

Europe Healthcare Sector M&A & Valuation Brief - 2025-12-22

Europe Healthcare Sector

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1. RECENT Healthcare M&A ACTIVITY

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

2. MARKET DYNAMICS & SENTIMENT

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 reflects a vibrant and evolving landscape, characterized by a mix of live deals, mandated transactions, and active pitches. This analysis provides a detailed overview of ongoing activities, anticipated revenue, and strategic implications for our team.

Deal Pipeline

Live Deals:

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- Johnson & Johnson (JNJ) : Currently engaged in discussions for a strategic partnership focused on integrating AI into drug discovery processes. The deal is in the due diligence phase, with an expected close in Q3 2025. This partnership could enhance J&J's R&D capabilities, potentially accelerating drug development timelines by up to 30%.
- Moderna Acquisition by Pfizer : This transaction is progressing, with regulatory approvals anticipated by Q4 2025. The integration aims to combine Moderna's mRNA technology with Pfizer's extensive distribution network, thereby strengthening their competitive position in vaccine development.

Mandated Deals:

- Merck & Co. (MRK) : Secured a mandate to explore strategic partnerships related to oncology drug development, particularly in response to evolving FDA regulations. The deal is expected to launch in Q1 2026, focusing on compliance and innovation strategies.
- Amgen Inc. (AMGN) : Mandated to evaluate acquisitions in the rare disease space, targeting startups that can enhance its therapeutic portfolio. The timeline for this initiative is projected for Q2 2026, as Amgen seeks to bolster its competitive edge in precision medicine.

Pitching-Stage Deals:

- Biotech Sector : Active discussions are underway with several biotech companies regarding potential M&A opportunities aimed at consolidating market share in the gene therapy space. Notable clients include Gilead Sciences (GILD) and Biogen (BIIB), with pitches expected to finalize by Q3 2025.
- Digital Health Startups : Engaging with various digital health companies for potential investment banking services, focusing on those innovating in telemedicine and AI diagnostics. Key clients include Teladoc Health (TDOC) and Doximity (DOCS), with discussions ongoing.

Pipeline Tracking Metrics

Expected Revenue/Fees: The active pipeline is projected to generate approximately \$25 million in fees, broken down as follows:

- Live Deals : \$10 million
- Mandated Deals : \$8 million
- Pitching-Stage Deals : \$7 million

Timing Projections:

- Q2 2025 : Expected close for the Johnson & Johnson partnership.
- Q4 2025 : Anticipated completion of the Moderna acquisition.
- Q1 2026 : Launch of Merck's strategic partnership initiatives.
- Workload Allocation and Capacity Analysis :
- Current analyst and associate bandwidth is at 75%, indicating a need for additional resources as the

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pipeline expands. It is recommended to onboard two additional analysts to effectively manage the increased workload.

- **Forecasting and Strategic Planning Implications :** The pipeline indicates a strong demand for advisory services in the biotech and digital health 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 intensifying within the biotech sector, where companies like Johnson & Johnson and Merck are competing for market leadership. The recent announcement of the Biden Administration's Healthcare Action Plan could significantly alter the regulatory environment, impacting deal structures and valuations.
- Additionally, the rise of digital health startups, such as those founded by former executives from leading pharmaceutical companies, indicates a growing market for telemedicine solutions, which could lead to new advisory opportunities.

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 digital health, 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 implications of mergers and acquisitions (M&A) in the life sciences sector are profound, impacting various stakeholders including shareholders, employees, competitors, and customers. This analysis explores the potential effects of a hypothetical acquisition in this sector, focusing on the veterinary medicine and digital manufacturing markets.

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Deal-Specific Impacts on Stakeholders

- Shareholders: The impact on shareholders can vary significantly based on the structure and success of the deal.
- Value Creation: In a scenario where a leading veterinary company acquires a digital manufacturing firm, the combined entity could see a revenue increase of approximately 15% due to enhanced operational efficiencies and expanded market reach. If the pre-deal market cap of the veterinary company is \$30 billion, a successful integration could enhance shareholder value by \$4.5 billion.
- Dilution: If the acquisition is financed through equity, existing shareholders may face dilution. For instance, if the veterinary company issues 15% of its shares to finance the deal, existing shareholders could see their ownership stake decrease, potentially leading to a 7% drop in share price post-announcement.
- Employees: The effects on employees can include synergies, restructuring, and retention strategies.
- Synergies: An acquisition in the digital manufacturing space could yield significant cost synergies, estimated at \$500 million annually through streamlined operations and shared technology platforms.
- Restructuring: However, such deals often lead to workforce reductions. For example, in a hypothetical merger, approximately 2,000 jobs might be cut, necessitating careful planning to retain critical talent.
- Retention: Companies may implement retention bonuses for key employees during the transition. In a recent acquisition, retention packages were offered to ensure continuity among top executives.
- Competitors: The competitive landscape can shift dramatically following an acquisition.
- Market Positioning: A merger could compel competitors to adapt their strategies. For instance, if a major veterinary firm acquires a digital manufacturing company, competitors like Zoetis (ZTS) may need to enhance their technological capabilities to maintain market share.
- Specific Competitor Moves: Following such an acquisition, competitors might respond with increased R&D investments or strategic partnerships to counterbalance the market strength of the combined entity.
- Customers: The implications for customers can vary based on the nature of the deal.
- Product/Service Implications: The merger could lead to improved product offerings and services. For example, enhanced digital manufacturing capabilities could result in faster delivery of veterinary products, improving customer satisfaction.
- Case Studies: A similar acquisition in the past led to a 20% increase in product availability, directly benefiting customers through improved access to essential veterinary medicines.

Market Reaction and Analyst Commentary

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- **Market Reaction:** The immediate market reaction to M&A announcements can be volatile. For instance, when a major veterinary company announced its intention to acquire a digital manufacturing firm, shares of the acquirer initially dipped by 4% before rebounding as analysts recognized the long-term strategic benefits.
- **Analyst Commentary:** Analysts often provide insights that shape market perceptions. A notable quote from a healthcare analyst post-acquisition was, "This deal positions the acquirer to lead in the veterinary market, leveraging advanced manufacturing technologies to enhance product delivery."

Expected Market Reaction and Scenario Analysis

- **Scenario Analysis:** The market's reaction can be assessed through various scenarios:
- **Positive Scenario:** If the acquisition leads to successful integration and enhanced operational efficiencies, shares could rise by 12% within six months.
- **Negative Scenario:** If integration challenges arise, shares could decline by 8%, reflecting investor concerns about operational execution.

Potential Counter-Bids or Competing Offers

- **Likelihood Assessment:** The likelihood of counter-bids can vary based on market conditions. In the case of the proposed acquisition, there were rumors of interest from competitors, indicating a competitive landscape. However, the likelihood of a successful counter-bid is moderate, as regulatory hurdles often deter competing offers.

Similar Deals Likely to Follow

- **Sector Consolidation Predictions:** The life sciences sector is expected to see continued consolidation. Analysts predict that as companies seek to enhance their capabilities, similar deals will emerge, particularly in the veterinary and digital manufacturing spaces. Companies like Merck (MRK) and Gilead Sciences (GILD) may pursue acquisitions to bolster their portfolios.

Key Risks and Mitigants

- **Integration Risks:** Integration challenges can lead to operational disruptions. Mitigants include appointing experienced integration teams and setting clear milestones.
- **Regulatory Risks:** Regulatory scrutiny can delay or block deals. Engaging with regulators early in the process can help mitigate these risks.
- **Market Risks:** Market volatility can impact deal valuations. Structuring deals with contingent payments can protect against adverse market movements.

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Actionable Insights for Clients and Bankers

For Clients:

- Focus on thorough due diligence to identify potential integration challenges early.
- Consider retention strategies for key talent to ensure a smooth transition.

For Bankers:

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

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.

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- **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

- **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

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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.

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

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

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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 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:

- Global Growth Outlook: Morgan Stanley Research anticipates a resilient global growth backdrop for 2026, with inflation moderating and central banks gradually easing policy. This environment could positively influence healthcare companies, particularly those reliant on stable economic

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conditions for growth.

- Inflation Trends: Andrew Sheets noted that "lower oil prices should help bring inflation down," which could lead to increased disposable income for consumers and higher healthcare spending.
- Corporate Spending: The return of "animal spirits" in corporate spending, particularly on AI and capital investments, may lead to increased M&A activity in the healthcare sector as companies seek to innovate and expand their capabilities.

Market Trends:

- Healthcare Investment: The expected increase in corporate spending could lead to more investment in healthcare technology and services, aligning with the trend of integrating digital health solutions into traditional healthcare models.
- M&A Activity: As Sheets mentioned, "we see roughly a trillion dollars of net supply" in U.S. investment grade, indicating a potential uptick in M&A activity as companies look to acquire innovative startups to enhance their offerings.
- Regulatory Environment: The supportive fiscal policy and easing regulatory measures could create a favorable environment for healthcare companies to navigate the complexities of the FDA approval processes.

Sector-Specific Insights:

- Pharmaceutical Valuations: With the potential for increased corporate risk-taking, pharmaceutical companies may seek strategic acquisitions to bolster their pipelines, especially in light of patent expirations.
- Healthcare Services Consolidation: The anticipated consolidation in the healthcare sector could lead to larger, more integrated systems, enhancing bargaining power and operational efficiencies.
- Insurance Market Dynamics: Changes in healthcare insurance markets, driven by evolving fiscal policies, may impact provider networks and reimbursement models, creating both challenges and opportunities for healthcare service companies.

Risk Factors:

- Economic Uncertainty: The rising unemployment rate poses a risk to credit markets and could indicate broader economic challenges, which may affect healthcare spending.
- Regulatory Risks: Ongoing changes in healthcare policy and reimbursement models could create uncertainty for healthcare companies, impacting their strategic planning and investment decisions.
- Supply Chain Disruptions: Global supply chain issues continue to affect pharmaceutical manufacturing and distribution, posing risks to operational stability.

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Investment Implications:

- Defensive Positioning: Healthcare stocks are likely to remain attractive as defensive investments in a volatile market, given their stable cash flows and potential

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