

HEALTHCARE INDUSTRY Q3 2023 VALUATION UPDATE



# Introduction

We are pleased to share our Healthcare Industry Multiples Valuation Update for Q3 2023.

At Seale & Associates, we are committed to providing process-driven solutions designed to optimize value and achieve our client's strategic objectives in a range of transactions, including Mergers, Acquisitions, Divestitures and Carve-Outs, Business Sales, Recapitalizations, and Joint Ventures, among other corporate finance and strategy consulting services.

Over the course of 25+ years, we have successfully served clients all over the world, and we are delighted to continue providing investment banking advisory services to our Healthcare Industry clients who are looking to grow through acquisitions or optimize their portfolios through strategic divestitures.

Seale has extensive experience advising leading multinational companies, private equity firms, and family-owned businesses across a wide range of industries.







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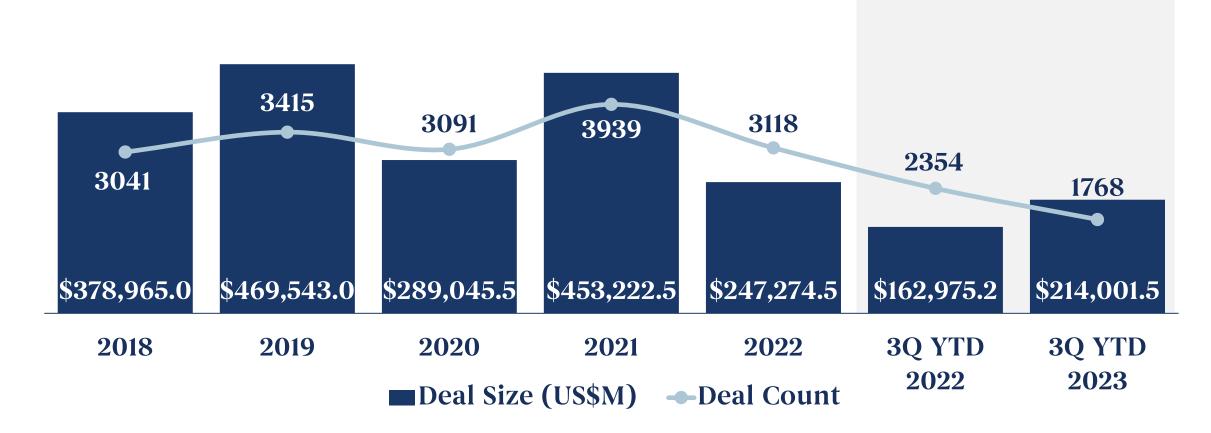


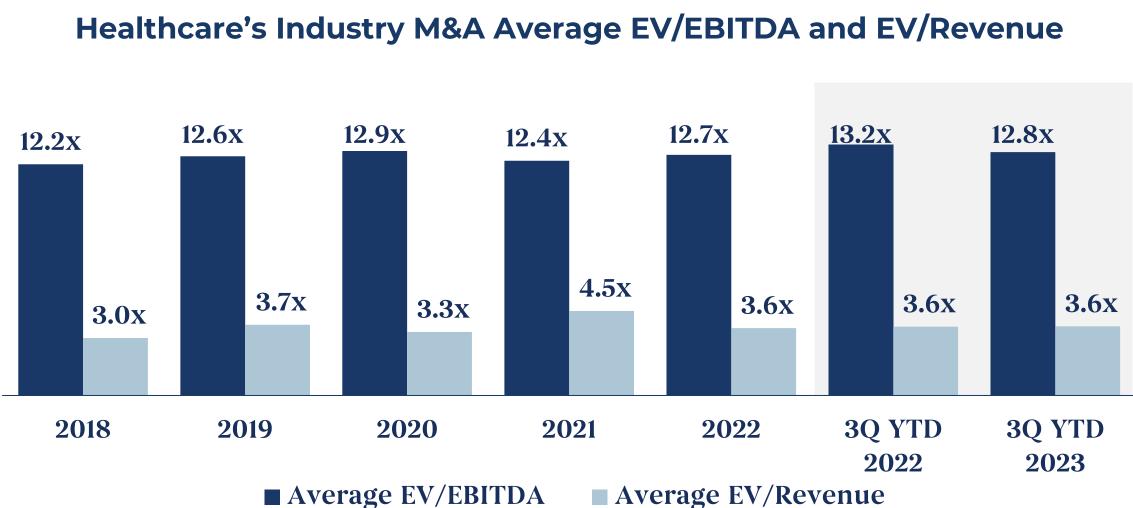
## Healthcare's Industry Overview, M&A Trends and Market Intelligence

#### Healthcare's Industry Overview

- The global **healthcare** services market size was valued at **US\$10.3T** in 2021 and is projected to reach US\$21.1T by 2030, growing at a CAGR of 8.27% from 2023 to 2030
- The **pharmaceutical** manufacturing market is expected to register a **CAGR** of more than **11%** over the forecast period, 2022-2027
- The medical devices market size is expected to grow from US\$595.4B in 2023 to US\$834.7B by 2028, at a CAGR of 6.99% during the forecast period (2023-2028)
- **COVID-19** significantly impacted the Pharmaceutical Manufacturing and OTC Drugs markets, since it **increased** the **demand** for medications, including vaccines and other drug types
- Hospital equipment for the management of COVID-19, like ventilators, experienced a surge in sales to fulfill the overwhelming demand, whilst the demand for other medical devices, such as radiological equipment, decreased
- The growing **burden** of **chronic** diseases and the **senior** population is • driving the **demand** for pharmaceutical manufacturing
- The **E-pharmacy** Market has witnessed **drastic** growth since the • COVID-19 pandemic, due to an increased dependence on online pharmacies to purchase both OTC and prescription drugs

#### Healthcare's Industry M&A Deal Size and Volume



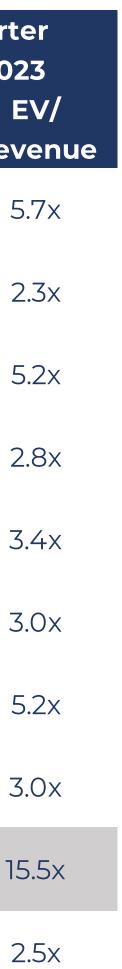




## Pharmaceutical Producers Global Comparable Public Companies (1/3)

		•	Market	Enterprise Nalue Revenue I		EBITDA	Annual Average EV/EBITDA		Third Quarte Sep. 30, 202	
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	E' Reve
AbbVie Inc.	abbvie	USA	\$263,098	\$315,757	\$55,138	53.6%	11.1×	11.2x	10.7x	5.'
Astellas Pharma Inc.	astellas	JPN	\$24,895	\$23,278	\$10,201	22.2%	10.6x	11.Ox	10.3x	2.
AstraZeneca PLC	AstraZeneca	GBR	\$209,979	\$233,992	\$44,994	39.7%	25.3x	21.7x	13.1x	5.
Bausch Health Companies Inc.	BAUSCH- Health	CAN	\$2,995	\$23,902	\$8,542	33.3%	10.1x	8.3x	8.4x	2.8
Bristol-Myers Squibb Company	ر <mark>الا،</mark> Bristol Myers Squibb	USA	\$121,252	\$151,788	\$44,935	42.2%	9.1x	8.9x	8.0x	3.4
Catalent, Inc.	Catalent.	USA	\$8,208	\$12,777	\$4,223	11.7%	25.5x	16.6x	25.8x	3.(
Daiichi Sankyo Company, Limited	🔾 Daiichi-Sankyo	JPN	\$52,709	\$48,706	\$9,353	12.8%	36.2x	45.3x	40.7x	5.
Eisai Co., Ltd.	Eisai	JPN	\$15,958	\$15,208	\$5,084	12.8%	19.4x	37.5x	23.4x	3.0
Eli Lilly and Company	Lilly	USA	\$483,038	\$498,559	\$32,073	30.9%	24.3x	28.6x	50.3x	15.
GSK plc	gsk	GBR	\$73,781	\$91,400	\$36,185	33.3%	9.6x	8.8x	7.6x	2.

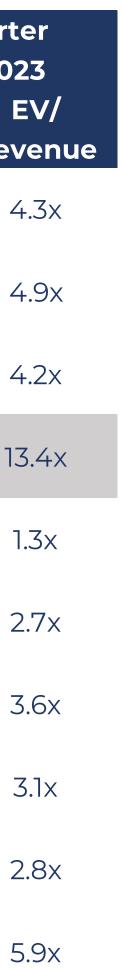




## Pharmaceutical Producers Global Comparable Public Companies (2/3)

Compony		Country	Market	Enterprise	Revenue	EBITDA		Average BITDA	Third C Sep. 3	
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	E <sup>v</sup> Reve
Johnson & Johnson	Johnson Johnson	USA	\$404,790	\$423,147	\$97,301	35.6%	15.0x	14.0x	12.2x	4.
Merck & Co., Inc.		USA	\$261,238	\$291,820	\$59,315	21.3%	11.4x	11.1x	23.0x	4.
Novartis AG	<b>U</b> NOVARTIS	CHE	\$212,302	\$229,281	\$54,217	37.5%	11.6x	6.2x	11.3x	4.
Novo Nordisk A/S	novo nordisk <sup>®</sup>	DNK	\$408,491	\$406,973	\$30,423	43.7%	21.3x	25.1x	30.6x	13.
Otsuka Holdings Co., Ltd.	Otsuka	JPN	\$19,304	\$17,499	\$13,062	17.3%	7.7×	9.3x	7.8x	1.3
Pfizer Inc.	<b>Pfizer</b>	USA	\$187,276	\$208,439	\$77,943	41.8%	13.3x	7.6x	6.4x	2.'
Roche Holding AG	Roche	CHE	\$220,936	\$245,938	\$69,046	36.9%	12.5x	12.2x	9.7x	3.
Sanofi	sanofi	FRA	\$134,651	\$148,783	\$48,369	31.4%	10.4x	10.5x	9.8x	3.
Shionogi & Co., Ltd.	<b>SHIONOGI</b>	JPN	\$13,088	\$9,439	\$3,391	41.6%	13.9x	17.6x	6.7x	2.8
Sun Pharmaceutical Industries Limited	<b>SUN</b> PHARMA	IND	\$33,460	\$32,868	\$5,573	26.7%	19.1x	20.6x	22.1x	5.9

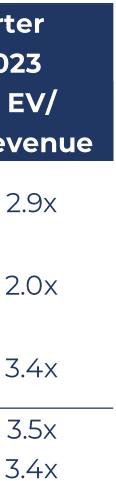




## Pharmaceutical Producers Global Comparable Public Companies (3/3)

Company	Company				Revenue	EBITDA	Annual Average EV/EBITDA		Third Quarte Sep. 30, 202	
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	E' Reve
Takeda Pharmaceutical Company Limited	Takeda	JPN	\$48,304	\$81,290	\$27,814	30.7%	10.6x	8.6x	9.5x	2.
Teva Pharmaceutical Industries Limited	teva	ISR	\$11,431	\$30,434	\$15,273	25.3%	7.5x	7.0x	7.9x	2.
UCB SA	uch	BEL	\$15,570	\$18,152	\$5,410	23.1%	12.4x	11.2x	14.5x	3.
Excluded from mean and median						Mean	12.5x	12.4x	12.4x	3.
						Median	12.4x	11.2x	10.7x	3.





## Medical Devices & Consumables Global Comparable Public Companies (1/2)

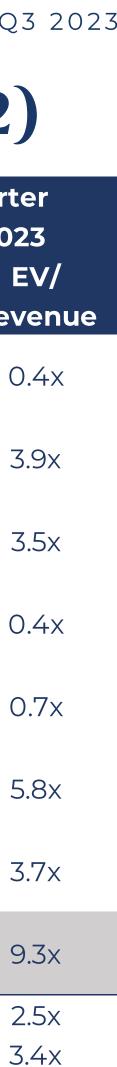
Company		Market - Country Value		Enterprise Value	Revenue EBITDA		Annual Average EV/EBITDA		Third Quart Sep. 30, 20	
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	E` Reve
Ansell Limited	Ansell	AUS	\$1,785	\$2,124	\$1,655	16.5%	11.3x	8.0x	7.8x	1.3
Atrion Corporation	Atrion	USA	\$727	\$725	\$169	26.4%	25.2x	21.7x	16.3x	4.
Baxter International Inc.	Baxter	USA	\$19,112	\$34,373	\$15,280	21.4%	15.1x	14.8x	10.5x	2.
Becton, Dickinson and Company	😂 BD	USA	\$75,002	\$90,853	\$19,372	25.9%	15.6x	16.1x	18.1x	4.
Boston Scientific Corporation	<b>Boston</b> <b>Scientific</b>	USA	\$77,311	\$86,598	\$13,757	25.3%	25.5x	20.9x	24.9x	6.
Cardinal Health, Inc.	<b>Cardinal</b> Health <sup>™</sup>	USA	\$21,388	\$22,615	\$210,172	1.2%	7.0x	7.8x	8.7x	Ο.
ConvaTec Group PLC	convatec – forever caring –	GBR	\$5,403	\$6,737	\$2,084	22.4%	16.1x	15.8x	14.4x	3.
Edwards Lifesciences Corporation	E Edwards Lifesciences	USA	\$42,116	\$41,362	\$5,819	30.8%	39.8x	32.9x	23.0x	7.
Hogy Medical Co.,Ltd.	HOGY.	JPN	\$519	\$451	\$263	26.5%	7.5x	7.3x	6.5x	1.5
ICU Medical, Inc.	icumedical	USA	\$2,872	\$4,365	\$2,249	13.8%	17.8x	21.5x	14.1x	1.9



1.9x

## Medical Devices & Consumables Global Comparable Public Companies (2/2)

	Company				se Revenue US\$M	EBITDA		Average BITDA	Third ( Sep. 3	-
Company	Company		Cap. US\$M	Value US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	E Reve
JMS Co.,Ltd.	JMS	JPN	\$88	\$173	\$435	6.5%	5.9x	6.2x	6.1x	0.
Medtronic plc	Medtronic	IRL	\$104,261	\$121,504	\$31,558	27.3%	23.3x	14.5x	14.1x	3.
Merit Medical Systems, Inc.	MA MERITA EDICAL	USA	\$3,978	\$4,313	\$1,226	16.8%	23.0x	18.0x	20.9x	3.
Owens & Minor, Inc.	Owens & Minor	USA	\$1,237	\$3,586	\$10,229	4.6%	8.3x	8.5x	7.7x	0.
Sewoon Medical Co., Ltd	isewoon medical co.ltd	KOR	\$84	\$37	\$50	27.3%	10.8x	5.6x	2.7x	0.
Stryker Corporation	stryker	USA	\$103,782	\$115,739	\$19,885	24.9%	25.2x	21.2x	23.4x	5.
Teleflex Incorporated	<b>Slobal Knowledge Network</b>	USA	\$9,230	\$10,607	\$2,899	28.1%	27.4x	17.3x	13.0x	3.
West Pharmaceutical Services, Inc.	West <b>∲</b>	USA	\$27,713	\$27,228	\$2,927	30.0%	39.2x	25.0x	31.0x	9.
Excluded from mean and median						Mean Median	16.6x 16.9x	14.1x 15.9x	13.0x 14.1x	2. 3.



## Drug Stores Global Comparable Public Companies

			Market	Enterprise	Revenue	EBITDA	Annual Average EV/EBITDA		Third Quart Sep. 30, 202	
Company	Country	Cap. US\$M	Value US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	E` Reve	
Corporativo Fragua, S.A.B. de C.V.	FRAGUA	MEX	\$2,725	\$2,522	\$6,145	5.1%	8.9x	6.8x	8.1x	0.
CVS Health Corporation	♦ CVS Health.	USA	\$89,677	\$155,202	\$346,601	6.2%	8.5x	8.8x	7.2x	0.
Dimed S.A. Distribuidora de Medicamentos	DIMED	BRA	\$349	\$510	\$866	5.8%	17.8x	11.6x	10.1x	0.
Empreendimentos Pague Menos S.A.	Pague Menos	BRA	\$270	\$959	\$2,201	5.9%	10.8x	7.8x	7.4x	0.
Farmacias Benavides, S.A.B. de C.V.	benavides.	MEX	\$423	\$602	\$982	11.2%	8.0x	4.4x	5.5x	0.
Raia Drogasil S.A.	RaiaDrogasil S.A.	BRA	\$9,481	\$10,680	\$6,585	10.3%	20.9x	15.3x	15.7x	].(
Rite Aid Corporation		USA	\$25	\$6,065	\$23,475	4.6%	5.5x	5.3x	5.6x	0.
Walgreens Boots Alliance, Inc.	Walgreens Boots Alliance	USA	\$19,199	\$64,106	\$139,081	5.2%	10.3x	7.8x	8.8x	0.
Excluded from mean and median						Mean	8.7x	7.5x	7.5x	0.
						Median	9.6x	7.8x	7.8x	0.





## **Pharmaceutical Products - Q3 Global Transactions**

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	Re
Sep-23	Slayback Pharma 🌠	USA	Develops complex generic and specialty pharmaceutical drugs and products		Multiple Sellers	100.0%	-	_	
Sep-23	Sanofi's CNS brands	BRA	Consist in brands intended for four CNS disorders: anxiolytic, psycholeptic, anti- epileptic and anti-psychotic	Pharmanovia	sanofi	100.0%	-	-	
Sep-23	Nestlé's Palforzia Business	CHE	Produces peanut allergy medicine intended for children	STALLERGENES 🛟 GREER	Nestle	100.0%	-	-	
Aug-23	Mindset	CAN	Develops psychedelic medicines to treat neurological and psychiatric disorders	Otsuka	-	100.0%	\$59.1	-	
Aug-23	Topical Lamisil Business of Haleon UK Holdings Ltd.	GBR	Treats fungal infections like Athlete's foot	karo®	HALEON	100.0%	\$298.5	-	
Jul-23	Santhera's Raxone / Idebenone Business Worldwide	CHE	Comprises idebenone medicine for the treatment of patients with Leber's hereditary optic neuropathy (LHON)	• Chiesi	HEIR FUTURE - OUR FOCUS	100.0%	-	-	
Jul-23	PRARMACEUTICALS	USA	Develops therapeutics that regulate cellular metabolism and inflammation in serious neurologic diseases	Biogen	_	100.0%	\$7,300.0	-	
Jul-23	Palette	SWE	Develops and provides products for local pain relief in obstetrics and gynecology	leflex	-	100.0%	\$650.0	-	
Jul-23	Travere's Bile Acid Product Portfolio	USA	Comprises Cholbam, a treatment for bile acid synthesis disorders, and Chenodal, a treatment for radiolucent stones in the gallbladder	: mirum	TRAVERE THERAPEUTICS	100.0%	\$445.0	-	
Jul-23	Wellstat Therapeutics' Vistogard and Xuriden Products	USA	Develops treatments for patients following fluorouracil (5-FU) or capecitabine overdose, and patients with hereditary orotic aciduria (HOA) (ii), respectively	<b>SERB</b> Pharmaceuticals	Wellstat Therapeutics Corporation	100.0%	-	-	
Jul-23	Fabbrica Italiana Sintetici	ITA	Develops and manufactures small molecule active pharmaceutical ingredients (APIs) and intermediate	BainCapital	Nine Trees Group S.p.A.	100.0%	-	-	
							Mean Median		











# Medical Equipment - Q3 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	Re
Sep-23	<b>LENKBAR</b>	USA	Designs and manufactures medical devices and implants	we tech care.	_	100.0%	_	-	
Sep-23	<b>Benmor</b> medical.	GBR	Designs and manufactures bariatric equipment	DHG Moving Health Forward	-	100.0%	-	-	
Sep-23	relievant	USA	Specializes in diagnosing and treating chronic low back pain	Scientific Advancing science for life™	-	100.0%	\$850.0	-	
Sep-23	MOBILITY	CAN	Designs and manufactures tilt-in-space and bariatric wheelchairs intended to improve posture and function and provide skin protection for individuals	perm <sub>o</sub> bil	-	100.0%	-	-	
Sep-23	Atlantic therapeutics	IRL	Manufactures and distributes medical devices for pelvic floor muscle strengthening and nerve stimulation	CALDERA MEDICAL	-	100.0%	-	-	
Aug-23	A LT E R 🌀	USA	Provides anti-gravity systems for use in physical and neurological rehabilitation	Revalk More Than Walking.	-	100.0%	\$19.0	-	
Aug-23	👩 apton	USA	Develops an optical system designed for sequencing and protein detection	<b>PacBi</b>	-	100.0%	\$110.0	-	
Jul-23	<b>KLINGEL</b> medical metal	DEU	Manufactures metal products for medical technology	ELOS	<b>IK Partners</b>	100.0%	\$408.0	-	
Jul-23	! Solutions for tomorrow	SWE	Develops mobile x-ray technology	GROUP	Verso	100.0%	-	-	
Jul-23	<b>KOVA</b> INTERNATIONAL	USA	Develops, manufactures, and markets in vitro diagnostic products	LGC	ONE ROCK CAPITAL PARTNERS	100.0%	-	-	
Jul-23	PhysioAssist	FRA	Develops Simeox, a technology enabled breathing apparatus	inogen	-	100.0%	\$45.0	-	
							Mean Median		







#### 1.0x

1.0x 1.0x

## Drug Stores – Q3 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	Re
Aug-23	McGovern's Pharmacy in Derrylin	GBR	Operates a pharmacy store	Local pharmacist, Neil McConnell	_	100.0%	_	_	





## Hospitals - Q3 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA Re
Sep-23		USA	Operates a drug and alcohol addiction treatment center	PRAESUM	-	100.0%	-	-
Sep-23	VETERINARY CENTRE	GBR	Operates as a veterinary clinic	Group plc Passionate about animal care	-	100.0%	\$3.8	-
Sep-23	Assets of Aurelia Hospital	ITA	Comprises multi-specialist health facilities authorized to carry out medical-surgical and rehabilitation services	GAIDFALDHEALTH CARE	Aurelia Hospital	100.0%	\$50.4	-
Sep-23	Beverly Community Hospital Association Inc.	USA	Owns and operates an acute care facility	Adventist Health	-	100.0%	-	-
Sep-23	LA FUENTE POST ACUTE	USA	Operates a nursing facility offering post-acute care services		-	100.0%	-	-
Aug-23	Four Nursing Facilities in West Virginia	USA	Comprises nursing facilities		-	100.0%	\$114.8	-
Aug-23	FOUNTAIN VIEW AT LOGAN SQUARE	USA	Comprises living apartments, personal care apartments and beds for nursing care	TRYKO PARTNERS	-	100.0%	\$55.6	-
Jul-23	Bravera Health Brooksville, Bravera Health Spring Hill and Bravera Health Seven Rivers	USA	Operate hospitals that provide healthcare services including surgeries, emergency medical care, cardiac care, laboratory services, and orthopedic services	TGH General Hospital.	-	100.0%	-	-







## **Selected Transactions Commentary**



"Through this acquisition, we are not only building depth in geography, but we're also bringing in products that have a clear synergy with our existing portfolio and the core sub-therapy focuses of mental health and epilepsy, where there continues to be significant unmet need."

James Burt, CEO of Pharmanovia



"Teleflex is an excellent fit for our products and team. The synergies between the companies' portfolios, specifically within the urology call point, create an exciting opportunity for continued high growth and market access expansion."

Per Langoe, CEO and Co-Founder of Palette Life Sciences



"The acquisition will reinforce our well-established reputation for excellence and our ability to cultivate enduring partnerships, aligning seamlessly with Klingel's similar ethos." **Stefano Alfonsi, CEO and President of Elos Medtech** 

• Chiesi

has acquired

Raxone / Idebenone Business Worldwide

from

santhera

"Securing this agreement is an important step for the business, as we sharpen our focus on the commercialization of vamorolone in Europe, subject to approval. We look forward to seeing Chiesi's progress over the coming months and years for the benefit of patients worldwide."

Dario Eklund, CEO of Santhera



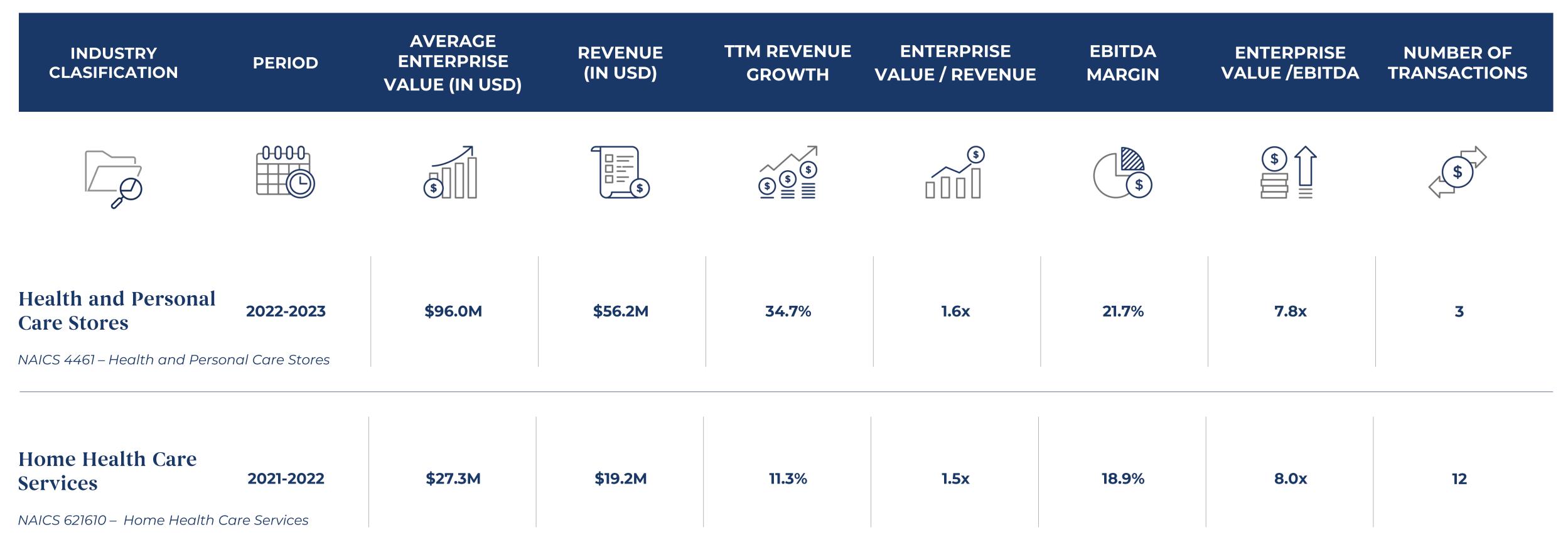








## **Private Equity Transactions**



#### **Notes:**

- this blind approach, the data submitted is less likely to be biased or manipulated.

• Data obtained via GF Data, a subscription-based information platform, offering detailed information and metrics about the transactions of Private Equity funds in the U.S. • The data is provided under a blind confidential format. Users of the data are unable to identify the exact company and transaction corresponding to the transaction details. Given





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#### TARGET Labortarios Portugal S.R.L

#### **TRANSACTION TYPE** Acquisition Advisory

#### INDUSTRIES

Healthcare, Pharmaceutical

#### GEOGRAPHY Peru

#### **SITUATION**

Seale & Associates acted as exclusive financial advisor to Invekra, assisting with comprehensive research on the Peruvian pharmaceutical market and the prioritization of potential acquisition targets.

#### **SEALE & ASSOCIATES' APPROACH**

Seale completed a thorough screening of the potential universe of pharmaceutical companies that would align with Invekra's strategy. Seale pre-qualified each potential target and initiated transaction discussions with the targets that best fit Invekra's strategy and investment criteria.

#### OUTCOME

The process resulted in a successful acquisition of Laboratorios Portugal S.R.L by Invekra, a conglomerate of 12 Latin American pharmaceutical companies. The acquisition strengthens Invekra's presence in Latin America.

#### HEALTHCARE Q3 2023

**"This acquisition strengthens** Invekra's presence in one of the fastest growing markets in Latin America"



"This acquisition strengthens Invekra's presence in one of the fastest growing markets in Latin America."

Carlos Hernández, Managing Director at Seale & Associates

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#### TARGET Sensi-Care and Aloe Vesta

#### **TRANSACTION TYPE** Sell-side Advisory

#### INDUSTRIES

Healthcare, Personal Care

#### GEOGRAPHY Reading, GBR

#### **SITUATION**

Seale & Associates acted as financial advisor to ConvaTec Group (LON: CTEC) on the divesture of Sensi-Care and Aloe Vesta to Medline Industries. ConvaTec Group (LON: CTEC), is a global medical products company based in the United Kingdom.

#### **SEALE & ASSOCIATES' APPROACH**

Seale managed a competitive auction process with potential strategic and financial buyers for Sensi-Care and Aloe Vesta. Seale's disciplined approach allowed our client to maintain momentum, negotiating leverage throughout the process and ensure closing at a premium value and more favorable terms.

#### OUTCOME

The process resulted in a successful acquisition of Sensi-Care and Aloe Vesta by Medline Industries, a healthcare company with almost USD\$14 billion in annual sales. The divestiture is part of ConvaTec's strategy to focus on its core businesses and markets.

#### HEALTHCARE Q3 2023



"Seale was instrumental in keeping the process moving in a swift, orderly fashion"



"Seale was instrumental in keeping the process moving in a swift, orderly fashion. Their common sense and ability to find simple, common ground solutions while preserving our interests were invaluable in bringing this project to a successful conclusion."

George Landau, Vice President of Corporate **Development** at ConvaTec

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#### HEALTHCARE Q3 2023









#### Headquarters

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#### **Monterrey Office**

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Please contact us if you would like further information about M&A trends and/or specific transaction multiples for your industry

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