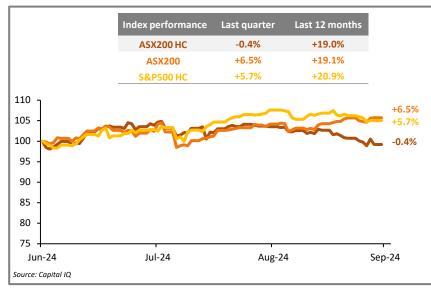
September 2024



Quarterly performance



Commentary

The ASX200 Healthcare Index was down 0.4% in the last quarter, under-performing the broader market.

Drivers of the Index include CSL trading near 3-month lows despite reaffirming FY25 guidance, the bidding war between Genesis Capital and Crescent Capital over Pacific Smiles (ASX:PSQ), the dentistry group, and the sell down of Crescent Capital's 30% holding of Australian Clinical Labs (ASX: ACL).

Healthcare M&A remains selective with financial sponsors and strategics focusing on navigating rising costs and ensuring effective capital allocation.

Quarterly M&A & other news

Date	Description
30-Sep-24	Pacific Smiles' Board (ASX:PSQ) expected to reject Genesis Capital's bid. The Board is backed by two major shareholders including a co-founder and MA Asset Management that hold together 23.3% of the register
22-Sep-24	Affinity Equity, Asian buyout group will acquire Lumus Imaging from Healius pathology (ASX:HLS) for a price over \$900m
16-Sep-24	Pacific Smiles (ASX:PSQ) CEO Andrew Vidley and other executives resigned after investors voted against the Crescent Capital offer of \$327m at the scheme meeting. Genesis Capital lodged an improved off-market takeover offer of \$1.90 per share including cash and scrip
11-Sep-24	Crescent Capital traded their 30.1% ownership (60.8m shares) of Australian Clinical Labs (ASX:ACL) at \$3.20 per share. Crescent floated ACL at \$4.00 per share in 2021
1-Aug-24	Genesis Capital bid \$1.90 per share offer for Pacific Smiles (ASX:PSQ) , that is 1 cent lower than Crescent's offer although deemed superior by the Board as existing shareholders can roll their shares. Crescent increased its bid to \$2.05 per share
23-Jul-24	Crescent Capital upped its \$1.90 per share offer for Pacific Smiles (ASX:PSQ) by 1 cent
22-Jul-24	Anteris Technologies (ASX:AVR), the heart medtech of which L1 Capital owns 16.9%, launched a \$40m equity raise to fund development of its flagship DurAVR THV product that aims to mimic a healthy aortic valve
17-Jul-24	Five Good Friends , a technology-enabled home care business, has appointed Record Point to run a sale process after a period of strong revenue growth
17-Jul-24	UK private equity firm, Permira is looking to exit its radiology owned business, I-MED seeking a \$4bn valuation
17-Jul-24	Healius (ASX:HLS), the pathology giant to divest the radiology business, Lumus Imaging with offers received from TPG Capital, EQT and Affinity Equity Partners around the \$700m mark
14-Jul-24	Genesis Capital issued a note to the Pacific Smiles' Board (ASX:PSQ) that it intends to vote its 19.9% shareholding against Crescent Capital's bid in the upcoming scheme meeting
11-Jul-24	Pacific Smiles (ASX:PSQ) has an offer from Crescent Capital for \$303m (\$1.90 cash bid), with a scheme meeting booked for 1-Aug. There is a competing offer from Genesis Capital of \$279m bid after securing a 19.9% stake through an equity derivate transaction in Dec-23
2-Jul-24	In-home care provider Silverchain acquired sponsor backed KinCare , another in-home aged care provider to expand its operations to the east coast resulting in Silverchain Group becoming the third largest home care provider
1-Jul-24	Opal HealthCare , aged care operator's current investors Singapore's GK Goh Holdings and AMP Capital funds are testing the market with AMP looking to cash out

Sources: Capital IQ, Mergermarket, press reports, AFR

Record Point is an independent corporate advisory firm located in Sydney, Australia, and United States. Our team of professionals advises public and private companies across numerous sectors with a particular focus on healthcare, technology, consumer and industrials. Our team offers a wealth of experience having successfully led and executed transactions valued at more than A\$30 billion.

Largest 40 ASX-listed healthcare companies by market capitalisation (September 2024)

		Market	Share	Share price performance (%)			Premium / (disco	Premium / (discount) to VWAP (%)			Multiples (FY24F) ⁽¹⁾			
	Company	capitalisation (A\$m)	price (A\$)	Last quarter	Year-to-date	Last 12 months	High	Low	1 month	3 months	6 months	EV/Revenue	EV/EBITDA	P/E
1	CSL	138,619	286.28	(3.0%)	(0.1%)	14.1%	(9%)	25%	(3%)	(5%)	(2%)	7.1x	3.5x	35.0x
2	Pro Medicus	18,627	178.25	24%	86%	114%	-	140%	7%	23%	37%	n.m.	0.4x	n.m.
3	Cochlear	18,470	282.09	(15%)	(6%)	10%	(19%)	19%	(1%)	(8%)	(10%)	8.1x	0.4x	51.8x
4	Sonic Healthcare	13,076	27.23	4%	(15%)	(9%)	(16%)	15%	1%	1%	3%	1.9x	0.4x	25.6x
5	Ramsay Health Care	9,541	41.62	(12%)	(21%)	(20%)	(27%)	8%	0%	(6%)	(11%)	1.2x	0.5x	10.7x
6	Telix Pharmaceuticals	6,938	20.73	11%	106%	82%	(1%)	153%	9%	9%	17%	10.8x	0.2x	n.m.
7	Ansell	4,602	31.81	20%	26%	44%	(1%)	51%	3%	11%	18%	1.9x	0.1x	40.1x
8	Clarity Pharma	2,649	8.38	55%	341%	616%	(7%)	759%	2%	18%	40%	n.m.	0.1x	n.m.
9	Sigma Healthcare	2,263	1.44	13%	43%	109%	(3%)	129%	5%	10%	13%	0.6x	0.0x	n.m.
10	Neuren	1,935	15.14	(29%)	(39%)	37%	(42%)	51%	8%	(7%)	(17%)	9.7x	0.0x	16.2x
11	Regis Healthcare	1,865	6.19	42%	90%	129%	(3%)	159%	9%	23%	36%	1.8x	0.0x	n.m.
12	PolyNovo	1,803	2.61	7%	58%	100%	(6%)	138%	6%	5%	11%	17.2x	0.0x	n.m.
13	Healius	1,253	1.73	15%	6%	(25%)	(26%)	60%	2%	9%	20%	1.6x	0.1x	n.m.
14	Nanosonics	1,118	3.69	23%	(16%)	(13%)	(22%)	42%	4%	14%	20%	5.9x	0.0x	86.2x
15	Paragon Care	737	0.45	1%	n.a.	n.a.	(11%)	19%	6%	3%	4%	0.3x	0.0x	87.9x
16	Australian Clinical Labs	735	3.67	46%	27%	29%	(2%)	71%	11%	21%	26%	1.5x	0.0x	30.7x
17	Botanix Pharma	735	0.41	17%	113%	238%	(9%)	238%	1%	9%	19%	n.m.	0.0x	n.m.
18	Integral Diagnostics	695	2.97	11%	56%	3%	(1%)	81%	11%	15%	17%	2.2x	0.0x	n.m.
19	Monash IVF	477	1.23	(5%)	(6%)	(3%)	(20%)	9%	4%	(4%)	(8%)	2.4x	0.0x	n.m.
20	Capitol Health	389	0.37	16%	55%	74%	(3%)	97%	9%	16%	28%	2.2x	0.0x	n.m.
21	Mayne Pharma	372	4.59	(3%)	(25%)	41%	(38%)	67%	(2%)	2%	(13%)	0.7x	0.0x	n.m.
22	EBR Systems	317	0.87	(17%)	43%	27%	(30%)	63%	(2%)	(10%)	(11%)	n.m.	0.0x	n.m.
23	Pacific Smiles	288	1.81	(5%)	24%	28%	(12%)	105%	(1%)	(3%)	(3%)	1.9x	0.0x	35.8x
24	4DMedical	277	0.68	30%	(6%)	50%	(39%)	65%	20%	28%	20%	n.m.	0.0x	n.m.
25	Anteris Technologies	258	12.20	(33%)	(36%)	(40%)	(49%)	31%	5%	(9%)	(20%)	47.8x	0.0x	n.m.
26	MedAdvisor	234	0.43	(15%)	98%	85%	(28%)	166%	14%	(8%)	(2%)	1.9x	0.0x	n.m.
27	Oneview Healthcare	222	0.33	(18%)	38%	32%	(22%)	78%	(2%)	(11%)	(5%)	12.0x	0.0x	n.m.
28	Cogstate	179	1.04	(8%)	(28%)	(32%)	(35%)	30%	19%	3%	(2%)	2.1x	0.0x	21.9x
29	EMVision Medical Devices	174	2.03	(6%)	20%	19%	(25%)	40%	(2%)	(0%)	(2%)	14.1x	0.0x	n.m.
30	Cyclopharm	169	1.52	(10%)	(21%)	(46%)	(52%)	13%	4%	4%	(3%)	5.3x	0.0x	n.m.
31	Arovella Therapeutics	163	0.16	11%	35%	128%	(16%)	150%	2%	1%	15%	n.m.	0.0x	n.m.
32	Optiscan Imaging	163	0.20	(17%)	132%	167%	(25%)	175%	14%	(8%)	17%	n.m.	0.0x	n.m.
33	Imricor Medical Systems	151	0.56	6%	(2%)	11%	(15%)	37%	4%	1%	9%	n.m.	0.0x	n.m.
34	Mach7 Technologies	134	0.56	(13%)	(30%)	(30%)	(31%)	7%	3%	(6%)	(12%)	3.7x	0.0x	n.m.
35	Vita Life Sciences	128	2.23	(2%)	25%	33%	(11%)	39%	(1%)	(1%)	4%	2.7x	0.0x	28.2x
36	Recce Pharma	124	0.54	(11%)	-	10%	(23%)	30%	4%	11%	5%	25.9x	0.0x	n.m.
37	ImpediMed	113	0.06	(22%)	(61%)	(68%)	(68%)	33%	13%	0%	(14%)	8.7x	0.0x	n.m.
38	SDI	111	0.93	18%	28%	16%	(5%)	31%	1%	4%	8%	1.2x	0.0x	10.6x
39	Percheron Therapeutics	95	0.11	24%	78%	54%	(9%)	102%	9%	23%	29%	27.9x	0.0x	n.m.
40	Austco Healthcare	93	0.26	42%	28%	34%	-	50%	8%	12%	18%	1.4x	0.0x	13.1x
	Average	5,757		5%	32%	53%	(19%)	89%	5%	5%	8%	7.3x	0.1x	35.3x

Top 10 best performers in the last quarter(2)

	Market	Share	Share price performance (%)			Premium / (disco	unt) to 52 week (%)	Premium / (discount) to VWAP (%)			Multiples (FY24F) ⁽¹⁾		
Company	capitalisation (A\$m)	price (A\$)	Last quarter	Year-to-date	Last 12 months	High	Low	1 month	3 months	6 months	EV/Revenue	EV/EBITDA	P/E
1 Syntata Ltd	59	0.04	79%	115%	30%	(14%)	207%	n.a.	n.a.	n.a.	9.7x	0.0x	n.m.
2 SomnoMed	86	0.40	58%	(20%)	(43%)	(44%)	111%	(6%)	11%	60%	0.8x	0.0x	n.m.
3 Clarity Pharma	2,649	8.38	55%	341%	616%	(7%)	759%	2%	18%	40%	n.m.	0.1x	n.m.
4 Australian Clinical Labs	735	3.67	46%	27%	29%	(2%)	71%	11%	21%	26%	1.5x	0.0x	30.7x
5 Regis Healthcare	1,865	6.19	42%	90%	129%	(3%)	159%	9%	23%	36%	1.8x	0.0x	n.m.
6 Austco Healthcare	93	0.26	42%	28%	34%	-	50%	8%	12%	18%	1.4x	0.0x	13.1x
7 Beamtree	91	0.32	37%	34%	40%	(17%)	91%	1%	10%	25%	3.1x	0.0x	n.m.
8 4DMedical	277	0.68	30%	(6%)	50%	(39%)	65%	20%	28%	20%	n.m.	0.0x	n.m.
9 Alcidion	83	0.06	29%	(17%)	(44%)	(48%)	55%	1%	(7%)	1%	2.0x	0.0x	n.m.
10 Pro Medicus	18,627	178.25	24%	86%	114%	-	140%	7%	23%	37%	n.m.	0.4x	n.m.
Average	2,457		44%	68%	96%	(17%)	171%	6%	15%	29%	2.9x	0.1x	21.9x

Top 10 worst performers in the last quarter(2)

	Market	Share	Share price performance (%)		Premium / (discount) to 52 week (%)		Premium / (discount) to VWAP (%)			Multiples (FY24F) ⁽¹⁾			
Company	capitalisation (A\$m)	price (A\$)	Last quarter	Year-to-date	Last 12 months	High	Low	1 month	3 months	6 months	EV/Revenue	EV/EBITDA	P/E
1 Anteris Technologies	258	12.20	(33%)	(36%)	(40%)	(49%)	31%	5%	(9%)	(20%)	47.8x	0.0x	n.m.
2 Neuren	1,935	15.14	(29%)	(39%)	37%	(42%)	51%	8%	(7%)	(17%)	9.7x	0.0x	16.2x
3 IMpedimed	113	0.06	(22%)	(61%)	(68%)	(68%)	33%	13%	0%	(14%)	8.7x	0.0x	n.m.
4 Next Science	56	0.19	(19%)	(44%)	(56%)	(62%)	6%	(5%)	(18%)	(29%)	1.4x	0.0x	n.m.
5 Oneview Healthcare	222	0.33	(18%)	38%	32%	(22%)	78%	(2%)	(11%)	(5%)	12.0x	0.0x	n.m.
6 EBR Systems	317	0.87	(17%)	43%	27%	(30%)	63%	(2%)	(10%)	(11%)	n.m.	0.0x	n.m.
7 Optiscan Imaging	163	0.20	(17%)	132%	167%	(25%)	175%	14%	(8%)	17%	n.m.	0.0x	n.m.
8 Cochlear	18,470	282.09	(15%)	(6%)	10%	(19%)	19%	(1%)	(8%)	(10%)	8.1x	0.4x	51.8x
9 MedAdvisor	234	0.43	(15%)	98%	85%	(28%)	166%	14%	(8%)	(2%)	1.9x	0.0x	n.m.
10 Neurotech International	62	0.06	(14%)	(13%)	(10%)	(52%)	15%	(9%)	(18%)	(25%)	15.9x	0.0x	n.m.
Average	2,183		(20%)	11%	18%	(40%)	64%	4%	(10%)	(11%)	13.2x	0.0x	34.0x

Source: Capital IQ as at 30 September 2024

Notes: (1) Calendarised to June year end. EV/EBITDA multiples are considered 'n.m.' if they are \geq 50x. P/E multiples are considered 'n.m.' if they are \geq 100x; (2) Top 10 best and worst performers are based on companies with a minimum ma capitalisation of A\$50 million and have traded for the full quarter.

