



Seale & Associates

HEALTHCARE INDUSTRY
Q1 2023
VALUATION UPDATE

Introduction

We are pleased to share our Healthcare Industry Multiples Valuation Update for Q1 2023.

At Seale & Associates, we are committed to providing process-driven solutions designed to optimize value and achieve our clients' 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 23+ 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 that 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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SEALE & ASSOCIATES' SECTOR RELEVANT EXPERIENCE

Invekra

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.



Holding company
of



Acquired a majority stake in



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

Carlos Hernández, Managing Director at Seale & Associates

SEALE & ASSOCIATES' SECTOR RELEVANT EXPERIENCE

ConvaTec

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 divestiture 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.



The infographic features the ConvaTec logo at the top left, followed by the text "has sold". Below this, the logos for "SENSI-CARE" and "ALOE+VESTA" are shown with "and" between them. Underneath is the word "to", and at the bottom is the Medline logo, which consists of a blue starburst shape above the word "MEDLINE".













“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

Pharmaceutical Producers Global Comparable Public Companies


Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		First Quarter Mar. 31, 2023		
						2021	2022	EV/EBITDA	EV/Revenue	
AbbVie Inc.		USA	\$281,151	\$336,538	\$56,741	52.0%	11.1x	11.2x	10.6x	5.8x
Astellas Pharma Inc.		JPN	\$25,437	\$22,361	\$11,424	24.5%	10.6x	11.0x	8.3x	2.0x
AstraZeneca PLC		GBR	\$215,358	\$240,937	\$43,840	34.0%	25.3x	21.7x	16.6x	5.3x
Bausch Health Companies Inc.		CAN	\$2,933	\$24,321	\$8,150	33.9%	10.1x	8.3x	8.2x	3.0x
Bristol-Myers Squibb Company		USA	\$145,780	\$177,404	\$45,848	42.8%	9.1x	8.9x	8.7x	3.8x
Catalent, Inc.		USA	\$11,834	\$16,229	\$4,757	23.1%	25.5x	16.6x	14.2x	3.4x
Daichi Sankyo Company, Limited		JPN	\$69,542	\$64,638	\$9,617	14.7%	36.2x	45.3x	62.5x	7.3x
Eisai Co., Ltd.		JPN	\$16,189	\$15,468	\$5,589	2.8%	19.4x	37.5x	99.1x	2.8x
Eli Lilly and Company		USA	\$309,730	\$323,869	\$27,691	33.1%	24.3x	28.6x	31.4x	11.3x
GSK plc		GBR	\$71,334	\$85,883	\$35,982	34.0%	9.6x	8.8x	7.3x	2.4x
Johnson & Johnson		USA	\$405,107	\$422,547	\$96,263	34.4%	15.0x	14.0x	12.8x	4.5x

Pharmaceutical Producers Global Comparable Public Companies (Continued)








Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		First Quarter Mar. 31, 2023		
						2021	2022	EV/EBITDA	EV/Revenue	
Merck & Co., Inc.		USA	\$270,081	\$288,941	\$57,869	38.7%	11.4x	11.1x	11.7x	4.9x
Novartis AG		CHE	\$209,026	\$218,468	\$52,222	35.6%	11.6x	6.2x	11.8x	4.2x
Novo Nordisk A/S		DNK	\$356,186	\$356,508	\$27,459	46.1%	21.3x	25.1x	29.9x	13.8x
Otsuka Holdings Co., Ltd.		JPN	\$17,157	\$15,217	\$13,179	15.1%	7.7x	9.3x	7.5x	1.2x
Pfizer Inc.		USA	\$230,292	\$247,193	\$92,951	43.4%	13.3x	7.6x	5.4x	2.5x
Roche Holding AG		CHE	\$230,156	\$253,118	\$71,838	37.2%	12.5x	12.2x	9.2x	3.5x
Sanofi		FRA	\$135,997	\$145,605	\$50,194	31.2%	10.4x	10.5x	9.3x	3.0x
Shionogi & Co., Ltd.		JPN	\$13,233	\$9,771	\$3,442	47.1%	13.9x	17.6x	6.1x	2.9x
Sun Pharmaceutical Industries Limited		IND	\$28,723	\$27,965	\$5,123	25.5%	19.1x	20.6x	21.1x	5.4x
Takeda Pharmaceutical Company Limited		JPN	\$50,869	\$81,755	\$29,912	28.0%	10.6x	8.6x	9.6x	2.8x
Teva Pharmaceutical Industries Limited		ISR	\$9,831	\$29,478	\$14,925	26.6%	7.5x	7.1x	7.1x	2.0x
UCB SA		BEL	\$16,982	\$19,105	\$5,821	20.9%	12.4x	11.2x	14.8x	3.2x
						Mean	14.2x	13.1x	10.5x	3.6x
						Median	12.0x	11.1x	9.3x	3.2x

■ Excluded from mean and median

Medical Devices & Consumables Global Comparable Public Companies









Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		First Quarter Mar. 31, 2023		
						2021	2022	EV/EBITDA	EV/Revenue	
Ansell Limited		AUS	\$2,247	\$2,599	\$1,778	15.3%	11.3x	8.0x	9.2x	1.5x
Atrion Corporation		USA	\$1,106	\$1,081	\$184	29.2%	25.2x	21.7x	20.2x	5.9x
Baxter International Inc.		USA	\$20,504	\$36,061	\$15,055	20.6%	15.1x	14.8x	10.5x	2.4x
Becton, Dickinson and Company		USA	\$70,277	\$86,123	\$18,809	25.5%	15.6x	16.1x	17.5x	4.6x
Boston Scientific Corporation		USA	\$71,910	\$80,325	\$13,045	25.2%	25.5x	20.9x	24.6x	6.3x
Cardinal Health, Inc.		USA	\$19,452	\$21,061	\$198,662	1.2%	7.0x	7.8x	8.7x	0.1x
ConvaTec Group PLC		GBR	\$5,749	\$6,935	\$2,073	20.7%	16.1x	15.8x	14.9x	3.3x
Edwards Lifesciences Corporation		USA	\$50,143	\$49,619	\$5,501	34.9%	39.8x	32.9x	25.1x	9.2x
Hogy Medical Co.,Ltd.		JPN	\$579	\$520	\$293	26.3%	7.5x	7.3x	6.8x	1.8x
ICU Medical, Inc.		USA	\$3,959	\$5,451	\$2,280	10.2%	17.8x	21.5x	21.5x	2.4x
JMS Co.,Ltd.		JPN	\$96	\$202	\$465	6.0%	5.9x	6.2x	7.6x	0.4x

Medical Devices & Consumables Global Comparable Public Companies (Continued)











Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		First Quarter Mar. 31, 2023		
						2021	2022	EV/EBITDA	EV/Revenue	
Medtronic plc		IRL	\$107,259	\$124,350	\$30,771	28.1%	23.3x	14.3x	14.0x	4.0x
Merit Medical Systems, Inc.		USA	\$4,239	\$4,449	\$1,173	16.3%	23.0x	18.0x	22.5x	3.9x
Owens & Minor, Inc.		USA	\$1,109	\$3,817	\$10,071	3.9%	8.3x	8.5x	7.3x	0.4x
Sewoon Medical Co., Ltd		KOR	\$93	\$51	\$48	26.7%	10.8x	5.6x	4.2x	1.1x
Stryker Corporation		USA	\$108,145	\$119,743	\$18,952	24.5%	25.2x	21.2x	25.6x	6.5x
Teleflex Incorporated		USA	\$11,897	\$13,408	\$2,860	27.3%	27.4x	17.3x	16.8x	4.8x
West Pharmaceutical Services, Inc.		USA	\$25,686	\$25,109	\$2,884	30.0%	39.2x	25.0x	27.0x	8.7x
						Mean	20.3x	16.6x	13.0x	3.1x
						Median	20.4x	16.7x	12.2x	2.8x

■ Excluded from mean and median















Drug Stores Global Comparable Public Companies

Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		First Quarter Mar. 31, 2023		
						2021	2022	EV/EBITDA	EV/Revenue	
Corporativo Fragua, S.A.B. de C.V.		MEX	\$2,585	\$2,345	\$5,592	8.2%	8.9x	6.8x	5.5x	0.4x
CVS Health Corporation		USA	\$95,422	\$150,731	\$329,915	5.8%	8.5x	8.8x	6.6x	0.5x
Dimed S.A. Distribuidora de Medicamentos		BRA	\$283	\$424	\$755	4.5%	17.8x	11.6x	7.0x	0.5x
Empreendimentos Pague Menos S.A.		BRA	\$269	\$991	\$1,738	5.3%	10.9x	7.9x	6.7x	0.5x
Farmacias Benavides, S.A.B. de C.V.		MEX	\$204	\$344	\$832	10.7%	8.0x	4.4x	3.6x	0.4x
Raia Drogasil S.A.		BRA	\$7,956	\$9,079	\$6,011	8.3%	20.9x	15.3x	14.5x	1.6x
Rite Aid Corporation		USA	\$123	\$6,219	\$24,092	1.2%	5.5x	5.3x	5.5x	0.3x
Walgreens Boots Alliance, Inc.		USA	\$29,835	\$74,958	\$133,291	2.4%	10.3x	7.8x	10.0x	0.6x
■ Excluded from mean and median						Mean	12.2x	8.7x	6.4x	0.6x
						Median	10.3x	7.9x	6.6x	0.5x

Pharmaceutical Products – Q1 Global Transactions

































Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Mar-23		USA	Develops therapeutics and solutions to intercept and prevent immune-mediated diseases		-	97.1%	\$2,880.9	NM	215.9x
Mar-23		SWE	Develops individualized dosages for tablets		Multiple sellers	100.0%	\$10.4	-	-
Mar-23		USA	Develops chimeric antigen receptor cell therapeutics	Multiple Buyers		31.4%	\$19.7	-	-
Mar-23		COL	Produces and sells pharmaceutical products			100.0%	\$315.9	-	-
Feb-23		USA	Develops mixed opioid receptor agonists for the treatment of moderate-to-sever pain		-	Merger	-	-	-
Feb-23		FRA	Produces pharmaceuticals and single-use medical equipment	Multiple Buyers	-	100.0%	-	-	-
Feb-23		FRA	Produces live biotherapeutic products	Multiple Buyers	-	100.0%	\$85.3	-	-
Feb-23		CHE	Produces precision medicine		-	100.0%	-	-	-
Feb-23		CAN	Develops formulations focused on unmet medical needs		-	100.0%	-	-	-
Feb-23		GBR	Produces niche pharmaceuticals			100.0%	-	-	-

Pharmaceutical Products – Q1 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Jan-23	 STEIN CORP.	CRI	Produces pharmaceutical drugs	 SAVAL	-	100.0%	-	-	-
Jan-23	 InnoGenerics	NLD	Produces generic drugs for cardiovascular diseases, diabetes, depression, and epilepsy	 FICHEM GROUP	-	100.0%	-	-	-
Jan-23	 CODE PHARMA	NLD	Develops cost-effective treatments for infectious and oncological diseases	Vantage PLC	-	100.0%	-	-	-
Jan-23	 angion™	USA	Focuses on the discovery, development, and commercialization of small molecule therapeutics	 elicio THERAPEUTICS	 VIFOR PHARMA	100.0%	\$4.9	-	-
Jan-23	 CINCOR	USA	Develops drugs for the treatment of cardio-renal diseases	 AstraZeneca	Multiple Sellers	100.0%	\$1,657.4	-	-
Jan-23	 AMRYT PHARMA	IRL	Develops treatments for rare diseases	 Chiesi	Multiple Sellers	100.0%	\$1,314.7	NM	5.1x
Jan-23	 FORGE Therapeutics	USA	Develops therapeutics by combining bio-inorganic with medicinal chemistry to target metalloproteins	 BLACKSMITH Medicines	-	100.0%	-	-	-

NM: Not Mesaurable

Medical Devices – Q1 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Mar-23		FRA	Manufactures medical devices for managing chronic pain		Multiple Sellers	100.0%	-	-	-
Mar-23		USA	Manufactures novel digital microfluidics technology		Multiple Sellers	100.0%	-	-	-
Feb-23		BEL	Manufactures accessories for the gastrointestinal and pulmonary market		-	100.0%	-	-	-
Feb-23		USA	Manufactures hematology, immunology, and molecular biology products for clinical and research laboratories		-	100.0%	-	-	-
Feb-23		USA	Manufactures radiographic imaging products		-	100.0%	\$14.8	7.7x	1.6x
Feb-23		USA	Manufactures and sells procedural solutions for spine surgery		Multiple Sellers	100.0%	\$3,840.8	15.3x	3.0x
Feb-23		USA	Manufactures solutions to treat peripheral and coronary artery diseases		Multiple Sellers	100.0%	\$904.0	NM	3.2x
Feb-23		IRL	Manufactures ear tube surgery products			100.0%	-	-	-
Jan-23		USA	Manufactures custom fabricator of prosthetic and orthotic devices		-	100.0%	-	-	-
Jan-23		USA	Provides RPM specialty treatment	Lexington Wellness Holdings Inc.	Multiple Sellers	100.0%	-	-	-
Jan-23		ITA	Manufacture biomedical devices for the treatment of respiratory diseases		-	100.0%	-	-	-
Jan-23		GBR	Manufactures and distributes suction and oxygen therapy products		Owner Venture Managers	100.0%	\$16.0	-	-
Jan-23		CAN	Manufactures products for cardiovascular diseases		Strul Medical Group LLC	100.0%	\$141.3	NM	30.4x
Jan-23		FRA	Manufactures implantable medical devices to treat spinal pathologies		-	100.0%	-	-	-
Jan-23		USA	Manufactures single-use medical diagnostic devices		-	100.0%	-	-	-
Jan-23		USA	Manufactures medical devices for ventilation therapy		-	100.0%	-	-	-

NM: Not Mesaurable

Mean 11.5x 7.6x
Median 11.5x 3.1x

Drug Stores – Q1 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Jan-23	AU Medis Lek	SRB	Operates a pharmacy	 Dr.Max Group	-	100.0%	-	-	-
Jan-23	 Power's Pharmacy	USA	Operates a pharmacy	 Qol Holdings Co., Ltd.	Power Holdings, Inc.	100.0%	-	-	-

Representative Global Engagements

 has acquired 	 has acquired 	 has sold Triumph Processing - Embee Division to 	 has sold Triumph Air Repair & Triumph Engines businesses to 	 has acquired unified brands from 	 has partnered with a company backed by 	 has acquired 	 has sold the North American guarding business of to 	 has sold to 	 has sold to 	 a subsidiary of has sold to
 has sold to Daives Baird Pty Ltd a sister company of 	 has acquired 	 has sold to Code Flower Inc.	 has sold its GRACE Membranes Business a subsidiary of 	 has sold and to 	 has sold a controlling interest to 	 has been acquired by 	 has sold SENSI CARE and ALOE+VESTA to 	 has sold their Sanitaryware Manufacturing Plant to 	 has acquired Multiple snack companies 	 has sold to
 has sold Commercial Flight Training Business to 	 has been acquired by 	 has sold Oxbow Sulphur, Inc. to 	 has been acquired by 	 has sold to 	 has acquired 	 has acquired 	 has acquired 	 has sold its SYCAR Resins business to 	 has sold to Private Equity Partners	 has been acquired by
 has sold to 	 has acquired KFC Costa Rica from 	 has been acquired by 	 has sold to 	 has sold the Films Business of to 	 has been acquired by 	 has sold to 	 Oxbow's Senior Subordinated debt issued by was refinanced by 	 has sold to 	 has acquired from THE MOORE COMPANY	 sold its concrete pumping business to

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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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Creative Solutions. Trusted Advice.

For over 20 years, Seale & Associates has served leading public and private companies from around the world and operating in a broad range of industries with a high level of quality, integrity and independence while presenting innovative ideas and trusted solutions to address their most complex dealings.

SERVICES AND SOLUTIONS

25
YEARS OF EXPERIENCE

\$50B+
CLOSED TRANSACTIONS
GLOBALLY

Mergers & Acquisitions
Divestitures
Joint Ventures / Alliances
Recapitalizations

Due Diligence / Support
Expert Witness Testimony
Corporate Finance Advisory
Strategy Consulting

Trusted Advisor to Leading Companies Worldwide

We have worked repeatedly with many of the most well-known companies in the world...

...as well as with reputable funds, family-offices and privately held companies.



Seale & Associates

Creative Solutions. Trusted Advice.