

MEDICAL TECHNOLOGY M&A PULSE

SECOND QUARTER 2025



OUR INSIGHTS

Medical Technology M&A activity remained muted in Q2 2025, with 104 announced transactions, reflecting a more selective and cautious dealmaking environment. Buyers are placing increased emphasis on stability as the market contends with macroeconomic headwinds.

This sentiment is creating downward pressure on valuations and, in some cases, prompting the use of creative deal structures to bridge valuation gaps. However, companies with strong fundamentals continue to generate broad buyer interest and are transacting at market multiples.

With trade and policy conditions stabilizing, market participants are hopeful that the second half of the year will bring increased momentum and a more favorable dealmaking environment.

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ABOUT PMCF

PMCF is an investment bank focused exclusively on middle market transactions with professionals in Chicago, Detroit, Denver, and across the globe through Corporate Finance International™ affiliates. Offering a depth of advisory services, PMCF helps clients worldwide meet their sale, acquisition, financing, and strategic growth objectives. Additional information on PMCF can be found by visiting our website, pmcf.com.

Mergers & Acquisitions Carve-outs & Divestitures Strategic Assessments Capital Raising

MEDICAL TECHNOLOGY INDUSTRY EXPERTISE

In the medical technology sector, it takes a highly focused approach to execute a transaction efficiently. And it requires the constant monitoring of new procedures, technology and product development, and overall market trends. At PMCF, our Medical Technology team brings this dedication and market knowledge to every transaction.

Our transaction expertise in the medical device, bio-pharmaceutical, and healthcare sectors, combined with industry relationships and a proprietary healthcare consulting service offering, afford us a unique perspective in the industry.

Medical Devices	Contract Research	Clinical Services	Therapeutics
Healthcare	Contract Manufacturing	Behavioral Health	Managed Care
Drug Delivery	Bio-Pharmaceutical	Specialty Pharmacy	Specialty Services

SELECT PMCF MEDICAL TECHNOLOGY TRANSACTIONS









104

Announced transactions, a 19% decline from Q2 2024

13.1x

Average disclosed EV/EBITDA transaction multiple

19.7x

Average public index EV/EBITDA multiple

-0.3%

Public index median three-month stock price % change

WHAT WE'RE DISCUSSING WITH CLIENTS

Adapting to Tariffs: Strategic Shifts in a Dynamic Trade Landscape

Following the April 2025 tariff announcements, which introduced a 10% baseline tariff and higher rates on medical device imports, U.S. MedTech M&A faced significant disruption, prompting corporations and private equity buyers to reassess trade strategies. During the subsequent 90-day tariff pause, companies adopted mitigation measures like supply chain diversification and alternative deal structures, including earn-outs, milestone-based payments, and joint ventures, to manage risks and regulatory uncertainties. As trade agreements evolve, cautious optimism is emerging. Demonstrating tariff impacts and mitigation strategies remains essential for a successful M&A process

Increased Focus on Innovation: Al-Enabled Companies are Attracting Strong Demand and **Trading at Premium Multiples**

Artificial Intelligence is transforming the healthcare sector by enabling strategic leaders to improve patient outcomes, streamline operational efficiency and drive significant value in performance. The expanding healthcare Al market has been a key catalyst for M&A activity in the sector as acquirers prioritize high-growth, capital-efficient targets to strengthen their portfolios. Sellers with a demonstrated strategy to integrate Alsolutions have commanded aggressive valuations

For additional insights, see PMCF's recently published Al perspective here.

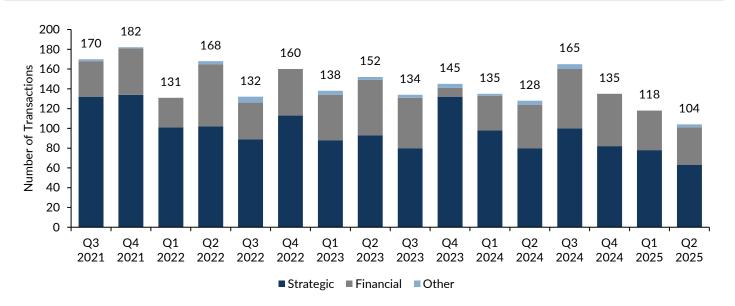
Medical Technology Sector Description: PMCF defines the Medical Technology sector as companies involved in the development of therapeutic devices, medical equipment, diagnostic tools, and consumable and disposable medical products. It also includes distribution, contract manufacturing, and services that support these products

M&A Activity Summary

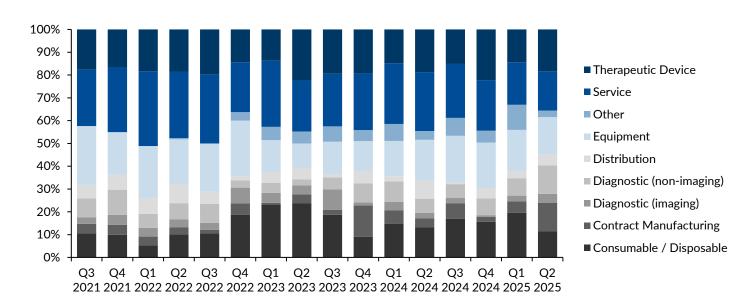
Trends in Medical Technology M&A

- M&A activity in the Medical Technology sector remained subdued in Q2 2025, with 104 announced transactions, a decline from the 128 deals recorded in Q2 2024. To keep pace with historical annual averages, deal volume will need to accelerate in the second half of the year.
- Strategic buyers remained the primary drivers of M&A activity this quarter, accounting for nearly 60% of total deal volume, or 63 transactions.
- Activity was well-distributed across subsectors, with the Therapeutic Device segment leading at 18% of total deals. The Services and Equipment segments followed closely, accounting for 17% and 16%, respectively, reflecting a balanced and diversified M&A landscape.

MEDICAL TECHNOLOGY QUARTERLY TRANSACTION VOLUME



SHARE OF MEDICAL TECHNOLOGY M&A TRANSACTION COUNT BY SECTOR



MEDICAL TECHNOLOGY M&A TRANSACTION METRICS

Period	Mean/Median	Tra	nsaction Value (\$MM)	TEV/REV	TEV/EBITDA
2025 Q2	Mean	\$	333.14	2.5x	13.1x
2025 Q2	Median	\$	93.16	1.6x	11.6x
2024 Q2	Mean	\$	768.54	6.1x	21.9x
2024 Q2	Median	\$	89.80	3.0x	19.5x
2024	Mean	\$	615.49	5.0x	17.7x
2024	Median	\$	55.30	2.2x	11.2x
2023	Mean	\$	464.93	5.6x	14.1x
2023	Median	\$	45.00	1.8x	9.6x
2022	Mean	\$	463.04	10.0x	27.0x
2022	Median	\$	29.69	2.4x	15.7x

- In Q2 2025, average EV/EBITDA multiples declined to 13.1x, significantly lower than the 21.9x recorded in Q2 2024 and below recent historical averages. At the same time, the average transaction size decreased to \$333 million, falling short of 2024 levels.
- These trends indicate that buyers are likely factoring in tariffs and other macroeconomic uncertainties into their valuations, contributing to compressed multiples and reduced transaction activity.

HEADLINE M&A TRANSACTION METRICS



April 2025 - Private equity firm KKR submitted an official takeover offer for Biotage, aiming to take the company private. Biotage is a provider of separation solutions and products used in drug discovery, development, and analytical testing



Enterprise Value

23.6x EV/EBITDA

5.8x EV/Revenue



April 2025 - Zimmer Biomet, a global medical technology leader, acquired Paragon 28, a leading medical device company focused exclusively on the foot and ankle orthopedic segment including fracture and trauma, deformity correction, and joint replacement

and



EV/EBITDA

5.1xEV/Revenue

M&A Transaction Segments

M&A Trends by Sector, Geography, and End Market

- Medical Equipment M&A activity by sector largely followed historical patterns in Q2 2025, with notable increases in the Service (18 transactions), Equipment (17 transactions), and Consumables/Disposables (12 transactions) segments compared to the previous quarters. Other sectors saw a decline in deal activity relative to the prior three quarters.
- On the geographic front, international-only acquisitions led the market with 52 transactions, while U.S.-based deals slowed to 33 transactions, down from 43 in Q2 2024. Cross-border activity remained steady, tracking closely with historical averages.
- By end market, Drug Delivery was the most active segment with 14 transactions, followed by Furniture/Equipment with 13, and Cardiovascular with 11. Compared to Q2 2024, Home Health experienced significant growth, rising from 2 to 8 transactions, whereas Orthopedics saw a decline from 15 to 10 deals.

QUARTERLY TRANSACTIONS BY SECTOR

Therapeutic Device Service Other Equipment Distribution Diagnostic (non-imaging) Diagnostic (imaging) **Contract Manufacturing** Consumable / Disposable 0 10 20 30 40 **Number of Transactions** ■ Q2 2025 ■ Q1 2025 ■ Q4 2024 ■ Q3 2024

CROSS BORDER TRANSACTION TRENDS

Seller-to-Buyer	2022	2023	2024	'24 Q2	'25 Q2
Int'l-to-Int'l	268	258	262	65	52
U.Sto-Int'l	66	65	55	10	9
U.Sto-U.S.	196	192	194	43	33
Int'I-to-U.S.	61	54	52	10	10
Total	591	569	563	128	104

TRANSACTIONS BY END MARKET

End Market	2022	2023	2024	'24 Q2	'25 Q2
Acute Care	8	8	6	2	1
Aesthetic	11	9	17	4	4
Cardiovascular	19	24	41	11	11
Drug Delivery	9	44	81	18	14
Furniture/Equipment	55	47	65	16	13
Home Health	14	12	16	2	8
Hospital Care	23	33	23	9	9
Infection Control	26	16	21	4	6
IVD	29	8	8	2	2
Monitor	21	34	17	4	-
Neurovascular	14	18	12	4	1
Ophthalmology	31	19	23	6	4
Ortho	32	35	38	15	10
Other	64	95	87	20	8
Respiratory	10	13	12	1	1
Support	188	106	52	3	8
Surgical	37	48	44	7	4
Total	591	569	563	128	104

Valuation Trends

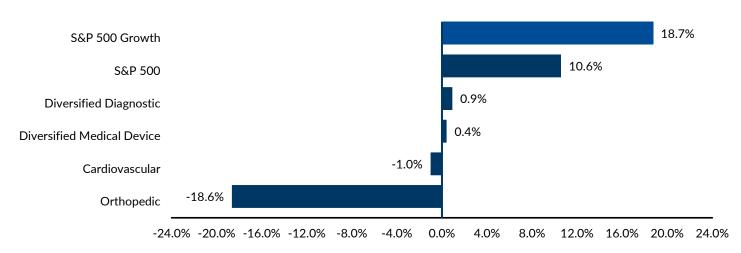
- Public equities in the MedTech sector lagged the broader market rebound in Q2 2025, as the S&P 500 and S&P 500 Growth rose 10.6% and 18.7%, respectively. Even so, the Diversified Diagnostics Index delivered relatively stable performance with a modest 0.9% gain, while the Orthopedic Index was the weakest performer, declining 18.6% for the quarter.
- Valuation multiples in the MedTech sector softened in Q2 2025. The median EV/EBITDA multiple declined to 15.5x, reflecting a YoY contraction from 16.1x. EV/Revenue multiples remained comparatively steady, edging down to 3.9x from 4.1x. At the subsector level, Cardiovascular experienced the most significant compression, with valuation multiples dropping 7.2% over the past year. In contrast, the Diversified Diagnostics segment remained the most stable, posting only a 0.4% decline.

	Stock Price	% Change	EV/EBITDA	% Change	Curre	Net Debt/ TTM		
Industry and Segment	3 Month	1 Year	3 Month	1 Year	Fwd PE	TTM PE	EV/EBITDA	EBITDA
Diversified Medical Device	0.4%	10.4%	-7.5%	-0.9%	20.1x	50.1x	16.9x	2.3x
Diversified Medical Device Orthopedic Cardiovascular	-18.6%	-14.9%	-5.0%	-4.6%	13.3x	27.1x	10.6x	3.4x
ဋီ Cardiovascular	-1.0%	8.8%	-3.8%	-7.2%	29.9x	43.4x	22.8x	4.9x
Ö Diversified Diagnostic	0.9%	-4.3%	2.6%	-0.4%	16.9x	27.4x	14.2x	2.4x
Overall Median	-0.3%	2.2%	-4.4%	-2.8%	18.5x	35.4x	15.5x	2.9x

PMCF MEDTECH INDEX PUBLIC VALUATIONS (1) (2)

	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025
	2020	2020	2020	2024	2024	2024	2024	2023	2023
Revenue Multiple									
Median	4.7x	4.1x	4.3x	4.4x	4.1x	4.1x	4.1x	4.0x	3.9x
Mean	5.2x	4.5x	4.6x	5.0x	4.9x	5.0x	4.9x	4.8x	4.7x
EBITDA Multiple ⁽¹⁾									
Median	18.7x	17.1x	17.0x	17.7x	16.1x	15.6x	16.0x	15.0x	15.5x
Mean	22.7x	19.6x	21.0x	20.8x	20.3x	20.7x	22.1x	20.0x	19.7x

Q2 2025 CHANGE IN STOCK PRICE(3)



Source: Capital IQ

Multiple of EBITDA based on EBITDA inclusive of equity income from affiliates

Figures based on the last trading day of the period shown

Industry and segment returns are based on price-weighted performance

PMCF Medical Technology Index

	Headquarters	Enterprise	Market	ттм	TTM Gross		TTM Gross	TTM EBITDA	Net Debt/	EV/	EV/EB	SITDA ⁽²⁾
Company Name	Location	Value ⁽¹⁾	Cap. ⁽¹⁾	Revenue	Profit	EBITDA	Margin	Margin	EBITDA	Revenue	Q2 '25	Q2 '24
\$ in Millions ⁽³⁾												
Diversified Medical Device												
Johnson & Johnson	United States	\$380,999	\$367,528	\$ 90,627	\$ 62,000	\$ 30,255	68.4%	33.4%	1.1x	4.2x	12.6x	11.5x
Novartis AG	Switzerland	263,841	236,925	55,186	42,097	23,552	76.3%	42.7%	1.1x	4.8x	11.2x	12.0x
Abbott Laboratories	United States	243,334	236,635	43,109	24,278	11,453	56.3%	26.6%	0.5x	5.6x	21.2x	18.0x
Intuitive Surgical, Inc.	United States	190,358	194,768	9,145	6,092	3,186	66.6%	34.8%	NM	20.8x	59.8x	64.2x
Boston Scientific Corporation	United States	170,123	158,907	18,494	12,584	4,705	68.0%	25.4%	2.4x	9.2x	36.2x	30.9x
Stryker Corporation	United States	166,143	151,196	23,818	15,470	6,388	65.0%	26.8%	2.3x	7.0x	26.0x	25.8x
Becton, Dickinson and Company	United States	67,955	49,368	20,867	9,666	5,573	46.3%	26.7%	3.3x	3.3x	12.2x	16.1x
Baxter International Inc.	United States	23,521	15,533	10,887	4,238	1,983	38.9%	18.2%	4.0x	2.2x	11.9x	10.2x
Median							65.8%	26.8%	2.3x	5.2x	16.9x	17.1x
Orthopedic												
Zimmer Biomet Holdings, Inc.	United States	\$ 23,995	\$ 18,046	\$ 7,699	\$ 5,481	\$ 2,554	71.2%	33.2%	2.3x	3.1x	9.4x	11.1x
Smith & Nephew plc	United Kingdom	16,300	13,343	5,944	4,196	1,436	70.6%	24.2%	1.9x	2.7x	11.4x	11.2x
Globus Medical, Inc.	United States	7,622	7,990	2,511	1,683	716	67.0%	28.5%	NM	3.0x	10.6x	16.0x
Enovis Corporation	United States	3,214	1,791	2,150	1,256	323	58.4%	15.0%	4.4x	1.5x	9.9x	15.7x
Alphatec Holdings, Inc.	United States	2,074	1,623	682	469	(15)	68.8%	(2.2%)	NM	3.0x	NM	NM
Orthofix Medical Inc.	United States	572	437	809	557	22	68.9%	2.7%	4.9x	0.7x	25.7x	NM
Median							68.8%	19.6%	3.4x	2.9x	10.6x	13.4x
Cardiovascular												1
Medtronic plc	Ireland	\$132,564	\$111,688	\$ 33,537	\$21,931	\$ 9,113	65.4%	27.2%	2.3x	4.0x	14.5x	13.2x
Edwards Lifesciences Corporation	United States	42,736	45,878	5,685	4,484	1,739	78.9%	30.6%	NM	7.5x	24.6x	30.7x
Terumo Corporation	Japan	27,034	27,091	6,919	3,744	1,636	54.1%	23.6%	NM	3.9x	16.5x	18.4x
Merit Medical Systems, Inc.	United States	5,947	5,525	1,433	687	282	47.9%	19.7%	1.7x	4.2x	21.1x	21.2x
Artivion, Inc.	United States	1,788	1,463	390	249	43	63.9%	11.1%	7.5x	4.6x	41.4x	28.0x
LeMaitre Vascular, Inc.	United States	1,759	1,876	226	156	63	68.8%	27.8%	NM	7.8x	28.0x	31.8x
Angio Dynamics, Inc.	United States	369	403	292	158	(2)	53.9%	(0.6%)	27.5x	1.3x	NM	NM
Median							63.9%	23.6%	4.9x	4.2x	22.8x	24.6x
Diversified Diagnostic												
Roche Holding AG	Switzerland	\$290,140	\$260,666	\$ 79,831	\$ 59,702	\$ 29,460	74.8%	36.9%	1.0x	3.6x	9.8x	10.7x
Thermo Fisher Scientific Inc.	United States	181,466	153,059	43,212	17,841	10,817	41.3%	25.0%	2.7x	4.2x	16.8x	22.1x
Danaher Corporation	United States	156,965	141,373	24,013	14,340	7,521	59.7%	31.3%	2.1x	6.5x	20.9x	26.4x
Labcorp Holdings Inc.	United States	28,202	21,972	13,484	3,795	1,823	28.1%	13.5%	3.3x	2.1x	15.5x	13.9x
Quest Diagnostics Incorporated	United States	26,555	20,053	10,522	3,500	2,058	33.3%	19.6%	2.9x	2.5x	12.9x	11.3x
Hologic, Inc.	United States	15,426	14,521	4,039	2,458	1,249	60.9%	30.9%	0.5x	3.8x	12.4x	14.5x
Median							50.5%	28.0%	2.4x	3.7x	14.2x	14.2x
							(F	04 404	0.0	0.5	45 -	
Median Mean							65.0% 60.1%	26.6% 23.4%	2.3x 3.8x	3.9x 4.7x	15.5x 19.7x	16.1x 20.2x
IVICALI					of last pariod r		00.1/0	23.470	J.OX	4./X	17./X	20.28

⁽¹⁾ Market capitalizations and total enterprise values as of June 30, 2025; income statement and balance sheet data as of last period reported

Source: Capital IQ



⁽²⁾ Multiple of EBITDA based on EBITDA inclusive of equity income from affiliates

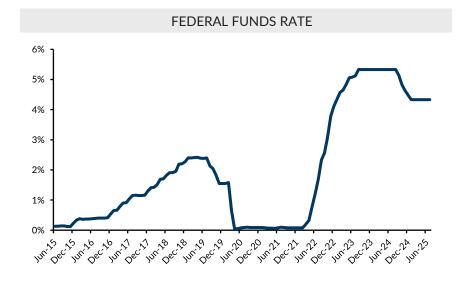
⁽³⁾ Currency conversions assume historical rate

Macro-Economic Indicators



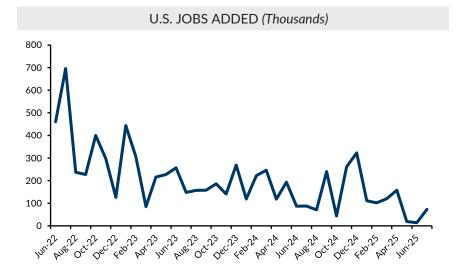
The year-over-year (YoY) percentage change in the Consumer Price Index (CPI) reflects the annual rate of inflation by measuring price increases for a standardize basket of goods and services purchased by urban consumers.

As of the end of Q2 2025, the YoY CPI increase was 2.67%, down from 2.97% at the end of Q2 2024, indicating a moderate inflationary environment.



The Federal Funds Rate is the interest rate at which depository institutions lend reserves to one another overnight. As a key benchmark for short-term interest rates, it plays a central role in monetary policy by shaping borrowing costs, consumer spending, and broader economic activity.

As of the end of Q2 2025, the rate stands at 4.33%, reflecting the Federal Reserve's ongoing efforts to manage inflation while supporting economic growth.



The net change in total nonfarm employment measures the monthly gain or loss in jobs across the U.S. economy, excluding farm workers, private household employees, and employees of non-profit organizations. It serves as a key indicator of labor market conditions and overall economic momentum.

In Q2 2025, the U.S. economy added 191,000 jobs, representing moderating performance compared to earlier in the year, suggesting a cooling labor market.

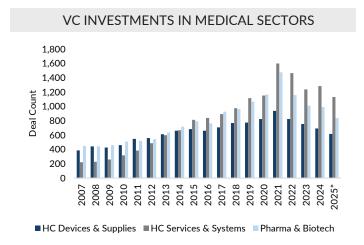
Venture Capital Activity Overview

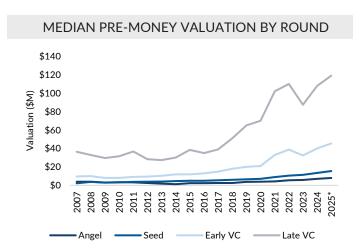
After a turbulent start to the quarter triggered by the Liberation Day tariff announcements, the Venture Capital market has largely reverted to more familiar dynamics. The initial shock led to IPO exit delays and a pullback in public equities, which in turn dampened investor confidence and slowed both new investment activity and fundraising momentum. As markets began to stabilize, sentiment improved, but caution continues to shape VC behavior. With trade and tariff negotiations still unresolved, many investors remain hesitant, opting to wait for greater macroeconomic clarity before deploying significant capital into higher-risk opportunities.

On an annualized basis from Q2 2025, venture capital activity reached 12,360 deals totaling \$326 billion in value. This represents a 12% decline in deal volume but a 52% increase in aggregate deal value compared to full-year 2024, driven largely by a handful of outsized transactions. Activity remained evenly distributed across investment stages, with Angel, Early VC, and Late VC representing 30%, 37%, and 33% of Q2 deals, respectively. Medical technology investments were in line with historical norms, accounting for 20% of total VC activity during the quarter.

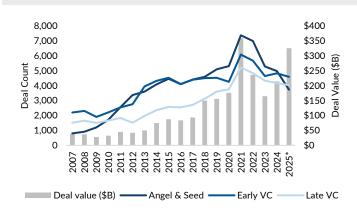
Valuations have continued to rise across all stages. Angel and Seed rounds saw modest increases, while Early and Late-stage valuations surged more sharply. On average, valuations are now 45% higher than they were five years ago, fueled by high-profile deals and growing demand for high-quality opportunities.

Looking ahead to the second half of 2025, investor sentiment is expected to remain cautiously optimistic amid ongoing uncertainty around the timing and extent of potential Federal Reserve rate cuts, persistent global trade tensions, and geopolitical instability. On a more encouraging note, the growing activity in the secondary market is creating an emerging pathway for investor liquidity and exits. However, this route remains relatively limited and is primarily accessible to high-quality, later-stage opportunities. As a result, Q2 is best characterized as a period of stabilization rather than a full recovery.





DEAL COUNT BY ROUND



Angel/Seed: The company has a concept or product under development but is likely not fully operational. Typically, in existence less than 18 months.

Early: The company has a product or service in testing or pilot production. In some cases, the product may be commercially available. May or may not be generating revenues. Typically, in business less than three years.

Later: Product or service is widely available. Company is generating ongoing revenue; potentially positive cash flow. More likely to be, but not necessarily, profitable.

^{*2025} metrics on an annualized basis Sources: Capital IO. PitchBook, Company Reports, PMCF

What is a Strategic Assessment and Why is it Important?



7 Reasons Why a Strategic Assessment is Essential for Maximizing Business Value In Preparation of a Liquidity Event

- Prepares your company for the scrutiny of 1 capital investors
- Helps ownership and management identify the value 2 attributes and constraints of the business
- Provides ownership with an understanding of perceived value considerations in the eyes of investors
- Affords your company an opportunity to address shortfalls and enhance the value in advance of a capital transaction
- Helps align corporate strategy with organizational, tax, and wealth transfer planning
- Helps shareholders/management understand how various business strategies can impact future value
- Resolves potential deal obstacles to ensure a smooth diligence process and higher likelihood of deal success

As an investment in your company, PMCF will complete a complimentary Strategic Assessment.

For additional information, please visit pmcf.com

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Founded in 1995, PMCF has spent 30 years successfully advising clients in the middle market. From M&A advisory or capital raising to strategic assessment and transaction planning, we execute transactions to achieve life-changing outcomes for our clients. We leverage our significant deal experience, industry relationships, and a deep understanding of sectors we serve to support our clients' organic and inorganic growth initiatives.

PMCF takes a strategic approach to transaction planning, ensuring the positioning and messaging conveys the unique differentiators of your company. Our affiliation with Plante Moran provides us access to transaction tax experts to provide insight into structure planning considerations.

- Developing strategies to effectively deploy capital and resources to maximize ROI on your highpriority growth initiatives
- Aligning your process capabilities with key macrotrends driving industry growth
- Evaluating KPI trends and results and understanding how they are used in daily management
- Reviewing the organizational chart and the internal plan for turnover and/or succession of key management team members
- Pursuing customer diversification at attractive, appropriate margins
- Understanding margin trends and concentrations of margin within product groups or customers
- Assessing your company's differentiation and position in the marketplace
- Leveraging our extensive global relationships to help penetrate new customers and/or markets

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OUR FIRM

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- Differentiated approach via senior banker leadership and direct involvement through every step of the transaction providing a consistent and highly experienced point of contact
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- Unique sale planning approach that helps shareholders best prepare for a future sale whether it's six months or several years
- Long-term and client First approach allows PMCF to provide unbiased feedback



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Awarded, Cross Border Corporate and Strategic Acquisition of the Year by M&A Advisor Awarded, Cross Border M&A Deal of the Year by M&A Advisor

Awarded, 2024 Dealmaker of the Year by ACG Detroit



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