



CDI GLOBAL
MdcStratCon



Introduction CDI Global Healthcare Industry



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www.cdiglobal.com



CDI Global is a leading non-bank M&A and corporate development advisor for middle-market transactions, especially cross-border business combinations

CDI Global Profile

Our Distinction:

For 40 years we have been helping clients get the “right” transactions, buy and sell, completed, including over 2,000 transactions covering more than 25 industries

Global Reach:

Over 40 offices in 32 countries covering major economic centers of the world

Capabilities:

Over 250 partners and professionals have industry knowledge, speak the languages and understand local business practices and cultures, and have been senior executives within industry, banking, and management consulting

Focus:

Middle market transactions, typically between € 5 to €250 million in enterprise value, but we have advised on deals as large as €2 billion

- ▣ Focus on strategic fit, industry dynamics and competitive factors
- ▣ Highly experienced in cross-border transactions and complex projects
- ▣ Skilled in addressing both the distinctive requirements of strategic buyers and those of financial investors
- ▣ Broad experience in search mandates and projects
- ▣ Independent firm, no conflict of interest

Regions and Offices

Europe	Antwerp, Berlin, Bern, Brussels, Frankfurt, Geneva, Gothenburg, Helsinki, Kristiansand, London, Lyon, Madrid, Milan, Munich, Oslo, Paris, Stockholm, The Hague, Zurich
Central and Eastern Europe	Poznan, Vienna
North America	Boca Raton, Boston, Chattanooga, Chicago, Cincinnati, Cleveland, Houston, Las Vegas, Los Angeles, Mexico City, Montreal, New York, Phoenix, Pittsburgh, Princeton, Seattle
South America	Bogota, Montevideo, Santiago, Sao Paulo
India and Middle East	Mumbai, Bangalore
China	Hong Kong, Shanghai
Japan	Tokyo
Southeast Asia	Ho Chi Minh City, Singapore
Australia	Melbourne, Sydney

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CDI Global Services Offering to support your strategic options

MERGERS & ACQUISITIONS

- CDI acts as strategic adviser throughout the transaction life cycle in addition to providing project management ensuring that the transaction moves forward to completion at the right pace. CDI has capacity to operate internationally and identify, propose and execute cross-border acquisitions, including critical business, financial, valuation and integration advice, Due Diligence management,...

CAPITAL RAISING

- CDI has unique experience of global capital markets and private capital. We assist businesses to raise capital around the world through private placements to strategic as well as financial players. Our strong relationships with large business groups, financial institutions and private equity is the most cost-effective way to raise capital.

COMPANY SEARCH

- CDI assists clients in defining their search profile and identifying targets that meet the profile. Internationally, we provide these services to local and foreign clients.

MBO/MBI

- CDI works closely with management teams to develop a business plan which is tailored to the requirements of the potential funders. We aim to match MBO teams with funders that are focused on their sector and size of business. On the other side of the transaction we lead negotiations with the vendor, whether they be retiring shareholders or corporates.

DIVESTITURES

- CDI works with clients to develop an appropriate strategy to generate successful exits for private owners, corporates and private equity backed enterprises alike. Including list of potential purchasers, teaser and information Memorandum, transaction management,..

INDIVIDUAL SERVICES

- Strategic Plan for BoD , Review and Preparation Company for transaction, Business Plan creation, Valuation, Post acquisition integration plan, alliance partner search, ...




CDI Global Credentials : selection out of 90+ Healthcare Deals closed, 20+ partners have Healthcare Transaction experience (2)

 Raised capital investment from 	UK, 2010 <i>Pharmaceuticals</i>	 was divested to 	NL-UK, 2004 <i>healthcare services</i>	 Was divested to 	UK 2009 <i>clinical management system GP - hospitals</i>	Group of investors Has acquired Phylogen	Spain, 2012 <i>Biotech</i>
Revive Group Was divested to 	UK, 2002 <i>ebooking</i>	DSM/Andeno plant  was divested to Courtalds Plc. 	NL-CH-UK, <i>Pharma Manufacturing</i>	 Was divested to 	UK 2010 <i>IT systems residential, domiciliary and community care</i>	Lipid Nutrition  was divested to Stepan	NL- USA, 2011 <i>Food ingredients</i>
 has acquired Laprolan and ComforMed	NL, <i>Medical aids</i>	 divested shareholdings to 	UK, 2014 <i>Comms Publishing Pharma</i>	 Was divested to 	UK 2009 <i>workforce, monitoring and point of care software for domiciliary and homecare space.</i>	 Has acquired 	Spain, 2009 <i>Biotech</i>
 Has acquired High Meadow Home Care Ltd.	UK, 2010 <i>Home Care</i>	 Was divested fo new owner	UK <i>Nursing , Elderly Care Village</i>	Ressources Informatiques Was divested to 	France, 2010 <i>Radiology IT</i>	 was divested to 	Spain, 2007 <i>Clinics-Physical therapy</i>



CDI Global Credentials : selection out of 90+ Healthcare Deals closed, 20+ partners have Healthcare Transaction experience (3)

 <p>Has received financng</p>	<p>Canada <i>Clinics</i></p>	 <p>Georgetown Pediatric Center Has been acquired by</p> 	<p>USA 2015 <i>Pediatric Center</i></p>	 <p>Was divested to</p> 	<p>Sweden 2016 <i>Lab infrastructure</i></p>	<p>Polesano Group</p>  <p>was divested to</p> 	<p>Italy, 2017 <i>Diagnostic Lab Centers</i></p>
 <p>was diivested to</p> <p>Edoleim</p>	<p>France 2013 <i>Software</i></p>	<p>Greenwood Medical Services Has been acquired by</p> 	<p>USA 2015 <i>Pain Clinic</i></p>	 <p>Trade sale to</p> <p>Galenica Holding</p>	<p>Switzerland, 2016 <i>ERP Pharmacy</i></p>	 <p>Has received financing</p> <p>Group of investors</p>	<p>USA 2017 <i>Cardiology Device</i></p>
 <p>has received financing</p>	<p>Canada, <i>Health Sport, Corporate Services - Clinic</i></p>	<p>eurocolumbus</p>  <p>divested shareholdings to</p> <p>Chinese Medical Corporation</p>	<p>Italy, 2015 <i>Imaging Equipment</i></p>	 <p>Was divested to</p> 	<p>Switzerland 2017 <i>Psychiatric Clinic</i></p>	<p>KIESER TRAINING</p> <p>MBO</p> <p>Kieser Training Management</p>	<p>Switzerland 2017 <i>Fitness Centers</i></p>
 <p>Les Myosotis Was divested to</p> <p>Riviera Parc SA</p>	<p>Switzerland 2014 <i>Nursing Home Operator</i></p>	<p>BucoEye was diivested to</p> 	<p>Spain 2016 <i>Dental Clinics</i></p>	 <p>Has received financing</p> <p>Group of investors</p>	<p>USA 2017 <i>Intraurethral Device</i></p>	 <p>Listing</p> <p>Euronext Paris</p>	<p>France 2017 <i>Veterinary Therapeutics</i></p>




















CDI Global Credentials : selection out of 90+ Healthcare Deals closed,
20+ partners have Healthcare Transaction experience (4)

 Has received financing Group of investors	Canada, 2017 <i>Robotics</i>	 Listing Euronext Paris	France 2018 Dental Implant	 was divested to 	Spain - USA 2019 <i>Cosmetics</i>	 Has received financing 	Canada 2019 <i>Device & app spinal</i>
 was sold to 	Brazil - USA 2017 <i>Medical Device</i>	 has acquired 	Netherlands 2018 <i>ICT</i>	 has acquired 	France- Spain 2019 <i>CMO Pharma Cosmetics</i>	 has acquired 	Belgium - Germany 2019 <i>PACS software</i>
 GILDE EQUITY MANAGEMENT BENELUX has invested in 	Netherlands 2017 <i>Software Care Rehab</i>	 was divested to 	India - USA 2019 <i>CRO-Pharma</i>	 was divested to 	France/Spain - China 2019 <i>Cosmetics</i>	 has received financing (ASX) Group of investors	Australia 2019 <i>Pharmacy software</i>
 GILDE EQUITY MANAGEMENT BENELUX has invested in 	Netherlands 2017 <i>Software Care</i>	 (formerly known as Sultan Med Systems) was divested to EDGE10	Canada - UK 2019 <i>Athletic EHR Software</i>	 was sold to 	Canada - France 2019 <i>SaaS patient monitoring</i>	 has divested assets	Canada 2019 <i>Pharma OTC</i>



CDI Global Credentials : selection out of 90+ Healthcare Deals closed,
20+ partners have Healthcare Transaction experience (5)

 Organic Formulation was divested to  Natural Medicine Since 1865	Australia 2019 <i>Health & Beauty Cosmetics</i>	 has acquired 	Switzerland 2020 <i>Insurance</i>	 Has acquired Australian Botanical Products 	Australia 2021 <i>Cosmetics, Pharma</i>
 has acquired  BODY & HOME CARE	Spain 2019 <i>Personal & home Care</i>	 has acquired majority in 	Switzerland 2020 <i>Insurance</i>		
 has sold through a Management Buy Out  Technology	Belgium - Switzerland 2020 <i>Medical Device</i>	 Premium Full-Service CRO was sold to 	Sweden - Norway 2020 <i>Pharma CRO</i>		
 was sold to Private Investor	Switzerland 2020 <i>Medical Parts</i>	 was sold to 	Brazil 2020 <i>Hospital Supplies Medicines</i>		

Expert Team covering all Healthcare domains to support globally all offices and clients



Team member	Expertise (industry or transactions or projects)	Corporate or Consultancy
Marc De Clerck, Belgium	Software & IT, Medical Equipment, Devices, Services, Pharma & biotech, CRO, Providers	J&J, Bayer, Agfa , Med2Rad, OIS
Philippe Berthon, France	PhD: Pharma & Biotech	Urogene, Vaxon Biotech, France Biotech, Trio Tek
Gianmaria Castoldi, Italy	Providers, medical equipment, devices	Schering-Plough
Olivier Chantre, Switzerland	Providers, Services	UBS, Leman Capital
Alain Chaptal, France	Pharma, Cosmetics, Veterinary	Synthélabo, Sanofi, Squibb, Searle, Yves Rocher, Guerbet
Niklas Edler, Sweden	Lab equipment	
Gary Epler, USA	M.D., Harvard Medical School professor, founder, CEO, MedTech, Medical Devices, biotech, genome diagnostics	Harvard Medical School , Gracewater Capital
Thierry Gibert, France	Pharma, Biotech, Medical 3D printing, implants, Contract Research Organizations, Pharma distribution	Exotest, Mandriva
Adrian Gilson, UK	Software & IT	Adastra Software
Nicholas Hanser, Germany	Pharma & biotech	Credit Suisse, Jefferies, BNP
Nasir Jalal, China	PhD cell & molecular biology : Pharma & Biotech	Fight Cancer Global
Marc Möckli, Switzerland	MedTech, Devices, Diagnostics, Hospitals, Clinics, Distribution & Retail	E&Y, Credit Suisse, PWC
Carlo Montenovesi, Italy -UK	Pharma & Biotech	Biosalus, Ciba Vision, Ciba Geigy
Carmelo de las Morenas, Spa	Pharma & biotech, consumer health & care,	Lehman, Teva, Neoprobe, Interventional Tech, King Pharma, Genosa, Phytogen.
Brent Peterson, USA	Medical Equipment, Devices, Consumer health, Diagnostics, Pharma	Glenwood Financial, Health Management, Unimed
Tim Smokoff, USA	Medical device and equipment, telehealth SaaS	Viemed Healthcare, Numera, Breathometer, Microsoft
Rajesh Varma, India	Pharma, API	KPMG
Wayne Weiner, USA	Pharma	Patheon, DSM Pharmaceutical Products



CDI Global Credentials : direct access to major Healthcare corporations and investors



- Selection of leading Healthcare Corporations
 - OEM : GE, Philips, Siemens, Hologic, Toshiba-Canon, Neusoft, ...
 - Equipment : Schiller, Esaote, Analogic, BBraun, Getinge, Steris, Hill Rom,...
 - Imaging : Agfa, Fuji, Konica, Carestream, ...
 - Software & IT: Compugroup, CSC Healthcare, Vital Images, Sectra, iCAD, Nexus, Tieto, McKesson, Cegedim, BT Health, CSI ...
 - Pharma & Biotech : J&J, Bayer, UCB, BioRad, Sanofi, Mallinckrodt, Roche, Lonza, Novartis, Charles River, QPS, Eurofins, PPDI, IQVIA, Catalent, DCC ...
 - Diagnostics : Biorad, Diasorin, Siemens, Roche, ..
 - Care : Mölnlycke, Systagenix, Heraeus, ..
 - Devices : Biomet, Covidien, Sorin, Medtronic, Depuy, Smith&Nephew,...
- Selection of Private Equity & Venture Capital with significant focus or dedicated to Healthcare segment
 - APAX, Bain Capital, Carlyle, One Equity Partners, General Atlantic Partners,...
 - LSP, Capricorn Venture, IHCV, Mérieux Development, Ares Life Sciences, GIMV, Healthcare Evolution Partners, Belhealth Investment, Albion Ventures, Riverside, Gilde Healthcare, Argos Soditic, Eli Global, Rothschild, Waterland, Symphony Technology, ...



Why CDI Global : Global coverage with local access, specific Healthcare segments Expertise and broad M&A track record in Buy, Sell and Fund Raising



- Transactions : our CDI partners closed more than 90 deals in different healthcare segments
- Covering the following Healthcare Segments :
 - Medical equipment; medical devices, diagnostics, biotech, ICT, software, supplies; pharma, labs, ...
 - Primary, 2nd and tertiary care providers.
 - Clinical specialties e.g. cardiology, orthopaedics, oncology, surgery, ophthalmology, dental, radiotherapy, radiology,
- In many countries e.g. USA, Canada, Belgium, Netherlands, Germany, France, Italy, Spain, Switzerland, Sweden, UK, Israel, South Korea, India,...
- Practical experience : more than 15 partners have corporate or operational medical industry expertise.
- Offering direct access to dedicated Healthcare Private Equity and VC funds
- Offering direct access to corporate level of Healthcare Industry Players
- Mandates in process in area of Pharma & API, Medical Devices, Software & IT, CRO, BioTech, Nutraceutical/Cosmetic Ingredients, Pharma Manufacturing Services/CDMO, Medical Equipment, Diagnostic Equipment, Providers/Clinics/Labs, ...



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