





Definitions and Disclosures

Definitions of Financial Terms Used in this Quarterly Industry Update

Enterprise Value (EV): Market Value of Equity + Market Value of Debt – Cash

EBITDA: Earnings Before Interest, Taxes, Depreciation and Amortization

Latest Twelve Months (LTM): Financial information is as of the latest twelve months through the date of this quarterly industry report

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Solganick & Co. is an Award-Winning Investment Bank with an Active Focus on the Healthcare IT Sector



Solganick & Co.

- Formed in 2009 by Experienced Investment Bankers
- Recognized as Top Investment Bank by Axial, Most Influential Investment Bankers and Largest Investment Banks by The Los Angeles Business Journal
- Represents both buyers and sellers of companies seeking to optimize shareholder value
- Focused exclusively on software and tech-enabled services companies, including Healthcare IT companies
- Completed over \$20B in transactions to date



Solganick & Co.'s Healthcare Team Has Deep Domain Expertise

- Dedicated and experienced team that is focused solely on M&A advisory for Healthcare IT companies and investors
- Experience working with a diverse range of healthcare clients, married with firm expertise in software and tech-enabled services
- We assist clients in the following capacities:
 - Sell-Side M&A Advisory
 - Buy-Side M&A Advisory
 - Capital Raises (Minority and Majority)
 - Valuations and Fairness Opinions

Healthcare IT Sectors Covered

Digital Health

Payer/Provider Cost Containment

Analytics and Artificial Intelligence

Telemedicine

Infrastructure Technology

Population Health Management

Revenue Cycle Management

Interoperability and Data Integration

Care Management and Employee Wellness

Benefits Technology

Electronic Medical Records and Clinical Documentation

Digital Therapeutics

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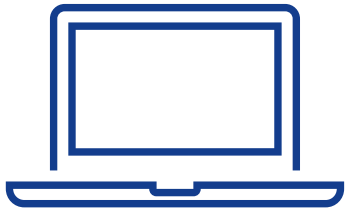
Market Themes and Observations for Q2 2020

Healthcare IT: Themes and Observations During Q2 2020

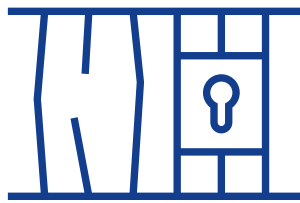


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- The healthcare industry is experiencing sudden and potentially long-lasting changes due to the pandemic



Wide adoption of telemedicine and digital health solutions



Temporary removal of regulatory hurdles



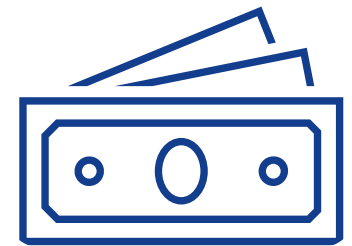
Focus on the capability to provide more care at in-home setting



Healthcare providers continue to experience financial strain, partially offset by governmental support



Downstream impact of decline in elective and non-essential care



Limited availability of debt financing dampening transaction activity during Q2



- **There is continued interest in M&A from both private equity and strategic acquirers, but with a sharper focus on valuation and strategic opportunity**
- **Beneficiaries of new environment are emerging in immediate term, while significant challenges remain for many industry participants**
- **M&A volume accelerated over the course of the quarter, while VC funding and IPO activity continue to be strong**
- **Macro-level trends remain relevant**
 - Consumerism driven by increased patient financial exposure and enhanced availability of information
 - Willingness and desire by patients to receive more care in outpatient, at-home and electronic settings
 - Continued shift towards value-based payment environment will create new business opportunities
 - Large players aggressively expanding organically and through acquisition, and will continue to disrupt the industry in many ways (e.g., Amazon, Walmart)
 - Demographic tailwinds for the industry as a whole (i.e., increased care utilization due to aging of baby boom generation)



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Public Market Activity

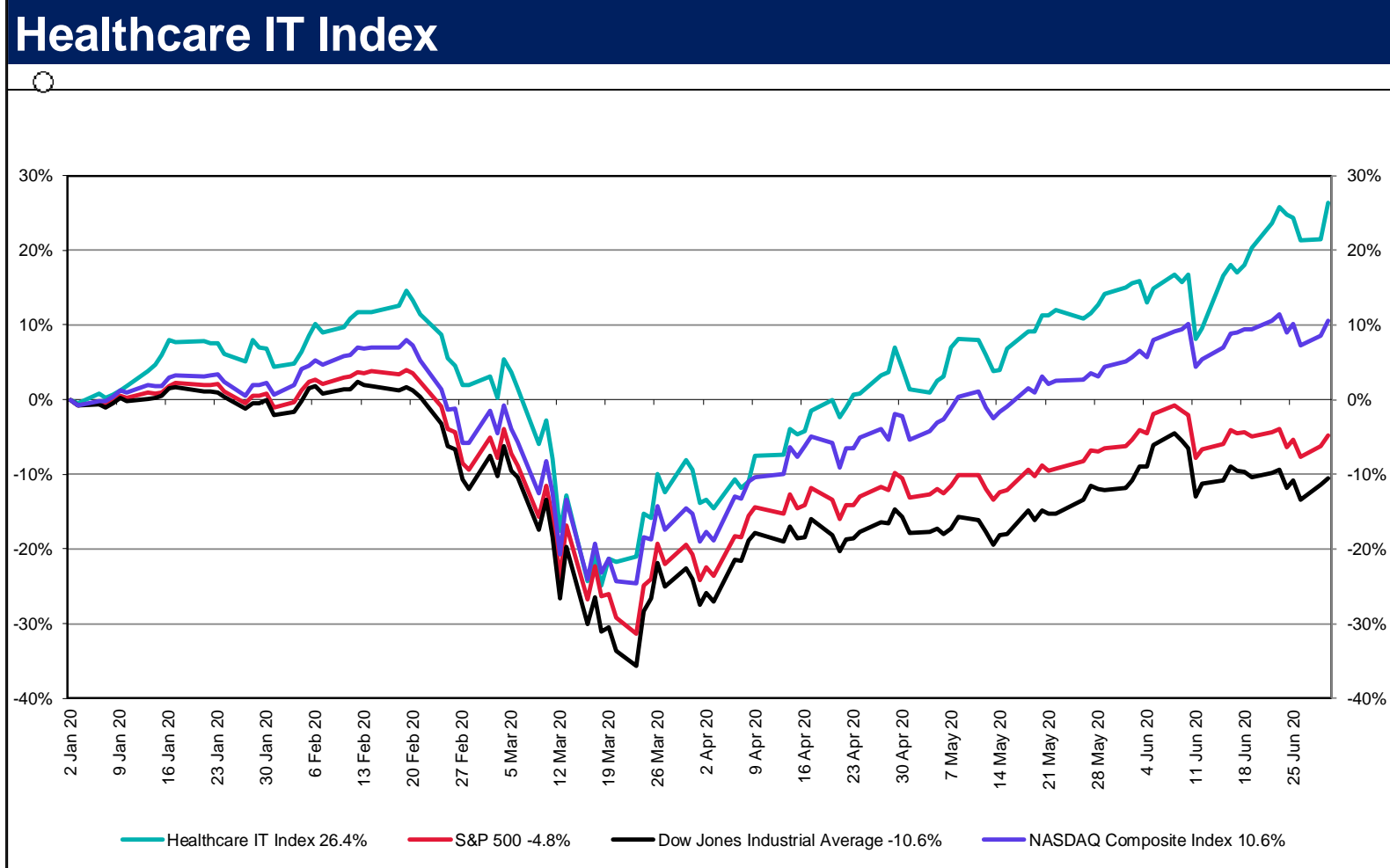
Healthcare IT Led the Recovery of Public Markets During Q2 2020

The market bounced back from the pandemic-induced March declines

- S&P 500 had largest quarterly gain in over 40 years

The Healthcare IT Index outperformed all major indices during the first half of the year

1. **Healthcare IT Index:** +26.4%
2. **NASDAQ:** +10.6%
3. **S&P 500:** -4.8%
4. **DJI:** -10.6%

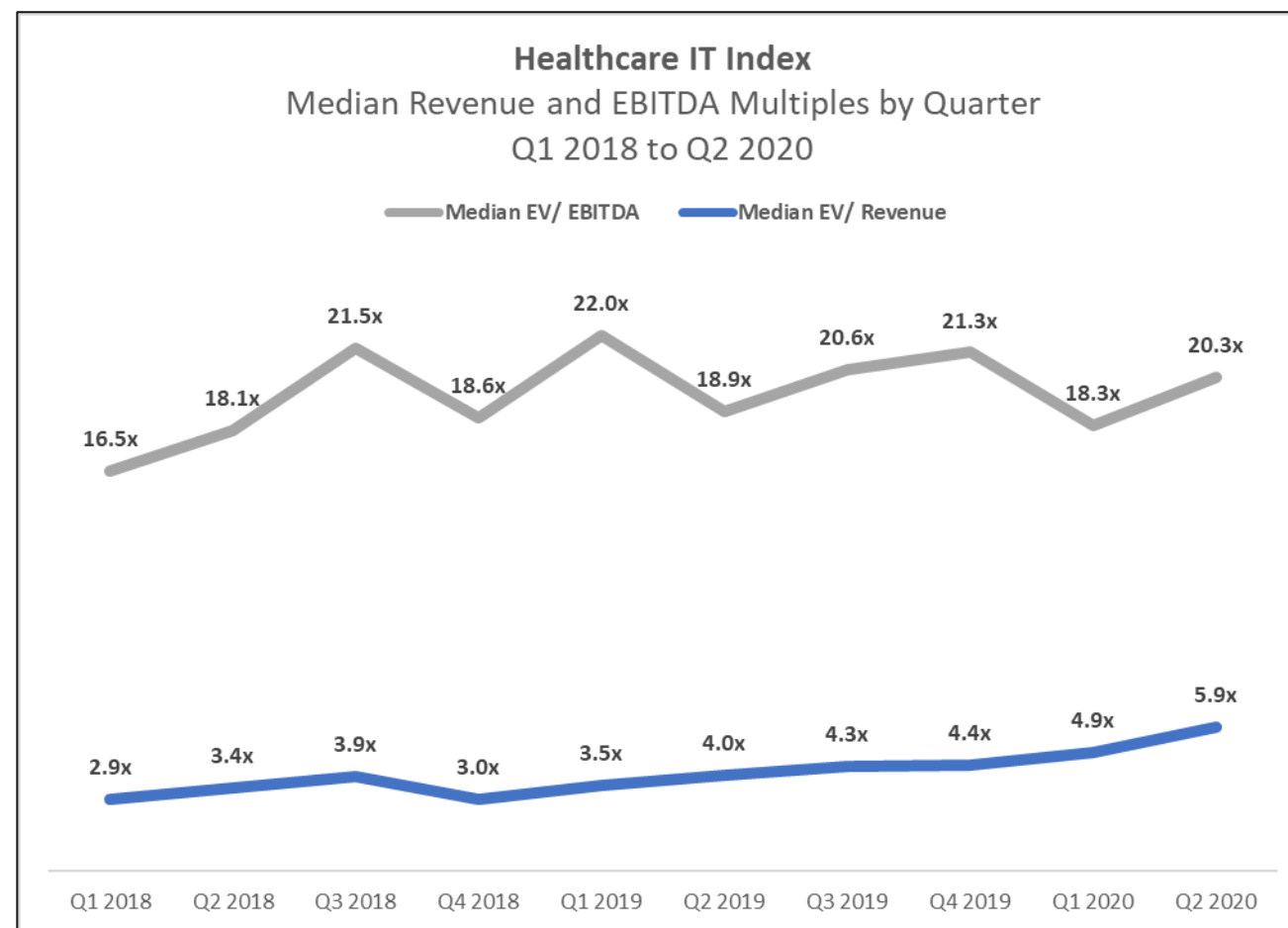


Source: S&P Capital IQ



Healthcare IT Index: Valuation Multiples by Quarter

- Index EV/ Revenue Multiple of **5.9x** as of June 30, 2020
 - Enterprise Value/ LTM Revenue Multiples for the index group have continued to trend upward in recent quarters
- Index EV/ EBITDA Multiple of **20.3x** as of June 30, 2020
 - EV/ LTM EBITDA multiple over time has circled around 20x generally since 2018
 - Notable upward movement during Q2 2020 attributable largely to stock market recovery during the quarter



Healthcare IT Index: Constituent Companies



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Publicly Healthcare IT Companies: Trading Multiples



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Company Name	Ticker	Market			Stock Price	52 Week High	% of 52 Week High	EV/ LTM Revenue	EV/ LTM EBITDA
		Capitalization (\$mm)	Total Enterprise Value (\$mm)	LTM Revenue (\$mm)					
As of: 6/30/2020									
Allscripts Healthcare Solutions, Inc.	MDRX	\$ 1,100.5	\$ 2,077.3	\$ 1,718.1	\$ 6.8	\$ 11.9	57%	1.2x	18.8x
Benefitfocus, Inc.	BNFT	\$ 345.5	\$ 523.0	\$ 287.1	\$ 10.8	\$ 28.3	38%	1.8x	NM
Castlight Health, Inc.	CSLT	\$ 124.1	\$ 99.2	\$ 146.5	\$ 0.8	\$ 3.3	25%	0.7x	NM
Cerner Corporation	CERN	\$ 20,863.1	\$ 21,982.7	\$ 5,613.8	\$ 68.6	\$ 80.9	85%	3.8x	18.2x
Change Healthcare Inc.	CHNG	\$ 3,399.5	\$ 8,025.6	\$ 891.0	\$ 11.2	\$ 17.6	64%	40.8x	NM
Computer Programs and Systems, Inc.	CPSI	\$ 319.8	\$ 424.8	\$ 268.6	\$ 22.8	\$ 35.8	64%	1.5x	11.8x
eHealth, Inc.	EHTH	\$ 2,516.3	\$ 2,320.2	\$ 566.8	\$ 98.2	\$ 152.2	65%	4.3x	20.2x
Evolent Health, Inc.	EVH	\$ 608.6	\$ 902.7	\$ 942.6	\$ 7.1	\$ 12.0	59%	1.0x	NM
Fitbit, Inc.	FIT	\$ 1,724.7	\$ 1,386.4	\$ 1,351.1	\$ 6.5	\$ 7.3	89%	1.0x	NM
Health Catalyst, Inc.	HCAT	\$ 1,108.7	\$ 956.3	\$ 171.3	\$ 29.2	\$ 49.9	59%	5.8x	NM
HealthEquity, Inc.	HQY	\$ 4,189.0	\$ 5,327.2	\$ 635.0	\$ 58.7	\$ 88.8	66%	8.4x	26.8x
HealthStream, Inc.	HSTM	\$ 708.1	\$ 596.2	\$ 247.3	\$ 22.1	\$ 29.8	74%	2.4x	15.4x
HMS Holdings Corp.	HMSY	\$ 2,863.7	\$ 2,976.1	\$ 624.3	\$ 32.4	\$ 40.7	80%	4.6x	20.4x
Inovalon Holdings, Inc.	INOV	\$ 2,992.7	\$ 3,946.4	\$ 656.3	\$ 19.3	\$ 23.0	84%	6.1x	20.2x
Invitae Corporation	NVTA	\$ 3,786.6	\$ 3,814.7	\$ 233.2	\$ 30.3	\$ 30.5	99%	15.9x	NM
IQVIA Holdings Inc.	IQV	\$ 27,093.9	\$ 39,046.9	\$ 10,939.0	\$ 141.9	\$ 169.1	84%	3.5x	18.8x
iRhythm Technologies, Inc.	IRTC	\$ 3,133.6	\$ 3,139.9	\$ 228.2	\$ 115.9	\$ 136.6	85%	13.7x	NM
Livongo Health, Inc.	LVGO	\$ 7,354.9	\$ 7,004.5	\$ 258.0	\$ 75.2	\$ 79.1	95%	33.8x	NM

Continued on following page

Publicly Healthcare IT Companies: Trading Multiples



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Company Name	Ticker	Market Capitalization (\$mm)	Total Enterprise Value (\$mm)	LTM Revenue (\$mm)	Stock Price	52 Week High	% of 52 Week High	EV/ LTM Revenue	EV/ LTM EBITDA
As of: 6/30/2020									
Model N, Inc.	MODN	\$ 1,191.5	\$ 1,175.7	\$ 156.2	\$ 34.8	\$ 35.8	97%	7.9x	NM
NantHealth, Inc.	NH	\$ 506.6	\$ 677.8	\$ 91.5	\$ 4.6	\$ 5.4	85%	7.2x	NM
NextGen Healthcare, Inc.	NXGN	\$ 725.8	\$ 766.3	\$ 539.3	\$ 11.0	\$ 20.7	53%	1.4x	18.3x
National Research Corporation	NRC	\$ 1,463.1	\$ 1,488.5	\$ 130.1	\$ 58.2	\$ 71.4	82%	11.4x	29.8x
Omnicell, Inc.	OMCL	\$ 3,009.8	\$ 2,964.6	\$ 906.4	\$ 70.6	\$ 94.9	74%	3.2x	22.9x
1Life Healthcare, Inc.	ONEM	\$ 4,580.9	\$ 4,367.7	\$ 303.8	\$ 36.3	\$ 42.0	86%	15.0x	NM
Peloton Interactive, Inc.	PTON	\$ 16,362.3	\$ 15,451.6	\$ 1,825.9	\$ 57.8	\$ 60.0	96%	10.7x	NM
Phreesia, Inc.	PHR	\$ 1,065.5	\$ 1,002.3	\$ 129.9	\$ 28.3	\$ 34.8	81%	7.7x	NM
Premier, Inc.	PINC	\$ 2,453.6	\$ 2,536.4	\$ 1,299.6	\$ 34.3	\$ 40.1	85%	2.0x	4.4x
Progyny, Inc.	PGNY	\$ 2,198.2	\$ 2,106.6	\$ 271.9	\$ 25.8	\$ 36.5	71%	8.0x	167.6x
Roper Technologies, Inc.	ROP	\$ 40,533.0	\$ 44,809.8	\$ 5,405.0	\$ 388.3	\$ 410.4	95%	8.3x	23.1x
Simulations Plus, Inc.	SLP	\$ 1,062.9	\$ 1,051.3	\$ 40.1	\$ 59.8	\$ 61.4	97%	27.9x	80.4x
Tabula Rasa HealthCare, Inc.	TRHC	\$ 1,188.0	\$ 1,405.8	\$ 297.2	\$ 54.7	\$ 69.7	78%	4.7x	186.0x
Teladoc Health, Inc.	TDOC	\$ 14,208.7	\$ 14,180.4	\$ 716.3	\$ 190.8	\$ 208.6	91%	23.4x	NM
Veeva Systems Inc.	VEEV	\$ 35,197.4	\$ 33,869.0	\$ 1,196.4	\$ 234.4	\$ 244.1	96%	28.3x	100.5x
Vocera Communications, Inc.	VCRA	\$ 678.9	\$ 571.4	\$ 188.5	\$ 21.2	\$ 32.4	65%	3.1x	NM
Mean		\$ 6,195.9	\$ 6,852.2	\$ 1,155.2			77%	9.4x	44.7x
Median		\$ 2,325.9	\$ 2,213.4	\$ 421.5			81%	5.9x	20.3x
High		\$ 40,533.0	\$ 44,809.8	\$ 10,939.0			99%	40.8x	186.0x
Low		\$ 124.1	\$ 99.2	\$ 40.1			25%	0.7x	4.4x



IPO Activity Continued in Q2 2020

- Healthcare IT IPOs have continued into the second quarter, with brief pause during height of market downturn in March, April and May
- IPO activity expected to remain strong in second half of the year



- Health benefits platform
- IPO filed in February, began trading July 2
- Raised \$220M

- Telehealth provider
- Confidential IPO filed in June with trading to begin in Q3
- Share price of competitor Teladoc up considerably amid pandemic
- Raised \$525M

- Health insurance marketplace
- IPO filed in June, began trading in mid-July
- Raised \$914M



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M&A Activity



Healthcare IT M&A Activity Accelerated Over the Quarter









- Many transactions in process in March were delayed due to general uncertainty as well as focus diverted to the immediate challenges facing existing investments
- Transactions that closed during the quarter were generally already at later stages of negotiation and execution (i.e., at or beyond LOI) and were likely considered to be either
 - Particularly strategic in nature to the acquirer
 - In a business that is directly benefitting from the pandemic (e.g., telehealth)
- Healthcare IT Median Valuation Multiples for the first half of 2020:

Median Enterprise Value / Revenue	Median Enterprise Value / EBITDA
4.7x	17.1x

- Valuation multiples vary based on the nature, profitability, nature and growth expectations of the company acquired, among other unique characteristics

M&A Activity: Notable Transactions



Date	Target	Acquirer	Description	Transaction Size and Multiples
April 2020			Virtual telehealth provider focusing on behavioral healthcare.	<ul style="list-style-type: none"> • Transaction Size: \$470M • EV/ Revenue: ~10x
May 2020			Partners with health plans, hospital systems, at-risk physician groups, and other healthcare providers to manage post-acute care as part of value-based care programs.	<ul style="list-style-type: none"> • Transaction Size: \$3B • EV/ Revenue: 6.7x
June 2020			PDX's fully integrated retail, specialty, and outpatient pharmacy solutions aim to drive superior operational results for pharmacies while improving outcomes for patients.	<ul style="list-style-type: none"> • Transaction Size: \$208M
June 2020			A comprehensive software solution that delivers a configurable, scalable and flexible platform supporting multiple lines of insurance business.	<ul style="list-style-type: none"> • Transaction Size: NA

M&A Activity: Additional Transactions



Date	Target	Acquirer	Target Business Description	Deal Size (\$ millions)	Revenue Multiple	EBITDA Multiple
29-Jun-20	Citra Health Solutions	Cedar Gate Technologies	The company engages in delivering comprehensive, technology-powered, people-driven applications which aggregates clinical, financial, and patient data from multiple sources to create a holistic perspective of a provider's panel and individual patient touch points within the healthcare system, enabling clients to strategically expand market opportunity, diversify revenue streams and reduce the cost of care.	NA	NA	NA
29-Jun-20	Mirror	Lululemon	Developer of a connected fitness platform designed to bring the essential components of a great studio workout in-home.	\$ 500.0	NA	NA
26-Jun-20	Inui	Healthy.io	Develops medical devices designed to help consumers manage their health and detect health conditions.	\$ 9.0	NA	NA
25-Jun-20	Kaufman Hall & Associates –Software Division	Syntellis	Provides financial and capital advisory services to the healthcare sector.	NA	NA	NA
22-Jun-20	HealthPlanOne	Lightyear	Online marketplace for health insurance.	NA	NA	NA
17-Jun-20	Meridian Medical Management	MTBC, Inc.	A leading provider of revenue cycle, business intelligence, EMR, and system integration services.	NA	NA	NA
15-Jun-20	CareZonePrescription Management Tech	Walmart	CareZone's prescription management technology and related patents.	NA	6.60x	NA
10-Jun-20	Client Outlook	Mach7 Technologies	Enables healthcare workers to access, manipulate, and collaborate in real-time over medical images	\$ 28.7	4.7x	NA
10-Jun-20	Mobilewellbeing	Predictmedix	Designs and develops healthcare applications for prevention and the management of various diseases	NA	NA	NA

M&A Activity: Additional Transactions



Date	Target	Acquirer	Target Business Description	Deal Size (\$ millions)	Revenue Multiple	EBITDA Multiple
3-Jun-20	Cerner RevWorks	R1	Cerner RevWorks consists of an array of revenue cycle management (RCM) services ranging from discrete services related to claims processing and denial management for both physician practices and health systems to larger outsourcing agreements.	\$ 30.0	NA	NA
2-Jun-20	Central Logic	Rubicon Tech	SaaS-solution driving improved patient outcomes for providers	NA	NA	NA
1-Jun-20	PDX	Change Healthcare	Provider of pharmacy management software and services intended to offer innovative and patient care, medical accounting services and reporting tools for operational management.	\$ 208.0	NA	NA
28-May-20	Assets of Global Med Technologies	Hemasoft America	Comprises blood donor management software solution assets.	\$ 28.0	2.5x	NA
27-May-20	MedTech Solutions	Sunstone Partners	Med-Tech Solutions engages in the development of specialty medical devices for the women's healthcare industry in Canada.	NA	NA	NA
21-May-20	NaviHealth	Optum	Provides post-acute care support solutions, including Advantage Navigator, which helps Medicare Advantage plans to manage their post-acute care spending, Post-Acute Compass, which helps hospitals for developing and managing a network of providers to better	\$ 2,950.0	6.70x	NA
21-May-20	Mindleap Health	Mydecine	Operates a digital health platform that helps people connect with mental health specialists.	\$ 3.5	NA	NA
20-May-20	Indivica	WELL Health	Provides electronic medical records software and services to clinics.	\$ 4.5	3.4x	NA

M&A Activity: Additional Transactions



Date	Target	Acquirer	Target Business Description	Deal Size (\$ millions)	Revenue Multiple	EBITDA Multiple
19-May-20	Physera	Omada	The company's health tracking mobile application provides guided exercises, track progress and connect with a therapist, enabling users to seamlessly recover from injuries and get fit again.	\$ 30.0	NA	NA
19-May-20	SwervePay	Ontario Systems	Provides cloud-based payment and customer service solutions to pay medical bills via text.	NA	NA	NA
18-May-20	Actigraph	ArchiMed	Developer of physical activity and sleep or wake monitoring device designed to facilitate users to configure and initiate data collection from a mobile device.	NA	NA	NA
18-May-20	Cura Health Management	HealthLynked Corp	Cura Health Management is a healthcare enablement company that empowers local market provider entrepreneurs.	\$ 1.8	NA	NA
15-May-20	Tissue Analytics	Net Health	Securely stream patient photographs and wound analysis directly to your desktop.	NA	NA	NA
4-May-20	eRxNetwork	Change Healthcare	Provider of comprehensive, innovative, and secure data-driven claims processing solutions for pharmacies.	\$ 212.9	NA	NA
4-May-20	Change Healthcare - Connected Analytics Business	Kaufman Hall	Provider of enterprise performance management (EPM) software, data, and management consulting services.	\$ 55.0	NA	NA
27-Apr-20	AbleTo	Optum	Provider of technology-enabled behavioral health care platform designed to integrate behavioral and medical health care.	\$ 470.0	~10.0x	NA
16-Apr-20	Gaido Health	Biofourmis	Offers post-discharge oncology patient monitoring using wearables and machine learning.	NA	NA	NA

Venture Capital Activity

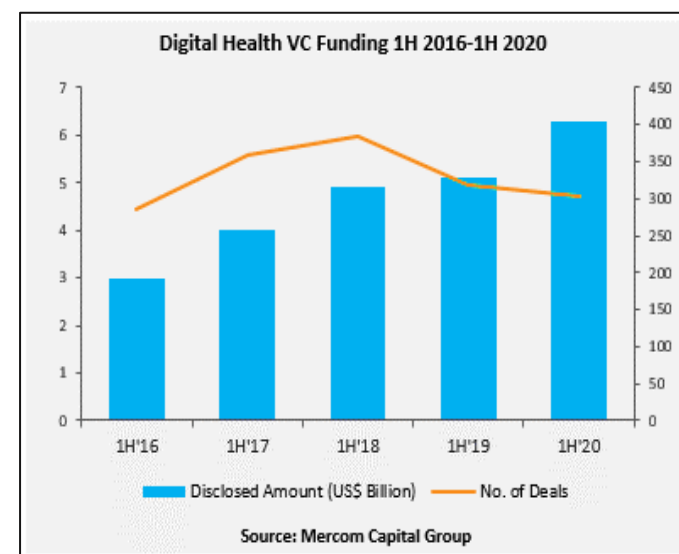


Venture Capital Remaining Active

- **VC Funding is increasing, and momentum is strong across the digital healthcare space**
 - First half (1H) of 2020 exceeded previous 1H global Digital Health VC funding records with a 24% (\$6.3 billion 1H in 2020 vs \$5.1 billion in 1H 2019)
 - A total of 921 investors participated in funding deals in 1H 2020 compared to 821 investors in 1H 2019
- **New trends in healthcare are more apparent with VC activity in 2020**
 - Telehealth led VC funding activity, with \$1.7 billion
 - Consumer-centric companies: 66% of the Digital Health sector’s total VC investments
 - Companies in the United States recorded the highest number of VC Funding Deals with 105 for \$2.2 billion

TOP-FUNDED	
Digital Health Categories in 1H 2020	
Telemedicine:	\$1.7B
Analytics:	\$826M
mHealth Apps:	\$794M
Clinical Decision Support:	\$545M
Healthcare Booking:	\$326M
Wearable Sensors:	\$321M
Wellness:	\$284M

Source: Mercom Capital Group



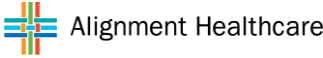








Source: Mercom Capital

Venture Capital Activity: Notable Transactions in H1



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Date	Company	Lead Investor	Description	Transaction Size
Jan 2020	 covera health	 INSIGHT PARTNERS	Deploying advanced clinical analytics to aid healthcare providers and payers to deliver the highest standard of care to patients.	\$23.5M
March 2020	 Alignment Healthcare	 Fidelity INVESTMENTS	Senior-focused health services company, offering Medicare Advantage insurance plans.	\$135M
March 2020	 Olive	GENERAL  CATALYST	Developing technology automating time-consuming back-end processes in hospitals and for healthcare providers.	\$51M
March 2020	 Cera+	 KAIROS	Uses an on-demand digital platform to match people seeking in-home assistance with professional careers.	\$70M
June 2020	 oscar	GENERAL  CATALYST	Technology-driven health insurance company focusing on telemedicine and healthcare focused tech interfaces.	\$225M

Digital Health Startups Continue To Proliferate



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Administrative automation & digitization



Disease management & therapeutics



Screening & diagnostics



Drug discovery



Clinical trials



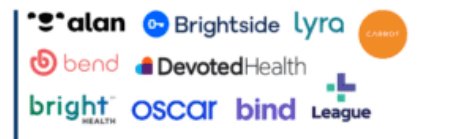
Clinical intelligence & enablement



Pharma supply chain



Health plans & benefits management



Real-world evidence (RWE)



Online-offline care



Specialty care



Virtual care delivery



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Solganick & Co. Healthcare Team and Contact Information

Our Healthcare IT Deal Team

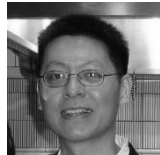


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Aaron Solganick - CEO/Founder

Possesses 24+ years of experience in M&A and investment banking and has completed over \$8 billion in M&A and capital markets transactions. Prior to founding Solganick & Co. in 2009, Aaron held senior Investment banking positions with B. Riley FBR, KPMG Corporate Finance, SG Capital, Southwest Securities and Bear Sterns, all focused on Software and IT Services. Aaron also worked in Corporate Development/M&A for Perot Systems Corporation, an IT services and outsourcing firm later sold to Dell Computer Corp after its IPO. Aaron holds an MBA from Southern Methodist University (SMU Cox School of Business), his BBA in Finance from the University of North Texas and has completed Executive Education from Columbia University.



Quan Vu - Managing Director - Healthcare

Prior to joining Solganick in 2019, Quan worked in both investment banking and corporate development and strategy roles. Previously, he was an investment banker with Morgan Stanley and Goldman Sachs where he worked on public and private healthcare M&A transactions for large enterprise clients. His strategy and corporate development experience include leadership roles at Amgen, Impact Laboratories, Anthem, and Opiant Pharmaceuticals. In corporate development, he was a Vice President for a publicly traded firm where he led all strategic M&A initiatives. In addition, Quan was an economic and strategy consultant for LEGC where he ran economic models and evaluated strategic growth initiatives for large enterprise clients. Quan received a BA in Economics from the University of California, Los Angeles, Summa Cum Laude.



Sam DiSalvo - Vice President - Healthcare

Sam DiSalvo is a Vice President and leads the origination and management of the firm's healthcare IT group. Sam brings over 15 years of experience in investment banking, valuation, and financial advisory services to healthcare organizations nationwide. Prior to joining Solganick, Sam was a Vice President in the Mergers and Acquisitions practice of Kaufman, Hall & Associates, a fully integrated advisory services platform with a focus on the healthcare services sector. There he completed over 100 investment banking, strategic advisory, and valuation engagements. Sam started his career at Huron Consulting Group and Wellspring Partners in Chicago in its Business Valuation and Financial and Economic Consulting practice. He received a Bachelor of Science in Business Administration from Miami University.



Cameron O'Leary - Vice President

Cameron joined Solganick & Co in 2020 and focuses on and focuses on sell-side M&A in IT services, healthcare IT, software, and tech-enabled services companies. He is responsible for deal origination, management, sourcing buyers, valuations, and leading the entire M&A process from start to finish. Prior to Solganick & Co., he worked with investment bank, Harbor Ridge Capital, in Los Angeles, and private equity firm, Brook Venture Partners, in Boston. Cameron has completed multiple M&A transactions for mid market enterprise clients. Cameron received his BA in Economics from the University of Colorado Boulder and is in the process of attaining his Master of Liberal Arts (ALM), Ext. Studies – Finance from Harvard University.

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