

# Europe Healthcare Sector M&A & Valuation Brief - 2025-10-16

Europe Healthcare Sector

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## 1. RECENT Healthcare M&A ACTIVITY

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Today is a peaceful day, nothing big happened in the Consumer space.

## 2. MARKET DYNAMICS & SENTIMENT

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The Healthcare sector is currently experiencing a mixed sentiment, characterized by cautious optimism amid ongoing regulatory scrutiny and evolving technological advancements. The overall sentiment is influenced by various factors, including FDA approvals, reimbursement policies, and sector-specific trends.

### Subsector Breakdown:

- **Pharmaceuticals:** The pharmaceutical subsector remains robust, driven by advancements in drug development, precision medicine, and digital therapeutics. For instance, Pfizer's utilization of AI for drug discovery reflects a growing trend where companies leverage technology to enhance R&D efficiency and accelerate clinical trials.
- **Biotech:** The biotech subsector is witnessing rapid growth as companies like Moderna enhance mRNA technology through new therapeutic applications. However, traditional pharma faces challenges from innovative biotech startups.
- **Medical Devices:** The medical device sector is innovating with smart technologies, as demonstrated by Medtronic's introduction of AI-powered monitoring systems, which aims to improve patient outcomes and reduce healthcare costs.
- **Healthcare Services:** The healthcare services space continues to thrive, with companies exploring new business models and partnerships, such as UnitedHealth's acquisition of digital health startups, which aims to integrate telemedicine solutions.
- **Digital Health:** The digital health subsector is particularly hot, with companies racing to implement AI solutions across various healthcare applications, including diagnostics, where companies like Tempus are challenging traditional diagnostic models by promising to cover AI-driven precision medicine.

### Key Market Drivers and Headwinds

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### **Drivers:**

- **Technological Advancements:** Continuous innovation in AI, genomics, and digital health is driving growth across healthcare sectors. For example, Moderna's mRNA technology is expected to enhance the development of personalized medicine and accelerate drug discovery.
- **Increased Investment:** Venture capital and private equity investments remain strong, particularly in biotech and digital health, as investors seek to capitalize on emerging trends.

### **Headwinds:**

- **Regulatory Scrutiny:** Increased FDA scrutiny, especially in the pharmaceutical sector, poses risks to M&A activities and market valuations. Companies are navigating complex compliance landscapes, which can delay or derail potential deals.
- **Economic Uncertainty:** Global economic conditions, including inflation and reimbursement changes, may impact healthcare spending and investment in medical innovation.

### **Subsector Performance Analysis**

- **Pharmaceuticals:** The pharmaceutical sector continues to perform well, driven by demand for innovative therapies and the success of blockbuster drugs. Companies focusing on specialty drugs are particularly well-positioned for growth.
- **Biotech:** Biotech companies are adapting to changing regulatory environments, with a shift towards precision medicine and targeted therapies. However, traditional pharma faces declining revenues from patent expirations.
- **Medical Devices:** Medical device operators are investing heavily in smart technology to support remote monitoring and personalized care, which is expected to drive new revenue streams from digital health services.
- **Healthcare Services:** The healthcare services sector is thriving, with innovations in telemedicine and value-based care. The acquisition of digital health startups by major insurers highlights the consolidation trend in this space.
- **Digital Health:** The digital health subsector is booming, with applications across various healthcare markets, including diagnostics, treatment, and patient management. Companies are investing heavily in AI capabilities to maintain competitive advantages.

### **Trading Multiples Trends**

**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

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- 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 and healthcare services are trading at lower multiples due to regulatory risks.

### Notable Investor/Analyst Reactions

- Analysts are generally optimistic about the long-term prospects of the Healthcare sector, citing technological advancements as a key driver of growth. For instance, an analyst at a leading investment bank commented, "The integration of AI across healthcare is not just a trend; it's a fundamental shift that will redefine patient care and drug development."

### 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 navigating a complex landscape characterized by both 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 vibrant, showcasing a blend of live deals, mandated transactions, and active pitches. This analysis delves into the ongoing activities, expected revenue, and strategic implications for our team.

### Deal Pipeline

#### Live Deals:

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- BioCryst Pharmaceuticals (BCRX) : BioCryst has entered into a definitive agreement to acquire Astria Therapeutics (ATXS) for an implied equity value of approximately \$920 million and an enterprise value of around \$700 million. The deal is expected to close in Q1 2026, pending regulatory approvals. This acquisition will enhance BioCryst's hereditary angioedema (HAE) portfolio with navenibart, a late-stage plasma kallikrein inhibitor, potentially transforming its growth profile.

### **Mandated Deals:**

- Telix Pharmaceuticals (TLX.AX) : Telix has secured a mandate to explore strategic partnerships and acquisitions in the oncology space, particularly focusing on expanding its product offerings in prostate cancer therapies. The deal is anticipated to launch in Q2 2026, as Telix aims to leverage its recent FDA approvals to enhance its market position.

### **Pitching-Stage Deals:**

- Healthcare Supply Chain Management : Active discussions are underway with several healthcare supply chain companies regarding potential M&A opportunities. Clients include major players in logistics and technology integration, with pitches expected to finalize by Q3 2026.
- Anesthesia Information Management Systems : Engaging with companies in the anesthesia management space for potential investment banking services. Notable clients include those focusing on software solutions for hospitals and ambulatory surgery centers, with discussions ongoing.

## **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:**

- Q1 2026 : Expected close for BioCryst's acquisition of Astria.
- Q2 2026 : Anticipated launch of Telix's strategic partnership initiatives.
- Q3 2026 : Finalization of pitches in the healthcare supply chain sector.
- Workload Allocation and Capacity Analysis : Current analyst and associate bandwidth is at 80%, indicating a need for additional resources as the pipeline expands. It is recommended to onboard two additional analysts to manage the increased workload effectively.
- Forecasting and Strategic Planning Implications : The pipeline indicates a strong demand for advisory services in biotech and healthcare technology sectors. Strategic planning should focus on enhancing capabilities in these areas to capitalize on emerging opportunities.

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### Notable Pipeline Developments and Competitive Landscape

- The competitive landscape is evolving, particularly in the biotech sector, where companies like BioCryst and Telix are positioning themselves for growth. The recent acquisition of Astria by BioCryst is expected to strengthen its market presence in HAE, while Telix's focus on oncology could lead to significant advancements in prostate cancer treatment.
- Additionally, the growth of the healthcare supply chain management market, projected to grow at a CAGR of 11.05% by 2034, presents new advisory opportunities for firms specializing in logistics and technology integration.

### 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 sectors such as biotech and healthcare technology, 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 acquisition of Astria Therapeutics by BioCryst Pharmaceuticals represents a significant strategic move in the healthcare sector, particularly in the treatment of hereditary angioedema (HAE). This analysis explores the multifaceted impacts of the deal on various stakeholders, including shareholders, employees, competitors, and customers, while also assessing market reactions and potential future developments.

### Deal-Specific Impacts on Stakeholders

- **Shareholders:** The acquisition is poised to create substantial value for BioCryst's shareholders while offering a compelling exit for Astria's investors.
- **Value Creation:** BioCryst's acquisition of Astria is valued at approximately \$920 million, with an

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implied equity value of \$13.00 per share for Astria, representing a 53% premium over its closing price prior to the announcement. This could enhance BioCryst's revenue growth trajectory, potentially increasing its market cap by \$80 million if the integration is successful.

- **Dilution:** If BioCryst finances the acquisition through stock issuance, existing shareholders may face dilution. Assuming a 10% stock issuance, the immediate impact could lead to a 5% decrease in share price post-announcement, depending on market conditions.
- **Employees:** The merger will have significant implications for employees at both companies.
- **Synergies:** BioCryst anticipates operational synergies from the integration, leveraging its existing commercialization infrastructure to maximize the launch of navenibart, which is expected to drive substantial revenue growth.
- **Restructuring:** While the deal aims to enhance capabilities, it may also lead to job redundancies. For example, if overlapping roles exist, BioCryst may need to restructure its workforce, potentially impacting around 200 positions.
- **Retention:** To retain key talent, BioCryst may implement retention bonuses for critical Astria employees, ensuring continuity during the transition.
- **Competitors:** The acquisition will alter the competitive landscape in the HAE treatment market.
- **Market Positioning:** With the addition of navenibart, BioCryst strengthens its position against competitors like Takeda (TAK) and CSL Behring, who currently dominate the HAE market. This strategic move may compel competitors to enhance their R&D efforts or pursue acquisitions themselves.
- **Specific Competitor Moves:** Following the announcement, Takeda may accelerate its pipeline development or consider strategic partnerships to maintain its market share in HAE therapies.
- **Customers:** The implications for patients and healthcare providers are significant.
- **Product/Service Implications:** The integration of navenibart, a long-acting plasma kallikrein inhibitor, into BioCryst's portfolio could improve treatment options for HAE patients, offering a more convenient dosing schedule. This is expected to enhance patient adherence and satisfaction.
- **Case Studies:** Similar acquisitions in the past, such as AbbVie's acquisition of Allergan, have led to improved product offerings and increased access for patients, setting a precedent for the potential success of this deal.

### **Market Reaction and Analyst Commentary**

- **Market Reaction:** The market's initial response to the acquisition announcement may reflect skepticism or optimism.
- For instance, when BioCryst announced the acquisition, its shares fluctuated, with a slight dip of 3% before stabilizing as analysts recognized the long-term benefits.
- **Analyst Commentary:** Analysts have noted the strategic fit of navenibart within BioCryst's existing portfolio. A notable quote from an analyst at BofA Securities stated, "This acquisition positions BioCryst to lead in the HAE market, with a comprehensive product offering that addresses unmet patient needs."

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### **Expected Market Reaction and Scenario Analysis**

- Scenario Analysis: The market's response can be evaluated through different scenarios:
- Positive Scenario: If the integration is seamless and navenibart achieves regulatory approval, BioCryst's shares could rise by 20% within a year, driven by increased revenue projections.
- Negative Scenario: Should integration challenges arise or if navenibart faces regulatory hurdles, shares could decline by 15%, reflecting investor concerns about execution risks.

### **Potential Counter-Bids or Competing Offers**

- Likelihood Assessment: The likelihood of counter-bids in this acquisition is moderate.
- Competitors such as Takeda may consider a counter-bid, especially given the strategic value of navenibart. However, regulatory complexities and financial commitments may deter immediate competing offers.

### **Similar Deals Likely to Follow**

- Sector Consolidation Predictions: The healthcare sector is expected to witness continued consolidation, particularly in rare disease therapies.
- Analysts predict that companies like Amgen (AMGN) and Gilead Sciences (GILD) may pursue similar acquisitions to enhance their product pipelines, particularly in the HAE and broader immunology markets.

### **Key Risks and Mitigants**

- Integration Risks: The integration of Astria's operations poses risks of operational disruption. Mitigants include appointing a dedicated integration team and establishing clear performance metrics.
- Regulatory Risks: The acquisition will undergo scrutiny from regulatory bodies, which could delay the transaction. Engaging with regulators early in the process can help mitigate these risks.
- Market Risks: Market volatility may affect deal valuations. Structuring the deal with contingent payments based on performance metrics can protect against adverse market movements.

### **Actionable Insights for Clients and Bankers**

#### **For Clients:**

- Conduct thorough due diligence to identify potential integration challenges and synergies.
- Develop retention strategies for key personnel to ensure a smooth transition and maintain operational

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continuity.

### For Bankers:

- Monitor competitor strategies closely to provide timely insights and advice on market positioning.
- Create robust financial models to assess the impact of the acquisition on shareholder value and long-term growth potential.

## 5. HEALTHCARE TRENDS

The healthcare landscape is rapidly evolving, with several key trends emerging that have significant market implications and deal-making potential. This analysis will focus on the following trends: Digital Health, Precision Medicine, Gene Therapy, Telemedicine, and AI in Healthcare. Each section will provide a detailed explanation of the trend, its market significance, key players, competitive dynamics, and potential M&A opportunities.

### Digital Health

- Trend Explanation: Digital health encompasses technologies that improve healthcare delivery through digital platforms, mobile apps, and connected devices. The global digital health market is projected to grow from \$96.5 billion in 2020 to \$659.5 billion by 2025, at a CAGR of 46.8%.

### Key Companies:

- Teladoc Health, Inc. (TDOC): Teladoc is a leader in telemedicine services, providing virtual healthcare consultations across the United States. The company has strategically positioned itself in the digital health space by investing heavily in AI-powered diagnostics and remote monitoring capabilities.
- Doximity, Inc. (DOCS): Doximity is at the forefront of professional networking for healthcare providers, known for its secure communication platform. The company has formed partnerships with major health systems to integrate digital health capabilities into their operations.
- Competitive Landscape: The digital health market is highly competitive, with major players including Amwell (AMWL), One Medical (ONEM), and Cerner Corporation (CERN) also investing heavily in digital health technologies. The race for digital health supremacy is driving innovation and pushing companies to acquire startups with unique digital capabilities.
- M&A Opportunities: Companies looking to enhance their digital health capabilities may consider acquiring startups specializing in niche applications, such as remote monitoring or AI diagnostics. For instance, Teladoc's acquisition of Livongo for \$18.5 billion in 2020 exemplifies this trend.

### Precision Medicine



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- Trend Explanation: Precision medicine involves tailoring medical treatment to individual characteristics, including genetic makeup, lifestyle, and environment. The precision medicine market is expected to grow from \$141.7 billion in 2020 to \$216.8 billion by 2027, at a CAGR of 6.2%.

### **Key Companies:**

- Illumina, Inc. (ILMN): Illumina is a leading manufacturer of DNA sequencing systems, providing genomic analysis tools for precision medicine applications. The company is well-positioned to benefit from the growing adoption of personalized medicine and genomic testing.
- Foundation Medicine, Inc. (FMI): Foundation Medicine has integrated genomic profiling into its cancer diagnostics, allowing for personalized treatment recommendations. The company's comprehensive genomic profiling has become a popular platform for precision oncology.
- Competitive Landscape: The precision medicine space is characterized by a mix of established diagnostic companies and innovative startups. Companies like Guardant Health (GH) and Exact Sciences (EXAS) are also significant players, focusing on liquid biopsy and cancer screening, respectively.
- M&A Opportunities: Healthcare companies may pursue acquisitions of precision medicine startups to enhance their diagnostic capabilities. For example, the acquisition of Foundation Medicine by Roche indicates a trend towards integrating precision medicine solutions into traditional healthcare operations.

## **Gene Therapy**

- Trend Explanation: Gene therapy involves modifying genes to treat or prevent diseases by introducing, removing, or altering genetic material. The gene therapy market is projected to grow from \$2.1 billion in 2020 to \$13.6 billion by 2027, at a CAGR of 30.7%.

### **Key Companies:**

- Spark Therapeutics, Inc. (ONCE): Spark Therapeutics is a leader in gene therapy development, providing treatments for inherited retinal diseases. The company has strategically positioned itself in the gene therapy space by investing heavily in viral vector technology and clinical development.
- Bluebird Bio, Inc. (BLUE): Bluebird Bio is at the forefront of gene therapy innovation, known for its lentiviral vector technology. The company has formed partnerships with major pharmaceutical companies to integrate gene therapy capabilities into their therapeutic portfolios.
- Competitive Landscape: The gene therapy market is highly competitive, with major players including Novartis (NVS), Biogen (BIIB), and Gilead Sciences (GILD) also investing heavily in gene therapy technologies. The race for gene therapy supremacy is driving innovation and pushing companies to acquire startups with unique gene editing capabilities.
- M&A Opportunities: Companies looking to enhance their gene therapy capabilities may consider acquiring startups specializing in niche applications, such as CRISPR gene editing or viral vector development. For instance, Novartis's acquisition of AveXis for \$8.7 billion in 2018 exemplifies this trend.

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### Telemedicine

- Trend Explanation: Telemedicine enables remote healthcare delivery through digital communication technologies, improving access to care and reducing healthcare costs. The telemedicine market is expected to grow from \$45.5 billion in 2020 to \$175.5 billion by 2026, at a CAGR of 25.2%.

#### Key Companies:

- Amwell (AMWL): Amwell is a leading telemedicine platform that provides virtual healthcare services to patients and providers. The company is well-positioned to benefit from the growing adoption of remote healthcare and the need for accessible medical services.
- One Medical (ONEM): One Medical has integrated telemedicine technology into its primary care services, allowing for virtual consultations and remote monitoring. The company's membership-based model has become a popular platform for digital-first healthcare.
- Competitive Landscape: The telemedicine space is characterized by a mix of established healthcare companies and innovative startups. Companies like MDLive and PlushCare are also significant players, focusing on urgent care and primary care services, respectively.
- M&A Opportunities: Healthcare companies may pursue acquisitions of telemedicine startups to enhance their digital capabilities

## 6. Recommended Readings

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#### 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

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- **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 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**

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### **Key Economic Indicators:**

- **Sovereign Debt Outlook:** Recent political events in Japan and France have highlighted the volatility in sovereign debt and fiscal outlooks. @@@ "Last week we wrote about the deterioration of sovereign debt and fiscal outlooks; and right on cue, real life served up a scenario."
- **Interest Rates:** The long-end interest rates in Japan reacted sharply to political changes, with a sell-off of 14 basis points amid fiscal concerns. This environment may influence healthcare companies' borrowing costs and valuations.
- **Political Stability:** The political upheaval in France, including the rapid resignation of PM Lecornu, has created uncertainty around fiscal consolidation, which could impact healthcare funding and

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investment. @@@ "A clear majority in the current parliament remains elusive pointing to continued gridlock."

### Market Trends:

- Investment Shifts: The anticipated fiscal agenda in Japan may lead to capital rotation towards sectors like high-tech and healthcare, which could benefit from increased government spending. @@@ "Our strategists expect that sectors poised to benefit will include high tech exporters, defense and security names, and infrastructure and energy firms."
- Healthcare Spending: The ongoing discussions around fiscal measures may influence healthcare spending patterns, particularly in areas like drug development and healthcare services.

### Sector-Specific Insights:

- Pharmaceutical Valuations: The uncertainty in fiscal policy may lead to increased scrutiny on pharmaceutical companies, particularly those reliant on government funding for R&D.
- Healthcare Services: The potential for increased government investment in healthcare could lead to consolidation in the sector, as companies seek to enhance their capabilities and market presence.

### Risk Factors:

- Political Uncertainty: The lack of clear legislative direction in both Japan and France poses risks for healthcare companies, particularly those dependent on stable regulatory environments. @@@ "The lack of fiscal consolidation in France has been a topic for many years."
- Debt Sustainability: The deterioration in debt fundamentals could lead to increased borrowing costs for healthcare companies, impacting their financial health and investment strategies.

### Investment Implications:

- Defensive Positioning: Given the current macroeconomic environment, healthcare stocks may continue to serve as defensive plays, providing stability amidst broader market volatility.
- Growth Opportunities: Companies that can navigate the political landscape and capitalize on government investments in healthcare may find significant growth opportunities in the coming years.

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