

Edwards Lifesciences

Double digit growth is back – upgrade to Buy

Rating Change: BUY | PO: 105.00 USD | Price: 88.33 USD

Upgrade EW to Buy from Neutral; PO goes to \$105

We upgrade EW to Buy from Neutral and raise our PO to \$105 from \$97 (35x 2025 EPS vs 32x prior). We now believe EW has a higher probability of sustaining double-digit revenue/EPS growth going forward. EW's multiple quickly rerated with the surprise Evoque approval and no BSX TAVR in 2H24 but we think EW can continue to outperform from here with EPS growing sustainably 10%+ along with more catalysts on the horizon (ACC, TCT, critical care spin). We see the SMART trial being a positive risk/reward for EW vs investor expectations ([see our SMART trial deep dive](#)). We also think the critical care spin increases EW's strategic value over time.

Meetings this week with EW's CEO, CFO and IR/Treasurer

We hosted EW's CEO (Bernard Zovighian), CFO (Scott Ullem), and IR/Treasurer (Mark Wilterding) for investor meetings in NYC this week. We come away more bullish - our full takeaways are inside. Evoque seems like a bigger opportunity than we thought especially given EW is focused on making Evoque economics attractive for all parties involved. EW sounded good on TAVR too with its new initiatives partnering with centers to drive TAVR volumes (plans to scale these initiatives to 100s of centers). And EW also gave some compelling reasons why asymptomatic could support better TAVR growth too.

Evoque multiyear growth driver and its just Day 1

Our base case has been Evoque could add roughly 1 point of growth to EW / year (\$250m product in 4-5 years). But we now see compelling reasons to believe Evoque could scale much faster than our base case. Payers seem willing to pay more for Evoque given Evoque's excellent patient outcomes and no other good treatment options. EW is working to establish coverage where all parties benefit and could potentially get an NTAP and new NCD by year end. Centers are much more willing to invest in and grow more profitable procedures. Procedure time is also coming down (first commercial cases all done between 25-60 min). We also got some feedback from a doctor in the Evoque trial (see [Evoque doc feedback](#)). See inside for more from our time with EW this week.

Estimates (Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	2.48	2.51	2.75	3.03	3.34
EPS Change (YoY)	11.7%	1.2%	9.6%	10.2%	10.2%
Consensus EPS (Bloomberg)			2.76	3.10	3.44
DPS	0	0	0	0	0
Valuation (Dec)					
P/E	35.6x	35.2x	32.1x	29.2x	26.4x
EV / EBITDA*	26.8x	27.6x	25.1x	22.6x	20.4x
Free Cash Flow Yield*	1.8%	1.2%	3.0%	3.1%	3.4%

* For full definitions of *IQmethod*SM measures, see page 10.

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07 March 2024

Equity

Key Changes

(US\$)	Previous	Current
Inv. Opinion	B-2-9	B-1-9
Inv. Rating	NEUTRAL	BUY
Price Obj.	97.00	105.00
2025E Rev (m)	7,091.0	7,142.7
2026E Rev (m)	7,778.3	7,855.5
2025E EPS	3.01	3.03
2026E EPS	3.31	3.34

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Stock Data

Price	88.33 USD
Price Objective	105.00 USD
Date Established	7-Mar-2024
Investment Opinion	B-1-9
52-Week Range	60.57 USD - 94.87 USD
Mrkt Val (mn) / Shares Out (mn)	53,113 USD / 601.3
Free Float	99.1%
Average Daily Value (mn)	401.58 USD
BoFA Ticker / Exchange	EW / NYS
Bloomberg / Reuters	EW US / EW.N
ROE (2024E)	21.7%
Net Dbt to Eqty (Dec-2023A)	-8.1%
ESGMeter TM	High

ESGMeter is not indicative of a company's future stock price performance and is not an investment recommendation or rating. ESGMeter is independent of BoFA Global Research's equity investment rating, volatility risk rating, income rating, and price objective for that company. For full details, refer to ["BoFA ESGMeter Methodology"](#).

Acronyms on page 7

iQprofileSM Edwards Lifesciences

iQmethodSM – Bus Performance*

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Return on Capital Employed	20.9%	19.6%	18.1%	16.4%	15.1%
Return on Equity	26.6%	24.4%	21.7%	19.1%	17.1%
Operating Margin	33.4%	28.9%	29.5%	29.9%	30.3%
Free Cash Flow	974	643	1,580	1,647	1,784

iQmethodSM – Quality of Earnings*

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash Realization Ratio	0.8x	0.6x	1.1x	1.1x	1.1x
Asset Replacement Ratio	1.8x	1.7x	2.0x	2.6x	2.8x
Tax Rate	14.6%	15.0%	16.5%	17.0%	17.5%
Net Debt-to-Equity Ratio	-3.0%	-8.1%	-26.1%	-37.6%	-45.7%
Interest Cover	NA	NA	NA	NA	NA

Income Statement Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Sales	5,382	6,005	6,487	7,143	7,856
% Change	2.9%	11.6%	8.0%	10.1%	10.0%
Gross Profit	4,309	4,630	4,993	5,513	6,078
% Change	8.0%	7.4%	7.8%	10.4%	10.3%
EBITDA	1,930	1,874	2,060	2,290	2,535
% Change	12.1%	-2.9%	10.0%	11.2%	10.7%
Net Interest & Other Income	19	64	86	88	88
Net Income (Adjusted)	1,551	1,531	1,670	1,849	2,039
% Change	10.4%	-1.3%	9.1%	10.7%	10.3%

Free Cash Flow Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Net Income from Cont Operations (GAAP)	1,551	1,528	1,670	1,848	2,039
Depreciation & Amortization	140	145	152	152	152
Change in Working Capital	(421)	(526)	(57)	(83)	(97)
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	(51)	(251)	123	123	123
Capital Expenditure	(245)	(253)	(308)	(393)	(432)
Free Cash Flow	974	643	1,580	1,647	1,784
% Change	-30.8%	-34.0%	145.8%	4.2%	8.4%
Share / Issue Repurchase	(1,727)	(880)	0	0	0
Cost of Dividends Paid	0	0	0	0	0
Change in Debt	0	0	0	0	0

Balance Sheet Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash & Equivalents	769	1,144	2,856	4,636	6,553
Trade Receivables	699	837	954	1,043	1,146
Other Current Assets	1,628	2,055	2,210	2,328	2,457
Property, Plant & Equipment	1,633	1,749	1,906	2,146	2,426
Other Non-Current Assets	3,564	3,578	3,578	3,578	3,578
Total Assets	8,293	9,363	11,505	13,732	16,161
Short-Term Debt	0	0	0	0	0
Other Current Liabilities	1,022	1,195	1,412	1,535	1,671
Long-Term Debt	596	597	597	597	597
Other Non-Current Liabilities	867	851	851	851	851
Total Liabilities	2,486	2,644	2,860	2,984	3,119
Total Equity	5,807	6,719	8,645	10,748	13,042
Total Equity & Liabilities	8,293	9,363	11,505	13,732	16,161

* For full definitions of iQmethodSM measures, see page 10.

Company Sector

Medical Technology

Company Description

Edwards Lifesciences provides devices and technologies for structural heart disease, and critical care and surgical monitoring. EW is a leader in transcatheter heart valve replacement - one of the most visible, innovative and exciting markets in the medical device sector.

Investment Rationale

We are Buy rated on EW as we see TAVR growth stabilizing/recovering while Evoque/other new products adding years of growth opportunity to keep EW driving double digit EPS growth for many years.

Stock Data

Average Daily Volume 4,584,421

Quarterly Earnings Estimates

	2023	2024
Q1	0.62A	0.64E
Q2	0.66A	0.69E
Q3	0.59A	0.69E
Q4	0.64A	0.73E

Key Takeaways

We hosted EW's CEO (Bernard Zovighian), CFO (Scott Ullem), and IR/Treasurer (Mark Wilterding) for investor meetings in NYC this week. Below are our key takeaways:

1. **Reimbursement for Evoque a key focus.** EW is working with CMS to get an NCD for Evoque by year end. In Germany Evoque received the NUB1, the highest coverage to price it at a premium to TAVR. In the US Evoque has the potential to get a new technology add on payment and higher reimbursement because there are no treatment options for tricuspid today, Evoque has shown great data, and it has breakthrough device designation by the FDA.
2. **Evoque will be prioritized at hospitals since it is profitable.** EW is spending a lot of time on coverage, payment, and reimbursement unlike mitral 10 years ago because if reimbursement isn't established then growth is not possible. Hospitals find a way to scale procedures when they are profitable. Hospitals will prioritize cath lab capacity for Evoque as there are many procedures less profitable than Evoque will be and TAVR is today. Hospitals will also add cath lab and staffing. US, Germany and Japan are markets where see a prioritization in profitable procedures.
3. **EW partnering with centers to drive TAVR growth.** When going from 200 centers to 850 centers new center growth was an indicator but now it's more about treating more patients. Growth is not reaching a plateau as 3 of the top 5 centers are growing faster than anyone else because they're better at diagnosis. EW partners with centers to look at data using a third party. In sites where EW does this, like in Vancouver, they have seen increase in volume by 2-4x. This is working well and EW is scaling this initiative (not yet at hundreds of centers but wants to get to that level). The initiative only started last year and is scaling.
4. **Asymptomatic data likely to spur growth in asymptomatic patients as well as existing severe symptomatic AS patients.** New studies create more confidence among doctors which results in expansion of the previous indication. Following the asymptomatic data at TCT there will be some docs that start treating asymptomatic (some will wait for the indication to come) but this will instill confidence in TAVR to treat more patients with severe symptomatic AS. If it's clear there are some asymptomatic patients that will benefit the same way symptomatic patients do then it makes it more clear that symptomatic patients need to be treated.

Details on Key Topics

Evoque

Evoque reimbursement

EW is seeking to get coverage at a level where everyone will benefit (physicians, hospitals, patients, payers). In Germany Evoque received the NUB1, the highest coverage to price it at a premium to TAVR. In the US EW is working with CMS for a new NCD by year end. EW thinks Evoque can get a new technology add on payment and higher reimbursement over time. EW believes payers would pay more for Evoque because there are no treatment options today, Evoque clinical results are great, and it has breakthrough designation from the FDA. So far EW is not getting any pushback from payers. EW reps are in the cases with docs and helping them since it is a new disease for them to learn and EW is working with societies to help train docs. The NCD may or may not be specific to Evoque but EW is able to start discussing with CMS because Evoque is approved while ABT's TriClip is not yet approved. CMS could do one NCD at 2 different prices or 2 separate NCD's. It could be similar to TAVR where there are two codes but the one NCD with 2 prices option is more likely as it is easier to manage.



Evoque a prioritization for resources since profitable procedure

EW is spending a lot of time on coverage, payment, and reimbursement unlike mitral 10 years ago because if reimbursement isn't established then growth is not possible. Hospitals find a way to scale procedures when they are profitable. If a procedure is profitable then they will add a cath lab and staffing, it's not an issue. EW customers say growing TAVR capacity isn't an issue because it is profitable. This is why there has been a big increase in TAVR procedures today vs 5 years ago. Hospitals will prioritize cath labs for Evoque as there are many procedures less profitable than Evoque will be and TAVR is today. Hospitals will add cath lab and staffing. US, Germany and Japan are markets where see a prioritization in profitable procedures.

Every year more staffing is needed as well as more access to cath labs. Last year the TAVR market grew 10% and this year expecting 8-10% and it is an ongoing effort to increase staffing. If asymptomatic took off hospitals would find staff because it's profitable. If hospital margin is 2-3% and if TAVR can grow 10% and they improve their bottom line they would do it.

Evoque ramp over the next 2 years

There were 50 centers part of the Evoque pivotal trial. The study completed study a year ago so there are many centers that haven't done an Evoque case in a while so making sure these centers are ready is a priority for 2024. Beyond that EW will activate the largest centers in the US that have great imaging capability and do a lot of TAVR and MitraClip and Pascal cases. EW is waiting for the national coverage decision (NCD). When TAVR was first introduced the NCD was slim and only allowed a small number of accounts, less than 200, and then it expanded to the 850 today. With tricuspid can assume CMS will have similar NCD with smaller number of centers to start and then increasing as go. This doesn't limit launch for this year because EW has open communication with CMS and FDA on the launch plan. There are 500 mitral centers and it took MitraClip 10 years to get there and there are 850 TAVR centers and high risk TAVR was approved 10+ years ago suggesting a long-term runway and opportunity ahead.

Why FDA panel was not needed for Evoque vs ABT's TriClip

The decision not to have an FDA panel was up to the FDA and was based on the clinical data seen from Evoque so far. With ABT's TriClip all the data showed was a QoL benefit but Evoque was able to show QoL improvements and favorable trends on mortality. EW is very excited about the opportunity and will show full cohort 1-year data at TCT in October. The data so far has been the first to show such a big QoL improvement (25-27 point improvement in KCCQ), as much as TAVR, and less death.

Difference in data with TriClip vs Evoque

Transcatheter edge to edge repair (TEER) and replacement in tricuspid are completely different. TEER results in less tricuspid regurgitation (TR) reduction than Evoque does and the impact on the disease is different with repair and replacement. More studies will be needed. The way EW is going to approach the TR segment is the same way as approached TAVR which is with great innovation every couple of years and multiple studies. In TAVR EW has run 8 studies and will do the same with Evoque with multi-year studies.

Share expectations in tricuspid repair vs replacement

From the beginning of TMTT EW has said both are repair and replacement are needed since for some patients TEER is better and for some replacement is better. EW is still working on patient segmentation. At centers running repair and replacement trials in parallel, they have seen more replacement than TEER being done. Share is expected to be between 60%/40% replacement vs repair or 70%/30% replacement vs repair. The patient anatomy will drive physician decisions and if a patient has a smaller gap maybe the doc will use TEER and if a bigger gap will use replacement. Another consideration is

if a young patient is treated with TEER and it fails then that patient will need surgery whereas with replacement a doctor could do a valve in valve. Evoque has been reproducible and the first commercial cases in US have all been done in under an hour (one was 25 mins). With TEER it is hard to know if the procedure will be one, two, or three hours.

TAVR

State of TAVR market and expansion opportunities with moderate & asymptomatic

EW has made the decision to have sharpened focus on structural heart disease. In some spaces EW is present and the market leader and in some EW is not yet present such as in heart failure. TAVR has plenty of opportunity ahead. Last year EW grew TAVR 10.5% which was a good year for a large \$4bn business. And there are catalysts to look forward to. Today physicians are only treating severe symptomatic aortic stenosis and only a fraction of diagnosed patients are treated today (12-14%). Asymptomatic severe aortic stenosis is a study EW invested in and are the only ones investing this market. Data will be at TCT in October and the objective is to show that waiting for symptoms to show up in patients is not a good idea. For example doctors don't wait for cancer symptoms to show up to start treating the cancer. Moderate AS population is another huge opportunity. The study was completed earlier this year and is in the 2 year follow up phase now so data will probably be presented late 2026. There are catalysts in TAVR with patient activation and asymptomatic and moderate populations coming.

Growth from center adds vs patient volume

Small vs large center growth is no longer a good leading indicator. It changes qtr to qtr and year to year. It's truly the patient level that is a good indicator because that increases volume. Every site is different. Doctor buy-in inspires more referrals and patient flows. Clinical data and how docs feel about it is what drives growth rates. When going from 200 centers to 850 centers it was an indicator but now it's more about treating more patients. Growth is not reaching a plateau at top centers. 3 of the top 5 centers are growing faster than anyone else because they're better at diagnosis. EW partners with centers to look at data using a third party. In sites where EW does this, like in Vancouver, they have seen increase in volume by 2-4x. This is working well and EW is scaling this initiative. It is not at hundreds of centers yet but EW wants to deploy this to hundreds. The initiative started this last year and this year is scaling. If a center tries not to grow they can be successful, which is more common in Europe. In the US docs who are motivated and want to increase penetration are needed. A doctor in Vancouver who had 3x increase in TAVR volume had to go to top of house to get more resources and they said it made sense to increase TAVR because it's profitable.

Asymptomatic TAVR trial implications

New studies create more confidence among doctors which results in expansion of the previous indication. Following the asymptomatic data at TCT there will be some docs that start treating asymptomatic (some will wait for the indication to come) but this will instill confidence in TAVR to treat more patients with severe symptomatic AS. If it's clear there are some asymptomatic patients that will benefit the same way symptomatic patients do then it makes it more clear that symptomatic patients need to be treated. Going back to the origins of TAVR, only patients who were too sick and at high risk of dying were allowed to get TAVR so then had approval for high risk inoperable. Then got intermediate risk approval and those higher risk patients were then treated at higher rate. The same thing happened with low risk. Docs believing or not believing is typical as nobody believed in TAVR 10 years ago. Some docs are leaders and some are more followers. The patient decision to get a procedure if asymptomatic is all about the conversation with doctor and messaging. For example, if the doc says to the patient they're at risk of dying by waiting then the patient will go to the cath lab next week but if it's a conversation about being ok to wait then the patient won't want the procedure.

Moderate and asymptomatic patient opps - moving up in the patient funnel

The idea is to treat patients before symptoms or before large damage to the heart which is more in the mid to near term and then longer term is awareness to refill the pool as the prevalence and incidence is so big for AS. The treatment rate now is extremely low even for patients diagnosed and in system. For example 50% of patients at Mass General with severe AS go untreated, there are a lot of patients who slip through the cracks. So if the moderate AS trial shows a benefit of earlier treatment than the it will become even more clear to treat the proportion of patients with severe AS not treated.

Why haven't docs fully bought into treating severe symptomatic AS with TAVR

Medicine is slow, way slower than the type of innovation coming to the market. It is also not just the treating doctor making decisions it's the network. For example a cardiologist in a small town in the US who only has one severe symptomatic AS patient every month will need more confidence to send that patient to a heart team in a city. Also the guidelines are not necessarily clear cut, they're complex. EW is working on a number of things and is partnering with AHA to implement quality metrics at hospitals including time from diagnosis to treatment of 90 days. Overall EW is working on quality metrics, echo guidelines, confidence, education and reimbursement with a focus of growing the market vs competitive share.

How can the TAVR guidelines be changed

Society involvement is important and making sure they're behind it. EW is talking at to FDA and CMS and all societies. Now that EW has big centers, they're publishing data and talking about it at medical conferences and it is becoming a real public health issue.

What's happening between diagnosis and TAVR treatment

The biggest loss in the patient journey is the echo because the report is complex and guidelines are complex. It is a 1-2 page document with 50 metrics and doesn't have a conclusion that's clear such as "this is a severe symptomatic patient who should get TAVR." It doesn't always say moderate or severe aortic stenosis, it's a bunch of numbers. A doctor in Canada implemented a policy where if a patient's echo had certain numbers then they were to be sent to a heart team and as a result saw a 3x increase in TAVR patients.

A bad habit and practice that has infiltrated the field is the focus on symptoms. With cancer, if clear a patient has it, nobody would ever say go home and come back when the patient has symptoms. A colonoscopy is almost standard to do once the age of 50 is reached and if no polyps you come back in 10 years and if do then come back sooner. An echo is an easy thing for everyone to get.

Details on Moderate AS study and opportunity

EW thinks the 2-year endpoint will be sufficient to show the benefit in the composite endpoint of mortality, stroke and heart failure hospitalization. The study will continue to monitor patients up to 5 yrs.

Other TMTT

Mitral replacement

TEER is for a small proportion of patients and to unlock the market opportunity replacement is also needed. In mitral EW is working on M3. The pivotal study completed late last year and is in follow up. M3 remains on track for Europe approval in late 2025 and will follow in the US. M3 uses Sapien 3 valve technology but is used in the mitral position. It has been used in more than 3k cases already and EW is developing a docking station to place the valve in the mitral position. EW has described it as a valve in a ring, a very easy second step.

TAM for TMTT

The TAM for TMTT will be bigger than the \$5bn EW previously laid out over time but EW has not yet refreshed the model for the next 5 years and inputs have changed such as tricuspid came earlier and mitral went slower. By the end of the year EW will hope to have new model and share some sort of update. It is tough to figure out the model and it so sensitive with the potential for one variable to change the numbers in a big way. EW will look at number of centers (a leading indication for tricuspid), indication expansion, and more evidence. If EW runs another study it will take 2 years to run the study with 1 year of follow up so then 3 years from now will have another inflection. Expansion in other countries will also be important.

Pascal US trial – CLASP II TR

The CLASP II TR trial is on track to complete by the end of this year and is tracking according to plan. Pascal and TriClip are approved for tricuspid in Europe and there is a preference for Pascal.

Other

Investment priorities

EW has a clear focus on structural heart innovations that support transcatheter platforms for TAVR and TMTT and is first investing in internal developments and complementing with external investments, whether that is new technology or IP portfolios. In heart failure EW has multiple bets in heart failure but will make the definitive bet to buy a company when they see some clear clinical signal. Some are running large randomized studies and EW wants to see the data to decrease the risk. EW also wants to make sure there is a clear path to commercialization and profitable growth before writing a check.

The focus on structural heart disease is clear, which is why EW decided to spin critical care. in structural TAVR, TMTT and surgical are important and heart failure is viewed as the fourth leg on the stool. EW has made 10 investments already in heart failure and some are options, some are investments. It takes time to create a sustainable business and heart failure will see the return in 5-7 years down the road. EW is also active share repurchasers. The focus on delivering shareholder value in EW minds is to grow faster than anyone be profitable and keep eps growing.

Acronyms

EW = Edwards Lifesciences

TAVR = transcatheter aortic valve replacement

NCD = national coverage decision

NTAP = new technology add on payment

TMTT = transcatheter mitral and tricuspid therapies

CMS = Centers for Medicare & Medicaid Services

ACC = American College of Cardiology

TCT = Transcather Cardiovascular Therapeutics

AS = aortic stenosis

BSX = Boston Scientific

ABT = Abbott Laboratories



Price objective basis & risk

Edwards Lifesciences (EW)

Our PO of \$105 is based on a 35x PE multiple on our 2025E EPS. We assume with high single digit revenue growth, good margins/cash flow/balance sheet and some upside TAM potential, EW deserves a 35x forward EPS (5x premium to SYK).

Risks to our PO are: 1) the TAVR market slows if the TAM is not as big as we expect or new populations do not benefit from TAVR, 2) the mitral/tricuspid market does not materialize, 3) EW faces setbacks with its clinical trials or pipeline, 4) the TAVR market becomes more competitive.

Analyst Certification

I, Travis Steed, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

US - Medical Technology & Devices Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Abbott Laboratories	ABT	ABT US	Travis Steed
	Axonics	AXNX	AXNX US	Travis Steed
	Bausch & Lomb	BLCO	BLCO US	Craig Bijou
	Becton Dickinson	BDX	BDX US	Travis Steed
	Boston Scientific	BSX	BSX US	Travis Steed
	Dexcom	DXCM	DXCM US	Travis Steed
	Edwards Lifesciences	EW	EW US	Travis Steed
	Inari Medical	NARI	NARI US	Travis Steed
	Inspire Medical	INSP	INSP US	Travis Steed
	Insulet	PODD	PODD US	Travis Steed
	Intuitive Surgical	ISRG	ISRG US	Travis Steed
	Medtronic	MDT	MDT US	Travis Steed
	Paragon 28	FNA	FNA US	Craig Bijou
	Procept BioRobotics Corporation	PRCT	PRCT US	Craig Bijou
	RxSight	RXST	RXST US	Craig Bijou
	Shockwave Medical	SWAV	SWAV US	Travis Steed
	Si-Bone	SIBN	SIBN US	Craig Bijou
	Stryker	SYK	SYK US	Travis Steed
	The Cooper Companies	COO	COO US	Craig Bijou
NEUTRAL				
	Baxter International Inc	BAX	BAX US	Travis Steed
	Conmed	CNMD	CNMD US	Travis Steed
	GE HealthCare	GEHC	GEHC US	Craig Bijou
	Integer Holdings Corporation	ITGR	ITGR US	Craig Bijou
	Merit Medical	MMSI	MMSI US	Craig Bijou
	Teleflex Incorporated	TFX	TFX US	Craig Bijou
	Zimmer Biomet	ZBH	ZBH US	Travis Steed
UNDERPERFORM				
	Embeca	EMBC	EMBC US	Travis Steed
	Globus Medical	GMED	GMED US	Craig Bijou
	Integra Lifesciences	IART	IART US	Craig Bijou
	Nevro	NVRO	NVRO US	Travis Steed
	Outset Medical	OM	OM US	Travis Steed
	Silk Road Medical	SILK	SILK US	Travis Steed
	Tandem Diabetes Care	TNDM	TNDM US	Travis Steed



iQmethodSM Measures Definitions

Business Performance

Return On Capital Employed

Return On Equity

Operating Margin

Earnings Growth

Free Cash Flow

Quality of Earnings

Cash Realization Ratio

Asset Replacement Ratio

Tax Rate

Net Debt-To-Equity Ratio

Interest Cover

Valuation Toolkit

Price / Earnings Ratio

Price / Book Value

Dividend Yield

Free Cash Flow Yield

Enterprise Value / Sales

EV / EBITDA

Numerator

NOPAT = (EBIT + Interest Income) × (1 – Tax Rate) + Goodwill Amortization

Net Income

Operating Profit

Expected 5 Year CAGR From Latest Actual

Cash Flow From Operations – Total Capex

Numerator

Cash Flow From Operations

Capex

Tax Charge

Net Debt = Total Debt – Cash & Equivalents

EBIT

Numerator

Current Share Price

Current Share Price

Annualised Declared Cash Dividend

Cash Flow From Operations – Total Capex

EV = Current Share Price × Current Shares + Minority Equity + Net Debt +

Other LT Liabilities

Enterprise Value

Denominator

Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill

Amortization

Shareholders' Equity

Sales

N/A

N/A

Denominator

Net Income

Depreciation

Pre-Tax Income

Total Equity

Interest Expense

Denominator

Diluted Earnings Per Share (Basis As Specified)

Shareholders' Equity / Current Basic Shares

Current Share Price

Market Cap = Current Share Price × Current Basic Shares

Sales

Basic EBIT + Depreciation + Amortization

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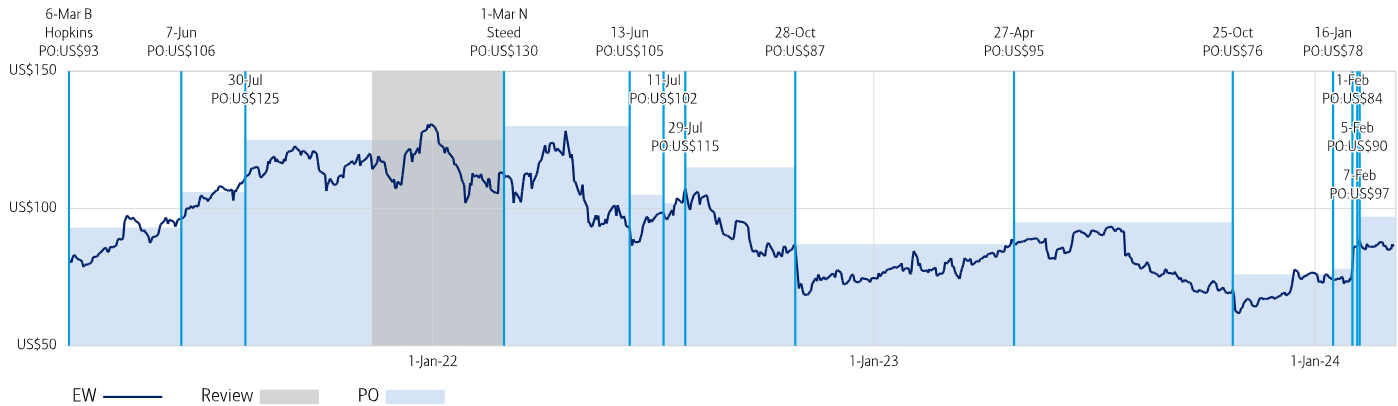
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Edwards Lifesciences (EW) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Equity Investment Rating Distribution: Health Care Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	234	60.94%	Buy	115	49.15%
Hold	80	20.83%	Hold	36	45.00%
Sell	70	18.23%	Sell	29	41.43%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

^{R1} Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.

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Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster ^{R2}
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

^{R2} Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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