

# Quarterly Industry Update

As of June 30, 2016

Industry: Cardiovascular Equipment



## Industry Summary

Cogent Valuation identified Cardiovascular Equipment publicly traded companies, IPOs, and recent M&A transactions within the Cardiovascular 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. Over the last year since June 30, 2015, the median 52-week share price return of the Cardiovascular Equipment industry was 25.4%. Between June 30, 2014 and June 30, 2016, the median EV/EBITDA multiple increased from 13.9 to 19.0. Furthermore, the median price-to-earnings multiple increased from 26.9 to 39.3 over the same period.

## Comparable Public Company Key Statistics

Median 52-Week Return	25.4%	Median EV/Revenue Multiple	4.7x	Median Price/Earnings Multiple	39.3x
Median 3-Year CAGR Return	30.6%	Median EV/EBITDA Multiple	19.0x	Median EV/Gross CF Multiple	31.7x

## Comparable Public Company Market Price Returns (As of June 30, 2016)

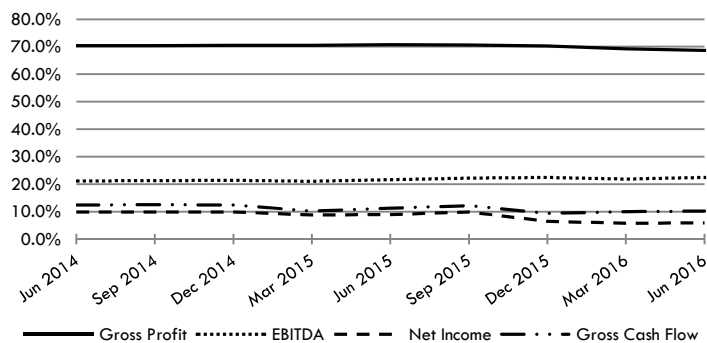
	YTD	3 Month	1 Year	2 Year	3 Year	5 Year	2015	2014	2013	2012	2011
ABIOMED, Inc.	21.1%	15.3%	66.3%	108.5%	71.8%	46.5%	137.2%	42.3%	99.0%	-27.2%	92.2%
BioTelemetry, Inc.	39.6%	39.6%	72.9%	50.8%	40.3%	25.1%	16.5%	26.3%	248.2%	-3.8%	-49.4%
Boston Scientific Corporation	26.7%	24.2%	32.0%	35.3%	36.1%	27.6%	39.2%	10.2%	109.8%	7.3%	-29.5%
Cardiovascular Systems Inc.	21.5%	77.2%	-30.5%	-23.2%	-4.7%	4.8%	-49.7%	-12.3%	173.2%	27.4%	-15.5%
CR Bard Inc.	24.1%	16.0%	37.8%	28.2%	29.3%	16.4%	13.7%	24.4%	37.0%	14.3%	-6.8%
CryoLife Inc.	9.6%	9.9%	4.7%	14.9%	23.6%	16.1%	-4.9%	2.2%	78.0%	29.8%	-11.4%
Edwards Lifesciences Corp.	26.3%	13.1%	40.0%	52.4%	43.7%	18.0%	24.0%	93.7%	-27.1%	27.5%	-12.5%
Medtronic plc	12.8%	15.7%	17.1%	16.7%	19.0%	17.6%	6.5%	25.8%	39.9%	7.2%	3.1%
St. Jude Medical Inc.	26.3%	41.8%	6.7%	6.1%	19.6%	10.3%	-5.0%	5.0%	71.4%	5.4%	-19.8%
Teleflex Incorporated	34.9%	12.9%	30.9%	29.6%	31.8%	23.8%	14.5%	22.3%	31.6%	16.3%	13.9%
The Spectranetics Corporation	24.2%	28.9%	-18.7%	-9.6%	0.1%	24.6%	-56.4%	38.3%	69.3%	104.6%	39.9%
Vascular Solutions Inc.	21.1%	28.1%	20.0%	37.0%	41.5%	27.4%	26.6%	17.3%	46.5%	42.0%	-5.0%
<b>Median of Industry Public Companies</b>	<b>24.2%</b>	<b>20.1%</b>	<b>25.4%</b>	<b>28.9%</b>	<b>30.6%</b>	<b>20.9%</b>	<b>14.1%</b>	<b>23.4%</b>	<b>70.3%</b>	<b>15.3%</b>	<b>-9.1%</b>

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

## Median Quarterly Revenue Growth of All Cardiovascular Equipment Companies



## Median Gross Profit, EBITDA, Net Income and Gross Cash Flow Margins



## Median Public Company Multiples of the Cardiovascular Equipment Industry

Date:	6/30/2014	9/30/2014	12/31/2014	3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016
EV/Revenues Multiple	3.7x	3.5x	3.9x	3.9x	4.2x	3.7x	3.8x	3.9x	4.7x
EV/EBITDA Multiple	13.9x	13.5x	14.0x	15.7x	16.1x	15.8x	16.5x	16.6x	19.0x
Price/Earnings Multiple	26.9x	19.6x	23.1x	26.7x	34.4x	35.4x	36.7x	40.6x	39.3x
EV/Gross Cash Flows Multiple	23.5x	17.4x	19.9x	22.8x	28.6x	31.9x	31.2x	33.2x	31.7x

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# Quarterly Industry Update

As of June 30, 2016

Industry: Cardiovascular Equipment



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

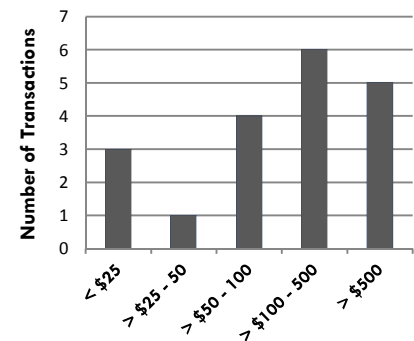
Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
11/17/2011	Sphere Medical Holding PLC	\$1.46	15.1	\$22.1	\$1.5	\$3.8	\$0.0	(\$6.6)	(\$7.0)	(\$6.3)
4/18/2011	InspireMD, Inc.	\$1.50	7.0	\$10.4	\$4.4	\$1.5	\$4.9	(\$3.1)	(\$3.4)	(\$3.0)
2/10/2011	Kips Bay Medical, Inc.	\$8.00	2.1	\$16.5	\$7.2	\$0.0	\$0.1	(\$8.7)	(\$10.2)	(\$8.6)
3/18/2008	BioTelemetry, Inc.	\$18.00	4.5	\$81.0	\$103.0	\$2.8	\$73.0	\$5.2	(\$0.4)	\$8.9
6/14/2006	Volcano Corporation	\$8.00	6.8	\$54.4	\$62.0	\$31.1	\$95.3	(\$4.2)	(\$17.8)	\$0.5
12/12/2005	Lombard Medical Technologies Limited	\$2.82	14.4	\$47.0	\$11.8	\$7.4	\$0.1	\$0.0	(\$13.0)	\$1.3
8/5/2005	AtriCure, Inc.	\$12.00	4.0	\$48.0	\$12.4	\$0.0	\$22.9	(\$4.8)	(\$9.7)	(\$3.7)
8/11/2004	Stereotaxis Inc.	\$8.00	5.5	\$44.0	\$41.1	\$6.0	\$9.9	(\$29.8)	(\$30.5)	(\$29.2)
<b>Median of All IPOs</b>		<b>nm</b>	<b>nm</b>	<b>\$45.5</b>	<b>\$12.1</b>	<b>\$3.3</b>	<b>\$7.4</b>	<b>(\$4.5)</b>	<b>(\$9.9)</b>	<b>(\$3.4)</b>

nm: not meaningful

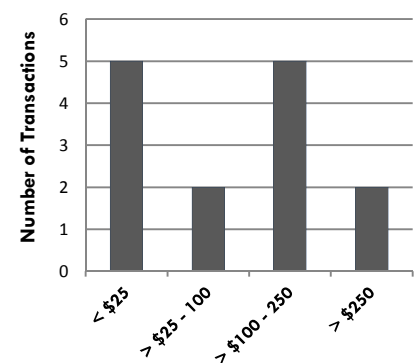
## Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/Revenues
4/4/2016	Creganna-Tactx Medical	TE Connectivity Ltd.	\$895.0	100%	\$249.0	3.6x
10/8/2015	Thoratec Corp.	SJM International, Inc.	\$3,683.3	100%	\$483.8	7.0x
9/28/2015	Lazarus Effect, Inc.	Medtronic plc	\$100.0	100%	N/A	N/A
7/30/2015	Altura Medical, Inc.	Lombard Medical, Inc.	\$49.0	100%	N/A	N/A
6/18/2015	CardioInsight Technologies	Medtronic plc	\$123.0	100%	N/A	N/A
5/30/2014	CardioMEMS, Inc.	St. Jude Medical Inc.	\$375.0	81%	N/A	N/A
2/20/2014	Oscor Inc., Lead Business	Sorin SpA	\$20.0	100%	N/A	N/A
12/1/2013	CircuLite, Inc.	Heartware International	\$401.8	100%	\$1.3	N/A
8/11/2013	Cardiacom	Medtronic	\$200.0	100%	\$50.0	4.0x
7/3/2012	eResearchTechnology	Genstar Capital	\$423.5	100%	\$193.7	1.9x
5/31/2012	SunTech Medical Group	Halma	\$57.0	100%	\$23.0	2.3x
4/25/2012	ZOLL Medical	Asahi Kasei	\$2,216.2	100%	\$544.3	3.9x
8/31/2011	Salient Surgical Technologies	Medtronic	\$452.0	91%	\$100.0	5.0x
8/31/2011	PEAK Surgical	Medtronic	\$96.0	81%	\$20.0	5.9x
12/21/2010	Clariant	GE Healthcare	\$597.9	100%	\$110.1	5.3x
12/21/2010	Biotel	CardioNet	\$11.6	100%	\$10.9	0.9x
12/3/2010	Cardiac Science	Opto Circuits	\$56.3	100%	\$145.9	0.3x
11/30/2010	Beijing Star Medical Devices	Lepu Medical Technology	\$22.6	100%	\$2.7	8.4x
11/17/2010	AGA Medical Holdings	St. Jude Medical	\$1,310.9	100%	\$209.7	6.2x
<b>Median of the 19 M&amp;A Transaction Targets</b>			<b>\$200.0</b>	<b>100%</b>	<b>\$105.0</b>	<b>4.0x</b>

### Size of M&A Transactions



### LTM Revenues Reported



### Definitions of Financial Terms Used in this Quarterly Industry Update:

Enterprise Value (EV): Market Value of Equity + Market Value of Debt - Cash

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA): Profitability metric sometimes also referred to as operating profit or operating earnings.

Gross Cash Flows: Net Income + Depreciation and Amortization Expense

Latest Twelve Months (LTM): Financial information is as of the latest twelve months through the date of this Quarterly Industry Update.

# Quarterly Industry Update

As of June 30, 2016

## Medical Device Industry Aggregates

### Comparable Public Company Key Statistics

Median 52-Week Return	-7.6%	Median EV/Revenue Multiple	3.6x	Median Price/Earnings Multiple	35.2x
Median Year-to-Date Return	5.3%	Median EV/EBITDA Multiple	16.2x	Median EV/Gross CF Multiple	27.2x

### Comparable Public Company Market Price Returns (As of June 30, 2016)

	YTD	3 Month	1 Year	2 Year	3 Year	5 Year	2015	2014	2013	2012	2011
ABIOMED, Inc.	21.1%	15.3%	66.3%	108.5%	71.8%	46.5%	137.2%	42.3%	99.0%	-27.2%	92.2%
AngioDynamics Inc.	18.4%	16.9%	-12.4%	-6.2%	8.4%	0.2%	-36.1%	10.8%	56.1%	-25.8%	-3.6%
Atossa Genetics, Inc.	-12.5%	-18.6%	-75.2%	-59.2%	-62.2%	N/A	-77.6%	-38.4%	-40.5%	N/A	N/A
AtriCure, Inc.	-37.0%	-16.0%	-42.7%	-12.3%	14.1%	1.8%	12.4%	6.9%	170.7%	-37.8%	8.1%
Becton, Dickinson and Company	10.1%	11.7%	19.7%	19.7%	19.7%	14.5%	10.7%	25.9%	41.3%	4.6%	-11.6%
BIOLASE, Inc.	39.1%	-10.7%	-32.8%	-27.1%	-30.8%	-24.7%	-68.0%	-6.6%	56.1%	-26.6%	52.8%
Boston Scientific Corporation	26.7%	24.2%	32.0%	35.3%	36.1%	27.6%	39.2%	10.2%	109.8%	7.3%	-29.5%
Cardiovascular Systems Inc.	21.5%	77.2%	-30.5%	-23.2%	-4.7%	4.8%	-49.7%	-12.3%	173.2%	27.4%	-15.5%
CAS Medical Systems Inc.	4.0%	29.6%	43.8%	-4.3%	3.3%	-8.7%	7.3%	-2.9%	-20.9%	23.0%	-45.4%
CryoLife Inc.	9.6%	9.9%	4.7%	14.9%	23.6%	16.1%	-4.9%	2.2%	78.0%	29.8%	-11.4%
Cutera, Inc.	-12.4%	-0.4%	-27.6%	3.9%	8.4%	5.6%	19.8%	4.9%	13.1%	20.8%	-10.1%
Cytosorbents Corporation	-18.3%	16.1%	-25.9%	-13.3%	14.9%	-2.2%	-44.0%	218.4%	-3.8%	-18.8%	14.4%
Daxor Corp.	6.6%	0.9%	18.2%	8.3%	2.5%	-4.5%	8.9%	2.2%	-10.1%	-16.5%	-1.6%
Delcath Systems, Inc.	700.3%	-13.0%	-73.9%	-69.1%	-65.2%	-68.6%	-58.7%	-70.3%	-79.3%	-59.7%	-68.9%
DexCom, Inc.	-3.1%	16.8%	-0.8%	41.4%	52.3%	40.5%	48.8%	55.5%	160.6%	46.0%	-31.8%
Endologix Inc.	25.9%	49.0%	-18.8%	-9.5%	-2.1%	6.0%	-35.3%	-12.3%	22.5%	24.0%	60.6%
EnteroMedics Inc.	-85.1%	-70.0%	-96.9%	-88.9%	-74.3%	-62.8%	-90.8%	-30.4%	-27.1%	64.7%	-44.8%
Escalon Medical Corp.	-26.4%	-2.3%	-45.1%	-32.5%	-16.5%	-7.8%	-34.2%	-18.3%	107.3%	-5.0%	-33.3%
Globus Medical, Inc.	-14.3%	0.3%	-7.2%	-0.2%	12.2%	N/A	17.0%	17.8%	92.4%	N/A	N/A
Heartware International Inc.	14.6%	83.8%	-20.6%	-19.2%	-15.3%	-4.9%	-31.4%	-21.8%	11.9%	21.7%	-21.2%
InspireMD, Inc.	-63.6%	-36.6%	-88.6%	-89.6%	-75.6%	-68.3%	-88.7%	-68.4%	-36.9%	-55.3%	N/A
LeMaitre Vascular, Inc.	-17.3%	-8.1%	18.3%	31.4%	29.7%	15.1%	125.5%	-4.5%	39.5%	-3.0%	-12.6%
Merit Medical Systems, Inc.	6.7%	7.2%	-7.9%	14.6%	21.2%	2.0%	7.3%	10.1%	13.2%	3.9%	5.7%
MGC Diagnostics Corporation	-1.2%	6.3%	14.4%	-11.4%	-7.9%	7.0%	3.1%	-49.4%	114.6%	13.0%	0.4%
NeuroMetrix Inc.	-16.2%	-9.3%	-54.4%	-53.7%	-40.8%	-50.9%	-74.6%	-33.2%	12.5%	-65.4%	-69.4%
NuVasive, Inc.	10.4%	22.8%	26.0%	29.6%	34.1%	12.7%	14.7%	45.9%	109.1%	22.8%	-50.9%
Nxstage Medical, Inc.	-1.0%	44.6%	51.8%	22.8%	14.9%	0.8%	22.2%	79.3%	-11.1%	-36.7%	-28.5%
St. Jude Medical Inc.	26.3%	41.8%	6.7%	6.1%	19.6%	10.3%	-5.0%	5.0%	71.4%	5.4%	-19.8%
Stryker Corporation	28.9%	11.7%	25.4%	19.2%	22.8%	15.3%	-1.5%	25.5%	37.1%	10.3%	-7.4%
Sunshine Heart Inc.	-65.9%	-45.1%	-86.6%	-71.3%	-55.9%	N/A	-68.2%	-56.3%	59.4%	N/A	N/A
Tandem Diabetes Care, Inc.	-36.2%	-13.4%	-30.4%	-31.9%	N/A	N/A	-7.0%	-50.7%	N/A	N/A	N/A
The Cooper Companies Inc.	27.8%	11.4%	-3.6%	12.5%	13.0%	16.7%	-17.2%	30.9%	33.9%	31.1%	25.2%
TransEnterix, Inc.	-50.8%	-71.3%	-59.3%	-50.8%	-12.2%	-23.3%	-14.8%	-64.7%	650.0%	-63.3%	-64.7%
Utah Medical Products Inc.	7.6%	0.7%	5.7%	10.7%	5.1%	19.1%	-2.5%	5.1%	58.6%	33.5%	0.4%
Varian Medical Systems, Inc.	1.8%	2.8%	-2.5%	-0.5%	6.8%	3.3%	-6.6%	11.4%	10.6%	4.6%	-3.1%
Vascular Solutions Inc.	21.1%	28.1%	20.0%	37.0%	41.5%	27.4%	26.6%	17.3%	46.5%	42.0%	-5.0%
<b>Median of Industry Public Companies</b>	<b>5.3%</b>	<b>6.8%</b>	<b>-7.6%</b>	<b>-2.4%</b>	<b>8.4%</b>	<b>4.0%</b>	<b>-4.9%</b>	<b>3.5%</b>	<b>41.3%</b>	<b>5.0%</b>	<b>-11.4%</b>

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

# Quarterly Industry Update

As of June 30, 2016

## Medical Device Industry Aggregates



### Median Public Company Multiples of the Medical Device Industry Aggregates

Date:	6/30/2014	9/30/2014	12/31/2014	3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016
EV/Revenues Multiple	3.0x	2.8x	3.4x	3.6x	3.8x	3.1x	3.6x	3.2x	3.6x
EV/EBITDA Multiple	13.0x	12.0x	13.0x	14.5x	14.0x	14.3x	13.3x	14.9x	16.2x
Price/Earnings Multiple	31.5x	32.4x	34.8x	34.9x	36.0x	35.0x	33.6x	34.0x	35.2x
EV/Gross Cash Flows Multiple	23.0x	24.4x	23.0x	27.8x	30.1x	26.8x	33.2x	26.8x	27.2x

### Industry Initial Public Offerings - Medical Device Industry Aggregates (dollars in millions, except share prices)

Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
9/17/2015	Penumbra, Inc.	\$30.00	4.0	\$120.0	\$129.1	\$0.0	\$149.1	\$2.0	\$0.4	\$3.1
7/7/2015	Biocorp Production	\$10.12	1.0	\$9.7	\$6.5	\$4.3	\$2.0	(\$2.6)	\$0.0	(\$2.6)
6/4/2015	EndoChoice Holdings, Inc.	\$15.00	6.4	\$95.3	\$102.7	\$39.5	\$64.3	(\$39.7)	(\$58.0)	(\$34.1)
1/30/2015	Avinger, Inc.	\$13.00	5.0	\$65.0	\$23.1	\$32.7	\$11.5	(\$23.9)	(\$32.4)	(\$22.4)
12/19/2014	Medovex Corp.	\$5.75	1.4	\$8.0	\$2.6	\$0.0	\$0.0	(\$0.7)	(\$0.7)	(\$0.7)
11/5/2014	Nevro Corp.	\$18.00	7.0	\$126.0	\$62.9	\$0.0	\$26.6	(\$26.5)	(\$26.2)	(\$26.5)
5/7/2014	K2M Group Holdings, Inc.	\$15.00	8.8	\$132.4	\$296.9	\$43.2	\$155.6	(\$8.1)	(\$37.9)	(\$1.6)
4/15/2014	TriVascular Technologies, Inc.	\$12.00	6.5	\$78.0	\$64.7	\$44.3	\$19.5	(\$42.9)	(\$50.3)	(\$41.9)
11/13/2013	Tandem Diabetes Care, Inc.	\$15.00	8.0	\$120.0	\$48.6	\$29.3	\$21.0	(\$37.1)	(\$48.1)	(\$34.2)
10/8/2013	LDR Holding Corporation	\$15.00	5.0	\$75.0	\$78.7	\$53.8	\$98.3	\$2.5	(\$10.3)	\$5.6
8/2/2012	Globus Medical, Inc.	\$12.00	8.3	\$100.0	\$354.8	\$0.0	\$347.9	\$121.4	\$63.9	\$138.8
6/27/2012	Tesaro, Inc.	\$13.50	6.0	\$81.0	\$93.0	\$0.0	\$0.0	(\$23.2)	(\$23.2)	(\$23.2)
4/30/2012	Supernus Pharmaceuticals, Inc.	\$5.00	3.4	\$50.0	\$53.7	\$29.5	\$0.8	(\$36.9)	\$53.8	(\$36.2)
2/10/2011	Kips Bay Medical, Inc.	\$8.00	2.1	\$16.5	\$7.2	\$0.0	\$0.1	(\$8.7)	(\$10.2)	(\$8.6)
2/2/2011	Tornier N.V.	\$19.00	8.8	\$166.3	\$499.2	\$133.8	\$223.4	\$13.2	(\$62.1)	\$28.6
11/23/2010	Anacor Pharmaceuticals, Inc.	\$5.00	12.0	\$60.0	\$20.4	\$9.1	\$31.1	(\$4.3)	(\$6.5)	(\$3.6)
11/22/2010	Zogenix, Inc.	\$4.00	7.1	\$56.0	\$55.0	\$35.9	\$14.6	(\$55.4)	(\$77.6)	(\$54.1)
8/13/2010	Electromed, Inc.	\$4.00	1.7	\$6.8	\$13.4	\$3.8	\$14.2	\$2.3	\$1.0	\$2.6
8/2/2010	Trius Therapeutics, Inc.	\$5.00	4.7	\$50.0	\$18.7	\$19.8	\$5.4	(\$18.8)	(\$20.4)	(\$18.1)
3/24/2010	CorMedix, Inc.	\$6.50	1.9	\$12.5	\$2.2	\$13.8	\$0.0	(\$6.0)	(\$8.1)	(\$6.0)
3/11/2010	AVEO Pharmaceuticals, Inc.	\$9.00	9.0	\$81.0	\$59.8	\$19.7	\$20.7	(\$39.9)	(\$44.1)	(\$38.6)
<b>Median of All IPOs</b>		<b>nm</b>	<b>nm</b>	<b>\$75.0</b>	<b>\$55.0</b>	<b>\$19.7</b>	<b>\$19.5</b>	<b>(\$8.7)</b>	<b>(\$20.4)</b>	<b>(\$8.6)</b>

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