

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 December 31, 2016, the median 52-week share price return of the Cardiovascular Equipment industry was 20.3%. Between December 31, 2015 and December 31, 2017, the median EV/EBITDA multiple increased from 16.5 to 21.7. Furthermore, the median price-to-earnings multiple increased from 34.4 to 43.7 over the same period. The median revenue growth and EBITDA margins for the industry for the quarter were 1.3% and 26.9%, respectively.

Public Company Key Statistics

Median 52-Week
Return

20.3%

Median 3-Year CAGR
Return

21%

Median EV/Revenue
Multiple

4.5x

Median EV/EBITDA
Multiple

21.7x

Median Price/Earnings
Multiple

43.7x

Median EV/Gross CF
Multiple

39.5x

Comparable Public Company Market Price Returns as of December 31, 2017

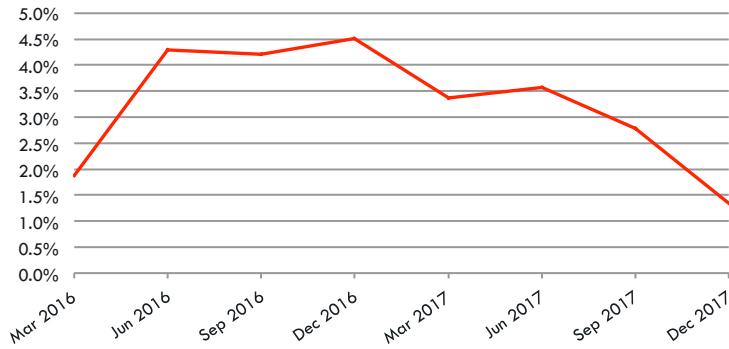
	YTD	3 Month	1 Year	2 Year	3 Year	2016	2015	2014
ABIOMED, Inc.	66.3%	11.2%	66.3%	47.7%	78.6%	24.8%	137.2%	42.3%
BioTelemetry, Inc.	33.8%	-9.4%	33.8%	88.3%	67.1%	91.4%	16.5%	26.3%
Boston Scientific Corporation	14.6%	-15.0%	14.6%	25.1%	29.5%	17.3%	39.2%	10.2%
Cardiovascular Systems, Inc.	-2.1%	-15.8%	-2.1%	10.4%	1.1%	60.1%	-49.7%	-12.3%
CryoLife, Inc.	0.0%	-15.6%	0.0%	36.1%	30.3%	18.6%	13.7%	24.4%
Edwards Lifesciences Corporation	20.3%	3.1%	20.3%	33.0%	30.6%	77.6%	-4.9%	2.2%
Medtronic plc	13.4%	3.8%	13.4%	28.9%	40.2%	18.6%	24.0%	93.7%
St. James's Place plc	32.4%	7.8%	32.4%	9.4%	11.7%	-7.4%	6.5%	25.8%
Teleflex Incorporated	54.4%	2.8%	66.3%	3.8%	5.6%	-15.8%	17.1%	5.3%
The Spectranetics Corporation	56.7%	31.8%	105.2%	29.2%	18.8%	62.7%	-56.4%	38.3%
Median of Industry Public Companies	28.2%	15.4%	34.4%	28.9%	29.5%	22.6%	14.5%	24.4%

Multiple year periods are calculated as the average annual return.

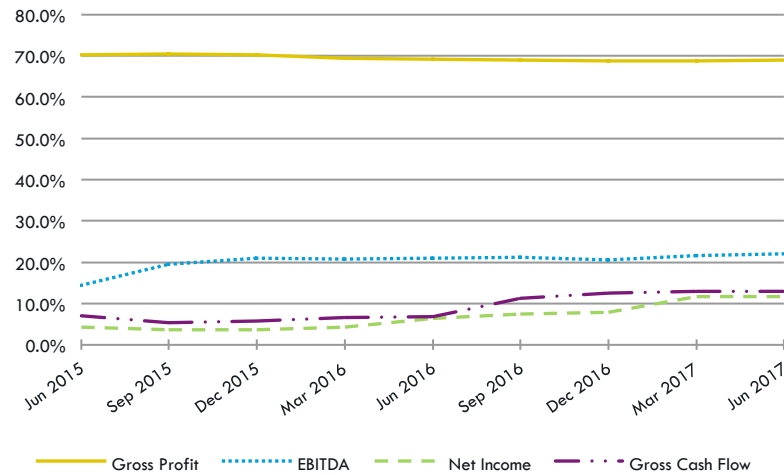
■ Highest Return
 ■ Lowest Return
 ■ Median Return

Industry Revenue Growth and Profit Margins for the Past Two Years

Median Quarterly Revenue Growth of Cardiovascular Equipment Companies



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



Public Company Median Multiples by Quarter

	12/31/17	9/30/17	6/30/17	3/31/17	12/31/16	9/30/16	6/30/16	3/31/16
EV/Revenues Multiple	4.5x	5.2x	4.9x	4.5x	4.1x	4.5x	4.6x	4.0x
EV/EBITDA Multiple	21.7x	22.3x	22.2x	19.1x	15.7x	17.3x	17.1x	16.3x
Price/Earnings Multiple	43.7x	45.9x	44.7x	36.0x	34.8x	32.9x	33.3x	32.1x
EV/Gross Cash Flows Multiple	39.5x	40.9x	41.4x	34.7x	30.6x	30.4x	31.3x	34.0x

■ Highest Multiple
 ■ Lowest Multiple
 ■ Median Multiple

Industry Initial Public Offerings—Industry: Cardiovascular (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
11/17/11	Sphere Medical Holding PLC	\$1.46	15.1	\$22.1	\$1.5	\$3.8	\$0.0	(\$6.6)	(\$7.0)	(\$6.3)
4/18/11	InspireMD, Inc.	\$1.50	7.0	\$10.4	\$4.4	\$1.5	\$4.9	(\$3.1)	(\$3.4)	(\$3.0)
2/10/11	Kips Bay Medical, Inc.	\$8.00	2.1	\$16.5	\$7.2	\$0.0	\$0.1	(\$8.7)	(\$10.2)	(\$8.6)
3/18/08	BioTelemetry, Inc.	\$18.00	4.5	\$81.0	\$103.0	\$2.8	\$73.0	\$5.2	(\$0.4)	\$8.9
6/14/06	Volcano Corporation	\$8.00	6.8	\$54.4	\$62.0	\$31.1	\$95.3	(\$4.2)	(\$17.8)	\$0.5
12/12/05	Lombard Medical Technologies Limited	\$2.82	14.4	\$47.0	\$11.8	\$7.4	\$0.1	(\$9.5)	(\$13.0)	(\$8.2)
8/5/05	AtriCure, Inc.	\$12.00	4.0	\$48.0	\$12.4	\$0.0	\$22.9	(\$4.8)	(\$9.7)	(\$3.7)
8/11/04	Stereotaxis, Inc.	\$8.00	5.5	\$44.0	\$41.1	\$6.0	\$9.9	(\$29.8)	(\$30.5)	(\$29.2)
Median of all IPOs		nm	nm	\$45.5	\$12.1	\$3.3	\$7.4	(\$5.7)	(\$9.9)	(\$5.0)

Multiple year periods are calculated as the average annual return.

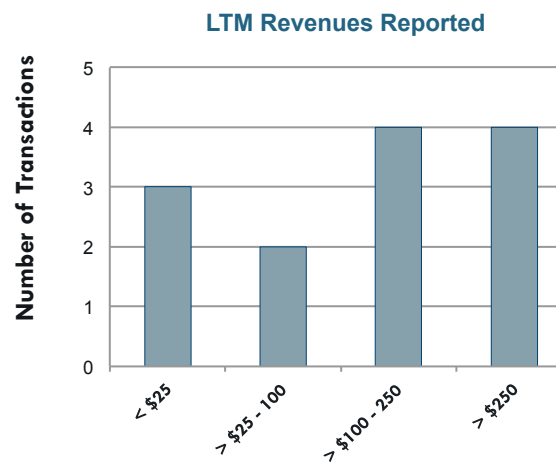
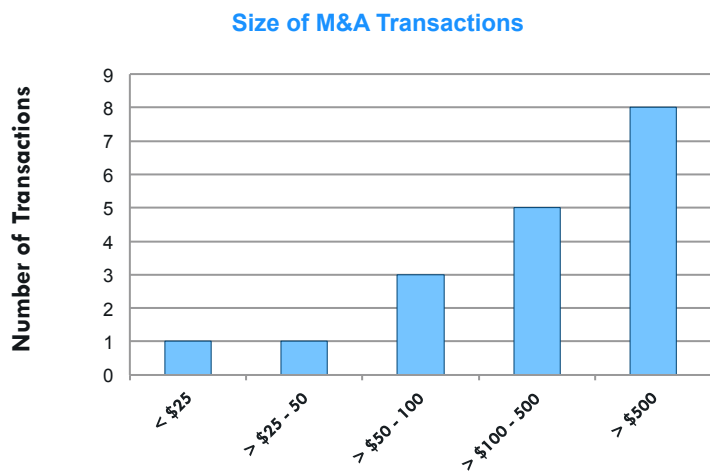
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Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
12/29/17	C. R. Bard, Inc.	Philips Holding USA Inc.	\$2,117.3	100%	\$277.6	7.5x
12/1/17	JOTEC GmbH	Teleflex Incorporated	\$1,007.2	100%	\$160.0	6.1x
8/9/17	The Spectranetics Corporation	Abbott Laboratories	\$30,336.5	100%	\$5,644.0	5.3x
2/17/17	Vascular Solutions, Inc.	Novartis AG	\$665.0	100%	N/A	N/A
1/4/17	St. Jude Medical, Inc.	Tyco Electronics UK Holdings Ltd.	\$895.0	100%	\$249.0	3.6x
11/18/16	Selexys Pharmaceuticals	SJM International, Inc.	\$3,683.3	100%	\$483.8	7.0x
4/4/16	Creganna-Tactx Medical	Medtronic plc	\$100.0	100%	N/A	N/A
10/8/15	Thoratec Corp.	Lombard Medical, Inc.	\$49.0	100%	N/A	N/A
9/28/15	Lazarus Effect, Inc.	Medtronic plc	\$123.0	100%	N/A	N/A
7/30/15	Altura Medical, Inc.	St. Jude Medical Inc.	\$375.0	81%	N/A	N/A
6/18/15	CardioInsight Technologies	Sorin SpA	\$20.0	100%	N/A	N/A
5/30/14	CircuLite, Inc.	Heartware International	\$401.8	100%	\$1.3	N/A
8/11/13	Cardiacom	Medtronic	\$200.0	100%	\$50.0	4.0x
7/3/12	eResearchTechnology	Genstar Capital	\$423.5	100%	\$193.7	1.9x
5/31/12	SunTech Medical Group	Halma	\$57.0	100%	\$23.0	2.3x
4/25/12	ZOLL Medical	Asahi Kasei	\$2,216.2	100%	\$544.3	3.9x
8/31/11	PEAK Surgical	Medtronic	\$96.0	81%	\$20.0	5.9x
12/21/10	Clariant	GE Healthcare	\$597.9	100%	\$110.1	5.3x
Median of the 18 M&A Transaction Targets			\$423.5	100%	\$160.0	5.1x

■ Highest
 ■ Lowest
 ■ Median

Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions) as of December 31, 2017



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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.

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