,706		387,094	1.6%	0.28x	17.5x
Owens & Minor, Inc.		3.97	(68.8	%)	307		2,517		10,769	4.7%	0.23x	5.0x
Premier, Inc.		28.12	39.6	%	2,325		2,609		1,005	27.1%	2.60x	9.6x
West Pharmaceutical Services, Inc.		282.07	(8.4	%)	20,293		19,968		3,018	26.6%	6.62x	24.9x
Mean			6.3	% \$	25,804	\$	29,739	\$	74,829	12.7%	1.99x	18.9x
Median			(8.49	6) \$	7,664	\$	10,969	\$	10,769	8.2%	1.72x	12.3x
Durable Medical Equipment												
ResMed Inc.		246.88	1.8	%	36,036		35,499		5,257	36.9%	6.75x	18.3x
Mean			1.8	% \$	36,036	\$	35,499	\$	5,257	36.9%	6.75x	18.3x
Median			1.8	% \$	36,036	\$	35,499	\$	5,257	36.9%	6.75x	18.3x
Medical Devices & Products												
Abbott Laboratories	\$	123.62	9.0	%	\$ 214,959	\$	220,423	\$	43,843	26.8%	5.03x	18.8x
Baxter International Inc.		18.47	(48.3	%)	9,487		17,473		11,023	18.8%	1.59x	8.4x
Boston Scientific Corporation		100.72	19.9	%	149,242		160,012		19,349	26.2%	8.27x	31.6x
Hologic, Inc.		73.91	(8.6	6)	16,450		16,998		4,101	31.5%	4.15x	13.2x
Johnson & Johnson		188.87	18.1	%	455,044		482,608		92,149	34.6%	5.24x	15.1x
Medtronic plc		90.70	1.6	%	116,340		143,676		34,200	27.6%	4.20x	15.2x
Mettler-Toledo International Inc.	:	1,416.29	9.6	%	29,174		31,296		3,867	30.7%	8.09x	26.4x
Stryker Corporation		356.24	(0.0	%)	136,193		150,070		24,381	27.0%	6.16x	22.8x
Teleflex Incorporated		124.47	(38.1	6)	5,501		7,347		3,041	30.1%	2.42x	8.0x
Mean			(4.19	6) \$	125,821	\$	136,656	\$	26,217	28.2%	5.01x	17.7x
Median			1.6	% \$	116,340	\$	143,676	\$	19,349	27.6%	5.03x	15.2x

CONTINUED ON THE NEXT PAGE

October 2025

PRODUCTS (2)											
A. 110	Stock Price as	52-Week	Market		Enterprise		LTM	EBITDA	EV/L1		
\$ in millions, except per share data	of 10/31/25	<u> % Change</u>	Сар		Value (EV)	F	Revenue	<u>Margins</u>	Revenue	EBITDA	
Specialty Devices & Products											
AngioDynamics, Inc.	12.03	79.8%	4	96	466		301	(0.5%)	1.55x	NM	
AtriCure, Inc.	34.55	4.1%	1,7	L8	1,647		518	(1.2%)	3.18x	NM	
DexCom, Inc.	58.22	(17.4%)	22,7)7	23,447		4,516	22.6%	5.19x	22.9x	
Edwards Lifesciences Corporation	82.45	23.0%	48,4	06	49,109		5,884	30.2%	8.35x	27.6x	
Glaukos Corporation	88.07	(33.4%)	5,0	6	5,064		470	(11.4%)	10.78x	NM	
Globus Medical, Inc.	60.39	(17.9%)	8,1	56	8,048		2,626	28.0%	3.06x	10.9x	
Inogen, Inc.	8.24	(5.6%)	2	23	135		347	(2.2%)	0.39x	NM	
Intuitive Surgical, Inc.	534.28	6.0%	189,4	00	186,594		9,612	35.5%	NM	54.7x	
LeMaitre Vascular, Inc.	86.61	(2.0%)	1,9	51	2,119		235	27.6%	9.03x	32.7x	
Masimo Corporation	140.65	(2.3%)	7,6	11	7,888		2,182	8.7%	3.61x	41.6x	
Utah Medical Products, Inc.	58.10	(8.3%)	1	36	102		39	41.8%	2.64x	6.3x	
Mean		2.4%	\$ 25,99	5 \$	25,874	\$	2,430	16.3%	4.78x	28.1x	
Median		(2.3%)	\$ 5,05	6 \$	5,064	\$	518	22.6%	3.40x	27.6x	
Consumer											
Prestige Consumer Healthcare Inc.	\$ 60.60	(17.8%)	\$ 2,9	32 \$	3,886	\$	1,120	33.8%	3.47x	10.3x	
Mean		(7.1%)	\$ 16,48	1 \$	18,940	\$	5,464	30.3%	3.47x	11.6x	
Median		(7.1%)	\$ 16,48	1 \$	18,940	\$	5,464	30.3%	3.47x	11.6x	
Median		(2.3%)	\$ 16,48	1 \$	18,940	\$	5,464	27.6%	3.47x	15.2x	