



# MEDICAL DEVICES AND EQUIPMENT

GCG INDUSTRY PERSPECTIVES IN  
CONJUNCTION WITH FIME 2023

---

GREENWICH CAPITAL GROUP

 GREENWICH  
CAPITAL GROUP

Florida International Medical Expo (FIME), the largest trade event for medical device and equipment manufacturers, suppliers, and distributors in the Americas, took place at the Miami Beach Convention Center on June 21-23, 2023. More than 1200+ exhibitors representing some of the latest medical technologies were in attendance. GCG industry perspectives in conjunction with the event are captured below.



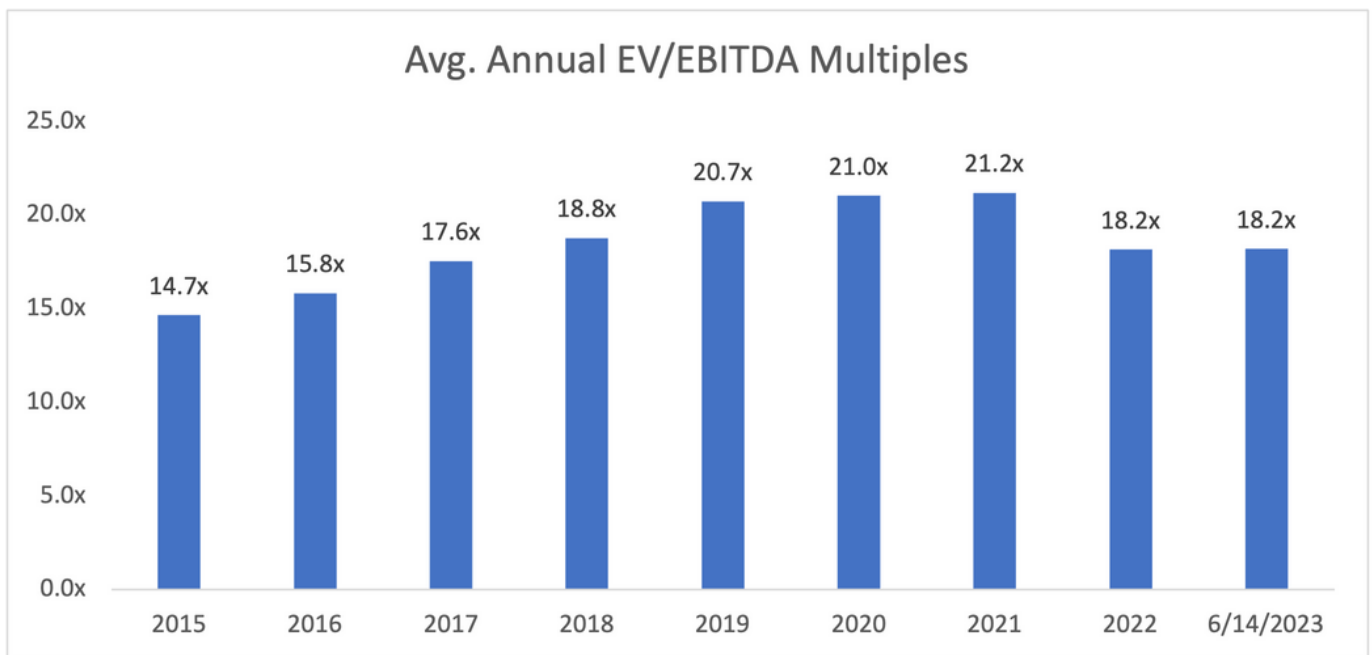
### **A Large and Growing Market**

The medical device industry comprises a massive number of products ranging from common medical supplies such as syringes to artificial joints to advanced imaging equipment. Industry participants play a critical role in developing new technologies that can improve the ability to diagnose and treat illness, ranging from a relatively small number of large, diversified companies to a large number of smaller companies focused on specific therapeutic areas. Medical devices and equipment are also a significant area of focus for contract manufacturers who do not develop but produce various parts and components for leading players in the industry.

According to Fortune Business Insights, the global medical device market was valued at \$512B in 2022. The market is projected to grow from \$536B in 2023 to \$800B in 2030, exhibiting a CAGR of 5.9% during the forecast period. Leading types of medical devices include in-vitro diagnostics, cardiovascular devices, diagnostic imaging, orthopedic devices, diabetes care, ophthalmic, dental, wound management, minimally invasive surgery, nephrology, general surgery, and others.

## Public Company Commentary

Given the strong underlying growth profile, average public company Enterprise Value / EBITDA multiples steadily expanded from 2015 to 2021 to a peak of 21.2x. The industry was not immune to broader stock market declines in 2022, but multiples remain above their long-term average. In the background, many medical device suppliers that were related to elective surgeries or procedures saw a dramatic decrease in the beginning of the COVID-19 pandemic but have seen dramatic demand increases afterward.



*Select Public Companies include Abbott Laboratories, Medtronic, Stryker, Becton Dickinson and Company, GE Healthcare Technologies, Baxter, Boston Scientific, Zimmer Biomet, Smith & Nephew, ResMed, Teleflex, Masimo, and Bioventus. Source: CapitalIQ and excluding outputs greater than 40x*

## Select Industry M&A Commentary

Given the size of the market, new medical device technologies are candidates for early-stage funding. Those technologies that gain traction in the market are potential M&A targets for larger medical device companies with established distribution networks and relationships with hospitals and other providers. For large companies, acquisitions are a complement to internal research and development efforts.

Numerous private equity firms are also pursuing consolidation strategies in the contract manufacturing aspect of the market, acquiring businesses such as orthopedic, spine and dental component manufacturers. Select industry M&A transactions since the beginning of 2022 are highlighted on the following page.

Date	Target	Buyer	Target Business Description
May-23	Ossis Corporation	Zimmer Biomet Holdings, Inc.	Designs and manufactures orthopedic implants for surgical procedures
Feb-23	Cardiovascular Systems, Inc.	Abbott Laboratories	Develops solutions to treat peripheral and coronary artery diseases
Feb-23	NuVasive, Inc.	Globus Medical, Inc.	Develops, manufactures and sells solutions for spine surgery
Jan-23	Embody, Inc.	Zimmer Biomet Holdings, Inc.	Regenerative medicine company focused on developing implantable devices
Jan-23	IMACTIS SAS	GE HealthCare Technologies Inc.	Solutions to assist radiologists with minimally invasive needle procedures
Nov-22	Abiomed, Inc.	Johnson & Johnson	Medical devices that assist or replace the pumping function of a failing heart
Nov-22	Apollo Endosurgery, Inc.	Boston Scientific Corporation	Medical devices for gastrointestinal therapeutic endoscopy
Oct-22	Cerus Endovascular Ltd	Stryker Corporation	Interventional neuroradiology devices and delivery systems for minimally invasive treatments
Aug-22	Obsidio, Inc.	Boston Scientific Corporation	Manufactures therapeutic devices and universal gel embolization material
Aug-22	Standard Bariatrics, Inc.	Teleflex Incorporated	Bariatric surgery medical devices for the treatment of obesity
May-22	ALung Technologies, Inc.	LivaNova PLC	Medical devices for treating patients with acute respiratory failure
Apr-22	Natus Medical Incorporated	ArchiMed SAS; MED Platform II	Medical device solutions for patients with central nervous and sensory system disorders
Apr-22	Left-heart Access Portfolio of Acutus Medical, Inc.	Medtronic plc	Sheath-compatible septal crossing devices
Apr-22	CartiHeal (2009) Ltd.	Bioventus Inc.	Implants for the regeneration of cartilage and bone disorders
Feb-22	Reproductive Health Business of Cook Medical Incorporated	The Cooper Companies, Inc.	Manufactures minimally invasive medical devices
Jan-22	Vocera Communications, Inc.	Stryker Corporation	Communication and workflow solutions for various industries including healthcare workers
Jan-22	Apria, Inc.	Byram Healthcare Centers, Inc.	Provides integrated home healthcare equipment
Jan-22	Affera, Inc.	Medtronic plc	Develops cardiac arrhythmia treatment solutions



## IN CONCLUSION

---

Growth expectations and public company valuation metrics remain strong within the medical device and equipment industry. Advancements in medical technology and the pursuit of market share are expected to continue to drive M&A activity. If you would like to learn more about current M&A market conditions and GCG's investment banking advisory services, please reach out to GCG Managing Director Peter Frankfort.



**Peter Frankfort**

Managing Director  
45 East Washington Street  
Suite 102  
Chagrin Falls, OH 44022  
Direct: (216) 245-6698  
[pfrankfort@greenwichgp.com](mailto:pfrankfort@greenwichgp.com)

## ABOUT US

---



Greenwich Capital Group LLC ("GCG") is a leading investment bank that advises clients including closely-held and family-owned businesses, private equity firms, and public companies. GCG's senior bankers have collectively advised on hundreds of transactions over many years of experience in mergers and acquisitions, with most having backgrounds with large U.S. and global firms. GCG is focused on advising clients in key industry verticals throughout the U.S.

GCG was founded by entrepreneurially minded investment banking professionals focused on building an organization centered around advising clients. We strive to build relationships by representing our clients' long-term interests and earning their trust. In contrast to the practice of pushing transaction responsibilities to junior resources, our philosophy is to deliver personalized, senior-level attention and experience to every GCG engagement. We are proud to offer references that will speak to a differentiated level of service and results.