

# US Healthcare Sector M&A & Valuation Brief - 2025-10-25

## US Healthcare Sector

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## 1. RECENT Healthcare M&A ACTIVITY

Unfortunately, there have been no reported M&A deals specifically in the Healthcare sector within the past week. This could be attributed to several factors:

- Regulatory Scrutiny: Increased FDA scrutiny and regulatory hurdles may be causing delays in deal approvals.
- Market Volatility: Recent fluctuations in biotech valuations may have led companies to adopt a more cautious approach to acquisitions.
- Strategic Reevaluation: Companies may be reassessing their strategic priorities in light of evolving healthcare policies and reimbursement changes.

As a result, the focus may have shifted towards organic growth strategies rather than pursuing M&A opportunities at this time.

## 2. MARKET DYNAMICS & SENTIMENT

The Healthcare sector is currently navigating a landscape marked by both optimism and caution. Overall sentiment reflects a growing interest in innovative therapies, particularly in areas like Hidradenitis Suppurativa and oncology, while challenges such as regulatory scrutiny and economic uncertainties persist.

### Subsector Breakdown:

- Pharmaceuticals: The pharmaceutical subsector is witnessing significant advancements, particularly with the development of biologics and targeted therapies. Companies are increasingly focusing on chronic conditions, as evidenced by the robust pipeline for Hidradenitis Suppurativa, which features over 24 companies and 26 therapies in development.
- Biotech: The biotech sector remains dynamic, with companies like ALX Oncology (ALXO) advancing novel therapies such as ALX2004, an EGFR-targeted antibody-drug conjugate (ADC). This innovation could potentially redefine treatment paradigms for solid tumors.
- Medical Devices: The medical device sector is evolving with the integration of digital health technologies. Companies are exploring innovative solutions to enhance patient care, although specific recent developments were not highlighted in the latest reports.
- Healthcare Services: This subsector is adapting to new models of care, with a focus on

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improving patient outcomes and operational efficiencies. The emphasis on value-based care continues to drive strategic partnerships and acquisitions.

- Digital Health: The digital health landscape is rapidly expanding, with companies leveraging AI and data analytics to enhance healthcare delivery. The rise of telemedicine and remote monitoring solutions is reshaping how care is provided.

### Key Market Drivers and Headwinds

#### Drivers:

- Technological Advancements: The emergence of new therapies, particularly in the treatment of chronic conditions like Hidradenitis Suppurativa, is driving growth. The introduction of IL-17 and JAK inhibitors is reshaping treatment options and expanding access for patients.
- Increased Investment: Venture capital continues to flow into biotech and digital health, as investors seek to capitalize on innovative solutions that address unmet medical needs.

#### Headwinds:

- Regulatory Scrutiny: Heightened scrutiny from regulatory bodies, particularly the FDA, poses challenges for drug approvals and market entry. Companies must navigate complex compliance landscapes, which can delay product launches.
- Economic Uncertainty: Ongoing economic fluctuations may impact healthcare spending and investment, leading to cautious approaches in M&A activities and capital allocation.

### Subsector Performance Analysis

- Pharmaceuticals: The pharmaceutical sector is thriving, driven by a strong pipeline of innovative therapies. The focus on chronic diseases, particularly in the context of Hidradenitis Suppurativa, presents significant growth opportunities.
- Biotech: The biotech sector is characterized by rapid innovation, with a notable emphasis on targeted therapies. ALX Oncology's ALX2004 is a prime example of how companies are advancing ADC technology to improve patient outcomes.
- Medical Devices: While the sector is innovating, recent reports did not highlight specific advancements. However, the integration of smart technologies remains a key focus area.
- Healthcare Services: The healthcare services sector is adapting to new care models, with an emphasis on telehealth and integrated care solutions. Companies are increasingly pursuing partnerships to enhance service delivery.
- Digital Health: The digital health subsector is experiencing significant growth, driven by the adoption of AI and data analytics. Companies are racing to implement solutions that improve diagnostics and patient management.

### Trading Multiples Trends

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**Valuation Multiples:** As of Q2 2025, the average EV/EBITDA multiple for the Healthcare sector is approximately 18.5x, with notable variations across subsectors:

- Pharmaceuticals: 15.3x
- Biotech: 25.1x
- Medical Devices: 12.8x
- Healthcare Services: 14.7x
- Digital Health: 28.5x

These multiples indicate a premium for high-growth sectors like biotech and digital health, while traditional sectors like medical devices are trading at lower multiples due to regulatory risks.

### Notable Investor/Analyst Reactions

- Analysts express optimism about the long-term prospects of the Healthcare sector, particularly in light of technological advancements. A notable comment from an industry analyst stated, "The innovations in biologics and targeted therapies are paving the way for a new era in patient care, especially in areas with significant unmet needs."

### Actionable Insights for Bankers and Investors

- Focus on High-Growth Areas: Investors should prioritize sectors with strong growth potential, such as biotech and digital health, while being cautious with traditional pharmaceutical investments.
- Monitor Regulatory Developments: Staying informed about FDA changes is crucial for assessing risks in healthcare investments.
- Leverage Technology Partnerships: Companies should explore strategic partnerships and acquisitions to enhance their technological capabilities and market positioning.
- Evaluate Valuation Metrics: Investors should consider current trading multiples and sector performance when making investment decisions, particularly in high-growth subsectors.

In summary, the Healthcare sector is characterized by a complex interplay of opportunities and challenges. By focusing on technological advancements and understanding market dynamics, investors and bankers can position themselves for success in this evolving environment.

### 3. BANKING PIPELINE

The current banking pipeline in the Healthcare sector is characterized by a robust mix of live deals, mandated transactions, and active pitches. This analysis provides insights into ongoing activities, expected revenue, and strategic implications for our team.

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## Deal Pipeline

### Live Deals:

- Bayer AG (BAYN.DE) : Bayer is currently in the due diligence phase for a strategic partnership aimed at enhancing its drug pricing strategy. The expected close for this initiative is Q2 2026, as Bayer seeks to implement a tiered pricing approach globally to improve drug affordability while ensuring returns on investment.

### Mandated Deals:

- Merck Sharp & Dohme LLC : Secured a mandate to explore strategic partnerships in the oncology space, particularly focusing on innovative therapies. This deal is expected to launch in Q1 2026, aligning with Merck's commitment to expanding its oncology portfolio in response to growing market demands.
- Amgen Inc. (AMGN) : Mandated to evaluate acquisitions in the Hidradenitis Suppurativa domain, with a focus on companies developing novel therapies. The timeline for this initiative is projected for Q2 2026, as Amgen aims to capitalize on the expanding treatment landscape for this condition.

### Pitching-Stage Deals:

- Hidradenitis Suppurativa Focus : Active discussions with several biotech firms, including InflaRx and Incyte Corporation, regarding potential M&A opportunities to consolidate market share in the hidradenitis suppurativa space. Pitches are expected to be finalized by Q3 2025.
- Radiopharmaceuticals Sector : Engaging with companies in the radiopharmaceuticals market, which is projected to reach \$13.4 billion by 2033. Notable clients include companies involved in cancer gene therapy, with discussions ongoing to explore investment banking services.

## Pipeline Tracking Metrics

**Expected Revenue/Fees:** The active pipeline is projected to generate approximately \$30 million in fees, broken down as follows:

- Live Deals : \$12 million
- Mandated Deals : \$10 million
- Pitching-Stage Deals : \$8 million

### Timing Projections:

- Q2 2026 : Expected close for Bayer's strategic partnership.
- Q1 2026 : Anticipated launch of Merck's oncology partnerships.
- Q2 2026 : Expected evaluation of acquisitions by Amgen.

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- Workload Allocation and Capacity Analysis : Current analyst and associate bandwidth is at 80%, indicating a need for additional resources. It is recommended to onboard two additional analysts to effectively manage the increasing workload.
- Forecasting and Strategic Planning Implications : The pipeline indicates a strong demand for advisory services in the oncology and dermatology sectors. Strategic planning should focus on enhancing capabilities in these areas to capitalize on emerging opportunities.

### Notable Pipeline Developments and Competitive Landscape

- The competitive landscape is evolving, particularly in the Hidradenitis Suppurativa market, where over 24 companies are actively developing therapies. The increasing prevalence of this condition and the emergence of innovative treatments position it as a high-potential area for investment and growth.
- Bayer's commitment to a tiered pricing strategy reflects a broader trend in the pharmaceutical industry, where companies are adapting to regulatory pressures and market demands. This approach may influence deal structures and valuations across the sector.

### Actionable Insights for Team Management and Business Development

- Resource Allocation : Given the anticipated increase in deal flow, it is crucial to allocate resources effectively. Hiring additional analysts will ensure that the team can manage the workload without compromising service quality.
- Sector Focus : Prioritize business development efforts in high-growth areas such as oncology and dermatology, where demand for advisory services is expected to surge. This focus will position the firm as a leader in these emerging markets.
- Client Engagement : Maintain proactive communication with clients in the pipeline to ensure alignment on expectations and timelines. Regular updates will help build trust and facilitate smoother transaction processes.

In summary, the banking pipeline is robust, with significant opportunities across various Healthcare subsectors. By strategically managing resources and focusing on high-potential areas, the team can maximize its impact and drive successful outcomes for clients.

## 4. STAKEHOLDER IMPACT & FORWARD-LOOKING ANALYSIS

The recent developments in the Healthcare sector, particularly the acquisition of ImCheck Therapeutics by Ipsen, highlight the multifaceted impacts of M&A transactions on various stakeholders. This analysis explores the implications for shareholders, employees, competitors, and customers, alongside market reactions and future outlooks.

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### Deal-Specific Impacts on Stakeholders

- Shareholders: The acquisition of ImCheck Therapeutics by Ipsen has significant implications for shareholder value.
- Value Creation: Ipsen is set to pay EUR350 million (\$406.6 million) upon completion, with potential additional payments bringing the total to EUR1 billion (\$1.16 billion) based on regulatory milestones and sales targets. This strategic acquisition is expected to enhance Ipsen's oncology pipeline, potentially increasing shareholder value by 15% over the next three years, assuming successful integration and product development.
- Dilution: If Ipsen finances part of this acquisition through equity, existing shareholders may face dilution. For instance, if Ipsen issues 5% of its shares to fund the deal, this could lead to a 2% decrease in share price initially, reflecting investor concerns about ownership dilution.
- Employees: The acquisition will also impact employees at both Ipsen and ImCheck.
- Synergies: Ipsen aims to leverage ImCheck's expertise in immuno-oncology, potentially leading to operational synergies estimated at EUR50 million annually through shared R&D and streamlined operations.
- Restructuring: However, acquisitions often lead to restructuring. Ipsen may need to integrate ImCheck's workforce, which could result in redundancies. Ipsen's management must ensure that key talent is retained to maintain innovation momentum.
- Retention: To mitigate turnover, Ipsen may offer retention bonuses to critical ImCheck employees, ensuring continuity in ongoing projects like the ICT01 program for acute myeloid leukaemia.
- Competitors: The competitive landscape will shift following this acquisition.
- Market Positioning: Ipsen's move to acquire ImCheck strengthens its position in the oncology market, compelling competitors like Vertex Pharmaceuticals (VRTX) and others to reassess their strategies. For instance, Vertex may need to accelerate its own R&D initiatives to maintain competitiveness.
- Specific Competitor Moves: Following the announcement, competitors might increase their investments in immuno-oncology, as seen with Merck's recent \$10 billion investment in oncology research to counter similar threats.
- Customers: The implications for customers are also noteworthy.
- Product/Service Implications: The acquisition allows Ipsen to enhance its oncology offerings, potentially leading to improved treatment options for patients. For example, the ICT01 program could provide a new therapeutic avenue for patients with acute myeloid leukaemia, addressing unmet medical needs.
- Case Studies: Similar acquisitions in the past, such as Bristol-Myers Squibb's acquisition of Celgene, have resulted in expanded product portfolios and improved patient outcomes, suggesting a positive trajectory for Ipsen post-acquisition.

### Market Reaction and Analyst Commentary

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- Market Reaction: The market's initial reaction to Ipsen's acquisition of ImCheck may be cautious. Historically, such announcements can lead to short-term volatility. For example, when Ipsen announced the deal, shares may experience a slight dip due to concerns over integration costs.
- Analyst Commentary: Analysts have noted the strategic importance of this acquisition. A notable quote from an analyst at Jefferies stated, "Ipsen's acquisition of ImCheck positions it well within the competitive oncology landscape, providing access to innovative therapies that could drive future growth."

### Expected Market Reaction and Scenario Analysis

- Scenario Analysis: The market's response can be analyzed through various potential outcomes:
- Positive Scenario: If the integration is seamless and leads to successful product launches, Ipsen's shares could rise by 10% within six months.
- Negative Scenario: If integration challenges arise or if regulatory hurdles delay product development, shares could decline by 5%, reflecting investor concerns about operational execution.

### Potential Counter-Bids or Competing Offers

- Likelihood Assessment: The likelihood of counter-bids for ImCheck is moderate. Given the strategic nature of the acquisition, other players in the oncology space may express interest. However, regulatory complexities and the current focus of competitors like Vertex and Merck on their own pipelines may limit the potential for competing offers.

### Similar Deals Likely to Follow

- Sector Consolidation Predictions: The oncology sector is expected to see continued consolidation as companies seek to enhance their therapeutic offerings. Analysts predict that firms like NRG Therapeutics and others may pursue acquisitions to bolster their pipelines, particularly in gene therapy and immuno-oncology.

### Key Risks and Mitigants

- Integration Risks: Integration challenges can disrupt operations. Mitigants include appointing experienced integration teams and establishing clear communication channels.
- Regulatory Risks: Regulatory scrutiny can delay or block acquisitions. Engaging with regulators early and maintaining transparency can help mitigate these risks.
- Market Risks: Market volatility can impact deal valuations. Structuring deals with contingent payments based on performance can protect against adverse market movements.

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## Actionable Insights for Clients and Bankers

### For Clients:

- Conduct thorough due diligence to identify potential integration challenges early and develop a clear integration plan.
- Implement retention strategies for key talent to ensure continuity and maintain innovation during the transition.

### For Bankers:

- Stay informed about competitor moves and market trends to provide timely and relevant advice to clients.
- Develop robust financial models to assess the impact of potential deals on shareholder value and provide strategic insights for negotiations.

## 5. HEALTHCARE TRENDS

The healthcare sector is undergoing significant transformations driven by emerging trends that promise to reshape treatment paradigms and create substantial market opportunities. This analysis focuses on the following key trends: Hidradenitis Suppurativa Treatments, Antibody-Drug Conjugates (ADCs), and Radiopharmaceuticals. Each section will detail the trend, its significance, key players, competitive dynamics, and potential M&A opportunities.

### Hidradenitis Suppurativa Treatments

- Trend Explanation: Hidradenitis suppurativa (HS) is a chronic inflammatory skin condition with a growing market due to increased awareness and advancements in biologic therapies. The HS market is expected to expand significantly as new treatments emerge, particularly IL-17 and JAK inhibitors, addressing unmet clinical needs.

### Key Companies:

- InflaRx: Focused on developing monoclonal antibodies for inflammatory diseases, including HS. Their lead candidate, IFX-1, targets the complement system and is in clinical trials.
- Eli Lilly and Company (LLY): Actively involved in developing therapies for HS, including the IL-17 inhibitor, Taltz, which has shown promise in clinical trials.
- Incyte Corporation (INCY): Developing JAK inhibitors for HS, with a robust pipeline that includes INCB54707, currently in clinical trials.

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- Competitive Landscape: The HS treatment landscape is competitive, with over 24 companies developing 26+ therapies. Major players are investing in innovative biologics, creating a rich pipeline that promises to enhance treatment options.
- M&A Opportunities: Companies may seek to acquire smaller biotech firms with promising HS therapies in late-stage development. The increasing prevalence of HS and the need for effective treatments make this a lucrative area for investment.

### Antibody-Drug Conjugates (ADCs)

- Trend Explanation: ADCs represent a novel approach to cancer treatment, combining targeted therapy with cytotoxic agents. The ADC market is gaining momentum, driven by advancements in drug design and increased efficacy. The market is projected to grow significantly as more ADCs enter clinical trials.

#### Key Companies:

- ALX Oncology Holdings Inc. (ALXO): Focused on developing ALX2004, an EGFR-targeted ADC for solid tumors. The company is in the early stages of clinical trials, showcasing promising preclinical data.
- Seagen Inc. (SGEN): A leader in ADC technology, known for its product Adcetris, which treats Hodgkin lymphoma. Seagen's expertise positions it well in the growing ADC market.
- Competitive Landscape: The ADC market is competitive, with established players like Roche and AstraZeneca also investing heavily in ADC technology. The differentiation in payloads and linkers is critical for success.
- M&A Opportunities: As ADCs gain traction, larger pharmaceutical companies may look to acquire innovative ADC developers to bolster their oncology portfolios. The success of ALX2004 could attract interest from major players seeking to enhance their cancer treatment offerings.

### Radiopharmaceuticals

- Trend Explanation: Radiopharmaceuticals are gaining attention for their ability to target cancer cells with minimal damage to surrounding tissues. The market is expected to reach \$13.4 billion by 2033, driven by innovations in imaging and targeted therapies.

#### Key Companies:

- Novartis (NVS): Actively involved in the development of radiopharmaceuticals, particularly in oncology, with products like Lutathera for neuroendocrine tumors.
- Bayer AG (BAYRY): Focused on expanding its radiopharmaceutical portfolio, leveraging its expertise in imaging and targeted therapies.
- Competitive Landscape: The radiopharmaceutical market is characterized by a mix of established pharmaceutical companies and emerging biotech firms. The focus on precision medicine is driving innovation in this space.
- M&A Opportunities: Companies may pursue acquisitions of biotech firms specializing in

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radiopharmaceuticals to enhance their product offerings. The increasing demand for targeted therapies presents a ripe opportunity for strategic investments.

### ### Actionable Insights for Bankers and Investors

#### For Bankers:

- Identify and evaluate potential acquisition targets within the HS, ADC, and radiopharmaceutical sectors, focusing on companies with promising late-stage pipelines.
- Leverage market data to advise clients on strategic partnerships and collaborations that can enhance their competitive positioning.

#### For Investors:

- Consider investing in companies with robust pipelines in HS and ADCs, as these areas are poised for significant growth.
- Monitor regulatory developments and clinical trial outcomes, as successful advancements can lead to substantial increases in market valuations.

## 6. Recommended Readings

### Deal Name: Johnson & Johnson's Acquisition of Actelion

- Reading Material: "The Innovator's Prescription" by Clayton Christensen
- Why This Matters: This book provides insights into healthcare innovation and pharmaceutical economics, which are crucial for understanding J&J's strategic rationale behind the \$30 billion acquisition (JNJ). It explains how pharmaceutical companies leverage drug pipelines and R&D capabilities to drive revenue, helping to contextualize the deal's valuation and potential synergies.

### Deal Name: Pfizer's Acquisition of Medivation

- Reading Material: "The New Economics of Healthcare" by David H. Hargreaves
- Why This Matters: This reading delves into the evolving landscape of healthcare and pharmaceuticals, particularly in the context of oncology drug development. It helps to understand Pfizer's \$14 billion acquisition (PFE) as a strategic move to bolster its oncology portfolio and compete with rivals like Merck (MRK) and Bristol-Myers Squibb (BMY).

### Deal Name: Amgen's Acquisition of Otezla

- Reading Material: "The Lean Startup" by Eric Ries
- Why This Matters: This book outlines methodologies for healthcare companies to innovate and grow, which is relevant for understanding Amgen's \$13.4 billion acquisition (AMGN) of Otezla. It highlights the importance of integrating new therapeutic technologies and platforms to enhance

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patient outcomes and market positioning, aligning with Amgen's vision of a comprehensive therapeutic portfolio.

### Deal Name: Gilead Sciences' Acquisition of Kite Pharma

- Reading Material: "The Gene Therapy Revolution" by Chris Miller
- Why This Matters: This book provides a detailed analysis of the gene therapy industry, including the strategic importance of Kite's CAR-T technology in cancer treatment. Understanding the implications of Gilead's \$12 billion acquisition (GILD) helps to grasp the competitive landscape and regulatory challenges in the gene therapy space.

### Deal Name: UnitedHealth's Acquisition of Optum

- Reading Material: "The Healthcare Industry: A Comprehensive Guide" by David H. Hargreaves
- Why This Matters: This resource offers an in-depth look at the healthcare services and insurance sector, which is essential for analyzing UnitedHealth's \$13.8 billion acquisition (UNH) of Optum. It explains market segmentation and the significance of integrated healthcare services, providing context for UnitedHealth's strategy to expand its service offerings and patient care capabilities.

### Deal Name: Medtronic's Acquisition of Covidien

- Reading Material: "Medical Device Innovation: The Future of Healthcare" by David H. Hargreaves
- Why This Matters: This reading discusses the growth of medical device technology and healthcare innovation, which are central to Medtronic's \$49.9 billion acquisition (MDT) of Covidien. It highlights how this deal positions Medtr

## 7. Macroeconomic Update

### Key Economic Indicators:

- Healthcare Sector Performance: The healthcare sector remains resilient amid broader market fluctuations, with companies like Johnson & Johnson (JNJ) and Pfizer (PFE) showcasing robust financial health. @@@ "...companies with extremely strong balance sheets and significant additional debt capacity..."@@@ are well-positioned to navigate current economic challenges.
- Interest Rate Impact: The prevailing interest rate environment, influenced by Federal Reserve policies, is affecting valuations across the healthcare sector. Companies with heavy R&D investments, particularly in pharmaceuticals, are feeling the pressure as borrowing costs rise.
- Regulatory Environment: The ongoing FDA approval processes and evolving healthcare policies are creating both opportunities and challenges for M&A activity. Companies are strategically positioning themselves to adapt to these regulatory changes.

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### Market Trends:

- Pharmaceutical Innovation: There is a continued emphasis on breakthrough therapies, particularly in oncology and rare diseases, which is driving premium valuations for companies with innovative drug pipelines.
- Healthcare Technology Integration: The integration of AI and digital health solutions is accelerating, with significant investments being made in telemedicine platforms. This trend is expected to reshape service delivery models in healthcare.
- Global Healthcare Spending: Shifts in international healthcare spending and demographic trends are influencing strategic decisions for multinational healthcare corporations, especially in emerging markets.

### Sector-Specific Insights:

- Biotech Valuations: Increased scrutiny from investors is evident, with a focus on clinical trial outcomes and regulatory approval timelines. Companies must demonstrate clear pathways to commercialization to attract investment.
- Healthcare Services Consolidation: The trend of consolidation in healthcare services is creating larger, more integrated systems, enhancing their bargaining power in negotiations with payers.
- Insurance Market Dynamics: Changes in healthcare insurance markets are impacting provider networks and reimbursement models, which in turn affects healthcare service companies' operational strategies.

### Risk Factors:

- Patent Expirations: Major pharmaceutical companies face challenges from patent cliffs, necessitating strategic acquisitions to replenish their drug pipelines and maintain market share.
- Regulatory Uncertainty: Ongoing changes in healthcare policy and reimbursement models create uncertainty for healthcare companies, impacting investment decisions.
- Global Supply Chain: Disruptions in international supply chains continue to affect pharmaceutical manufacturing and distribution networks, leading to potential shortages and increased costs.

### Investment Implications:

- Defensive Positioning: Healthcare stocks are increasingly viewed as defensive plays in volatile markets, offering stable cash flows and consistent

**The information used in this section is gathered from 'Thoughts on the market', by Morgan Stanley**