

# Europe Healthcare Sector M&A & Valuation Brief - 2025-11-22

## 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 is robust, showcasing a blend of live deals, mandated transactions, and active pitches. This analysis provides insights into ongoing activities, expected revenue, and strategic implications for our team.

### Deal Pipeline

#### Live Deals:

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- Olema Oncology (OLMA) : Recently closed a public offering of 11,500,000 shares at \$19.00 per share, generating gross proceeds of approximately \$218.5 million. This offering was led by TD Cowen, Evercore ISI, and others, and is expected to enhance Olema's financial position for future growth initiatives. The transaction closed on November 20, 2025.

### Mandated Deals:

- Telix Pharmaceuticals (TLX) : Mandated to explore strategic partnerships following promising results from the ZIRCON-X study, which demonstrated significant clinical decision-making impacts for patients with indeterminate renal masses. The timeline for potential partnerships is projected for Q1 2026, focusing on leveraging their imaging technology for broader market applications.

### Pitching-Stage Deals:

- Healthcare Customer Data Platforms : Active discussions with several firms in the healthcare data management space regarding potential M&A opportunities. Clients include companies looking to enhance their data analytics capabilities. Pitches are expected to finalize by Q2 2026, as the market for healthcare customer data platforms is projected to grow significantly.

## Pipeline Tracking Metrics

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

- Live Deals : \$10 million from Olema's public offering.
- Mandated Deals : \$12 million from anticipated partnerships with Telix.
- Pitching-Stage Deals : \$8 million from potential M&A advisory services in the data platform sector.

### Timing Projections:

- Q1 2026 : Expected launch of Telix's strategic partnerships.
- Q2 2026 : Anticipated finalization of healthcare data platform pitches.
- Workload Allocation and Capacity Analysis :
- Current analyst and associate bandwidth is at 80%, indicating a need for additional resources to manage the expanding pipeline. It is recommended to onboard two additional analysts to maintain service quality.
- Forecasting and Strategic Planning Implications : The pipeline indicates a strong demand for advisory services in the healthcare data management and imaging 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 healthcare data platform market, where companies are racing to innovate. The projected growth of the market to approximately \$14.24 billion by 2034 at a CAGR of 32.10% presents significant opportunities for advisory services.
- Additionally, Telix's recent study results highlight the potential for their imaging technology to disrupt traditional diagnostic processes, positioning them as a leader in precision diagnostics.

### 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 healthcare data platforms and imaging 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 strong, 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 regarding Northwest Biotherapeutics (OTCQB:NWBO) and MediWound (Nasdaq: MDWD), present significant implications for various stakeholders. This analysis examines the potential impacts on shareholders, employees, competitors, and customers, alongside market reactions and future expectations.

### Deal-Specific Impacts on Stakeholders

- Shareholders: The construction of the Grade C manufacturing suite by Northwest Biotherapeutics is a pivotal development that could enhance shareholder value.
- Value Creation: The anticipated increase in manufacturing capacity could lead to a substantial revenue boost. If the production of DCVax products doubles, as projected, and assuming current revenues of approximately \$5 million annually, this could potentially increase revenues to \$10 million, enhancing shareholder value significantly.

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- Dilution: If NWBio finances this expansion through equity, existing shareholders might face dilution. For instance, a 15% equity issuance could reduce existing shareholders' stakes, potentially leading to a 7% drop in share price post-announcement.
- Employees: The impacts on employees from these developments are multifaceted, involving synergies, restructuring, and retention strategies.
- Synergies: The expansion of MediWound's NexoBrid manufacturing facility is expected to increase production capacity sixfold, which could lead to operational efficiencies and job creation in the long term.
- Restructuring: However, expansions often come with restructuring. MediWound may need to realign its workforce to optimize the new facility, potentially leading to layoffs in redundant roles.
- Retention: Both companies may implement retention bonuses to secure key talent during transitions. For example, Northwest Biotherapeutics could offer incentives to retain critical staff involved in the new manufacturing processes.
- Competitors: The competitive landscape is likely to shift as these companies expand their capabilities.
- Market Positioning: MediWound's expansion and successful trials could position it as a leader in enzymatic therapeutics, prompting competitors like Amgen (AMGN) and Gilead Sciences (GILD) to enhance their R&D efforts.
- Specific Competitor Moves: In response to MediWound's advancements, competitors may accelerate their own product development timelines or seek strategic partnerships to bolster their market positions.
- Customers: The implications for customers are significant, particularly in terms of product availability and service enhancements.
- Product/Service Implications: The construction of the Grade C suite by Northwest Biotherapeutics is expected to streamline production, potentially leading to lower costs and increased availability of DCVax products for patients.
- Case Studies: MediWound's NexoBrid has already shown increased adoption, with Vericel reporting a 38% revenue increase. This trend suggests that enhanced product availability can lead to better patient outcomes and satisfaction.

## Market Reaction and Analyst Commentary

- Market Reaction: The market's response to these developments has been cautiously optimistic. For instance, MediWound's recent financial results showed a 23% year-over-year revenue increase, reflecting positive investor sentiment.
- Analyst Commentary: Analysts have noted that the expansion of manufacturing capabilities is crucial for meeting rising global demand. A notable quote from an analyst stated, "MediWound's strategic investments position it well for future growth, especially as the market for enzymatic therapeutics expands."

## Expected Market Reaction and Scenario Analysis

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- Scenario Analysis: The market's reaction can be assessed through various scenarios:
- Positive Scenario: If Northwest Biotherapeutics successfully scales up production, shares could rise by 20% within the next year due to increased revenue projections.
- Negative Scenario: If operational challenges arise during the transition to Grade C manufacturing, shares could decline by 10%, reflecting investor concerns about execution risks.

### Potential Counter-Bids or Competing Offers

- Likelihood Assessment: The likelihood of counter-bids in this context appears moderate. Given the strategic importance of the technologies involved, competitors may consider acquisitions or partnerships. However, regulatory hurdles could deter immediate competing offers.

### Similar Deals Likely to Follow

- Sector Consolidation Predictions: The healthcare sector is poised for continued consolidation. As companies like MediWound and Northwest Biotherapeutics enhance their capabilities, similar strategic expansions are expected. Analysts predict that firms in the biotech space will pursue acquisitions to bolster their manufacturing and R&D capabilities.

### Key Risks and Mitigants

- Integration Risks: Integration challenges could disrupt operations. Mitigants include appointing experienced teams to oversee transitions and establishing clear operational milestones.
- Regulatory Risks: Regulatory scrutiny could delay expansions. Engaging proactively with regulatory bodies can help mitigate these risks.
- Market Risks: Market volatility may impact valuations. Structuring deals with contingent payments can protect against adverse market movements.

### 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.

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### 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

- 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

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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.

### 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%.

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### 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 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

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- 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 Medtronic.

## 7. Macroeconomic Update

### Key Economic Indicators:

- Healthcare Sector Performance: The healthcare sector remains a strong performer within the S&P 500, with companies like Johnson & Johnson (JNJ) and UnitedHealth Group (UNH) showing resilience. As noted, "Our favorite sectors include Financials, Industrials, and Healthcare," indicating a positive outlook for healthcare valuations.
- Interest Rate Impact: The current Federal Reserve policies are expected to influence healthcare valuations. The transcript highlights that "the Fed is likely to deliver more dovish policy than the market currently expects," which could benefit growth-oriented healthcare firms.
- Regulatory Environment: The evolving regulatory landscape, particularly with FDA approvals, is crucial for healthcare M&A activity. Companies are positioning themselves strategically for potential regulatory changes, which could create both opportunities and challenges.

### Market Trends:

- Pharmaceutical Innovation: The focus on breakthrough therapies, especially in oncology, is driving premium valuations. The emphasis on innovation is supported by the statement, "we think

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there is significant upside in earnings over the next year as the recovery broadens."

- Healthcare Technology Integration: The integration of technology in healthcare is accelerating, with investments in digital health solutions and telemedicine platforms becoming increasingly prevalent.
- Global Healthcare Spending: Demographic shifts and international healthcare spending patterns are influencing strategic decisions for multinational healthcare corporations.

### Sector-Specific Insights:

- Biotech Valuations: Increased scrutiny on biotech companies is evident, with investors focusing on clinical trial outcomes. The transcript mentions, "earnings growth next year" as a key factor, which is particularly relevant for biotech firms with promising pipelines.
- Healthcare Services Consolidation: Ongoing consolidation in healthcare services is leading to larger, integrated systems that enhance bargaining power, which is critical for negotiating with payers.
- Insurance Market Dynamics: Changes in healthcare insurance markets are affecting provider networks and reimbursement models, impacting healthcare service companies.

### Risk Factors:

- Patent Expirations: Major pharmaceutical companies face challenges from patent cliffs, necessitating strategic acquisitions to replenish drug pipelines.
- Regulatory Uncertainty: The potential for changes in healthcare policy and reimbursement models creates uncertainty for healthcare companies. This is underscored by the statement, "the government shutdown has weakened the economy further," which could delay necessary policy actions.
- Global Supply Chain: Ongoing international supply chain disruptions continue to impact pharmaceutical manufacturing and distribution networks, posing risks to operational efficiency.

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