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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 4.8%, the S&P 500 Health Equipment & Supplies (Industry) Index has underperformed the S&P 500 Index over the past 3 months. However, it outperformed the S&P 500 over the last 12 months (with an increase of 29.6%) and 24 months (with an increase of 34.2%).

The Orthopedics and Surgical Devices sector had the highest median Latest Twelve Months (LTM) revenue multiple (5.5x) in Q4. The Diversified Medical Devices and Conglomerates sector had the highest median LTM EBITDA multiple (20.6x). LTM revenue multiples were up over the last 3 months for the Ophthalmology, Orthopedics & Surgical, and Diagnostics sectors, with revenue multiples decreasing for the Diversified/Conglomerate as well as the Cardiovascular segment. However, **all sectors had revenue multiple expansion over the past 12 months.**

All sectors had increases in EBITDA multiples over the past 3 months, with the exception of Cardiovascular Devices. All sectors had increases in EBITDA multiples over the last 12 months.

Most sectors' median prices increased during the past 3 months with the median price increases between 2.1% and 7.8%; the one exception was Cardiovascular Devices with a price decrease of 2.7%. From a twelve month perspective the outlook was very positive with all sectors having price increases exceeding 20.0%, with the exception of Cardiovascular Devices which increased "only" 14.2%.

The three best individual performers in Q4 were small cap stocks Guangdong Hybribio Biotech (+72.8%), Second Sight Medical Products, (+59.2%), and Exactech (+50.1%).

The individual companies that declined the most in Q4 were Corindus Vascular Robotics (-33.6%) and Opko Health (-28.6%).

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MARKET SECTOR	Median % Change		LTM
	Price		Median
	3 mo	12 mo	EBITDA/Rev
Diversified Medical Devices and Conglomerates	2.8%	28.8%	21.6%
Cardiovascular Devices	(2.7%)	14.2%	25.0%
Ophthalmology Devices	2.1%	21.8%	19.8%
Orthopedics and Surgical Devices	5.5%	27.0%	16.3%
Diagnostics	7.8%	23.7%	24.6%

EV/REVENUE MULTIPLES

MARKET SECTOR	Median 12/31/17	LTM		NTM 12/31/17	Revenue
		Median % Change			Median
		3 mo	12 mo		YoY Growth
Diversified Medical Devices and Conglomerates	4.8x	(0.2%)	22.6%	4.5x	10.5%
Cardiovascular Devices	4.3x	(5.1%)	4.5%	4.2x	8.3%
Ophthalmology Devices	3.8x	6.6%	8.5%	3.8x	8.1%
Orthopedics and Surgical Devices	5.5x	1.6%	18.3%	5.1x	9.8%
Diagnostics	4.8x	6.4%	15.4%	4.5x	8.4%

EV/EBITDA MULTIPLES

MARKET SECTOR	Median 12/31/17	LTM		NTM 12/31/17	EBITDA
		Median % Change			Median
		3 mo	12 mo		YoY Growth
Diversified Medical Devices and Conglomerates	20.6x	3.5%	17.5%	14.9x	15.3%
Cardiovascular Devices	17.0x	(4.6%)	3.0%	16.9x	17.5%
Ophthalmology Devices	16.7x	8.7%	9.9%	14.4x	8.3%
Orthopedics and Surgical Devices	16.6x	2.2%	14.1%	14.6x	13.4%
Diagnostics	19.5x	6.5%	16.4%	16.8x	12.6%

INDICES	Price	% Change			
	12/29/17	3 mo	6 mo	12 mo	24 mo
S&P 500	2,674	6.1%	10.5%	18.9%	28.6%
Dow Jones Industrial Average	24,719	10.3%	16.1%	24.7%	39.5%
NASDAQ Composite Index	6,903	6.3%	12.4%	27.1%	35.2%
Russell 2000 Index	1,536	3.0%	8.4%	12.6%	32.3%
S&P 500 Health Care (Sector)	956	1.1%	4.2%	19.6%	13.2%
S&P 500 Health Care Equipment & Supplies (Industry)	1,221	4.8%	4.5%	29.6%	34.2%

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

COMPANY	TICKER	Price 12/31/17	% Change		52-Week		Market Cap	Ent Val (TEV)	LTM		NTM		YoY Growth		LTM EBITDA/ Rev
			3 mo	12 mo	High	Low			Rev	EBITDA	Rev	EBITDA	Rev	EBITDA	
Diversified Medical Devices and Conglomerates															
Johnson & Johnson	JNJ	\$139.72	7.5%	21.0%	\$ 144.35	\$110.76	\$ 375,361	\$ 394,454	\$ 74,361	\$ 25,672	\$ 80,052	\$ 28,170	7.7%	9.7%	34.5%
Roche Holding AG	ROG	252.93	(0.9%)	10.6%	280.13	232.00	215,770	232,848	55,590	21,968	56,397	22,424	1.5%	2.1%	39.5%
3M Company	MMM	235.37	12.1%	31.9%	244.23	173.55	140,188	148,493	30,996	8,752	33,192	9,977	7.1%	14.0%	28.2%
Becton, Dickinson and Company	BDX	214.06	9.2%	28.8%	229.69	161.50	49,107	53,772	12,093	3,330	15,859	4,919	31.1%	47.7%	27.5%
Baxter International Inc.	BAX	64.64	3.0%	46.0%	66.18	44.06	35,218	35,192	10,432	2,254	10,921	2,565	4.7%	13.8%	21.6%
ResMed Inc.	RMD	84.69	10.0%	35.6%	87.81	61.22	12,018	12,226	2,125	589	2,326	690	9.5%	17.1%	27.7%
Teleflex Incorporated	TFX	248.82	2.8%	54.0%	271.23	157.80	11,209	12,442	2,065	556	2,369	728	14.7%	31.0%	26.9%
Masimo Corporation	MASI	84.80	(2.0%)	25.7%	104.71	66.79	4,382	4,092	756	194	817	222	8.1%	14.5%	25.7%
Penumbra, Inc.	PEN	94.10	4.2%	46.8%	116.35	63.05	3,194	2,975	311	(1)	372	1	19.6%	NM	(0.2%)
Merit Medical Systems, Inc.	MMSI	43.20	2.0%	63.9%	45.90	24.23	2,169	2,423	695	114	768	124	10.5%	8.6%	16.4%
Nevro Corp.	NVRO	69.04	(24.0%)	(5.1%)	99.63	65.00	2,046	1,917	299	(20)	377	(28)	25.9%	34.8%	(6.8%)
NovoCure Limited	NVCR	20.20	1.8%	164.1%	22.30	6.00	1,805	1,716	154	(46)	237	(11)	54.3%	NM	(30.1%)
Natus Medical Incorporated	BABY	38.20	1.9%	9.8%	43.60	31.65	1,171	1,192	477	44	551	82	15.5%	86.5%	9.2%
Abaxis, Inc.	ABAX	49.52	10.9%	(6.3%)	55.44	43.66	1,124	976	228	47	247	55	8.4%	16.1%	20.8%
AtriCure, Inc.	ATRC	18.24	(18.5%)	(7.4%)	25.18	14.78	629	633	170	(20)	190	(5)	11.8%	NM	(11.9%)
Median			2.8%	28.8%									10.5%	15.3%	21.6%

COMPANY	TICKER
Diversified Medical Devices and Conglomerates	
Johnson & Johnson	JNJ
Roche Holding AG	ROG
3M Company	MMM
Becton, Dickinson and Company	BDX
Baxter International Inc.	BAX
ResMed Inc.	RMD
Teleflex Incorporated	TFX
Masimo Corporation	MASI
Penumbra, Inc.	PEN
Merit Medical Systems, Inc.	MMSI
Nevro Corp.	NVRO
NovoCure Limited	NVCR
Natus Medical Incorporated	BABY
Abaxis, Inc.	ABAX
AtriCure, Inc.	ATRC
Median	

EV/REVENUE MULTIPLES						NTM
TTM					% Change	
Trailing						
12/31/17	3 mo	12 mo	3 mo	12 mo		
5.3x	4.7x	4.2x	12.4%	26.6%	4.9x	
4.2x	4.2x	4.3x	(0.2%)	(1.8%)	4.1x	
4.8x	4.4x	3.9x	9.3%	23.0%	4.5x	
4.4x	4.1x	3.6x	8.7%	22.6%	3.4x	
3.4x	3.3x	2.4x	2.6%	40.2%	3.2x	
5.8x	5.4x	4.8x	6.1%	19.1%	5.3x	
6.0x	6.2x	4.2x	(2.1%)	44.3%	5.3x	
5.4x	5.7x	5.0x	(5.1%)	7.7%	5.0x	
9.6x	9.6x	7.7x	(0.6%)	24.7%	8.0x	
3.5x	3.5x	2.6x	0.8%	35.6%	3.2x	
6.4x	9.2x	10.1x	(30.3%)	(36.8%)	5.1x	
11.2x	13.4x	8.3x	(16.7%)	34.1%	7.2x	
2.5x	2.8x	2.7x	(11.2%)	(8.4%)	2.2x	
4.3x	3.8x	4.6x	11.2%	(7.4%)	3.9x	
3.7x	4.6x	4.3x	(19.8%)	(13.9%)	3.3x	
4.8x	4.6x	4.3x	(0.2%)	22.6%	4.5x	

EV/EBITDA MULTIPLES						NTM
TTM					% Change	
Trailing						
12/31/17	3 mo	12 mo	3 mo	12 mo		
15.4x	13.6x	12.6x	12.9%	21.7%	14.0x	
10.6x	10.6x	11.2x	(0.2%)	(5.2%)	10.4x	
17.0x	15.7x	13.5x	8.2%	25.4%	14.9x	
16.1x	15.6x	14.1x	3.6%	14.2%	10.9x	
15.6x	15.2x	13.3x	2.8%	17.5%	13.7x	
20.8x	19.7x	17.0x	5.3%	22.1%	17.7x	
22.4x	23.5x	16.3x	(4.6%)	37.0%	17.1x	
21.1x	22.9x	24.0x	(7.9%)	(12.0%)	18.4x	
NM	NM	NM	NM	NM	NM	
21.3x	22.8x	20.3x	(7.0%)	4.8%	17.9x	
NM	NM	NM	NM	NM	NM	
NM	NM	NM	NM	NM	NM	
27.0x	26.1x	14.8x	3.5%	82.4%	12.2x	
20.6x	17.6x	19.7x	16.5%	4.1%	17.7x	
NM	NM	NM	NM	NM	NM	
20.6x	17.6x	14.8x	3.5%	17.5%	14.9x	

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

COMPANY	TICKER	Price 12/31/17	% Change		52-Week		Market Cap	Ent Val (TEV)	LTM		NTM		YoY Growth		LTM EBITDA/ Rev
			3 mo	12 mo	High	Low			Rev	EBITDA	Rev	EBITDA	Rev	EBITDA	
Cardiovascular Devices															
Medtronic plc	MDT	\$ 80.75	3.8%	12.9%	\$89.72	\$69.35	\$ 109,295	\$ 124,958	\$ 29,639	\$ 9,166	\$29,771	\$ 9,711	0.4%	5.9%	30.9%
Boston Scientific Corporation	BSX	24.79	(15.0%)	14.2%	29.93	21.56	34,042	39,514	8,831	2,329	9,431	2,676	6.8%	14.9%	26.4%
Edwards Lifesciences Corporation	EW	112.71	3.1%	20.3%	121.45	86.55	23,852	23,483	3,315	1,073	3,638	1,170	9.8%	9.0%	32.4%
ABIOMED, Inc.	ABMD	187.41	11.2%	65.0%	200.28	103.53	8,287	8,039	505	130	648	176	28.5%	35.7%	25.7%
Integer Holdings Corporation	ITGR	45.30	(11.4%)	51.0%	55.20	29.00	1,435	3,021	1,431	275	1,451	306	1.4%	11.4%	19.2%
Cardiovascular Systems, Inc.	CSII	23.69	(15.8%)	(2.3%)	33.11	23.00	808	724	205	5	233	21	13.8%	329.7%	2.4%
OptiNose, Inc.	OPTN	18.90	0.0%	0.0%	21.46	15.01	715	902	0	(34)	NA	NA	NM	NM	NM
LeMaitre Vascular, Inc.	LMAT	31.84	(14.9%)	25.1%	39.88	19.82	613	576	98	24	109	30	11.2%	27.6%	24.2%
AngioDynamics, Inc.	ANGO	16.63	(2.7%)	(1.7%)	18.85	14.80	611	656	347	47.7	355	57	2.4%	20.0%	13.7%
Median			(2.7%)	14.2%									8.3%	17.5%	25.0%

EV/REVENUE MULTIPLES

COMPANY	TICKER
Cardiovascular Devices	
Medtronic plc	MDT
Boston Scientific Corporation	BSX
Edwards Lifesciences Corporation	EW
ABIOMED, Inc.	ABMD
Integer Holdings Corporation	ITGR
Cardiovascular Systems, Inc.	CSII
OptiNose, Inc.	OPTN
LeMaitre Vascular, Inc.	LMAT
AngioDynamics, Inc.	ANGO
Median	

	TTM					NTM
	Trailing		% Change			
	12/31/17	3 mo	12 mo	3 mo	12 mo	
Cardiovascular Devices						
Medtronic plc	4.2x	4.2x	4.1x	(0.2%)	2.7%	4.2x
Boston Scientific Corporation	4.5x	5.2x	4.3x	(14.6%)	4.6%	4.2x
Edwards Lifesciences Corporation	7.1x	7.1x	6.8x	(0.3%)	4.5%	6.5x
ABIOMED, Inc.	15.9x	15.2x	12.1x	5.0%	31.5%	12.4x
Integer Holdings Corporation	2.1x	2.3x	1.9x	(7.7%)	8.7%	2.1x
Cardiovascular Systems, Inc.	3.5x	4.1x	4.1x	(13.9%)	(12.8%)	3.1x
OptiNose, Inc.	NM	NM	NM	NM	NM	NM
LeMaitre Vascular, Inc.	5.9x	7.1x	5.1x	(16.9%)	16.0%	5.3x
AngioDynamics, Inc.	1.9x	1.9x	2.0x	(2.5%)	(3.2%)	1.8x
Median	4.3x	4.7x	4.2x	(5.1%)	4.5%	4.2x

EV/EBITDA MULTIPLES

	TTM					NTM
	Trailing		% Change			
	12/31/17	3 mo	12 mo	3 mo	12 mo	
Cardiovascular Devices						
Medtronic plc	13.6x	13.7x	13.3x	(0.3%)	2.5%	12.9x
Boston Scientific Corporation	17.0x	19.9x	16.5x	(14.7%)	3.0%	14.8x
Edwards Lifesciences Corporation	21.9x	22.0x	22.7x	(0.6%)	(3.5%)	20.1x
ABIOMED, Inc.	61.9x	64.9x	59.3x	(4.6%)	4.4%	45.6x
Integer Holdings Corporation	11.0x	11.7x	9.9x	(6.3%)	11.6%	9.9x
Cardiovascular Systems, Inc.	NM	NM	NM	NM	NM	34.9x
OptiNose, Inc.	NM	NM	NM	NM	NM	NM
LeMaitre Vascular, Inc.	24.3x	29.5x	22.9x	(17.5%)	6.3%	19.1x
AngioDynamics, Inc.	13.8x	14.1x	15.7x	(2.5%)	(12.4%)	11.5x
Median	17.0x	19.9x	16.5x	(4.6%)	3.0%	16.9x

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

COMPANY	TICKER	Price 12/31/17	% Change		52-Week		Market Cap	Ent Val (TEV)	LTM		NTM		YoY Growth		LTM EBITDA/ Rev
			3 mo	12 mo	High	Low			Rev	EBITDA	Rev	EBITDA	Rev	EBITDA	
Ophthalmology Devices															
Essilor International Société Anonyme	EI	\$138.03	11.5%	24.0%	\$ 146.67	\$ 120.80	\$ 29,593	\$ 32,808	\$ 8,935	\$ 2,079	\$ 9,325	\$ 2,185	4.4%	5.1%	23.3%
HOYA Corporation	7741	49.97	(7.4%)	19.7%	57.70	40.41	19,044	17,049	4,544	1,294	4,841	1,442	6.5%	11.4%	28.5%
The Cooper Companies, Inc.	COO	217.88	(8.1%)	24.2%	256.39	174.05	10,665	11,749	2,139	659	2,505	839	17.1%	27.3%	30.8%
Valeant Pharmaceuticals International, Inc.	VRX	20.78	45.0%	46.9%	22.81	8.31	7,237	33,509	8,964	3,584	8,489	3,149	(5.3%)	(12.1%)	40.0%
Carl Zeiss Meditec AG	AFX	62.15	19.1%	69.6%	64.29	40.37	5,559	5,588	1,406	229	1,520	264	8.1%	15.3%	16.3%
Topcon Corporation	7732	21.64	22.9%	49.7%	23.40	14.29	2,294	2,664	1,230	160	3,072	185	149.7%	15.7%	13.0%
Glaukos Corporation	GKOS	25.65	(22.3%)	(25.9%)	52.49	23.08	887	778	151	8	165	8	9.5%	(1.7%)	5.5%
Second Sight Medical Products, Inc.	EYES	1.91	59.2%	(5.4%)	2.83	0.90	109	95	6	(31)	10	(29)	87.8%	(6.3%)	NM
IRIDEX Corporation	IRIX	7.62	(18.7%)	(45.3%)	16.37	7.43	88	65	44	(8)	45	NA	2.6%	NA	(17.6%)
Presbia PLC	LENS	3.78	(16.2%)	8.0%	7.14	1.86	65	59	0	(17)	0	NA	NM	NA	NA
Median			2.1%	21.8%									8.1%	8.3%	19.8%

EV/REVENUE MULTIPLES

COMPANY	TICKER	TTM		NTM			
		% Change					
		Trailing	12/31/17				
Ophthalmology Devices							
Essilor International Société Anonyme	EI	3.7x	3.4x	3.7x	8.9%	(0.9%)	3.5x
HOYA Corporation	7741	3.8x	4.3x	3.5x	(11.8%)	8.5%	3.5x
The Cooper Companies, Inc.	COO	5.5x	6.1x	5.0x	(9.9%)	10.6%	4.7x
Valeant Pharmaceuticals International, Inc.	VRX	3.7x	3.5x	3.5x	6.6%	7.2%	3.9x
Carl Zeiss Meditec AG	AFX	3.9x	3.5x	2.7x	13.0%	46.8%	3.7x
Topcon Corporation	7732	2.2x	1.9x	1.9x	14.3%	14.8%	0.9x
Glaukos Corporation	GKOS	5.2x	7.4x	10.4x	(30.1%)	(50.6%)	4.7x
Second Sight Medical Products, Inc.	EYES	17.1x	9.7x	11.6x	75.5%	47.1%	9.1x
IRIDEX Corporation	IRIX	1.5x	2.0x	3.3x	(23.8%)	(54.3%)	1.5x
Presbia PLC	LENS	NM	NM	NM	NM	NM	228.1x
Median		3.8x	3.5x	3.5x	6.6%	8.5%	3.8x

COMPANY	TICKER	TTM		NTM			
		% Change					
		Trailing	12/31/17				
Ophthalmology Devices							
Essilor International Société Anonyme	EI	15.8x	14.5x	15.4x	8.9%	2.3%	15.0x
HOYA Corporation	7741	13.2x	14.9x	12.1x	(11.8%)	8.5%	11.8x
The Cooper Companies, Inc.	COO	17.8x	19.9x	16.0x	(10.4%)	11.4%	14.0x
Valeant Pharmaceuticals International, Inc.	VRX	9.3x	8.6x	8.2x	8.5%	13.7%	10.6x
Carl Zeiss Meditec AG	AFX	24.4x	22.0x	17.3x	10.7%	41.3%	21.2x
Topcon Corporation	7732	16.7x	14.9x	16.2x	11.9%	2.9%	14.4x
Glaukos Corporation	GKOS	94.5x	NM	NM	NM	NM	96.2x
Second Sight Medical Products, Inc.	EYES	NM	NM	NM	NM	NM	NM
IRIDEX Corporation	IRIX	NM	NM	NM	NM	NM	NM
Presbia PLC	LENS	NM	NM	NM	NM	NM	NA
Median		16.7x	14.9x	15.7x	8.7%	9.9%	14.4x

EV/EBITDA MULTIPLES

COMPANY	TICKER	TTM		NTM			
		% Change					
		Trailing	12/31/17				
Ophthalmology Devices							
Essilor International Société Anonyme	EI	15.8x	14.5x	15.4x	8.9%	2.3%	15.0x
HOYA Corporation	7741	13.2x	14.9x	12.1x	(11.8%)	8.5%	11.8x
The Cooper Companies, Inc.	COO	17.8x	19.9x	16.0x	(10.4%)	11.4%	14.0x
Valeant Pharmaceuticals International, Inc.	VRX	9.3x	8.6x	8.2x	8.5%	13.7%	10.6x
Carl Zeiss Meditec AG	AFX	24.4x	22.0x	17.3x	10.7%	41.3%	21.2x
Topcon Corporation	7732	16.7x	14.9x	16.2x	11.9%	2.9%	14.4x
Glaukos Corporation	GKOS	94.5x	NM	NM	NM	NM	96.2x
Second Sight Medical Products, Inc.	EYES	NM	NM	NM	NM	NM	NM
IRIDEX Corporation	IRIX	NM	NM	NM	NM	NM	NM
Presbia PLC	LENS	NM	NM	NM	NM	NM	NA
Median		16.7x	14.9x	15.7x	8.7%	9.9%	14.4x

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

COMPANY	TICKER	Price 12/31/17	% Change		52-Week		Market Cap	Ent Val (TEV)	LTM		NTM		YoY Growth		LTM EBITDA/ Rev
			3 mo	12 mo	High	Low			Rev	EBITDA	Rev	EBITDA	Rev	EBITDA	
Orthopedics and Surgical Devices															
Stryker Corporation	SYK	\$ 154.84	9.0%	28.5%	\$ 160.62	\$116.50	\$ 57,947	\$ 62,443	\$12,130	\$ 3,319	\$ 13,036	\$ 3,729	7.5%	12.4%	27.4%
Intuitive Surgical, Inc.	ISRG	364.94	4.7%	72.0%	405.05	208.24	40,891	38,746	2,993	1,116	3,320	1,213	10.9%	8.7%	37.3%
Zimmer Biomet Holdings, Inc.	ZBH	120.67	3.1%	16.6%	133.49	102.59	24,432	34,377	7,763	2,783	7,885	2,864	1.6%	2.9%	35.9%
Smith & Nephew plc	SN.	17.41	(3.7%)	17.5%	19.49	15.45	15,219	16,883	4,866	1,365	4,956	1,442	1.8%	5.6%	28.1%
Globus Medical, Inc.	GMED	41.10	38.3%	65.5%	42.00	24.58	3,961	3,623	612	210	668	241	9.3%	14.5%	34.4%
NuVasive, Inc.	NUVA	58.49	5.5%	(13.1%)	81.68	49.25	2,981	3,541	1,029	233	1,071	299	4.1%	28.2%	22.7%
Wright Medical Group N.V.	WMGI	22.20	(14.2%)	(4.1%)	31.53	22.14	2,319	2,956	720	68	795	114	10.3%	67.1%	9.5%
CONMED Corporation	CNMD	50.97	(2.9%)	15.0%	54.77	39.74	1,424	1,888	778	123	803	147	3.2%	20.0%	15.8%
Mazor Robotics Ltd.	MZOR	27.38	14.1%	142.4%	32.77	11.49	1,417	1,322	59	(16)	68	NA	13.5%	NA	(27.5%)
Exactech, Inc.	EXAC	49.45	50.1%	81.5%	50.95	23.30	713	715	264	43	283	49	7.1%	13.4%	16.3%
Entellus Medical, Inc.	ENTL	24.39	32.1%	27.0%	25.58	11.47	621	618	86	(29)	113	NA	30.9%	NA	(34.0%)
TransEnterix, Inc.	TRXC	1.93	35.0%	40.9%	5.00	0.45	385	373	4	(49)	15	NA	291.5%	NA	NM
OrthoPediatrics Corp.	KIDS	19.19	0.0%	0.0%	23.00	0.00	244	345	43	(1)	52	NA	20.6%	NA	(3.0%)
Corindus Vascular Robotics, Inc.	CVRS	1.01	(33.6%)	32.9%	2.25	0.40	191	165	6	(35)	14	NA	129.2%	NA	(578.8%)
Titan Medical Inc.	TMD	0.30	9.9%	22.2%	0.57	0.10	114	109	NA	(17)	NA	NA	NA	NA	NA
Median			5.5%	27.0%									9.8%	13.4%	16.3%

EV/REVENUE MULTIPLES

COMPANY	TICKER	TTM					NTM
		Trailing		% Change			
		12/31/17	3 mo	12 mo	3 mo	12 mo	
Orthopedics and Surgical Devices							
Stryker Corporation	SYK	5.1x	4.7x	4.5x	8.6%	15.1%	4.8x
Intuitive Surgical, Inc.	ISRG	12.9x	13.0x	8.5x	(0.1%)	51.6%	11.7x
Zimmer Biomet Holdings, Inc.	ZBH	4.4x	4.4x	4.2x	1.6%	6.0%	4.4x
Smith & Nephew plc	SN.	3.5x	3.6x	3.4x	(3.9%)	2.7%	3.4x
Globus Medical, Inc.	GMED	5.9x	4.3x	3.8x	38.4%	54.6%	5.4x
NuVasive, Inc.	NUVA	3.4x	3.3x	4.3x	5.0%	(19.5%)	3.3x
Wright Medical Group N.V.	WMGI	4.1x	4.6x	4.1x	(11.1%)	(1.0%)	3.7x
CONMED Corporation	CNMD	2.4x	2.5x	2.3x	(2.4%)	7.0%	2.4x
Mazor Robotics Ltd.	MZOR	22.2x	24.2x	16.0x	(8.2%)	39.2%	19.6x
Exactech, Inc.	EXAC	2.7x	1.8x	1.6x	48.8%	74.1%	2.5x
Entellus Medical, Inc.	ENTL	7.2x	5.3x	4.7x	35.3%	51.5%	5.5x
TransEnterix, Inc.	TRXC	99.0x	38.7x	83.7x	155.7%	18.3%	25.3x
OrthoPediatrics Corp.	KIDS	8.0x	NA	NA	NM	NM	6.6x
Corindus Vascular Robotics, Inc.	CVRS	27.4x	58.9x	22.5x	(53.4%)	21.9%	12.0x
Titan Medical Inc.	TMD	NA	NA	NA	NM	NM	NA
Median		5.5x	4.6x	4.3x	1.6%	18.3%	5.1x

EV/EBITDA MULTIPLES

COMPANY	TICKER	TTM					NTM
		Trailing		% Change			
		12/31/17	3 mo	12 mo	3 mo	12 mo	
Orthopedics and Surgical Devices							
Stryker Corporation	SYK	18.8x	17.3x	16.4x	9.0%	14.7%	16.7x
Intuitive Surgical, Inc.	ISRG	34.7x	34.4x	21.9x	1.0%	58.5%	31.9x
Zimmer Biomet Holdings, Inc.	ZBH	12.4x	12.1x	11.0x	2.2%	12.2%	12.0x
Smith & Nephew plc	SN.	12.4x	12.9x	12.7x	(3.9%)	(2.5%)	11.7x
Globus Medical, Inc.	GMED	17.2x	12.3x	11.0x	40.1%	56.5%	15.1x
NuVasive, Inc.	NUVA	15.2x	14.8x	18.8x	2.4%	(19.1%)	11.8x
Wright Medical Group N.V.	WMGI	43.3x	55.8x	88.4x	(22.4%)	(51.1%)	25.9x
CONMED Corporation	CNMD	15.4x	15.5x	13.5x	(0.7%)	14.1%	12.8x
Mazor Robotics Ltd.	MZOR	NM	NM	NM	NM	NM	NM
Exactech, Inc.	EXAC	16.6x	11.0x	9.4x	50.9%	76.6%	14.6x
Entellus Medical, Inc.	ENTL	NM	NM	NM	NM	NM	NM
TransEnterix, Inc.	TRXC	NM	NM	NM	NM	NM	NM
OrthoPediatrics Corp.	KIDS	NM	NA	NA	NM	NM	NM
Corindus Vascular Robotics, Inc.	CVRS	NM	NM	NM	NM	NM	NM
Titan Medical Inc.	TMD	NM	NM	NM	NM	NM	NM
Median		16.6x	14.8x	13.5x	2.2%	14.1%	14.6x

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

COMPANY	TICKER	Price 12/31/17	% Change		52-Week		Market Cap	Ent Val (TEV)	LTM		NTM		YoY Growth		LTM EBITDA/ Rev
			3 mo	12 mo	High	Low			Rev	EBITDA	Rev	EBITDA	Rev	EBITDA	Rev
Diagnostics															
Danaher Corporation	DHR	\$ 92.82	8.2%	18.7%	\$ 95.16	\$ 77.66	\$ 64,566	\$ 74,832	\$ 17,828	\$ 4,342	\$ 18,884	\$ 4,479	5.9%	3.2%	24.4%
Grifols, S.A.	GRFS	22.92	4.7%	44.5%	24.20	15.90	18,369	24,660	5,221	1,473	5,399	1,679	3.4%	14.0%	28.2%
Systemx Corporation	6869	78.75	23.5%	36.7%	79.55	53.98	16,407	15,924	2,328	579	2,573	691	10.5%	19.4%	24.9%
Hologic, Inc.	HOLX	42.75	16.5%	6.7%	46.80	35.76	11,785	14,623	3,059	1,011	3,243	1,125	6.0%	11.3%	33.1%
bioMérieux S.A.	BIM	89.69	10.2%	80.2%	90.53	54.03	10,613	10,952	2,686	561	2,942	647	9.5%	15.4%	20.9%
Bio-Rad Laboratories, Inc.	BIO	238.67	7.4%	30.3%	273.87	181.87	7,102	6,820	2,111	245	2,233	357	5.8%	45.8%	11.6%
QIAGEN N.V.	QGEN	30.93	(1.8%)	6.3%	36.34	27.51	7,002	7,797	1,387	460	1,487	507	7.2%	10.3%	33.1%
DiaSorin S.p.A.	DIA	88.86	(0.4%)	50.5%	98.58	64.48	4,866	4,730	750	289	827	319	10.2%	10.4%	38.5%
Neogen Corporation	NEOG	61.66	6.1%	23.7%	64.42	44.63	3,143	2,983	373	(17)	413	95	10.7%	NM	(4.6%)
Opko Health, Inc.	OPK	4.90	(28.6%)	(57.2%)	10.09	4.50	2,741	2,792	1,149	(67)	1,268	(70)	10.3%	5.5%	(5.8%)
Abaxis, Inc.	ABAX	49.52	10.9%	(6.3%)	55.44	43.66	1,124	976	228	47	247	55	8.4%	16.1%	20.8%
Guangdong Hybridio Biotech Co., Ltd.	300639	12.23	72.8%	NA	12.73	3.39	1,113	1,085	70	18	NA	NA	NA	NM	25.9%
Median			7.8%	23.7%									8.4%	12.6%	24.6%

EV/REVENUE MULTIPLES

COMPANY	TICKER	TTM					NTM
		Trailing		% Change			
		12/31/17	3 mo	12 mo	3 mo	12 mo	
Diagnostics							
Danaher Corporation	DHR	4.2x	4.0x	2.7x	3.8%	55.9%	4.0x
Grifols, S.A.	GRFS	4.7x	4.8x	3.9x	(2.0%)	20.7%	4.6x
Systemx Corporation	6869	6.8x	5.7x	5.4x	19.1%	26.2%	6.2x
Hologic, Inc.	HOLX	4.8x	4.3x	4.9x	10.2%	(3.2%)	4.5x
bioMérieux S.A.	BIM	4.1x	3.8x	2.9x	8.2%	41.1%	3.7x
Bio-Rad Laboratories, Inc.	BIO	3.2x	3.0x	2.4x	6.3%	33.1%	3.1x
QIAGEN N.V.	QGEN	5.6x	5.8x	5.4x	(3.8%)	3.4%	5.2x
DiaSorin S.p.A.	DIA	6.3x	6.5x	5.6x	(2.9%)	13.1%	5.7x
Neogen Corporation	NEOG	8.0x	7.5x	6.9x	6.5%	15.4%	7.2x
Opko Health, Inc.	OPK	2.4x	3.2x	4.2x	(25.1%)	(42.4%)	2.2x
Abaxis, Inc.	ABAX	4.3x	3.8x	4.6x	11.2%	(7.4%)	3.9x
Guangdong Hybridio Biotech Co., Ltd.	300639	15.5x	9.0x	NM	72.7%	NM	NM
Median		4.8x	4.6x	4.6x	6.4%	15.4%	4.5x

COMPANY	TICKER	TTM					NTM
		Trailing		% Change			
		12/31/17	3 mo	12 mo	3 mo	12 mo	
Diagnostics							
Danaher Corporation	DHR	17.2x	16.9x	11.3x	1.8%	52.9%	16.7x
Grifols, S.A.	GRFS	16.7x	17.3x	13.8x	(3.5%)	21.2%	14.7x
Systemx Corporation	6869	27.5x	23.5x	19.2x	17.0%	43.6%	23.1x
Hologic, Inc.	HOLX	14.5x	12.9x	13.6x	12.3%	6.5%	13.0x
bioMérieux S.A.	BIM	19.5x	18.1x	14.0x	8.2%	39.3%	16.9x
Bio-Rad Laboratories, Inc.	BIO	27.9x	27.1x	17.4x	2.8%	60.0%	19.1x
QIAGEN N.V.	QGEN	17.0x	18.0x	19.1x	(5.5%)	(11.0%)	15.4x
DiaSorin S.p.A.	DIA	16.4x	16.9x	14.9x	(3.3%)	9.5%	14.8x
Neogen Corporation	NEOG	36.5x	34.2x	32.7x	6.5%	11.6%	31.5x
Opko Health, Inc.	OPK	NM	NM	53.4x	NM	NM	NM
Abaxis, Inc.	ABAX	20.6x	17.6x	19.7x	16.5%	4.1%	17.7x
Guangdong Hybridio Biotech Co., Ltd.	300639	60.0x	35.3x	NM	69.8%	NM	NM
Median		19.5x	18.0x	17.4x	6.5%	16.4%	16.8x

EV/EBITDA MULTIPLES

COMPANY	TICKER	TTM					NTM
		Trailing		% Change			
		12/31/17	3 mo	12 mo	3 mo	12 mo	
Diagnostics							
Danaher Corporation	DHR	17.2x	16.9x	11.3x	1.8%	52.9%	16.7x
Grifols, S.A.	GRFS	16.7x	17.3x	13.8x	(3.5%)	21.2%	14.7x
Systemx Corporation	6869	27.5x	23.5x	19.2x	17.0%	43.6%	23.1x
Hologic, Inc.	HOLX	14.5x	12.9x	13.6x	12.3%	6.5%	13.0x
bioMérieux S.A.	BIM	19.5x	18.1x	14.0x	8.2%	39.3%	16.9x
Bio-Rad Laboratories, Inc.	BIO	27.9x	27.1x	17.4x	2.8%	60.0%	19.1x
QIAGEN N.V.	QGEN	17.0x	18.0x	19.1x	(5.5%)	(11.0%)	15.4x
DiaSorin S.p.A.	DIA	16.4x	16.9x	14.9x	(3.3%)	9.5%	14.8x
Neogen Corporation	NEOG	36.5x	34.2x	32.7x	6.5%	11.6%	31.5x
Opko Health, Inc.	OPK	NM	NM	53.4x	NM	NM	NM
Abaxis, Inc.	ABAX	20.6x	17.6x	19.7x	16.5%	4.1%	17.7x
Guangdong Hybridio Biotech Co., Ltd.	300639	60.0x	35.3x	NM	69.8%	NM	NM
Median		19.5x	18.0x	17.4x	6.5%	16.4%	16.8x

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

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
- Special Situations M&A
- Purchaser Representative (SEC Reg 501)
- Exit/Transition Planning

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.

SPECIAL SITUATIONS M&A

Armanino is among Silicon Valley's most experienced restructuring specialists on behalf of investors, creditors, boards, and executive management of distressed technology companies, including monetizing assets such as intellectual property (IP) on an accelerated timeline.

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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