



M&A INDUSTRY UPDATE

Healthcare

Q2 2026

Industry Trends During 2026 and Beyond

Healthcare M&A remained active in Q2, driven by demand for de-risked drug discovery assets, larger but more disciplined AI investments, and interest in steady revenues from high-quality clinics and SaaS businesses. Buyers have increasingly prioritized assets with a clear path toward commercialization and well-defined growth strategies.

Transaction activity reflected a more measured market as both strategic and financial buyers prioritized portfolio quality over quantity. Sponsors leveraged continuation funds and other long-duration ownership structures to retain high-performing assets. As AI adoption continued to mature into core operating infrastructure, buyers have favored businesses that demonstrate tangible operational improvements and scalable technology integration.

Q1's leading categories remained among the sector's most active despite moderating performance from the prior quarter. Demand remains supported by favorable demographic trends, opportunities to improve operating efficiency through scale and technology, and businesses that provide durable revenue.

1

Acquirors Focus on De-Risked Drug Discovery Assets

Many drug discovery companies acquired in Q2 focused on a narrow set of conditions to treat and held valuable intellectual property that provides a moat for an acquiror. Companies further along in clinical trials, with lower risk and closer proximity to commercialization, were preferred for pipeline expansion. Buyers increasingly favored clinically de-risked, near-commercial assets for pipeline expansion.



2

AI Has Become Bigger but Quieter

U.S. healthcare AI transaction volume has remained relatively steady at 12–13 transactions per quarter since Q4 2025. This figure likely understates AI's actual influence on dealmaking, as the underlying technology is increasingly being used as infrastructure rather than as a standalone innovation. AI enablement in RCM and the broader HealthTech landscape is a key reason buyers are willing to pay more for these businesses. Meanwhile, rapid fundraising by pure-play AI companies has shifted toward platform building.



3

Steady Revenue Drives High-Quality Clinic Interest

More than a quarter of U.S. healthcare deals in Q2 involved clinics, outpatient services, and elder & disabled care, demonstrating continued buyer interest in businesses with recurring revenue and tangible assets amid SaaS and AI volatility. This reflects sustained appetite for fragmented, cash-flowing service businesses with a clear roll-up runway. The use of continuation funds has also increased significantly as investors seek to retain ownership of their highest-performing platform investments.

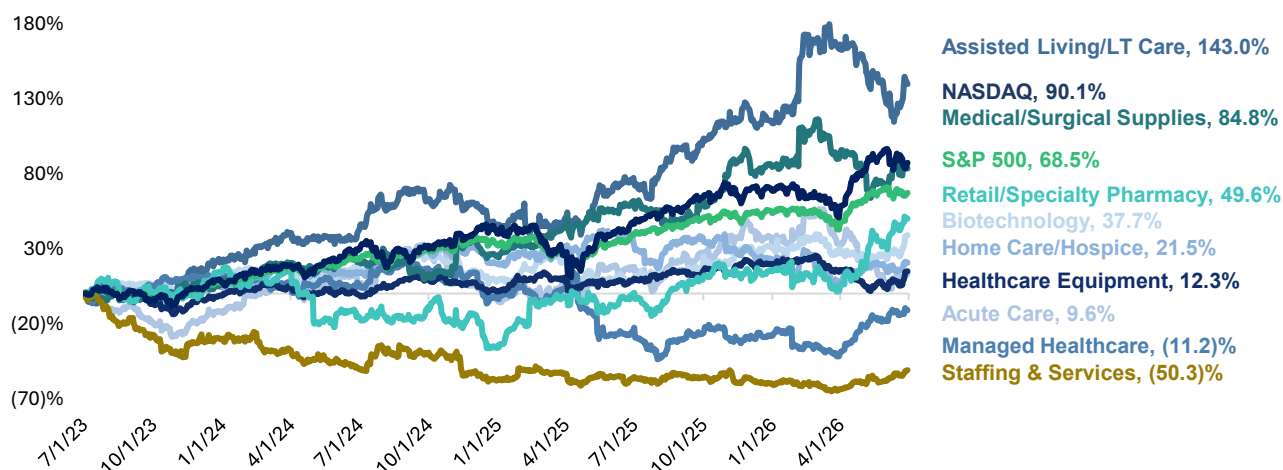


Public Market Performance

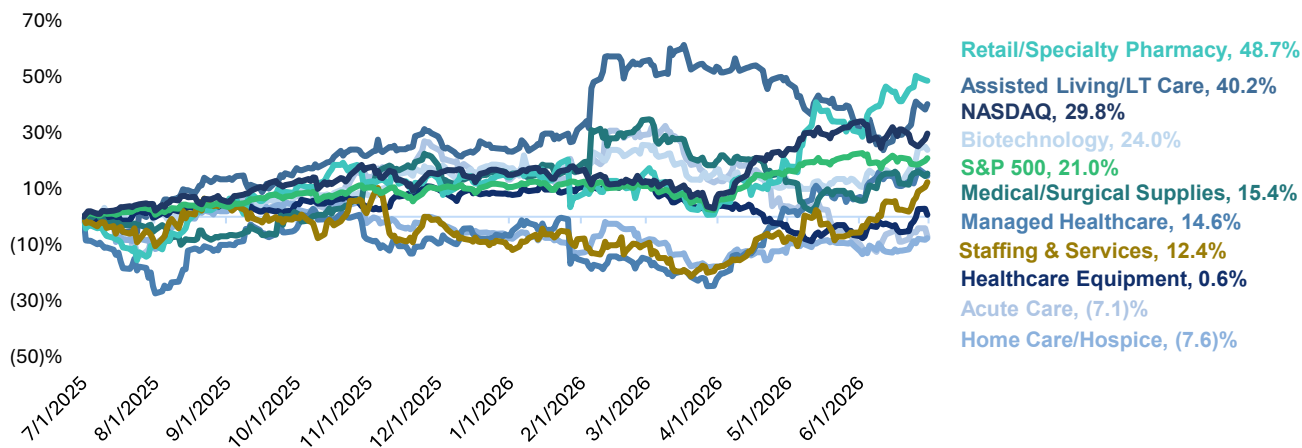
The healthcare M&A market's performance in Q2 2026 continued to be led by Assisted Living / Long-Term Care and Medical / Surgical Supplies with Retail / Specialty Pharmacy following, but notably falling below the S&P 500's performance. There has also been a precipitous fall in both leading categories since Q1 2026. Continued steady interest has driven M&A in assisted living / long-term care facilities as favorable demographic trends persist and efficiency improves with scale and new technologies such as AI. In contrast, Staffing & Services lagged well behind the rest of the healthcare sector as the worst performing sub sectors saw a general upward trend.

More broadly, healthcare organizations continued to steadily pursue tuck-ins and hold onto top performing platforms. Companies able to integrate AI as plumbing rather than a moonshot continued to demonstrate positive outcomes and command premium valuations relative to their peers.

Healthcare Industry vs. S&P 500 – 3 Years



Healthcare Industry vs. S&P 500 – LTM



Source: Pitchbook

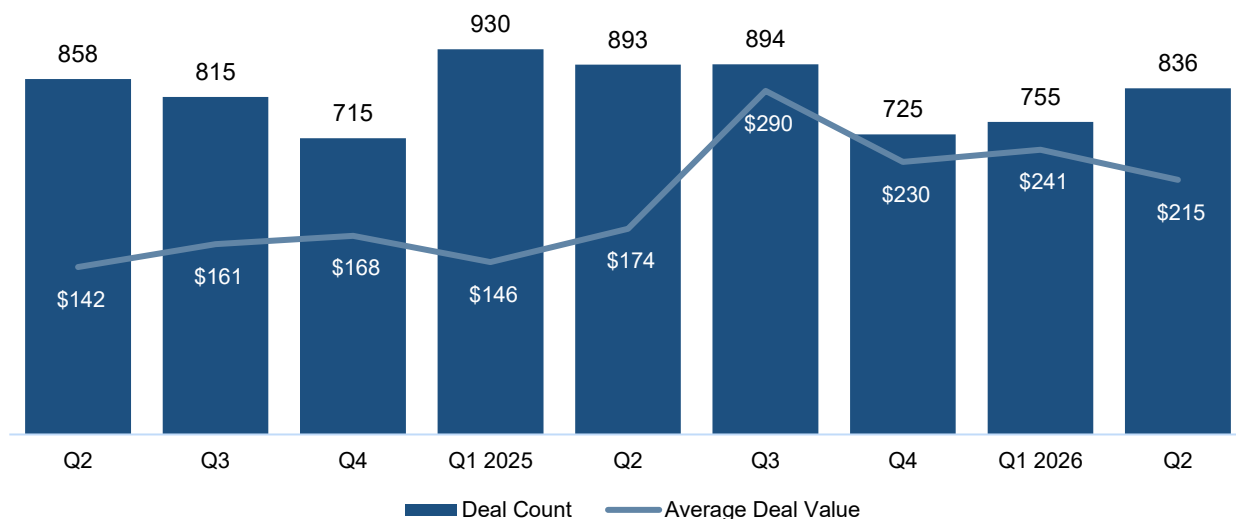
Note: All values based on publicly available data as of 06/30/2026

Middle Market M&A Activity

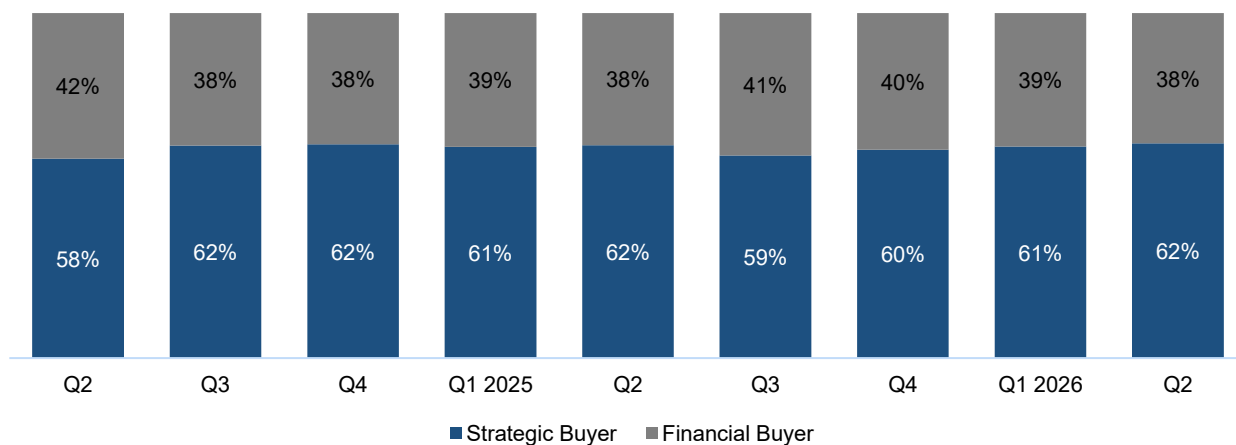
Healthcare deal activity rebounded in Q2 2026 to 836 completed deals, extending a recovery that began after a sharp pullback in Q4 2025. That Q4 2025 slowdown largely reflected tariff pressure and related macroeconomic uncertainty, which have since been largely alleviated. Average deal value has cooled over the past two quarters after spiking to \$290M in Q3 2025; this likely reflects sellers bringing more non-core or smaller assets to market while continuing to hold onto top-performing platforms. Strategic buyers continued to dominate healthcare M&A activity, accounting for 62% of total transaction volume in Q2 2026 as healthcare practices and other outpatient facilities continued to be tucked in.

Overall, the healthcare M&A market has shown resilience in the first half of 2026, remaining one of the most active sectors for both strategic and financial buyers.

Healthcare Deal Activity (Deal Values in \$MM)



Healthcare M&A Activity by Buyer Type

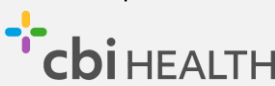


Source: Pitchbook

Note: All values based on publicly available data as of 06/30/2026

Comparable Transactions

Q2 2026 Healthcare M&A Activity – Select Transactions

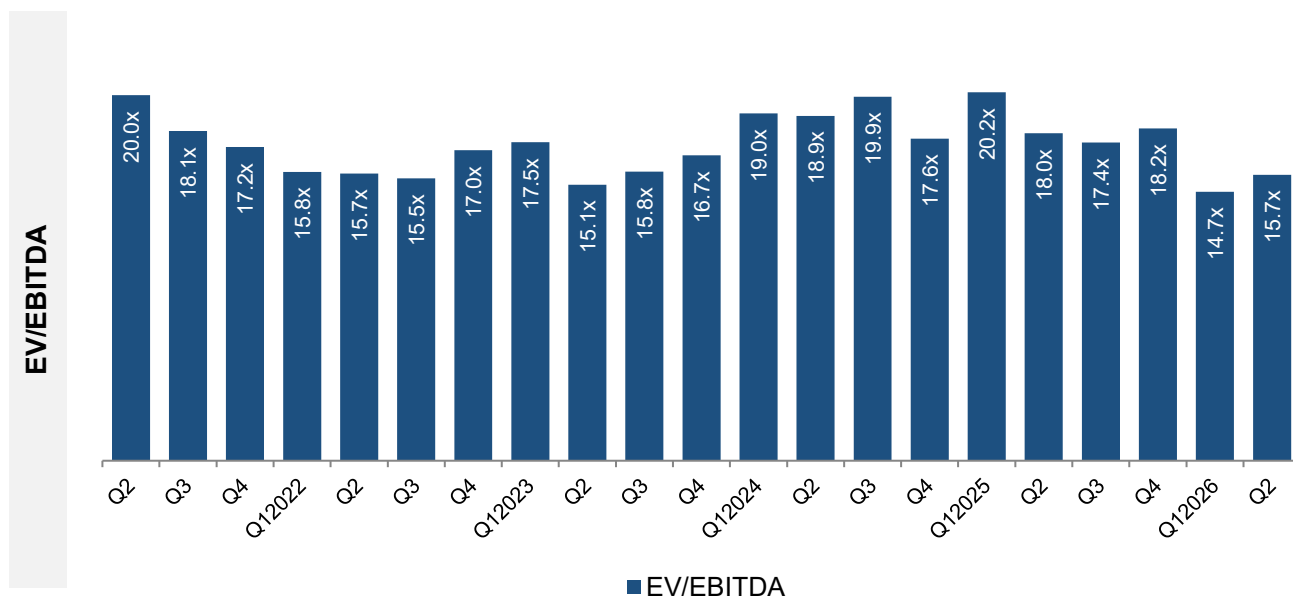
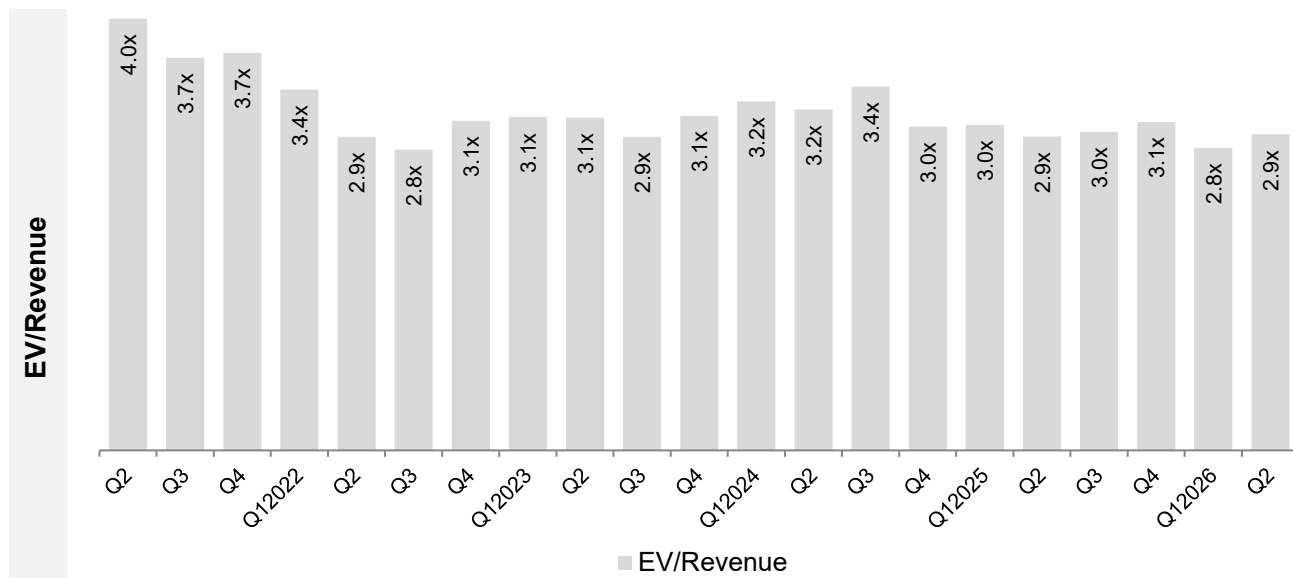
4/2026	5/2026	6/2026
 acquires  ParaMed, a wholly owned subsidiary of Extendicare, acquired CBI Home Health to expand its geographic footprint, improve institutional knowledge, and support a larger swath of the Canadian population.	 acquires  Neurocrine Biosciences acquired Soleno Therapeutics, boosting its capabilities in endocrinology, rare diseases, and, meaningfully, Prader-Willi Syndrome, a rare genetic neurodevelopmental disorder.	 acquires  Bayer acquired Perfuse Therapeutics, expanding its footprint in the development of transformational treatments for glaucoma and other ocular diseases including access to rights held by Perfuse to an innovative potential glaucoma treatment.

Announced Date	Buyer	Target	Vertical	Link
Healthcare				
Jun-26	US Heart & Vascular	Cardiology of Atlanta	Cardiovascular	Link
Jun-26	PartsSource	SkillNet	Digital Health, IT & Software	Link
Jun-26	Bayer	Perfuse Therapeutics	Drug Discovery	Link
Jun-26	Horizon Space Acquisition II	SL BIO	Biotechnology	Link
Jun-26	Lilly USA	Ajax Therapeutics	Drug Discovery	Link
Jun-26	Danaher	Masimo	Monitoring Equipment	Link
May-26	Gilead	Tubulis	Drug Discovery	Link
May-26	Neurocrine Biosciences	Solenio Therapeutics	Life Sciences	Link
May-26	Biogen	Apellis Pharmaceuticals	Drug Discovery	Link
May-26	Stryker	Amplitude Vascular Systems	Surgical Devices	Link
May-26	Merck & Co.	Terns Pharmaceuticals	Biotechnology	Link
May-26	Thurston Group	Apex Clinical Research	Pharmaceutical Services	Link
Apr-26	Medical Technology Associates	Stat Biomedical	Electronic & Precision Equipment Maintenance	Link
Apr-26	BioMarin Pharmaceutical	Amicus Therapeutics	Drug Discovery	Link
Apr-26	Medtronic	Cathworks	Decision/Risk Analysis	Link
Apr-26	Heartland Dental	Prime Dentistry	Dental	Link
Apr-26	MKH Capital Partners	Moss Media LLC	Business Services	Link
Apr-26	Paramed	CBI Home Health	Clinics/Outpatient Services	Link

Source: Pitchbook

Public Comparable Companies

Based on a representative set of publicly traded companies across the Healthcare industry, companies traded at an average multiple of 2.9x Revenue and 15.7x EBITDA in Q2 2026.



Source: Pitchbook

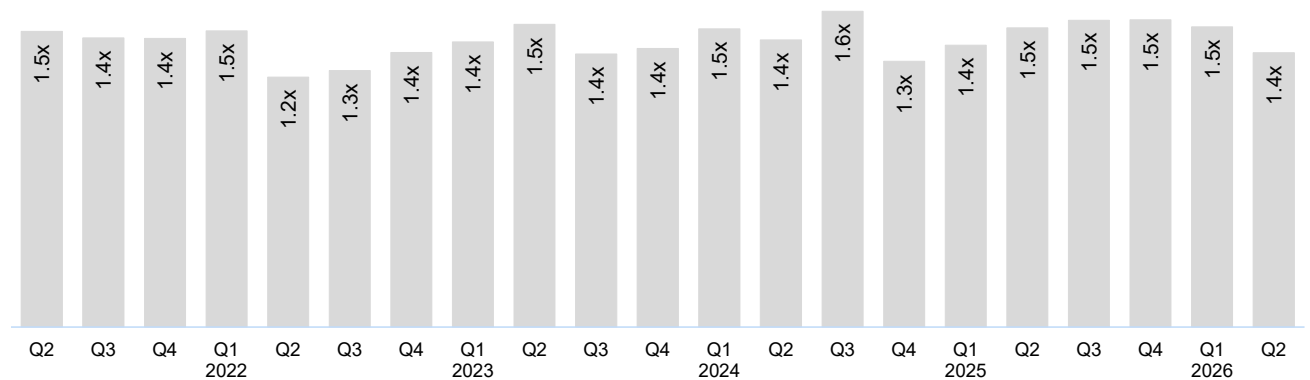
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Public Comparable Companies

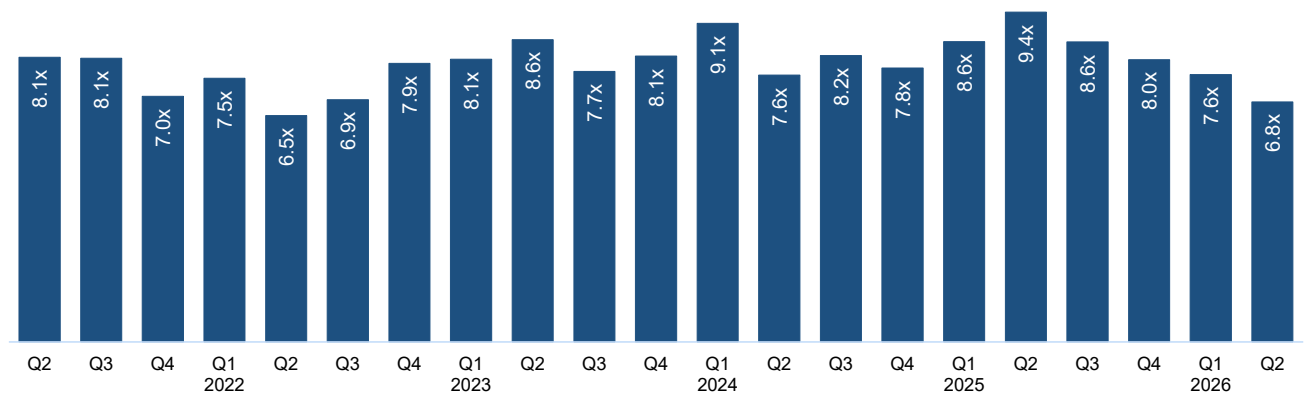
Acute Care

Company Name	Enterprise	Share	Price Change		LTM Margins		TEV / LTM:	
	Value (\$mm)	Stock Price	3 month	12 month	Gross	EBITDA	Revenue	EBITDA
Acute Care								
HCA Healthcare	\$ 138,723.12	\$ 389.89	(16.7%)	1.8%	41.6%	20.5%	1.8x	8.9x
Tenet Healthcare	\$ 30,392.51	\$ 187.08	(0.5%)	6.3%	82.5%	82.5%	1.4x	6.2x
Community Health Systems (	\$ 11,004.66	\$ 3.34	16.4%	(1.8%)	85.2%	85.2%	0.9x	5.4x
Mean	\$ 60,040.10	\$ 193.44	(0.3%)	2.1%	69.8%	62.7%	1.4x	6.8x
Median	\$ 30,392.51	\$ 187.08	(0.5%)	1.8%	82.5%	82.5%	1.4x	6.2x

Public Comps (TEV / Revenue)



Public Comps (TEV / EBITDA)



Source: Pitchbook

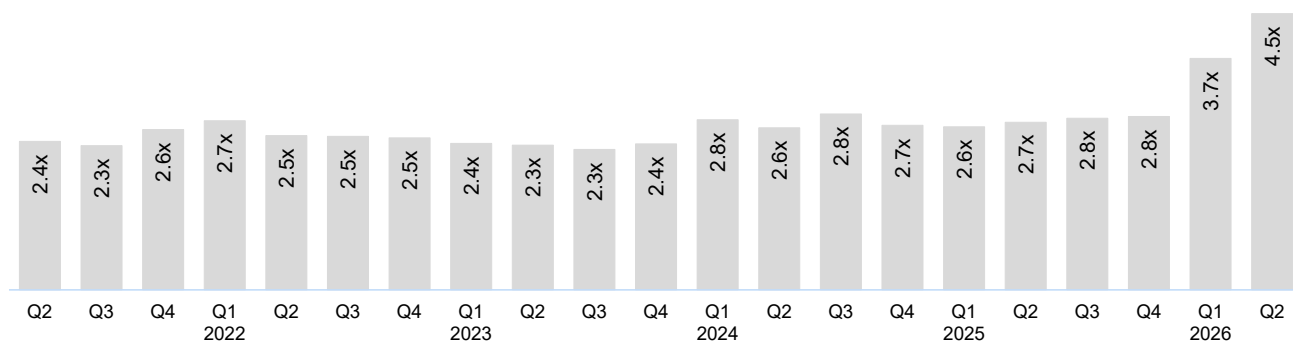
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Public Comparable Companies

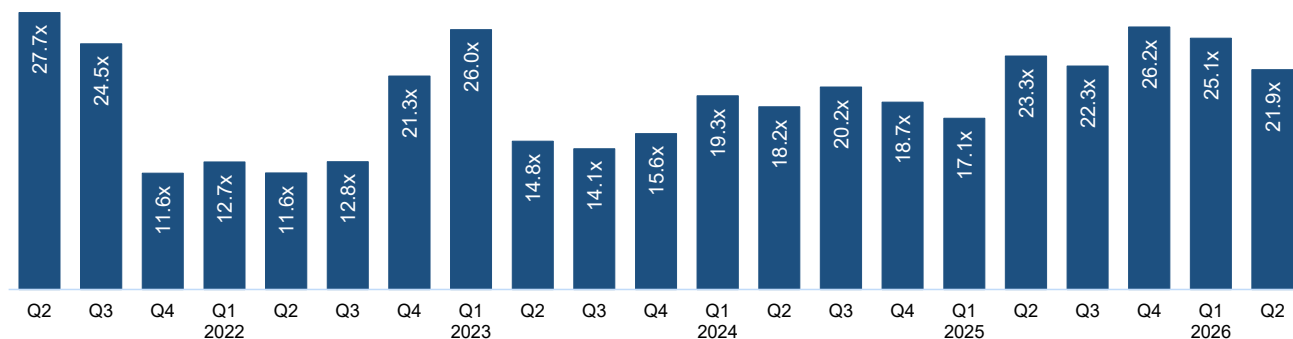
Assisted Living / Long-Term Care

Company Name	Enterprise	Share	Price Change		LTM Margins		TEV / LTM:		
	Value (\$mm)	Stock Price	3 month	12 month	Gross	EBITDA	Revenue	EBITDA	
Assisted Living / Long-Term Care									
Brookdale Senior Living	\$ 9,088.59	\$ 16.09	20.1%	131.2%	26.4%	26.4%	2.9x	24.6x	
The Ensign Group	\$ 11,021.71	\$ 160.30	(20.0%)	3.9%	15.9%	15.9%	2.1x	19.3x	
Sonida Senior Living	\$ 3,473.96	\$ 40.80	30.6%	63.5%			8.4x	NM	
Mean	\$ 7,861.42	\$ 72.40	10.2%	66.2%	21.2%	21.2%	4.5x	21.9x	
Median	\$ 9,088.59	\$ 40.80	20.1%	63.5%	21.2%	21.2%	2.9x	21.9x	

Public Comps (TEV / Revenue)



Public Comps (TEV / EBITDA)



Source: Pitchbook

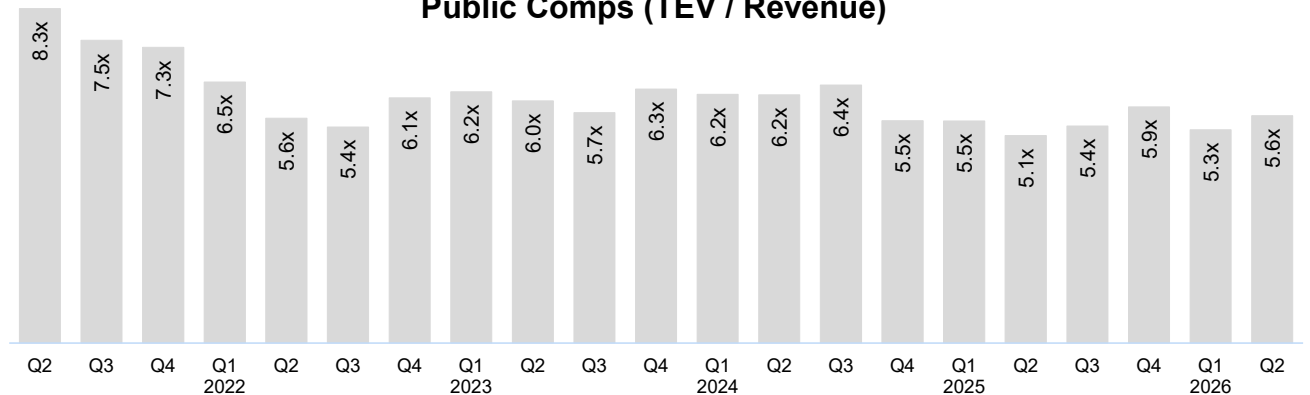
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Public Comparable Companies

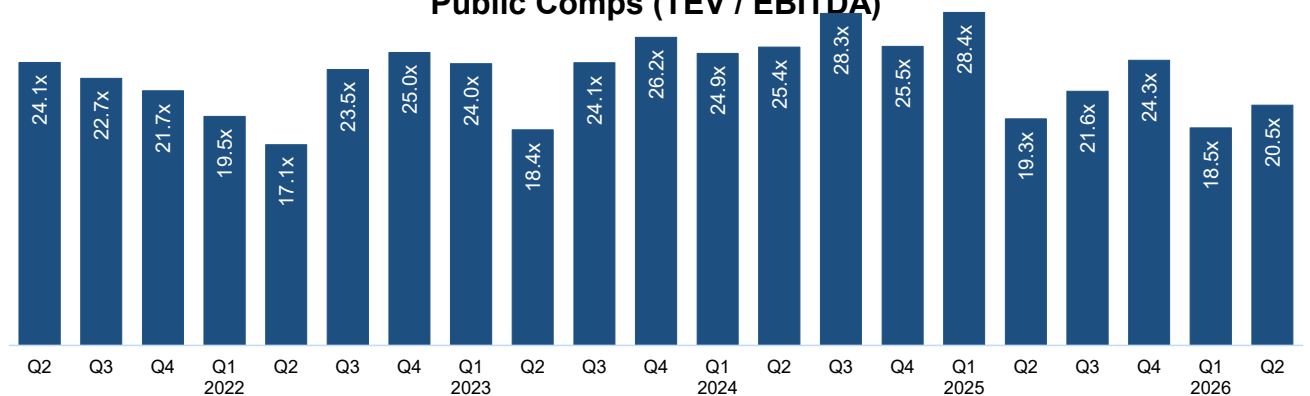
Biotechnology

Company Name	Enterprise	Share	Price Change		LTM Margins		TEV / LTM:		
	Value (\$mm)	Stock Price	3 month	12 month	Gross	EBITDA	Revenue	EBITDA	
Biotechnology									
AbbVie	\$ 508,106.75	\$ 251.64	18.1%	35.6%	70.7%	70.7%	8.1x	30.5x	
Bristol-Myers Squibb	\$ 153,640.15	\$ 57.62	(3.5%)	24.5%	70.5%	70.5%	3.2x	10.2x	
Amgen	\$ 240,724.16	\$ 362.12	3.8%	29.7%	68.3%	68.3%	6.5x	14.4x	
Vertex Pharmaceuticals	\$ 120,812.56	\$ 496.73	12.1%	11.6%	86.2%	86.2%	9.9x	24.6x	
Biogen	\$ 34,177.68	\$ 216.06	15.2%	72.0%	75.5%	75.5%	3.4x	13.3x	
Regeneron Pharmaceuticals	\$ 59,323.83	\$ 623.54	(16.8%)	18.8%	84.5%	84.5%	4.0x	11.8x	
Idexx Laboratories	\$ 42,432.09	\$ 526.44	(5.5%)	(1.8%)	62.1%	62.1%	9.5x	27.3x	
Incyte	\$ 18,670.91	\$ 113.36	25.5%	66.5%	92.5%	92.5%	3.5x	10.6x	
BioMarin Pharmaceutical	\$ 10,276.90	\$ 57.22	4.4%	4.1%	76.5%	76.5%	3.2x	25.4x	
Merit Medical Systems	\$ 4,469.95	\$ 69.34	1.0%	(25.8%)	48.7%	48.7%	2.9x	13.4x	
Veracyte	\$ 4,286.50	\$ 58.73	92.9%	117.3%	70.9%	70.9%	7.9x	43.4x	
Mean	\$ 108,811.04	\$ 257.53	13.4%	32.0%	73%	73.3%	5.6x	20.5x	
Median	\$ 42,432.09	\$ 216.06	4.4%	24.5%	70.9%	70.9%	4.0x	14.4x	

Public Comps (TEV / Revenue)



Public Comps (TEV / EBITDA)



Source: Pitchbook

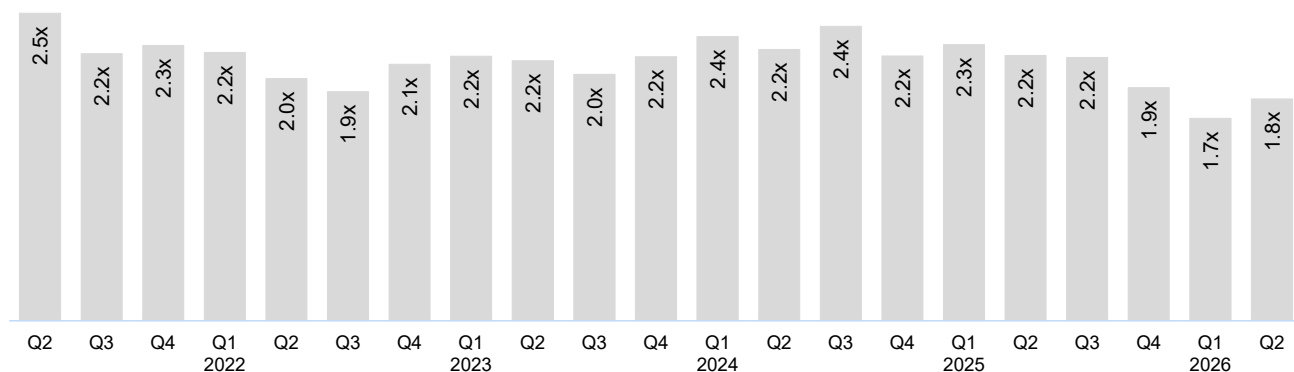
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Public Comparable Companies

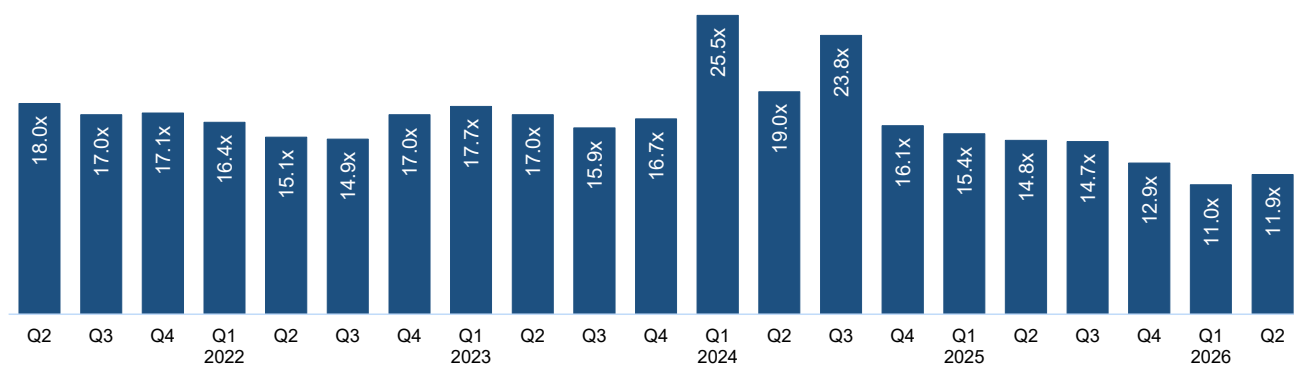
Home Care / Hospice

Company Name	Enterprise	Share	Price Change		LTM Margins		TEV / LTM:	
	Value (\$mm)	Stock Price	3 month	12 month	Gross	EBITDA	Revenue	EBITDA
Home Care / Hospice								
Encompass Health	\$ 13,551.44	\$ 101.08	3.7%	(17.6%)	95.8%	95.8%	2.2x	9.3x
Chemed	\$ 6,402.36	\$ 465.74	24.5%	(4.4%)	32.4%	32.4%	2.5x	15.7x
Aveanna Healthcare Holdings	\$ 3,179.19	\$ 8.57	34.3%	63.9%	33.0%	33.0%	1.3x	10.7x
Addus HomeCare	\$ 1,910.93	\$ 100.47	6.5%	(12.8%)	32.5%	32.5%	1.3x	12.0x
Mean	\$ 6,260.98	\$ 168.97	17.2%	7.3%	48%	48.4%	1.8x	11.9x
Median	\$ 4,790.77	\$ 100.00	15.5%	(8.6%)	32.7%	32.7%	1.8x	11.4x

Public Comps (TEV / Revenue)



Public Comps (TEV / EBITDA)



Source: Pitchbook

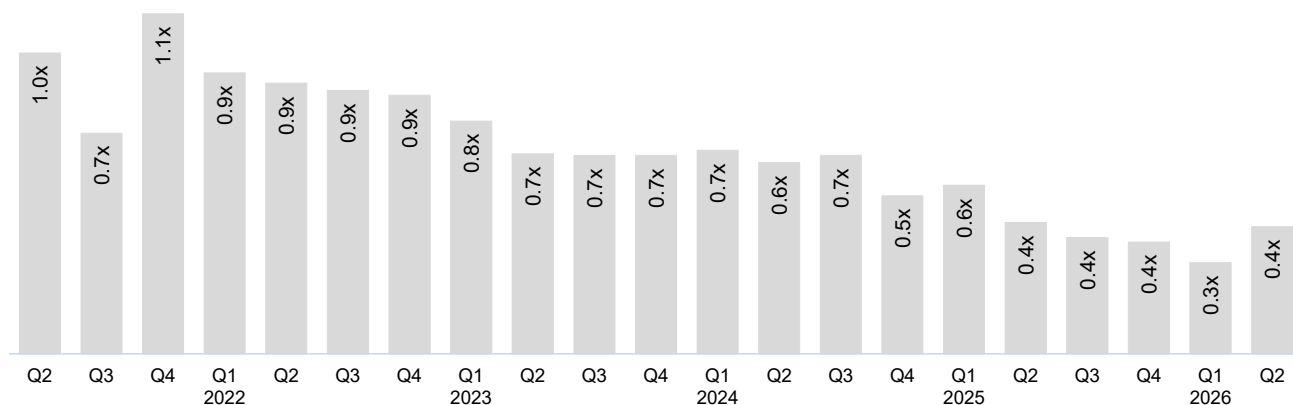
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Public Comparable Companies

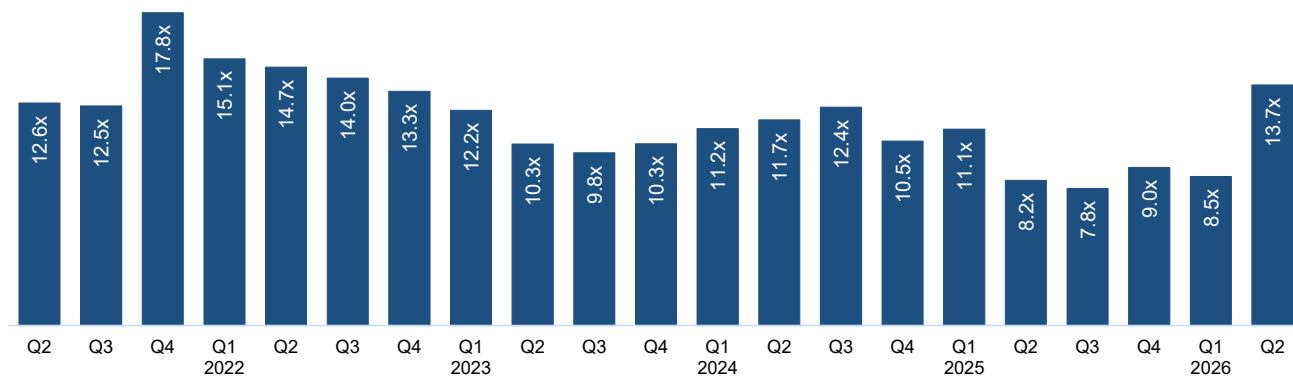
Managed Healthcare

Company Name	Enterprise	Share	Price Change		LTM Margins		TEV / LTM:	
	Value (\$mm)	Stock Price	3 month	12 month	Gross	EBITDA	Revenue	EBITDA
Managed Healthcare								
UnitedHealth Group	\$ 431,578.06	\$ 415.63	58.8%	33.2%	18.8%	18.8%	1.0x	18.9x
The Cigna Group	\$ 96,258.29	\$ 275.68	6.8%	(16.6%)	8.8%	8.8%	0.3x	7.7x
Elevance Health	\$ 106,308.21	\$ 386.73	35.8%	(0.6%)	NM	NM	0.5x	11.6x
Humana (Life and Health Insu	\$ 56,798.83	\$ 397.22	139.3%	62.5%	NM	NM	0.4x	19.4x
Centene	\$ 24,426.83	\$ 64.19	101.9%	18.3%	7.2%	7.2%	0.1x	NM
Molina Healthcare	\$ 6,611.27	\$ 228.70	74.0%	(23.2%)	8.5%	8.5%	0.1x	10.7x
Mean	\$ 120,330.25	\$ 294.69	69.4%	12.3%	10.8%	10.8%	0.4x	13.7x
Median	\$ 76,528.56	\$ 331.21	66.4%	8.8%	8.6%	8.6%	0.4x	11.6x

Public Comps (TEV / Revenue)



Public Comps (TEV / EBITDA)



Source: Pitchbook

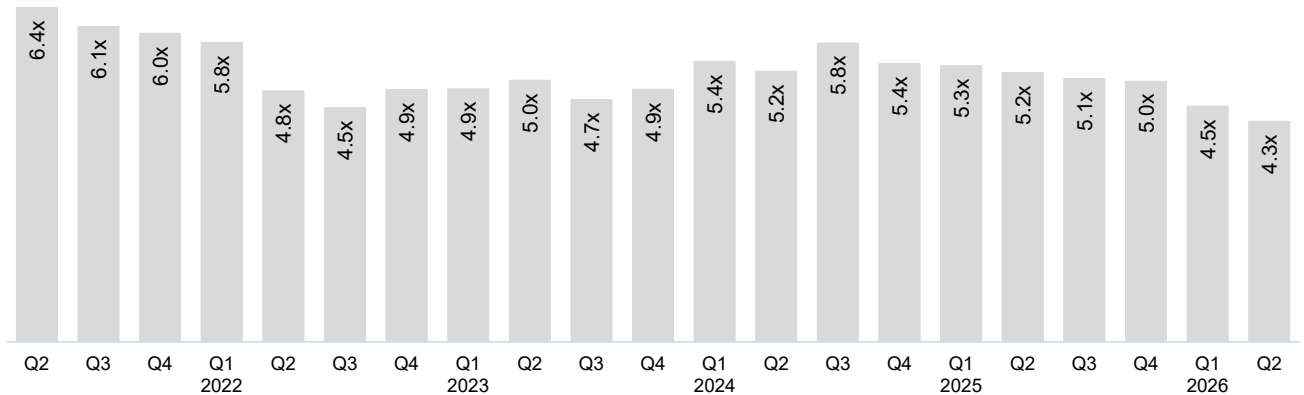
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Public Comparable Companies

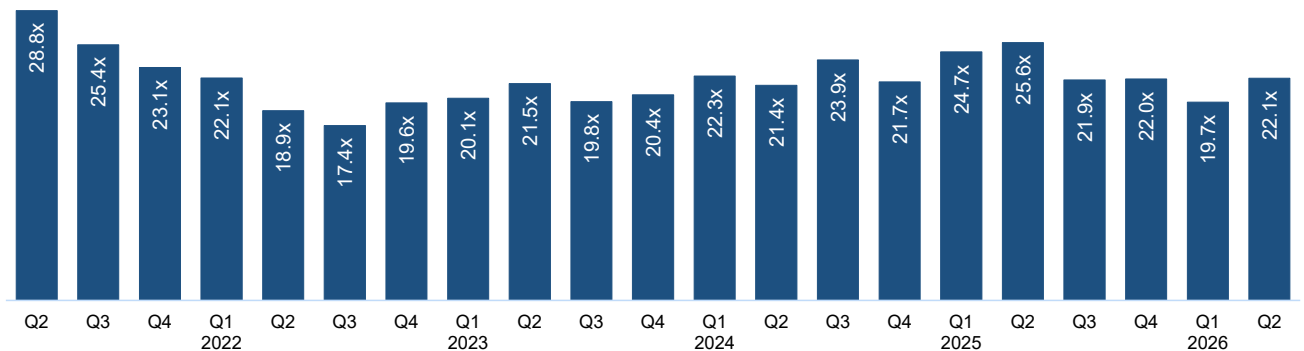
Medical Equipment

Company Name	Enterprise		Share		Price Change		LTM Margins		TEV / LTM:	
	Value (\$mm)		Stock Price		3 month	12 month	Gross	EBITDA	Revenue	EBITDA
Medical Equipment										
Johnson & Johnson	\$ 644,296.89	\$	253.97		4.7%	66.3%	67.8%	67.8%	6.7x	19.7x
Abbott	\$ 185,444.13	\$	90.74		(10.9%)	(33.3%)	56.3%	56.3%	4.1x	16.1x
Danaher	\$ 147,607.15	\$	190.48		3.6%	(3.6%)	58.9%	58.9%	6.0x	21.0x
Medtronic	\$ 119,487.94	\$	78.23		(8.8%)	(10.3%)	65.0%	65.0%	3.3x	12.1x
Stryker	\$ 132,455.30	\$	314.84		(3.5%)	(20.4%)	63.8%	63.8%	5.2x	22.8x
Boston Scientific	\$ 73,253.64	\$	42.68		(32.2%)	(60.3%)	69.2%	69.2%	3.6x	13.4x
Baxter International	\$ 18,654.12	\$	21.32		34.9%	(29.6%)	30.1%	30.1%	1.6x	26.5x
Teleflex	\$ 7,987.99	\$	126.76		10.3%	7.1%	45.9%	45.9%	3.6x	45.1x
Mean	\$ 166,148.39	\$	139.88		(0.2%)	(10.5%)	57.1%	57.1%	4.3x	22.1x
Median	\$ 125,971.62	\$	108.75		0.1%	(15.3%)	61.4%	61.4%	3.8x	20.3x

Public Comps (TEV / Revenue)



Public Comps (TEV / EBITDA)



Source: Pitchbook

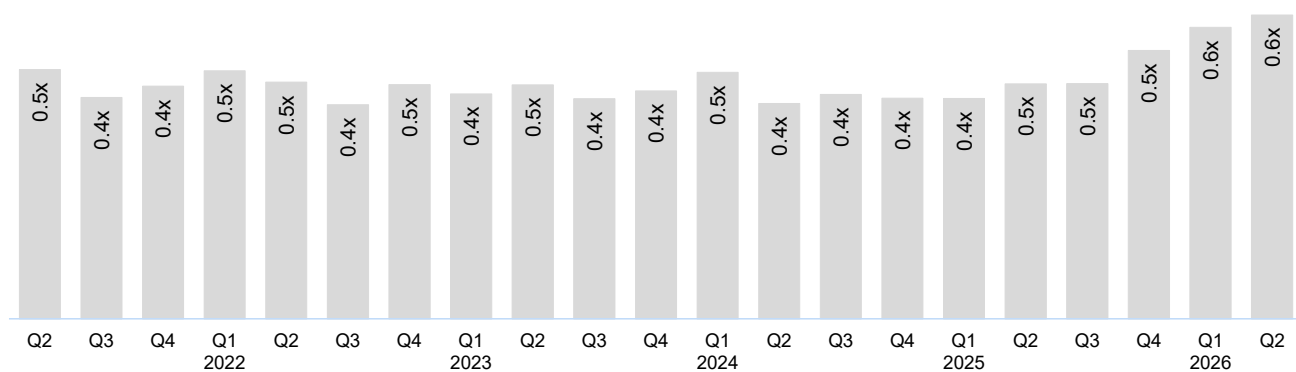
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Public Comparable Companies

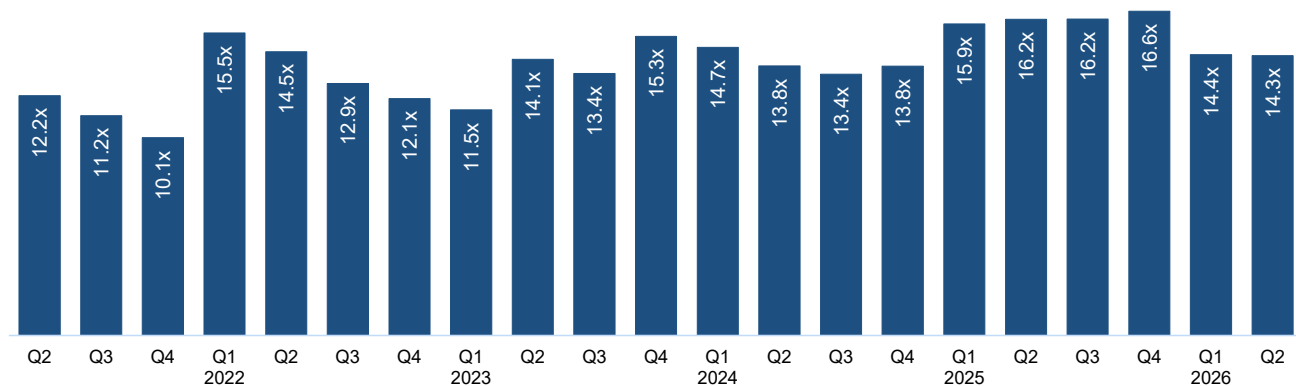
Medical / Surgical Supplies

Company Name	Enterprise	Share	Price Change		LTM Margins		TEV / LTM:	
	Value (\$mm)	Stock Price	3 month	12 month	Gross	EBITDA	Revenue	EBITDA
Medical/Surgical Supplies								
McKesson	\$ 94,440.94	\$ 755.60	(12.2%)	3.1%	3.6%	3.6%	0.2x	13.5x
Cardinal Health	\$ 60,776.94	\$ 237.56	15.1%	41.4%	3.8%	3.8%	0.2x	18.6x
Henry Schein	\$ 14,681.33	\$ 83.52	14.9%	14.3%	31.2%	31.2%	1.1x	15.5x
Accendra Health	\$ 2,095.69	\$ 3.42	58.3%	(62.4%)	46.0%	46.0%	0.8x	9.6x
Mean	\$ 42,998.73	\$ 270.03	19.1%	(0.9%)	21.1%	21.1%	0.6x	14.3x
Median	\$ 37,729.14	\$ 160.54	15.0%	8.7%	17.5%	17.5%	0.5x	14.5x

Public Comps (TEV / Revenue)



Public Comps (TEV / EBITDA)



Source: Pitchbook

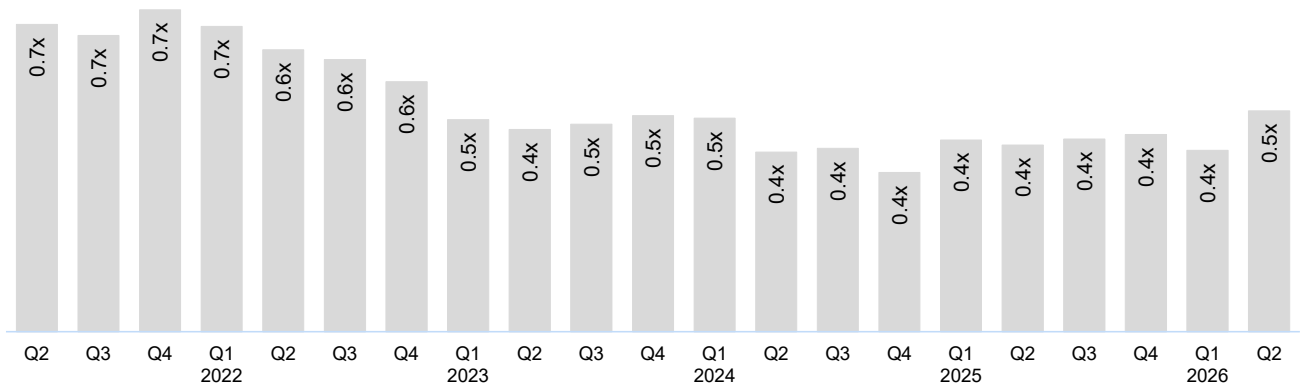
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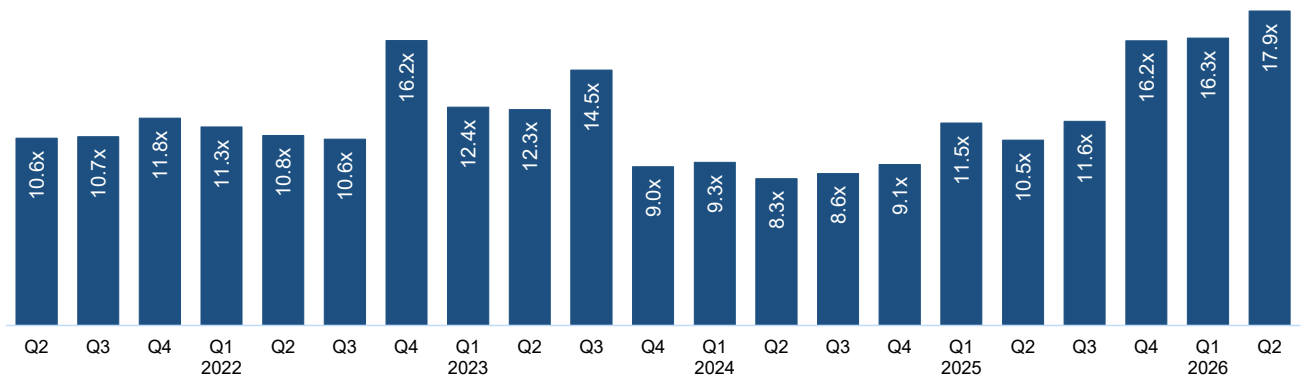
Retail / Specialty Pharmacy

Company Name	Enterprise	Share	Price Change		LTM Margins		TEV / LTM:	
	Value (\$mm)	Stock Price	3 month	12 month	Gross	EBITDA	Revenue	EBITDA
Retail/Specialty Pharmacy								
CVS Health	\$ 198,718.68	\$ 103.45	47.5%	50.0%	13.9%	13.9%	0.5x	17.9x
Mean	\$ 198,718.68	\$ 103.45	47.5%	50.0%	13.9%	13.9%	0.5x	17.9x
Median	\$ 198,718.68	\$ 103.45	47.5%	50.0%	13.9%	13.9%	0.5x	17.9x

Public Comps (TEV / Revenue)



Public Comps (TEV / EBITDA)



Source: Pitchbook

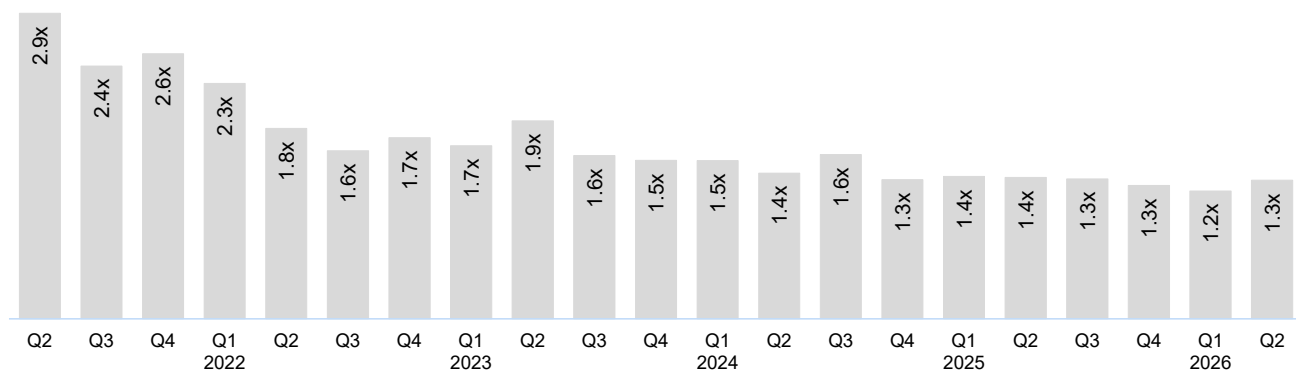
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Public Comparable Companies

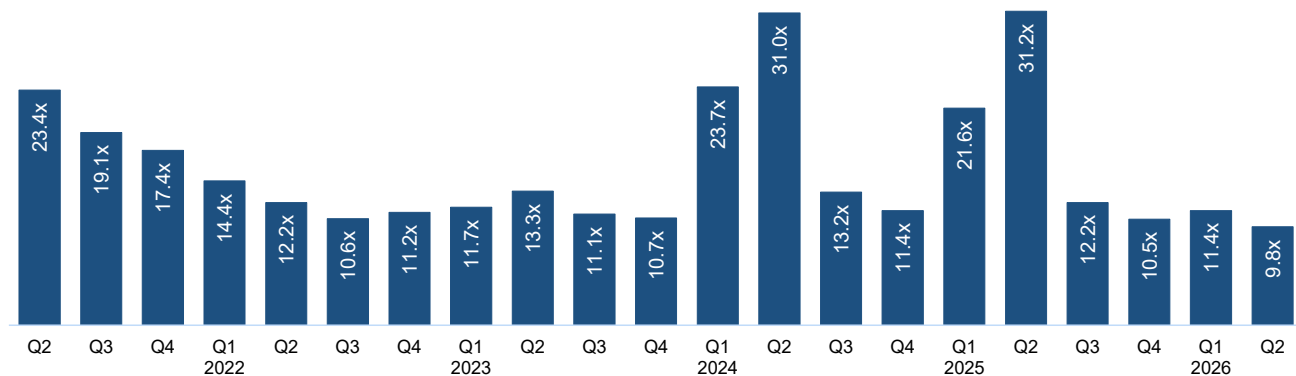
Staffing and Services

Company Name	Enterprise	Share	Price Change		LTM Margins		TEV / LTM:			
	Value (\$mm)	Stock Price	3 month	12 month	Gross	EBITDA	Revenue	EBITDA		
Staffing and Services										
Surgery Partners	\$	7,836.24	\$	16.80	44.8%	(24.4%)	22.8%	22.8%	2.3x	13.7x
AMN Healthcare Services	\$	1,471.68	\$	32.37	72.8%	56.6%	27.6%	27.6%	0.4x	7.3x
Pediatric Medical Group	\$	2,380.89	\$	25.33	21.8%	76.5%	26.1%	26.1%	1.2x	8.4x
Mean	\$	3,896.27	\$	24.83	46.5%	36.2%	25.5%	25.5%	1.3x	9.8x
Median	\$	2,380.89	\$	25.33	44.8%	56.6%	26.1%	26.1%	1.2x	8.4x
Healthcare Mean	\$	107,684.69	\$	218.33	16.3%	15.0%	55.3%	54.6%	3.4x	15.6x
Healthcare Median	\$	49,615.46	\$	188.78	5.6%	4.0%	63.8%	63.8%	3.0x	13.4x

Public Comps (TEV / Revenue)



Public Comps (TEV / EBITDA)



Source: Pitchbook

Note: All values based on publicly available data as of 06/30/2026

About Greenwich Capital Group

WORLD-CLASS ADVISORY SERVICES TO THE MIDDLE MARKET

Greenwich Capital Group LLC ("GCG") is a leading middle-market investment bank providing strategic and financial advisory services to closely-held and family-owned businesses, private equity firms, and public companies across key industries throughout the U.S.

We advise clients at pivotal moments including growth, succession, divestiture, and recapitalization, delivering senior-level execution, disciplined advice, and a relentless focus on maximizing value.

With deep sector insight and a client-first approach, GCG helps companies optimize deal terms and identify the right strategic or financial partners. Our work continues to shape middle-market transaction outcomes, earning repeat engagements and setting a higher standard for strategic thinking, execution excellence, and long-term client success.

FOUR OFFICES • NATIONAL REACH

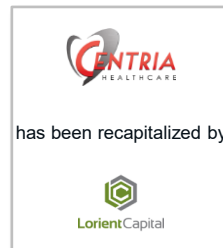
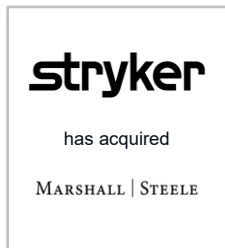


M&A Advisory	Capital Advisory	Financial Advisory
- Sell-side advisory - Buy-side advisory - Joint ventures - Corporate divestitures	- Debt raising advisory - Equity raising advisory - Recapitalization	- Corporate development services - Strategic options analysis - Valuations & opinions - ESOP advisory

Independent & Focused Advice	Senior Level Attention	Industry Experience	Entrepreneurial & Collaborative
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Healthcare Expertise

SELECT TRANSACTIONS



SECTOR LEADERSHIP



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Healthcare Leader
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Healthcare Expertise

GCG offers a unique breadth and depth of expertise in Healthcare from both an operational and transactional standpoint. Our professionals bring direct experience in senior operating roles within the industry to augment our investment banking and consulting services.

Healthcare is an evolving industry facing many opportunities and challenges. GCG's healthcare investment banking team leverages its deep industry knowledge and experience to provide strategic financial solutions for our clients in this rapidly changing environment. Our professionals are dedicated to understanding complex industry dynamics while providing merger and acquisition advisory services to companies and investors across several sectors in Healthcare.

For additional perspective or to discuss M&A related opportunities in the Healthcare sector, please reach out to GCG's Healthcare practice leader, Joe Schmitt. For more information, please visit www.greenwichgp.com.

Data Sources: We have based our findings on data provided by industry recognized sources. Data and information for this publication was collated from the Pitchbook database. For more information on this or anything else related to our research, please email info@greenwichgp.com.

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