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Healthcare & Life Sciences Tech Active Acquirer Report

JULY 2019

ACTIVE ACQUIRER REPORT | HEALTHCARE & LIFE SCIENCES TECH

Objective Capital Partners is pleased to present its Healthcare and Life Sciences Tech Active Acquirer Report for Q2 2019.

Whether preparing for sale or strategizing for future exit options, knowing the active acquirers and investors within your industry niche is an important factor to achieving your transaction goals. Decades of experience and tenacious advocacy for our clients has allowed us to create and maintain relationships with active acquirers and investors in our industries of focus.

We have included recent acquirer trends, strategic insights including key investment drivers, transaction information, and a list of active buyers, to help you stay ahead in this dynamic and constantly evolving industry. Within the following summary report, we highlight two strategic acquirers and one private equity firm that have been active in the space. We hope you will find this report to be informative and that it serves as a valuable resource to you in staying abreast of the market. If there is additional content you would find useful for future updates, please don't hesitate to call or email us with your suggestions. We look forward to staying in touch with you.

Regards,



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Technology Industry Sectors

Digital Media & Marketing | SaaS | Healthcare & Life Sciences Tech



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Ares Capital

Ares Capital (ARCC) operates as a specialty finance company that provides solutions to meet the financing needs of private middle-market companies across diverse industries. The firm invests primarily in first and second lien loans and mezzanine debt and equity investments and is externally managed by Ares Capital Management, a subsidiary of Ares Management.

Strategic Focus

Ares Capital is interested in healthcare solutions that relate to overall patient/customer wellbeing. Preventative care, like enhanced mammography technologies, and post-hospital care, such as physical rehab products, are helping to round out Ares' focus on the entire healthcare experience, not solely within the hospital.

Recent Acquisitions: [Athenahealth](#), [Numotion](#), [RockTape](#), [Solis Mammography](#)



Boston Scientific

Boston Scientific is a developer, manufacturer and marketer of medical devices and products. The company's products are used to diagnose or treat medical conditions, including heart, digestive, pulmonary, vascular, urological, women's health and chronic pain conditions. It offers a range of interventional medical specialties, including interventional radiology, interventional cardiology, peripheral interventions, and more.

Strategic Focus

Boston Scientific's area of focus is related to patient treatment, with the goal of helping individuals not just survive treatments, but live contently with as few side effects as possible. Boston Scientific's acquisition pattern shows a company that believes in a promising future for their customers, allowing them to live their lives with as little intervention from their conditions as possible.

Recent Acquisitions: [Cryterion Medical](#), [NxThera](#), [nVision Medical](#)



IQVIA (NYS: IQV)

IQVIA is a provider of integrated information and technology-enabled healthcare services. The company's services include project management and clinical monitoring, clinical trial support, and strategic planning and design services, as well as clinical trials, genomic and bio-analytical laboratory services.

Strategic Focus

IQVIA has a broad focus on software solutions in the pharmaceuticals and healthcare segments, however their interests appear more specified according to recent acquisitions. Notably, IQVIA is focused on providing data management and organization to patients in easy-to-use ways, enabling doctors, patients, and their families to make the most informed decisions possible with regards to their health.

Recent Acquisitions: [Belong.Life](#), [Linguamatics](#), [Statfinn](#)



Report data sourced from Pitchbook

BUYERS LIST | HEALTHCARE & LIFE SCIENCES TECH

While we have chosen to highlight three relevant acquirers above, there are numerous active buyers in the space that you should be aware of.

3M Health Care	Insulet Corporation
Abbott Laboratories	Invacare
Air Liquide	IQVIA
Alcidion Group	JLL Partners
Alcon	Johnson & Johnson
Arsenal Capital Partners	Laboratories Corporation of
Audax Group	America Holdings
Baxter	Ligand Pharmaceuticals
Becton Dickinson	McKesson
Bio-Techne	Medtronic
Boston Scientific	New Mountain Capital
Bruker	Olympus Corporation
Cardinal Health	One Life Technologies
Clanwilliam Group	Paragon Care
Covidien	Philips
Danaher	ResMed Inc.
DAS Health	Royal Phillips
Edwards Lifesciences	Siemens Healthineers
Envera Health	Smith & Nephew
Essilor	Steris
Eurofins Scientific	Stryker
Francisco Partners	Sysmex Corporation
Fresenius	Teleflex Inc.
GE Healthcare	Terumo Corporation
Getinge AB	The Cooper Companies
Global Medical REIT	Thermo Fisher Scientific
GTCR	TPG Capital
HealthStream	Varian Medical Systems
Hologic	Vista Equity Partners
HOYA	VitalHub
	Zimmer Biomet

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