



**gilmartin**group

March 2024

# Q4 2023 MedTech Sector Recap



# Agenda

<b>Q4 Earnings Summary</b>	<b>3</b>
<b>Reporting Landscape</b>	<b>6</b>
<b>Q4 Performance</b>	<b>10</b>
<b>Sector Valuation</b>	<b>20</b>
<b>Sell-Side Rating Changes</b>	<b>27</b>
<b>Short Interest &amp; Other Trends</b>	<b>32</b>
<b>Notable Events</b>	<b>35</b>



# Q4 Earnings Summary



# Q4 Earnings Season Takeaways

## More Beats vs. Q3; FY24 Guidance Says Estimates Viewed as Achievable:

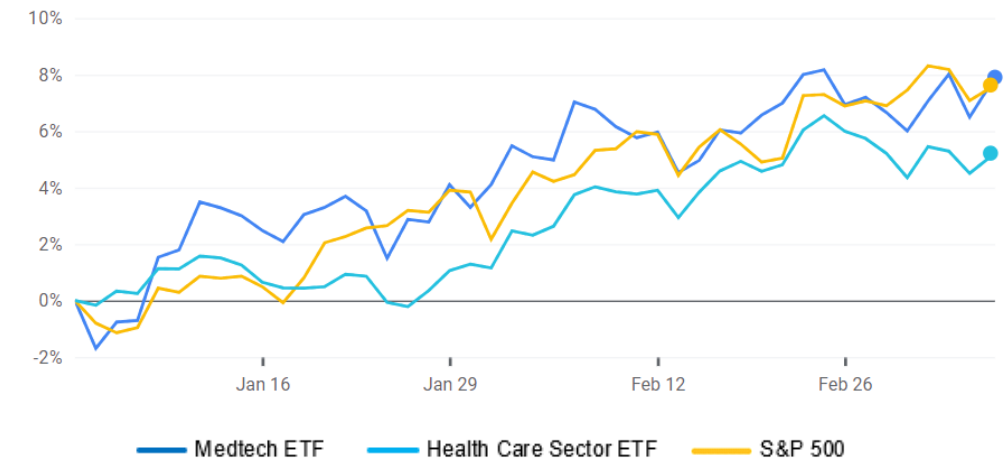
- **~80% of tracked MedTech companies beat Q4 revenue estimates** (by 4%, on average) after a mixed Q3 reporting season (when ~60% of companies beat)
- On average, **companies bracketed FY 2024 consensus with full-year revenue guidance, driving confidence that estimates coming into the year were achievable, if not conservative**
- **Companies continue to cite strong procedure volumes, utilization, and pricing trends** and are seeing a solid pace of regulatory approvals and new product launches (ex: pulsed field ablation, diabetes devices)
- **On average, SMID MedTech forward EV/Revenue multiples have recovered by ~1x vs. Nov 2023 trough, but remain depressed vs. 2020-2021 highs**

## Sector Sentiment Improving

- **Investor sentiment toward MedTech (especially large caps) has grown incrementally positive** given a solid operating environment and clear guidance
- **We are keeping a close eye on trends that could put the sector back in relative favor over the course of the year** – ex: stronger-than-expected growth from new product launch cycles, aversion to pharma policy-related risk into the upcoming election season, neutral GLP-1 readouts
- **Early-2024 Biotech IPOs have demonstrated that deal appetite is alive and well** and could usher in momentum for growth MedTech IPOs

## YTD Performance

**Broader market rally benefited MedTech, especially large caps...**



# What's Next?

- **With Q1 reporting around the corner, investors are focused** on the degree of conservatism contemplated in 2024 guides, 1H growth achievability (given challenging 1H 2023 comps), and further commentary on cash burn or path to positive free cash flow
- On average, SMID MedTech companies guided to softer sequential **Q1 2024 expectations than seen in prior years – but this may simply be conservatism**

Company	Q1 2024 Commentary	Compared to Prior Year	Prior Year Trend (1Q23A vs. 4Q22A)
A TEC	Expects to see “normal seasonality cadence... a step down from Q4 to Q1, then a step up to Q2”	Worse	3.0%
A TRC	Expects Q1 revenue “to be flat to Q4”	Worse	6.2%
F NA	Q1 "developing in line with our expectations... we have one less billing day in Q1, which creates a 100 to 200 basis point headwind" "...expect quarterly growth rates for the rest of the year to be higher than in Q1 2024"	In-line	1.0%
I NSP	Expects “more pronounced seasonality in Q1 of 2024 compared to historic levels”	Worse	(7.8%)
I RTC	Expects Q1 revenue “to be close to 22% of full year revenues” (vs. 23% last year)	Worse	(1.1%)
K IDS	Expects Q1 revenue "higher than Q4... in the \$41.5M-\$42M range" including revenue from Boston Orthotics & Prosthetics acquisition	Better (Inorganic)	1.9%
L UNG	Expects Q1 revenue “to be down compared to Q4”	In-line	(6.1%)
N ARI	Expects "sequential revenue growth of approximately 4% for Q1 of 2024"	Worse	7.8%
O M	Expects Q1 revenue “to be roughly even with Q4”	Worse	4.4%
P EN	Expects "global revenue growth in the first half of the year to be in the mid-teens range”	NA	8.4%
P RCT	Expects Q1 gross margin "in the 53% to 55% range" and Q1 utilization to "sequentially decline compared to the Q4"	Worse	2.6%
R XST	Expects Q1 "to be softer sequentially for capital equipment" with "continued sequential growth in LAL procedures"	Worse	8.7%
S IBN	“From a modeling standpoint... our Q1 tends to be about 6-7% lower than the fourth quarter”	Worse	2.3%
S ILK	Expects "mid-single-digit sequential revenue decline related to seasonal patterns" in Q1	Worse	0.2%
S WAV	“Procedure volumes appear sound... we expect total revenue for Q1 to tick up a bit sequentially.”	Worse	10.6%
T MCI	Expects "sequential revenue decrease from Q4 to Q1 due to normal seasonality...”	In-line	(17.9%)
V CEL	Expects "a strong start to the year with total company revenue of approximately \$48M to \$50M"	In-line	(22.2%)



# Reporting Landscape



# Q4 Tracked Companies

<b>Large Caps</b> >\$10 bn  22 companies									
<b>Small / Mid Caps</b> ~\$300 mn - \$10 bn  38 companies									
<b>Micro Caps</b> <\$300 mn  9 companies									

# January/February Earnings Calendar

	Monday	Tuesday	Wednesday	Thursday	Friday
AM	22	23 	24 	25	26
PM		INTUITIVE			
AM	29	30 	31 	1 	2
PM		stryker	align ACCURAY	HOLOGIC	
AM	5	6 	7	8  	9 
PM		 		DEXCOM	
AM	12	13 	14	15	16
PM				AtriCure ARTIVION 	



# February/March Earnings Calendar

	Monday	Tuesday	Wednesday	Thursday	Friday
AM	19	20 Medtronic Tactile MEDICAL®	21 BAUSCH+LOMB	22 Teleflex®	23
PM		GLOBUS MEDICAL	pulmonX GLAUKOS TANDEM Diabetes Care nevro .Outset	Insulet Corporation Penumbra iRHYTHM®	
AM	26	27 straumann group Smith+Nephew HENRY SCHEIN®	28 INTEGRA	29 Dentsply Sirona VERICEL	1
PM	TransMedics SI-BONE® STAAR SURGICAL	atec PROCEPT BIROBOTICS Alcon Masimo® TREACE Medical Concepts, Inc.	SILKROAD MEDICAL Establishment Labs INARI MEDICAL RxSIGHT ZimVie	Paragon Cooper Companies Senseonics	
AM	4	5	6	7 OrthoPediatrics	8
PM		ORTHOFIX NEUROPACE		SIGHT SCIENCES	
AM	11	12	13	14	15
PM	sonendo		KORU MEDICAL SYSTEMS		



# Q4 Performance



# Q4 Pre-Announcement Summary

Company (Ticker)	Date	Prelim Quarterly Results (\$Mn) Result vs. Cns	Guidance Update at Pre-Announcement	1 Day Price Rxn	Notes
<b>Senseonics Holdings</b> (SENS)	1/2/2024	6.7%	--	(4.3%)	Announced completion of data analysis of ENHANCE trial; Closed an additional \$10.0M draw on the loan facility with Hercules Capital
<b>Profound Medical Corp.</b> (PROF)	1/3/2024	(4.3%)	--	(4.9%)	Management anticipating permanent CPT® Category 1 codes for TULSA going into effect at the beginning of 2025
<b>Axogen</b> (AXGN)	1/4/2024	5.0%	--	26.7%	Announced CEO Karen Zaderej to retire by January 2025
<b>RxSight</b> (RXST)	1/7/2024	10.9%	Initiated	22.8%	Management expects FY24 OpEx range of \$125.0M - \$128.0M
<b>Hologic</b> (HOLX)	1/7/2024	3.5%	--	(2.2%)	Management estimates over 9% total company organic revenue growth ex. COVID-19 in 1Q24
<b>STAAR Surgical</b> (STAA)	1/8/2024	3.1%	Initiated	7.1%	-
<b>Apix Medical</b> (APYX)	1/8/2024	(7.6%)	--	(3.2%)	Management noted Advanced Energy sales softer than expected due to the capital equipment purchasing environment in the cosmetic surgery market being more challenging than anticipated
<b>Axonics</b> (AXNX)	1/8/2024	3.7%	--	(0.4%)	Announced pending transaction to be acquired by BSX for \$71 per share, representing an equity value of \$3.7B; Implied multiple 8.38x 2024e sales of 441.7M
<b>Treace Medical Concepts</b> (TMCI)	1/8/2024	5.3%	--	6.6%	Management noted substantial new surgeon additions of 164 in Q4 and 468 in FY23
<b>Novocure</b> (NVCR)	1/8/2024	5.9%	--	(0.8%)	Announced submission of PMA application to U.S. FDA and the Japanese Pharmaceuticals and Medical Devices Agency seeking approval for the use of TFields therapy with standard systemic therapies for the treatment of non-small cell lung cancer
<b>NeuroPace</b> (NPCE)	1/8/2024	13.1%	--	6.6%	Completed enrollment and now implanting patients required for FDA submission of NAUTILUS pivotal trial; Pilot launch of Project CARE program expected in 1H 2024
<b>AtriCure</b> (ATRC)	1/8/2024	4.0%	Initiated	(2.5%)	Management expects FY24 adj. EBITDA of \$26M - \$29M
<b>Inspire Medical Systems</b> (INSP)	1/8/2024	8.2%	Initiated	(1.0%)	-
<b>OrthoPediatrics</b> (KIDS)	1/8/2024	(0.5%)	Initiated	0.2%	Announced acquisition of Boston Orthotics & Prosthetics for an upfront cash payment of \$22M; Closed debt financing with MidCap Financial which provides up to \$80M of capital
<b>DexCom</b> (DXCM)	1/8/2024	2.5%	Initiated	0.1%	Management expects FY24 non-GAAP gross profit margin of ~63 – 64% and non-GAAP operating margin of ~20%

# Q4 Pre-Announcement Summary (cont'd.)

Company (Ticker)	Date	Prelim Quarterly Results (\$Mn) Result vs. Cns	Guidance Update at Pre-Announcement	1 Day Price Rxn	Notes
SI-BONE (SIBN)	1/8/2024	5.8%	--	3.8%	-
Neuronetics (STIM)	1/8/2024	1.3%	--	2.1%	Management noted sales were upward of \$20M and \$71M for Q4 and FY23, respectively
iRhythm Technologies (IRTC)	1/8/2024	--	Initiated	(1.0%)	Submitted 510(k) to FDA for legacy changes made via letter to file to the Zio AT system; Received CE mark under EU MDR for the Zio® Monitor system and ZEUS system; Closed 5-year \$150 million term loan credit facility
CVRx (CVRX)	1/8/2024	3.8%	Initiated	0.3%	Announced CEO Nadim Yared to retire by following the selection and appointment of successor; Management expects 1Q24 revenue between \$11M-\$12M
Cerus Corporation (CERS)	1/8/2024	(10.3%)	Initiated	(1.4%)	Management expects 1Q24 % growth to be in high teens to low 20's
Outset Medical (OM)	1/8/2024	1.3%	Initiated	(4.3%)	-
Stryker (SYK)	1/8/2024	--	--	1.1%	Announced 2023 sales surpassed \$20B
Alphatec Holdings (ATEC)	1/8/2024	7.3%	Initiated	(1.5%)	-
Merit Medical Systems (MMSI)	1/8/2024	3.0%	--	0.1%	-
Paragon 28 (FNA)	1/8/2024	0.3%	--	(0.3%)	-
Sight Sciences (SGHT)	1/8/2024	3.6%	--	5.1%	-
PROCEPT BioRobotics (PRCT)	1/8/2024	6.2%	--	15.1%	-
Inari Medical (NARI)	1/9/2024	0.8%	Initiated	3.2%	Announced "at least" \$132M and \$493.5M revenue for 4Q23 and FY23, respectively
Glaukos (GKOS)	1/9/2024	5.6%	Reiterated	0.7%	Announced Q4 and FY23 revenues expected "in excess" of \$81M and \$313M, respectively
Vericel (VCEL)	1/9/2024	4.0%	--	0.1%	-

# Q4 Pre-Announcement Summary (cont'd.)

Company (Ticker)	Date	Prelim Quarterly Results (\$Mn) Result vs. Cns	Guidance Update at Pre-Announcement	1 Day Price Rxn	Notes
Orthofix Medical (OFIX)	1/9/2024	(5.7%)	--	(2.8%)	Announced new incoming CFO Julie Andrews and new CEO Massimo Calafiore began tenure
Cutera (CUTR)	1/9/2024	(15.3%)	--	8.1%	Completed corporate restructuring and executed limited commercial release of AviClear
Establishment Labs (ESTA)	1/9/2024	1.5%	--	11.5%	Announced \$50M private placement offering. Total offering includes 2M shares at \$25 per share; Expected to close on or about January 12, 2024
Nevro (NVRO)	1/9/2024	(1.6%)	--	(2.3%)	Announced corporate restructuring, laying off 5% of total employees by the end of 1Q24; Expects restructuring to have \$14M - \$15M positive impact on FY24 adjusted EBITDA
DENTSPLY SIRONA (XRAY)	1/9/2024	(2.6%)	--	2.4%	FY23 results expected to be "at or above" the high end of \$3.9-3.94B range; Expects y/y net sales growth in all business segments excluding Connected Technology Solutions
Intuitive Surgical (ISRG)	1/9/2024	(0.9%)	--	10.3%	Management noted COVID-19 resurgences in China negatively impacted procedure volumes in early 2023; Worldwide da Vinci procedures to increase ~13-16% y/y in FY24
Masimo (MASI)	1/10/2024	1.8%	Initiated	(0.5%)	-
Avita Medical (RCEL)	1/10/2024	(3.1%)	Initiated	3.6%	Management expects 1Q24 Revenue of \$14.8M - \$15.6M representing 42%-50% y/y growth
Integer Holdings (ITGR)	1/10/2024	1.9%	--	3.8%	Acquired Pulse Technologies for ~\$140M; Transaction closed on 1/5/24
Globus Medical (GMED)	1/10/2024	(2.2%)	Initiated	3.3%	Excluding impact of NuVasive merger, legacy Globus 4Q revenue was \$302.9M and FY23 revenue was \$1.152B, 10.4% and 12.7% growth over the prior period, respectively
InMode (INMD)	1/16/2024	3.3%	Initiated	1.4%	-
<b>Average</b>		<b>3.0%</b>		<b>2.7%</b>	

## How did actual results compare to pre-announcements?

- 2 companies delivered **marginally below** their pre-announcement: **ISRG, STAA**
- 11 companies delivered **in-line** with their pre-announcement: **ATRC, ESTA, HOLX, NVCR, KIDS, OM, RXST, SENS, SGHT, TMCI, VCEL**
- 22 companies delivered **marginally above** their pre-announcement: **ATEC, AXGN, CERS, CVRX, DXCM, FNA, GKOS, GMED, NARI, INMD, INSP, ITGR, MASI, MMSI, NPCE, NVRO, OFIX, PRCT, PROF, RCEL, SIBN, STIM**

# Q4 Large Cap Results & Performance

Company (Ticker)	Q4 2023 Results			FY23	2024 Guidance			FY24 Guide /FY23A	Stock Reaction	
	Reporting Date	Result	Y/Y Growth	Y/Y Growth	Revenue Guidance	Y/Y Growth (At Midpoint)	+/- Consensus % (for Initiations)	% Pts Change <sup>4</sup>	Next Close	Through 03/07/2024
Abbott Laboratories (ABT)	01/24/2024	Beat	1.5%	(8.1%)	Initiated	--	--	(1.6)	(2.8%)	9.2%
Alcon, Inc. (ALC)	02/27/2024	In-line	8.2%	8.3%	Initiated	6.7%	In-line		(1.3%)	1.4%
Align Technology, Inc. (ALGN)	01/31/2024	Beat	6.1%	3.4%	Initiated	MSD%	In-line	4.0	2.3%	16.3%
Baxter International Inc. (BAX)	02/08/2024	Beat	3.7% <sup>3</sup>	2.0% <sup>3</sup>	Initiated	2.0%	In-line	3.2	2.7%	7.5%
Becton, Dickinson and Company (BDX)	02/01/2024	Miss	2.6%	2.7%	Raised	5.9%	--	(3.3)	1.5%	(2.0%)
Boston Scientific Corp (BSX)	01/31/2024	Beat	14.9%	12.3%	Initiated	9.0%	1.2%	(1.1)	3.0%	7.2%
Cooper Companies Inc. (COO)	02/29/2024	Beat	8.5%	8.6%	Raised	7.5%	In-line	(7.2)	9.2%	9.1%
Dexcom, Inc. (DXCM)*	02/08/2024	Beat	26.9%	24.5%	Reiterated <sup>1</sup>	17.3%	--	(2.6)	(5.2%)	4.9%
Edwards Lifesciences Corp (EW)	02/06/2024	Beat	13.8%	11.6%	Reiterated <sup>1</sup>	9.0%	--		(1.9%)	6.3%
GE Healthcare (GEHC)	02/06/2024	Beat	5.4%	6.6%	Initiated	~4%	(1.0%)	(1.9)	11.6%	13.1%
HCA Healthcare, Inc. (HCA)	01/30/2024	Beat	11.7%	7.9%	Initiated	6.0%	2.1%	17.0	5.2%	7.6%
Hologic, Inc. (HOLX)*	02/01/2024	Beat	(5.7%)	(17.1%)	Raised	(0.1%)	--	12.4	(2.6%)	2.6%
Henry Schein, Inc. (HSIC)	02/27/2024	Miss	(10.5%)	(2.4%)	Initiated	10.0%	4.5%	(15.5)	(3.4%)	(3.4%)
Insulet Corp (PODD)	02/22/2024	Beat	38.0%	30.0%	Initiated	14.5%	(1.8%)		(6.6%)	(11.0%)
Intuitive Surgical, Inc. (ISRG)*	01/23/2024	Beat	16.5%	14.5%	Reiterated <sup>1</sup>	--	--	(2.4)	(0.4%)	5.7%
Johnson & Johnson (JNJ)	01/23/2024	Beat	6.5% <sup>3</sup>	7.4% <sup>3</sup>	Initiated	5.0%	In-line	(0.3)	(1.6%)	(0.6%)
Medtronic PLC (MDT)	02/20/2024	Beat	4.7%	(1.4%)	Raised	(1.7%)	0.8%		1.7%	(0.8%)
ResMed, Inc. (RMD)	01/24/2024	Beat	12.5%	18.0%	--	--	--	(1.3)	8.5%	12.1%
Smith & Nephew PLC (SNN)	02/27/2024	Beat	6.8%	6.4%	Initiated	5.1%	In-line		(2.0%)	(1.5%)
Straumann Holding AG (STMN)	02/27/2024	Miss	13.2%	3.9%	Initiated <sup>2</sup>	--	--	0.7	(2.2%)	17.7%
Stryker Corp (SYK)*	01/30/2024	Beat	11.8%	11.1%	Initiated	11.8%	2.3%	(2.4)	5.9%	12.9%
Teleflex Incorporated (TFX)	02/22/2024	Beat	2.1%	6.6%	Initiated	4.2%	In-line	(1.5)	(5.3%)	(3.7%)
Zimmer Biomet Holdings, Inc. (ZBH)	02/08/2024	Beat	6.3%	6.5%	Initiated	5.0%	0.8%	(1.6)	(3.5%)	3.5%

\*Relative to consensus numbers at time of pre-announcement

<sup>1</sup>Reiterated guidance from pre-announcement

<sup>2</sup>Initiated growth in "high single digit range"

<sup>3</sup>Represents continuing operations

<sup>4</sup>Percentage point different between FY24 revenue growth implied by midpoint of guidance and FY23 actual revenue growth

# Q4 Small / Mid Cap Results & Performance

Company (Ticker)	Q4 2023 Results			FY23	2024 Guidance			FY24 Guide /FY23A	Stock Reaction	
	Reporting Date	Result	Y/Y Growth	Y/Y Growth	Revenue Guidance	Y/Y Growth (At Midpoint)	+/- Consensus % (for Initiations)	% Pts Change <sup>3</sup>	Next Close	Through 03/07/2024
Alphatec Holdings, Inc. (ATEC)*	02/27/2024	Beat	30.2%	37.4%	Reiterated <sup>1</sup>	23.4%	--	(14.0)	(8.9%)	(16.0%)
Artivion, Inc. (AORT)	02/15/2024	Beat	18.0%	12.8%	Initiated	9.9%	1.2%	(2.9)	4.3%	8.8%
AtriCure, Inc. (ATRC)*	02/15/2024	Beat	21.0%	20.8%	Reiterated <sup>1</sup>	15.9%	--	(4.9)	(4.4%)	8.7%
Bausch + Lomb Corp (BLCO)	02/21/2024	Beat	18.0%	10.0%	Initiated	13.0%	2.2%	3.0	13.8%	(0.7%)
DENTSPLY SIRONA, Inc. (XRAY)*	02/29/2024	Beat	2.9%	1.1%	Initiated	0.8%	In-line	(0.3)	(1.9%)	2.3%
Envista Holdings Corporation (NVST)	02/07/2024	Beat	(2.3%)	(0.8%)	Initiated	LSD %	--	--	(8.5%)	(14.5%)
embecta Corp. (EMBC)	02/09/2024	Beat	0.6%	(0.1%)	Raised	(1.4%)	--	(1.3)	(7.4%)	(12.8%)
Establishment Labs Holdings (ESTA)*	02/28/2024	Beat	(27.9%)	2.1%	Initiated	8.0%	3.1%	5.9	18.8%	29.7%
Glaukos Corp (GKOS)*	02/21/2024	Beat	15.6%	11.3%	Reiterated <sup>1</sup>	12.8%	--	1.5	(1.4%)	(4.2%)
Globus Medical, Inc. (GMED)*	02/20/2024	Beat	6.1% <sup>2</sup>	53.3%	Reiterated <sup>1</sup>	57.0% <sup>2</sup>	--	3.7	1.6%	0.4%
Inari Medical, Inc. (NARI)*	02/28/2024	In-line	22.6%	28.7%	Reiterated <sup>1</sup>	19.0%	In-line	(9.7)	(20.8%)	(27.4%)
InMode Ltd. (INMD)*	02/13/2024	In-line	(5.5%)	8.3%	Reiterated <sup>1</sup>	1.7%	--	(6.6)	(10.6%)	(4.2%)
Inspire Medical Systems, Inc. (INSP)*	02/06/2024	Beat	39.6%	53.2%	Reiterated <sup>1</sup>	24.8%	--	(28.4)	(10.5%)	(8.9%)
Integra LifeSciences (IART)	02/28/2024	Miss	(0.2%)	(1.0%)	Initiated	4.5%	(0.8%)	5.5	(12.6%)	(6.6%)
iRhythm Technologies, Inc. (IRTC)*	02/22/2024	Beat	17.7%	19.9%	Reiterated <sup>1</sup>	17.7%	--	(2.2)	(8.7%)	(2.7%)
Masimo Corp (MASI)*	02/27/2024	Beat	(11.0%)	0.6%	Reiterated <sup>1</sup>	2.9%	--	2.3	(1.1%)	3.1%
Neuropace, Inc. (NPCE)*	03/05/2024	Beat	41.0%	43.7%	Initiated	15.0%	1.2%	(28.7)	(1.5%)	(0.5%)
Nevro Corp (NVRO)*	02/21/2024	Beat	2.1%	4.6%	Initiated	3.5%	(1.1%)	(1.1)	(0.5%)	(7.7%)
Orthofix Medical, Inc. (OFIX)*	03/05/2024	Beat	2.6%	6.9%	Initiated	6.0%	(1.1%)	(0.9)	8.7%	10.3%
OrthoPediatrics Corp. (KIDS)*	03/07/2024	In-line	21.4%	21.6%	Reiterated <sup>1</sup>	33.0%	--	11.4	--	--

\*Relative to consensus numbers at time of pre-announcement

<sup>1</sup>Reiterated guidance from pre-announcement

<sup>2</sup>GMED Y/Y growth and Y/Y guidance midpoint growth is reported as proforma

<sup>3</sup>Percentage point different between FY24 revenue growth implied by midpoint of guidance and FY23 actual revenue growth

# Q4 Small / Mid Cap Results & Performance (cont'd.)

Company (Ticker)	Q4 2023 Results			FY23	2024 Guidance			FY24 Guide /FY23A	Stock Reaction	
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Paragon 28, Inc. (FNA)*	02/29/2024	Beat	17.6%	19.3%	Initiated	17.4%	(0.7%)	(1.9)	(5.8%)	(7.5%)
Penumbra, Inc. (PEN)	02/22/2024	Miss	28.7%	25.0%	Initiated	18.0%	(1.3%)	(7.0)	(9.3%)	(3.7%)
PROCEPT BioRobotics (PRCT)*	02/27/2024	Beat	83.3%	81.6%	Initiated	54.0%	2.7%	(27.6)	(2.7%)	(2.9%)
Pulmonx Corp (LUNG)	02/21/2024	Beat	25.0%	28.0%	Initiated	20.1%	4.6%	(8.0)	(18.2%)	(39.3%)
Pulse Biosciences Inc (PLSE)	TBD									
RxSight, Inc. (RXST)*	02/28/2024	Beat	77.8%	81.8%	Reiterated <sup>1</sup>	47.6%	--	(34.2)	(3.2%)	(4.5%)
Senseonics Holdings, Inc. (SENS)*	02/29/2024	Beat	42.9%	36.7%	Initiated <sup>2</sup>	--	--		(10.5%)	(15.8%)
SI-BONE, Inc. (SIBN)*	02/26/2024	Beat	21.8%	30.5%	Initiated	18.0%	0.9%	(12.5)	(13.5%)	(13.1%)
Shockwave Medical, Inc. (SWAV)	02/15/2024	Beat	41.0%	49.1%	Initiated	26.0%	In-line	(23.1)	11.1%	8.4%
Silk Road Medical, Inc. (SILK)	02/28/2024	Beat	18.0%	27.7%	Initiated	10.7%	2.3%	(17.1)	1.7%	(9.7%)
STAAR Surgical Company (STAA)*	02/26/2024	Beat	19.1%	13.4%	Reiterated <sup>1</sup>	4.7%	--	(8.7)	2.9%	10.6%
Tactile Systems Technology Inc (TCMD)	02/20/2024	Miss	5.1%	11.2%	Initiated	10.2%	(2.2%)	(1.0)	(3.2%)	10.6%
Tandem Diabetes Care, Inc. (TNDM)	02/21/2024	Beat	(6.3%)	(6.7%)	Initiated	10.0%	0.9%	16.7	10.9%	31.6%
TransMedics Group, Inc. (TMDX)	02/26/2024	Beat	158.7%	158.5%	Initiated	51.0%	10.5%	(107.5)	14.1%	11.6%
Treace Medical Concepts, Inc. (TMCI)*	02/27/2024	Beat	25.0%	31.9%	Initiated	18.9%	In-line	(12.9)	(6.0%)	(7.9%)
Vericel Corp (VCEL)*	02/29/2024	Beat	23.3%	20.2%	Initiated	21.0%	(0.7%)	0.8	(4.4%)	(1.9%)
ZimVie Inc (ZIMV)	02/28/2024	Miss	(2.2%)	(1.3%)	Initiated <sup>3</sup>	--	--	--	(13.5%)	(9.6%)

\*Relative to consensus numbers at time of pre-announcement

<sup>1</sup>Reiterated guidance from pre-announcement

<sup>2</sup>Initiated 1H24 guidance

<sup>3</sup>Initiated guidance for continuing operations for 1-year post-Spine business sale

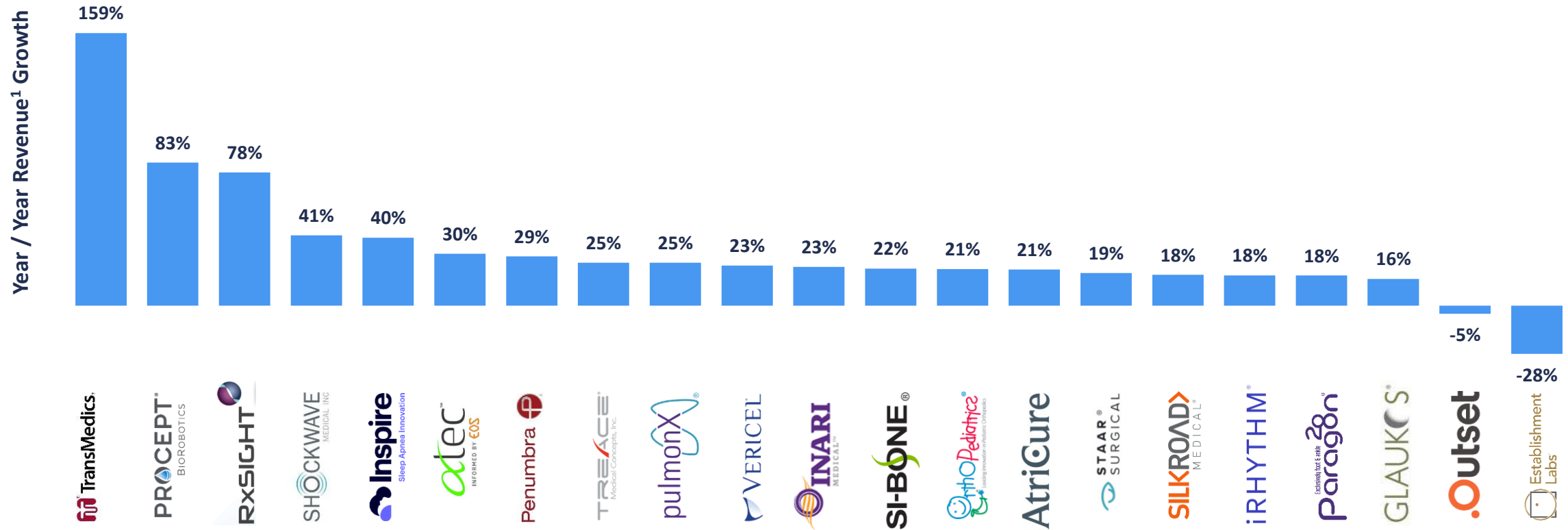
<sup>4</sup>Percentage point different between FY24 revenue growth implied by midpoint of guidance and FY23 actual revenue growth



# Q4 Micro Cap Results & Performance

Company (Ticker)	Q4 2023 Results			FY23	2024 Guidance			FY24 Guide /FY23A	Stock Reaction	
	Reporting Date	Result	Y/Y Growth	Y/Y Growth	Revenue Guidance	Y/Y Growth (At Midpoint)	+/- Consensus % (for Initiations)	% Pts Change <sup>2</sup>	Next Close	Through 03/07/2024
Accuray, Inc. (ARAY)	01/31/2024	In-Line	(7.1%)	4.1%	Reiterated <sup>1</sup>	27.0%	--	22.9	(1.2%)	10.0%
Cutera, Inc. (CUTR)	03/21/2024									
Hyperfine, Inc. (HYPR)	03/21/2024									
IRIDEX Corp (IRIX)	TBD									
KORU Medical Systems, Inc. (KRMD)	03/13/2024									
Outset Medical, Inc. (OM)*	02/21/2024	Beat	(4.7%)	13.0%	Reiterated <sup>1</sup>	14.3%	-	1.3	6.2%	(9.7%)
Sight Sciences, Inc. (SGHT)*	03/07/2024	Beat	(8.7%)	13.6%	Initiated	2.5%	0.7%	(11.1)	--	--
Sonendo Inc. (SONX)	03/11/2024									
TELA Bio, Inc. (TELA)	03/21/2024									

# Q4 Results: High Growth MedTech

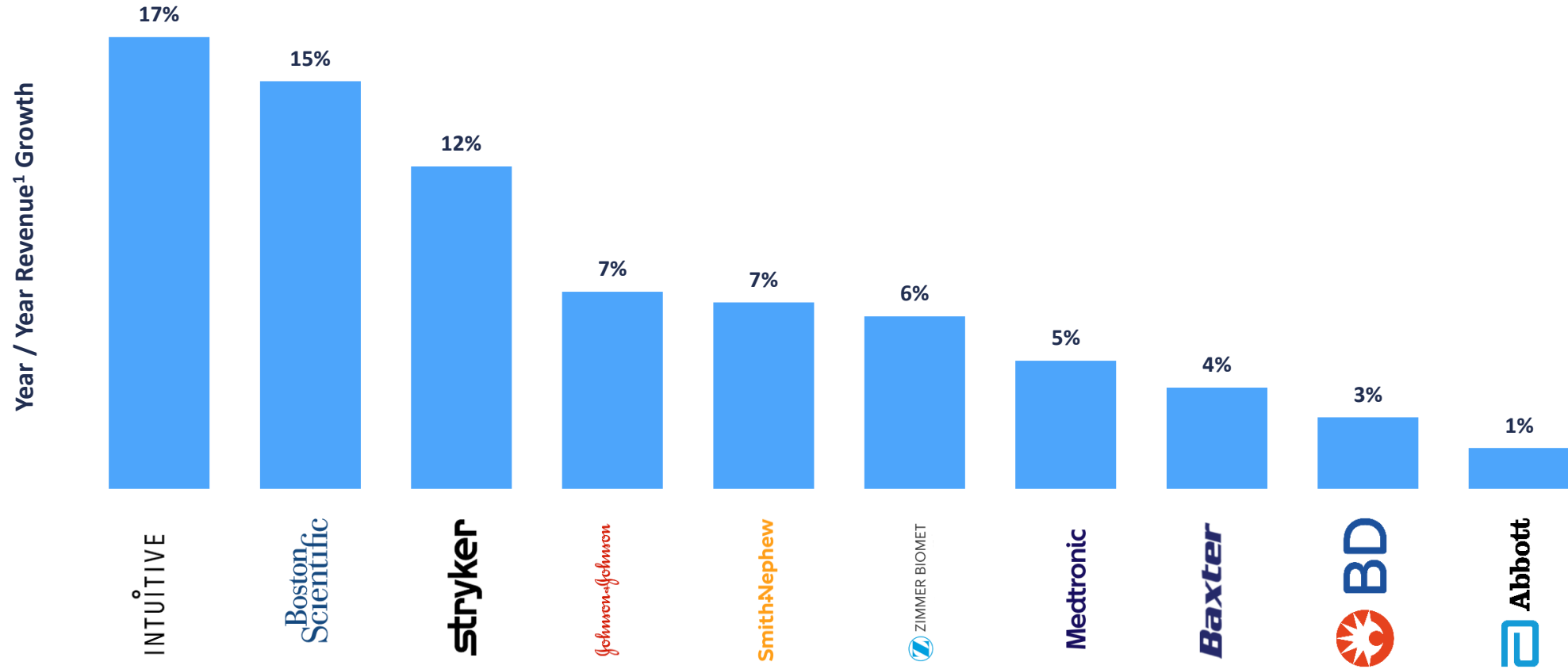


Revenue (\$mn) <sup>1</sup>	\$81	\$44	\$29	\$203	\$193	\$138	\$285	\$62	\$19	\$65	\$132	\$39	\$38	\$107	\$76	\$47	\$133	\$61	\$82	\$31	\$32
OpEx	\$45	\$180	\$29	\$134	\$155	\$140	\$152	\$58	\$28	\$36	\$124	\$41	\$35	\$88	\$50	\$49	\$127	\$56	\$102	\$45.1	\$43
MV (\$bn) <sup>2</sup>	\$2.7	\$2.4	\$2.0	\$9.5	\$5.7	\$1.8	\$9.7	\$0.8	\$0.3	\$2.2	\$2.5	\$0.7	\$0.6	\$1.8	\$1.7	\$0.6	\$3.3	\$0.9	\$4.2	\$0.1	\$1.3

<sup>1</sup> GAAP Revenue

<sup>2</sup> Reflects MV as of market close 03/07/2024

# Q4 Results: Large Cap MedTech



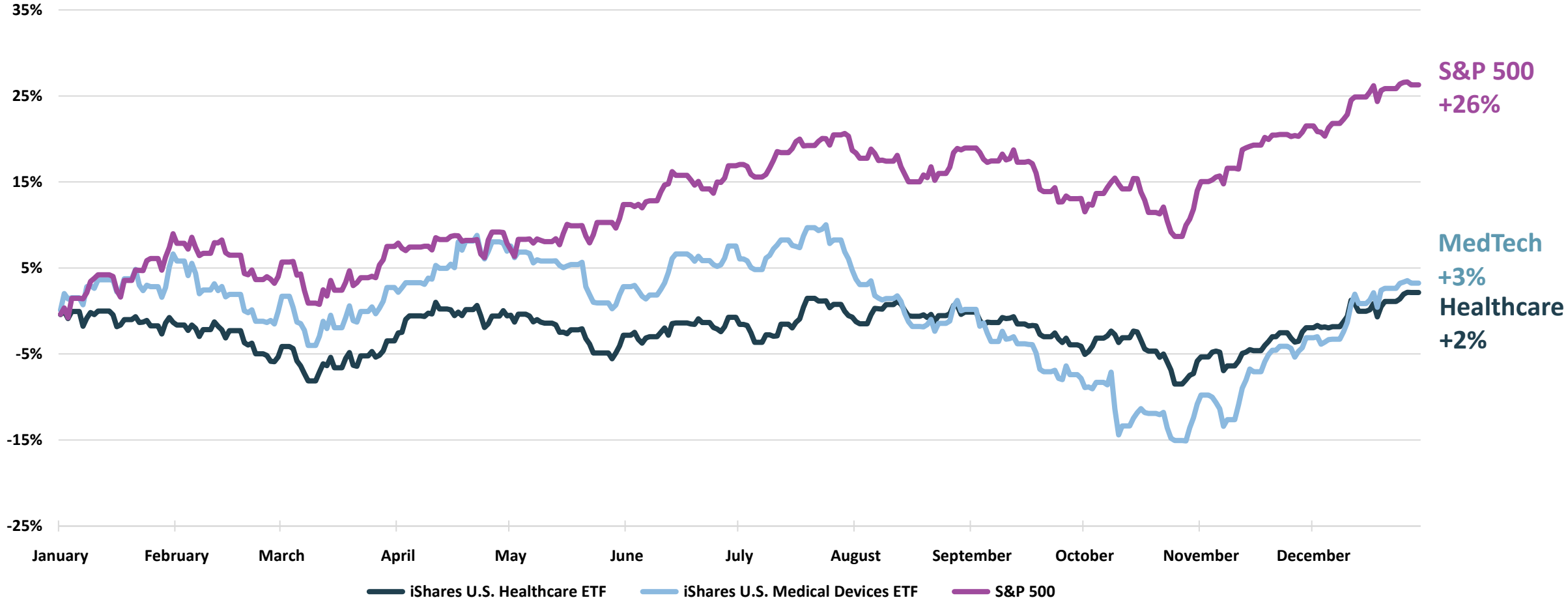
Revenue (\$mn) <sup>1</sup>	\$1,928	\$3,725	\$5,815	\$21,395	\$1,458	\$1,940	\$8,089	\$3,885	\$4,706	\$10,241
MV (\$bn) <sup>3</sup>	\$136.8	\$98.9	\$135.0	\$383.8	\$11.9	\$25.8	\$113.6	\$21.8	\$68.1	\$207.1



# Sector Valuation

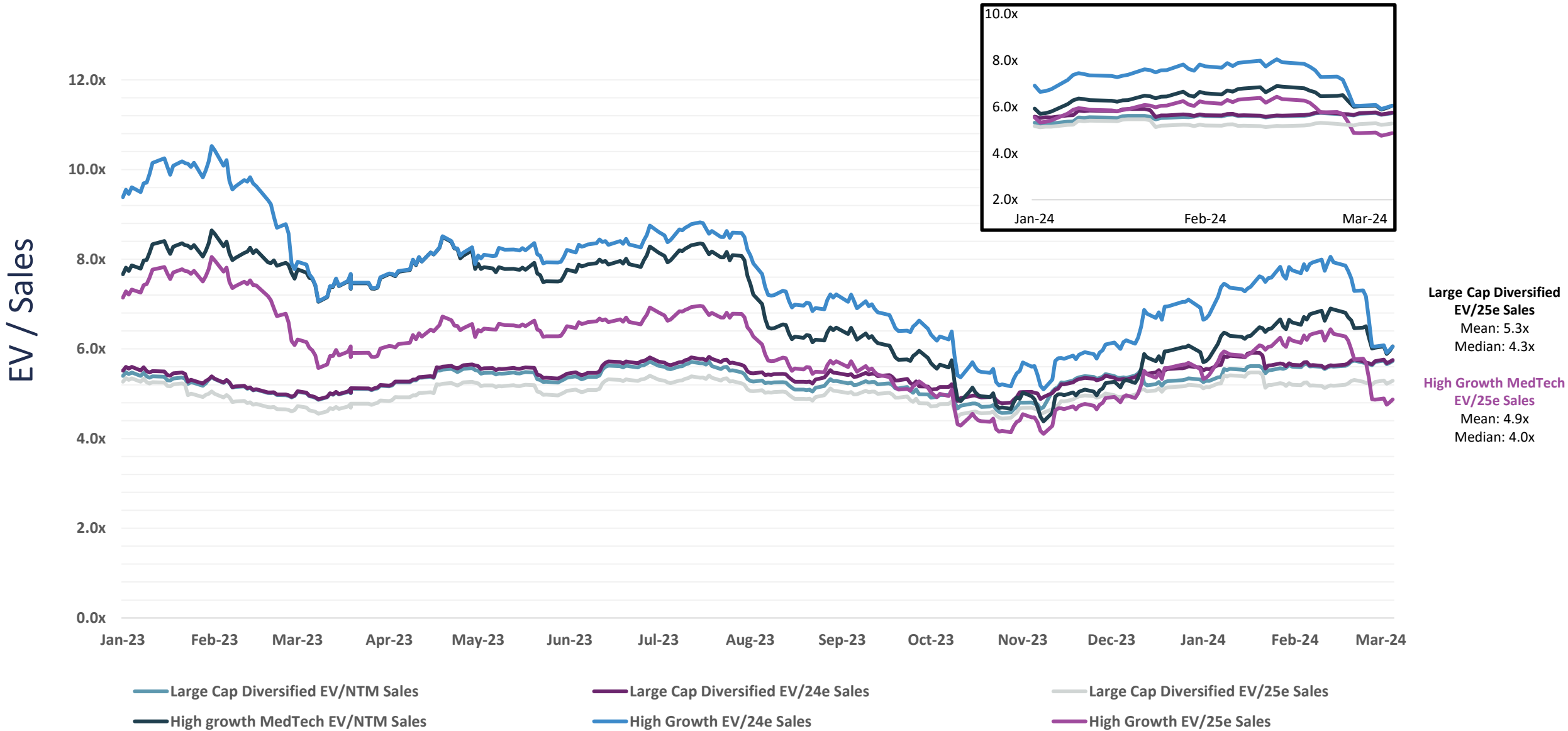


# 2023 Look-Back: Stock Performance



**MedTech closed the year slightly outperforming broader healthcare, while both healthcare and medtech finished the year underperforming the S&P 500 by ~20%**

# EV / Sales MedTech Multiples



# EV / 2025e Sales Multiples: High Growth MedTech

Company (Ticker)	March 2023 (as of 03/07/2023)	March 2023 (as of 03/31/2023)	June 2023 (as of 06/30/2023)	September 2023 (as of 09/30/2023)	December 2023 (as of 12/31/2023)	March 2024 (as of 03/07/2024)	Y/Y Change
Alphatec (ATEC)	2.8x	3.0x	3.6x	2.9x	3.1x	2.7x	(3.8%)
Atricure (ATRC)	3.2x	3.5x	4.2x	3.8x	3.0x	3.2x	(1.5%)
Establishment Labs (ESTA)	7.6x	7.3x	7.5x	5.7x	3.3x	5.8x	(23.6%)
Paragon 28 (FNA)	4.4x	4.4x	4.8x	3.5x	3.5x	3.3x	(26.1%)
Glaukos (GKOS)	5.1x	5.5x	7.9x	8.4x	8.9x	9.9x	93.7%
Inspire Medical (INSP)	7.2x	6.7x	9.5x	5.7x	5.8x	5.9x	(17.6%)
iRhythm Technologies (IRTC)	5.0x	5.4x	4.6x	4.2x	4.7x	5.0x	(0.5%)
OrthoPediatrics (KIDS)	3.4x	3.9x	3.9x	2.8x	2.9x	2.5x	(25.7%)
Pulmonx (LUNG)	3.3x	3.2x	4.1x	3.3x	4.2x	2.6x	(19.1%)
Inari Medical (NARI)	3.7x	4.4x	4.5x	5.1x	5.2x	3.3x	(10.7%)
Outset Medical (OM)	5.2x	4.3x	5.5x	2.6x	1.2x	0.4x	(91.6%)
Penumbra (PEN)	6.7x	7.5x	9.3x	6.5x	6.8x	6.8x	1.9%
PROCEPT BioRobotics (PRCT)	4.6x	4.0x	5.2x	4.7x	6.1x	7.3x	58.0%
RxSight (RXST)	2.1x	2.4x	5.0x	5.0x	7.3x	9.9x	380.0%
SI-BONE (SIBN)	3.5x	3.3x	4.6x	3.8x	3.5x	2.9x	(16.1%)
Silk Road Medical (SILK)	7.1x	6.4x	5.3x	2.2x	1.7x	2.4x	(66.0%)
STAAR Surgical (STAA)	6.9x	7.6x	6.2x	4.7x	3.5x	4.0x	(42.4%)
Shockwave Medical (SWAV)	6.4x	7.0x	9.5x	6.6x	6.2x	8.5x	31.6%
Treace Medical (TMCI)	4.2x	5.2x	5.7x	2.9x	2.7x	2.9x	(31.9%)
TransMedics (TMDX)	4.6x	4.7x	5.5x	3.8x	5.5x	6.0x	31.6%
Vericel (VCEL)	4.6x	4.4x	5.8x	5.2x	5.5x	7.0x	53.0%
<b>Average</b>	<b>4.8x</b>	<b>5.0x</b>	<b>5.8x</b>	<b>4.4x</b>	<b>4.5x</b>	<b>4.9x</b>	<b>13.0%</b>
<b>Median</b>	<b>4.6x</b>	<b>4.4x</b>	<b>5.3x</b>	<b>4.2x</b>	<b>4.2x</b>	<b>4.0x</b>	<b>(10.7%)</b>

# Stock Performance: High Growth MedTech

Company Name (Ticker)	Price	IPO Date	IPO Price	Price Chg vs. IPO	30D ADV Shrs (mm)	30D VWAP Price	30D VWAP \$ Vol (mm)	Market Value	Enterprise Value	1-Day	1-week	MTD	3-month	6-month	YTD	1 YR
<b>Aesthetics &amp; Derm</b>																
Establishment Labs (ESTA)	\$49.90	07/19/2018	\$18.00	177.2%	0.46	\$40.04	\$14.09	\$1,288	\$1,423	8.4%	9.2%	9.2%	114.3%	(13.2%)	92.7%	(33.0%)
<b>Cardio</b>																
Articure (ATRC)	\$37.17	08/05/2005	\$12.00	209.8%	0.72	\$33.97	\$17.70	\$1,769	\$1,734	(1.6%)	6.3%	6.3%	12.7%	(17.1%)	4.1%	(3.8%)
iRhythm Technologies (IRTC)	\$112.00	10/20/2016	\$17.00	558.8%	0.53	\$114.80	\$39.19	\$3,470	\$3,344	4.3%	(5.6%)	(5.6%)	31.8%	13.4%	4.6%	(4.6%)
Inari Medical (NARI)	\$42.28	05/22/2020	\$19.00	122.5%	1.14	\$54.47	\$41.86	\$2,451	\$2,407	3.6%	(8.3%)	(8.3%)	(30.8%)	(33.2%)	(34.9%)	(24.5%)
Penumbra (PEN)	\$252.90	09/18/2015	\$30.00	743.0%	0.39	\$254.98	\$56.35	\$9,788	\$9,600	(1.4%)	7.7%	7.7%	14.0%	(9.4%)	0.5%	(0.7%)
Shockwave Medical (SWAV)	\$256.11	03/07/2019	\$17.00	1406.5%	0.50	\$250.59	\$74.55	\$9,578	\$9,307	1.7%	(1.8%)	(1.8%)	48.4%	9.3%	34.4%	33.5%
Silk Road Medical (SILK)	\$15.98	04/04/2019	\$20.00	(20.1%)	0.98	\$17.03	\$12.69	\$626	\$516	(5.3%)	(11.2%)	(11.2%)	65.8%	(16.2%)	30.2%	(66.6%)
<b>Hospital</b>																
PROCEPT (PRCT)	\$49.28	09/15/2021	\$25.00	97.1%	0.54	\$49.07	\$18.85	\$2,502	\$2,217	6.3%	1.9%	1.9%	27.6%	38.5%	17.6%	42.9%
Pulmonx Corporation (LUNG)	\$8.80	10/01/2020	\$19.00	(53.7%)	0.69	\$12.28	\$6.66	\$339	\$265	(2.2%)	(4.6%)	(4.6%)	(23.3%)	(21.1%)	(31.0%)	(25.2%)
Outset Medical (OM)	\$2.90	09/15/2020	\$27.00	(89.3%)	0.67	\$3.35	\$1.89	\$146	\$74	(1.0%)	(7.9%)	(7.9%)	(48.2%)	(78.4%)	(46.4%)	(87.3%)
TransMedics Group (TMDX)	\$86.75	05/02/2019	\$16.00	442.2%	0.81	\$86.02	\$47.10	\$2,838	\$2,870	5.3%	6.3%	6.3%	17.3%	33.5%	9.9%	7.2%
<b>Neuro</b>																
Inspire Medical (INSP)	\$205.86	05/03/2018	\$16.00	1186.6%	0.55	\$190.32	\$67.47	\$6,090	\$5,242	14.3%	15.0%	15.0%	35.7%	(14.2%)	1.2%	(22.6%)
<b>Ophthalmic</b>																
STAAR Surgical Co. (STAA)	\$35.11	07/12/1983			0.68	\$31.41	\$14.91	\$1,716	\$1,550	5.5%	12.4%	12.4%	14.7%	(15.0%)	12.5%	(40.3%)
Glaukos Corporation (GKOS)	\$88.91	06/25/2015	\$18.00	393.9%	0.56	\$91.93	\$35.97	\$4,398	\$4,319	5.5%	0.4%	0.4%	42.8%	15.8%	11.9%	82.6%
RxSight, Inc. (RXST)	\$53.86	07/30/2021	\$16.00	236.6%	0.46	\$53.42	\$17.82	\$1,992	\$1,863	(1.1%)	(1.3%)	(1.3%)	60.5%	82.5%	33.6%	243.3%
<b>Orthopedic</b>																
Alphatec Holdings, Inc. (ATEC)	\$12.89	06/02/2006	\$9.00	43.2%	1.78	\$15.16	\$20.72	\$1,779	\$2,141	(2.2%)	(4.0%)	(4.0%)	3.0%	(18.4%)	(14.7%)	(17.7%)
OrthoPediatrics (KIDS)	\$28.73	10/12/2017	\$13.00	121.0%	0.14	\$28.10	\$2.46	\$671	\$559	5.4%	4.6%	4.6%	(1.8%)	(22.7%)	(11.6%)	(34.8%)
Paragon 28 (FNA)	\$11.54	10/15/2021	\$16.00	(27.9%)	0.48	\$13.11	\$4.99	\$956	\$933	5.0%	(7.5%)	(7.5%)	4.6%	(20.9%)	(7.2%)	(34.1%)
SI-BONE, Inc. (SIBN)	\$17.85	10/17/2018	\$15.00	19.0%	0.51	\$19.67	\$7.25	\$733	\$597	2.5%	2.9%	2.9%	0.3%	(19.3%)	(15.0%)	(12.8%)
Treace Medical (TMCI)	\$13.25	04/23/2021	\$17.00	(22.1%)	0.49	\$14.48	\$5.30	\$818	\$766	0.7%	(1.4%)	(1.4%)	48.7%	(13.8%)	3.9%	(34.5%)
Vericel (VCEL)	\$44.82	02/04/1997	\$7.00	540.3%	0.45	\$46.71	\$14.73	\$2,164	\$2,143	0.8%	(1.9%)	(1.9%)	33.3%	33.7%	25.9%	49.3%
<b>Mean</b>				<b>304.2%</b>	<b>0.64</b>	<b>\$67.66</b>	<b>\$24.88</b>	<b>\$2,672</b>	<b>\$2,565</b>	<b>2.6%</b>	<b>0.5%</b>	<b>0.5%</b>	<b>22.4%</b>	<b>(4.1%)</b>	<b>5.8%</b>	<b>0.8%</b>
<b>Median</b>				<b>149.9%</b>	<b>0.54</b>	<b>\$40.04</b>	<b>\$17.70</b>	<b>\$1,779</b>	<b>\$1,863</b>	<b>2.5%</b>	<b>(1.3%)</b>	<b>(1.3%)</b>	<b>17.3%</b>	<b>(14.2%)</b>	<b>4.1%</b>	<b>(17.7%)</b>



# EV / 2025e Sales Multiples: Large Cap MedTech

Company (Ticker)	March 2023 (as of 03/07/2023)	March 2023 (as of 03/31/2023)	June 2023 (as of 06/30/2023)	September 2023 (as of 09/30/2023)	December 2023 (as of 12/31/2023)	March 2024 (as of 03/07/2024)	Y/Y Change
Abbott Laboratories (ABT)	4.1x	4.1x	4.4x	4.0x	4.5x	4.9x	19.5%
Baxter International (BAX)	2.2x	2.3x	2.4x	1.9x	2.0x	2.1x	(5.6%)
Becton, Dickinson and Co. (BDX)	3.9x	4.0x	4.3x	4.2x	4.0x	3.9x	1.2%
Boston Scientific Corp. (BSX)	4.5x	4.8x	5.2x	5.1x	5.5x	6.3x	42.3%
Intuitive Surgical (ISRG)	8.6x	9.3x	12.6x	10.6x	12.5x	14.6x	70.1%
Johnson & Johnson (JNJ)	4.7x	4.7x	5.0x	4.4x	4.5x	4.6x	(3.4%)
Medtronic (MDT)	3.7x	3.7x	4.0x	3.6x	3.8x	3.9x	5.7%
Smith & Nephew PLC (SNN)	2.5x	2.4x	2.7x	2.2x	2.4x	2.4x	(1.9%)
Stryker Corp. (SYK)	4.7x	5.1x	5.4x	4.9x	5.3x	6.2x	30.9%
Zimmer Biomet Holdings (ZBH)	3.9x	4.0x	4.4x	3.5x	3.8x	4.0x	2.7%
<b>Average</b>	<b>4.3x</b>	<b>4.4x</b>	<b>5.1x</b>	<b>4.4x</b>	<b>4.8x</b>	<b>5.3x</b>	<b>16.2%</b>
<b>Median</b>	<b>4.0x</b>	<b>4.1x</b>	<b>4.4x</b>	<b>4.1x</b>	<b>4.2x</b>	<b>4.3x</b>	<b>4.2%</b>

# Stock Performance: Large Cap MedTech

Company Name (Ticker)	Price	30D ADV Shrs (mm)	30D VWAP Price	30D VWAP \$ Vol (mm)	Market Value	Enterprise Value	1-Day	1-week	MTD	3-month	6-month	YTD	1 YR
Abbott Laboratories (ABT)	\$120.92	4.89	\$116.16	\$447.62	\$209,818	\$215,894	2.1%	1.9%	1.9%	15.2%	19.1%	9.9%	17.7%
Baxter International (BAX)	\$43.49	4.46	\$41.11	\$155.11	\$22,085	\$33,063	2.5%	6.3%	6.3%	21.0%	9.7%	12.5%	9.5%
Becton, Dickinson and Co. (BDX)	\$237.62	1.46	\$239.98	\$243.47	\$68,649	\$82,939	1.8%	0.9%	0.9%	1.8%	(10.9%)	(2.5%)	0.6%
Boston Scientific Corp. (BSX)	\$67.82	6.19	\$66.09	\$337.14	\$99,499	\$107,657	1.2%	2.4%	2.4%	23.7%	25.9%	17.3%	42.1%
Intuitive Surgical (ISRG)	\$392.68	1.40	\$386.14	\$327.23	\$138,351	\$131,715	1.4%	1.8%	1.8%	26.6%	27.6%	16.4%	67.2%
Johnson & Johnson (JNJ)	\$158.87	7.67	\$158.84	\$956.45	\$382,681	\$391,318	(0.7%)	(1.6%)	(1.6%)	1.4%	0.5%	1.4%	2.1%
Medtronic (MDT)	\$85.15	6.50	\$84.90	\$451.86	\$113,064	\$130,660	0.7%	2.1%	2.1%	7.7%	5.5%	3.4%	3.9%
Smith & Nephew PLC (SNN)	\$27.54	0.87	\$27.72	\$19.00	\$11,995	\$14,797	3.5%	3.9%	3.9%	6.5%	5.0%	1.0%	(4.8%)
Stryker Corp. (SYK)	\$357.62	1.24	\$348.39	\$276.24	\$135,990	\$145,435	1.5%	2.4%	2.4%	24.2%	23.7%	19.4%	33.7%
Zimmer Biomet Holdings (ZBH)	\$127.36	1.73	\$125.35	\$157.87	\$26,119	\$31,393	2.1%	2.4%	2.4%	9.7%	3.8%	4.7%	2.2%
<b>Mean</b>		<b>3.64</b>	<b>\$159.47</b>	<b>\$337.20</b>	<b>\$120,825</b>	<b>\$128,487</b>	<b>1.6%</b>	<b>2.3%</b>	<b>2.3%</b>	<b>13.8%</b>	<b>11.0%</b>	<b>8.3%</b>	<b>17.4%</b>
<b>Median</b>		<b>3.09</b>	<b>\$120.76</b>	<b>\$301.73</b>	<b>\$106,281</b>	<b>\$119,158</b>	<b>1.6%</b>	<b>2.3%</b>	<b>2.3%</b>	<b>12.4%</b>	<b>7.6%</b>	<b>7.3%</b>	<b>6.7%</b>






# Sell-Side Rating Changes


November 18, 2023 – March 8, 2024









# Rating Changes: Upgrades

Bank	Analyst	Company (Ticker)	Upgraded To:
	David Toung	<b>Silk Road (SILK)</b>	Buy
	Jeff Johnson	<b>Insulet (PODD)</b>	Outperform
	Hassan Al-Wakeel	<b>Smith &amp; Nephew (SNN)</b>	Equal Weight
	Julien Ouaddour	<b>Straumann (STMN)</b>	Buy
	Travis Steed	<b>Edwards (EW)</b>	Buy
	Caitlin Cronin	<b>Stryker (SYK)</b>	Buy
	Joanne Wuensch	<b>iRhythm (IRTC)</b>	Buy
	Allen Gong	<b>Glaukos (GKOS)</b>	Overweight
	Anthony Petrone	<b>Boston Scientific (BSX)</b>	Buy
Morgan Stanley	Patrick Wood	<b>Insulet (PODD)</b>	Overweight
		<b>Teleflex (TFX)</b>	Overweight
	Chris Pasquale	<b>Zimmer Biomet (ZBH)</b>	Buy
	Rick Wise	<b>Silk Road Medical (SILK)</b>	Buy
	Samuel Brodovsky	<b>Vericel (VCEL)</b>	Buy
	Danielle Antalffy	<b>Johnson &amp; Johnson (JNJ)</b>	Buy
	Vik Chopra	<b>Integra LifeSciences (IART)</b>	Overweight
	Larry Biegelsen	<b>RxSight (RXST)</b>	Overweight










# Rating Changes: Downgrades

Bank	Analyst	Company (Ticker)	Downgraded To:
 BANK OF AMERICA	Julien Ouaddour	<b>Alcon</b> (ALC)	Neutral
 cg/Canaccord Genuity	Bill Plovanic	<b>Nevro</b> (NVRO)	Hold
 citi	Joanne Wuensch	<b>Edwards LifeSciences</b> (EW)	Neutral
 CLSA	Andrew Paine	<b>ResMed</b> (RMD)	Outperform
EVERCORE	Vijay Kumar	<b>Bausch + Lomb</b> (BLCO)	In-Line
		<b>Edwards LifeSciences</b> (EW)	In-Line
		<b>Zimmer Biomet</b> (ZBH)	In-Line
 Goldman Sachs	Nathan Rich	<b>Align Technology</b> (ALGN)	Sell
 HSBC	Shubhangi Gupta	<b>Envista</b> (NVST)	Sell
		<b>Straumann</b> (STMN)	Reduce
Jefferies	Matt Taylor	<b>Masimo</b> (MASI)	Hold
	Brandon Couillard	<b>Envista</b> (NVST)	Hold
J.P.Morgan	David Adlington	<b>Straumann</b> (STMN)	Neutral
	Robbie Marcus	<b>Penumbra</b> (PODD)	Neutral
 LEERINK PARTNERS	Mike Kratky	<b>Axonics</b> (AXNX)	Market Perform
Morgan Stanley	Kalllum Titchmarsh	<b>Axonics</b> (AXNX)	Equal Weight
	Patrick Wood	<b>Alcon</b> (ALC)	Underweight
 Needham	David Saxon	<b>STAAR Surgical</b> (STAA)	Hold
	Mike Matson	<b>Masimo</b> (MASI)	Hold
		<b>Axonics</b> (AXNX)	Hold

# Rating Changes: Downgrades (cont'd.)

Bank	Analyst	Company (Ticker)	Downgraded To:
	Chris Pasquale	<b>Alcon</b> (ALC)	Hold
	Suraj Kalia	<b>Nevro</b> (NVRO)	Perform
PIPER   SANDLER	Adam Maeder	<b>Axonics</b> (AXNX)	Neutral
		<b>Inari</b> (NARI)	Neutral
	Shagun Singh	<b>Nevro</b> (NVRO)	Sector Perform
		<b>Outset Medical</b> (OM)	Sector Perform
		<b>Axonics</b> (AXNX)	Sector Perform
STIFEL	Jonathan Block	<b>Inspire Medical Systems</b> (INSP)	Hold
TRUIST 	Rich Newitter	<b>Axonics</b> (AXNX)	Hold
	Samuel Brodovsky	<b>OrthoPediatics</b> (KIDS)	Hold
	Larry Biegelsen	<b>Inspire Medical Systems</b> (INSP)	Equal Weight
		<b>Johnson &amp; Johnson</b> (JNJ)	Equal Weight
		<b>Axonics</b> (AXNX)	Equal Weight
		<b>Pulmonx</b> (LUNG)	Equal Weight
<i>William Blair</i>	Brandon Vasquez	<b>Envista</b> (NVST)	Market Perform
	Mike Polark	<b>Edwards LifeSciences</b> (EW)	Underperform
		<b>Axonics</b> (AXNX)	Peer Perform

# Rating Changes: Initiations

Bank	Analyst	Company (Ticker)	Initiated At:
 BERNSTEIN	Susannah Ludwig	<b>Alcon</b> (ALC)	Outperform
 HSBC	Helen Fang	<b>Intuitive Surgical</b> (ISRG)	Buy
<b>Jefferies</b>	Michael Sarcone	<b>Inspire Medical Systems</b> (INSP)	Buy
 LAKE STREET CAPITAL MARKETS	Frank Takkinen	<b>Silk Road Medical</b> (SILK)	Buy
 LEERINK PARTNERS	Michael Cherny	<b>Align Technology</b> (ALGN)	Market Perform
		<b>Envista</b> (NVST)	Underperform
		<b>DENTSPLY Sirona</b> (XRAY)	Outperform
		<b>Henry Schein</b> (HSIC)	Market Perform
Morgan Stanley	Patrick Wood	<b>RxSight</b> (RXST)	Overweight
		<b>Glaukos</b> (GKOS)	Equal Weight
		<b>STAAR Surgical</b> (STAA)	Equal Weight
 Needham	Mike Matson	<b>Inari</b> (NARI)	Buy
 ROTH · MKM	Jason Wittes	<b>Accuray</b> (ARRAY)	Buy
STIFEL	Thomas Stephen	<b>Alcon</b> (ALC)	Buy
		<b>RxSight</b> (RXST)	Buy
		<b>Bausch + Lomb</b> (BLCO)	Hold
<b>TRUIST</b> 	Samuel Brodovsky	<b>Glaukos</b> (GKOS)	Buy
 UBS	Kevin Caliendo	<b>Envista</b> (NVST)	Neutral
 WELLS FARGO SECURITIES	Vik Chopra	<b>Alphatec</b> (ATEC)	Overweight



# Short Interest





# Short Interest Trends (% of Float) – High Growth MedTech

Company (Ticker)	March 2023 (as of 03/07/2023)	March 2023 (as of 03/31/2023)	June 2023 (as of 06/30/2023)	September 2023 (as of 09/30/2023)	December 2023 (as of 12/31/2023)	March 2024 (as of 03/07/2024)
Alphatec (ATEC)	10.4	10.7	10.6	11.5	10.4	12.0
Atricure (ATRC)	4.0	3.2	3.8	2.5	2.7	3.7
Establishment Labs (ESTA)	9.6	10.2	9.5	7.7	9.0	12.9
Paragon 28 (FNA)	2.8	3.9	3.5	2.7	4.4	4.7
Glaukos (GKOS)	10.3	9.6	11.1	12.9	14.3	15.7
Inspire Medical (INSP)	3.6	3.3	4.4	3.1	4.4	4.4
iRhythm Technologies (IRTC)	7.3	5.3	7.3	8.5	8.6	4.7
OrthoPediatrics (KIDS)	7.2	10.1	7.7	7.0	8.3	6.5
Pulmonx (LUNG)	8.1	9.8	9.8	5.2	3.8	4.3
Inari Medical (NARI)	6.2	7.3	7.1	8.2	9.3	8.8
Outset Medical (OM)	12.1	8.4	13.0	16.0	17.0	14.9
Penumbra (PEN)	11.6	10.5	11.2	9.6	6.1	5.7
PROCEPT BioRobotics (PRCT)	5.7	7.5	5.5	7.5	9.7	10.0
RxSight (RXST)	1.9	2.9	2.1	4.3	5.2	3.4
SI-BONE (SIBN)	5.0	5.8	3.8	2.4	2.7	3.4
Silk Road Medical (SILK)	6.3	8.2	9.6	8.3	5.2	8.2
STAAR Surgical (STAA)	10.0	8.7	12.3	14.6	13.8	13.0
Shockwave Medical (SWAV)	3.7	3.7	4.4	2.0	4.0	4.6
Treace Medical (TMCI)	2.6	5.3	3.8	2.8	4.6	6.8
TransMedics (TMDX)	4.8	5.0	6.0	12.6	16.5	17.7
Vericel (VCEL)	12.5	13.2	12.1	11.7	11.8	12.4
<b>Average</b>	<b>6.9</b>	<b>7.3</b>	<b>7.6</b>	<b>7.7</b>	<b>8.2</b>	<b>8.5</b>
<b>Median</b>	<b>6.3</b>	<b>7.5</b>	<b>7.3</b>	<b>7.7</b>	<b>8.3</b>	<b>6.8</b>

# Short Interest Trends (% of Float) – Large Cap MedTech

Company (Ticker)	March 2023 (as of 03/07/2023)	March 2023 (as of 03/31/2023)	June 2023 (as of 06/30/2023)	September 2023 (as of 09/30/2023)	December 2023 (as of 12/31/2023)	March 2024 (as of 03/07/2024)
Abbott Laboratories (ABT)	0.8	0.7	0.8	0.6	0.7	0.8
Baxter International (BAX)	0.8	1.9	1.4	1.8	1.9	1.5
Becton, Dickinson and Co. (BDX)	0.7	0.7	0.7	0.9	0.7	0.9
Boston Scientific Corp. (BSX)	0.9	1.1	0.6	1.0	0.6	0.8
Intuitive Surgical (ISRG)	0.6	0.7	0.8	0.8	0.8	0.9
Johnson & Johnson (JNJ)	0.5	0.5	0.5	0.7	0.5	0.5
Medtronic (MDT)	0.9	0.6	0.5	0.7	0.7	0.7
Smith & Nephew PLC (SNN)	0.3	0.5	--	--	--	0.5
Stryker Corp. (SYK)	1.5	1.9	1.1	1.1	1.4	1.1
Zimmer Biomet Holdings (ZBH)	1.5	1.6	1.9	1.3	2.0	2.0
<b>Average</b>	<b>0.8</b>	<b>1.0</b>	<b>0.9</b>	<b>1.0</b>	<b>1.0</b>	<b>1.0</b>
<b>Median</b>	<b>0.8</b>	<b>0.7</b>	<b>0.8</b>	<b>0.9</b>	<b>0.7</b>	<b>0.8</b>



# Notable Events

(M&A, C-Suite & BOD Changes, Capital Raises, Shelf Filings, Share Repurchases)

# Notable Events: Q4'23 and QTD Q1'24

**12**

M&A Transactions

**45**

C-Suite and BOD  
Changes

**18**

Capital Raises and  
Shelf Filings

**11**

Share Repurchases

# M&A Transactions

Announcement Date	Acquirer (Ticker)	Target (Ticker)	Deal Value (\$M)	Terms and Rationale
03/04/2024	<b>Sonendo</b> (SONX)	-	\$16	<ul style="list-style-type: none"> <li>• <b>ASSET SALE</b> of TDO Software to Valsoft Corporation</li> <li>• Deal effective March 1</li> <li>• Total gross consideration of \$16M, with \$15M paid upon closing and the balance due in ~12mo</li> </ul>
01/08/2024	<b>OrthoPediatrics</b> (KIDS)	<b>Boston Orthotics &amp; Prosthetics</b> (Private)	\$22	<ul style="list-style-type: none"> <li>• Up front cash payment of \$22M</li> <li>• Deal closed Jan. 5</li> <li>• <b>Acquisition expected to be complementary and expand KIDS' existing Specialty Bracing division</b></li> </ul>
01/08/2024	<b>Boston Scientific</b> (BSX)	<b>Axonics</b> (AXNX)	\$3,700	<ul style="list-style-type: none"> <li>• Purchase price of \$71 in cash per share (23% premium vs. prior close price), reflecting an equity value of ~\$3.7B and a 7.7x 2024E revenue multiple</li> <li>• Deal expected to close in 1H24</li> <li>• <b>Acquisition expected to enable BSX's entry into SNM, a high-growth adjacency market with opportunities to expand access to care for patients</b></li> </ul>
12/18/2023	<b>ZimVie</b> (ZIMV)	-	\$375	<ul style="list-style-type: none"> <li>• <b>BUSINESS SEGMENT SALE</b> of ZIMV's Spine Business to HIG Capital</li> <li>• Up front cash payment from HIG of \$315M, and a \$60M promissory note accruing interest at 10% per annum</li> <li>• <b>Sale enables ZIMV to streamline operations and focus as a pure-play dental company</b></li> </ul>
12/18/2023	<b>Stryker</b> (SYK)	<b>SERF SAS</b> (Private)	-	<ul style="list-style-type: none"> <li>• Financial terms not provided</li> <li>• Deal expected to close during 1Q24</li> <li>• <b>Acquisition expected to complement SYK's business in Europe and its joint replacement portfolio</b></li> </ul>
12/13/2023	<b>Integra LifeSciences</b> (IART)	<b>Acclarent, Inc</b> (Private)	\$280	<ul style="list-style-type: none"> <li>• Up front cash payment of \$275M, with up to an additional \$5M subject to regulatory milestones</li> <li>• Deal expected to close by 2Q24</li> <li>• <b>Acquisition will become part of IART's CSS division, and is expected to provide IART with an opportunity to build scale and capture a leadership position in the ENT device segment</b></li> </ul>
11/30/2023	<b>Nevro</b> (NVRO)	<b>Vyrsa Technologies</b> (Private)	Up to \$75	<ul style="list-style-type: none"> <li>• Up front cash payment of \$40M, with up to an additional \$35M subject to development / sales milestones</li> <li>• <b>Acquisition expected to leverage NRVO's existing call points and diversify its portfolio within SI joint pain</b></li> </ul>
11/30/2023	<b>Johnson &amp; Johnson</b> (JNJ)	<b>Laminar, Inc</b> (Private)	\$400	<ul style="list-style-type: none"> <li>• Up front cash payment of \$400M, with additional clinical / regulatory milestone payments in 2024 and beyond</li> <li>• No timeline provided for deal closing</li> <li>• <b>Acquisition expected to expand JNJ's MedTech portfolio, complement its electrophysiology and Intracardiac Echo strengths, and deepen its presence with interventional cardiologists and electrophysiologists</b></li> </ul>

# M&A Transactions (cont'd.)

Announcement Date	Acquirer (Ticker)	Target (Ticker)	Deal Value (\$M)	Terms and Rationale
11/22/2023	Smith & Nephew (SNN)	CartiHeal (Private)	Up to \$330	<ul style="list-style-type: none"> <li>Up front cash payment of \$180M, and up to an additional \$150M subject to financial performance</li> <li>Deal closed Jan. 10</li> <li><b>Acquisition expected to be complementary to SNN's existing knee repair portfolio and support its strategy to invest in its sports medicine business</b></li> </ul>
11/01/2023	Cooper Companies (COO)	-	\$300	<ul style="list-style-type: none"> <li><b>ASSET ACQUISITION</b> of Cook Medical's (private) the Bakri® Postpartum Balloon, Cook's Cervical Ripening Balloon, the Doppler Blood Flow Monitor portfolio, and select surgical products</li> <li>Up front cash payment of \$200M and remaining \$100 to be paid in two \$50M annual installments</li> <li><b>Acquisitions expected to strength CooperSurgical's position as a leading global fertility and women's health company</b></li> </ul>
11/01/2023	Inari Medical (NARI)	LimFlow, S.A. (Private)	Up to \$415	<ul style="list-style-type: none"> <li>Up front payment of \$600M, and contingent consideration of up to \$165 subject to the achievement of certain commercial and reimbursement milestones</li> <li>Deal closed Nov. 15</li> <li><b>Acquisition expected to bring a clinically differentiated CLTI solution and enhance avenues for growth to address unmet patient needs</b></li> </ul>
10/10/2023	Haemonetics (HAE)	OpSens (OPS-CA)	\$253	<ul style="list-style-type: none"> <li>HAE to acquire all outstanding shares of OpSens for CAD \$2.90 per share in an all-cash transaction representing a fully diluted equity value of USD ~\$253M at current exchange rate</li> <li>Plans to finance acquisition through a combination of cash and a revolving credit facility</li> <li>Deal expected to close end of January 2024</li> <li><b>Acquisition expected to expand hospital business unit portfolio in interventional cardiology market</b></li> </ul>

# C-Suite Changes

Announcement Date	Company (Ticker)	Position	Change Type	Name	Details
02/28/2024	<b>Integra LifeSciences</b> (IART)	President & CEO	Departure	Jan DeWitte	• DeWitte (retirement) will remain CEO until successor is appointed; process expected to be completed this year
02/27/2024	<b>Becton Dickinson</b> (BDX)	EVP, President of Life Sciences	Departure	Dave Hickey	• Departure of Hickey (retirement) effective July 1
02/26/2024	<b>Envista</b> (NVST)	CEO	Departure	Amir Aghdaei	• Aghdaei will remain CEO until successor is appointed; process expected to be completed this year
02/21/2024	<b>Pulmonx</b> (LUNG)	CEO	Departure & Appointment	Glen French, Steve Williamson	• Departure of French (retirement), and appointment of Williamson, effective Mar. 15
02/05/2024	<b>Globus Medical</b> (GMED)	COO & CFO	Appointment	Keith Pfeil	• Appointment of Pfeil (promotion from CFO only) effective Feb. 5
01/29/2024	<b>Shockwave</b> (SWAV)	CFO	Appointment	Renee Geata	• Appointment of Geata effective Feb. 5, succeeding Dan Puckett who previously announced his decision to retire
01/08/2024	<b>Orthofix</b> (OFIX)	CFO	Appointment	Julie Andrews	• Appointment of Andrews effective Jan. 15
01/03/2024	<b>Alphatec</b> (ATEC)	COO	Appointment	Scott Lish	• Appointment of Lish effective Jan. 1; previously served as SVP R&D for Alphatec Spine
12/08/2023	<b>Hologic</b> (HOLX)	COO	Appointment	Essex Mitchell	• Appointment (promotion from Division President, GYN Surgical Solutions) effective Dec. 6
12/06/2023	<b>Artivion</b> (AORT)	CFO	Departure & Appointment	Ashley Lee, Lance Berry	• Departure of Lee effective Dec. 31; appointment of Berry effective Dec. 4
12/05/2023	<b>Enovis</b> (ENOV)	President/COO	Departure	Brady Shirely	• Departure of Shirely (retirement) effective Apr. 1
12/04/2023	<b>STRATA Skin</b> (SSKN)	COO	Appointment	Shmuel Gov	• Appointment (promotion from prior SSKN SVP/GM) of Gov effective Dec. 4
11/28/2023	<b>Orthofix</b> (OFIX)	President and CEO	Appointment	Massimo Calafiore	• Appointment of Calafiore effective Jan. 15
11/21/2023	<b>Becton Dickinson</b> (BDX)	CMO	Appointment	Ronald Silverman	• Appointment of Silverman effective Dec. 4; replaced William Sigmund who announced his intent to retire from BDX in June 2023

# C-Suite Changes (cont'd.)

Announcement Date	Company (Ticker)	Position	Change Type	Name	Details
11/09/2023	<b>ResMed</b> (RMD)	COO, CPO, CMO, CRO	Departure & Appointment	Rob Douglas, Justin Leong, Katrin Pucknat, Mike Fliss	<ul style="list-style-type: none"> <li>Departure of Douglas as President &amp; COO (retirement) effective January 1, 2024</li> <li>Appointment of Leong as CPO, Pucknat as CMO, and Fliss as CRO</li> </ul>
11/08/2023	<b>KORU Medical</b> (KORU)	CCO	Appointment	Ken Miller	<ul style="list-style-type: none"> <li>Appointment of Miller effective November 6, 2023</li> </ul>
11/02/2023	<b>Smith &amp; Nephew</b> (SNN)	CFO	Appointment	John Rogers	<ul style="list-style-type: none"> <li>Appointment of Rogers as CFO designate on Dec. 1<sup>st</sup> and following a period of induction, will join the board as CFO in 1Q24</li> </ul>
11/01/2023	<b>Tandem Diabetes</b> (TNDM)	EVP/CCO	Appointment	Mark Novara	<ul style="list-style-type: none"> <li>Appointment of Novara effective Nov. 13<sup>th</sup></li> </ul>
10/30/2023	<b>STRATA Skin Sciences</b> (SSKN)	CEO	Departure	Bob Moccia	<ul style="list-style-type: none"> <li>Departure of Moccia effective immediately</li> <li>Appointment of Dolev Rafaeli as new CEO (prior SSKN CEO 2018-2021)</li> </ul>
10/24/2023	<b>Pulse Biosciences</b> (PLSE)	Chief Science Officer	Appointment	Niv Ad	<ul style="list-style-type: none"> <li>Appointment of Dr. Ad as Chief Science officer, Cardiac Surgery</li> </ul>
10/23/2023	<b>Johnson &amp; Johnson</b> (JNJ)	EVP, Worldwide Chairman	Departure	Ashley McEvoy	<ul style="list-style-type: none"> <li>Departure of McEvoy effective in 1Q24</li> <li>Will be replaced by Tim Schmid (most recently Group Chairman, JNJ MedTech APAC)</li> </ul>
10/12/2023	<b>Venus Concept</b> (VERO)	President & COO	Appointment	Hemanth Varghese	<ul style="list-style-type: none"> <li>Appointment of Dr. Varghese to the newly created role of President and COO effective October 16, 2023</li> </ul>
10/10/2023	<b>Silk Road</b> (SILK)	CEO	Departure & Appointment	Erica Rogers Chas McKhann	<ul style="list-style-type: none"> <li>Departure of Rogers (retirement) effective Nov. 2</li> <li>Chas McKhann (former CEO, Apollo Endosurgery) appointed new CEO</li> </ul>
10/10/2023	<b>Pulmonx</b> (LUNG)	CFO	Departure	Derrick Sung	<ul style="list-style-type: none"> <li>Departure of Sung effective immediately to pursue another opportunity</li> <li>Appointment of John McKune, Vice President Corporate Controller, as interim CFO</li> </ul>
10/03/2023	<b>Insulet</b> (PODD)	CFO and Treasurer	Departure	Wayde McMillan	<ul style="list-style-type: none"> <li>McMillan will join 3M (MMM) as CFO of its Health Care business, which 3M has announced it plans to spin off into an independent company</li> <li>Lauren Budden, Group Vice President, Chief Accounting Officer and Controller, will assume the additional responsibilities of Interim CFO and Treasurer</li> </ul>
10/03/2023	<b>Baxter</b> (BAX)	CFO	Appointment	Joel Grade	<ul style="list-style-type: none"> <li>Appointment of Jones effective October 18<sup>th</sup></li> <li>Previous 25-year career at Sysco</li> </ul>



# BOD Changes

Announcement Date	Company (Ticker)	Position	Change Type	Name	Details
02/05/2024	<b>Inspire Medical</b> (INSP)	Board Chair	Departure & Appointment	Marilyn Nelson Timothy Herbert	• Departure of Nelson (retirement) and appointment of Herbert effective May 2
01/26/2024	<b>Inspire Medical</b> (INSP)	Board Member	Departure	Jerry Griffin	• Departure of Griffin (retirement) effective May 2
01/18/2024	<b>Insulet</b> (PODD)	Board Member(s)	Departure(s) & Appointment(s)	Shacey Petrovic, Corinne Nevinny Flavia Pease, Timothy Stonesifer	• Departures of Petrovic and Nevinny (retirements) and appointments of Pease and Stonesifer effective Jan. 18
01/15/2024	<b>Orthofix</b> (OFIX)	Board Member	Appointment	Massimo Calafiore	• Appointment of Calafiore effective Jan. 15 in connection with his appointment as CEO
01/05/2024	<b>Zimmer Biomet</b> (ZBH)	Board Member	Appointment	Louis Shapiro	• Appoint of Shapiro effective Jan. 5
01/04/2024	<b>AtriCure</b> (ATRC)	Board Member	Appointment	Shlomi Nachman	• Appointment of Nachman effective Jan. 4
12/28/2023	<b>Inspire Medical</b> (INSP)	Board Member	Appointment	Myriam Curet	• Appointment of curet effective Dec. 21
12/12/2023	<b>Integra Lifesciences</b> (IART)	Board Member	Appointment	Jeff Graves	• Appointment of Graves effective Dec. 12
12/12/2023	<b>Orthofix</b> (OFIX)	Board Member(s)	Appointment(s)	Alan Bazaar, Michael Finegan, Charles Kummeth	• Appointments of Bazaar, Finega, and Kummeth effective Dec. 12
12/05/2023	<b>Align Technology</b> (ALGN)	Board Member(s)	Appointment(s)	Mojdeh Poul, Kevin Conroy	• Appointments of Pou and Conroy effective Dec. 5
12/04/2023	<b>STAAR Surgical</b> (STAA)	Board Member	Appointment	Lilian Zhou	• Appointment of Zhou effective Dec. 4
11/30/2023	<b>Cooper Companies</b> (COO)	Board Member	Appointment	Lawrence Kurzius	• Appointment of Kurzius effective Dec. 1

# BOD Changes (cont'd.)

Announcement Date	Company (Ticker)	Position	Change Type	Name	Details
11/07/2023	<b>Masimo</b> (MASI)	Board Member	Appointment	Rolf Classon	<ul style="list-style-type: none"> <li>Appointment of Classon effective Nov 7<sup>th</sup></li> </ul>
11/02/2023	<b>Dentsply Sirona</b> (XRAY)	Board Member	Departure & Appointment	Harry Kraemer, Jr Brian Gladden	<ul style="list-style-type: none"> <li>Departure of Kraemer (retirement) effective Dec. 31<sup>st</sup></li> <li>Appointment of Gladden effective Jan. 1<sup>st</sup>, 2024</li> </ul>
11/01/2023	<b>Nuwellis</b> (NUWE)	Board Members	Departure & Appointment(s)	Jon Salveson Archelle Georgiou & Dave McDonald	<ul style="list-style-type: none"> <li>Departure of Salveson effective Nov. 1<sup>st</sup></li> <li>Appointments of Georgiou and McDonald effective Nov. 1<sup>st</sup></li> </ul>
10/31/2023	<b>Intuitive Surgical</b> (ISRG)	Board Member	Appointment	Sreelakshmi Kolli	<ul style="list-style-type: none"> <li>Appointment of Kolli effective Oct. 27<sup>th</sup></li> </ul>
10/30/2023	<b>STRATA Skin Sciences</b> (SSKN)	Board Member	Departure	Bob Moccia	<ul style="list-style-type: none"> <li>Departure of Moccia in connection with his departure as CEO</li> </ul>
10/04/2023	<b>KORU Medical</b> (KORU)	Board Member	Appointment	Edward Wholihan	<ul style="list-style-type: none"> <li>Appointment of Wholihan effective September 28, 2023 to fill vacancy following the Company's 2023 Annual Meeting of Shareholders</li> </ul>
10/02/2023	<b>Tactile Systems</b> (TCMD)	Board Member	Appointment	Vindell Washington	<ul style="list-style-type: none"> <li>Appointment of Washington effective Oct. 2<sup>nd</sup></li> </ul>

# Announced Capital Raises & Shelf Filings

## Equity Offerings

Announcement Date	Company (Ticker)	Offering Type	Offering Value (\$M)	Bookrunners / Details
03/06/2024	<b>AxoGen</b> (AXGN)	Shelf Filing	\$100	• Mixed shelf
03/01/2024	<b>Artivion</b> (AORT)	Shelf Filing	-	• Automatic mixed shelf of indeterminant amount
02/16/2024	<b>GE Healthcare</b> (GEHC)	Shelf Filing	-	• Automatic common stock shelf of indeterminant amount
01/09/2024	<b>Establishment Labs</b> (ESTA)	Private Placement	\$50	• <b>Use of Proceeds:</b> Working capital and other general corporate purposes
12/29/2023	<b>Nevro</b> (NVRO)	Shelf Filing	-	• Automatic common stock shelf of indeterminant amount
12/01/2023	<b>Stryker</b> (SYK)	Shelf Filing	-	• Automatic mixed shelf of indeterminant amount
11/13/2023	<b>TELA Bio</b> (TELA)	Shelf Filing	\$150	• Mixed shelf
11/13/2023	<b>Hyperfine</b> (HYPR)	Shelf Filing	\$150	• Mixed shelf
10/27/2023	<b>Alphatec</b> (ATEC)	Follow on	\$150	• <b>Bookrunners:</b> Morgan Stanley, TD Cowen, Barclays, Stifel

# Announced Capital Raises & Shelf Filings

Fixed Income Offerings

Announcement Date	Company (Ticker)	Offering Type	Offering Value (\$M)	Details
03/04/2024	<b>iRhythm</b> (IRTC)	Senior Notes	\$575	<ul style="list-style-type: none"> <li>5-yr convertible senior notes</li> <li>Notes will pay interest at a rate of 1.50% per Annum</li> <li><b>Use of proceeds:</b> repay existing debt, general corporate purposes, and to pay the cost of certain capped call transactions</li> </ul>
03/04/2024	<b>Tandem Diabetes</b> (TNDM)	Senior Notes	\$275	<ul style="list-style-type: none"> <li>5-yr convertible senior notes</li> <li>Notes will pay interest at a rate of 1.50% per Annum</li> <li><b>Use of proceeds:</b> repay existing debt, general corporate purposes, and to pay the cost of certain capped call transactions</li> </ul>
01/23/2024	<b>Sight Sciences</b> (SGHT)	Term Loan	\$65	<ul style="list-style-type: none"> <li>5-yr facility comprised of an initial \$35M term loan (drawn at close), and an additional \$30M available in three tranches based on performance milestones</li> <li>The Term Loan Facility will accrue interest at a floating annual rate based on the <b>greater of (i) 10.35% or (ii) the Wall Street Journal prime rate plus 2.35%.</b></li> </ul>
01/18/2024	<b>Artivion</b> (AORT)	Term Loan(s) & Revolver	\$350	<ul style="list-style-type: none"> <li>6-yr facility comprised of initial \$190M term loan (drawn at close), a \$60M revolving credit facility (drawn at close), and an additional \$100M in unfunded delayed draw term loan commitments</li> <li>Term loan pays interest at rate equal to either <b>base rate + 5.50%</b> or <b>SOFR + 6.50%</b>; revolver pays interest at either <b>base rate + 3.00%</b> or <b>SOFR + 4.00%</b></li> <li><b>Use of proceeds:</b> repay existing debt and for related fees and expenses</li> </ul>
01/08/2024	<b>OrthoPediatrics</b> (KIDS)	Term Loan & Revolver	\$80	<ul style="list-style-type: none"> <li>5-yr term loan of \$30M available in three tranches of \$10M each subject to certain stipulations and a revolving credit facility of \$50M</li> <li>Interest on the Term Loan will accrue at the greater of (a) <b>One Month Term SOFR +6.50%</b> or (b) <b>9.0%</b> and interest on the Revolving Loan will accrue at the greater of (a) <b>One Month Term SOFR +4.0%</b> or (b) <b>6.50%</b></li> <li><b>Use of proceeds:</b> acquisition and transaction fees, and other general corporate purposes</li> </ul>
01/08/2024	<b>iRhythm</b> (IRTC)	Term Loan	\$150	<ul style="list-style-type: none"> <li>5-yr term loan of \$150M comprised of an initial \$75M drawn at close and an additional \$75M available through the one year anniversary of the closing date</li> <li>Loan will pay interest equal to <b>sum of (a) SOFR and (b) (i) an applicable margin of 6.50% if paid in cash, or (ii) an applicable margin of 6.95% if a portion of interest is paid in kind</b></li> <li><b>Use of proceeds:</b> repay existing debt and for other general corporate purposes</li> </ul>

# Announced Capital Raises & Shelf Filings (cont'd.)

## Fixed Income Offerings

Announcement Date	Company (Ticker)	Offering Type	Offering Value (\$M)	Details
01/02/2024	<b>Senseonics</b> (SENS)	Term Loan	\$50M	<ul style="list-style-type: none"> <li>Up to \$50.0 million in senior secured term loans consisting of (i) an initial term loan of \$25.0 million (drawn at close in September 2023) and (ii) two additional tranches of term loans in the amounts of up to \$10.0 million (drawn in January 2024) and \$15.0 million, respectively</li> <li>Interest at an annual rate equal to the <b>greater</b> of (i) the <b>prime rate as reported in The Wall Street Journal</b> plus <b>1.40%</b> and (ii) <b>9.90%</b></li> </ul>
11/07/2023	<b>Paragon 28</b> (FNA)	Term Loan & Revolver	\$150	<ul style="list-style-type: none"> <li>5-yr term loan of \$100M comprised of an initial \$75M drawn at close and an additional \$25M available 24 months after the closing date and 5-yr revolving credit facility of \$50M with \$25M drawn at close</li> <li>Loans will pay interest based on <b>either SOFR + an applicable margin or an alternate base rate</b> determined by Company's total quarterly leverage ratio</li> <li><b>Use of proceeds:</b> repay existing debt and general corporate purposes</li> </ul>
10/18/2023	<b>AVITA Medical</b> (RCEL)	Loan Facility	\$90	<ul style="list-style-type: none"> <li>5-yr loan facility of \$90M with Orbimed comprised of an initial \$40M (funded at close) and an additional \$50M available in two tranches based on the achievement of certain revenue thresholds</li> <li>Loans will pay interest at rate equal to <b>greater of the SOFR rate for such period and 4.00% plus, in either case 8.00%</b></li> <li>Issued OrbiMed warrants to purchase 409,661 shares of common stock with an exercise price of \$10.9847</li> <li><b>Use of proceeds:</b> To support strategic expansion and fuel continued growth</li> </ul>

# Share Repurchases

Announcement Date	Company (Ticker)	Shares Repurchased (\$M)	Details
03/05/2024	<b>iRhythm</b> (IRTC)	\$25	<ul style="list-style-type: none"> <li>Announced plans to repurchase approximately \$25M of common stock concurrently with its offering of senior notes</li> </ul>
03/04/2024	<b>Tandem Diabetes</b> (TNDM)	Up to \$30	<ul style="list-style-type: none"> <li>Announced plans to repurchase up to ~\$30M of common stock concurrently with its offering of senior notes</li> </ul>
02/01/2024	<b>Hologic</b> (HOLX)	\$150	<ul style="list-style-type: none"> <li>Executed a \$500M accelerated share repurchase agreement and repurchased 2.2M shares for \$150M</li> </ul>
01/24/2024	<b>ResMed</b> (RMD)	\$50	<ul style="list-style-type: none"> <li>Resumed share repurchase program during the quarter and repurchased \$50M</li> </ul>
11/09/2023	<b>Dentsply Sirona</b> (XRAY)	\$1,000	<ul style="list-style-type: none"> <li>Announced an additional \$1B share repurchase authorization</li> </ul>
11/09/2023	<b>Dentsply Sirona</b> (XRAY)	\$150	<ul style="list-style-type: none"> <li>Announced expectation to repurchase \$150M of its common stock in 4Q 2023</li> </ul>
11/09/2023	<b>Hologic</b> (HOLX)	\$238	<ul style="list-style-type: none"> <li>Repurchased 3.2M shares of stock in FY 4Q23</li> <li>Announced intention to enter into ASR agreement for \$500M of the Company's common stock</li> <li>Expects the ASR will be complete in FY 2Q24</li> </ul>
11/02/2023	<b>Dexcom</b> (DXCM)	\$500	<ul style="list-style-type: none"> <li>Entered into accelerated stock repurchase agreement with BofA to repurchase up to \$500M of the Company's stock</li> </ul>
11/01/2023	<b>Zynex</b> (ZYXI)	\$20	<ul style="list-style-type: none"> <li>Announced BOD approved a program to repurchase up to \$20M of the Company's common stock</li> <li>Will commence November 1, 2023 and is scheduled to terminate on the earlier of November 1, 2024 or when the \$20M limit is reached</li> </ul>
11/06/2023	<b>Align Technology</b> (ALGN)	\$100	<ul style="list-style-type: none"> <li>Announced plans to repurchase \$100M common stock through open market repurchases under the Company's \$1B stock repurchase program</li> </ul>
10/27/2023	<b>Align Technology</b> (ALGN)	\$250	<ul style="list-style-type: none"> <li>Entered into accelerated stock repurchase agreement with Citibank to repurchase \$250M of the Company's stock</li> </ul>



**gilmartin**group

March 2024

**Thank You**