

Q4: Quarterly Industry Update

AS OF December 31, 2023



Medical Devices Industry Summary

COGENT VALUATION identified **Medical Devices** publicly traded companies, IPOs, and recent M&A transactions within the Medical Devices 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, 2022, the median 52-week share price return of the Medical Devices industry increased from 24.5% to 30%, and the median YTD return increased from 25% to 29%. Between December 31, 2022 and December 31, 2023, the median EV/Revenue multiple decreased from 7.8 to 4.7 and the median EV/EBITDA multiple decreased from 20.2 to 20. The median price-to-earnings multiple increased from 42.5 to 53.9 and the median EV/Gross CF multiple decreased from 63.3 to 44.9 over the same period. The median MVIC/Earnings multiple decreased from 38.7 to 38.5. The median Price/Revenue multiple increased from 26.7 to 28.5 over the same period.

Public Company Key Statistics

Median 52-Week Return	Median YTD Return	Median EV/Revenue Multiple	Median EV/EBITDA Multiple
30%	29%	4.7x	20x
Median Price/Earnings Multiple	Median EV/Gross Profit Multiple	Median MVIC/Earnings Multiple	Median Price/Revenue Multiple
53.9x	44.9x	38.5	28.5x

Public Company Median Multiples by Quarter

	12/31/23	9/30/23	6/30/23	3/31/23	12/31/22	9/30/22	6/30/22	3/31/22
Median EV/Revenue Multiple	4.7	3.2x	3.4x	2.7x	3.1x	3.2x	2.9x	3.0x
Median EV/EBITDA Multiple	20x	22.0x	14.6x	17.4x	14.6x	14.6x	19.4x	10.7x
Median Price/Earnings Multiple	53.9x	20.1x	22.3x	23.2x	20.8x	19.7x	17.9x	17.7x
Median EV/Gross Profit Multiple	44.9x	22.3x	21.2x	24.6x	24.4x	23.3x	20.4x	26.2x
Median MVIC/Earnings Multiple	38.5x	12.6x	2.7x	13.7x	15.4x	20.5x	12.2x	13.2x
Median Price/ Revenue Multiple	28.5x	13.2x	9.4x	12.7x	26.6x	2.5x	13.2x	13.2x

■ Highest Multiple
 ■ Median Multiple
 ■ Lowest Multiple

Comparable Public Company Market Price Returns as of December 31, 2023

	2023	1 Year	2 Year	3 Year	2020	2019	2018
ABIOMED, Inc.	55.3%	9.9%	34.8%	89.4%	66.3%	42.3%	99.0%
AngioDynamics, Inc.	3.7%	132.4%	13.8%	7.6%	-1.4%	10.8%	56.1%
Atossa Genetics Inc.	69.6%	-0.6%	-78.6%	-70.3%	-81.3%	-38.4%	-40.5%
AtriCure, Inc.	12.5%	-41.3%	1.0%	15.0%	-6.8%	6.9%	170.7%
Becton, Dickinson and Company	1.2%	7.2%	21.5%	19.9%	29.3%	25.9%	41.3%
BIOLASE, Inc.	-4.8%	18.1%	-18.2%	-37.7%	-69.5%	-6.6%	56.1%
Boston Scientific Corporation	10.2%	-69.9%	33.3%	35.2%	14.6%	10.2%	109.8%
Cardiovascular Systems, Inc.	-7.4%	9.9%	33.3%	6.0%	-2.1%	-12.3%	173.2%
CAS Medical Systems, Inc.	63.7%	-22.4%	-14.2%	-22.0%	-52.2%	-2.9%	-20.9%
CryoLife, Inc.	4.7%	-13.1%	52.7%	32.0%	0.0%	2.2%	78.0%
Cutera, Inc.	10.8%	20.4%	77.8%	60.0%	161.4%	4.9%	13.1%
Cytosorbents Corporation	8.5%	142.8%	-0.9%	2.6%	19.3%	218.4%	-3.8%
Daxor Corporation	109.5%	56.7%	-23.1%	-6.2%	-44.5%	2.2%	-10.1%
InspireMD, Inc.	29.2%	29.5%	-24.5%	7.0%	-3.9%	55.5%	160.6%
LeMaitre Vascular, Inc.	-20.9%	-97.0%	-39.7%	-25.1%	-6.5%	-12.3%	22.5%
Merit Medical Systems, Inc.	42.9%	47.1%	-64.0%	-53.7%	99.9%	-18.3%	107.3%
NeuroMetrix, Inc.	21.2%	56.9%	19.9%	14.7%	65.7%	17.8%	92.4%
NuVasive, Inc.	-76.9%	-71.6%	-90.1%	-91.0%	-94.9%	-68.4%	-36.9%
Median of Industry Public Companies	29%	30%	75.2%	75.9%	-7%	-4.5%	39.5%

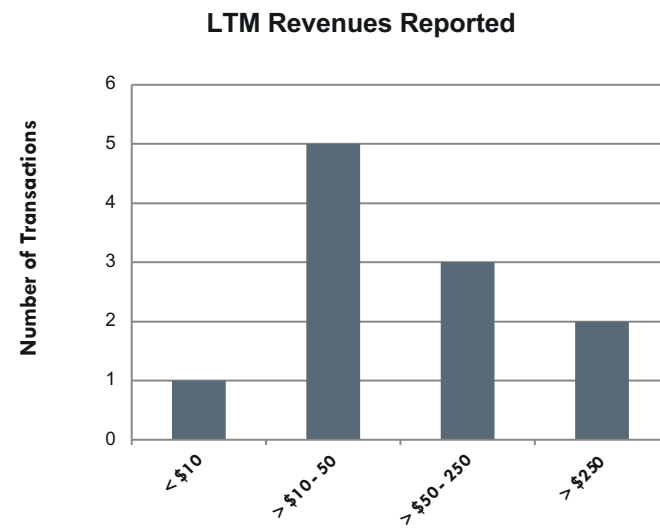
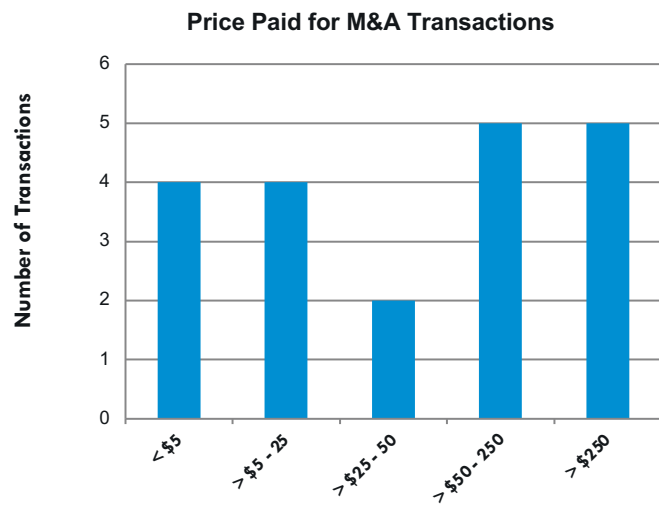
Multiple year periods are calculated as the average annual return.

■ Highest Return
 ■ Lowest Return
 ■ Median Return

Industry Initial Public Offerings—Medical Devices (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
12/12/23	Medartis Holding AG	\$50.56	1.5	\$130.5	\$3.4	\$1.2	\$107.8	\$16.7	(\$0.0)	\$0.0
11/21/23	IRRAS AB	\$5.37	2.2	\$34.6	N/A	N/A	\$1.4	(\$5.6)	N/A	N/A
9/29/23	Biom'Up S.A.	\$12.44	2.5	\$45.2	\$7.1	\$0.5	\$3.3	\$0.0	(\$5.1)	(\$4.2)
6/22/23	IRRAS AB	\$5.37	6.4	\$11.4	\$18.5	\$9.9	\$3.9	(\$0.0)	(\$17.8)	(\$16.3)
4/22/23	Blossom	\$12.44	3.6	\$15.3	\$379.1	\$10.5	N/A	N/A	\$48.3	\$91.6
2/22/23	Sedana Medical AB (publ)	\$2.22	5.1	\$5.4	\$0.8	\$0.0	\$0.1	(\$2.3)	(\$2.3)	\$0.0
12/22/22	Acarix A/S	\$1.93	8.0	\$75.0	\$3.9	(\$0.3)	\$3.6	(\$16.5)	(\$1.1)	\$0.0
11/11/22	Neurotech International Limited	\$0.15	35.0	\$16.4	\$208.7	\$23.2	\$59.6	\$11.6	(\$18.2)	\$10.1
8/28/22	Obalon Therapeutics, Inc.	\$15.00	5.0	\$5.3	\$102.7	\$39.5	\$0.0	\$0.0	(\$58.0)	(\$34.1)
6/28/22	Invent Medic Sweden AB (publ)	\$0.13	89.3	\$1.1	\$24.4	\$28.7	\$0.1	\$0.0	(\$32.0)	(\$22.0)
4/10/22	Advanced Accelerator Applications S.A.	\$5.00	1.5	\$75.0	\$2.6	\$0.0	\$95.8	\$1.8	(\$0.7)	(\$0.7)
3/4/22	EndoChoice Holdings, Inc.	\$15.00	6.4	\$95.3	\$56.1	\$0.0	\$64.3	(\$39.7)	(\$29.1)	(\$27.6)
1/30/22	Avinger, Inc.	\$13.00	5.0	\$132.4	\$301.9	\$57.9	\$11.2	(\$23.6)	(\$41.8)	(\$2.7)
12/19/21	MedoveX Corp.	\$5.75	1.4	\$78.0	\$58.6	\$47.7	\$0.0	(\$0.7)	(\$53.4)	(\$45.0)
11/13/21	Nevro Corp.	\$18.00	7.0	\$120.0	\$48.6	\$29.3	\$29.1	(\$37.1)	(\$48.1)	(\$34.2)
10/8/21	LDR Holding Corporation	\$15.00	2.5	\$75.0	\$77.7	\$53.2	\$104.6	\$2.6	(\$15.3)	\$5.7
9/2/21	Globus Medical, Inc.	\$12.00	8.3	\$100.0	\$367.3	\$0.0	\$363.0	\$127.1	\$67.0	\$144.5
8/27/21	Tesaro, Inc.	\$13.50	6.0	\$81.0	\$93.0	\$0.0	\$0.0	(\$23.2)	(\$23.2)	(\$23.2)
8/30/21	Supernus Pharmaceuticals, Inc.	\$5.00	3.4	\$50.0	\$43.2	\$29.1	\$1.0	(\$35.5)	\$55.6	(\$34.9)
11/17/20	Sphere Medical Holding PLC	\$1.46	15.1	\$22.1	\$12.4	\$0.0	\$0.0	(\$4.5)	(\$5.1)	(\$4.2)
5/20/15	Median of all IPOs	nm	nm	\$62.5	\$43.2	\$9.1	\$11.2	(\$4.3)	(\$10.9)	(\$3.6)

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



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

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues ¹	EV/ Revenues ¹
11/2/23	JOTEC GmbH	Blackstone Medical, Inc.	\$238.1	100%	\$6.2	9.4x
8/1/23	Eternity Healthcare, Inc.	LM US Parent, Inc.	\$275.0	100%	\$2,691	1.0x
5/20/23	The Spectranetics Corporation	Boston Scientific Corporation	\$844.2	100%	\$58.3	0.6x
12/26/22	Electrical Geodesics, Inc.	Weigao International Medical HK	\$250.0	80%	\$367.3	4.3x
11/28/22	Spirox, Inc.	Edwards Lifesciences Corporation	\$253.6	100%	\$93.0	4.2x
11/1/23	WOM World of Medicine AG	CryoLife, Inc.	\$1.2	100%	\$43.2	1.5x
9/21/22	Refine LLC	Team Youn Bio Medicine	\$2,117.3	75%	\$6.2	9.4x
11/10/21	BarioSurg, Inc.	Philips Holding USA Inc.	\$38.6	100%	\$491.2	5.3x
9/2/23	Nuelle, Inc.	Philips Holding USA Inc.	\$81.3	97%	\$21.4	1.4x

[1] As of the close of the Transaction

■ USA ■ International

(Continued on next page)

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

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues ¹
11/28/21	Magellan Diagnostics, Inc.	Meridian Bioscience, Inc.	\$66.0	100%	\$34.5
11/1/21	TriVascular Technologies, Inc.	Endologix, Inc.	\$173.1	100%	\$50.8
11/21/20	Inova Labs, Inc.	ResMed Inc.	\$110.0	100%	\$34.3
10/10/20	Cardiac Science Corporation	CFS 915 LLC	\$82.7	100%	\$378.0
9/4/20	NorMedix, Inc.	SurModics, Inc.	\$14.0	100%	\$436.2
9/3/20	Lazarus Effect, Inc.	Medtronic plc	\$100.0	100%	\$21.4
9/1/20	DreamCIS, Inc.	Hangzhou Tigermed Consulting Co.	\$28.6	98%	\$1.4
8/21/20	Cardiolnsight Technologies Inc.	Medtronic plc	\$123.0	100%	\$436.2
Median of the M&A Transaction Targets			\$82.7	100%	\$378.0

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.

Market Value of Invested Capital (MVIC): Market Value of Equity + Market Value of Debt

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