# **Quarterly Industry Update**

As of July 31, 2013 Industry: Neurological Equipment

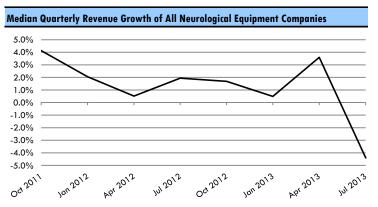


## **Industry Summary**

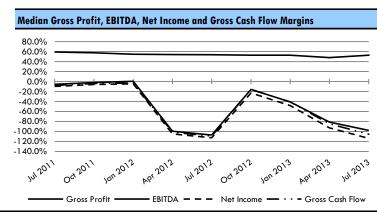
Cogent Valuation identified publicly traded companies, IPOs, and recent M&A transactions within the Neurological Equipment industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Since July 31, 2012, the median 52-week share price return of the Neurological Equipment industry has decreased by -4.9%. In the last quarter, the median price-to-earnings multiple decreased from 40.9x to 35.7x. Similarly, other profitability multiples have decreased this last quarter. Profit margins and revenue growth continue to decline.

Comparable Public Company Key Statist	ics												
Median 52-Week Return	-4.9%	Median EV/Revenue Multiple			5.0x	M	35.7x						
Median 3-Year CAGR Return	-4.5%	Median EV/EBITDA Multiple				10.8x	M	28.7x					
omparable Public Company Market Price Returns (As of July 31, 2013)													
	YTD	3 Month	1 Year	2 Year	3 Year	5 Year	2012	2011	2010	2009	2008		
Integra LifeSciences Holdings Corporation	1.1%	12.4%	2.4%	-6.5%	2.9%	-2.9%	26.4%	-34.8%	28.3%	3.7%	-15.2%		
Cyberonics Inc.	-1.0%	1 <b>9</b> .7%	<b>20</b> .1%	38.4%	<b>29</b> .7%	13.5%	56.8%	8.0%	51.8%	23.4%	<b>25.9</b> %		
ABIOMED, Inc.	86.6%	35.8%	11. <b>2</b> %	23.3%	31.3%	7.2%	-27.2%	<b>92.2</b> %	10.1%	-46.8%	5.7%		
EnteroMedics Inc.	-60.0%	16.7%	-66.3%	-34.5%	-15.2%	-46.1%	64.7%	-44.8%	-8.3%	-61.6%	-81.9%		
Anacor Pharmaceuticals, Inc.	47.1%	14.2%	<b>29</b> .7%	12.8%	N/A	N/A	-16.1%	15.5%	N/A	N/A	N/A		
Zogenix, Inc.	16.5%	-10.4%	-29.5%	-44.8%	N/A	N/A	-40.1%	-60.8%	N/A	N/A	N/A		
AVEO Pharmaceuticals, Inc.	-70.2%	-53.0%	-81.7%	-64.6%	-32.3%	N/A	-53.2%	17.6%	N/A	N/A	N/A		
Anthera Pharmaceuticals, Inc.	-13.3%	-2.3%	-49.8%	-74.0%	-53.6%	N/A	-89.9%	25.8%	N/A	N/A	N/A		
Ironwood Pharmaceuticals, Inc.	10.5%	-19.5%	-4.9%	-9.5%	1.2%	N/A	-7.4%	15.7%	N/A	N/A	N/A		
NeuroMetrix Inc.	-32.6%	-10.7%	-53.0%	-66.8%	-65.4%	-48.9%	-65.4%	-69.4%	-72.5%	1 <b>83.9</b> %	-90.5%		
Natus Medical Inc.	14.6%	2.2%	3.5%	5.3%	-4.5%	-11.2%	18.4%	-33.5%	-4.1%	14.2%	-33.1%		
Median of Industry Public Companies	1.1%	2.2%	-4.9%	-9.5%	-4.5%	-7.1%	-16.1%	8.0%	3.0%	8.9%	-24.1%		

(Multiple year periods are calculated as the average annual return.)



### Median Public Company Multiples of the Neurological Equipment Industry



Date:	7/31/2011	10/31/2011	1/31/2012	4/30/2012	7/31/2012	10/31/2012	1/31/2013	4/30/2013	7/31/2013
EV/Revenues Multiple	3.5x	3.0x	3.9x	4.4x	4.4x	4.8x	3.7x	4.2x	5.0x
EV/EBITDA Multiple	10.2x	8.8x	11.8x	14.6x	15.3x	19.2x	13.2x	12.2x	10.8x
Price/Earnings Multiple	19.7x	21.7x	27.3x	36.2x	32.8x	31.3x	28.6x	40.9x	35.7x
EV/Gross Cash Flows Multiple	14.0x	16.7x	22.7x	26.3x	26.7x	25.5x	25.6x	29.3x	28.7x

This industry research is provided at no charge to Cogent Valuation's clients. Research or detailed information not covered in this report can be obtained for a fee. Contact Richard Reynolds or Steven Kam at 415-392-0888 for more information or guestions in connection with this research report.

# **Quarterly Industry Update**

As of July 31, 2013 Industry: Neurological Equipment



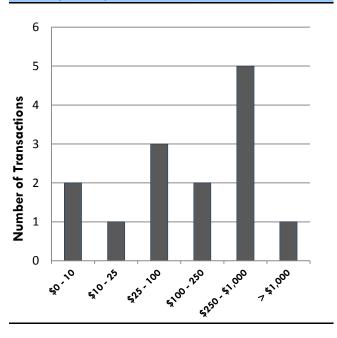
#### Industry Initial Public Offerings (dollars in millions, except share prices)

<u>Offer Date</u>	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	<u>Debt</u>	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
8/2/2012	Globus Medical, Inc.	\$12.00	8.3	\$100.0	\$367.3	\$0.0	\$363.0	\$127.1	\$48.7	\$145.0
6/27/2012	Tesaro, Inc.	\$13.50	6.0	\$81.0	\$93.0	\$0.0	\$0.0	(\$23.2)	\$0.0	(\$23.2)
4/30/2012	Supernus Pharmaceuticals, Inc.	\$5.00	3.4	\$50.0	\$43.2	\$29.1	\$1.0	(\$35.5)	\$0.5	(\$34.9)
2/10/2011	Kips Bay Medical, Inc.	\$8.00	2.1	\$16.5	\$6.2	\$0.0	\$0.2	(\$8.6)	\$0.0	N/A
2/2/2011	Tornier N.V.	\$19.00	8.8	\$166.3	\$491.2	\$138.1	\$227.4	\$12.4	(\$55.7)	\$28.0
11/23/2010	Anacor Pharmaceuticals, Inc.	\$5.00	12.0	\$60.0	\$20.4	\$9.1	\$31.1	(\$4.3)	(\$48.6)	(\$3.6)
11/22/2010	Zogenix, Inc.	\$4.00	7.1	\$56.0	\$55.0	\$35.9	\$14.6	(\$55.4)	(\$75.2)	(\$54.1)
8/13/2010	Electromed, Inc.	\$4.00	1.7	\$6.8	\$14.1	\$4.2	\$14.3	\$2.1	\$0.0	\$2.4
8/2/2010	Trius Therapeutics, Inc.	\$5.00	10.0	\$50.0	\$15.6	\$20.2	\$6.3	(\$16.1)	(\$23.9)	N/A
3/24/2010	CorMedix, Inc.	\$6.50	1.9	\$12.5	\$2.2	\$13.8	\$0.0	(\$6.0)	\$0.0	(\$6.0)
3/11/2010	AVEO Pharmaceuticals, Inc.	\$9.00	9.0	\$81.0	\$59.8	\$19.7	\$20.7	(\$39.9)	(\$58.8)	(\$38.6)
3/1/2010	Anthera Pharmaceuticals, Inc.	\$7.00	6.0	\$42.0	\$5.9	\$13.1	\$0.0	(\$11.8)	(\$28.9)	(\$11.8)
2/2/2010	Ironwood Pharmaceuticals, Inc.	\$11.25	10.1	\$187.5	\$162.5	\$2.0	\$34.3	(\$56.1)	(\$65.3)	(\$51.3)
11/14/2007	EnteroMedics Inc.	\$8.00	5.0	\$40.0	\$60.4	\$9.5	\$0.0	(\$24.6)	(\$25.9)	(\$24.2)
5/8/2007	IS Pharma Limited	\$0.20	80.0	\$15.9	\$4.4	\$0.0	\$5.6	(\$0.1)	(\$3.2)	N/A
Median of All IPOs		nm	nm	\$50.0	\$43.2	\$9.5	\$6.3	(\$11.8)	(\$23.9)	(\$17.5)

#### Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date Target Acquirer Transaction Size % Bought 1/28/2013 NeuroLogica Samsung Electronics \$153.7 100% 11/1/2012 Surpass Medical Stryker Corporation \$135.0 100% 3/9/2012 \$0.8 NeuroDyne Medical Zynex NeuroDiagnostic 100% 2/16/2012 NeuroNexus Technologies QiG Group, LLC \$13.5 100% 2/14/2012 Baxter International \$312.7 100% Synovis Life Technologies 8/31/2011 PEAK Surgical, Inc. Medtronic, Inc. \$96.0 81% 8/31/2011 Salient Surgical Medtronic, Inc. \$452.0 **9**1% 6/30/2011 ArthroCare NeuroTherm, Inc. \$5.5 100% 5/23/2011 SeaSpine, Inc. Integra LifeSciences \$88.7 100% 5/20/2011 IS Pharma plc Sinclair Pharma \$79.1 100% 11/17/2010 AGA Medical Holdings St. Jude Medical \$1,310.9 100% 9/27/2010 Micrus Endovascular Codman & Shurtleff \$432.5 100% 8/12/2010 ATS Medical Medtronic, Inc. \$358.8 100% 3/12/2010 ApaTech Ltd. Baxter International \$330.0 100% **Median of All Transaction Targets** \$144.4 100%

Size of Merger and Acquisition Transactions (dollars in millions)



**Disclosures and Limitations:** This research report is for informational and discussion purposes only. This report and any statements, figures, or opinions stated herein does not represent investment advice of any kind to any person and does not constitute a recommendation as to the purchase or sale of any interests or as to any other course of action. General, financial, and statistical information concerning the details of this report and related industry are from sources Cogent Valuation believes to be Reliable. Cogent Valuation has accurately reflected such information in this research report; however, Cogent Valuation makes no representation as to the sources' accuracy or completeness and has accepted this information without further verification. Neither all nor any part of the contents of this report may be conveyed to the public through advertising, public relations, news, sales, mail, direct transmittal, or other media without the prior written consent of Cogent Valuation. Cogent Valuation's research is as of the date reported herein. Cogent Valuation has no affiliation with any of the companies comprising the composite used as a basis for research in this report, nor does Cogent Valuation hold any investments in the companies listed herein. The contents of this report are not to be used as a basis for any work that Cogent Valuation may perform for you in the future. THIS REPORT IS NOT TO BE USED OR CONSIDERED UNDER ANY CIRCUMSTANCE BY ANYONE AS INVESTMENT ADVICE. This industry research is provided at no charge to Cogent Valuation's clients. Research or detailed information not covered in this report can be obtained for a fee. Contact Richard Reynolds or Steven Kam at 415-392-0888 for more information or questions in connection with this research report. Copyright © 2013 Cogent Valuation. All Rights Reserved.