



## HEALTHCARE/PHARMA INFORMATION AND TECHNOLOGY INDUSTRY

### Q3 2017 :: Mergers and Acquisitions Trend Report

#### Q3 2017 KEY HIGHLIGHTS

- The largest transaction in Q3 2017 was KKR's Internet Brands' announced acquisition of WebMD Corporation, an online health information provider, for \$2.8 billion.
- The most active acquirer through the 1st 3 Quarters of 2017, either directly or through an affiliated business, was Arsenal Capital Partners with six transactions. Three of these deals occurred in Q3 2017: Patient Genesis' ConsentNow eConsent technology, FDAnews, and MedApproved.

#### Q3 2017 KEY TRENDS

- Total transaction volume in the Q3 2017 saw a slight uptick over Q2 2017, from 103 to 107.
- Total transaction value in Q3 2017 declined by 51 percent over Q2 2017, from \$14.9 billion to \$7.3 billion. Total value in Q2 2017 increased more than fivefold, which was the peak for value during the past seven quarters.

#### MULTIPLES & VALUE TRENDS

- The median revenue multiple from 2016 through the 1st 3 Quarters of 2017 remained constant at 2.1x. The median EBITDA multiple experienced a minor shift from 12.5x to 13.2x.

#### Top Ten Notable Transactions - 1st 3 Quarters 2017

Deal Date	Target Name	Buyer	Value MM US\$
06/20/17	PAREXEL International Corporation	Pamplona Capital Management LLP	\$4,923
05/10/17	inVentiv Health, Inc.	INC Research, Inc.	\$4,552
07/24/17	WebMD Corporation	Internet Brands, Inc.	\$2,800
04/12/17	Ascend Learning	Blackstone Group LP, CPP Investment Board	\$2,000
08/29/17	The Advisory Board Company	Optum	\$1,300
01/25/17	CoverMyMeds LLC	McKesson Corporation	\$1,100
08/08/17	Symphony Health Solutions	PRA Health Sciences	\$530
06/21/17	Best Doctors, Inc.	TelaDoc, Inc.	\$440
08/16/17	Aptuit, Inc.	Evotec BioSystems GmbH	\$300
07/23/17	Kisimul Group Limited	Antin Infrastructure Partners S.A.S.	\$261

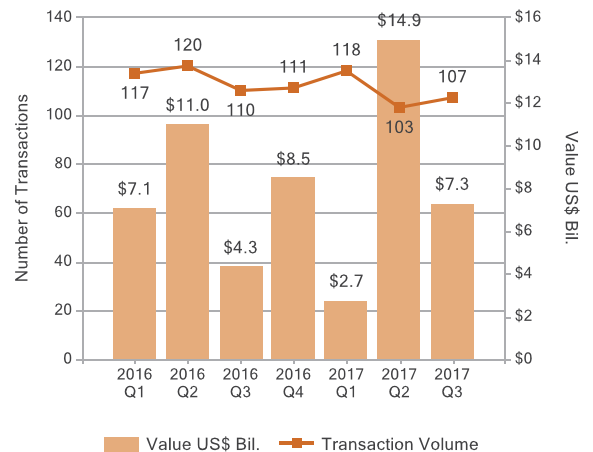
2017 Aggregate Transaction Value \$24,421

Top 10 Aggregate Transaction Value \$18,206

**Top 10 Aggregate Value as a Percentage of All Transactions 75 %**

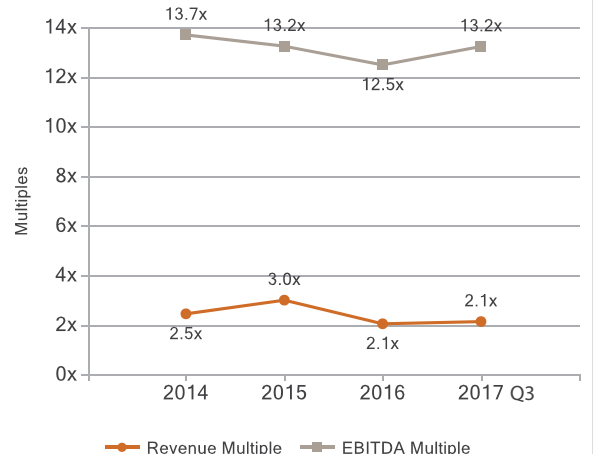
**Figure 3.** Lists the top ten transactions for the 1st 3 Quarters of 2017 and calculates their aggregate transaction value as a percentage of the total aggregate transaction value.

#### M&A Market Dynamics By Quarter



**Figure 1.** 2016-2017 value and volume comparison.

#### Median Enterprise Value Multiples



**Figure 2.** 2014-2017 median revenue and EBITDA comparison through Q3 2017.

#### TOP TEN DEALS THROUGH Q3 2017

The top ten deals by value have seen five new additions since our half year report, two of which were Pharma related: PRA Health Sciences' announced acquisition of Symphony Health Solutions for \$530 million and Evotec BioSystems' acquisition of Aptuit for \$300 million.

These five transactions, with an aggregate value of \$4.9 billion, represented 20 percent of transaction value in the 1st 3 Quarters of 2017 and 33 percent of Q3 2017 transaction value.

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All charts in this report are based on data gathered by Berkery Noyes' research department. All time period statistics are based on the transaction announcement date. The information contained herein is of a general nature and is not intended to address the circumstances of any particular company, individual, or entity. There can be no guarantee that such information is accurate.

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## RECENT HEALTHCARE TRANSACTIONS

patientsafe//  
solutions

HAS BEEN RECAPITALIZED BY

HIGHBAR  
PARTNERS

HARRIS

HAS ACQUIRED

amazingcharts

S&A Holdings, LLC

HAS ACQUIRED

InvestorPlace

SPECTRUM  
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