

# Q1: Quarterly Industry Update

AS OF March 31, 2024



## 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 March 31, 2023, 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 March 31, 2023 and March 31, 2024, 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

	3/31/24	12/31/23	9/30/23	6/30/23	3/31/23	12/31/22	9/30/22	6/30/22
<b>Median EV/Revenue Multiple</b>	4.7	3.2x	3.4x	2.7x	3.1x	3.2x	2.9x	3.0x
<b>Median EV/EBITDA Multiple</b>	20x	22.0x	14.6x	17.4x	14.6x	14.6x	19.4x	10.7x
<b>Median Price/Earnings Multiple</b>	53.9x	20.1x	22.3x	23.2x	20.8x	19.7x	17.9x	17.7x
<b>Median EV/Gross Profit Multiple</b>	44.9x	22.3x	21.2x	24.6x	24.4x	23.3x	20.4x	26.2x
<b>Median MVIC/Earnings Multiple</b>	38.5x	12.6x	2.7x	13.7x	15.4x	20.5x	12.2x	13.2x
<b>Median Price/ Revenue Multiple</b>	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 March 31, 2024

Company Name	Q1 2024	12-months 2023	Two Year <sup>1</sup>	Three Year <sup>1</sup>	2022	2021	2020
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%
<b>Median of Industry Public Companies</b>	<b>29%</b>	<b>30%</b>	<b>75.2%</b>	<b>75.9%</b>	<b>-7%</b>	<b>-4.5%</b>	<b>39.5%</b>

■ Highest Return
 ■ Lowest Return
 ■ Median Return

[1] Calculated as the average annual 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
3/12/24	<b>Medartis Holding AG</b>	\$50.56	1.5	\$130.5	\$3.4	\$1.2	\$107.8	\$16.7	(\$0.0)	\$0.0
1/13/24	<b>IRRAS AB</b>	\$5.37	2.2	\$34.6	N/A	N/A	\$1.4	(\$5.6)	N/A	N/A
11/29/23	<b>Biom'Up S.A.</b>	\$12.44	2.5	\$45.2	\$7.1	\$0.5	\$3.3	\$0.0	(\$5.1)	(\$4.2)
9/22/23	<b>IRRAS AB</b>	\$5.37	6.4	\$11.4	\$18.5	\$9.9	\$3.9	(\$0.0)	(\$17.8)	(\$16.3)
4/22/23	<b>Blossom</b>	\$12.44	3.6	\$15.3	\$379.1	\$10.5	N/A	N/A	\$48.3	\$91.6
2/22/23	<b>Sedana Medical AB (publ)</b>	\$2.22	5.1	\$5.4	\$0.8	\$0.0	\$0.1	(\$2.3)	(\$2.3)	\$0.0
12/22/22	<b>Acarix A/S</b>	\$1.93	8.0	\$75.0	\$3.9	(\$0.3)	\$3.6	(\$16.5)	(\$1.1)	\$0.0
11/11/22	<b>Neurotech International Limited</b>	\$0.15	35.0	\$16.4	\$208.7	\$23.2	\$59.6	\$11.6	(\$18.2)	\$10.1
8/28/22	<b>Obalon Therapeutics, Inc.</b>	\$15.00	5.0	\$5.3	\$102.7	\$39.5	\$0.0	\$0.0	(\$58.0)	(\$34.1)
6/28/22	<b>Invent Medic Sweden AB (publ)</b>	\$0.13	89.3	\$1.1	\$24.4	\$28.7	\$0.1	\$0.0	(\$32.0)	(\$22.0)
4/10/22	<b>Advanced Accelerator Applications S.A.</b>	\$5.00	1.5	\$75.0	\$2.6	\$0.0	\$95.8	\$1.8	(\$0.7)	(\$0.7)
3/4/22	<b>EndoChoice Holdings, Inc.</b>	\$15.00	6.4	\$95.3	\$56.1	\$0.0	\$64.3	(\$39.7)	(\$29.1)	(\$27.6)
1/30/22	<b>Avinger, Inc.</b>	\$13.00	5.0	\$132.4	\$301.9	\$57.9	\$11.2	(\$23.6)	(\$41.8)	(\$2.7)
12/19/21	<b>MedoveX Corp.</b>	\$5.75	1.4	\$78.0	\$58.6	\$47.7	\$0.0	(\$0.7)	(\$53.4)	(\$45.0)
11/13/21	<b>Nevro Corp.</b>	\$18.00	7.0	\$120.0	\$48.6	\$29.3	\$29.1	(\$37.1)	(\$48.1)	(\$34.2)
10/8/21	<b>LDR Holding Corporation</b>	\$15.00	2.5	\$75.0	\$77.7	\$53.2	\$104.6	\$2.6	(\$15.3)	\$5.7
9/2/21	<b>Globus Medical, Inc.</b>	\$12.00	8.3	\$100.0	\$367.3	\$0.0	\$363.0	\$127.1	\$67.0	\$144.5
8/27/21	<b>Tesaro, Inc.</b>	\$13.50	6.0	\$81.0	\$93.0	\$0.0	\$0.0	(\$23.2)	(\$23.2)	(\$23.2)
8/30/21	<b>Supernus Pharmaceuticals, Inc.</b>	\$5.00	3.4	\$50.0	\$43.2	\$29.1	\$1.0	(\$35.5)	\$55.6	(\$34.9)
11/17/20	<b>Sphere Medical Holding PLC</b>	\$1.46	15.1	\$22.1	\$12.4	\$0.0	\$0.0	(\$4.5)	(\$5.1)	(\$4.2)
5/20/15	<b>Median of all IPOs</b>	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)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues <sup>1</sup>	EV/ Revenues <sup>1</sup>
3/2/24	<b>JOTEC GmbH</b>	<b>Blackstone Medical, Inc.</b>	\$238.1	100%	\$6.2	9.4x
2/1/24	<b>Eternity Healthcare, Inc.</b>	<b>LM US Parent, Inc.</b>	\$275.0	100%	\$2,691	1.0x
11/20/23	<b>The Spectranetics Corporation</b>	<b>Boston Scientific Corporation</b>	\$844.2	100%	\$58.3	0.6x
12/26/22	<b>Electrical Geodesics, Inc.</b>	<b>Weigao International Medical HK</b>	\$250.0	80%	\$367.3	4.3x
11/28/22	<b>Spirox, Inc.</b>	<b>Edwards Lifesciences Corporation</b>	\$253.6	100%	\$93.0	4.2x
11/1/23	<b>WOM World of Medicine AG</b>	<b>CryoLife, Inc.</b>	\$1.2	100%	\$43.2	1.5x
9/21/22	<b>Refine LLC</b>	<b>Team Youn Bio Medicine</b>	\$2,117.3	75%	\$6.2	9.4x
11/10/21	<b>BarioSurg, Inc.</b>	<b>Philips Holding USA Inc.</b>	\$38.6	100%	\$491.2	5.3x
9/2/23	<b>Nuelle, Inc.</b>	<b>Philips Holding USA Inc.</b>	\$81.3	97%	\$21.4	1.4x

[1] As of the close of the Transaction

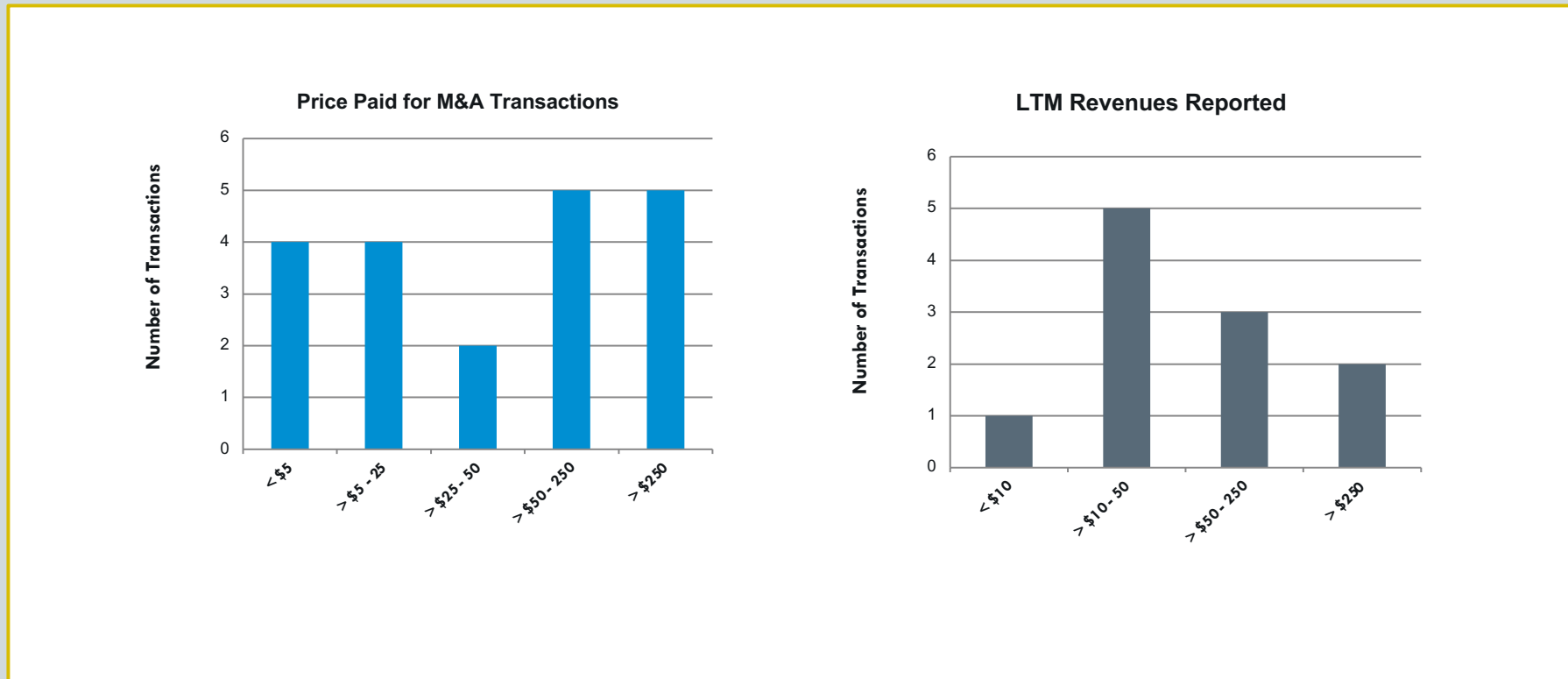
■ USA    ■ International

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

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

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



**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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