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2016 Top 25 Firm

as ranked by Accounting Today

2015 Best of the Best Firm

as ranked by Accounting Today

2014 Fastest Growing Firm

as ranked by Inside Public Accounting

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MARKET HIGHLIGHTS

With an increase of 14.7%, 28.7%, and 37.5%, the S&P 500 Health Equipment & Supplies (Industry) Index has outperformed the S&P 500 Index by far over the past 6, 12, and 24 months, respectively. However, the increase over the past quarter was slightly lower than the S&P 500, potentially indicating a cooling down of the sector.

The Surgical Devices sector had the highest median LTM revenue multiple (5.72x) in Q3. The Cardiovascular Devices sector had the highest LTM EBITDA multiple (18.05x). Valuation momentum largely carries on: In most sectors, LTM revenue as well as EBITDA multiples had increased over both the last 3 months and 12 months with the exception being Ophthalmology Devices (3 months) and Orthopedics (EBITDA multiples).

With the exception of the Ophthalmology sector which declined 2.0%, all sectors median price increased during the past 3 months with the median price increases between 4.6% and 17.7%. From a twelve month perspective the outlook was very positive. All sectors had substantial price increases, with the median increase between 20.4% and 38.6%.

The three best individual performers in Q3 were Alphatec Holdings (+123.7%), Nevro (+41.5%) and Wright Medical Group (+41.2%). The individual companies that declined the most in Q3 were Avinger (-60.0%) and Integer Holdings (-29.9%).

From an EPS perspective, each sector had at least one company with more than \$3.00 per share of earnings in 2015. **The top earning company overall in 2015 was Intuitive Surgical (\$15.54).**

The largest M&A announcements in Q3 were Chace's acquisition of Abbott Medical Optics for \$4.3B and Danaher's acquisition of Cepheid for \$4.1B. The largest two transactions that closed in Q3 were Patricia Industries acquisition of Laborie Medical Technologies for \$660M and Myriad Genetics acquisition of AssureRx Health for \$410M.

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Medical Devices Industry Analyst*

MARKET SECTOR	Median % Change		PEG Ratio	Earnings Ratio	
	Price			LTM	2016E
	3 mo	12 mo	2016E	LTM	2016E
Diversified Medical Devices and Conglomerates	4.6%	26.8%	2.2x	30.9x	23.8x
Cardiovascular Devices	17.7%	38.6%	2.0x	37.2x	21.2x
Ophthalmology Devices	(2.0%)	20.4%	1.7x	35.6x	30.1x
Orthopedics Devices	8.0%	38.2%	2.1x	25.9x	22.5x
Surgical Devices	9.6%	23.1%	2.4x	52.9x	29.9x

EV/REVENUE MULTIPLES

MARKET SECTOR	Median	LTM		NTM
		Median % Change		
	9/30/16	3 mo	12 mo	9/30/16
Diversified Medical Devices and Conglomerates	4.5x	2.7%	17.4%	4.2x
Cardiovascular Devices	4.7x	8.5%	31.4%	4.4x
Ophthalmology Devices	4.1x	(2.8%)	17.5%	4.9x
Orthopedics Devices	4.5x	2.0%	28.8%	4.0x
Surgical Devices	5.7x	6.2%	12.8%	3.9x

EV/EBITDA MULTIPLES

MARKET SECTOR	Median	Median % Change		NTM
		LTM EBITDA Multiples		
	9/30/16	3 mo	12 mo	9/30/16
Diversified Medical Devices and Conglomerates	16.6x	1.3%	21.6%	14.6x
Cardiovascular Devices	18.1x	2.8%	26.2%	14.5x
Ophthalmology Devices	17.8x	(4.7%)	14.5%	15.0x
Orthopedics Devices	14.5x	(1.0%)	20.7%	14.4x
Surgical Devices	15.8x	1.9%	30.6%	18.3x

INDICIES	Price	% Change			
		3 mo	6 mo	12 mo	24 mo
S&P 500 Index	2,168	3.3%	5.1%	12.9%	9.9%
Dow Jones Industrial Average	18,308	2.1%	3.3%	12.4%	7.4%
NASDAQ Composite Index	5,312	9.7%	9.1%	15.0%	18.2%
Russell 2000 Index	1,252	8.7%	12.7%	13.7%	13.6%
S&P 500 Sector Indices - Health Care Sector Index	834	0.5%	6.1%	8.8%	12.7%
S&P 500 Health Care Equipment & Supplies (Industry) Index	1,037	3.2%	14.7%	28.7%	37.5%

Source: Capital IQ. (\$ in '000, except per share)

COMPANY	TICKER	Price 9/30/16	% Change		52-Week		Market Cap	Ent Val (TEV)	LTM		NTM		EPS		Earnings Ratio		PEG Ratio 2016	
			3 mo	12 mo	High	Low			Rev	EBITDA	Rev	EBITDA	2015	2016	LTM	2016		
Diversified Medical Devices and Conglomerates																		
Johnson & Johnson	JNJ	\$118.13	(2.6%)	26.5%	\$126.07	\$91.84	\$ 323,190	\$306,877	\$70,877	\$23,042	\$73,785	\$24,881	\$ 5.48	\$ 6.69	22.0x	18.6x	3.3x	
3M Company	MMM	176.23	0.6%	24.3%	182.27	134.64	106,513	116,445	30,081	8,618	30,618	8,973	7.58	8.21	22.5x	21.7x	2.3x	
Becton, Dickinson and Company	BDX	179.73	6.0%	35.5%	181.76	129.50	38,269	48,472	12,312	3,209	12,466	3,961	3.35	8.57	34.3x	20.5x	1.8x	
Baxter International Inc.	BAX	47.60	5.3%	44.9%	49.49	32.18	25,889	26,428	10,050	1,740	10,306	2,004	0.72	1.72	5.5x	28.5x	2.2x	
CR Bard Inc.	BCR	224.28	(4.6%)	20.4%	239.43	172.21	16,474	17,317	3,528	1,070	3,782	1,226	1.77	10.10	NM	23.2x	2.4x	
ResMed Inc.	RMD	64.79	2.5%	27.1%	70.90	50.58	9,128	9,572	1,839	532	2,079	593	2.47	2.69	26.0x	23.8x	2.2x	
Teleflex Incorporated	TFX	168.05	(5.2%)	35.3%	188.79	122.14	7,400	8,008	1,816	452	1,921	530	4.91	7.32	30.9x	25.1x	2.4x	
Masimo Corporation	MASI	59.49	13.3%	54.3%	60.52	33.03	2,936	2,995	657	135	709	163	1.55	2.02	31.2x	28.6x	2.0x	
Nevro Corp.	NVRO	104.39	41.5%	125.0%	106.93	36.51	2,975	2,820	146	(45)	267	(29)	(2.54)	(1.44)	NM	NM	NM	
Penumbra, Inc.	PEN	75.99	27.7%	NA	79.49	NA	2,360	2,220	228	7	NA	(4)	0.08	(0.17)	NM	NM	NM	
Natus Medical Inc.	BABY	39.29	3.9%	(0.4%)	51.05	29.54	1,278	1,192	378	70	395	79	1.14	1.58	33.9x	24.7x	1.3x	
Abaxis, Inc.	ABAX	51.62	9.3%	NA	58.15	37.71	1,163	1,027	224	53	246	50	0.91	1.32	38.2x	NM	NM	
NovoCure Limited	NVCR	8.54	(26.8%)	0.0%	30.89	7.30	733	555	52	NM	NA	NM	(3.67)	(1.33)	NM	NM	NM	
AtriCure, Inc.	ATRC	15.82	12.0%	(27.8%)	23.24	13.44	525	522	143	(23)	168	(14)	(0.97)	(1.16)	NM	NM	NM	
Median			4.6%	26.8%											30.9x	23.8x	2.2x	

EV/REVENUE MULTIPLES

COMPANY	TICKER	TTM		% Change		NTM	
		Trailing	9/30/16	3 mo	12 mo		3 mo
Diversified Medical Devices and Conglomerates							
Johnson & Johnson	JNJ	4.3x	4.5x	3.4x	(4.2%)	27.2%	4.2x
3M Company	MMM	3.9x	3.8x	3.0x	0.6%	28.7%	3.8x
Becton, Dickinson and Company	BDX	3.9x	3.8x	4.2x	3.0%	(6.1%)	3.9x
Baxter International Inc.	BAX	2.6x	2.5x	1.6x	5.0%	68.3%	2.6x
CR Bard Inc.	BCR	4.9x	5.3x	4.2x	(6.8%)	17.4%	4.6x
ResMed Inc.	RMD	5.2x	4.8x	4.0x	7.4%	29.6%	4.6x
Teleflex Incorporated	TFX	4.4x	4.7x	3.3x	(5.7%)	33.3%	4.2x
Masimo Corporation	MASI	4.6x	4.2x	3.3x	9.8%	37.2%	4.2x
Nevro Corp.	NVRO	19.4x	19.2x	26.8x	1.1%	(27.8%)	10.5x
Penumbra, Inc.	PEN	9.7x	8.2x	8.5x	18.8%	14.3%	NM
Natus Medical Inc.	BABY	3.2x	3.1x	3.2x	2.5%	(2.8%)	3.0x
Abaxis, Inc.	ABAX	4.6x	4.3x	4.1x	7.8%	11.8%	4.2x
NovoCure Limited	NVCR	10.6x	18.9x	NM	(43.9%)	NM	NM
AtriCure, Inc.	ATRC	3.7x	3.4x	4.9x	8.0%	(25.6%)	3.1x
Median		4.5x	4.4x	4.0x	2.7%	17.4%	4.2x

COMPANY	TICKER	TTM		% Change		NTM	
		Trailing	9/30/16	3 mo	12 mo		3 mo
Diversified Medical Devices and Conglomerates							
Johnson & Johnson	JNJ	13.3x	14.3x	10.4x	(6.6%)	28.3%	12.3x
3M Company	MMM	13.5x	13.5x	11.0x	(0.1%)	22.9%	13.0x
Becton, Dickinson and Company	BDX	15.1x	14.7x	16.3x	2.6%	(7.5%)	12.2x
Baxter International Inc.	BAX	15.2x	15.7x	6.2x	(3.4%)	143.8%	13.2x
CR Bard Inc.	BCR	16.2x	17.4x	13.5x	(7.0%)	20.1%	14.1x
ResMed Inc.	RMD	18.0x	17.3x	14.0x	4.2%	28.6%	16.1x
Teleflex Incorporated	TFX	17.7x	19.7x	14.7x	(10.3%)	20.4%	15.1x
Masimo Corporation	MASI	22.2x	21.0x	16.6x	5.4%	33.6%	18.3x
Nevro Corp.	NVRO	NM	NM	NM	NM	NM	NM
Penumbra, Inc.	PEN	NM	NM	NM	NM	NM	NM
Natus Medical Inc.	BABY	17.0x	16.6x	16.5x	2.7%	3.4%	15.2x
Abaxis, Inc.	ABAX	19.2x	17.6x	19.8x	9.4%	(3.0%)	20.0x
NovoCure Limited	NVCR	NM	NM	NM	NM	NM	NM
AtriCure, Inc.	ATRC	NM	NM	NM	NM	NM	NM
Median		16.6x	16.9x	14.3x	1.3%	21.6%	14.6x

EV/EBITDA MULTIPLES

COMPANY	TICKER	TTM		% Change		NTM	
		Trailing	9/30/16	3 mo	12 mo		3 mo
Diversified Medical Devices and Conglomerates							
Johnson & Johnson	JNJ	13.3x	14.3x	10.4x	(6.6%)	28.3%	12.3x
3M Company	MMM	13.5x	13.5x	11.0x	(0.1%)	22.9%	13.0x
Becton, Dickinson and Company	BDX	15.1x	14.7x	16.3x	2.6%	(7.5%)	12.2x
Baxter International Inc.	BAX	15.2x	15.7x	6.2x	(3.4%)	143.8%	13.2x
CR Bard Inc.	BCR	16.2x	17.4x	13.5x	(7.0%)	20.1%	14.1x
ResMed Inc.	RMD	18.0x	17.3x	14.0x	4.2%	28.6%	16.1x
Teleflex Incorporated	TFX	17.7x	19.7x	14.7x	(10.3%)	20.4%	15.1x
Masimo Corporation	MASI	22.2x	21.0x	16.6x	5.4%	33.6%	18.3x
Nevro Corp.	NVRO	NM	NM	NM	NM	NM	NM
Penumbra, Inc.	PEN	NM	NM	NM	NM	NM	NM
Natus Medical Inc.	BABY	17.0x	16.6x	16.5x	2.7%	3.4%	15.2x
Abaxis, Inc.	ABAX	19.2x	17.6x	19.8x	9.4%	(3.0%)	20.0x
NovoCure Limited	NVCR	NM	NM	NM	NM	NM	NM
AtriCure, Inc.	ATRC	NM	NM	NM	NM	NM	NM
Median		16.6x	16.9x	14.3x	1.3%	21.6%	14.6x

Source: Capital IQ. (\$ in '000, except per share)

COMPANY	TICKER	Price 9/30/16	% Change		52-Week		Market Cap	Ent Val (TEV)	LTM		NTM		EPS		Earnings Ratio		PEG Ratio 2016E	
			3 mo	12 mo	High	Low			Rev	EBITDA	Rev	EBITDA	2015	2016	LTM	2016		
Cardiovascular Devices																		
Medtronic plc	MDT	\$86.40	(0.4%)	29.1%	\$89.27	\$67.23	\$ 119,399	\$ 138,809	\$28,725	\$ 8,756	\$30,526	\$10,104	\$ 2.41	\$ 4.37	33.6x	NM	NM	
Boston Scientific Corporation	BSX	23.80	1.8%	45.0%	24.79	15.67	32,386	37,375	7,878	2,013	8,523	2,314	(0.18)	1.10	NM	21.2x	2.0x	
Edwards Lifesciences Corp.	EW	120.56	20.9%	69.6%	121.73	70.62	25,665	25,207	2,743	819	3,189	933	2.25	2.87	49.8x	41.5x	2.4x	
St. Jude Medical Inc.	STJ	79.76	2.3%	26.4%	84.00	48.83	22,778	28,460	5,796	1,634	6,193	1,970	3.07	4.06	34.7x	19.5x	1.9x	
ABIOMED, Inc.	ABMD	128.58	17.7%	38.6%	131.16	67.81	5,528	5,304	359	76	476	115	2.65	0.79	NM	NM	NM	
Cardiovascular Systems Inc.	CSII	23.74	29.2%	49.9%	25.22	7.50	792	730	177	NM	NM	NM	(1.04)	(1.62)	NM	NM	NM	
Integer Holdings Corporation	ITGR	21.69	(29.9%)	(61.6%)	61.06	20.62	668	2,390	1,145	217.5	1,393	295.0	(0.29)	2.61	NM	8.8x	0.7x	
AngioDynamics Inc.	ANGO	17.54	22.1%	33.0%	17.62	9.71	645	733	351	NM	359	NM	(0.09)	0.56	NM	NM	NM	
LeMaitre Vascular, Inc.	LMAT	19.84	39.0%	62.8%	22.50	11.96	366	337	82	16.7	92	21.0	0.42	0.55	39.8x	35.7x	2.0x	
Median			17.7%	38.6%											37.2x	21.2x	2.0x	

EV/REVENUE MULTIPLES

COMPANY	TICKER	TTM					NTM
		Trailing		% Change			
		9/30/16	3 mo	12 mo	3 mo		
Cardiovascular Devices							
Medtronic plc	MDT	4.8x	4.8x	4.9x	(0.2%)	(0.4%)	4.5x
Boston Scientific Corporation	BSX	4.7x	4.9x	3.6x	(2.7%)	31.4%	4.4x
Edwards Lifesciences Corp.	EW	9.2x	8.0x	6.0x	15.1%	54.4%	7.9x
St. Jude Medical Inc.	STJ	4.9x	4.9x	3.7x	(0.7%)	32.8%	4.6x
ABIOMED, Inc.	ABMD	14.8x	13.6x	14.7x	8.5%	0.5%	11.2x
Cardiovascular Systems Inc.	CSII	4.1x	3.1x	2.4x	34.6%	71.4%	3.6x
Integer Holdings Corporation	ITGR	2.1x	2.7x	2.3x	(23.8%)	(8.9%)	1.7x
AngioDynamics Inc.	ANGO	2.1x	1.8x	1.7x	16.3%	23.6%	2.0x
LeMaitre Vascular, Inc.	LMAT	4.1x	3.0x	2.6x	37.9%	55.8%	3.7x
Median		4.7x	4.8x	3.6x	8.5%	31.4%	4.4x

EV/EBITDA MULTIPLES

COMPANY	TICKER	TTM					NTM
		Trailing		% Change			
		9/30/16	3 mo	12 mo	3 mo		
Cardiovascular Devices							
Medtronic plc	MDT	15.9x	16.0x	16.3x	(0.9%)	(2.6%)	13.7x
Boston Scientific Corporation	BSX	18.6x	19.1x	15.1x	(2.8%)	23.1%	16.2x
Edwards Lifesciences Corp.	EW	30.8x	27.8x	21.8x	10.6%	41.0%	27.0x
St. Jude Medical Inc.	STJ	17.4x	17.4x	12.0x	(0.1%)	44.9%	14.4x
ABIOMED, Inc.	ABMD	69.4x	64.6x	75.2x	7.4%	(7.7%)	46.0x
Cardiovascular Systems Inc.	CSII	NM	NM	NM	NM	NM	NM
Integer Holdings Corporation	ITGR	11.0x	14.7x	12.8x	(25.2%)	(14.2%)	7.9x
AngioDynamics Inc.	ANGO	17.5x	16.6x	13.6x	5.6%	29.3%	13.3x
LeMaitre Vascular, Inc.	LMAT	20.2x	15.2x	15.0x	33.4%	34.7%	14.5x
Median		18.1x	17.0x	15.1x	2.8%	26.2%	14.5x

Source: Capital IQ. (\$ in '000, except per share)

COMPANY	TICKER	Price 9/30/16	% Change		52-Week		Market Cap	Ent Val (TEV)	LTM		NTM		EPS		Earnings Ratio		PEG Ratio 2016E	
			3 mo	12 mo	High	Low			Rev	EBITDA	Rev	EBITDA	2015	2016	LTM	2016		
Ophthalmology Devices																		
The Cooper Companies Inc.	COO	\$179.26	4.5%	20.4%	\$ 190.99	\$ 119.28	\$ 8,738	\$ 10,126	\$ 1,904	\$ 587	\$ 2,072	\$ 680	\$ 4.14	\$ 8.43	35.1x	21.2x	1.8x	
Carl Zeiss Meditec AG	AFX	38.25	(5.5%)	37.1%	42.23	27.71	3,110	3,162	1,225	172	1,302	210	0.86	1.32	35.6x	30.1x	1.6x	
IRIDEX Corporation	IRIX	14.49	(2.0%)	90.4%	16.64	7.35	147	135	46	1	51	3	0.05	(0.03)	222.3x	94.4x	NM	
Second Sight Medical Products, Inc.	EYES	3.52	(1.7%)	(40.6%)	8.48	3.17	149	125	7	(23)	11	NM	(0.56)	(0.62)	NM	NM	NM	
Presbia PLC	LENS	0.00	(3.8%)	(20.6%)	9.38	0.00	58	44	0	(16)	NA	(14)	(1.40)	(0.99)	NM	NM	NM	
Median			(2.0%)	20.4%											35.6x	30.1x	1.7x	

EV/REVENUE MULTIPLES

COMPANY	TICKER	TTM					NTM
		Trailing		% Change			
		9/30/16	3 mo	12 mo	3 mo		
Ophthalmology Devices							
The Cooper Companies Inc.	COO	5.3x	5.3x	4.7x	1.3%	12.6%	4.9x
Carl Zeiss Meditec AG	AFX	2.6x	2.8x	2.1x	(7.0%)	22.3%	2.4x
IRIDEX Corporation	IRIX	3.0x	3.2x	1.5x	(8.5%)	91.4%	2.7x
Second Sight Medical Products, Inc.	EYES	18.7x	14.3x	28.6x	30.5%	(34.8%)	11.1x
Presbia PLC	LENS	NM	NM	NM	NM	NM	35.9x
Median		4.1x	4.2x	3.4x	(2.8%)	17.5%	4.9x

EV/EBITDA MULTIPLES

COMPANY	TICKER	TTM					NTM
		Trailing		% Change			
		9/30/16	3 mo	12 mo	3 mo		
Ophthalmology Devices							
The Cooper Companies Inc.	COO	17.3x	17.1x	15.6x	1.0%	10.5%	14.9x
Carl Zeiss Meditec AG	AFX	18.4x	20.5x	15.5x	(10.4%)	18.6%	15.0x
IRIDEX Corporation	IRIX	NM	NM	37.3x	NM	NM	51.2x
Second Sight Medical Products, Inc.	EYES	NM	NM	NM	NM	NM	NM
Presbia PLC	LENS	NM	NM	NM	NM	NM	NM
Median		17.8x	18.8x	15.6x	(4.7%)	14.5%	15.0x

COMPANY	TICKER	Price 9/30/16	% Change		52-Week		Market Cap	Ent Val (TEV)	LTM		NTM		EPS		Earnings Ratio		PEG Ratio 2016E	
			3 mo	12 mo	High	Low			Rev	EBITDA	Rev	EBITDA	2015	2016	LTM	2016		
Orthopedics Devices																		
Stryker Corporation	SYK	\$ 116.41	(2.9%)	23.7%	\$ 123.55	\$86.68	\$ 43,573	\$ 47,561	\$10,470	\$ 2,853	\$11,867	\$ 3,309	\$ 3.78	\$ 5.76	27.4x	21.3x	2.2x	
Zimmer Biomet Holdings, Inc.	ZBH	130.02	8.0%	38.4%	133.19	88.27	26,006	36,064	7,534	2,906	7,877	3,064	0.77	7.97	NM	15.8x	1.4x	
NuVasive, Inc.	NUVA	66.66	11.6%	38.2%	69.00	36.81	3,347	3,712	867	197	1,033	256	1.26	1.65	NM	40.4x	2.8x	
Wright Medical Group N.V.	WMGI	24.53	41.2%	16.7%	25.50	15.02	2,492	2,927	597	5	722	53	(3.68)	(0.48)	NM	NM	NM	
Exactech Inc.	EXAC	27.03	1.1%	55.1%	28.66	16.11	382	392	250	41	261	47	1.04	1.18	24.3x	23.6x	2.0x	
Median			8.0%	38.2%											25.9x	22.5x	2.1x	

EV/REVENUE MULTIPLES

COMPANY	TICKER
Orthopedics Devices	
Stryker Corporation	SYK
Zimmer Biomet Holdings, Inc.	ZBH
NuVasive, Inc.	NUVA
Wright Medical Group N.V.	WMGI
Exactech Inc.	EXAC
Median	

TTM						NTM
Trailing			% Change			
9/30/16	3 mo	12 mo	3 mo	12 mo		
4.5x	4.5x	3.5x	2.0%	28.8%	4.0x	
4.8x	5.0x	6.3x	(5.1%)	(24.3%)	4.6x	
4.3x	4.0x	3.1x	6.9%	37.5%	3.6x	
4.9x	4.3x	3.9x	14.7%	26.2%	4.1x	
1.6x	1.6x	1.0x	0.3%	51.7%	1.5x	
4.5x	4.3x	3.5x	2.0%	28.8%	4.0x	

EV/EBITDA MULTIPLES

TTM					NTM
Trailing			% Change		
9/30/16	3 mo	12 mo	3 mo	12 mo	
16.7x	16.5x	13.2x	1.1%	26.3%	14.4x
12.4x	13.0x	16.1x	(4.4%)	(23.1%)	11.8x
18.9x	19.4x	16.4x	(2.6%)	15.2%	14.5x
NM	NM	NM	NM	NM	54.9x
9.5x	9.4x	5.8x	0.7%	64.8%	8.3x
14.5x	14.7x	14.7x	(1.0%)	20.7%	14.4x

COMPANY	TICKER	Price 9/30/16	% Change		52-Week		Market Cap	Ent Val (TEV)	LTM		NTM		EPS		Earnings Ratio		PEG Ratio 2016E	
			3 mo	12 mo	High	Low			Rev	EBITDA	Rev	EBITDA	2015	2016	LTM	2016		
Surgical Devices																		
Intuitive Surgical, Inc.	ISRG	\$724.83	9.6%	57.7%	\$ 727.13	\$ 447.00	\$ 27,901	\$ 25,717	\$ 2,522	\$ 956	\$ 2,763	\$ 1,103	\$ 15.54	\$ 21.30	41.1x	32.7x	2.7x	
CONMED Corporation	CNMD	40.06	(16.1%)	(16.1%)	51.90	35.51	1,114	1,610	735	124	423	121	1.09	1.87	64.7x	27.2x	2.1x	
Entellus Medical, Inc.	ENTL	22.18	21.4%	23.1%	22.45	13.72	418	392	69	(19)	101	(17)	(1.06)	(1.23)	NM	NM	NM	
Avinger, Inc.	AVGR	4.77	(60.0%)	(67.6%)	25.11	3.55	102	120	15	(48)	47	(41)	(4.38)	(3.82)	NM	NM	NM	
Alphatec Holdings, Inc.	ATEC	9.40	123.7%	137.4%	9.65	1.80	80	170	179	11	37	NM	(21.53)	0.00	NM	NM	NM	
Median			9.6%	23.1%											52.9x	29.9x	2.4x	

EV/REVENUE MULTIPLES

COMPANY	TICKER	TTM		% Change		NTM	
		Trailing		3 mo	12 mo		
Surgical Devices							
Intuitive Surgical, Inc.	ISRG	10.2x	9.6x	6.8x	6.2%	49.0%	9.3x
CONMED Corporation	CNMD	2.2x	2.5x	2.1x	(13.3%)	4.3%	3.8x
Entellus Medical, Inc.	ENTL	5.7x	4.6x	5.1x	23.1%	12.8%	3.9x
Avinger, Inc.	AVGR	8.1x	11.7x	13.8x	(31.0%)	(41.2%)	2.6x
Alphatec Holdings, Inc.	ATEC	1.0x	0.7x	0.6x	32.5%	53.0%	4.6x
Median		5.7x	4.6x	5.1x	6.2%	12.8%	3.9x

COMPANY	TICKER	TTM		% Change		NTM	
		Trailing		3 mo	12 mo		
Surgical Devices							
Intuitive Surgical, Inc.	ISRG	10.2x	9.6x	6.8x	6.2%	49.0%	9.3x
CONMED Corporation	CNMD	2.2x	2.5x	2.1x	(13.3%)	4.3%	3.8x
Entellus Medical, Inc.	ENTL	5.7x	4.6x	5.1x	23.1%	12.8%	3.9x
Avinger, Inc.	AVGR	8.1x	11.7x	13.8x	(31.0%)	(41.2%)	2.6x
Alphatec Holdings, Inc.	ATEC	1.0x	0.7x	0.6x	32.5%	53.0%	4.6x
Median		5.7x	4.6x	5.1x	6.2%	12.8%	3.9x

EV/EBITDA MULTIPLES

COMPANY	TICKER	TTM		% Change		NTM	
		Trailing		3 mo	12 mo		
Surgical Devices							
Intuitive Surgical, Inc.	ISRG	26.9x	26.4x	20.6x	1.9%	30.6%	23.3x
CONMED Corporation	CNMD	13.0x	15.4x	12.4x	(15.3%)	4.9%	13.3x
Entellus Medical, Inc.	ENTL	NM	NM	NM	NM	NM	NM
Avinger, Inc.	AVGR	NM	NM	NM	NM	NM	NM
Alphatec Holdings, Inc.	ATEC	15.8x	12.2x	5.4x	29.8%	192.3%	NM
Median		15.8x	15.4x	12.4x	1.9%	30.6%	18.3x

ACQUIRER	TARGET	Date	Headquarters		Enterprise Value	LTM		Enterprise Value / LTM		
		Announced	Buyer	Target		Revenue	EBITDA	Revenue	EBITDA	
Selected Medical Device Company M&A Transactions Announced Q3 2016 (with Deal Value Disclosed)										
Chace LLC	Abbott Medical Optics Inc.	9/16/2016	United States	United States	\$ 4,325,000	\$1,100,000	NA	3.9x	NA	
Danaher Corp.	Cepheid	9/6/2016	United States	United States	4,088,542	564,245	588	7.2x	6953.3x	
LG Chem, Ltd.	LG Life Sciences, Ltd.	9/11/2016	South Korea	South Korea	1,258,970	464,574	85,965	2.7x	14.6x	
Huons Global Co Ltd.	Huons Co., Ltd.	7/4/2016	South Korea	South Korea	511,706	NA	NA	NA	NA	
Santen Pharmaceutical Co. Ltd.	InnFocus, Inc.	7/19/2016	Japan	United States	225,000	NA	NA	NA	NA	
Boston Scientific Corporation	EndoChoice Holdings, Inc.	9/27/2016	United States	United States	193,798	74,624	(42,901)	2.6x	NM	
Natus Medical Inc.	GN Otometrics A/S	9/25/2016	United States	Denmark	145,000	110,000	NA	1.3x	NA	
Shanghai Genext Medical Technology Co. Ltd	Lifeline Scientific, Inc.	9/2/2016	China	United States	73,946	42,554	8,910	1.7x	8.3x	
SeaSpine Holdings Corporation	NLT SPINE Ltd.	8/18/2016	United States	Israel	52,500	NA	NA	NA	NA	
Corin Orthopaedics Holdings Limited	Tornier SAS	7/11/2016	United Kingdom	France	32,770	NA	NA	NA	NA	
Lifetree Biotechnology Co., Ltd	TrimGen Corporation	8/16/2016	China	United States	8,536	NA	NA	NA	NA	
iGAMBIT, Inc.	CyberCare Health Network, LLC, Certain Assets	8/15/2016	United States	United States	3,600	NA	NA	NA	NA	
Median					169,399	287,287	4,749	2.7x	14.6x	

ACQUIRER	TARGET	Date Closed	Headquarters		Enterprise Value	LTM		Enterprise Value / LTM		
			Buyer	Target		Revenue	EBITDA	Revenue	EBITDA	
Selected Medical Device Company M&A Transactions Closed Q3 2016 (with Deal Value Disclosed)										
Patricia Industries AB	Laborie Medical Technologies, Inc.	9/16/2016	Sweden	Canada	\$ 659,794	117,000	NA	5.6x	NA	
Myriad Genetics, Inc.	AssureRx Health, Inc.	8/31/2016	United States	United States	410,000	60,000	NA	6.8x	NA	
Laboratory Corp. of America Holdings	Sequenom Inc.	9/7/2016	United States	United States	352,659	114,567	(24,996)	3.1x	NM	
Bio-Techne Corp.	Advanced Cell Diagnostics, Inc.	8/1/2016	United States	United States	325,000	25,000	NA	13.0x	NA	
Instrumentation Laboratory Company	CA Casyso AG	9/20/2016	United States	Switzerland	139,610	33,506	NA	4.2x	NA	
Zimmer Biomet Holdings, Inc.	MedTech Société Anonyme	7/18/2016	United States	France	124,034	10,266	(5,029)	12.1x	NM	
Avivo Group	Kalium Group	7/28/2016	United Arab Emirates	United Arab Emirates	100,000	NA	NA	NA	NA	
Merit Medical Systems, Inc.	DFINE Inc.	7/6/2016	United States	United States	97,500	33,400	NA	2.9x	NA	
Zoetis Inc.	Scandinavian Micro Biodevices ApS	8/8/2016	United States	Denmark	80,000	NA	NA	NA	NA	
Globus Medical Ireland, Limited	Alphatec Holdings, Inc, International Operations and Distribution Channel Buisness	9/1/2016	Ireland	Japan	80,000	NA	NA	NA	NA	
Hill-Rom, Inc.	Tridien Medical, Inc.	9/21/2016	United States	United States	25,000	NA	NA	NA	NA	
PPC Industries, Inc.	Xeridien Medical Devices, Inc.	9/1/2016	United States	United States	10,500	NA	NA	NA	NA	
V.O.S.S.Varinak Onkoloji Sistemleri Satis Ve Servis Anonim Sirketi	Capintec, Inc.	9/1/2016	Turkey	United States	8,441	NA	NA	NA	NA	
Hamilton Thorne Ltd.	Embryotech Laboratories, Inc.	9/15/2016	United States	United States	7,225	NA	NA	NA	NA	
Median					98,750	33,506	(15,012)	5.6x	NA	

CORPORATE FINANCE SERVICES

The sale of a company can represent the culmination of years of effort by its investors and management. With this in mind, Armanino guides our clients through the sale process, bringing to bear extensive structuring, preparation, negotiation, valuation and corporate finance experience and judgment to optimize value.

Our team has developed its expertise through many M&A, divestiture and strategic partnering transactions for closely-held businesses across most major technology sectors.

Corporate Finance Services include:

- Sell-Side Representation
- Buy-Side Representation
- Intellectual Property and Patents Sales
- Purchaser Representative (SEC Reg 501)

The professionals in our practice have many years of business valuation and corporate finance experience with companies in every major industrial sector and size to deliver superior results for private technology companies in Silicon Valley.

SELL SIDE M&A ADVISORY

We help companies pursuing a sale or merger involving all or part of their business, as well as organizations interested in partial divestitures of a division or assets. We provide end-to-end strategic advisory, introducing the company to potential acquirers and managing a rigorous process to optimize competition, achieve strategic valuations and successfully close transactions.

BUY SIDE M&A ADVISORY

We represent clients pursuing strategic acquisitions, such as asset purchases, mergers, and intellectual property procurements. Our financial advisory includes market analyses, target identification, financial modeling, deal negotiations, preliminary due diligence and final negotiation of the definitive agreements.

IP AND PATENT SALES

Armanino is among Silicon Valley's most experienced financial advisory firms for technology companies that seek to monetize assets including intellectual property (IP).

PURCHASER REPRESENTATIVE SERVICES

A Purchaser Representative may be necessary in merger and acquisition transactions where the consideration is not all cash, but includes securities that are not registered with the SEC.

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