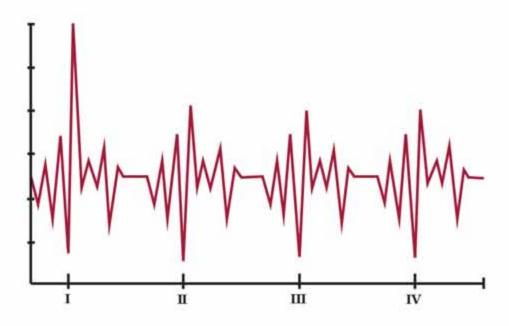
# THE HEALTH CARE M&A REPORT

### **FIRST QUARTER 2013**

A SUPPLEMENT TO THE HEALTH CARE M&A MONTHLY





# THE HEALTH CARE M&A REPORT

FIRST QUARTER 2013

A SUPPLEMENT TO THE HEALTH CARE M&A MONTHLY

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#### **INTRODUCTION**

This is the 79<sup>th</sup> issue of *The Health Care M&A Report*, which tracks the merger and acquisition market in the health care industry. General trends in the market are discussed in this Introduction and supported by data on individual deals. Each entry details a transaction, describing the target and acquirer. It also provides the price, terms, acquisition multiples and other financial information, when available. Finally, the commentary section offers additional analysis.

This issue reports on the 204 transactions that were announced in the first quarter of 2013, listed alphabetically by target with 13 separate health care sectors.

	Behavioral	Health	Care
--	------------	--------	------

■ Biotechnology

■ eHealth

■ Home Health Care and Hospice

Hospitals

■ Laboratories, MRI & Dialysis

■ Long-Term Care

Managed Care

Medical Devices

Pharmaceuticals

■ Physician Medical Groups

■ Rehabilitation

Other

Significant trends are noted with a series of charts, providing details of size and the kinds of players involved. These general figures and statistics are followed by sections on the M&A market for each of the 13 sectors of the health care industry.

A note on our methodology: For reasons of timeliness, we record each transaction by the date of the announcement rather than the closing date. Announcements generally coincide with a significant event, such as the signing of a letter of intent, the receipt of regulatory clearance, or even the closing date itself. The assumption is that, once a letter of intent is signed, for example, the parties to the deal consider it to be economically viable relative to the market conditions at the time of the signing.

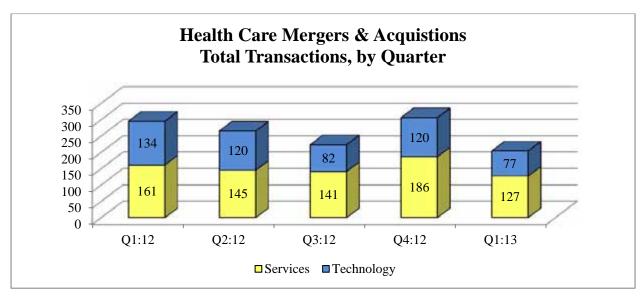
Also, beginning with the third quarter of 2012, we changed our methodology for reporting the dollar value of the transactions involving milestone payments, which are common in the biotech and pharmaceutical acquisition market. Prior to Q3:2012, the reported price was the maximum, assuming all milestone payments were made in the future, which is obviously not a given. Now we measure each deal only by the upfront cash payment as the value of the deal, although we still report the potential milestone payments.

#### NOTABLE TRENDS IN Q1:13

Notable trends in the first quarter's health care M&A market include:

- 1. At this point, 2012 looks like a very good year for M&A, even as deal-making slowed down from the first to third quarter, with a rebound in the fourth quarter. Deal volume in the first quarter of 2013 was significantly lower than any quarter last year. In Q1:13, a total of 204 deals were announced, 33% fewer than the 306 deals announced in Q4:12, and down 31% compared with the 295 deals announced in the first quarter of 2012.
- 2. Dollar value dropped as well, to \$14.6 billion, representing a 40% decline compared with the previous quarter's \$24.2 billion total spend and 50% lower than the first quarter of 2012, when announced deals totaled \$29.4 billion. Only three deals reached \$1.0 billion or more, compared with four in Q4:12 and five in the year-earlier quarter.
- 3. The Technology sector, consisting of Biotechnology, eHealth, Medical Devices and Pharmaceuticals, followed the usual trend of posting fewer deals than the Services sector. However, Pharmaceuticals accounted for 50% of all M&A dollars committed in the first quarter, with \$7.6 billion. Two of the three billion-dollar deals announced were in the Pharmaceutical sector, and both of those transactions were made to gain the rights to a successful or promising drug—a trend that made itself very clear in Q1:13, with one half of the 26 deals focused on a drug or drug family as the target.
- 4. The Long-Term Care sector once again posted the highest number of deals with 44, although that total was 28% lower than the previous quarter's 61 deals. Deal value was down 50% in the first quarter, just \$1.5 billion compared with \$2.9 billion in the previous quarter. However, Q4:12 marked the acme for the Long-Term Care category in 2012, both in number of deals and amount of dollars, so the sharply lower totals should be considered part of the quarter's overall slowing, not as an indictment of the sector.
- 5. Foreign buyers mostly stayed home for the second consecutive quarter, with just \$1.8 billion in M&A spending announced in Q1:13. More deals may come to light as the year progresses, but this total is virtually the same as that posted in Q4:12, when foreign buyers spent \$1.9 billion in the U.S. health care market. Domestic buyers were pinching pennies, too, accounting for \$12.8 billion—well off the \$20.0 billion they spent in the same quarter a year earlier.
- 6. Financial buyers were watching their portfolios during the first quarter of 2013. Perhaps they were spooked by the U.S. Congress's lack of action on the question of sequestration or, later on, enthralled by the equity markets reaching new records towards the end. In either case, financial buyers accounted for 11.2% of deal volume in Q1:13 (on 26 deals), but only 8.9% of dollars spent (\$1.3 billion). Compare that with Q4:12, when these buyers accounted for 8.5% of M&A transactions (still at 26 deals) and 11.8% of dollars committed (\$2.86 billion).

#### **Quarterly Mergers & Acquisitions Deal Volume**



Source: Irving Levin Associates, Inc., April 2013

With 204 deals announced during the first quarter, acquisition activity was down 33% compared with the 306 transactions announced in the previous quarter, and down 30.8% versus the 295 deals announced in the year-ago quarter (Q1:12).

The health care services industry represented 62% of the deals made public during Q1:13 and the health care technology category made up 38%. Despite the lower figures, this balance is consistent with trends seen in the previous four quarters, in which services accounted for the majority of all deals.

**Deal Volume by Segment and Sector** 

	Q1:13	Q4:12		Q1:12	
Sector	Deals	Deals	% Change	Deals	% Change
Services					
Behavioral Health Care	7	3	133%	7	0%
Home Health & Hospice	9	9	0%	11	-18%
Hospitals	23	34	-32%	27	-15%
Labs, MRI, Dialysis	8	11	-27%	5	60%
Long-Term Care	44	61	-28%	41	7%
Managed Care	2	6	-67%	6	-67%
Physician Medical Groups	12	19	-37%	21	-43%
Rehabilitation	1	7	-86%	5	-80%
Other	21	36	-42%	38	-45%
Services subtotal	127	186	-32%	161	-21%
Technology					
Biotechnology	11	32	-66%	33	-67%
eHealth	16	22	-27%	30	-47%
Medical Devices	24	35	-31%	45	-47%
Pharmaceuticals	26	31	-16%	26	0%
Technology subtotal	77	120	-36%	134	-43%
Grand Total	204	306	-33%	295	-31%

Source: Irving Levin Associates, Inc., April 2013

Overall, the number of deals declined by 33% from the previous quarter's deal volume and fell by 31% compared with the first quarter of 2012. In this most recent quarter, Long-Term Care remained the most active sector, although it only posted 44 deals versus 61 in the previous quarter. Pharmaceuticals also placed second, with 26 deals, while Medical Devices was the third busiest category, with 24 deals. The Other category, which sometimes surpasses all other sectors in deal volume, posted just 21 deals in Q1:13. It includes deals made by or for health care technology and services companies whose focus or specialties are more tangential to the health care industry, such as ambulance services, dental practices, medical supplies or pharmacy benefits management.

#### **Acquirers with Two or More Deals**

Acquirer	Listing	Sector	Deals
The Ensign Group	NASDAQ: ENSG	Home Health Care & Hospice	4
Shire plc	NASDAQ: SHPG	Pharmaceuticals	3
Team Health	NYSE: TMH	Physician Medical Groups	3
Acadia Healthcare Company	NASDAQ: ACHC	Behavioral Health Care	2
Advanced Accelerator Applications SA	Private	Pharmaceuticals	2
Allscripts	NASDAQ: MDRX	e-Health	2
CNL Healthcare Properties, Inc.	Private	REIT	2
IPC The Hospitalist Company, Inc.	NASDAQ:IPCM	Physician Medical Groups	2
LifePoint Hospitals, Inc.	NASDAQ:LPNT	Hospital	2
Prime Healthcare Services	Private	Hospital	2
Stryker Corporation	NYSE: SYK	Medical Devices	2
Trinity Senior Living Communities	Nonprofit	Long-Term Care	2
Ventas, Inc.	NYSE: VTR	REIT	2

Source: Irving Levin Associates, April 2013

A total of 187 companies were involved in first quarter health care transactions as buyers, compared with 269 companies in the fourth quarter of 2012. Eighty-two publicly-traded corporations announced a total of 95 deals during the quarter, valued at a total of \$12.4 billion.

There were 83 privately held companies that took part in 85 deals worth a total of \$1.9 billion.

Finally, 17 nonprofit entities announced 19 transactions, totaling \$289.7 million.

#### **Acquirers by Listing and Market Share**

Deals Announced and Dollars Spent by Acquirer Type

Acquirer Type (By listing)	Q	1:12	Q2	2:12	Q3	3:12	Q <sup>2</sup>	<b>4</b> :12	Q1	:13
	Deals	Dollars	Deals	Dollars	Deals	Dollars	Deals	Dollars	Deals	Dollars
Publicly traded	50%	86%	48%	86%	45%	86%	49%	88%	48%	84%
Privately held	40%	13%	38%	12%	46%	14%	44%	10%	42%	13%
Nonprofit	10%	0%	14%	1%	10%	1%	8%	3%	10%	2%

Source: Irving Levin Associates, Inc., April 2013

The chart above shows acquirers according to their listing: public, private or non-profit companies, and the percentage of deals and dollars that particular type accounted for in the given quarter. In this quarter, for example, public corporations made 48% of the deals, and were responsible for 84% of the dollars spent in the health care merger and acquisition market.

On the other hand, private companies made 42% of the deals in this quarter, and accounted for 13% of the quarter's dollar volume. Nonprofits were last, with just 10% of the deals and 2% of dollars spent. (Due to rounding, not all columns may add up to 100%)

Public corporations typically dominate the health care merger and acquisition market, in number of deals and dollars spent, due to their access to public equity markets as well as the higher cash flow that larger corporations can generate. This pattern exists across all quarters, although Q1:13 shows some weakening in the share of dollars spent by public companies.

#### Financial vs. Strategic Buyers

The Impact of Financial Buyers on the Health Care Merger & Acquisitions Market

Financial Buyers	Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
Deals announced	24	20	29	26	26
Share of deal volume	8.1%	7.6%	13.0%	8.5%	11.2%
Dollars committed	\$2.53 billion	\$5.63 billion	\$6.73 billion	\$2.86 billion	\$1.30 billion
Share of dollars spent	8.6%	10.7%	17.9%	11.8%	8.9%

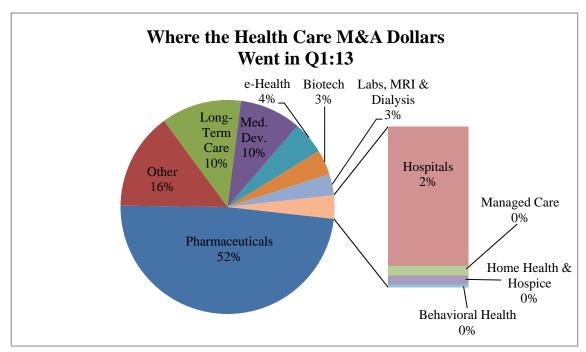
Source: Irving Levin Associates, April 2013

Financial buyers, including real estate investment trusts and private equity firms, have not historically dominated the health care merger and acquisition market. Rather, strategic buyers have accounted for the most deals.

Financial buyers have accounted for 8.6% to 17.9% of the dollar volume in the last five quarters, with the highest percentage reported in Q3:12. The smallest percentage, seen in Q1:12, can be explained by the fact that the equity markets had a significant rally in the previous quarter and purchases had already been made in the previous two quarters at lower valuations. As a result, private equity firms were not committing new capital.

Of the 26 deals announced by financial buyers in Q1:13, 11 were made by private equity firms and the remaining 15 were made by real estate investment trusts. Their investments focused on Long-Term Care (16). Hospitals, eHealth and Laboratories, MRI & Dialysis had two deals each. Behavioral Health Care, Physician Medical Groups and Other posted one deal apiece.

#### **Dollar Volume in Q1:13**



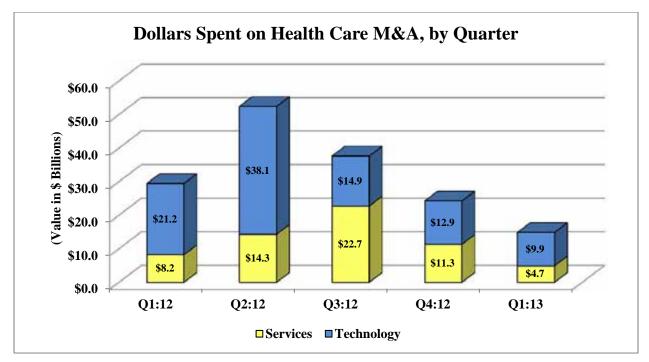
Source: Irving Levin Associates, Inc., April 2013

A total of \$14.6 billion was spent to fund the 204 transactions in the first quarter, based on disclosed prices. This chart shows the percentage contribution of each sector to the total dollar volume during the quarter. The highest dollar amounts went to Pharmaceuticals (\$7.6 billion), Other (\$2.3 billion), Long-Term Care (\$1.4 billion) and Medical Devices (\$1.4 billion).

At the other end of the spectrum, five sectors did not account for even 0.05% of the quarter's dollar volume: Behavioral Health Care (\$10.4 million), Home Health & Hospice (\$30.7 million) and Managed Care (\$33.3 million). None of the deals announced in the Physician Medical Groups and Rehabilitation sectors came with disclosed prices.

Those dollar values can be deceptive, however, owing to the types of companies making the deals. For example, the Behavioral Health Care sector saw seven deals announced in Q1:13, but only one came with a price, at \$10.4 million. By the same token, only six of the 23 hospital transactions announced in the quarter came with a disclosed price. The rest were either not disclosed, or were mergers between non-profits which usually do not have a price as there is no economic consideration paid.

**Dollar Value: Services vs. Technology Segments** 



Source: Irving Levin Associates, April 2013

Based on purchase prices revealed to date, a total of \$14.6 billion was committed to fund Q1:13 transactions. Typically, the Technology sector exceeds Services in terms of dollars committed to acquisitions, however in Q3:12, the opposite was true. Two factors played a role in the atypical results in that period. First, the dollar value of the biotechnology deals announced in the quarter was unusually small—the total did not even break \$1 billion—so the sector contributed very little to the Technology segment. Second, the top two deals announced in the third quarter contributed almost \$12 billion to the Services segment. The usual relationship returned in both Q4:12 and Q1:13.

The median price paid per transaction during the first quarter was \$24.2 million, down 19.3% from \$30.0 million in the previous quarter and down 38% from \$39.0 million seen a year earlier, in Q1:12.

Top Ten Transactions, Q1:13

Acquirer	Listing	Target	Listing	Price (in millions)	Target Sector
Biogen Idec, Inc.	NASDAQ: BIIB	Rights to Tysabri	NYSE: ELN	\$3,250	Pharmaceuticals
Cardinal Health, Inc.	NYSE: CAH	AssuraMed	Private	\$2,070	Other
Mylan, Inc.	NASDAQ: MYL	Agila Specialties Private Limited	NSE: STAR	\$1,600	Pharmaceuticals
Allergan, Inc.	NYSE: AGN	MAP Pharmaceuticals, Inc.	NASDAQ: MAPP	\$958	Pharmaceuticals
BASF	FSE: BAS	Pronova BioPharma ASA	OBX: PRON	\$687	Pharmaceuticals
TPG	Private	Assisted Living Concepts, Inc.	NYSE: ALC	\$459	Long-Term Care
Valeant Pharmaceuticals International, Inc.	NYSE: VRX	Obagi Medical Products, Inc.	NASDAQ: OMPI	\$438	Pharmaceuticals
Argon Medical Devices	Private	Interventional products business	Private	\$363	Medical Devices
Illumina, Inc.	NASDAQ: ILMN	Verinata Health, Inc.	Private	\$350	Labs, MRI & Dialysis
Radiometer Medical ApS	Private	HemoCue	Private	\$300	Medical Devices

Source: Irving Levin Associates, April 2013

Only three of the top 10 deals announced in the first quarter of 2013 were valued at \$1.0 billion or more, compared with four billion-dollar deals announced in the previous quarter. So it is no surprise that the top 10 deals in Q1:13 totaled just \$10.5 billion, down 32% from the \$15.6 billion racked up in top-10 deals in the fourth quarter, and a whopping 64% lower than Q1:12, when the top 10 deals combined for a total of \$29.4 billion. The 10 deals above account for 72% of the total dollar volume of the first quarter.

#### **Dollar Volume: Domestic vs. Foreign Buyers**

\$80.0 \$70.0 \$60.0 \$50.0 (In \$ Billions) \$40.0 \$30.0 \$20.0 \$10.0 \$-**O4** Q1 O<sub>2</sub> **O4** Q1 Q2 Q3 **O4** Q1 O<sub>2</sub> Q3 Q3 **O4** Q1 09 10 10 10 10 11 11 11 11 12 12 12 12 13 -All Deals \$38.4 \$32.8 \$57.8 \$75.8 \$60.3 \$41.0 \$29.4 \$37.6 \$24.2 \$14.6 \$45.5 \$71.3 \$54.0 \$52.5 Foreign Buyers \$18.5 \$21.8 \$20.6 \$41.6 \$24.2 \$12.4 \$27.6 \$14.5 \$8.8 \$9.4 \$13.2 \$11.1 \$1.9 **\$1.8 ■**Domestic Buyers \$19.7 \$10.6 \$24.9 \$29.2 \$33.6 \$41.5 \$48.0 \$45.7 \$32.2 \$20.0 \$39.3 \$26.5 \$22.0 \$12.5

Multi-Year Trend of Foreign and Domestic Buyers in the Health Care M&A Market

Source: Irving Levin Associates, Inc., April 2013

Both foreign and domestic buyers have been active in the health care acquisition market. Typically, domestic companies have dominated this buyer market, and the trend continued through the first quarter of 2013. Only twice in the past 14 quarters—in Q1:10 and Q3:10—did foreign buyers outspend American companies.

The chart above shows the total spent, individually and collectively, from Q4:09 to Q1:13. Three data points are displayed for each quarter. First is the total health care merger and acquisition dollar volume of the quarter. Second is the number of total dollars spent by foreign buyers. The third data point is the total dollar volume of transactions made by domestic buyers in each quarter.

The gap between domestic and foreign buyers in Q1:13 was \$11.0 billion, a large sum, but not as large as some earlier quarters. The widest spread between domestic and foreign buyers in the previous 13 quarters occurred in Q3:11, when domestic buyers outspent foreign buyers by \$31.2 billion. Certainly the economic troubles in the Eurozone were in play during the second and third quarters of 2011, and most likely were still a factor in Q4:12.

Dollar volume for all three data segments—all deals, foreign and domestic buyers—has declined in the past three quarters, beginning in Q3:12. The last quarter of 2012 included a presidential election and ended with uncertainty over the acts of the U.S. Congress regarding sequestration and the fiscal cliff. Deal making was somewhat muted by the lack of congressional action and the onset of sequestration on March 1, 2013. Although hospitals and other sectors of the health care industry were braced for its impact, the harsh reactions predicted were not expected to be felt until April 2013, by which time the public equity markets were setting ever higher record closings. Q2:13 will be interesting to watch.

#### **Resources for Our Readers**

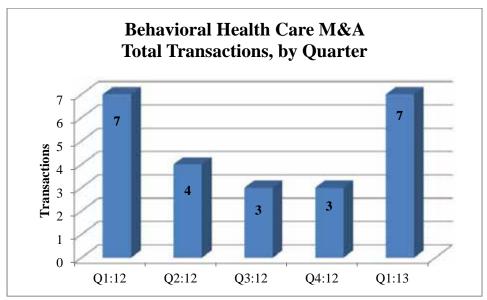
To keep our readers abreast of the rapid and ever-changing development in the merger and acquisition market, Irving Levin Associates issues *The Health Care M&A Weekly* 50 times a year. This email bulletin lists all of the health care merger and acquisition deals announced during the week, together with prices and links. Further detail and analysis of these transactions are provided in our monthly newsletter, *The Health Care M&A Monthly*, which offers up-to-date information on the market by collecting all the deals that have been announced during the previous months, as well as putting those deals in context by providing commentary on the market itself. Each month we discuss emerging trends in individual sectors of the health care industry and interpret the investment implications of select deals.

At the end of each quarter, we issue this source book, *The Health Care M&A Report*, to follow up on the transactions with more comprehensive information. We utilize sources as SEC filings, discussions with bankers, brokers and consultants involved in certain transactions, and interviews with company management to bring our readers reliable, value-added information on the important and rapidly evolving market.

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#### **Behavioral Health Care**

Seven deals were publicly announced in Q1:13, and represented 41% of all transactions in this sector in the past 12 months.



Source: Irving Levin Associates, April 2013

Only one of the seven transactions announced in the first quarter had a disclosed price. The Q1:13 total of \$10.4 million represented only 0.1% of the total dollars spent in the past 12 months.

Dollars Spent on Behavioral Health Care Mergers & Acquisitions, by Quarter

Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$98,750,000	\$526,500,000	\$90,000,000	\$291,400,000	\$10,403,000

The only deal that came with a price in this quarter was a foreign transaction involving the sale of Nelson House, a 32-bed mental health hospital in Gosport, England, by its owner, Albion Ventures, a private equity firm. Albion had invested \$6.4 million in the hospital in the previous two years, and generated a \$2.6 million profit from the sale to Recovery and Rehabilitation Partnership Ltd., a joint venture between Care UK and Sussex Partnership NHS Foundation Trust, both based in the United Kingdom. It marked the first time that an NHS mental health foundation trust and an independent sector provider of mental health and social care services combined their efforts in this way.

Some other transactions in this sector are notable for their size and scope, if not for a disclosed price. Two were conducted by publicly traded Acadia Healthcare Company, which accounted for four of the five largest deals in behavioral health care in the past 12 months. In January, Acadia acquired Greenleaf Center in Valdosta, Georgia, an acute inpatient psychiatric facility owned by a nonprofit health system, South Georgia Medical Center. It was Acadia's first deal with a nonprofit healthcare organization. Then in February, the company announced its acquisition of Delta Medical Center in Memphis, Tennessee, a

243-bed hospital with the majority of its operating beds dedicated to acute inpatient psychiatric patients. It marked the company's entrance in the Memphis market as well as its first deal to include an inpatient surgical component and one that is employee-owned under an Employee Stock Ownership Plan.

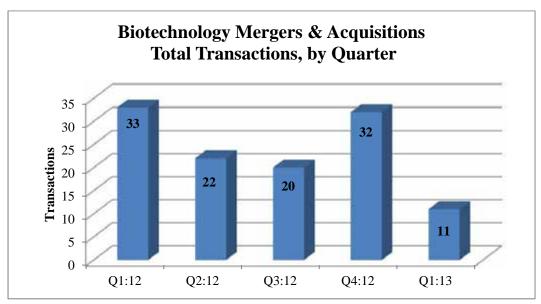
Community Intervention Services, Inc., a portfolio company of H.I.G. Growth Partners, acquired Family Behavioral Resources, Inc. of Greensburg, Pennsylvania in February, for an undisclosed price. CIS was established to acquire and develop a network of mental health and substance abuse facilities as well as community-based programs. Family Behavioral Resources provides outpatient behavioral health services through 27 locations with a clinical staff of more than 1,200. It specializes in treating children and adolescents, with a particular focus on the autism spectrum. This deal marks CIS's third acquisition since it was formed, and gives it a strong presence in the mid-Atlantic region.

Five Largest Behavioral Health Care Deals in the Past 12 Months

Acquirer	Target	Price	Quarter
Universal Health Services, Inc.	Ascend Health Corporation	\$517,000,000	Q2:12
Acadia Healthcare Company, Inc.	Behavioral Centers of America, LLC	\$145,000,000	Q4:12
Acadia Healthcare Company, Inc.	AmiCare Behavorial Centers	\$113,000,000	Q4:12
Acadia Healthcare Company, Inc.	Timberline Knolls	\$90,000,000	Q3:12
Acadia Healthcare Company, Inc.	Park Royal Hospital	\$33,400,000	Q4:12

#### **Biotechnology**

During the first quarter in 2013, 11 transactions were announced in the biotechnology sector, representing 13% of the total number of deals made in the last 12 months. Eight of the transactions were conducted by public companies and six involved the acquisition of rights to a particular drug or biotech assets.



Source: Irving Levin Associates, April 2013

Based on prices revealed to date, a total of \$387 million was spent to finance the first quarter's activity, or 5% of the \$8.2 billion committed in the preceding 12 months.

Dollars Spent on Biotechnology Mergers & Acquisitions, by Quarter

Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$10,685,930,000	\$4,741,000,000	\$394,886,000	\$2,714,728,500	\$387,500,000

Nine companies announced a combined total of 11 deals, of which six publicly traded companies made eight deals and three private companies announced one each. Of the targets, nine were private companies or products owned by private companies, while two were parts of publicly traded companies, not the whole entity. Five of the targets were foreign-based, while four of the acquirers were foreign-based.

None of the deals announced in the first quarter made it onto the list of top five biotechnology deals of the past 12 months.

The largest biotech deal in Q1:13 was Shire plc's \$160 million acquisition of SARcode Bioscience Inc. in Brisbane, California. SARcode is an ophthalmic biopharmaceutical company whose lead product, lifitegrast, was in Phase 3 clinical trials at the time of the announcement. Lifitegrast treats dry eye disease, which affects 370 million people worldwide. Shire anticipates launching the drug in the U.S. by 2016, if it proves successful and gains approval from the FDA. Shire will pay \$160 million upfront and SARcode shareholders will be eligible to receive additional undisclosed payments if certain milestones are reached.

The second largest deal in the first quarter was for the rights to Octreolin, owned by privately held Israeli biopharma company Chiasma. Swiss giant Roche agreed to an upfront payment of \$65 million to Chiasma, which will continue to develop Octreolin through completion of a Phase 3 trial targeting acromegaly. Roche will also support development and commercialization of the drug as a treatment for neuroendocrine tumors. The agreement includes future considerations of up to \$530 million in development and commercial milestones, as well as tiered, double-digit royalties on Octreolin net sales.

Rights to a hemophilia compound, known as OBI-1, were acquired by Baxter International, Inc. for \$50 million cash upfront and up to \$135 million in potential additional development and commercial milestones, as well as tiered net sales payments ranging from 12.5% to 17.5% of the drug's annual net sales. Inspiration Biopharmaceuticals Inc. sold its right to the compound as well as related assets, because it was in bankruptcy proceedings. The sale is a result of a joint marketing and sale process pursued by Paris-based Ipsen Pharma S.A.S., which provided Debtor-in-Possession financing of up to \$18 million to permit the sale to proceed. OBI-1 is being investigated for the treatment of bleeding in people with acquired hemophilia A, a rare disorder. The product was in Phase 3 clinical studies at the time of the announcement in January. The deal closed on March 25, 2013.

Five Largest Biotechnology Deals in the Past 12 Months

Acquirer	Target	Price	Quarter
AstraZeneca plc	Ardea Biosciences, Inc.	\$1,260,000,000	Q2:12
GlaxoSmithKline plc	Respiratory alliance	\$1,164,000,000	Q2:12
•	Vintafolide cancer drug		
Merck & Co., Inc.	agreement	\$1,000,000,000	Q2:12
Smith & Nephew plc	Healthpoint Biotherapeutics	\$782,000,000	Q4:12
Upsher-Smith Laboratories, Inc.	Proximagen Group plc	\$544,700,000	Q2:12

#### <u>eHealth</u>

There were 16 eHealth deals announced in the first quarter of 2013, representing 18% of the deals in the previous 12 months and a 27% decrease from the previous quarter.



Source: Irving Levin Associates Inc., April 2013

Based on prices disclosed, \$542 million was spent to finance this quarter's deals. Although the number of transactions was the lowest in the past five quarters, the dollar volume in Q1:13 was 73% higher than that seen in Q4:12. This quarter's dollar volume represented just 11% of the dollar volume of the last four quarters. Five transactions came with a price, or 31% of the 16 deals announced.

Dollars Spent on eHealth Mergers & Acquisitions, by Quarter

Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$747,100,000	\$1,004,463,000	\$3,210,550,000	\$313,268,000	\$542,450,000

None of the eHealth deals announced in the first quarter made it into the top five deals of the previous four quarters.

The largest deal of the first quarter was the \$293 million acquisition of mobile health company Epocrates, Inc., by athenahealth, Inc., a provider of cloud-based practice management, electronic health record and care coordination services. The Epocrates mobile app, which provides point-of-care medical information to physicians and other care providers, was made famous when Steve Jobs, the late CEO of Apple Inc., showed it off during the introduction of the first version of the iPad. Athenahealth paid the equivalent of \$11.75 per share, or 22% premium. The combination is expected to produce new mobile workflows and applications, and increase athenahealth's provider base from 38,000 to 1 million.

Allscripts, another company that is keen on mobile health, announced it had paid \$235 million for privately held dbMotion, Ltd. of Pittsburgh, Pennsylvania. dbMotion provides a healthcare IT solution that integrates patient information from disparate health information technologies and delivers it to

clinicians at the point of care. Its provider base included 370 hospitals and 2,800 clinics at the time of the announcement. Allscripts' acquisition is a natural evolution of a strategic partnership that began in 2009 and strengthened in 2011 when Allscripts made an equity investment in dbMotion. This deal consists of \$145 million in cash, \$50 million in Allscripts common stock, and \$40 million in cash via a note payable, due within 18 months.

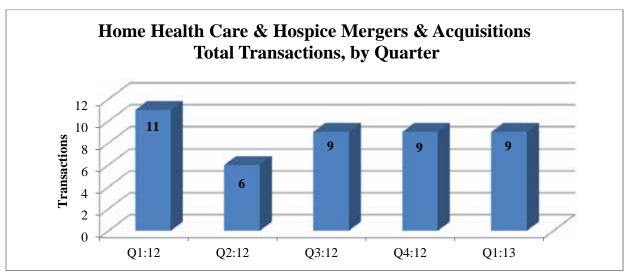
The third largest eHealth deal in the first quarter was far smaller than the previous two, just \$10.2 million for privately owned ALTA Systems, Inc. of Fairfax, Virginia. Acquirer ManTech International Corp. provides technologies and solutions for national security programs and hopes to expand its service offering in the healthcare market through ALTA's prime position on the Centers for Medicare and Medicaid Services Enterprise Systems Development contract. The deal was completed on the date of announcement, January 9, 2013.

Five Largest eHealth Deals in the Past 12 Months

Acquirer Target		Price	Quarter
Roper Industries	Sunquest Information Systems	\$1,415,000,000	Q3:12
One Equity Partners	ne Equity Partners M*Modal Inc.		Q3:12
Piramal Healthcare Ltd.	Decision Resources Group	\$635,000,000	Q2:12
SAIC, Inc	maxIT Healthcare Holdings Inc.	\$473,000,000	Q3:12
Lightyear Capital LLC	Healthcare Benefit Solutions business	\$335,000,000	Q2:12

#### **Home Health Care and Hospice**

In Q1:13, the Home Health Care and Hospice sector counted nine transactions, which was unchanged from the two previous quarters. The nine transactions represent 27% of the 33 deals announced in the past 12 months.



Source: Irving Levin Associates, Inc., April 2013

During the first quarter of 2013 only two transactions came with disclosed prices, making dollar volume for the sector very low at \$30.7 million, just 0.6% of combined total of deals in the past 12 months. Most sales of home health and hospice companies or agencies are small and local and don't have disclosed prices, and as can be seen in the second quarter of 2012, the dollar values can be negligible.

Dollars Spent on Home Health Care and Hospice Mergers & Acquisitions, by Quarter

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Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$759,650,000		\$4,676,500,000	\$366,800,000	\$30,700,000

The largest deal in this sector was LHC Group's \$20 million deal to acquire the Home Health Service line from Addus HomeCare Corp. The deal gives LHC 100% ownership of five home health agencies located in three states, and 90% ownership of 14 home health agencies in two states. Addus retains a 10% interest in those agencies. The transaction allows Addus to focus entirely on its home and community business, which includes personal care and assistance with activities of daily living, skilled nursing and rehabilitative therapies and adult day care. LHC provides post-acute health care services primarily to Medicare beneficiaries in the southern U.S. and now will operate more than 300 locations in 23 states.

The second transaction that came with a price involved a bankruptcy. San Diego Hospice, one of the largest community-owned, nonprofit hospices in the U.S., was purchased in February by Scripps Health for \$10.7 million. In the 90 days prior to the acquisition, the hospice suffered a 50% decline in patients and revenue, and filed for Chapter 11 bankruptcy protection on February 4, 2013. It had been undergoing a federal audit since 2011.

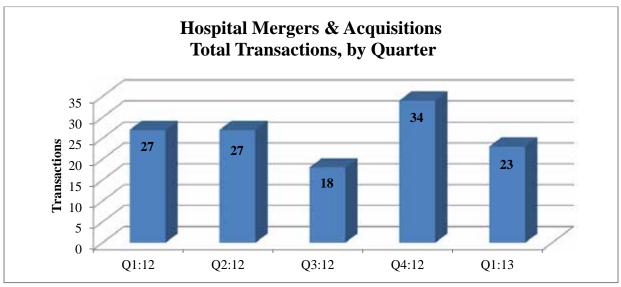
Although a price was not disclosed, one other deal was notable for its acquirer, Epic Health Services, Inc. of Dallas, Texas. The privately held home healthcare provider is on an acquisition roll, having announced three deals in 2012, one in March and two in December. The most recent transaction was announced in February, for Freedom Home Healthcare, which has operations in Pennsylvania and New Jersey. The Pennsylvania operations and private duty nursing services in New Jersey assumed the Epic Health name, but the concierge-level services offered in New Jersey retained the Freedom Home Healthcare name. Previous deals included the HomeCare division of Medical Staffing Network in Boca Raton, Florida; Sante Pediatric Services in Frisco, Texas; and AmeriCare Inc., a Medicare-certified home health agency with three locations in the Boston, Massachusetts area.

Five Largest Home Health Care and Hospice Transactions in the Last 12 Months

<u> </u>				
Acquirer	Target	Price	Quarter	
The Linde Group	Lincare Holdings Inc.	\$4,600,000,000	Q3:12	
MITIE Group PLC	Enara Group Limited	\$178,800,000	Q4:12	
Emeritus Corporation	Nurse on Call Inc.	\$102,000,000	Q4:12	
PharMerica Corporation	Amerita, Inc.	\$84,000,000	Q4:12	
Kindred Healthcare, Inc.	IntegraCare Holdings, Inc.	\$71,000,000	Q3:12	

#### **Hospitals**

There were 23 deals announced in the Hospital sector during Q1:13, a 32% drop from the preceding quarter. However, Q4:12 had the highest level of activity in the past five quarters, as well as a significant increase from the previous quarter.



Source: Irving Levin Associate, Inc., April 2013

Based on the prices revealed to date, a little over \$319 million was spent on financing the 23 deals of Q1:13, representing 15% of the dollar value of the past 12 months.

Dollars Spent on Hospital Mergers & Acquisitions, by Quarter

Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$386,550,010	\$638,000,000	\$191,900,000	\$932,567,000	\$319,660,000

One deal made it onto the list of the top five deals of the past12 months. That was the acquisition of Knapp Medical Center, a nonprofit hospital in Weslaco, Texas. Prime Healthcare Foundation invested a total of \$110 million to purchase a controlling interest; \$10 million went to capital improvements and \$100 million was used to fund a new community foundation. Prime Healthcare will continue to operate the 209-bed facility as a nonprofit, community based hospital, and expects Knapp will benefit from the economies of scale in regard to purchasing power and shared intelligence on best practices in healthcare operations. Two previous deals for Knapp fell through, one with Valley Baptist Health and another with Universal Health Services.

The second largest deal consummated a relationship that extended back to 1994, when Carolinas HealthCare System began managing two North Carolina hospitals, Cleveland Regional Medical Center and Kings Mountain Hospital, and leased those and other medical facilities for \$1.45 million annually. In March 2013, Carolinas HealthCare, the state's largest hospital system, announced it will pay \$101 million to acquire the real estate and operations of Cleveland County HealthCare System, based in Shelby, North Carolina. The deal includes land and buildings for Cleveland Regional Medical Center, Kings Mountain

Hospital, Cleveland Pines Nursing Center and Crawley Memorial Hospital. Cleveland County will receive \$23 million upfront and then \$3 million annually. Carolina HealthCare will assume all of the county's liabilities and obligations in connection with Cleveland Regional Medical Center and the other facilities.

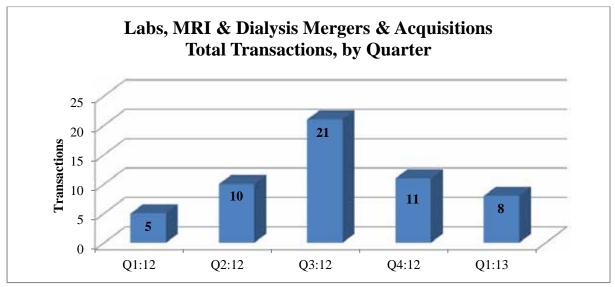
Two Kansas hospitals owned by the Sisters of Charity Leavenworth Health System, Providence Medical Center and St. John Hospital, were sold to Prime Healthcare Services of Ontario, California, for \$54.3 million. Prime agreed to keep the acute-care hospitals and their emergency departments open for at least five years. Providence Medical is a 400-bed facility in Kansas City, and St. John is an 80-bed facility in Leavenworth. SCLHS representatives said the cash sale price fell far short of the \$121 million of debt the SCLHS will continue to absorb after the sale. The two facilities had operating losses of more than \$78 million over the last 10 years, during which time SCLHS invested \$93 million in capital improvements.

Five Largest Hospital Deals in the Past 12 Months

Acquirer	Target	Price	Quarter
KentuckyOne Health	University of Louisville Hospital	\$543,500,000	Q4:12
Highmark, Inc.	Jefferson Regional Medical Center	\$275,000,000	Q3:12
Health Management Associates,			
Inc.	Bayfront Medical Center	\$162,000,000	Q4:12
Sacred Heart Health System, Inc.	Bay Medical Center	\$154,000,000	Q2:12
Prime Healthcare Foundation	Knapp Medical Center	\$110,000,000	Q1:13

#### Laboratories, MRI and Dialysis

During the first quarter, eight transactions were announced, a slight drop from the previous quarter's 11 deals, but a gain compared to the five deals announced in the year-earlier first quarter. The eight deals represent 16% of all deals announced in the sector in the past 12 months.



Source: Irving Levin Associates, Inc., January 2013

In Q1:13, a total of \$507.4 million was spent to finance the three transactions that came with disclosed prices, representing 22% of the total dollar volume of the last 12 months. The first quarter's dollar value increased 378% compared with the previous quarter.

Dollars Spent on Laboratories, MRI and Dialysis Mergers & Acquisitions, By Quarter

		, , ,		•
Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$394,700,000	\$348,900,000	\$1,364,117,500	\$106,100,000	\$507,400,000

In the first quarter, three acquirers were publicly traded and five were private. Of the targets, all but one was private.

Two deals announced in the first quarter made it onto the list of the five largest deals in the past 12 months. The first was Illumina, Inc.'s \$350 million acquisition of Verinata Health, Inc. in Redwood City, California. Illumina is a biotech company that develops, manufactures and markets life science tools and integrated tools and systems to analyze genetic variation and function. Verinata was a strategic buy because of its proprietary technology that provides a non-invasive test to detect early fetal chromosomal abnormalities. Together with its recent acquisition of BlueGnome, Illumina has a portfolio of reproductive health offerings. The \$350 million price does not include up to \$100 million in milestone payments through 2015.

Private equity firm JLL Partners, Inc., with \$4 billion in capital under management, spent a mere \$123 million in cash upfront for BioClinica, Inc. in Newtown, Pennsylvania. BioClinica is a global provider of

clinical trial management solutions. At the same time, JLL Partners announced the acquisition of CoreLab Partners, Inc. in Princeton, New Jersey, for an undisclosed price, and its intention to merge the two companies to create a provider of medical imaging services for clinical trials. The transaction will be financed by an equity commitment from JLL Partners and Ampersand Capital.

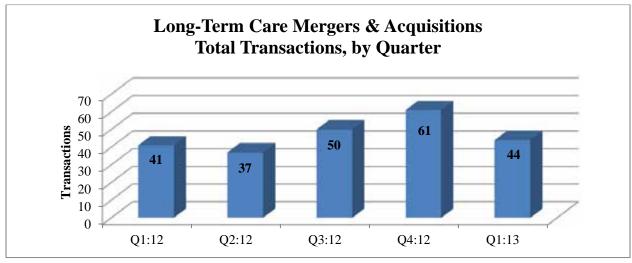
The third largest deal involved the \$34.4 million sale of Health Diagnostics Management, LLC to Health Management Corporation of America, a subsidiary of FONAR Corporation. Both are based in Melville, New York. Health Diagnostics provides outpatient diagnostic imaging services via its 12 Stand-Up MRI centers located in Florida and New York. Health Management Corporation acquired a majority interest and will merge its 11 Stand-Up MRI centers with Health Diagnostics. The company will continue to be known as Health Diagnostics Management.

Five Largest Laboratories, MRI and Dialysis Deals in the Past 12 Months

Acquirer	Target	Price	Quarter
Thermo Fisher Scientific Inc.	One Lambda	\$925,000,000	Q3:12
Illumina, Inc.	Verinata Health, Inc.	\$350,000,000	Q1:13
Danaher Corp.	IRIS International Inc.	\$338,000,000	Q2:12
Laboratory Corp. of America Holdings	MEDTOX Scientific, Inc.	\$241,000,000	Q2:12
JLL Partners, Inc.	BioClinica, Inc.	\$123,000,000	Q1:13

#### **Long-Term Care**

Even though deal volume declined 28% for Long-Term Care transactions in the first quarter, the Long-Term Care sector was still the busiest of all the health care sectors, with 44 announced transactions in Q1:13.



Source: Irving Levin Associate, Inc., April 2013

Based on revealed prices, nearly \$1.5 billion was committed to finance the first quarter deals, accounting for 17% of all that was spent in the last 12 months. Of the 44 deals announced, 34 came with prices.

Dollars Spent on Long-Term Care Mergers & Acquisitions, by Quarter

Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$1,673,740,328	\$1,736,431,251	\$2,613,962,000	\$2,913,425,000	\$1,464,942,300

Of the acquirers, 12 were publicly traded, 24 were private companies and four were not disclosed. Four buyers were private equity firms, and 10 were REITs. Only one target company was publicly traded, while three were nonprofits and the rest were private companies or assets owned by them. CNL Healthcare Properties Inc. and Trinity Senior Living Communities did two deals each.

One of this quarter's deals was large enough to make the list of top five deals of the past 12 months. Private equity firm TPG acquired publicly traded Assisted Living Concepts, Inc. of Memomonee Falls, Wisconsin for \$458.5 million. As of December 31, 2012, ALC operated 211 senior living residences comprising 9,325 units in 20 states. Assisted Living Concepts shareholders received \$12.00 in cash for each share of Class A common stock and \$12.90 for each share of Class B common stock.

The second largest deal of the first quarter involved 12 senior living communities, previously operated by Brookdale Senior Living Inc., which exercised its purchase options and paid \$162 million for 11 of the communities in January. In a related transaction, Brookdale obtained a \$171.3 million first mortgage loan secured by nine of its communities, including eight involved in this transaction.

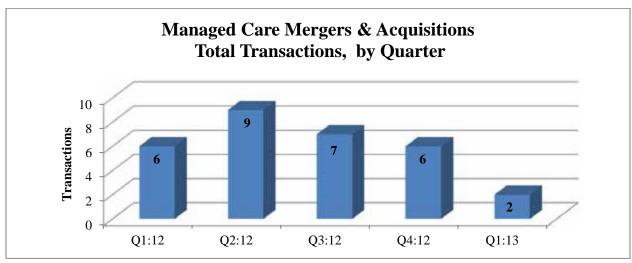
Also, HealthLease Properties REIT, an affiliate of Mainstreet Property Group, paid \$141.7 million for 13 senior housing and care properties in various states. The acquisition included four skilled nursing facilities with 355 units, eight combined assisted living/memory care facilities with 563 units, and one standalone Alzheimer's facility, with 60 units. The deal brings HealthLease's portfolio to 28 facilities with a combined total of 2,909 units across five states and two Canadian provinces.

Five Largest Long-Term Care Deals in the Past 12 Months

Acquirer	Target	Price	Quarter	
HCP, Inc.	Portfolio of 133 Senior Living Communities	\$1,728,000,000	Q3:12	
Health Care REIT, Inc.	Sunrise Senior Living, Inc.	\$1,340,000,000	Q2:12	
TPG	Assisted Living Concepts, Inc.	\$458,540,000	Q1:13	
Ventas, Inc.	16 seniors living communities	\$362,000,000	Q2:12	
HSRE-EBI, LLC	Bristal Portfolio	\$290,000,000	Q2:12	

#### **Managed Care**

During the first quarter of 2013, only two managed care transactions were announced, a sharp decline from the six deals announced in the previous quarter



Source: Irving Levin Associates, Inc., January 2013

Of the two transactions, one came with a disclosed price, for \$33.3 million. The first quarter dollar volume accounted for only 0.2% of the total dollar volume for the past 12 months.

Dollars Spent on Managed Care Mergers & Acquisitions, by Quarter

Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$487,500,000	\$740,000,000	\$12,240,600,000	\$5,388,000,000	\$33,250,000

The one deal that came with a disclosed price was the result of a bankruptcy. Citrus Universal Healthcare, Inc. offered \$33.3 million for the four operating entities of Universal Health Care Group, including all of its Medicare health plans. The bid was approved by the U.S. Bankruptcy Court for the Middle District of Florida, even though Dr. Kiran Patel, founder of WellCare Health Plans, bid \$36.5 million for the company. The bid was rejected because it would be paid out over time.

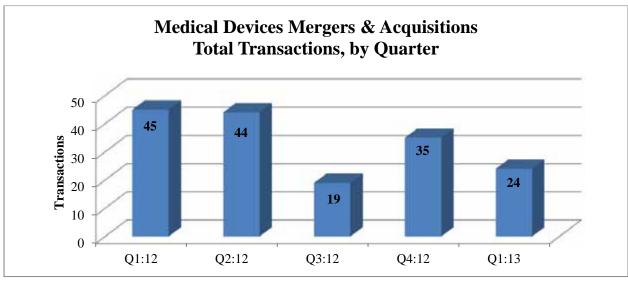
However, Dr. Patel's company had already announced its acquisition of Missouri Care, Inc., a subsidiary of Aetna, Inc. The company serves more than 100,000 MO HealthNet Medicaid program members in 54 counties throughout Missouri. WellCare Health Plans, a provider of managed care services for government-sponsored health care programs, as well as Medicaid plans, has more than 2.5 million members and revenues of more than \$6.4 billion. Terms of the deal were not disclosed.

Five Largest Managed Care Deals in the Past 12 Months

Acquirer	Target	Price	Quarter
Aetna Inc.	Coventry Health Care, Inc.	\$7,300,000,000	Q3:12
WellPoint, Inc.	Amerigroup Corporation	\$4,900,000,000	Q3:12
UnitedHealth Group	Amil Participações S.A.	\$4,300,000,000	Q4:12
Humana, Inc.	Metropolitan Health Networks, Inc.	\$850,000,000	Q4:12
Towers Watson & Co.	Extend Health, Inc.	\$435,000,000	Q2:12

### Medical Devices

There were a total of 24 deals announced during Q1:13 in the Medical Device sector, a 31% decline from the previous quarter. Deal volume has been very erratic over the last three quarters, and the first quarter figure represents just 20% of the 122 deals made in the past 12 months.



Source: Irving Levin Associates Inc., April 2013

Based on revealed prices, nearly \$1.4 billion was committed to finance the first quarter transactions, and accounts for only 6% of all that was spent in the last 12 months.

Dollars Spent on Medical Device Mergers & Acquisitions, by Quarter

Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$3,331,409,000	\$11,572,645,000	\$2,572,100,000	\$7,604,055,000	\$1,369,178,200

Of the 24 deals announced during the quarter, 14 involved a public company acquirer, leaving 10 deals made by private companies. Four of the buyers are foreign-based, while eight targets were based outside the U.S. Of the target companies, 21 were private and only three were publicly traded.

As seen in the figures above, deal volume did not plummet precipitously, but deal value was off by 82% compared with Q4:12. No surprise, then, that none of the deals announced in this quarter made it onto the list of top five deals in the past 12 months.

The largest acquisition was announced late in the quarter, on March 25, when Argon Medical Devices offered \$362.5 million for the interventional products business of Angiotech Pharmaceuticals, Inc. Argon, a portfolio company of RoundTable Healthcare Partners, is a global manufacturer of specialty medical products. The interventional products business includes the manufacture and marketing of disposable and reusable biopsy products used in the diagnosis of cancer, drainage catheter products, and vascular interventional products. As part of the transaction, Argon will also acquire three dedicated manufacturing plants in Illinois, Florida and New York.

The second largest deal took place in Scandanavia, as Denmark's Radiometer Medical ApS acquired HemoCue, a Swedish subsidiary of Quest Diagnostics which makes and markets hemoglobin, glucose and other point-of-care testing systems worldwide. Quest announced plans to use the \$300 million in proceeds to repurchase shares of its stock. Radiometer is a leading provider of advanced acute care solutions that simplify and automate all phases of acute care testing. The deal closed on April 9, 2013.

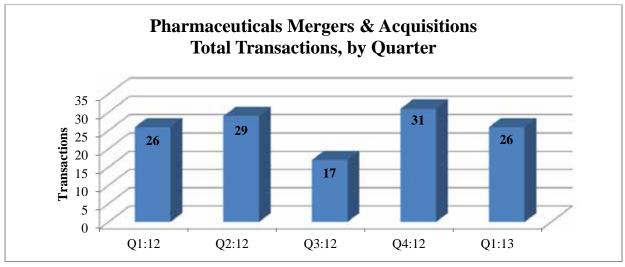
Also in March, Palomar Medical Technologies agreed to be acquired by Cynosure, Inc. for \$294 million. Palomar designs, produces and sells advanced cosmetic lasers and intense pulsed light systems for skin treatments. Cynosure develops and markets aesthetic treatment systems for the dermatology, plastic surgery and general medical markets. Together, the companies have a combined installed base of more than 20,000 aesthetic laser systems worldwide. Palomar shareholders will receive \$13.65 per share of Palomar common stock in cash and Cynosure common stock. Cynosure shareholders will own approximately 77% and Palomar shareholders will own 23% of the combined company.

Five Largest Medical Device Deals in the Past 12 Months

Acquirer	Target	Price	Quarter
Baxter International, Inc.	Gambro AB	\$4,000,000,000	Q4:12
Hologic, Inc.	Gen-Probe, Inc.	\$3,720,000,000	Q2:12
Agilent Technologies Inc.	Dako Denmark A/S	\$2,200,000,000	Q2:12
EQT VI	BSN Medical GmbH	\$2,200,000,000	Q2:12
McKesson Corporation	PSS World Medical	\$2,100,000,000	Q4:12

### **Pharmaceuticals**

The Pharmaceutical sector posted a total of 26 transactions during the first quarter of 2013, representing 25% of the 103 deals announced in the past 12 months. The number of acquisitions decreased 16% compared with the previous quarter.



Source: Irving Levin Associate, Inc., April 2013

Based on revealed prices, a total of \$7.6 billion was spent to finance the quarter's transactions, a significant 237% increase over the previous quarter, but just 21% higher than the deals announced in the year-ago quarter. In addition, this figure represents 19% of the total dollar volume in the past 12 months.

Dollars Spent on Pharmaceutical Mergers & Acquisitions, by Quarter

Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$6,336,935,800	\$20,702,580,000	\$8,741,736,000	\$2,266,289,900	\$7,641,600,789

Of the 26 transactions, all but three were announced by publicly traded buyers. Among the target companies, eight were public companies or products of them, and 18 were private companies. Ten of the buyers were foreign-based, with France-based Advanced Accelerator Applications SA announcing two transactions.

Pharmaceutical deals come with billion-dollar price tags, thanks to the high number of public companies doing the buying. In the first quarter of 2013, 13 deals involved the patents or rights to successful or promising drugs, rather than the acquisitions of entire companies. Indeed, the largest deal in this sector to be announced in Q1:13 was also one of the five largest announced in the past five months. Dublin, Ireland-based Elan Corporation sold its share of Tysabri, a monotherapy for relapsing multiple sclerosis that is approved in more than 65 countries. The buyer was Biogen Idec, Inc., which paid \$3.25 billion in cash upfront to gain the full strategic, commercial and decision-making rights. Biogen will also make future contingent payments to Elan equal to 12% of global net sales of Tysabri for the first 12 months and then continue to make contingent payments of 18% on annual global net sales up to \$2.0 billion and 25% on annual global net sales that exceed \$2.0 billion.

Mylan, Inc. announced the second largest acquisition, paying \$1.6 billion for Agila Specialties Private Limited in Bangalore, India, a division of Strides Acrolab Limited. Agila develops, manufactures and markets high-quality generic injectable products, a natural fit with Mylan's global injectables platform. Mylan agreed to pay cash up front and up to an additional \$250 million in potential payments subject to the satisfaction of certain conditions by Strides. Mylan will not assume any outstanding debt or acquire the business's cash as part of the transaction.

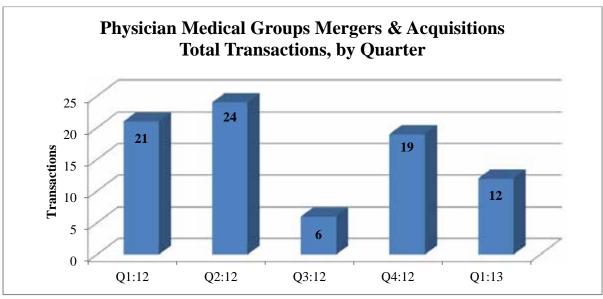
And Allergan, Inc. paid \$958 million to acquire all of MAP Pharmaceuticals, Inc., based in Mountain View, California. MAP is a biopharmaceutical company focused on neurology therapies. Its lead product candidate, Levadex®, is a potential acute treatment for migraines and is currently under review with the FDA. In January 2011, Allergan entered into a collaboration agreement with MAP to co-promote Levadex to neurologists and pain specialist in the U.S. and Canada. Allergan paid \$25.00 per share, representing 60% premium over the prior day's closing of \$15.88.

### Five Largest Pharmaceutical Deals in the Past 12 Months

Acquirer	Target	Price	Quarter
Bristol-Myers Squibb Company	Amylin Pharmaceuticals, Inc.	\$7,000,000,000	Q2:12
Watson Pharmaceuticals, Inc.	Actavis Group	\$6,000,000,000	Q2:12
GlaxoSmithKline plc	Human Genome Sciences	\$3,600,000,000	Q3:12
Biogen Idec, Inc.	Rights to Tysabri	\$3,250,000,000	Q1:13
Valeant Pharmaceuticals International,	Medicis Pharmaceutical		
Inc.	Corporation	\$2,600,000,000	Q3:12

### **Physician Medical Groups**

There were just 12 publicly announced Physician Medical Group (PMG) transactions, accounting for 20% of the transaction volume in the past 12 months. This quarter's deal volume is 37% lower than in the fourth quarter of 2012.



Source: Irving Levin Associate, Inc., April 2013

None of the deals announced in Q1:13 had a disclosed price, similar to the previous quarter.

Dollars Spent on Physician Medical Groups Mergers & Acquisitions, by Quarter

Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$89,022,000	\$4,247,117,350	\$75,400,000	•	-

Three of the acquirers were publicly traded companies that accounted for six deals: TeamHealth announced three, IPC The Hospitalist Company had two and MEDNAX announced one. Among the six other deals, the acquirers included one private equity firm, a managed care company, a healthcare management company and three physician medical groups.

Lacking any price information on the 12 deals announced during the first quarter does not dissuade us from judging their probable size or worth.

TeamHealth's first quarter deals included San Francisco Physicians Internationale, Inc., two PMGs in Phoenix, Arizona and Northern Valley Anethesiology, PA in Englewood, New Jersey. The latter group of 33 physicians provides services at Englewood Hospital and Medical Center as well as in five local ambulatory surgery centers. The other two acquisitions involved emergency department physicians.

IPC's two deals helped it expand its already existing presence around Morristown, New Jersey and marked its entry in the Witchita, Kansas market. In New Jersey, the company acquired Internal Medicine Consultants, PA, which estimates its patient encounters at 18,000 on an annualized basis. The two PMGs

in Kansas—Kansas Inpatient Services, LLC and Kansas Long Term Care Physicians LLC—were already affiliated with each other and were collectively known as KIS. Their estimated annual patient encounters are 90,000, combined.

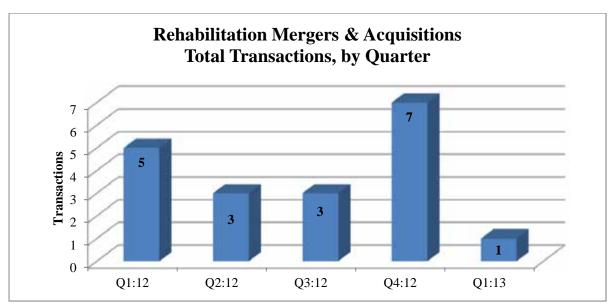
The single deal announced by MEDNAX actually involved two practices in two states, but each fits the MEDNAX profile. Anesthesiologists Associated in Chattanooga, Tennessee consists of 34 anesthesiologists, 100 anesthetists and 24 other clinical and administrative staff. Pediatric Surgical and Associates, located in Dallas-Fort Worth, Texas, has six pediatric surgeons and 15 other clinical and administrative staff.

### Five Largest Physician Medical Group Deals in the Past 12 Months

Acquirer	Target	Price	Quarter
DaVita, Inc.	HealthCare Partners, LLC	\$4,220,000,000	Q2:12
Cadence Health	OAD Orthopaedics	\$75,400,000	Q3:12
Blount Memorial Hospital	East Tennessee Medical Group	\$24,300,000	Q2:12
First Choice Healthcare	First Choice Medical Group of Brevard,		
Solutions, Inc.	LLC	\$2,524,000	Q2:12
Jones Memorial Hospital	Cudahy family practice	\$293,350	Q2:12

### Rehabilitation

Only one deal was announced in the first quarter of 2013, in what is a typically small M&A market. Still, the slack deal volume followed a rather busy quarter in which seven deals were recorded, itself a recent high point in the previous 12 months.



Source: Irving Levin Associate, Inc., April 2013

The single deal did not have a disclosed price, a case that is not unusual when there are so few deals involving mostly private companies.

Dollars Spent on Rehabilitation Mergers & Acquisitions, by Quarter

Q1:12	Q2:12	Q3:12	Q4:12	Q1:13
\$734,500,000	\$14,243,000	-	\$1,500,000	-

The single deal, announced by Dignity Health subsidiary U.S. Healthworks, involved the acquisition of three Advanced Occupational Medicine Specialists healthcare centers in the Chicago area. One is in downtown Chicago, and two are in nearby suburbs, Bellwood and Schiller Park. They offer a wide range of occupational healthcare services, including diagnosis and treatment for injury and illness, preemployment and post-offer exams and screening, and return-to-work rehabilitative care, as well as sports medicine expertise. The deal marks U.S. Healthworks entry in Illinois. It now operates 182 clinics in 17 states and has more than 2,700 employees, including 800 medical providers.

### Largest Rehabilitation Deals in the Past 12 Months

Acquirer	Target	Price	Quarter
3D Systems Corporation	Bespoke Innovations, Inc.	\$7,903,000	Q2:12
U. S. Physical Therapy, Inc.	Seven-clinic acquisition	\$6,340,000	Q2:12
DMC Athletics and Rehabilitation Inc.	Pazoo, Inc.	\$1,500,000	Q3:12

### **Other**

There were 21 transactions announced in the first quarter of 2013, representing 20% of the total deals in the past 12 months in what we refer to as the "Other" category. Businesses targeted in the quarter included contract research organizations, outpatient surgery centers, institutional and specialty pharmacy companies, dental practice management, staffing and pharmacy benefit plans, to name just a few.

Defining this "other" category in the health care industry is difficult. Many of the companies, services and products are indeed health care related, but are arguably more ancillary than the central sectors. Some companies are also new to the market and their place in the industry is still amorphous. There are some benefits to being in this ambiguous sector, namely fewer government regulations, which often help entrepreneurs and private equity firms find bargains among these investment opportunities.



Source: Irving Levin Associate, Inc., April 2013

Based on revealed prices, \$2.3 billion was spent to finance the quarter's 21 transactions, representing 21% of the dollar volume in the past 12 months. Just five deals included a disclosed price.

Dollars Spent on "Other" Services Mergers & Acquisitions, by Quarter

Q1:12	Q2:12	Q3:12	Q4:12	Q4:13
\$3,612,210,000	\$6,077,350,000	\$1,424,500,000	\$1,274,300,400	\$2,320,493,900

Of the 21 deals made, 14 of the acquirers were private companies, including one private equity firm, and seven were publicly traded. Among the sellers were 19 private and two publicly traded companies. Two buyers were foreign based, and four target companies were foreign based.

One deal made it onto the list of five largest deals in the past 12 months, and it made up 89% of the total disclosed prices in the quarter.

That deal was Cardinal Health, Inc.'s \$2.07 billion offer for AssuraMed, a consumer direct-mail order provider of disposable medical products to patients with chronic disease, based in Twinsburg, Ohio. Cardinal Health provides health care products and services, primarily as a drug wholesaler. Approximately half of the purchase price (\$1.3 billion) will be financed with senior unsecured notes and the rest will be in cash. The deal is expected to add 2 to 3 cents a share to adjusted earnings in 2013, after its close. In 2014, Cardinal Health expects the acquisition will add at least 18 cents a share, which may be why it is paying about 2x revenue and 9x EBITDA.

The second largest deal was for a considerably smaller sum, just \$152 million. Centene Corporation announced its bid for AcariaHealth, the business name for Specialty Therapeutic Care Holdings, Inc., a specialty pharmacy company owned by Equity Funds and its affiliates. The acquisition is consistent with Centene's strategic plan to capitalize on new opportunities for growth. With this transaction, Centene's pharmacy benefit manager, U.S. Script, will have a sister company that will expand its specialized pharmacy benefit services for complex diseases. The acquisition closed on April 1, 2013.

Another pharmacy benefit manager, Healthcare Corporation of America, was the target in the third largest deal of the sector. The acquirer, Selway Capital Acquisition Corporation, offered \$74.7 million, consisting of 6,385,000 shares of Selway and \$10 million in notes. In addition, HCCA shareholders are eligible for earn-out payments of up to 2.8 million shares of Selway. Selway management expects significant revenue growth. Upon closing, Selway will change its name to Healthcare Corporation of America.

Five Largest "Other" Services Deals in the Past 12 Months

Acquirer	Target	Price	Quarter
SXC Health Solutions Corp.	Catalyst Health Solutions, Inc.	\$4,400,000,000	Q2:12
Cardinal Health, Inc.	AssuraMed	\$2,070,000,000	Q1:13
Advent International Corp.	Mediq NV	\$1,330,000,000	Q3:12
WellPoint, Inc.	1-800-CONTACTS, Inc.	\$900,000,000	Q2:12
Genstar Capital, LLC	eResearchTechnology, Inc.	\$400,000,000	Q2:12

## **BEHAVIORAL HEALTH CARE**

# FIRST QUARTER 2013 BEHAVORIAL HEALTH CARE TRANSACTIONS

TARGET	CITY	STATE	ACQUIRER	CITY	STATE	DATE	PRICE
Greenleaf Center	Valdosta	Georgia	Acadia Healthcare Company	Franklin	Tennessee	January 8, 2013	
Three opioid treatment programs	Eastern	Kentucky	Behavorial Health Group	Dallas	Texas	January 8, 2013	
Educare Adolescent Services Ltd.	Midlands	England	Horizon Care	London	England	January 15, 2013	
Remuda Ranch	Wickenburg	Arizona	The Meadows	Bethesda	Maryland	January 16, 2013	
Delta Medical Center	Memphis	Tennessee	Acadia Healthcare Company	Franklin	Tennessee	February 1, 2013	
Family Behavioral Resources, Inc.	Greensburg	Greensburg Pennsylvania	Community Intervention Services, Inc.	Boston	Massachusetts	February 1, 2013	
Nelson House	Hampshire England	England	Recovery and Rehabilitation Partnership Ltd.	Colchester	England	March 6, 2013 \$10,403,000	\$10,403,000

TARGET: Greenleaf Center ACQUIRER: Acadia Healthcare Company

LISTING: Nonprofit LISTING: NASDAQ: ACHC

LOCATION: Valdosta, Georgia CEO: Joey A. Jacobs PHONE: 615-861-6000

UNITS: 50 (beds) 830 Crescent Centre Dr., FAX:

Ste 610

**REVENUE:** \$7,000,000 (approximate) Franklin, Tennessee 37067

NET INCOME: WEB SITE: www.acadiahealthcare.com

Greenleaf Center is an acute inpatient psychiatric facility which was owned by a non-profit health system named South Georgia Medical Center prior to the acquistion.

Acadia provides inpatient behavioral health care through a network of 34 behavioral health facilities with approximately 2,500 licensed

beds in 20 states.

**ANNOUNCEMENT DATE**: January 8, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

The acquisition will have an accretive impact on 2013 earnings. It was Acadia's first deal with a non-profit healthcare organization.

TARGET: Three opioid treatment ACQUIRER: Behavorial Health Group

programs

LISTING: Private LISTING: Private

**LOCATION:** Eastern Kentucky **CEO:** Michael N. **PHONE:** 214-365-6100

Cannizzaro

UNITS: 8300 Douglas Ave., Ste 750 FAX:

**REVENUE**: Dallas, Texas 75225

NET INCOME: WEB SITE: www.bhgrecovery.com

Three opioid treatment programs in Eastern Kentucky, located in Hazard, Paintsville and

Pikeville.

Behavorial Health Group is a provider of opioid addiction treatment

services.

**ANNOUNCEMENT DATE**: January 8, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

The addition of these three programs brings BHG's number of outpatient treatment centers to 28 across the MidWest/South/Southeast.

TARGET: Educare Adolescent

Services Ltd.

**LISTING:** Private

**LOCATION:** Midlands, England

**UNITS:** 

REVENUE: NET INCOME:

Educare works closely with local authority commissioners in the East and West Midlands to deliver care and education to children between 11 and 18 years of age.

ANNOUNCEMENT DATE: January 15, 2013

PRICE: Not disclosed

PRICE: TERMS: ACQUIRER: Horizon Care

**LISTING**: Private

**CEO:** Thelma Turner **PHONE:** 44 020 7661 5678

Old Change House, FAX:

128 Queen Victoria Street London, England EC4V 4BJ

WEB SITE: www.horizoncare.co.uk

Horizon Care provides children with severe and complex needs with specialist care and education. It was acquired by NBGI Private Equity on June 25, 2012.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

The purchase of Educare is part of parent NBGI's strategy to grow through organic growth and acquisition, following its announced plan of doubling in size in the next three to five years. Educare brings a new education service for children of primary age. Following the deal, Horizon Care will have 34 homes and seven schools. The Co-operative Bank provided additional debt facilities to support the deal.

TARGET: Remuda Ranch ACQUIRER: The Meadows

**LISTING:** Private

**LOCATION**: Wickenburg, Arizona

UNITS: REVENUE: NET INCOME:

Remuda Ranch, a former subsidiary of Haven

Behavorial Healthcare, is focused on the treatment of eating disorders for adult, adolescent and child females. It consists of five campuses on 125 acres.

ANNOUNCEMENT DATE: January 16, 2013

PRICE: Not disclosed

TERMS: Not disclosed

LISTING: NASDAQ: ACAS

 CEO:
 Malon Wilkus
 PHONE:
 301-951-6122

 Two Bethesda Metro Center
 FAX:
 301-654-6714

Bethesda, Maryland 20814

WEB SITE: www.americancapital.com

American Capital Strategies, a buyout and mezzanine fund, invested in The Meadows to purchase Remuda Ranch. On a trailing 12-month basis, ACAS generated revenue of \$626 million, EBITDA of

\$427 million and net income of \$1.61 billion.

PRICE PER UNIT: PRICE/REVENUE:

PRICE/INCOME:

This transaction expands The Meadows treatment services for patients suffering from eating disorders and provides additional facilities in which to expand its existing treatment programs. Cain Brothers acted as Haven's exclusive financial advisor to pursue the sale of the company.

TARGET: Delta Medical Center ACQUIRER: Acadia Healthcare Company

LISTING: LISTING: Private NASDAQ: ACHC

PHONE: LOCATION: CEO: Joev A. Jacobs 615-861-6000 Memphis, Tennessee

**UNITS:** FAX: (beds) 830 Crescent Centre Dr..

Ste 610

**REVENUE:** \$52,965,700 (ttm-3/31/12) Franklin, Tennessee 37067

**NET INCOME:** \$154,060 WEB SITE: (EBITDAwww.acadiahealthcare.com

2011)

Delta Medical Center is a 243-bed hospital with the Acadia Healthcare Company is a provider of inpatient behavioral majority of its operating beds dedicated to acute inpatient psychiatric patients.

health services. Acadia operates a network of 44 behavioral health

facilities with over 3.400 licensed beds in 21 states.

**ANNOUNCEMENT DATE:** February 1, 2013

PRICE PER UNIT: PRICE: Not disclosed TERMS: PRICE/REVENUE: PRICE/INCOME:

The acquisition will allow Acadia Healthcare Company to enter the Memphis market and also treat acute inpatient psychiatric patients with medical complications. This acquisition represents the second for Acadia Healthcare this year. It represents Acadia's first acquisition that includes an inpatient surgical component and one that is employeeowned under an Employee Stock Ownership Plan.

TARGET: Family Behavioral ACQUIRER: Community Intervention Services, Inc.

Resources, Inc.

LISTING: LISTING: Private Private

LOCATION: CEO: PHONE: Kevin Sheehan 617-262-1505 Greensburg, Pennsylvania UNITS: FAX: Boston 617-262-8455

**REVENUE:** Massachusetts, 2116

WEB SITE: www.higgrowth.com **NET INCOME:** 

Family Behavioral Resources, founded in 1999, has grown into a leading provider of community-based outpatient behavioral health services. FBR employs a clinical staff of over 1,200 across 27 locations. In 2012, FBR provided treatment to over 7,500 patients.

Community Intervention Services is a portfolio company of H.I.G. Growth Partners, an affiliate of H.I.G. Capital, a global private equity firm. CIS was established to acquire and develop a network of mental health and substance abuse facilities and communitybased programs.

**ANNOUNCEMENT DATE:** February 1, 2013

PRICE: Not disclosed **PRICE PER UNIT:** TERMS: PRICE/REVENUE: PRICE/INCOME:

FBR specializes in providing behavioral health rehabilitation services to children and adolescents, with a particular focus on the autism spectrum. Marks CIS's third acquisition and gives CIS a strong regional presence in the Mid-Atlantic region and a beach-head into the midwest.

TARGET: Nelson House ACQUIRER: Recovery and Rehabilitation Partnership

Ltd.

Nonprofit

LISTING: Private

**LOCATION:** Hampshire, England **CEO:** Mike Parish **PHONE:** 01206 752 552

LISTING:

UNITS: 32 (beds) 850 The Crescent, Colchester FAX:

**Business Park** 

REVENUE: Colchester, England CO4 9QB
NET INCOME: WEB SITE: www.careuk.com

Albion Ventures is selling the Nelson House, a 32-bed mental health hospital which provides treatment to male patients ages 18 to 65. Albion Ventures has invested \$6.4 million in the hospital within the past two years.

The Recovery and Rehabilitation Partnership Ltd. is a joint venture by Care UK and Sussex Partnership NHS Foundation Trust to develop care for people with mental health conditions in order to enable them to live more independently.

**ANNOUNCEMENT DATE**: March 6, 2013

PRICE: \$10,403,000 PRICE PER UNIT: \$325,094

TERMS: 8 million in British pounds. PRICE/REVENUE: PRICE/INCOME:

By divesting its holding in the hospital, Albion Ventures is generating a \$2.6 million dollar profit. In addition to this acquisition, Sussex Partnership and Care UK are developing a home for up to 24 people in Crawley Road, Horsham, as a part of their new joint venture. This is the first time that an NHS mental health foundation trust and an independent sector provider of mental health and social care services have combined in this way.

## BIOTECHNOLOGY

	FIRST QUARTER 201.	FIRST QUARTER 2013 BIOTECHNOLOGY TRANSACTIONS	LIONS			
TARGET	STATE	ACOURER	CITY	STATE	DATE	PRICE
Lotus Tissue Repair, Inc.	Massachusetts	Shire plc	Dublin	Ireland	January 8, 2013	\$49,000,000
		Life Technologies	Carlsbad	California	January 22, 2013	
Shanghai Celgen Bio-Pharmaceutical Co., Ltd. Nanjing, Jiangsu		Devont Asset Management Limited			January 22, 2013	\$48,500,000
		Imaxio	Lyon	France	January 23, 2013	
Rights to Hemophilia Compound OBI-1 Cambridge and Br	sbane Massachusetts and California	Baxter International, Inc.	Deerfield	Illinois	January 25, 2013	\$50,000,000
	Illinois	Aduro BioTech, Inc.	Berkeley	California	February 4, 2013	\$1,000,000
olin	Israel	Roche Holding AG	Basel	Switzerland	February 18, 2013	\$65,000,000
colonies and Cell Lines	California	BioReliance	Rockville	Maryland	March 5, 2013	
	Florida	RXi Pharmaceuticals Corporation	Westborough	Massachusetts	March 7, 2013	\$14,000,000
	Sweden	Shire plc	Dublin	Ireland	March 12, 2013	
ience Inc.	California	Shire plc	Dublin	Ireland	March 25, 2013	\$160,000,000

TARGET: Lotus Tissue Repair, Inc. ACQUIRER: Shire plc

LISTING: Private LISTING: NASDAQ: SHPG

LOCATION: Cambridge, Massachusetts CEO: Angus Russell PHONE: 353 1 429 7700

UNITS: 5 Riverwalk Citywest Business FAX:

Campus

Dublin, Ireland 24

NET INCOME: WEB SITE: www.shire.com

Lotus Tissue Repair, Inc., was launched in 2011 by a team of biotechnology entreprenuers, experts in rC7 protein replacement therapy for DEB, and venture capital firm Third Rock Ventures.

Shire researches, develops, manufactures, sells and distributes pharmaceutical products. On a trailing 12-month basis, it generated revenue of \$4.1 billion, EBITDA of \$1.3 billion and net income of \$775 million.

**ANNOUNCEMENT DATE**: January 8, 2013

**REVENUE:** 

PRICE: \$49,000,000 PRICE PER UNIT:
TERMS: An upfront payment plus safety and development milestones. PRICE/INCOME:

Shire's Human Genetic Therapies business plans to apply its ability to develop protein replacement therapies for rare genetic diseases to progress Lotus Tissue Repair's lead product candidate, a proprietary recombinant form of human collagen Type VII (rC7) used for the treatment of dystrophic expidermolyss bullosa (DEB). DEB is a devastating orphan disease, for which there is no cure.

TARGET: BAC BV ACQUIRER: Life Technologies

LISTING: Private LISTING: NASDAQ: LIFE

LOCATION:Leiden, NetherlandsCEO:Greg LucierPHONE:800-955-6288UNITS:5791 Van Allen WayFAX:800-331-2286

REVENUE: Carlsbad, California 92008

NET INCOME: WEB SITE: www.lifetechnologies.com

BAC BV provides affinity purification products and services for the biopharmaceutical market. It is a leader in the discovery, development and manufacture of protein purification products.

Life Technologies Corporation is a global biotechnology company with customers in more than 160 countries using its innovative solutions to solve some of today's most difficult scientific challenges.

ANNOUNCEMENT DATE: January 22, 2013

PRICE: Not disclosed

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

The acquisition expands Life's portfolio by adding BAC BV's unique set of innovative and proprietary affinity ligands (molecules capable of binding with very high affinty to specific proteins). Current BAC BV facilities will remain in operation, an R&D facility in Leiden, Netherlands and a manufacturing site in Naarden. The tuck-in acquisition is expected to be neutral to the company's overall ROIC three years after close.

TARGET: Shanghai Celgen Bio-ACQUIRER: Devont Asset Management Limited

Pharmaceutical Co., Ltd.

LISTING: Private LISTING:

LOCATION: CEO: PHONE: Nanjing, Jiangsu, Province **UNITS:** FAX:

**REVENUE:** 

**NET INCOME: WEB SITE:** 

Simcere Pharmaceutical Group sold Shanghai Celgen Bio-Pharmaceutical Co., Ltd.

**ANNOUNCEMENT DATE:** January 22, 2013

PRICE: PRICE PER UNIT: \$48,500,000 PRICE/REVENUE: TERMS: Cash for a 35% equity interest. PRICE/INCOME:

Upon completion of the transaction, Simcere will no longer hold any equity interest in Shangai Celgene.

TARGET: Rights to Trolovol ACQUIRER: Imaxio

LISTING: LISTING: Private Private

LOCATION: CEO: Alexandre Le Vert PHONE: 33 0 437 65 55 00 Paris, France **UNITS:** 99 rue de Gerland FAX: 33 0 474 26 15 78

**REVENUE:** Lyon, France 69007

WEB SITE: www.imaxio.com **NET INCOME:** 

D&A Pharma sold its rights to Trolovol, a drug for human usage indicated for an orphan disease

affecting around 1,200 patients in France.

Imaxio was formed in 2006 by the merger of Diagnogene and Avidis. It's an integrated biotech company focused on vaccines and

genomics.

**ANNOUNCEMENT DATE:** January 23, 2013

PRICE: PRICE PER UNIT: Not disclosed TERMS: Not yet finalized. PRICE/REVENUE: PRICE/INCOME:

The acquisition fits in with Imaxio's strategy of consolidating its pharmaceutical range. It also will allow Imaxio to generate almost EUR 500,000 of additional revenue, which represents an increase of 30% of its turnover compared with 2012. The revenue will be reinvested in research and development activities relating to its proprietary technology for reengineering antigens, known as IMX313. The transaction was facilitated by CMC Consulting.

TARGET: Rights to Hemophilia

Compound OBI-1

**LISTING:** Private

LOCATION: Cambridge, Massaachusetts and

Brisbane, California

UNITS:

REVENUE: NET INCOME:

Inspiration Biopharmaceuticals Inc. is in bankruptcy proceedings and so it selling its rights to hemophilia compound OBI-1 as well as related assets. Ipsen Pharma S.A.S. is selling other OBI-1 related assets, including manufacturing operations in Milford, Massachusetts.

**ANNOUNCEMENT DATE**: January 25, 2013

**PRICE:** \$50,000,000

**TERMS:** \$50 million cash upfront plus up to \$135 million in potential milestones as well as tiered net sales payments. Ipsen will

receive 60% of the upfront payments.

ACQUIRER: Baxter International, Inc.

LISTING: NYSE: BAX

CEO: Robert L. Parkinson Jr. PHONE: 224-948-2000

One Baxter Parkway

FAX:

Deerfield, Illinois 60015-4625 **WEB SITE:** www.baxter.com

Baxter International Inc. develops, manufactures and markets products that save and sustain the lives of people with chronic and acute medical conditions. On a trailing 12-month basis, the company generated revenue of \$14 billion, EBITDA of \$3.84 billion and net income of \$2.3 billion.

PRICE PER UNIT: PRICE/REVENUE:

PRICE/INCOME:

OBI-1 is being investigated for the treatment of bleeding in people with acquired hemophilia A, a rare disorder. The product is currently in Phase 3 clinical studies in individuals with acquired hemophilia. The sale is a result of joint marketing and sale process pursued by Paris-based Ipsen and Inspiration shortly after the latter filed for bankrupcty on Oct. 31, 2012. Ipsen provided Debtor-in-Possession financing of up to \$18.5 million to permit the sale to proceed. Evercore Partners advised Inspiration and Ipsen on this sale. The deal closed March 21, 2013.

TARGET: GVAX Assets ACQUIRER: Aduro BioTech, Inc.

LISTING: NASDAQ: BPAX LISTING: Private

LOCATION: Lincolnshire, Illinois CEO: Stephen T. Isaacs PHONE: 510-848-4400

UNITS: 626 Bancroft Way, #3C FAX:

REVENUE: Berkeley, California 94710-2224

NET INCOME: WEB SITE: www.adurobiotech.com

BioSante is selling rights to all uses of two vaccines previously licensed by Aduro, GVAX Pancreas and GVAX Prostate. In addition, Aduro is acquiring additional vaccines for multiple myeloma and breast and colon cancer and assumes rights to GVAX Melanoma.

Aduro BioTech, Inc. is a clinical-stage immunotherapy company.

**ANNOUNCEMENT DATE**: February 4, 2013

PRICE: \$ 1,000,000 PRICE PER UNIT: TERMS: \$1 million upfront plus additional PRICE/REVENUE:

milestone and royalty payments. PRICE/INCOME:

Aduro expects to combine GVAX with the approved immune checkpoint inhibitor ipillimumab, this combination has been shown to improve patient outcomes. By using this concept, the company will be able to expand its entire portfolio of combination treatments.

TARGET: Rights to Octreolin **ACQUIRER:** Roche Holding AG

LISTING: LISTING: SIX: RO. ROG Private

LOCATION: CEO: PHONE: Dr. Severin Schwan 41 61 688 8880 Jerusalem, Israel **UNITS:** FAX: Grenzachzacherstrasse 124 41 61 691 0014

**REVENUE:** Basel, Switzerland CH-4070 WEB SITE: **NET INCOME:** www.roche.com

Octreolin is Chiasma's drug for acromegaly, a rare and progressive disease caused by the overproduction of growth hormone, and subsequently of neuroendocrine tumors. Octreolin is currently in a pivotal phase 3 clinical trial for acromegaly.

Roche is a leader in research-focused healthcare with combined strengths in pharmaceuticals and diagnostics.

BioReliance is the biologics and early development services

business and is part of Sigma-Aldrich Corporation's SAFC unit.

Sigma-Aldrich acquired BioReliance in January 2012. BioReliance

employs 700 people and has laboratories in Rockville and Scotland.

**ANNOUNCEMENT DATE:** February 18, 2013

PRICE: PRICE PER UNIT: \$ 65,000,000 TERMS: The arrangement includes an upfront PRICE/REVENUE: PRICE/INCOME:

payment of \$65 million, future considerations of up to \$530 million in milestones, as well as royalties on

Octreolin net sales.

Roche will receive worldwide exclusive license to Octreolin and assumes responsibility for it's commercialization. Genentech will market the product in the United States after FDA approval. Chiasma will continue development through completion of the Phase 3 clinical trial. Octreolin could become an important alternative to Novartis' Sandostatin, the current standard of care for patients with acromegaly. Evercore Partners served as Chiasma's financial advisor on the transaction, and Latham & Watkins LLP served as its legal counsel.

TARGET: Rights to Big Blue Colonies ACQUIRER: BioReliance

and Cell Lines

LISTING: Private LISTING: NASDAQ: SIAL

LOCATION: CEO: Charles C. Harwood PHONE: 301-738-1000 Santa Clara, California UNITS: 14920 Broschart Road FAX: 301-610-2590

**REVENUE:** Rockville, Maryland 20850-3349 **NET INCOME:** WEB SITE: www.bioreliance.com

Agilent Technologies is selling the colonies recquired for the Big Blue transgenic rodent mutation (TRM) assay and the license to its

associated trademark.

ANNOUNCEMENT DATE:

March 5, 2013

PRICE: Not disclosed

PRICE PER UNIT: **TERMS:** PRICE/REVENUE: PRICE/INCOME:

BioReliance was part of the initial co-development team of this technology in the 1990s. The company is now focused on completing the transer of colonies and cell lines from Agilent and anticipates that Big Blue testing will be commercially available in the second half of 2013.

TARGET: OPKO Health's RNAi-

related assets

LISTING: NYSE: OPK

LOCATION: Miami, Florida

**UNITS:** 12 (patent families)

LISTING:

WEB SITE:

PRICE/REVENUE:

PRICE/INCOME:

CEO:

**REVENUE: NET INCOME:** 

OPKO Health is a multinational biopharmaceutical and diagnostics company that seeks to enter large, rapidly growing markets by discovering, developing and commercializing novel and proprietary technologies.

RXi Pharmaceuticals, a subsidiary of Galena Biopharma, is focused on therapies based on a proprietary RNAi platform.

PHONE:

FAX:

508-767-3861

508-767-3862

ACQUIRER: RXi Pharmaceuticals Corporation

NASDAO: RXII

www.rxipharma.com

Dr. Geert

1500 West Park Drive, Suite

Cauwenbergh

Westborough, Massachusetts 1581

ANNOUNCEMENT DATE: March 7, 2013

PRICE: \$ 14,000,000 PRICE PER UNIT: Approximate \$ 1,166,667

TERMS: Rxi will issue to OPKO 50 million shares of its common stock and will

make milestone payments to OPKO up to an aggregate of \$50 million per

product.

OPKO Health is selling all of its RNAi-related assets, including an extensive intellectual property portfolio that includes 12 patent families with claims relating to important biological targets. In addition, upon commercialization of these products, if approved, Rxi would make royalty payments to OPKO. The acquisition is expected close on March 12, 2013, subject to satisfaction of closing conditions.

TARGET: Premacure AB ACQUIRER: Shire plc

LISTING: LISTING: NASDAQ: SHPG Private

LOCATION: CEO: Angus Russell PHONE: 353 1 429 7700 Uppsala, Sweden

**UNITS:** 5 Riverwalk Citywest Business FAX:

Campus

**REVENUE:** Dublin, Ireland 24

WEB SITE: **NET INCOME:** www.shire.com

Premacure AB is developing a protein replacement therapy, currently in Phase II trial, for the prevention of retinopathy of prematurity. Premacure was launched in 2006 by entrepreneurs and

clinicians in the area of neonatology.

**ANNOUNCEMENT DATE:** March 12, 2013

PRICE: Not disclosed TERMS: Shire will purchase Premacure for an

upfront payment and certain contingent payments based on the achievement of

pre-specified milestones.

Shire researches, develops, manufactures, sells and distributes pharmaceutical products. On a trailing 12-month basis, it generated revenue of \$4.1 billion, EBITDA of \$1.3 billion and net income of \$775 million.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

This acquisition underscores and expands Shire's commitment to bringing innovative therapies to patients with rare disorders worldwide. With the acquisition, Shire will enter a new therapeutic area, neonatology.

TARGET: SARcode Bioscience Inc. ACQUIRER: Shire plc

LISTING: Private LISTING: NASDAQ: SHPG

LOCATION: Brisbane, California CEO: Angus Russell PHONE: 353 1 429 7700

UNITS: 5 Riverwalk Citywest Business FAX:

Campus

Dublin, Ireland 24

**WEB SITE:** www.shire.com

SARcode Bioscience, founded in 2006, is an ophthalmic biopharmaceutical company.

Shire researches, develops, manufactures, sells and distributes pharmaceutical products. On a trailing 12-month basis, it generated revenue of \$4.1 billion, EBITDA of \$1.3 billion and net income of \$775 million.

**ANNOUNCEMENT DATE**: March 25, 2013

**PRICE:** \$160,000,000

**REVENUE:** 

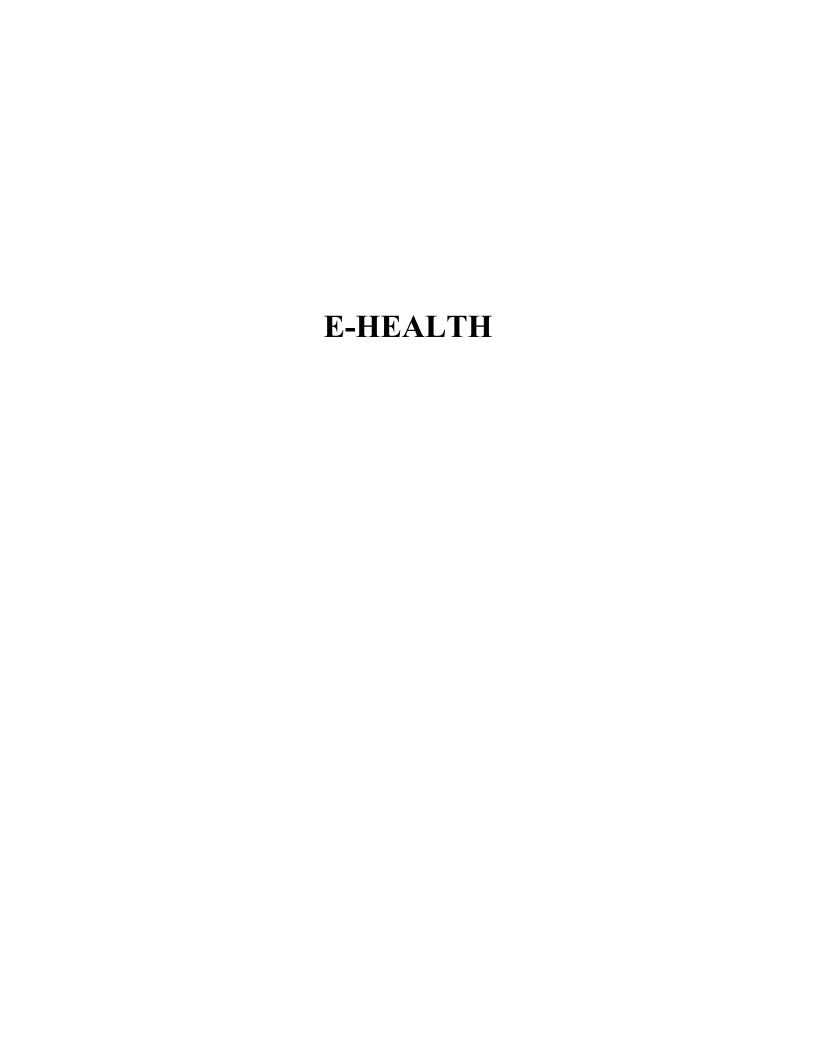
**NET INCOME:** 

**TERMS:** Shire will make an upfront payment of \$160 million and SARcode shareholders

will be eligible to receive additional significant undisclosed payments upon achievement of certain milestones.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

SARcode's lead product, lifitegrast, is in Phase 3 clinic trials for the treatment of dry eye disease, which affects approximately 370 million people worldwide. Shire anticipates launching lifitegrast in the U.S. by 2016, if clinical trials are successful and the FDA grants approval. The acquisition will significantly expand Shire's presence in ophthalmology. The transaction is expected to close in the second quarter of 2013.



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PRICE	\$293,000,000	\$10,200,000				\$750,000	\$3,500,000		\$235,000,000	
DATE January 3, 2013 January 3, 2013	January 7, 2013 January 8, 2013	January 9, 2013 January 16, 2013	January 22, 2013 February 1, 2013	February 19, 2013	February 26, 2013 February 26, 2013	February 27, 2013	March 1, 2013	March 4, 2013	March 5, 2013	March 5, 2013
STATE Texas New York	Massachusetts Illinois	Virginia Florida	Wisconsin New York	California	California Oregon	Texas	Connecticut	California	Illinois	Illinois
CITY Sulpher Springs New York	Watertown Chicago	Fairfax Fort Lauderdale	Brookfield Buffalo	San Franscisco	Irvine Portland	Austin	Rocky Hill	Los Angeles	Chicago	Chicago
ACQUIRER Access Welsh, Carson, Anderson & Stowe	athenahealth, Inc. Blue Health Intelligence	ManTech International Corp. Intermedix Corporation	Connecture, Inc.	PipelineRx	Cymetrix OCHIN Inc	DMH International	NetDimensions	The Gores Group	Allscripts	Allscripts
STATE Texas Marvland	Califomia Florida	Virginia Georgia	California Belgium	Colorado	California Oregon	Florida	Georgia	England	Pennsylvania	Illinois
CTTY Sulphur Springs Bethesda	San Mateo Tampa	Fairfax Augusta	Los Angeles Sint-Niklaas	Denver	San Francisco Portland	Coral Springs	Dunwoody	Chalfont St. Giles	Pittsburgh	Springfield
TARGET Access FSA GetWellNetwork. Inc.	Epocrates, Inc. Intelimedix	ALTA Systems, Inc. ESi Acquisition, Inc.	DRX (formerly known as DestinationRx) etrinity NV	Evolute Consolidated Holdings	CareClarity, Inc. Oregon Health Network	Touch Medical Solutions, Inc.	eHealthcareIT	GE Healthcare Strategic Sourcing	dbMotion, Ltd.	Jardogs LLC

TARGET: Access FSA ACQUIRER: Access

LISTING: Private LISTING: Private

LOCATION: Sulphur Springs, Texas CEO: PHONE: 800-344-2679

UNITS: 906 N. Hillcrest Dr. FAX:

REVENUE: Sulpher Springs, Texas 75482

NET INCOME: WEB SITE: www.accessefm.com

Electronic Forms Management Suite. workflow software provider.

**ANNOUNCEMENT DATE**: January 3, 2013

PRICE: Merger PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

This acquisition allows Access to expand its customer base to more than 2,000 organizations and solve more of its customers business challenges.

TARGET: GetWellNetwork, Inc. ACQUIRER: Welsh, Carson, Anderson & Stowe

LISTING: Private LISTING: Private

 LOCATION:
 Bethesda, Maryland
 CEO:
 PHONE:
 212-893-9500

 UNITS:
 320 Park Avenue, Suite 2500
 FAX:
 212-893-9575

REVENUE: New York, New York 10022-6815

NET INCOME: WEB SITE: www.welshcarson.com

Founded in 2000, GetWellNetwork, Inc. is the leading provider of Interactive Patient Care solutions. Its solutions are delivered across multiple technology platforms including mobile devices, computers and televisions.

Welsh, Carson, Anderson & Stowe is a private equity firm focused exclusively on information/business services and healthcare.

**ANNOUNCEMENT DATE**: January 3, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

Welsh, Carson, Anderson & Stowe's acquisition comes as patient engagement and satisfaction have emerged as a critical area of focus for the healthcare industry, making the GetWellNetwork a key asset. The deal was closed on January 3, 2013.

TARGET: Epocrates, Inc. ACQUIRER: athenahealth, Inc.

LISTING: NASDAQ: EPOC LISTING: NASDAQ: ATHN

LOCATION: San Mateo, California CEO: Jonathan Bush PHONE: 617-402-1000

**UNITS:** 311 Arsenal Street **FAX:** 617-402-1099

**REVENUE**: \$110,090,000 (ttm) Watertown, Massachusetts 02472 **NET INCOME**: -\$2,470,000 (EBITDA) **WEB SITE**: www.athenahealth.com

Epocrates, Inc., a mobile health provider which developed the most widely adopted point-of-care medical application among U.S. physicians.

athenahealth, Inc. is a leading provider of cloud-based practice management, electronic health record, and care coordination services.

**ANNOUNCEMENT DATE**: January 7, 2013

**PRICE**: \$293,000,000 **PRICE PER UNIT**:

**TERMS:** Cash paid, equivalent to \$11.75 per share or a 22 percent premium.

PRICE/REVENUE: 2.66

PRICE/INCOME: -118.62

The combination of athenahealth's technology with that of Epocrates will produce new mobile applications, new mobile workflows and a provider base increase from 38,000 to 1 million. Piper Jaffray & Co. acted as financial advisor to Epocrates. Goodwin Procter LLP served as athenahealth's legal counsel and Cooley LLP served as counsel to Epocrates. The deal closed earlier than expected on March 12, 2013.

TARGET: Intelimedix ACQUIRER: Blue Health Intelligence

LISTING: Private LISTING: Private

**LOCATION:** Tampa, Florida **CEO:** Swait Abbott **PHONE:** 312-540-5151

analytics company.

Blue Health Intelligence (BHI) is a trade name of Health

Cross Blue Shield Association. BHI is a healthcare data and

Intelligence Company, LLC, an independent licensee of the Blue

UNITS: 225 N. Michigan Ave. 9th Fl FAX:

REVENUE: Chicago, Illinois 60601

**NET INCOME:** WEB SITE: www.bluehealthintelligence.com

Intelimedix is a healthcare analytics firm specializing in employer group and payer reporting solutions. It provides a full suite of web-based analystic and data-mining capabilities.

ANNOUNCEMENT DATE: January 8, 2013
PRICE: Not disclosed

PRICE: Not disclosed PRICE PER UNIT: TERMS: Not disclosed PRICE/REVENUE:

PRICE/INCOME:

With this acquisition, BHI will expand its business and create an Informatics Center of Excellence for Blue Cross and Blue Shield companies that will deliver solutions and best practices to support Affordable Care Act readiness.

TARGET: ALTA Systems, Inc. ACQUIRER: ManTech International Corp.

LISTING: Private LISTING: NASDAQ: MANT

LOCATION: Fairfax, Virginia CEO: George J. Pedersen PHONE: 703-218-6000 UNITS: 12015 Lee Jackson Highway FAX: 703-218-8296

ManTech International Corporation provides technologies and

Intermedix provides technology-based business services to

business processes to meet clients' incident documentation

requirements, realize revenue potential and provide them with

emergency providers. It engineers advanced technologies into its

million and net income of \$105 million.

solutions for national security programs. On a trailing 12-month

basis, MANT generated revenue of \$2.6 billion, EBITDA of \$260

**REVENUE:** Fairfax, Virginia 22033

NET INCOME: WEB SITE: www.mantech.com

ALTA Systems, Inc. is an information technology and professional services company with valuable applications in healthcare systems and capital planning.

**ANNOUNCEMENT DATE**: January 9, 2013

PRICE: \$10,200,000 PRICE PER UNIT: TERMS: Cash PRICE/REVENUE: PRICE/INCOME:

This transaction is in line with ManTech's goal to expand its service offering in the healthcare market. ManTech will deliver technology services through ALTA's prime position on the Centers for Medicare and Medicaid Services Enterprise Systems Development contract, an Indefinite Delivery/Indefinite Quantity contract vehicle with a \$4 billion ceiling and performance period through May 2018. ManTech does not expect the acquisition to have a material impact on its 2013 financial results.

TARGET: ESi Acquisition, Inc. ACQUIRER: Intermedix Corporation

LISTING: Private LISTING: Private

LOCATION:Augusta, GeorgiaCEO:Doug ShamonPHONE:954-308-8700UNITS:6451 N. Federal HighwayFAX:954-308-8725

advanced informatics.

REVENUE: Fort Lauderdale, Florida 33308

NET INCOME: WEB SITE: www.intermedix.com

ESi, short for Emergency Service Integrators, started in 1996. Its major offering is WebEOC, a web-based system that lets groups like hospitals, fire departments and police communicate in real-time during a disaster.

**ANNOUNCEMENT DATE**: January 16, 2013

PRICE: Not disclosed PRICE PER UNIT: TERMS: Not disclosed PRICE/REVENUE:

PRICE/INCOME:

Through this acquisition, Intermedix plans to expand ESi's WebEOC software offering. Currently, more than 700 emergency management agencies use WebEOC, and Intermedix expects to use its resources to build out an international program with more participants.

TARGET: DRX (formerly known as

Destination Rx)

LISTING: Private

ACQUIRER: Connecture, Inc.

LISTING: Private

LOCATION: CEO: Doug Schneider Los Angeles, California

**UNITS:** 

18500 W. Corporate Drive, FAX: 262-432-0075

PHONE:

262-432-8282

Ste 250

**REVENUE:** Brookfield, Wisconsin 53045 **NET INCOME:** WEB SITE: www.connecture.com

DRX is a provider of web-based shopping and enrollment systems for consumers of Medicare health plans, and drug comparison tools.

Connecture is a provider of web-based information systems used to create health insurance marketplaces and exchanges.

ANNOUNCEMENT DATE: January 22, 2013

PRICE: PRICE PER UNIT: Not disclosed **TERMS:** Not disclosed PRICE/REVENUE: PRICE/INCOME:

DRX powers the Medicare.gov PlanFinder and Online Enrollment Center and services many of the nation's largest health plans. Connecture acquired DRX to capitalize on two trends, the acceleration of senior enrollment into managed care and the increasing use of competitive marketplaces for insurance purchasing in the private sector. DRX strengthens Connecture's technological capability and value proposition for its clients in both of these areas.

TARGET: etrinity NV ACQUIRER: CTG

LISTING: LISTING: Private NASDAQ: CTGX

LOCATION: CEO: James R. Boldt PHONE: 716-882-8000 Sint-Niklaas, Belgium **UNITS:** FAX: 716-887-7464 800 Delaware Ave

**REVENUE:** \$3,000,000 Buffalo, New York 14209-2094 (2012)WEB SITE: www.ctg.com **NET INCOME:** 

etrinity NV, founded in 2000, is a Benelux health care system integrator with a complete set of services and solutions, and IT professionals with a

single focus on healthcare.

CTG is an information technology (IT) solutions and services

company.

**ANNOUNCEMENT DATE:** February 1, 2013

PRICE: Not disclosed PRICE PER UNIT: TERMS: Not disclosed PRICE/REVENUE: PRICE/INCOME:

etrinity is the type of company that CTG plans to acquire more of: smaller niche healthcare providers in the U.S. and Europe. CTG expects the acquisition to be neutral to slightly accretive to its 2013 earnings.

TARGET: **Evolute Consolidated** 

**Holdings** 

LISTING:

LOCATION: Denver, Colorado **UNITS:** 

**REVENUE: NET INCOME:** 

Evolute Consolidated Holdings is an IT integration services portfolio company of Aequitas Capital.

ANNOUNCEMENT DATE: February 19, 2013

PRICE: **TERMS:** 

Not disclosed PRICE PER UNIT: PRICE/REVENUE:

PRICE/INCOME:

ACQUIRER: PipelineRx

Bruce Keller

600 California Street, Suite 950

San Franscisco, California 94108

www.pipelinerx.com

has acceptance rate of more than 90% of its clinical recommendations by hospital care providers.

PipelineRx delivers cognitive medication management services

focused on clinical telepharmacy to acute care hospitals. PipelineRx

PHONE:

FAX:

847-696-9101

847-939-1349

714-361-6800

LISTING:

WEB SITE:

CEO:

This acquisition aligns with PipelineRx's goal to improve patient care and capitalize on market trends in developing healthcare workflow. The Evolute technology staff have now become PipelineRx employees. Eric Carter, Evolute's CTO, will continue in his current role and also serve as PipelineRx's CTO. The acquisition was completed on February 19, 2013.

TARGET: CareClarity, Inc.

Private

LOCATION: San Francisco, California

**UNITS: REVENUE:** 

LISTING:

**NET INCOME:** 

CareClarity is a health care informatics platform company that offers a suite of web-based clinical and financial applications.

**ANNOUNCEMENT DATE:** PRICE:

TERMS:

**ACQUIRER:** Cymetrix

LISTING: Private

CEO: Michael Halberda

2875 Michelle Drive, Suite 250

Irvine, California 92606

WEB SITE: www.cymetrix.com

Cymetrix is an innovative leader in providing customized revenue cycle solutions to hospitals and healthcare networks. Cymetrix serves 200+ hospitals and healthcare networks nationwide.

PHONE:

FAX:

February 26, 2013 Not disclosed

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

The acquisition complements Cymetrix's revenue cycle management solutions by enhancing its proprietary technology platform and analytic capabilities. In addition to the acquisition, Doug Stark, founder and CEO of CareClarity, joined Cymetrix as senior vice president, technology operations and products.

TARGET: Oregon Health Network ACQUIRER: OCHIN, Inc.

LISTING: Nonprofit LISTING: Nonprofit

LOCATION: Portland, Oregon CEO: Abigail Sears PHONE: 503-943-2500 UNITS: 1881 SW Naito Parkway FAX: 503-943-2501

REVENUE: Portland, Oregon 97201-5195
NET INCOME: WEB SITE: www.ochin.org

Oregon Health Network is a member-based organization whose mission is to improve the quality, access and delivery of healthcare to all Oregonians via its 228 member facilities.

Established in 2000, OCHIN is one of the nation's largest Health Information Networks and is recognized for its innovative use of health IT to improve the integration and devlivery of health services. OCHIN operates in 14 states.

**ANNOUNCEMENT DATE**: February 26, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

The two entities determined that their complementary, mission-led organizations could better serve their respective missions and the combined needs of the healthcare and healthcare education community through this organizational alignment, which becomes effective April 1, 2013.

TARGET: Touch Medical Solutions, ACQUIRER: DMH International

Inc.

LISTING: Private LISTING: OTCBB: DMHI

LOCATION: Coral Springs, Florida CEO: Derik MillRik J. PHONE: 512-351-7834

Deitsch

UNITS: 111 Ramble Lane, Suite 105 FAX:

**REVENUE:** Austin, Texas 78745

NET INCOME: WEB SITE:

Touch Medical Solutions is a developer and marketer of software for the medical community, including hospitals, clinics and individual practices.

DMH International is a medical software and device company specializing in PACS, HER, EMR, PHR, Medical Transportation, and Paperless Medical Office Solutions.

**ANNOUNCEMENT DATE**: February 27, 2013

PRICE: \$750,000 (approximate) PRICE
TERMS: 25,000,000 newly issued shares of PRICE

DMHI common stock, which represents approximately a 15.5% ownership stake

in DMHI.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

Touch Medical Solutions' software addresses the \$18 billion market for electronic medical records as well as the \$2.8 billion Picture Archiving and Communication Systems medical imaging market. DMH International expects to be able to integrate TMSI's software solutions by the end of 2013. Rik J. Deitsch has assumed the position of Chief Executive Officer and Director and Jason Barry has assumed the position of President and Director.

TARGET: eHealthcareIT

LISTING: Private

LOCATION: Dunwoody, Georgia

**UNITS: REVENUE:** 

**NET INCOME:** 

Founded in 2004, eHealthcareIT specializes in providing e-learning and compliance solutions to the U.S. healthcare market. The company has been a leading partner and reseller of the NetDimensions Talent Suite platform for the past six years.

**ANNOUNCEMENT DATE:** March 1, 2013

\$3,500,000 TERMS:

PRICE:

**PRICE PER UNIT:** PRICE/REVENUE: PRICE/INCOME:

LISTING:

18th Floor

WEB SITE:

CEO:

The eHealthcareIT business will immediately become NetDimensions Healthcare, a dedicated division of NetDimensions Holdings. This acquisition is in line with NetDimensions' strategy to become a premier global provider of talent management solutions for highly regulated industries.

TARGET: GE Healthcare Strategic

Sourcing

LISTING: NYSE: GE

LOCATION: Chalfont St. Giles, England

**UNITS:** 

PRICE:

**REVENUE:** 

**NET INCOME:** 

GE Healthcare is selling GE Healthcare Strategic Sourcing, a leading provider of electronic billing

and electronic medical records outsourcing solutions to the healthcare industry.

ANNOUNCEMENT DATE: March 4, 2013

TERMS: Not disclosed

Not disclosed

ACQUIRER: NetDimensions

LISTING: AIM: NETD; OTCOX: NETDY

CEO: PHONE: Jay Shaw 860-436-3898 FAX: 1111 Cromwell Ave., Suite 302 860-436-3896

Rocky Hill, Connecticut 06067

WEB SITE: www.netdimensions.com

**ACQUIRER:** The Gores Group

www.gores.com

Private

Alec E. Gores

10877 Wilshire Boulevard.

Los Angeles, California 90024

NetDimensions is a global provider of performance, knowledge and learning management systems. NetDimensions provides companies, government agencies and other organizations with talent management solutions.

The Gores Group, LLC is a global investment firm focused on acquiring controlling interests in mature and growing businesses which can benefit from the firm's operating experience and flexible capital base.

PHONE:

FAX:

1 310 209 3010

1 310 209 3310

PRICE PER UNIT:

PRICE/REVENUE: PRICE/INCOME:

The transaction was led by The Gores Small Capitalization Partners. The company will operate under the name Meridian Medical Management.

TARGET: dbMotion, Ltd. ACQUIRER: Allscripts

LISTING: Private LISTING: NASDAQ: MDRX

LOCATION: Pittsburgh, Pennsylvania CEO: Paul M. Black PHONE: UNITS: 222 Merchandise Mart Plaza, FAX:

Ste 2024

REVENUE: Chicago, Illinois 60654

NET INCOME: WEB SITE: www.allsc

IET INCOME: WEB SITE: www.allscripts.com

dbMotion provides a healthcare IT solution that integrates patient information from disparate health information technologies and delivers it to clinicians at the point of care. 370 hospitals and 2,800 clinics use dbMotion technology globally.

Allscripts provides innovative solutions that empower all stakeholders across the healthcare continuum to deliver world-class outcomes. Allscripts is connected to about 18,000 physicians and almost 1,500 hospitals worldwide.

**ANNOUNCEMENT DATE**: March 5, 2013

PRICE: \$235,000,000 Apportioned PRICE PER UNIT:
TERMS: This deal consists of \$145 million in cash, \$50 million of Allscripts common PRICE/INCOME:

stock and \$40 million in cash via a note payable, due within 18 months.

Allscripts' acquisition is a natural evolution of a strategic partnership that began in 2009 and was strengthened in 2011 when Allscripts made an equity investment in the company. dbMotion's platform for population health management integrates discrete patient data from diverse care settings regardless of IT supplier into a single patient record.

TARGET: Jardogs LLC ACQUIRER: Allscripts

LISTING: Private LISTING: NASDAO: MDRX

LOCATION: Springfield, Illinois CEO: Paul M. Black PHONE: UNITS: 222 Merchandise Mart Plaza. FAX:

Suite 2024

REVENUE: Chicago, Illinois 60654

NET INCOME: WEB SITE: www.allscripts.com

Jardogs is a leading provider of patient engagement and health management solutions. Jardogs solutions are helping healthcare organizations across the nation increase efficiency and improve business outcomes. Allscripts provides innovative solutions that empower all stakeholders across the healthcare continuum to deliver world-class outcomes. Allscripts is connected to about 18,000 physicians and almost 1,500 hospitals worldwide.

**ANNOUNCEMENT DATE**: March 5, 2013

slightly dilutive in 2013 and accretive in 2014.

PRICE: Not disclosed PRICE PER UNIT:
TERMS: This transaction was announced on the same day that Allscripts announced its

PRICE/REVENUE:
PRICE/INCOME:

same day that Allscripts announced its \$235 million purchase of dbMotion,

Ltd

Jardogs FollowMyHealth is a cloud-based consumer engagement technology that lets patients participate in their care, critical for at-risk populations. On an earnings per share basis, Allscripts expects the transactions to be

## **HOME HEALTH CARE**

			,				
TARGET	CITY	STATE	ACQUIRER	CITY	STATE	DATE	PRICE
Hospice Agenices in AZ and CA	Various		The Ensign Group	Mission Viejo	California	January 7, 2013	
Puget Sound Home Health, LLC	Tacoma	Washington	The Ensign Group	Mission Viejo	California	January 7, 2013	
Guardian Healthcare Group, Inc.	Brentwood	Tennessee	Evolution Health	Greenwood Village	Colorado	January 8, 2013	
Home Health Service Line of Addus HomeCare	Palatine	Illinois	LHC Group Inc.	Lafayette	Louisiana	February 7, 2013	\$20,000,000
Pace Group of Companies	Kitchener	Ontario	We Care Health Services	Toronto	Ontario	February 11, 2013	
San Diego Hospice	San Diego	California	Scripps Health	San Diego	California	February 13, 2013	\$10,700,000
Freedom Home Healthcare	Hackensack	New Jersey	Epic Health Services, Inc.	Dallas	Texas	February 22, 2013	
Elite Home Health and Hospice	Clarkston	Washington	The Ensign Group	Mission Viejo	California	March 5, 2013	
Aspen Home Health & Rehab	Artesia	California	Salus Homecare	San Diego	California	March 28, 2013	

TARGET: Hospice Agenices in AZ and A

CA

**LISTING:** Private

**LOCATION:** Various

UNITS: REVENUE:

NET INCOME:

Saint Jude Hospice, a hospice operator based in Iowa, sold two of its facilities. The sale includes Emblem Hospice, located in Mesa, Arizona and Vesper Hospice, located in Pasadena, California.

**ANNOUNCEMENT DATE**: January 7, 2013 PRICE: Not disclosed

TERMS: Not disclosed

ACQUIRER: The Ensign Group

**LISTING:** NASDAQ: ENSG

**CEO**: Christopher **PHONE**: 949-487-9500

Christensen

27101 Puerta Real, Ste 450 FAX:

Mission Viejo, California 92691 **WEB SITE:** www.ensigngroup.net

The Ensign Group operates 108 skilled nursing or assisted living facilities, of which 86 are owned. The company also operates hospice and home health care agencies. Operations are located in 11 states west of the Mississippi.

PRICE PER UNIT:

PRICE/REVENUE: PRICE/INCOME:

Ensign already has an established skilled nursing and assisted living operations presence in the two locations of the acquisitions. Effective January 1, 2013, the two agencies will be operated by a subsidiary of Cornerstone Healthcare, Inc., Ensign's home health and hospice-based portfolio subsidiary. The addition of the hospice operations will broaden Ensign's service offerings within the continuum of care.

TARGET: Puget Sound Home Health,

LLC

**LISTING:** Private

**LOCATION:** Tacoma, Washington

UNITS: REVENUE: NET INCOME:

Puget Sound Home Health, LLC provides home health care services to clients in the south Puget Sound region of the state of Washington.

ANNOUNCEMENT DATE: January 7, 2013

PRICE: Not disclosed

TERMS: Cash

ACQUIRER: The Ensign Group

LISTING: NASDAQ: ENSG

**CEO:** Christopher **PHONE:** 949-487-9500

Christensen

27101 Puerta Real, Ste 450 **FAX**:

Mission Viejo, California 92691 **WEB SITE**: www.ensigngroup.net

The Ensign Group operates 108 skilled nursing or assisted living facilities, of which 86 are owned. The company also operates hospice and home health care agencies. Operations are located in 11 states west of the Mississippi.

PRICE PER UNIT:

PRICE/REVENUE: PRICE/INCOME:

This acquisition brings the total number of home health care services Ensign operates to seven. Puget Sound Home Health will be run by a subsidiary of Paragon Healthcare, Inc., Ensign's home health and hospice-based portfolio subsidiary. The acquisition was effective as of January 1, 2013.

TARGET: Guardian Healthcare

Group, Inc.

**LISTING:** Private

**LOCATION:** Brentwood, Tennessee

UNITS: REVENUE: NET INCOME:

Guardian Healthcare Group, Inc. is a post-acute care provider of home-based skilled nursing and therapy services.

ANNOUNCEMENT DATE: January 8, 2013

PRICE: Not disclosed

**TERMS:** Not disclosed

ACQUIRER: Evolution Health

LISTING: NYSE: EMS

**CEO:** William A. Sanger **PHONE:** 303-495-1200

6200 South Syracuse Way FAX: Greenwood Village, Colorado 80111

**WEB SITE:** www.emsc.net

Evolution Health, a subsidiary of Emergency Medical Services, is a health care services provider specializing in the post-acute care management of patients with advanced illness and chronic disease.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

Guardian will complement Evolution Health's physician-led services in the post-acute care environment by managing patients in a home setting and at other locations. Most high-acuity patients that transition from hospital-based physician services to home-based services do not receive the type of coordinated health care services provided by Evolution Health's new service model.

**TARGET:** Home Health Service Line

of Addus HomeCare

LISTING: Nasdaq: ADUS LOCATION: Palatine, Illinois

UNITS:

**REVENUE**: \$36,700,000 (ttm)

NET INCOME:

ACQUIRER: LHC Group Inc.

LISTING: NASDAQ: LHCG

**CEO:** Keith Myers **PHONE:** 337-233-1307 420 West Pinhook Road **FAX:** 337-235-8037

Lafayette, Louisiana 70503

**WEB SITE:** www.lhcgroup.com

The Home Health Service Line is a part of Addus HomeCare Corp. Addus' services include personal care and assistance with activities of daily living, skilled nursing and rehabilitative therapies, and adult day care.

**ANNOUNCEMENT DATE**: February 7, 2013

**PRICE**: \$20,000,000

**TERMS:** LHC Group will acquire 100% of five

home health agencies in three states. LHC Group will acquire 90% of fourteen home health agencies in two states, with Addus retaining 10%

ownership interest.

LHC Group provides post-acute health care services primarily to Medicare beneficiaries in the southern U.S. On a trailing 12-month basis, LHCG generated revenue of \$633 million, EBITDA of \$64.1 million and net income of \$27.3 million.

PRICE PER UNIT:

PRICE/REVENUE: 0.54

PRICE/INCOME:

This transaction will allow Addus to focus entirely on their home and community business. The Braff Group acted as financial advisors for Addus. Winston & Strawn acted as legal advisors for Addus. The deal is expected to close on or about February 28, 2013.

TARGET: Pace Group of Companies ACQUIRER: We Care Health Services

LISTING: Private LISTING: Private

LOCATION: CEO: PHONE: John Schram 1-888-429-3227 Kitchener, Ontario

**UNITS:** 151 Bloor St. West, Suite 602 **REVENUE:** Toronto, Ontario M5S 1S4 WEB SITE:

The Pace Group of Companies consist of Pace Homecare Services, Inc., The Pace Consulting Group Inc. and Pace Physiotherapy Centre Inc. The Pace Group provides professional healthcare services that directly assist individuals, families, and organizations.

**NET INCOME:** 

We Care Health Services provides professional and compassionate care that allows seniors and others to live independently in the comfort of their own home. We Care's 50 locations employ 3,000 homecare staff and provide care to over 15,000 clients across Canada.

www.wecare.ca

FAX:

**ANNOUNCEMENT DATE:** February 11, 2013

PRICE: PRICE PER UNIT: Not disclosed **TERMS:** PRICE/REVENUE: PRICE/INCOME:

The addition of Pace broadens We Care's service offerings, most notably in the areas of therapy and rehabilitation service, as well as organizational consulting.

TARGET: San Diego Hospice **ACQUIRER:** Scripps Health

LISTING: LISTING: Nonprofit Nonprofit

LOCATION: CEO: Chris Van Gorder PHONE: 800-727-4777 San Diego, California **UNITS:** 4275 Campus Point Court FAX: (Beds) 858-678-6336

**REVENUE:** San Diego, California 92121

**NET INCOME:** WEB SITE: -\$19,000,000 Annual www.scrippshealth.org

> Operating Income

San Diego Hospice is one of the largest communityowned, not-for-profit hospices in the country, caring for hundreds of terminally ill adults and children each day throughout San Diego County.

Scripps Health is a \$2.6 billion integrated health system, with five acute care hospitals treating a half-million patients annually, with 2,600 affiliated physicians and 13,500 employees.

**ANNOUNCEMENT DATE:** February 13, 2013

PRICE: PRICE PER UNIT: \$10,700,000 \$465,217

TERMS: PRICE/REVENUE:

PRICE/INCOME: -0.56

In the 90 days prior to the acquisition, San Diego Hospice suffered a 50% decline in patients and revenue. On February 4, 2013, San Diego Hospice filed for Chapter 11 bankruptcy protection. San Diego Hospice has been undergoing a federal audit since 2011. Scripps Health will extend a \$5 million debtor-in-possession loan to help maintain operations pending the transition. Meanwhile, Scripps Health acquired a small hospice company in order to receive a state license to immediately begin assuming patients from San Diego Hospice.

TARGET: Freedom Home Healthcare ACQUIRER: Epic Health Services, Inc.

LISTING: Private LISTING: Private

LOCATION: Hackensack, New Jersey CEO: John Garbarino PHONE: 214- 466-1340

UNITS: 1349 Empire Central, Suite FAX:

1050

REVENUE: Dallas, Texas 75247

**NET INCOME:** WEB SITE: www.epichealthservices.com

Founded in 2003, Freedom Home Healthcare is a preimier provider of in-home care for older adults, their families and professional referral source.

Since 2001, Epic Health Services has been a leading provider of pediatric and adult home health care. It also provides pediatric therapy services and private duty nursing services for adults faced with chronic illnesses or catastrophic injuries.

**ANNOUNCEMENT DATE**: February 22, 2013

PRICE: Merger PRICE PER UNIT:
TERMS: Freedom Home Healthcare's PRICE/REVENUE:
Pennyslyania operations as well as its PRICE/INCOME:

private duty nursing services in New Jersey have merged with its sister

company.

Freedom's Pennsylvania operations and private duty nursing services will now be known as Epic Health Services. However, Freedom Home Healthcare will retain its name for its concierge-level services for older adults in New Jersey. The office staff, nurses, and services will remain the same at all facilities.

TARGET: Elite Home Health and ACQUIRER: The Ensign Group

Hospice

LISTING: Private LISTING: NASDAQ: ENSG

**LOCATION:** Clarkston, Washington **CEO:** Christopher **PHONE:** 949-487-9500

Christensen

**UNITS:** 27101 Puerta Real, Ste 450 **FAX:** 

REVENUE: Mission Viejo, California 92691

NET INCOME: WEB SITE: www.ensigngroup.net

Tri-State Memorial Hospital is selling Elite Home

Health and Hospice.

With this acquisition, The Ensign Group operates 109 skilled nursing or assisted living facilities, of which 87 are owned, as well as seven home health and seven hospice companies in 11 states west of the Mississippi.

**ANNOUNCEMENT DATE**: March 5, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: The purchase was made with cash.
PRICE/REVENUE:
PRICE/INCOME:

Elite will bring Ensign's community-based home health and hospice care to the communities of Eastern Washington and Northern Idaho. Elite will be operated by Paragon Healthcare, Ensign's home health and hospice subsidary for the Northwest U.S.

TARGET: Aspen Home Health & ACQUIRER: Salus Homecare

Rehab

LISTING: Private LISTING: Private

LOCATION: Artesia, California CEO: PHONE: UNITS: 2555 Camino Del Rio S FAX:

**REVENUE**: San Diego, California 92108

NET INCOME: WEB SITE: www.salushomecare.com

Aspen Home Health and Rehab is a leading home health agency in Los Angeles' South Bay. Aspen is a certified Medicare provider in home health.

Salus Homecare provides coordinated home-based services, including 24-hour skilled nursing, in-home care, senior home care, physical therapy, occupational therapy, speech therapy and medical social services combined with caregiving services.

**ANNOUNCEMENT DATE**: March 28, 2013 PRICE: Not disclosed

PRICE: Not disclosed PRICE PER UNIT: TERMS: Not disclosed. PRICE/REVENUE:

PRICE/INCOME:

Salus' Glenda Wellington will serve as the Director of Patient Care Services alongside Aspen's senior management team. Wellington will work with Aspen to ensure a smooth integration of the companies for patients and referrers. Aspen will undergo rebranding under the Salus Home Health banner. The deal closed March 28, 2013.

## **HOSPITALS**

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PRICE	\$110,000,000	\$24.760.000								\$23,400,000	\$6,200,000				\$101,000,000						\$54,300,000
DATE January 1, 2013	January 2, 2013	January 3, 2013 January 3, 2013	January 4, 2013	January 11, 2013	January 16, 2013	January 16, 2013	January 22, 2013	January 22, 2013	January 24, 2013	January 26, 2013	February 3, 2013	February 8, 2013	February 21, 2013	March 5, 2013	March 8, 2013	March 13, 2013	March 13, 2013	March 21, 2013	March 22, 2013	March 28, 2013	March 28, 2013
STATE Oklahoma	California	India	China	Pennsylvania	Missouri	Tennessee	Illinois	North Carolina	Massachusetts	Thailand	New York	Maryland	Texas	Tennessee	North Carolina	Missouri	Tennessee	Louisiana	California	Pennsylvania	California
CITY Oklahoma City	Ontario	New Delhi Chicago	Beijing	Philadelphia	St. Louis	Brentwood	Naperville	Asheville	Boston	Bangkok	New York	Easton	Dallas	Brentwood	Charlotte	St. Louis	Brentwood	Mandeville	Los Angeles	Mechanicsburg	Ontario
ACQUIRER INTEGRIS Health	Prime Healthcare Foundation	Moolchand Healthcare Ventas	Concord Medical Services Holdings Limited	University of Pennsylvania Health System	Ascension Health Care Network	RegionalCare Hospital Partners, Inc.	Edward Hospital & Health Services	Mission Health System	Beth Israel Deaconess Medical Center	Bangkok Dusit Medical Services	American Realty Capital Healthcare Trust	Shore Health System	Tenet Healthcare Corporation	LifePoint Hospitals	Carolinas HealthCare System	SSM Health Care	LifePoint Hospitals, Inc.	Progressive Acute Care L.L.C.	Prospect Medical Holdings, Inc.	Vibra Healthcare, LLC	Prime Healthcare Services
STATE Oklahoma	Texas	India North Carolina	Texas	Pennsylvania	Connecticut	Arizona	Illinois	North Carolina	Massachusetts	Thailand	Michigan	Maryland	California	Michigan	North Carolina	Missouri	Virginia	Louisiana	Rhode Island	Idaho	Kansas
CTTY Oklahoma City	Weslaco	Agra Knightdale	Houston	West Chester	Hartford	Sierra Vista	Elmhurst	Rutherfordton	Plymouth	Bangkok	Wyoming	Chestertown	Turlock	Ishpeming	Shelby	Mexico	Warrenton	New Iberia	Providence	Meridian	Kansas City
TARGET Lakeside Women's Hospital	Knapp Medical Center	Pankaj Apollo Hospital Rex Knightdale propertv	MD Anderson Proton Therapy Center	Chester County Hospital and Health System	Saint Francis Care, Inc.	Sierra Vista Regional Health Center	Elmhurst Memorial Healthcare	Rutherford Regional Health System	Jordan Health Systems Inc.	Krungdhon Hospital	Cancer Center at Metro Health Village	Chester River Health System	Emanuel Medical Center	Bell Hospital	Cleveland County HealthCare System	Audrain Medical Center	Fauquier Health	Dauterive Hospital	CharterCare Health Partners	Complex Care Hospital of Idaho	Two Kansas Hospitals

TARGET: Lakeside Women's Hospital ACQUIRER: INTEGRIS Health

LISTING: Nonprofit LISTING: Nonprofit

**LOCATION:** Oklahoma City, Oklahoma **CEO:** Bruce Lawrence **PHONE:** 405-951-2277

UNITS: 61 (beds) 3300 NW. Expressway FAX:

**REVENUE**: \$39,194,023 (2011) Oklahoma City, Oklahoma 73112 **NET INCOME**: -\$5,014,932 (EBITDA) **WEB SITE**: www.integrisok.com

INTEGRIS Health will be the majority owner of
Lakeside Women's Hospital, but the physicians
practice will remain independent.

INTEGRIS Health
hospitals, rehabilita
facilities, independ

INTEGRIS Health is Oklahoma's largest health system with hospitals, rehabilitation centers, physician clinics, mental health facilities, independent living centers and home health agencies located throughout much of the state.

ANNOUNCEMENT DATE: January 1, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

The acquisition will complete Lakeside Women's Hospital's sphere of care by providing patients with benefits not previously offered at Lakeside. These new services include high quality cardiology, oncology and orthopedic specialists, as well as a wide variety of educational programs. This acquisition was effective on January 1, 2013.

TARGET: Knapp Medical Center ACQUIRER: Prime Healthcare Foundation

LISTING: Nonprofit LISTING: Nonprofit

LOCATION: Weslaco, Texas CEO: James A. Summersett PHONE: 816-860-7711

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**UNITS:** 209 (beds) 3300 East Guasti Road, **FAX:** 816-860-5080

2nd Floor

**REVENUE**: \$128,574,191 (2010) Ontario, California 91761

NET INCOME: \$8,174,635 (2010 WEB SITE: www.phsfoundation.org

EBITDA)

Knapp Medical Center has been serving the healthcare needs of Mid-Valley residents for five

decades.

The Prime Healthcare Foundation provides healthcare in Southern California and Texas through the operation of community hospitals and support of programs dedicated to healthy living.

**ANNOUNCEMENT DATE**: January 2, 2013

PRICE: \$110,000,000 PRICE PER UNIT: \$526,316

TERMS: Prime will purchase a controlling interest by investing \$10 million in PRICE/INCOME: 13.46

capital improvements and paying \$100 million which will be used to fund a

new community foundation.

Prime Healthcare Foundation will continue to operate Knapp as a nonprofit, community-based hospital, but the hospital will benefit from the economies of scale in regard to purchasing power and shared intelligence on best practices in healthcare operations. Two prior deals fell through, one each with Valley Baptist Health and Universal Health Services. This acquisition closed on January 2, 2013.

TARGET: Pankaj Apollo Hospital ACQUIRER: Moolchand Healthcare

LISTING: Private LISTING: Private

LOCATION: Agra, India CEO: Shravan Talwar PHONE: 91 0562 3058000

UNITS: 200 (beds) Lagpat Nagar III FAX:

**REVENUE:** New Delhi, India 110 024

NET INCOME: WEB SITE: www.moolchandhealthcare.com

Pankaj Apollo Hospital is the largest private tertiary care hospital in Agra with a capacity of 200 beds.

Moolchand Healthcare is a healthcare services provider in India.

**ANNOUNCEMENT DATE**: January 3, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

Moolchand Healthcare intends to expand the target hospital to include a comprehensive cancer unit in Phase 1, and expand capacity to 300 beds in Phase 2. Sapphire Professional Services acted as financial advisors and Khaitan & Company were the legal advisors to Moolchand.

TARGET: Rex Knightdale property ACQUIRER: Ventas

LISTING: Private LISTING: NYSE: VTR

LOCATION: Knightdale, North Carolina CEO: Debra Cafaro PHONE: 877-4VENTAS

UNITS: 353 North Clark Street Ste 3300 FAX:

REVENUE: Chicago, Illinois 60654

NET INCOME: WEB SITE: www.ventasreit.com

The Rex Knightdale campus is a 93,000-square-foot outpatient facility and wellness center on 7.7 acres.

Ventas, a seniors housing and healthcare real estate investment trust, currently owns over 1,400 properties in 46 states.

**ANNOUNCEMENT DATE**: January 3, 2013

PRICE: \$24,760,000 PRICE PER UNIT:

TERMS: In addition to buying the property,
Ventas inherited the 75 year land lease PRICE/INCOME:

agreement.

The purchase was made from a joint venture of NexCore Properties of Denver, Colorado and Heitman Capital Managemet of Chicago. This acquisition creates prospects for additional revenue generation.

TARGET: MD Anderson Proton

Therapy Center

ACQUIRER: Concord Medical Services Holdings

Limited

LISTING: Nonprofit LOCATION:

Houston, Texas

**UNITS:** 

LISTING: NASDAQ: CCM

CEO: Jianyu Yang PHONE: 86 10 5903 6688 18th Fl Twr A Global Trade Ctr FAX: 86 10 5957 5252

36 N Third Ring Rd E Dongcheng District Beijing, China 100013

**REVENUE:** 

WEB SITE: www.cmsholdings.com **NET INCOME:** 

MD Anderson Proton Therapy Center, a division of the MD Anderson Cancer Center, offers the most advanced radiation available to treat various cancers using proton therapy.

Concord Medical Services Holdings Limited operates the largest network of radiotherapy and diagnostic imaging centers in China. On a trailing 12-month basis the company generated revenue of \$90 million, EBITDA of \$48 million and a net loss of \$34 million.

**ANNOUNCEMENT DATE:** January 4, 2013 PRICE: Not disclosed

TERMS: CCM paid cash to purchase a minority

interest in the general partner and facility manager. CCM will be entitled to receive both management fees and

cash distribution.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

By acquiring an interest in the Proton Therapy Center, CCM is much closer to its goal of building and operating proton centers in China. After the closing, CCM becomes the second largest owner of the MD Anderson Proton Therapy Center, behind MD Anderson Cancer Center. Shearman & Sterling represented CCM as its legal advisor.

LISTING:

CEO:

TARGET: Chester County Hospital

and Health System

ACQUIRER: University of Pennsylvania Health

System

Nonprofit

LISTING: Nonprofit

**REVENUE:** 

LOCATION: West Chester, Pennsylvania

**UNITS:** 220

(beds)

Philadelphia, Pennsylvania **NET INCOME:** WEB SITE: www.pennmedicine.org

Founded in 1892, The Chester County Hospital and Health System has 220 staffed beds and will add 72

additional beds in the summer of 2013.

**ANNOUNCEMENT DATE:** January 11, 2013

PRICE: Not disclosed TERMS: Not disclosed

The University of Pennsylvania Health System (UPHS) operates three hospitals with a combined total of 1,542 licensed beds. For the year ended June 30, 2006, it generated \$2.4 billion in revenue and \$158.0 million in net income.

PHONE:

FAX:

215-662-2560

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

TCCHHS already has existing relationships with Penn in the areas of cancer, radiology, radiation oncology and maternal fetal medicine. The two organizations hope to complete the due diligence and regulatory process in the Spring of 2013. Cain Brothers advised TCCHHS through the process of seeking a strategic corporate partner.

TARGET: Saint Francis Care, Inc. ACQUIRER: Ascension Health Care Network

LISTING: Nonprofit LISTING: Private

LOCATION: CEO: PHONE: Robert J. Henkel 314-733-8000 Hartford, Connecticut

**UNITS:** FAX: 590 (beds) 4600 Edmundson Road

**REVENUE:** St. Louis, Missouri 63134

**NET INCOME:** WEB SITE: www.ascensionhealth.org

St. Francis Care is an integrated healthcare delivery Ascension Health Care Network, an affiliate of Ascension Health system established by St. Francis Hospital and Alliance, operates a network of hospitals and related health facilities Medical Center. in the United States. It is the nation's first for-profit Catholic

healthcare system.

ANNOUNCEMENT DATE: January 16, 2013

PRICE: Not disclosed PRICE PER UNIT: **TERMS:** PRICE/REVENUE: Not disclosed PRICE/INCOME:

Both parties will conduct due diligence and work toward the development of a definitive agreement in the upcoming months.

TARGET: Sierra Vista Regional ACQUIRER: RegionalCare Hospital Partners, Inc.

Health Center

LISTING: Nonprofit LISTING: Private

LOCATION: CEO: Martin Rash PHONE: 615-844-9800 Sierra Vista, Arizona

200

**UNITS:** 103 Continental Place, Suite FAX: (beds)

**REVENUE:** Brentwood, Tennessee 37027 \$99,344,968 (2011)

**NET INCOME:** WEB SITE: \$15,446,833 (EBITDA) www.regionalcare.net

Sierra Vista Regional Health Center operates a Joint Commission Accredited acute care hospital in Sierra Vista with an outpatient surgery and imaging center.

SCRHC also has six outpatient clinics.

Founded in 2009, RegionalCare Hospital has grown into a system of

seven rural community hospitals.

ANNOUNCEMENT DATE: January 16, 2013

PRICE: Not disclosed PRICE PER UNIT: TERMS: As part of the partnership RegionalCare PRICE/REVENUE: has agreed to construct a 100-bed PRICE/INCOME:

hospital within the next three years

The two companies reached an agreement for a long-term lease and development of a new hospital. The agreement is slated to close on April 30, 2013.

TARGET: Elmhurst Memorial

Healthcare

**LISTING:** Nonprofit

**LOCATION:** Elmhurst, Illinois

**UNITS:** 406 (beds)

**REVENUE**: \$497,700,000 (2010) **NET INCOME**: \$51,400,000 (2010)

EBITDA)

Elmhurst Memorial Healthcare provides administrative, management and related services to Elmhurst Memorial Hospital and Linden Oaks at Edward.

**ANNOUNCEMENT DATE**: January 22, 2013

PRICE:
TERMS: No details

ACQUIRER: Edward Hospital & Health Services

**LISTING:** Nonprofit

PRICE PER UNIT:

**CEO:** Pamela Davis **PHONE:** 630-527-3000

801 S. Washington Street FAX:

Naperville, Illinois 60540 **WEB SITE:** www.edward.org

Edward Hospital & Health Services is a full-service, regional healthcare provider offering full access to complex medical

specialties and innovative programming.

TERMS: No details.

PRICE/REVENUE:
PRICE/INCOME:

Merger

The merger will create a three-hospital system--Edward, Elmhurst Memorial and Linden Oaks at Edward, a 108-bed behavioral care hospital on Edward's Naperville, Illinois campus. The hospitals together will be able to better maintain costs and offer a wide variety of locations and the latest services across a wide geography. Once approved, the merger is expected to be completed by mid 2013. On April 3, 2013, the systems signed a definitive agreement to merge.

TARGET: Rutherford Regional Health

(beds)

System

**LISTING:** Nonprofit

**LOCATION:** Rutherfordton, North Carolina

**UNITS:** 143

**REVENUE**: \$93,665,236 (2011) **NET INCOME**: \$14,732 (EBITDA)

Rutherford Regional Health System (RRHS) has over 120 qualified physicians and more than 23 medical specialties. It is a not-for-profit hospital system governed by a local Board of Trustees licensed for 143 private acute care beds.

**ANNOUNCEMENT DATE**: January 22, 2013

PRICE: Merger

TERMS:

ACQUIRER: Mission Health System

**LISTING:** Nonprofit

**CEO:** Ronald A. Paulus **PHONE:** 828-213-1111

509 Biltmore Avenue FAX:

Asheville, North Carolina 28801

WEB SITE: www.mission-health.org

Mission Health Systems is the state's sixth largest health system and the tertiary care regional referral center for Western North Carolina and the adjoining region.

PRICE PER UNIT: PRICE/REVENUE:

PRICE/INCOME:

The two systems signed a non-binding memorandum of understanding for RRHS to become a full-member hospital of Mission Health System. The due diligence and negotiation process will take place beginning immediately and a definitive partnership agreement will be finalized at the completion of those processes.

TARGET: Jordan Health Systems Inc. ACQUIRER: Beth Israel Deaconess Medical Center

LISTING: Nonprofit LISTING: Nonprofit

LOCATION: Plymouth, Massachusetts CEO: PHONE: 617-667-7000

UNITS: 155 (beds) 330 Brookline Avenue FAX:

**REVENUE**: \$198,055,113 (2011) Boston, Massachusetts 02215 **NET INCOME**: \$17,383,400 (EBITDA) **WEB SITE**: www.bidmc.org

Jordan Health Systems is the parent organization of Jordan Hospital. Founded in 1903, Jordan Hospital is a 155-bed facility with 1,500 employees, including 250 active medical staff. In 2011, Jordan Health Systems had a total profit of \$4.1 million.

Beth Israel Deaconess Medical Center, a Harvard affiliate, has been slowly building up its network of hospitals. Beth Israel Deaconess has its main hospital in Boston's Longwood Medical area.

**ANNOUNCEMENT DATE**: January 24, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

This deal allows Beth Israel Deaconess to better compete with larger hospital systems in the Massachusettes area, as Jordan serves a dozen communities in Plymouth and Barnstable counties. Jordan hired Chicago-based health care consulting firm Kaufman Hall to help it review four bids for the hospital. The parties hope to sign a definitive merger agreement later this year after a due diligence process is completed.

TARGET: Krungdhon Hospital ACQUIRER: Bangkok Dusit Medical Services

LISTING: SET: KDH LISTING: OTCBB: BDULF

**LOCATION:** Bangkok, Thailand **CEO:** Cheatree Duangnet **PHONE:** 66 2310 3000

**UNITS:** 2 Soi Soonvijai 7, **FAX:** 66 2318 1546

New Petchburi Rd.

REVENUE: Bangkok, Thailand 10310

NET INCOME: WEB SITE: www.bangkokhospitalgroup.com

A stake in Krungdhon Hospital is being acquired through the purchase of outstanding shares. Following the acquisition, Royal Bangkok Healthcare and BGH will hold 44.86 percent of shares in KDH.

hospitals, of which 23 belong directly to the company, while eight belong to Phyathai Hospital and Paolo Memorial.

Bangkok Dusit Medical Services (BGH) currently operates 31

**ANNOUNCEMENT DATE**: January 26, 2013

PRICE: \$23,400,000 PRICE PER UNIT: TERMS: Cash for a 24.94% stake in Krugdhon PRICE/REVENUE:

Hospital. After the purchase, BDULF PRICE/INCOME:

will own a 44.96% stake in the hospital.

This acquisition is inline with BGH's goal of increasing the number of hospitals within the group to 50 by 2015, both in Thailand and neighboring countries such as Myanmar, Laos and Cambodia. The company plans to expand through both organic growth and mergers and acquisitions.

TARGET: Cancer Center at Metro

Health Village

ACQUIRER: American Realty Capital Healthcare

Trust

LISTING: Private

LOCATION: Wyoming, Michigan **UNITS:** 

208 **Beds** 

**REVENUE:** 

**NET INCOME:** 

LISTING: Private

CEO: Nicholas S. Schorsch PHONE: 212-415-6500

405 Park Ave., 15th Fl. FAX:

New York, New York 10022

WEB SITE: www.americanrealtycap.com

The Cancer Center at Metro Health Village is coowned by Metro Health and Triangle Associate Inc. Metro Health and its partners developed the 21,052square-foot radiation oncology center in 2008 for \$7.3 million.

ARC-Healthcare Trust is part of American Realty Trust, a private REIT based in New York. This is its first acquisition in the seniors housing business. The REIT owns 43 health care properties in 16 states.

**ANNOUNCEMENT DATE:** February 3, 2013

PRICE: \$6,200,000

**TERMS:** 

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

Metro Health will continue to provide radiation therapy at the center through a joint venture with the University of Michigan Health System after the facility's sale. A 15-year lease on the facility, by Metro Health, runs through June 2022 and will initially generate \$600,000 annually for the REIT, according to a quarterly financial report filed with federal securities regulators. The acquisition is the third in Michigan for American Realty Capital. The deal closed in January 2013.

TARGET: Chester River Health System ACQUIRER: Shore Health System

LISTING: Nonprofit

LOCATION: Chestertown, Maryland

UNITS: (beds)

**REVENUE:** \$56,946,393 (2011)

**NET INCOME:** \$2,297,862 (EBITDA) LISTING: Nonprofit

CEO: Kenneth D. Kozel PHONE:

219 S. Washington Street FAX: 410-822-1000

Easton, Maryland 21601

WEB SITE: www.shorehealth.org

Chester River Health System is an integrated delivery system with a 47-bed hospital, hospice and home care provider and senior care facility. It is a member of the University of Maryland Medical System.

Shore Health System operates 129-bed Memorial Hospital in Easton and 58-bed Dorchester General in Cambridge, as well as a variety of outpatient facilities and five physician practices. Shore Health is a member of the University of Maryland Medical System.

ANNOUNCEMENT DATE: February 8, 2013

PRICE: Merger TERMS: The two health systems will merge into

a single entity, with a single board

governance structure.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

On January 8, 2013, the two Boards unanimously approved the merger. Effective July 1, 2013 Shore Health System and Chester River Health System will merge into a single entity, with a single board governance structure. The two executive teams will merge with Ken Kozel, current CEO of Shore Health, as CEO of the unified system. On a date yet to be determined the health systems' medical staffs will be unified. By January 2014, the health systems' middle management team will be unified.

TARGET: Emanuel Medical Center ACQUIRER: Tenet Healthcare Corporation

LISTING: Nonprofit LISTING: NYSE: THC

 LOCATION:
 Turlock, California
 CEO:
 Trevor Fetter
 PHONE:
 469-893-2000

 UNITS:
 354 (beds)
 1445 Ross Avenue, Suite 100
 FAX:
 469-893-8600

**REVENUE**: \$211,218,598 (2012) Dallas, Texas 75202

NET INCOME: \$12,818,628 (EBITDA) WEB SITE: www.tenethealth.com

Emanuel Medical Center is a community-based Christian healthcare organization. Its main campus in Turlock includes a 209-bed acute care hospital, a 145-bed skilled nursing facility and a 49-bed assisted living facility.

Tenet Healthcare operates acute care hospitals and related facilities. It operates 49 hospitals in 11 states with 13,420 beds.

**ANNOUNCEMENT DATE**: February 21, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

The acqisition of Emaunel Medical Center represents a significant step in expanding Tenet's intergrated healthcare network in California's Central Valley region. Emanuel Medical Center will retain its affiliation with the Evangelical Covenant Church. The transaction is subject to customary approvals and other closing conditions. Tenet expects to complete this acquisition in the second quarter of 2013.

TARGET: Bell Hospital ACQUIRER: LifePoint Hospitals

LISTING: Nonprofit LISTING: NASDAQ: LPNT

**LOCATION:** Ishpeming, Michigan **CEO:** William F. Carpenter **PHONE:** 615-372-8540

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UNITS: 25 (beds) 103 Powell Court FAX:

**REVENUE:** \$46,144,358 (2012) Brentwood, Tennessee 37027

**NET INCOME:** \$6,199,740 (EBITDA) **WEB SITE:** www.lifepointhospitals.com

Bell is a 25-bed critical access hospital with more than 350 employees serving Marquette County. Bell has more than 90 physicians on its active and consulting medical staff.

Duke LifePoint (DLP) Healthcare is a joint venture between an academic health system and a hospital operations company.

**ANNOUNCEMENT DATE**: March 5, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

Bell Hospital has signed a letter of intent to be acquired by LifePoint Hospitals. This acquisition will give Bell Hospital access to financial, clinical and operational resources. The two sides will enter into a due diligence and negotiation process, which is projected to take 60 to 90 days. The proposed transaction will be subject to review and approval by the Attorney General of Michigan.

**TARGET:** Cleveland County

HealthCare System

**LISTING:** Nonprofit

LOCATION: Shelby, North Carolina CEO: Michael C. Tarwater PHONE: 704-355-2000

LISTING:

UNITS: 504 (beds) 1000 Blythe Blvd.

**REVENUE**: \$222,288,029 (2011) Charlotte, North Carolina 28203 **NET INCOME**: \$24,782,208 (EBITDA) **WEB SITE**: www.carolinas.org

Cleveland County is selling the Cleveland County HealthCare System, which includes the Cleveland Regional Medical Center in Shelby, the Kings Mountain Hospital, Cleveland Pines Nursing Center in Shelby, and Crawley Memorial Hospital in Boiling Springs. Carolinas HealthCare System (CHS) owns or manages 25 hospitals in North and South Carolina with 4,300 licensed beds and 25,300 employees. It generates annual revenue of about \$2.0 billion.

FAX:

ACQUIRER: Carolinas HealthCare System

Nonprofit

**ANNOUNCEMENT DATE**: March 8, 2013

PRICE:\$101,000,000ApportionedPRICE PER UNIT:\$200,397TERMS:Cleveland County will acquire \$23<br/>million now, and then \$3 millionPRICE/REVENUE:0.45PRICE/INCOME:4.08

annually. Carolina HealthCare will also assume all of the county's liabilities regarding the health system.

The county will continue to operate Cleveland County's health department, mental health center and employee wellness facility and will lease these buildings from Carolinas HealthCare for two years for \$1 a year. This transaction should help Cleveland County continue their economic development efforts.

TARGET: Audrain Medical Center ACQUIRER: SSM Health Care

LISTING: LISTING: Nonprofit

 LOCATION:
 Mexico, Missouri
 CEO:
 Bill Thompson
 PHONE:
 314-994-7800

 UNITS:
 49 (beds)
 477 N. Lindbergh Blvd.
 FAX:
 314-994-7900

**REVENUE**: \$56,684,446 (2011) St. Louis, Missouri 63141 **NET INCOME**: -\$4,679,201 (EBITDA) **WEB SITE**: www.ssmhc.com

Audrain Medical Center is an acute care hospital with 49 beds and nine MedChoice affiliated rural clinics. Audrain Medical Center has more than 500 employees and 40 active physicians.

SSM Health Care is an integrated delivery system with 20 owned, managed and affiliated hospitals in four states. For 2010, the system generated operating revenue of \$3.0 billion and operating income of \$135 million.

**ANNOUNCEMENT DATE**: March 13, 2013 **PRICE**: Not disclosed

TERMS: Not disclosed PRICE/REVENUE:

PRICE/INCOME:

SSM and Audrain Medical Center entered into exclusive talks in December and now SSM will own and operate Audrain Medical Center starting April 1, 2013. SSM Health Care will now form a Mid-Missouri Region because of the proximity of the medical center and its clinics to St. Mary's Health Center in Jefferson City. The Audrain Medical Center will eventually be renamed to reflect its affiliation with SSM Health Care.

PRICE PER UNIT:

TARGET: Fauquier Health ACQUIRER: LifePoint Hospitals, Inc.

LISTING: Nonprofit LISTING: NASDAQ: LPNT

**LOCATION:** Warrenton, Virginia **CEO:** William F. Carpenter **PHONE:** 615-372-8540

Ш

**UNITS:** 103 Powell Court **FAX:** 615-372-8586

**REVENUE:** \$148,100,000 (2011) Brentwood, Tennessee 37027

NET INCOME: WEB SITE: www.lifepointhospitals.com

Fauquier Health is a not-for-profit community health system which operates Fauquier Hospital as well as other rehabilitation and assisted living centers. Fauquier has a total of 1,100 employees and 164 physicians.

LifePoint Hospitals operates acute care hospitals in non-urban markets; it operates 54 campuses with 6,050 beds. On a trailing 12-month basis, it generated revenue of \$3.7 billion, EBITDA of \$550 million and net income of \$173 million.

**ANNOUNCEMENT DATE**: March 13, 2013

PRICE: Merger PRICE PER UNIT:
TERMS: The deal includes assumption of \$90 PRICE/REVENUE:
million of debt by LifePoint. PRICE/INCOME:

Fauquier Health will have a minority share, possibly 20%, of a new limited liability corporation that will own the local hospital, the 112-bed nursing home and related properties as a for-profit LifePoint subsidary.

TARGET: Dauterive Hospital ACQUIRER: Progressive Acute Care L.L.C.

LISTING: Nonprofit LISTING: For profit

 LOCATION:
 New Iberia, Louisiana
 CEO:
 Dan Rissing
 PHONE:
 985-624-7401

 UNITS:
 103 (beds)
 2210 7th Street
 FAX:
 985-626-6184

**REVENUE**: \$51,497,004 (2010) Mandeville, Louisiana 70571

**NET INCOME:** -\$9,216,980 (EBITDA) **WEB SITE:** www.progressiveacute.com

The Regional Health System of Acadian is selling Dauterive Hospital. Founded in 1920, it is a 103-bed full-service hospital that offers a full spectrum of services, including cardiovascular care, general surgery, orthopedics, emergency care and urological Progressive Acute Care, LLC (PAC), founded in 2008, is a Louisiana healthcare system whose growing network of hospitals delivers a full continuum of high-quality, community focused, and compassionate care to the people in the many communities in which they serve.

**ANNOUNCEMENT DATE**: March 21, 2013 PRICE: Not disclosed

TERMS: Not disclosed PRICE/REVENUE: PRICE/INCOME:

Dauterive Hospital now joins several Progressive Acute Care Louisiana facilities which currently serve rural markets across the state.

PRICE PER UNIT:

TARGET: CharterCARE Health

Partners

**LISTING:** Nonprofit

**LOCATION:** Providence, Rhode Island

UNITS:

REVENUE: NET INCOME:

CharterCARE Health Partners, created through the affiliation of Roger Williams Medical Center and St. Joseph Health Services of Rhode Island, was formed to preserve and enhance quality health care for the communities they serve.

**ANNOUNCEMENT DATE**: March 22, 2013

PRICE: Not disclosed

ACQUIRER: Prospect Medical Holdings, Inc.

**LISTING**: Private

**CEO:** Samuel S. Lee **PHONE:** 310-943-4500

10780 Santa Monica Blvd., FAX:

No. 400

Los Angeles, California 90025

WEB SITE: www.prospectmedical.com

Backed by Leonard Green & Partners, Prospect Medical operates five hospitals in the Los Angeles area with a combined total of 759 beds. For the six months ended March 31, 2011, it generated revenue of \$294.5 million, EBITDA of \$22 million and a loss of \$3

TERMS: Joint venture. PRICE/REVENUE: PRICE/INCOME:

Under the proposed deal, CCHP and PMH will create a joint venture, though the groups did not state how big PMH's stake would be.

TARGET: Complex Care Hospital of

Idaho

**LISTING:** Private

LOCATION: Meridian, Idaho
UNITS: 60 (beds)

**REVENUE:** \$18,352,289 (2012) **NET INCOME:** -\$750,809 (EBIDA)

LCI Holdco, LLC, the parent company of LifeCare Holdings, Inc., is selling the Complex Care Hospital of Idaho. CCHI is a state-of-the-art, 60-bed hospital. It is currently in bankruptcy proceedings.

**ANNOUNCEMENT DATE**: March 28, 2013

PRICE: Not disclosed.

TERMS: Not disclosed.

ACQUIRER: Vibra Healthcare, LLC

**LISTING:** Private

PRICE PER UNIT:

**CEO**: **PHONE**: 717-591-5700 4550 Lena Drive **FAX**: 717-591-5710

Mechanicsburg, Pennsylvania 17055 **WEB SITE:** www.vibrahealthcare.com

Vibra Healthcare currently has multiple hospital operations and outpatient locations in 11 states. Vibra has over 1,400 staffed beds, 5,000 employees, and estimated annualized revenues of \$541 million.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

Vibra and LifeCare executed an agreement for Vibra's acquisition of substantially all of the assets of CCHI and the continued employment of CCHI's employees. The proposed sale is subject to terms set forth in the agreement including customary conditions such as Bankruptcy Court and regulatory approval.

TARGET: Two Kansas Hospitals ACQUIRER: Prime Healthcare Services

LISTING: Nonprofit LISTING: Private

LOCATION: Kansas City, Kansas CEO: James A. Summersett PHONE: 816-860-7711

III

**UNITS:** 232 (units) 3300 East Guasti Road, **FAX:** 816-860-5080

2nd Floor

**REVENUE**: \$184,802,677 (2011) Ontario, California 91761

**NET INCOME**: -\$8,780,678 (EBITDA) **WEB SITE**: www.primehealthcare.com

Sisters of Charity of Leavenworth Health System
Corp. is selling Providence Medical Center and St.
John Hospital located in Kansas City and
Leavenworth, Kansas, respectively.

The Prime Healthcare Services provides healthcare in Southern California and Texas through the operation of community hospitals and support of programs dedicated to healthy living.

**ANNOUNCEMENT DATE**: March 28, 2013

 PRICE:
 \$54,300,000
 PRICE PER UNIT:
 \$234,052

 TERMS:
 Cash.
 PRICE/REVENUE:
 0.29

 PRICE/INCOME:
 -6.18

Most said that Prime offered the best, if not only, assurance to keep the acute care hospitals and their emergency rooms open for at least five years. SCLHS representatives said the cash sale price for the hospitals of \$54.3 million falls far short of the \$121 million of debt that the SCLHS will continue to absorb after the sale to Prime. SCLHS said the two facilities had operating losses of more than \$78 million over the last 10 years, during which time the system invested \$93 million in capital improvements in the two hospitals. On April 1, 2013, the Kansas Attorney General okayed the deal.

## LABORATORIES, MRI AND DIALYSIS

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TARGET	CITY	STATE	ACQUIRER	CIIIY	STATE	DATE	PRICE
Six dialysis facilities	San Fernando Valley Area	California	Ambulatory Services of America, Inc.	Brentwood	Tennessee	January 3, 2013	
Nine dialysis centers		Portugal and Polan	DaVita, Inc.	Denver	Colorado	January 7, 2013	
Verinata Health, Inc.	Redwood City	California	Illumina, Inc.	Canton	Massachusetts	January 7, 2013	\$350,000,000
Lab21 lnc.	Greenville	South Carolina	Selah Genomics Inc.	Greenville	South Carolina	January 8, 2013	
BioClinica, Inc. & CoreLab Partners, Inc.	Newtown	Pennsylvania	JLL Partners, Inc.	New York	New York	January 30, 2013	\$123,000,000
New Smyrna Beach Artificial Kidney Center	New Smyrna Beach		DSI Renal	Nashville	Tennessee	February 20, 2013	
Health Diagnostics Management, LLC	Melville	New York	Health Management Corporation of America	Melville	New York	March 6, 2013	\$34,400,000
Atlantis Healthcare Group Puerto Rico. Inc.	Truillo Alto		ICV Partners	New York	New York	March 19, 2013	

TARGET: Six dialysis facilities ACQUIRER: Ambulatory Services of America, Inc.

LISTING: Private LISTING: Private

LOCATION: San Fernando Valley Area, CEO: Timothy Martin PHONE: 615-250-1799

California

**UNITS:** 320 Seven Springs Way, **FAX:** 615-250-1644

Ste 220

**REVENUE:** Brentwood, Tennessee 37027

NET INCOME: WEB SITE: www.asaambulatory.com

Joint ventures of both Kidney Centers, Inc. and affiliates of KCI included six dialysis facilities plus an acute dialysis program.

Ambulatory Services of America (ASA) and its subsidiary, Innovative Dialysis Systems, made the acquisition. ASA provides dialysis and radiation oncology services in alternative-site settings.

**ANNOUNCEMENT DATE**: January 3, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

ASA and Innovative Dialysis plan to excel at the business aspects of running the dialysis facilities while allowing KCI and its affiliates to take the lead in providing high quality care to patients. This acquisition closed on December 31, 2012.

TARGET: Nine dialysis centers ACQUIRER: DaVita, Inc.

LISTING: Private LISTING: NYSE: DVA

**LOCATION:** Portugal and Poland, **CEO:** Kent J. Thiry **PHONE:** 303-405-2100

UNITS: 2000 16th St. FAX:

**REVENUE**: Denver, Colorado 08202

NET INCOME: WEB SITE: www.davita.com

Nine dialysis centers - five in Poland and four in Portugal - are being bought from Fresenius Medical

Care.

DaVita provides integrated dialysis services for patients suffering from end-stage renal disease (ESRD). It serves 124,000 patients through 1,800 facilities. On a trailing 12-month basis, DVA generated revenue of \$7.8 billion, EBITDA of \$1.6 billion and net

income of \$530 million.

**ANNOUNCEMENT DATE**: January 7, 2013

PRICE: Not disclosed PRICE PER UNIT: TERMS: Not disclosed PRICE/REVENUE:

PRICE/INCOME:

DaVita, the kidney division of DaVita HealthCare Partners Inc., has been a provider of kidney care services in the U.S., and now plans to further expand in Europe, after initially investing in Germany in 2011.

TARGET: Verinata Health, Inc. ACQUIRER: Illumina, Inc.

LISTING: Private LISTING: NASDAQ: ILMN

LOCATION:Redwood City, CaliforniaCEO:Jay T. FlatleyPHONE:858-202-4500UNITS:250 Royall StreetFAX:858-202-4766

REVENUE: Canton, Massachusetts 02021

NET INCOME: WEB SITE: www.illumina.com

Verinata Health is focused on developing and offering non-invasive tests for early identification of fetal chromosomal abnormalities through its proprietary technologies.

Illumina is a leading developing and science tools, and integrated analysis of genetic variations.

Illumina is a leading developer, manufacturer and marketer of life science tools, and integrated tools and integrated systems for the analysis of genetic variation and function.

**ANNOUNCEMENT DATE**: January 7, 2013

PRICE: \$350,000,000 PRICE PER UNIT:
TERMS: \$350 million plus up to \$100 million in milestone payments through 2015. PRICE/INCOME:

Together, Illumina and Verinata are well-suited to drive the adoption of the non-invasive prenatal testing market. Including the recent acquisition of BlueGnome, Illumina will have a portfolio of reproductive health offerings. Bank of America Merrill Lynch acted as financial advisor to Illumina, and Covington & Burling LLP acted as legal counsel. This acquisition was completed on February 21, 2012.

TARGET: Lab21 Inc. ACQUIRER: Selah Genomics Inc.

**LISTING:** Private **LISTING:** Private

**LOCATION:** Greenville, South Carolina **CEO:** Michael Bolick **PHONE:** 864-751-4815

UNITS: 411 University Ridge, Ste A FAX:

REVENUE: Greenville, South Carolina 29601

NET INCOME: WEB SITE: www.selahgenomics.com

Lab21 Inc., the U.S. subsidiary of Lab21 Ltd., operates a molecular diagnostic testing service from its main CLIA laboratory and a Clinical Genomics Center in the Greenville Health System's Institute for Translational Oncology Research.

Selah Genomics Inc. performs genetic testing in laboratories, and is leveraging the latest in molecular and genomic technologies to develop tests that can tell doctors when a specific patient has a DNA mutation that can be targeted by a drug.

**ANNOUNCEMENT DATE**: January 8, 2013

PRICE: Not disclosed PRICE PER UNIT: TERMS: Selah Genomics led a management buy-PRICE/REVENUE:

out of Lab21 Inc. PRICE/INCOME:

Private equity firms Nexus Medical Partners, SCRA Technology Ventures' Stage 2 Affiliate, SC Launch and the Greenville Local Development Corporation supported the buyout.

TARGET: BioClinica, Inc. & CoreLab

Partners, Inc.

LISTING: NASDAQ: BIOC

LOCATION: Newtown, Pennsylvania

UNITS:

**REVENUE**: \$75,170,000 (ttm) **NET INCOME**: \$10,470,000 (EBITDA)

BioClinica, Inc., a global provider of clinical trial management solutions, and CoreLab Partners, Inc., a provider of medical imaging solutions and cardiac safety services based in Princeton, New Jersey are being acquired.

**ANNOUNCEMENT DATE**: January 30, 2013

**PRICE:** \$123,000,000

**TERMS:** \$123 million cash for BioClinica plus an

undisclosed amount for CoreLab

Partners.

ACQUIRER: JLL Partners, Inc.

**LISTING:** Private

**CEO: PHONE:** 212-286-8600 450 Lexington Ave., 31st Floor **FAX:** 212-286-8626

New York, New York 10017

WEB SITE: www.jllpartners.com

JLL Partners and Ampersand Partners, two private equity firms, are acquiring BioClinica and CoreLab Partners, Inc. JLL Partners has \$4.0 billion of capital under management. Ampersand Partners is focused on middle market growth equity investments in the Healthcare sector.

PRICE PER UNIT:

PRICE/REVENUE: 1.64 PRICE/INCOME: 11.75

Following the acquisition, BioClinica and CoreLab Partners will be merged to create a provider of medical imaging services and eClinical solutions for clinical trials. JLL expects this combination to have large growth potential in the context of the industry's future. This acquisition closed on March 14, 2013. Excel Partners acted as financial advisor to BioClinica, and Morgan, Lewis & Bockius LLP acted as its legal counsel. Baird acted as financial advisor to Corelab Partners and Edwards Wildman Palmer LLP acted as legal counsel to CoreLab Partners and Ampersand Capital Partners.

TARGET: New Smyrna Beach

Artificial Kidney Center

**LISTING:** Private

**LOCATION:** New Smyrna Beach, Florida

UNITS: REVENUE: NET INCOME:

Previously owned by KRU Medical, the New Smyrna Beach Artificial Kidney Center features 11 in-center hemodialysis stations as well as a home training program. It will continue to offer dialysis care and upscale amenities to patients.

**ANNOUNCEMENT DATE**: February 20, 2013

PRICE: Not disclosed

TERMS:

ACQUIRER: DSI Renal

LISTING: Private

**CEO:** Craig Goguen **PHONE:** 615-777-8200 424 Church Street, Suite 1900 **FAX:** 615-234-3504

Nashville, Tennessee 37219 **WEB SITE:** www.dsi-corp.com

DSI Renal, originally formed as Dialysis Newco, Inc., is a leading provider of dialysis services in the United States, offering state-of-the-art treatment for patients suffering from chronic kidney failure or renal disease. DSI Renal operates 88 dialysis clinics in 23 states.

PRICE PER UNIT:

PRICE/REVENUE: PRICE/INCOME:

Dr. Christopher Mai, the Medical Director at the New Smyrna Beach Artificial Kidney Center, and the rest of the clinical staff will continue to provide care at the Center.

TARGET: Health Diagnostics

Management, LLC

ACQUIRER: Health Management Corporation of

**LISTING:** Private

LOCATION: Melville, New York
UNITS: 14 (centers)

UNITS: 14 (centers REVENUE: NET INCOME:

Health Diagnostics Management is a national provider of outpatient diagnostic imaging services. HDM owns 14 imaging centers, including 12 Stand-Up MRI centers, in New York and Florida.

America

**LISTING:** NASDAQ: FONAR

**CEO:** Bradford Peters **PHONE:** 631-694-2816 110 Marcus Drive **FAX:** 631-694-4051

Melville, New York 11747 **WEB SITE**: www.hmca.com

HMCA, a subsidary of FONAR Corporation, presently employs approximately 150 and manages offices in New York and Florida.

**ANNOUNCEMENT DATE**: March 6, 2013

**PRICE**: \$34,400,000

TERMS:

HMCA acquired a majority interest in the newly formed limited liability

company.

**PRICE PER UNIT:** \$2,457,143

PRICE/REVENUE: PRICE/INCOME:

The 12 Stand-Up MRI centers managed by HDM together with the 11 managed by HMCA now comprise the largest network of Stand-Up MRI centers in the nation. The newly formed company will continue to be known as Health Diagnostics Management.

TARGET: Atlantis Healthcare Group

Puerto Rico, Inc.

**LISTING:** Private

**LOCATION:** Trujillo Alto, Puerto Rico

UNITS: REVENUE:

NET INCOME:

ACQUIRER: ICV Partners

LISTING: Private

**CEO:** PHONE: 212-455-9600 299 Park Avenue, 34th Floor FAX: 212-455-9603

Founded in 1998, ICV Partners is a leading private investment firm

that supports management leaders of strong companies at the lower

end of the middle market. ICV seeks to make control investments in

market-leading businesses with \$25 million to \$250 million in

New York, New York 10171

**WEB SITE:** www.icvpartners.com

Founded in 2000, Atlantis Healthcare Group has grown into Puerto Rico's second largest provider of kidney dialysis services for patients suffering from end-stage renal disease. Atlantis has 13 facilities with a patient census of 1,392 and served 200,000 treatments last year.

ANNOUNCEMENT DATE: March 19, 2013

PRICE: Not disclosed

Not disclosed

PRICE/REVENUE:

PRICE/INCOME:

PRICE PER UNIT:

revenue.

Concurrent with the transaction, ICV, in partnership with Dr. Randall Maxey, Dr. Otegbola Ojo, and Ms. Ruby Harford, is forming American Alliance Dialysis Holdings, LLC to identify and evaluate strategic investment opportunities in North America and the Caribbean. Dr. Maxey will become Chairman and CEO of AAD, Ms. Harford the CCO, and Dr. Ojo will become President and Chief of Operations and Strategy while maintaining his role as President of Atlantis.

## **LONG-TERM CARE**

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		SIMIE	ACQUIRER		SIAIE	DATE	PRICE
6 Skilled Nursing Facilities	Various		National HealthCare Corp.	Murtreesboro	lennessee	January 2, 2013	\$21,000,000
The Village at the Arboretum	Austin	Texas	Ventas, Inc.	Chicago	Illinois	January 2, 2013	\$72,000,000
Five Assisted Living Facilities		5 states	Griffin-American Healthcare REIT II, Inc.	Newport Beach	California	January 7, 2013	\$183,600,000
Five Senior Housing Facilities	Various	United Kingdom	Health Care REIT, Inc.	Toledo	Ohio	January 8, 2013	
Four Springwood Senior Housing Properties	York County	Pennsylvania	Presbyterian Senior Living	Dillsburg	Pennsylvania	January 8, 2013	
5 assets from Primrose Retirement Communities	Various	Midwest	CNL Healthcare Properties, Inc.	Orlando	Florida	January 10, 2013	\$73,100,000
5 Assisted Living Communities	varions	Maryland	CNL Healthcare Properties, Inc.	Orlando	Florida	January 10, 2013	\$85,100,000
Grand Villa of East and West Delray	Delray Beach	Florida	Senior Management Advisors	Clearwater	Florida	January 14, 2013	\$34,000,000
12 senior living communities		Various	Brookdale Senior Living Inc.	Brentwood	Tennessee	January 15, 2013	\$162,100,000
Alverno Healthcare Facility	Clinton	Iowa	Trinity Senior Living Communities	Livonia	Michigan	January 17, 2013	
Park Place at Heritage Village	Warren	Michigan	Virtus Real Estate Capital	Austin	Texas	January 18, 2013	\$20,800,000
King's Daughters' Hospital	Madison	Indiana	Trilogy Health Services	Louisville	Kentucky	January 25, 2013	
Overlake Terrace Retirement Community	Redmond	Washington	Stellar Senior Living, LLC	Salt Lake City	Utah	January 29, 2013	\$22,350,000
Assisted Living Facility	Rockford	Michigan	Not Disclosed		Michigan	February 1, 2013	\$3,300,000
Assisted LIving Facility		Michigan	Not Disclosed		Illinois	February 1, 2013	\$12,000,000
The Residence at Forsgate	Monroe Township	New Jersey	Chelsea Senior Living	Fanwood	New Jersey	February 1, 2013	\$7,100,000
Woodview Assisted Living & Memory Care	Fort Wayne	Indiana	The Woodlands	Louisville	Kentucky	February 1, 2013	\$11,550,000
Victorian Manor Portfolio	Various	Missouri	Americare Systems, Inc.	Sikeston	Missouri	February 6, 2013	\$22,500,000
Two Senior Apartment Communities		New York	Care Investment Trust Inc.	New York	New York	February 8, 2013	\$23,300,000
Danby House	Winston-Salem	North Carolina	Comerstone Core Properties REIT, Inc.	Irvine	California	February 11, 2013	\$9,700,000
Cranbrook of Greenwood Village	Greenwood Village	Colorado	MBK Senior Living	Irvine	California	February 12, 2013	\$19,250,000
_avender Court Care Home	Somerset	England	MedicX Healthfund	Godalming	England	February 12, 2013	
Santa Cruz Skilled Nursing Center Inc.	Santa Cruz	California	Trilochan Singh and A.J. Rana			February 13, 2013	
Marycrest Manor and Marycrest Heights	Livonia	Michigan	Trinity Senior Living Communities	Livonia	Michigan	February 14, 2013	
Destinations at Eastern	Las Vegas	Nevada	Cerulean Partners, LLC	Wilmette	Illinois	February 18, 2013	\$4,250,000
Valley View Care & Rehab	Saratoga	Wyoming	Deseret Health Group	Bountiful	Utah	February 22, 2013	\$750,000
Two Skilled Nursing Facilities	Nashville	Tennessee	AdCare Property Holdings, Inc.	Roswell	Georgia	February 24, 2013	\$28,000,000
Assisted Living Concepts, Inc.	Menomonee Falls	Wisconsin	TPG	Fort Worth	Texas	February 26, 2013	\$458,540,000
Jewish Federation Towers	Irvington	New Jersey	James Carmichael	Memphis	Tennessee	February 27, 2013	
2 Assisted Living Communities	East Northport and Lynt New York	nt New York	HSRE-EB I, LLC	Garden City	New York	March 5, 2013	\$80,000,000
Assisted Living Facility	Hyrylä	Finland	eQ Care Fund	Helsinki	Finland	March 5, 2013	\$8,087,000
Legacy Rehabilitation and Living	Amarillo	Texas	The Ensign Group	Mission Viejo	California	March 5, 2013	
Five Skilled Nursing Centers		Kansas	Advocat, Inc.	Brentwood	Tennessee	March 6, 2013	\$15,500,000
The Overlook	Waco	Texas	Aspen Square Management	West Springfield	Massachusetts	March 6, 2013	\$9,900,000
Basunen 3 property	Malmö	Sweden	JM AB	Solna	Sweden	March 7, 2013	\$3,685,300
Marquis Place of Elkhorn	Elkhorn	Nebraska	Capital Senior Living Corporation	Dallas	Texas	March 7, 2013	\$6,600,000
New Eastwood Care & Rehabilitation Center	Easton	Pennsylvania	Tryko Partners LLC	Brick	New Jersey	March 12, 2013	\$6,300,000
13 senior housing and care properties	North Carolina	Pennsylvania and V	Pennsylvania and Virgi HealthLease Properties REIT	Toronto	Ontario	March 25, 2013	\$141,700,000
Arbors of Bedford	Bedford	New Hampshire	Joint Venture	Norwood	Massachusetts	March 25, 2013	\$35,000,000
The Shire/North Village	Rochester	New York	Shire at Culverton Realty		New York	March 26, 2013	\$4,300,000
Desert Gardens Assisted Living	Hobbs	New Mexico	Regional Owner/Operator			March 28, 2013	\$3,530,000
Pelican Pointe Assisted Living	Klamath Falls	Oregon	National Owner			March 28, 2013	\$20,950,000

TARGET: 6 Skilled Nursing Facilities ACQUIRER: National HealthCare Corp.

LISTING: Private LISTING: NYSE: NHC

 LOCATION:
 Various
 CEO:
 Robert Adams
 PHONE:
 615-890-2020

 UNITS:
 650
 (beds)
 100 East Vine Street
 FAX:
 615-890-0123

REVENUE: Murfreesboro, Tennessee 37130
NET INCOME: WEB SITE: www.nhccare.com

National Health Investors is selling the six centers, which are located in Columbia (2), Knoxville and Springfield, Tennessee, Madisonville, Kentucky and Rossville, Georgia, which have been leased by NHC since 1991 and have a total of 650 beds.

NHC affiliates operate for themselves and third parties 75 long-term health care centers with 9,460 beds. NHC affiliates also operate 37 homecare programs, six independent living centers and 17 assisted living communities.

**ANNOUNCEMENT DATE**: January 2, 2013

PRICE: \$21,000,000 PRICE PER UNIT: \$32,308

TERMS: PRICE/REVENUE: PRICE/INCOME:

In addition, NHC also announced the extension of a master lease with NHI through December 31, 2026 for 38 skilled health care centers and three independent living centers. With the purchase of the six previously leased centers mentioned above, NHC's lease payment will decrease by \$2.95 million beginning in 2014. The transaction will close on December 31, 2013.

TARGET: The Village at the ACQUIRER: Ventas, Inc.

Arboretum

LISTING: Private LISTING: NYSE: VTR

 LOCATION:
 Austin, Texas
 CEO:
 Deborah Cafaro
 PHONE:
 877-483-6827

 UNITS:
 172
 353 North Clark Street
 FAX:
 302-655-5049

REVENUE: \$9,500,000 (estimated) Chicago, Illinois 60654

NET INCOME: \$4,300,000 (EBITDA) WEB SITE: www.ventasreit.com

The Village at the Arboretum is an independent

Ventas is one of the largest health care REITs with a diverse

living community that opened in late 2009 and was 100% leased at the time of sale.

portfolio of seniors housing and care properties, medical office buildings and long-term acute care hospitals. It has a stock market capitalization in excess of \$21 billion.

**ANNOUNCEMENT DATE**: January 2, 2013

 PRICE:
 \$72,000,000
 PRICE PER UNIT:
 \$418,605

 TERMS:
 PRICE/REVENUE:
 7.58

 PRICE/INCOME:
 16.74

The Village is a high-end community that was able to fill up despite opening during the Great Recession. Brookdale Senior Living had been the manager for a joint venture between two private equity firms that owned the community. Ventas has moved the management to its mostly-owned portfolio company Atria Senior Living. This transaction closed effective January 1, 2013, and Lisa Widmier of Vantage Pointe Capital Management & Advisory represented the seller.

TARGET: Five Assisted Living ACQUIRER: Griffin-American Healthcare REIT II,

Facilities

LISTING: Private LISTING: Private

**LOCATION:** 5 states **CEO:** Kevin Shields **PHONE:** 949-270-9300

UNITS: 4000 MacArthur Boulevard, FAX:

West Tower, Ste 220

Inc.

REVENUE: Newport Beach, California 92660

NET INCOME: WEB SITE: www.griffincapital.com

The five assisted living facilities are located in California, Florida, North Carolina, Indiana and Alabama.

Griffin-American Healthcare REIT II, Inc., co-sponsored by American Healthcare Investors and Griffin Capital Corporation, has a portfolio of 139 buildings across 27 states, including this acquisition.

**ANNOUNCEMENT DATE**: January 7, 2013

December 2012 for \$183.6 million.

PRICE: \$183,600,000 Not disclosed PRICE PER UNIT:
TERMS: Five assisted living facilities and nine medical office buildings acquired in PRICE/INCOME:

During the year, the REIT's portfolio grew at a record pace of 202% with \$886 million in acquisitions.

TARGET: Five Senior Housing ACQUIRER: Health Care REIT, Inc.

**Facilities** 

LISTING: Private LISTING: NYSE: HCN

LOCATION: Various, United Kingdom CEO: George L. Chapman PHONE: 419-247-2800 UNITS: 4500 Dorr Street FAX: 419-247-2826

**REVENUE**: Toledo, Ohio 43615

NET INCOME: WEB SITE: www.hcreit.com

Arcapita Bank, based in Bahrain, together with its investors sold its stake in five senior housing Healthcare REIT, Inc. primarily invests in senior living and health care properties.

**ANNOUNCEMENT DATE**: January 8, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Arcapita sold its 80% ownership. The remaining 20%, owned by Sunrise PRICE/INCOME:

remaining 20%, owned by Sunrise Senior Living, was sold when Health Care REIT finalized the Sunrise

acquisition.

facilities in suburban London.

Arcapita had invested in the facilities in 2003, and despite the economic slowdown in the UK was able to deliver approximately 2.8x cash on cash return. This return exceeded initial target returns. The transaction closed January 4, 2013.

TARGET: Four Springwood Senior

Housing Properties

LISTING: Private

LOCATION: York County, Pennsylvania

**UNITS: REVENUE:** 

**NET INCOME:** 

LISTING: CEO:

PHONE: Steohen Proctor 800-382-1385

ACQUIRER: CNL Healthcare Properties, Inc.

cnlhealthcareproperties.com

CNL Healthcare Properties, Inc., formerly CNL Healthcare Trust, is

an investment offering that intends to qualify as a non-traded REIT.

CNL Financial Group, LLC is the sponsor of CNL Healthcare

PHONE:

FAX:

407-650-1000

Presbyterian Senior Living provides senior care services including

healthcare and housing to more than 5,400 seniors at 26 locations in

ACQUIRER: Presbyterian Senior Living

FAX: One Trinity Dr, East, Ste 201

Nonprofit

Dillsburg, Pennsylvania

the Mid-Atlantic region.

PRICE PER UNIT:

WEB SITE: presbyterianseniorliving.com

Four Springwood Senior Housing Properties -Shrewsbury Courtyards, Shrewsbury Courtyards II, Stony Brook Gardens and Springwood Overlook. Seperately, Springwood's Senior Housing

Management Division is being acquired.

**ANNOUNCEMENT DATE:** January 8, 2013

PRICE: Not disclosed

TERMS: Not disclosed PRICE/REVENUE: PRICE/INCOME:

The acquired properties in York fit well with Presbyterian's existing portfolio. No jobs will be lost in the Springwood Real Estate Services' Senior Housing Division transition to Presbyterian.

TARGET: 5 assets from Primrose

Retirement Communities

LISTING: Private

LOCATION: Various, Midwest

UNITS: 323

**REVENUE:** 

**NET INCOME:** 

Primrose Retirement is based in Aberdeen, South Dakota, and will continue to manage the properties

on behalf of CNL.

**ANNOUNCEMENT DATE:** January 10, 2013

PRICE: \$73,100,000

TERMS:

PRICE PER UNIT: \$226,316

Properties.

LISTING:

WEB SITE:

CEO:

Private

450 South Orange Avenue

Orlando, Florida 32801-3336

Thomas K. Sittema

PRICE/REVENUE: PRICE/INCOME:

The five properties involved in this transaction are located in Decatur, Illinois; Council Bluffs, Iowa; Lima, Ohio; Zanesville, Ohio; and Aberdeen, South Dakota. The total 323 units include 174 independent living units, 128 assisted living units and 21 memory care units. Primrose will continue to operate the communities under long-term lease agreements.

TARGET: 5 Assisted Living

**Communities** 

LISTING: Private

LOCATION: various, Maryland

**UNITS:** 348

**REVENUE:** 

**TERMS:** 

**NET INCOME:** 

ACQUIRER: CNL Healthcare Properties, Inc.

LISTING: Private

CEO: PHONE: Thomas K. Sittema 407-650-1000

FAX: 450 South Orange Avenue

Orlando, Florida 32801-3336

WEB SITE: www.cnlhealthcareproperties.co

Capital Health Holdings sold five AL communities, three in Maryland and two in Michigan. Capital Health Group Management, a subsidiary of Capital Health Holdings, will manage all five properties.

CNL Healthcare Properties, Inc., formerly CNL Healthcare Trust, is an investment offering that intends to qualify as a non-traded REIT. CNL Financial Group, LLC is the sponsor of CNL Healthcare Properties.

ANNOUNCEMENT DATE: January 10, 2013

PRICE:

\$85,100,000

PRICE PER UNIT:

\$244,540

PRICE/REVENUE: PRICE/INCOME:

The Maryland properties are Symphony Manor in Baltimore (69 units); Woodholme Gardens in Pikesville (80 units); and Tranquility at Fredericktowne in Frederick (74 units). The Michigan properties sold are Brookridge Heights in Marquette (65 units) and Curry House in Cadillac (60 units). The average age of the portfolio is nine years. The Michigan properties underwent major renovations in 2010. Of the total 348 units, 225 are assisted living

TARGET: Grand Villa of East and

West Delray

LISTING: Private

LOCATION: Delray Beach, Florida

**UNITS:** 337

**REVENUE:** 

**NET INCOME:** 

**ACQUIRER:** Senior Management Advisors

LISTING: Private

CEO: Steven A. Piazza PHONE: 727-726-3980 13770 58th Street North. FAX: 727-726-5345

Senior Management Advisors and Valstone Partners, LLC are

Ste 312

Clearwater, Florida 33760

WEB SITE: www.seniormanagementadvisors.c

The two Delray Beach communities will be known as Grand Villa of Delray East and Grand Villa of Delray West. The seller was a local owner with other buisness interests and this was his only senior living asset.

collaborating to acquire two Delray Beach communities. They currently work together on 10 senior living properties.

**ANNOUNCEMENT DATE:** January 14, 2013

PRICE: \$34,000,000 PRICE PER UNIT: Not disclosed \$100,890

TERMS: PRICE/REVENUE: Not disclosed, closing on 12/31/12 PRICE/INCOME:

and 123 are memory care units. The transaction closed on December 11, 2012.

One community has 141 assisted living and memory care units with occupancy near 88%, while the other building has 196 independent living units (that will be remodeled to include AL) with 50% occupancy, and an empty 60bed nursing facility on the campus that will be renovated into a 33-unit memory care facility. When all improvements, costing up to \$5 million, are completed, there will be 370 units. The acquirer plans to see immediate benefit from planned renovations and a more hands-on managemnt style. Senior Housing Investment Advisors represented the seller on the transaction.

TARGET: 12 senior living

Private

LISTING:

communities

LISTING: NYSE: BKD

LOCATION: CEO: PHONE: Various Andrew Smith 615-221-2250 **UNITS:** 111 Westwood place, Suite 400 FAX: 871 615-221-2289

**REVENUE:** Brentwood, Tennessee 37027

**NET INCOME:** WEB SITE: www.brookdaleliving.com

The communities were previously operated by Brookdale under long-term leases that were accounted for as either operating or capital leases. Brookdale operates 647 senior living facilities in 36 states, primarily offering assisted and independent living services.

ACQUIRER: Brookdale Senior Living Inc.

ANNOUNCEMENT DATE: January 15, 2013

PRICE: \$162,100,000 PRICE PER UNIT: **TERMS:** PRICE/REVENUE: 11 communities were acquired under purchase options which became PRICE/INCOME:

exercisable at the end of 2012.

In a related transaction, Brookdale obtained a \$171.3 million first mortgage loan secured by nine of its communities, including eight involved in this transaction. The loan has a 10-year term and bears interest at a variable rate of 30-day LIBOR plus 259 basis points. Brookdale also repaid \$37.4 million of mortgage loans scheduled to mature in 2013 and used the remaining loan proceeds to finance the transactions.

ACQUIRER: Trinity Senior Living Communities TARGET: Alverno Healthcare Facility

LISTING: LISTING: Nonprofit Nonprofit

LOCATION: CEO: Ken Robbins PHONE: 734-542-8300 Clinton, Iowa

**UNITS:** 17410 College Parkway, FAX: 132 (beds)

Ste 200

**REVENUE:** Livonia, Michigan 48152-2363

**NET INCOME:** WEB SITE: www.trinityseniorsanctuary.org

The Alverno Healthcare Facility is a 132-bed skilled nursing, rehabilitation and wellness center, founded by the Sisters of St. Francis in 1914. It is currently owned by an independent, nonprofit entity governed by a community board of directors.

Trinity Senior Living Communities owns and manages 33 communities offering independent living, assisted living, memory care, long-term care and rehabilitation services. It is a member of Trinity Health, the fourth largest Catholic health system in the cou

ANNOUNCEMENT DATE: January 17, 2013

PRICE: Not disclosed PRICE PER UNIT: TERMS: PRICE/REVENUE: PRICE/INCOME:

Trinity has managed the facility for the past five years. The acquisition is expected to be effective March 1.

TARGET: Park Place at Heritage ACQUIRER: Virtus Real Estate Capital

Village

LISTING: Private LISTING: Private

LOCATION: PHONE: CEO: Terrell Gates 512-891-1220 Warren, Michigan

**UNITS:** FAX: 136 7004 Bee Cave Rd, Bild. III,

Ste. 300

**REVENUE:** Austin, Texas 78746

**NET INCOME:** WEB SITE: www.virtusre.com \$1,745,000 (ttm)

Park Place was built in 2007 and it has 136 studio, Founded in 2003, Virtus is a private equity firm that invests in real one- and two-bedroom independent living units estate. It has purchased 120 properties with a value in excess of (158 beds) with a total of 200,000 square feet. Occupancy was 97.3%.

\$1.65 billion throughout the U.S.

**ANNOUNCEMENT DATE:** January 18, 2013

PRICE: PRICE PER UNIT: \$20,800,000 \$152,941

TERMS: Cash PRICE/REVENUE:

PRICE/INCOME: 11.92

This is the first senior living purchase by Virtus, which has partnered with American House Senior Living Communities, an experienced Michigan-based operator that will manage the community. This transaction closed on December 31, 2012.

TARGET: King's Daughters' Hospital ACQUIRER: Trilogy Health Services

LISTING: LISTING: Private Private

LOCATION: CEO: Randall Bufford PHONE: 502-412-5847 Madison, Indiana UNITS: 303 N. Hurstbourne Pkwy, 200 FAX: 502-412-0407 82 (beds)

**REVENUE:** Louisville, Kentucky 40222 **NET INCOME:** WEB SITE: www.trilogyhs.com

King's Daughters' Hospital is relocating and selling the hospital structure and several properties

surrounding it.

Trilogy Health Services operates over 60 senior living communities

in Illinois, Indiana, Kentucky, Michigan and Ohio.

**ANNOUNCEMENT DATE:** January 25, 2013

PRICE: PRICE PER UNIT: Not disclosed TERMS: Not disclosed PRICE/REVENUE: PRICE/INCOME:

King's Daughters' Hospital plans to relocate to its new hospital in late February. Its deal with Trilogy is expected to close on April 1, 2013. At that point Trilogy will convert the existing facility to a senior living health campus that will offer independent living, assisted living, short-term rehabilitation and skilled nursing services.

TARGET: Overlake Terrace

Retirement Community

LISTING: Private

LOCATION: Redmond, Washington

**UNITS:** 150 **REVENUE:** \$7,650,000

**NET INCOME:** 

Overlake Terrace is a three-story community that was remodeled in 2007. It has 109 independent and assisted living units, plus 41 memory care units with 57 beds. Occupancy was approximately 88%.

**ANNOUNCEMENT DATE:** January 29, 2013

PRICE: \$22,350,000 **TERMS:** 

**REIT** financing

ACQUIRER: Stellar Senior Living, LLC

LISTING: Private

CEO: PHONE: **Evrett Benton** 801-495-7000 FAX: 2825 E. Cottonwood. Ste 500 801-214-1970

Salt Lake City, Utah 84121

WEB SITE: www.stellarliving.com

Stellar Senior Living was formed in 2012 and founded by Evrett Benton, the former CEO of Five Star Quality Care. In August of 2012 the company purchased four communities in three states, its

PHONE:

FAX:

first acquisition.

PRICE PER UNIT: \$149,000 PRICE/REVENUE: 2.92

PRICE/INCOME:

Stellar Senior Living financed this acquisition with Senior Housing Properties Trust. After six months of ownership of last summer's acquisition, occupancy has increased by 700 basis points, so management is very confident they will be able to push occupancy above 90% in 2013 at Overlake Terrace. The memory care unit has 25 private rooms and 16 semi-private rooms that total 57 beds. The transaction closed January 8.

LISTING:

Michigan **WEB SITE:** 

CEO:

TARGET: ACQUIRER: Not Disclosed **Assisted Living Facility** 

LISTING: Private

LOCATION: Rockford, Michigan

**UNITS:** 

**REVENUE:** \$1,526,000 **NET INCOME:** \$340,000

This assisted living facility was built in 1995, was in good condition and stays close to full at 95% to 100% occupancy. It is licensed for 47 beds.

A local not-for-profit was the buyer.

Nonprofit

**ANNOUNCEMENT DATE:** February 1, 2013

PRICE: \$3,300,000 TERMS:

PRICE PER UNIT: \$80,488 PRICE/REVENUE: 2.16 PRICE/INCOME: 9.71

Private room rates are \$2,900 to \$3,000 per month and semi-private room rates are \$2,000 per month. Marcus & Millichap represented the seller in the transaction, which closed 12/28/12.

TARGET: Assisted Llving Facility ACQUIRER: Not Disclosed

**LISTING:** Private LISTING: Private

LOCATION: Michigan CEO: PHONE: UNITS: 72 FAX:

**REVENUE**: \$3,600,000 Illinois **NET INCOME**: \$1,175,000 (EBITDA) **WEB SITE**:

This facility was built in stages starting in 2001 and finishing in 2011 and consists of two side-by-side buildings with 40 beds each. It is licensed for 80 beds and occupancy was 90%.

**ANNOUNCEMENT DATE**: February 1, 2013

 PRICE:
 \$12,000,000
 PRICE PER UNIT:
 \$166,667

 TERMS:
 PRICE/REVENUE:
 3.33

 PRICE/INCOME:
 10.21

The property is located in southeastern Michigan. Marcus & Millichap represented the seller in the transaction, which closed 12/31/12.

TARGET: The Residence at Forsgate ACQUIRER: Chelsea Senior Living

LISTING: Private LISTING: Private

LOCATION: Monroe Township, New Jersey
UNITS: 117
CEO: Herbert Heflich PHONE: 908-889-4200
316 South Avenue FAX: 908-889-4224

**REVENUE:** Fanwood, New Jersey 07023

NET INCOME: WEB SITE: www.chelseaseniorliving.com

The 69,000 sq. ft. property was developed in 1996 and was 64% occupied at the time it was acquired.

Chelsea Senior Living and Focus Healthcare Partners formed a joint venture with Artemis Real Estate Partners.

**ANNOUNCEMENT DATE**: February 1, 2013

PRICE: \$7,100,000 PRICE PER UNIT: \$60,684

TERMS: Court ordered receivership sale. PRICE/REVENUE: PRICE/INCOME:

The three-story property currently has 89 units of assisted living and a separate 28-unit memory care wing. Chelsea is managing the project. The new owners are planning a significant capital improvement program to upgrade the facility's physical plant. The seller was represented by commercial real estate services firm Cassidy Turley.

TARGET: Woodview Assisted Living &

Memory Care

LISTING: Private

LOCATION: Fort Wayne, Indiana

**UNITS:** 

88

**REVENUE:** \$3,733,000

**NET INCOME:** 

\$815,000

(EBITDA)

ACQUIRER: The Woodlands

LISTING: Private

CEO: PHONE: Diederick

vanderVelde

3703 Pennington

Louisville, Kentucky 40207

in Medicaid waiver programs.

WEB SITE:

Woodview was first built in 2008 with 58 assisted living units, and then in 2010 30 memory care units were added on. The AL occupancy has been 98% while the memory care has been at 96%. There is a

total of 82,407 square feet.

PRICE:

TERMS:

\$11,550,000

ANNOUNCEMENT DATE: February 1, 2013

> PRICE/REVENUE: PRICE/INCOME:

PRICE PER UNIT:

3.09 14.17

The seller was a multifamily owner/operator and this was their only senior living asset. The market demand was strong as they were able to fill the community during the recession. Assisted living rates are \$2,700 per month and memory care rates are \$4,500 per month. Expenses may be high, primarily staffing, so EBITDA could rise by \$250,000 in the first year. Senior Living Investment Brokerage handled the transaction, which closed 1/31/13.

Victorian Manor Portfolio TARGET: ACQUIRER: Americare Systems, Inc.

LISTING: Private

LOCATION: Various, Missouri

**UNITS:** 448

**REVENUE:** 

\$6,133,000 **NET INCOME:** \$2,550,000

LISTING: Private CEO:

Clay Crosson

FAX:

Established in 1981, Americare now operates 21 skilled nursing and

100 assisted living and memory care facilities throughout Kansas,

PHONE:

573-471-1113

FAX:

The Woodlands is a regional senior living provider that specializes

\$131,250

214 North Scott St.

Missouri, Mississippi, Illinois and Tennessee.

Sikeston, Missouri 63801

WEB SITE: ww.americareusa.net

This portfolio consists of eight campuses, two of which have separate memory care buildings. The properties were all built between 2002 and 2012, with the protoype for residential care being 48 units and 21,360 square feet. Overall occupancy was about 90%

**ANNOUNCEMENT DATE:** February 6, 2013

PRICE: \$22,500,000

TERMS:

(in-place)

(EBITDA)

PRICE PER UNIT: \$50,223 PRICE/REVENUE: 3.67 PRICE/INCOME: 8.82

The 41% operating margin is unrealistically high, especially for what are small buildings in rural locations, even though they are all located within 70 miles of each other. We have assumed expenses should be at least \$600,000 higher per year, which reduces the cap rate from 11.3% to about 8.5%. Evans Senior Investments represented the seller, and the transaction closed on January 31, 2013.

TARGET: Two Senior Apartment

**Communities** 

LISTING: OTCOX: CVTR

LISTING: Private LOCATION: New York

PHONE: CEO: Salvatore V. Riso, Jr.

ACQUIRER: Care Investment Trust Inc.

UNITS:

780 Third Avenue

212-446-1410

**REVENUE:** 

New York, New York 10017

**NET INCOME:** 

WEB SITE: www.carereit.com

These two senior apartment communities were originally owned by affiliates of Calamar Enterprises, Inc., a full-service real-estate firm. Both properties were developed by Calamar within the last five years and had an average occupancy in excess of 95% as

Care Investment Trust is a real estate investment company that invests in healthcare and seniors-related real estate in the United States.

FAX:

ANNOUNCEMENT DATE:

February 8, 2013

PRICE: \$23,300,000

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

**TERMS:** Cash. Care Investment Trust will acquire 75% ownership while affiliates of Calamar Enterprises will retain 25%

Simultaneously with the acquisition, Care Investment Trust has entered into a ten-year management agreement with affiliates of Calamar for the management of the properties. The joint venture, through subsidaries, assumed two loans with an aggregate principal balance of approximately \$18.3 million, provided by Liberty Bank.

TARGET: Danby House ACQUIRER: Cornerstone Core Properties REIT, Inc.

LISTING: Private

LOCATION: Winston-Salem, North Carolina

UNITS: 100 (beds)

**REVENUE: NET INCOME:** 

LISTING: Private

CEO: Terry G. Roussel PHONE: 949-852-1007 1920 Main Street, Ste 400 FAX: 949-852-2729

Irvine, California 92614

WEB SITE: www.crefunds.com

The Danby House is a 52-unit assisted living facility with 28 assisted living and 24 memory care units. Built in 1986 on 2.7 acres, it was 63% occupied at the time of sale. Census was 48% Medicaid and 52% private pay.

Cornerstone Core Properties REIT is a non-traded REIT that invests in investment-grade real estate across the country. Since 2006, it has acquired 19 properties for \$185.6 million, but since 2011 five of these have been sold.

ANNOUNCEMENT DATE: February 11, 2013

PRICE: \$9,700,000

TERMS:

PRICE PER UNIT: \$97,000

PRICE/REVENUE: PRICE/INCOME:

Cornerstone Core Properties, Inc. invested in a joint venture which acquired the Danby House. Through its joint venture entity, Cornerstone Healthcare Partners, LLC, Core REIT acquired 95%, and Cornerstone Healthcare Real Estate Fund acquired the remaining 5%. The current operator has operated the facility since March 2011.

TARGET: Cranbrook of Greenwood

Village

LISTING: Private

LOCATION: Greenwood Village, Colorado

**UNITS:** 67

**NET INCOME:** 

**REVENUE:** \$3,400,000

(in-place)

(EBITDA) \$1,200,000

> MBK owns, operates and develops senior living communities in the Western U.S. It currently operates 18 communities in California,

www.mbkseniorliving.com

PHONE:

FAX:

949-242-1410

949-789-9360

Colorado, Washington, Utah and Arizona.

ACQUIRER: MBK Senior Living

Private

Terry Howard

175 Technology Drive

Irvine, California 92618

This 67-unit assisted living community was built between 2003 and 2004 in a suburb of Denver. Occupancy has been about 90% at the 70,000square foot property. The name of the community has been changed to The Inn at Greenwood Village.

**ANNOUNCEMENT DATE:** February 12, 2013

PRICE: \$19,250,000 TERMS: Cash

PRICE PER UNIT: \$287,313 PRICE/REVENUE: 5.66 PRICE/INCOME: 16.04

London: MXF

MBK plans to convert several of the larger units, which include some two-bedroom units, to studios and onebedrooms, which will increase the total number of units by about 12 to 15 units. With an average base rate of \$3,500 per month, it is believed this will increase the annual net cash flow by \$400,000. MBK also believes that when this is done, combined with up to \$1 million in updates, occupancy should reach 95%. Vantage Pointe Capital Management & Advisory represented the seller.

TARGET: Lavender Court Care Home ACQUIRER: MedicX Healthfund

LISTING: Private

LISTING: LOCATION: CEO: Tim Meggitt PHONE: 44 0 1483 869 500 Somerset, England

LISTING:

WEB SITE:

CEO:

**UNITS:** 5 Godalming Busisness Centre, FAX: (beds)

Woolsack Way

Godalming, England GU7 1XW

**NET INCOME:** WEB SITE: www.medicxhealthfund.com

Lavender Court Care Home, leased to Somerset Care, is a 69-bed care home that includes 10 one-

bedroom assisted living apartments.

**REVENUE:** 

MedicX Healthfund invests in modern purpose-built UK healthcare premises leased to established operators on long-term leases.

**ANNOUNCEMENT DATE:** February 12, 2013

PRICE: Not disclosed

TERMS:

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

Somerset Care will continue to operate Lavender Court. With this acquisition, the MedicX Healthfund portfolio owns 17 specialist care facilities representing a committed investment of approximately \$144 million dollars.

TARGET: Santa Cruz Skilled Nursing

Center Inc.

LISTING: Private

LOCATION: Santa Cruz, California

UNITS: **REVENUE:** 

**NET INCOME:** 

The Santa Cruz Skilled Nursing Center, a 200-bed facility, is operated by the Santa Cruz Skilled Nursing Center Inc., a corporation that was controlled by Mounir Kardosh.

**ANNOUNCEMENT DATE:** February 13, 2013

PRICE: Not disclosed TERMS: Only the operations were acquired, not

the building.

ACQUIRER: Trilochan Singh and A.J. Rana

LISTING: Private

PHONE: CEO: A.J. Rana

FAX:

Trinity Senior Living Communities

PHONE:

www.trinityseniorsanctuary.org

communities offering independent living, assisted living, memory

care, long-term care and rehabilitation services for seniors. It is a

member of Trinity Health, the fourth largest Catholic health syste

Trinity Senior Living Communities owns and manages 33

FAX:

734-542-8300

WEB SITE:

A.J. Rana is the president and CEO at Metro Funding Pros in Santa Clara, California. Trilochan "Bobby" Singh has been administrator of the 99-bed Park Central Care and Rehabilitation in Freemont since 2008 and the 99-bed Bay Point Healthcare Center in Hayward since December 2009.

PRICE PER UNIT:

PRICE/REVENUE: PRICE/INCOME:

ACQUIRER:

Nonprofit

Ken Robbins

17410 College Parkway Suite

Livonia, Michigan 48152-2363

LISTING:

WEB SITE:

CEO:

200

As of December 31, Kardosh sold all his shares of the Santa Cruz Skilled Nursing Center Inc. Singh will serve as the corporation's CFO and Rana as the CEO. Nazareth Health Care Inc., which acquired the Santa Cruz Skilled Nursing Center in 2007, remains the owner of the facility. The new administrator is Maher Moussa, replacing Carol Lowe. The application for a change of ownership is in process

TARGET: Marycrest Manor and

Marycrest Heights

LISTING: Nonprofit

LOCATION: Livonia, Michigan (beds)

**UNITS:** 115

**REVENUE:** 

**NET INCOME:** 

Marycrest Manor is a 55-bed skilled nursing facility, and Marycrest Heights is a 60-unit independent living community. The two properties were owned by the Franciscan Sisters of St. Joseph, based in Hamburg, New York.

ANNOUNCEMENT DATE:

PRICE: TERMS:

Not disclosed

February 14, 2013

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

The deal closed on February 14, 2013 and is expected to become effective March 1, 2013.

TARGET: **Destinations at Eastern** ACQUIRER: Cerulean Partners, LLC

LISTING: LISTING: Private Private

LOCATION: CEO: PHONE: Kerry Haskins 847-853-1946 Las Vegas, Nevada

Wilmette, Illinois 60091

UNITS: 116 1000 Skokie Boulevard FAX:

(pro forma) **NET INCOME:** WEB SITE: \$460,000 (pro forma www.ceruleanpartners.com

EBITDA)

The target is a 116-unit, full-service independent living community that was built in 1985 on 7.2 acres. It is comprised of eight residential buildings plus one two-story clubhouse, with a total of 96,510 square feet. Occupancy was 88%.

\$2,300,000

**REVENUE:** 

Cerulean Partners is a venture capital-backed private real estate investment firm that is focused on acquiring and re-developing underperforming independent, assisted living and memory care communities across the country.

ANNOUNCEMENT DATE: February 18, 2013

PRICE: PRICE PER UNIT: \$4,250,000 \$36,638 TERMS: PRICE/REVENUE: Cash 1.85 PRICE/INCOME: 9.24

The seller was the special servicer that took the property over after the previous owner, Starwood Capital and Orion Residential, defaulted. The manager at the time of purchase was an apartment manager, and Cerulean has hired Arrow Senior Living to operate it, and the new name is The Echelon. There are 73 one-bedroom units, 37 two-bedrooms and six three-bedrooms. Current rents may be 20% below market, so as the local market improves, there is plenty of room to increase rents and boost occupancy. Newmark. Grubb, Knight & Frank represented the seller. Closing was February 15, 2013.

TARGET: Valley View Care & Rehab ACQUIRER: Desert Health Group

LISTING: LISTING: Private Private

LOCATION: CEO: Garret Robertson PHONE: 801-296-5105 Saratoga, Wyoming UNITS: FAX: 46 (beds) 190 South Main Street 801-382-1098

**REVENUE:** \$2,200,000 Bountiful, Utah 84010

**NET INCOME:** WEB SITE: \$100,000 (EBITDA) www.deserethealth.com

Valley View was built in 1978 and while occupancy had been above 70%, it had slipped closer to 60% before the sale. Saratoga's population is just 1,700.

Deseret manages 25 nursing facilities in Kansas, Nebraska, Minnesota, Utah and Wyoming.

**ANNOUNCEMENT DATE:** February 22, 2013

PRICE: PRICE PER UNIT: \$750,000 \$16,304 **TERMS:** PRICE/REVENUE: Cash and note. 0.34 PRICE/INCOME: 7.50

The facility had been generating revenues of about \$2.2 to \$2.3 million with a 12% operating margin with 72% occupancy, but when occupancy dipped, revenues were closer to \$2.15 million with a smaller profit margin. Deseret also recently purchased another Wyoming nursing facility, so the economies of scale in the state should help. Marcus & Millichap represented the seller, Sun Healthcare Group, and the sale closed on 2/1/13.

TARGET: Two Skilled Nursing

**Facilities** 

LISTING: Private LISTING: NYSE: ADK

 LOCATION:
 Nashville, Tennessee
 CEO:
 Boyd P. Gentry
 PHONE:
 678-869-5116

 UNITS:
 420 (beds)
 1145 Hembree Road
 FAX:
 678-869-5123

REVENUE: Roswell, Georgia 30076

NET INCOME: WEB SITE: www.adcarehealth.com

The Nashville-based facilities are being sold by Avalon Health Care, LLC. They are Bethany Health and Rehab, a 180-bed facility, and Trevecca Health and Rehab, a 240-bed facility.

AdCare Property Holdings, LLC, a subsidiary of AdCare Health Systems, Inc., provides senior living and health care facility management.

ACQUIRER: AdCare Property Holdings, Inc.

**ANNOUNCEMENT DATE**: February 24, 2013

PRICE: \$28,000,000 PRICE PER UNIT: \$66,667

TERMS: The purchase price comprises \$25 price/REVENUE: million in cash and \$3 million in price/INCOME:

million in cash and \$3 million in promissory note issued by AdCare

Holdings.

The agreement includes certain land, buildings, improvements, furniture, vehicles, contracts, fixtures, and equipment associated with the facility. In addition to payment of the purchase price, AdCare has also agreed to assume certain Avalon contracts and liabilities and purchase the medical equipment necessary to operate the facilities from an affiliate. The closing is expected to occur on March 31, 2013.

TARGET: Assisted Living Concepts, ACQUIRER: TPG

Inc.

LISTING: NYSE: ALC LISTING: Private

 LOCATION:
 Menomonee Falls, Wisconsin
 CEO:
 PHONE:
 817-871-4000

 UNITS:
 9,325 (units)
 301 Commerce St., Ste. 3300
 FAX:
 817-871-4001

 REVENUE:
 \$230,280,000 (ttm)
 Fort Worth, Texas 76102

NET INCOME: \$53,400,000 (EBITDA) WEB SITE: www.tpg.com

As of December 31, 2012, ALC operated 211 senior living residences comprising 9,325 units in 20 states.

Founded in 1992, TPG is a global private equity firm with \$51.5 billion in assets under management. It has made more than a dozen major investments in the health care arena.

**ANNOUNCEMENT DATE**: February 26, 2013

cash for each share of Class B common

PRICE: \$458,540,000 PRICE PER UNIT: \$29,845
TERMS: Price includes \$180.2 million of PRICE/REVENUE: 1.21

Price includes \$180.2 million of assumed debt. ALC stockholders will receive \$12.00 in cash for each share of Class A common stock, and \$12.90 in

stock

The agreement was unanimously approved by ALC's Board of Directors and a Special Committee of the Board of Directors formed in connection with the exploration of strategic alternatives. The closing is conditioned upon affirmative votes of ALC's stockholders. Citigroup Global Markets, Inc. acted as financial advisor to the Special Committee, and Cravath, Swaine & Moore LLP acted as independent legal counsel to the Special Committee. Goldman, Sachs & Co. acted as financial advisor to TPG, and Skadden, Arps, Slate, Meagher & Flom LLP acted as legal advisor to TPG.

TARGET: Jewish Federation Towers ACQUIRER: James Carmichael

LISTING: LISTING: Nonprofit Private

LOCATION: CEO: PHONE: James Carmichael 415-572-4511 Irvington, New Jersey **UNITS:** 6060 Poplar Avenue, Suite 425 FAX: 562-286-5258

**REVENUE:** Memphis, Tennessee 38119

WEB SITE: **NET INCOME:** www.housingpreservationinc.com

The Jewish Federation Towers are one of five senior housing properties owned by the Jewish Community Housing Corporation. Since 1983, The Jewish Federation Towers have been a low-income housing complex which has housed roughly 140 seniors.

Mr. Carmichael has been acquiring, rehabilitating and managing multifamily real estate as an owner since 2000. He currently owns and manages multifamily low-income affordable properties in nearly a dozen U.S. states.

**ANNOUNCEMENT DATE:** February 27, 2013

PRICE: PRICE PER UNIT: Not disclosed **TERMS:** PRICE/REVENUE: PRICE/INCOME:

The transaction was executed on February 19, 2013. The towers were renamed Irvington Senior Apartments. The JCHC will use the proceeds from the sale to develop other affordable housing options.

TARGET: 2 Assisted Living ACQUIRER: HSRE-EB I, LLC

**Communities** 

LISTING: LISTING: Private Private

LOCATION: CEO: Jan Burman PHONE: 516-747-1200 East Northport and Lynbrook, New

York

UNITS: 240 67 Clinton Road FAX: 516-747-4800

**REVENUE:** Garden City, New York 11530

**NET INCOME:** WEB SITE: (estimated www.engelburman \$5,400,000 EBITDA)

ING Real Estate Australia Pty. sold the Bristal at Lynbrook, which has 122 units and 147 licensed beds for \$28.0 million, and Engel Burman contributed the Bristal at East Northport, which has 118 units and 136 licensed beds, at a value of \$52.0 million, t

Chicago-based Harrison Street Real Estate Capital and Garden City, New York-based Engel Burman Corp. formed a joint venture to purchase these senior living assets. Harrison Street is a real estateoriented private equity firm that manages a real-estate po

**ANNOUNCEMENT DATE:** March 5, 2013

TERMS:

PRICE: \$80,000,000 PRICE PER UNIT: \$333,333

Cash and debt assumption.

PRICE/INCOME: 14.81

PRICE/REVENUE:

In May 2012, the HSRE-EB I, LLC joint venture announced purchasing five assisted living and memory care communities on Long Island, New York from Chartwell Seniors Housing REIT and ING Australia for \$290 million. This acquisition closed on February 14, 2013, and in March the joint venture announced the closing of two additional properties into the joint venture. Average AL rents are \$4,200 per month and memory care rents are \$5,500 per month. About 80% of the units are AL and the rest memory care. There are many suites which have two separate bebrooms.

TARGET: Assisted Living Facility ACQUIRER: eQ Care Fund

LISTING: Private LISTING: Private

LOCATION: Hyrylä, Finland CEO: PHONE: 358 9 6817 8777

UNITS: 47 (beds) Mikonkatu 9 FAX:

**REVENUE:** Helsinki, Finland 100

NET INCOME: WEB SITE: www.eq.fi/?sc\_lang=en

YIT is selling an assisted living facility for the elderly. The building, which was completed in January 2013, has a floor area of 3,600 square meters and room for 47 residents.

Finnish properties within the care sector. This fund is managed by Finnreit Fund Management Company Ltd.

eO Care (non-UCITS Fund) is the first Finnish fund to invest in

**ANNOUNCEMENT DATE**: March 5, 2013

**PRICE**: \$8,087,000 Approximate **PRICE PER UNIT**: \$172,064

TERMS: The value of the agreement was approximately EUR 6.2 million. PRICE/INCOME:

The seller's advisor in the transaction was Aventum Real Estate Ltd. Palvelukoti Joenranta Oy is the tenant of the building.

TARGET: Legacy Rehabilitation and ACQUIRER: The Ensign Group

Living

LISTING: Private LISTING: NASDAQ: ENSG

**LOCATION:** Amarillo, Texas **CEO:** Christopher **PHONE:** 949-487-9500

Christensen

**UNITS:** 150 (beds) 27101 Puerta Real, Ste 450 **FAX:** 

REVENUE:\$5,600,000(ttm)Mission Viejo, California 92691NET INCOME:\$675,000(EBITDA)WEB SITE:www.ensigngroup.net

Legacy Rehabilitation and Living is a 150-bed skilled nursing facility. At the time of acquisition the facility had an occupancy of 65%, an annual revenue of \$5,600,000, and EBITDA of \$675,000. The facility was built in 1963 and underwent major renovation

The Ensign Group operates 109 skilled nursing or assisted living facilities, of which 87 are owned, as well as seven hospice and seven home health care agencies. Operations are located in 11 states west of the Mississippi.

**ANNOUNCEMENT DATE**: March 5, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

Ensign expects the facility to be accretive to earnings in 2013. Senior Living Investment Brokerage handled the transaction. The asset acquisition was effective March 1, 2013.

TARGET: Five Skilled Nursing

Centers

LISTING: Private LISTING: NASDAQ: AVCA

LOCATION: CEO: PHONE: Kansas Kelly J. Gill 615-771-7575

ACQUIRER: Advocat, Inc.

income of \$1.0 million.

**UNITS:** 1621 Galleria Boulevard FAX: 615-771-7409

**REVENUE:** \$24,000,000 (ttm) Brentwood, Tennessee 37067 **NET INCOME:** WEB SITE: www.advocatinc.com

The five skilled nursing centers in Kansas have a Advocat provides senior care services at 48 skilled nursing facilities

combined annual revenue of approximately \$24 with 5,538 beds. On a trailing 12-month basis, AVCA generated revenue of \$315.0 million, EBITDA of \$12.6 million and net million.

**ANNOUNCEMENT DATE:** March 6, 2013

PRICE: \$15,500,000 Apportioned PRICE PER UNIT:

TERMS: PRICE/REVENUE: 0.65 PRICE/INCOME:

The acquisition is expected to be accretive to earnings early in Advocat's tenure as operator. The acquisition was financed in conjunction with a renewal and expansion of Advocat's credit facility with a syndicate led by the PrivateBank. This acquisition marks Advocat's entrance into a new region in Kansas. It is expected to close in the second quarter of 2013.

TARGET: The Overlook ACQUIRER: Aspen Square Management

LISTING: LISTING: Private Private

LOCATION: CEO: Harold Grinspoon PHONE: 413-781-0712 Waco, Texas UNITS: 380 Union Street FAX: 413-788-9207 162

**REVENUE:** West Springfield, Massachusetts 01089 **NET INCOME:** WEB SITE: www.aspensquare.com

The U.S. Department of Housing and Urban Development is selling The Overlook, a troubled, 162-unit senior housing complex, after Bear Senior Living LP, the developers, defaulted on their loan in 2012.

Aspen Square Management owns and operates nearly 90

communities in 15 states.

ANNOUNCEMENT DATE: March 6, 2013

PRICE: \$9,900,000 PRICE PER UNIT: \$61,111

TERMS: The U.S. Department of Housing and PRICE/REVENUE:

Urban Development sold the note at PRICE/INCOME:

Bear Senior Living LP defaulted on their loan after being unable to match occupancy levels needed to pay the debt service. Miles Ryan, the manager under previous ownership, will continue to manage The Overlook.

TARGET: Basunen 3 property ACQUIRER: JM AB

LISTING: Private LISTING: STO: JM

 LOCATION:
 Malmö, Sweden
 CEO:
 PHONE:
 08 782 87 00

 UNITS:
 Gustav III:s boulevard 64
 FAX:
 08 782 86 00

UNITS: Gustav III:s boulevard 64
REVENUE: Solna, Sweden

NET INCOME: WEB SITE: www.jm.se

RBS Nordisk Renting is selling the Basunen 3 JM is one of the leading developers of housing and residential areas in the Nordic region, with a focus on new production of homes in

attractive regions. It has about 2,300 employees.

**ANNOUNCEMENT DATE**: March 7, 2013

PRICE: \$3,685,300 PRICE PER UNIT:

TERMS: SEK 24 million, payment will be made at the time of occupancy, at end of PRICE/INCOME:

March 2013.

The property was subsequently resold to Bertlands Fastigheter AB for SEK 42 million, giving JM AB a profit of SEK 18 million. It will be reported in Q1:2013.

TARGET: Marquis Place of Elkhorn ACQUIRER: Capital Senior Living Corporation

LISTING: Private LISTING: NYSE: CSU

LOCATION: Elkhorn, Nebraska CEO: Lawrence A. Cohen PHONE: 972-770-5600

**UNITS:** 64 14160 Dallas Parkway, Ste 300 **FAX:** 972-770-5666

**REVENUE**: \$2,600,000 (estimated) Dallas, Texas 75254

**NET INCOME:** \$600,000 (estimated) **WEB SITE:** www.capitalsenior.com

Marquis Place was owned by a partnership and sold in order for the general partner to redeploy capital to other assets in other states. Built in 2002, Marquis Place is a quality facility with 44 assisted living units and 25 memory care beds. Occupancy was Capital Senior Living operates more than 100 senior living communities in 23 states with a capacity for more than 13,600

residents.

**ANNOUNCEMENT DATE**: March 7, 2013

 PRICE:
 \$6,600,000
 PRICE PER UNIT:
 \$103,125

 TERMS:
 PRICE/REVENUE:
 2.54

 PRICE/INCOME:
 11.00

Capital Senior Living plans on increasing private pay occupancy while decreasing the small Medicaid census over time. There is an additional 1.5 acres of land adjacent to the facility to further expand the facilities, and Capital Senior Living thinks rent increases and expansion could raise the value of Marquis Place. This will be CSU's seventh property in Nebraska. Senior Living Investment Brokerage handled the transaction, which closed on March 7.

TARGET: New Eastwood Care &

Rehabilitation Center

LISTING: Private

LOCATION: Easton, Pennsylvania **UNITS:** 97 (beds)

**REVENUE: NET INCOME:** 

New Eastwood Care & Rehabilitation Center is a skilled nursing facility and rehabilitation center offering various clinical services, including postoperative care, disease management, wound care and IV therapy. It is a two-story facility with a total

**ANNOUNCEMENT DATE:** March 12, 2013

PRICE:

\$6,300,000

**TERMS:** 

ACQUIRER: Tryko Partners LLC

LISTING: Private

CEO: PHONE: Yitzchok Rokowsky 732-961-9991 FAX: 575 Route 70, 2nd Floor 732-961-9994

Brick, New Jersey 08723 WEB SITE: www.tryko.com

Established in 1989, Tryko Partners (Tryko) is a private equity real estate investment group that is active in the acquisition of underutilized commercial and residential properties throughout the Northeast and the Midwest.

PRICE PER UNIT: \$64,948

PRICE/REVENUE: PRICE/INCOME:

This acquisition brings Tryko's total complement of skilled nursing beds to over 1,500. Tryko Partners plans to immediately invest more than \$500,000 in physical and program enhancements at the site. This capital improvement plan will focus on upgrading and renovating the facility's therapy gym, rehabilitation room and common areas. Financing for the purchase was handled by The Private Bank of Chicago.

TARGET: 13 senior housing and care

properties

LISTING: Private

LOCATION: North Carolina, Pennsylvania and

Virginia

UNITS: 978 (beds)

**REVENUE: NET INCOME:** 

PRICE:

The properties consist of four skilled nursing facilities, with 355 units, eight combination assisted living/memory care facilities, with 563 units, and one standalone Alzheimer's facility, with 60 units. The facilities are all newly built or renovated.

**ANNOUNCEMENT DATE:** March 25, 2013

\$141,700,000

TERMS: Purchase funded with debt financing and proceeds from the recently

completed offering of trust units.

ACQUIRER: HealthLease Properties REIT

LISTING: TSX: HLP.UN

CEO: Paul Ezekiel Turner PHONE:

161 Bay Street, 27th Floor, Unit FAX:

2631, PO Box 508

Toronto, Ontario M5J 2S1 WEB SITE: www.hlpreit.com

HealthLease Properties REIT is an affiliate of Mainstreet Property Group, a skilled nursing developer. HealthLease's portfolio will now increase to 28 facilities comprised of 2,909 units across five states and two Canadian provinces.

PRICE PER UNIT: \$144,888

PRICE/REVENUE:

PRICE/INCOME:

Six facilities will be managed by Meridian Senior Living, and the other seven facilities will be managed by Saber Healthcare Group, LLC. Mainstreet also announced that HealthLease replaced its current operating line of credit with a new \$110 million operating line of credit, \$83.8 million of which will be drawn on at closing to partially fund the acquisition. This acquisition completed on April 16, 2013.

TARGET: Arbors of Bedford ACQUIRER: Joint Venture

LISTING: Private LISTING: Private

LOCATION: Bedford, New Hampshire CEO: Michael S. Stoller PHONE: 781-619-9320 UNITS: 83 (beds) 100 River Ridge Drive, FAX: 781-619-9321

Suite 105

REVENUE: Norwood, Massachusetts 02062

NET INCOME: WEB SITE: www.lcbseniorliving.com

Built in 1998, The Arbors was designed to provide housing and healthcare for residents with Alzheimer's and dementia. Its 83 beds are nearly fully occupied. The acquisition includes an adjacent four-acre wooded parcel that could be developed as seniors ho

LCB Senior Living and Grosvenor Fund Management made the purchase. This is the second investment for a GFM fund that was formed to acquire up to \$500 million in seniors' housing and medical office facilities. The Arbors is the first acquisition for LCB San

**ANNOUNCEMENT DATE**: March 25, 2013

PRICE: \$35,000,000 PRICE PER UNIT: \$421,687

TERMS: Not disclosed. PRICE/REVENUE: PRICE/INCOME:

The joint venture equity was provider by Grosvenor Fund Management and acquisition financing provided by Bank of America. Cushman & Wakefield served as exclusive advisor to LCB Senior Living as well as arranged joint venture equity and acquisition financing.

TARGET: The Shire/North Village ACQUIRER: Shire at Culverton Realty

LISTING: Private LISTING: Private

LOCATION: Rochester, New York CEO: PHONE: UNITS: 160 FAX:

UNITS: 160 FAX:

REVENUE: \$3,883,000 (trailing 12 New York months)

NET INCOME: \$326,000 (EBITDA) WEB SITE:

The Shire has 118 assisted living units with a heavy Medicaid census, while North Village is a 42-unit independent living building with limited services and no dining room.

The principals of Culverton Realty own other senior living properties.

**ANNOUNCEMENT DATE**: March 26, 2013

This community was built in 1974 on 8.2 acres and it has 113,500 square feet. The assisted living portion had an occupancy rate of 85% while the smaller retirement apartment building was at 95%. Colliers International represented the seller, LML Associates, in the transaction, which closed on March 21.

TARGET: Desert Gardens Assisted ACQUIRER: Regional Owner/Operator

Living

LISTING: Private LISTING: Private

LOCATION: Hobbs, New Mexico CEO: PHONE: UNITS: 69 FAX:

**REVENUE**: \$2,139,000

NET INCOME: \$638,000 (EBITDA) WEB SITE:

An Oregon-based operator sold this assisted living (54 units) and memory care (15 units) community to use the capital for other purposes. Occupancy has been near 90%. The building was formerly a hotel, converted in 1990 and renovated in 2002 and 2010.

The buyer is a regional owner and operator based on the East Coast.

**ANNOUNCEMENT DATE**: March 28, 2013

 PRICE:
 \$3,530,000
 PRICE PER UNIT:
 \$51,159

 TERMS:
 PRICE/REVENUE:
 1.65

 PRICE/INCOME:
 5.53

This former hotel has a one-story and a three-story section and a total of 63,500 square feet. Occupancy has recently ranged between 87% and 93%. Hobbs is located in the far southeastern corner of the state about five miles west of the border with Texas. We presume the low per-unit value and cash flow mutiple reflects the location, the age and the fact that it was not purpose-built. Senior Living Investment Brokerage handled the transaction, which closed on March 28.

TARGET: Pelican Pointe Assisted ACQUIRER: National Owner

Living

LISTING: Private LISTING:

LOCATION: Klamath Falls, Oregon CEO: PHONE: UNITS: 112 FAX:

**REVENUE**: \$4,900,000

NET INCOME: \$1.770.000 (EBITDA) WEB SITE:

Pelican Pointe Assisted Living and Memory Care has 64 assisted living and 48 memory care units. The community was built in 2000 with an addition in 2011. Occupancy averages about 95% but has been 100%.

**ANNOUNCEMENT DATE**: March 28, 2013

PRICE: \$20,950,000 PRICE PER UNIT: \$187,054

TERMS: Cash and assumed Fannie Mae debt. PRICE/REVENUE: 4.28
PRICE/INCOME: 11.84

Klamath Falls is the county seat of Klamath County. The two-story building has about 71,000 square feet and occupancy at the time of sale was 95%. The seller also sold a smaller community in Oregon to the same buyer, and the buyer will use the same third-party manager that the seller used. Senior Living Investment Brokerage handled the transaction, which closed on March 28.

TARGET: Princeton Village Assisted ACQUIRER: National Owner

Living

LISTING: Private LISTING:

LOCATION: Clackamas, Oregon CEO: PHONE: UNITS: 53 FAX:

**REVENUE**: \$1,860,000

NET INCOME: \$630,000 (EBITDA) WEB SITE:

Princeton Village has 53 assisted living units consisting of 41 studios and 12 one-bedroom units. Built in 1999, it had occupancy of 93% at the time of sale, with about 50% of the census in the Medicaid program.

**ANNOUNCEMENT DATE**: March 28, 2013

 PRICE:
 \$6,800,000
 PRICE PER UNIT:
 \$128,302

 TERMS:
 Cash and assumed debt.
 PRICE/REVENUE:
 3.66

 PRICE/INCOME:
 10.79

Clakamas is located about 10 miles southeast of Portland. The seller is based in Oregon and sold the asset to exit the senior living industry and invest in a more passive type of investment. The buyer is a national owner and will retain the third-party manager that the seller used. The buyer assumed debt issued by the Oregon Housing and Community Services Department with an above-market interest rate, but the prepayment penalties were onerous. Senior Living Investment Brokerage handled the transaction, which closed on March 28.

## **MANAGED CARE**

		FIRST QUAR	TER 2013 MANAGED CARE TRANSACTION	SACTIONS			
TARGET	CITY	STATE	ACQUIRER	CITY	STATE	DATE	PRICE
Missouri Care, Inc.	Columbia	Missouri	WellCare Health Plans, Inc.	Tampa	Florida	January 22, 2013	
Universal Health Care Group	St. Petersburg	Florida	Citrus Universal Healthcare, Inc.	Jersey City	New Jersey	March 12, 2013	\$33,250,000

TARGET: ACQUIRER: WellCare Health Plans, Inc. Missouri Care, Inc.

LISTING: NYSE: AET LISTING: NYSE: WCG

LOCATION: CEO: PHONE: Alexander R. 813-290-6200 Columbia, Missouri

Cunningham

**UNITS:** FAX: 8735 Henderson Road 813-262-2802 **REVENUE:** 

Tampa, Florida 33634

WEB SITE: www.wellcare.com **NET INCOME:** 

Missouri Care is a subsidiary of Aetna, Inc. It serves more than 100,000 MO HealthNet Medicaid program members in 54 counties in Eastern, Central and Western regions of Missouri.

WellCare Health Plans provides managed care services for government-sponsored health care programs in the United States. The company also offers Medicaid plans. It serves more than 2.5 million members and has revenues over \$6.4 billion.

**ANNOUNCEMENT DATE:** January 22, 2013

PRICE PER UNIT: PRICE: Not disclosed TERMS: PRICE/REVENUE: Not disclosed PRICE/INCOME:

The transaction is subject to regulatory approvals and certain other closing conditions. The acquisition was completed April 1, 2013.

TARGET: Universal Health Care ACQUIRER: Citrus Universal Healthcare, Inc.

Group

LISTING: Private LISTING: Private

LOCATION: CEO: PHONE: 201-432-2133 St. Petersburg, Florida

**UNITS:** 34 Exchange Place FAX:

**REVENUE:** Jersey City, New Jersey 07302

WEB SITE: www.carepointfinancial.com **NET INCOME:** 

Founded in 2002 by Dr. A.K. Desai, Universal Health Care Group is a Medicare/Medicaid health insurance provider. Universal filed for bankruptcy on February 6, 2013, after prolonged financial turmoil and an accusation of a broad pattern of financial mismanagement.

Citrus Universal Healthcare is a unit of New Jersey-based CarePoint Insurance Co. Citrus has a long track record of successfully turning

around health care companies.

**ANNOUNCEMENT DATE:** March 12, 2013

PRICE: \$33,250,000 PRICE PER UNIT: TERMS: PRICE/REVENUE: Cash. PRICE/INCOME:

The United States Bankruptcy Court for the Middle District of Florida approved the offer to purchase the four operating entities of Universal. There was a competeing bid from Dr. Kiran Patel of WellCare Health Plans for \$36.5 million, but his bid was to be paid over time. Citrus will be working with Alvarez & Marsal to stabilize the company and focus on servicing customers and providers in order to improve the network and position it for long term success. As of March 4, Alvarez & Marsal deployed a large team of seasoned industry experts to Universal headquarters.

## **MEDICAL DEVICES**

DATE PRICE	January 4, 2013 \$85,000,000	January 5, 2013 January 8, 2013 \$83,000,000	January 11, 2013 January 15, 2013 \$82,500,000	January 15, 2013 \$98 500 000		January 28, 2013	January 29, 2013 \$30,500,000	February 1, 2013	February 5, 2013	-ebruary 11, 2013	ebruary 25, 2013 \$300,000,000	ebruary 26, 2013 \$1,402,200	March 4, 2013 \$23,600,000	March 7, 2013	March 12, 2013	March 14, 2013	March 18, 2013 \$294,000,000	March 25, 2013 \$362,500,000	March 26, 2013	March 29, 2013 \$8,176,000
STATE Ohio	, ,	setts	, ,			New Jersey Jan	•	-	Missouri Feb	New Jersey Febri	Denmark Febr	Sweden Febri	æ	æ	New Jersey Ma	_	Massachusetts Ma	Texas	Germany Ma	New York Ma
CILY	Norcross	Alpharetta Peabody	London Bedford	Ludlow Kalamazoo	Latham	Ridgefield Park	Hayward	San Diego	Lee's Summit	Iselin	Brønshøj	Uppsala	Wilmington	Harrisburg	Bridgewater	Kalamazoo	Westford	Athens	München	New York
ACQUIRER Saint-Gobain Performance Plastics	Cameroodan enominated rasings	EndoChoice Analogic Corporation	Utitec, Inc. GSI Group Inc.	BIT Analytical Instruments GmbH Stryker Comoration	AngioDynamics, Inc.	Samsung Electronics America	Solta Medical, Inc.	TandemDiabetes Care, Inc.	Viracor-IBT Labratories, Inc.	Ansell Healthcare Products LLC	Radiometer Medical ApS	C-RAD AB	TranS1 Inc.	Dynamic Healthcare Services	Cordis Corporation	Stryker Corporation	Cynosure, Inc.	Argon Medical Devices	Instrument Systems GmbH	Health In Harmony Inc.
STATE Maryland	Massachusetts	Israel Canada	Massachusetts California	California China	England	Massachusetts	Colorado	Connecticut	Maryland	Alabama	Sweden	Belgium	California	Pennsylvania	New Jersey	California	Massachusetts	British Columbia	Germany	China
CTTY	Bedford	Caesarea British Columbia	Wilmington San Jose	Irvine Changzhou City	Hampshire	Danvers	Louisville	Southington	Columbia	Birmingham	Ängelholm	Brussels	San Jose	Hazleton	Eatontown	San Clemente	Burlington	Vancouver	Berlin	Hong Kong
TARGET American Fluoroseal Comoration	ifecodes Unit	veer Medical Utrasonix Medical Corp.	Accellent Inc. facility NDS Surgical Imaging	Source Scientific LLC Trauson Holdings Co	Certain Assets of Microsulis Medical	NeuroLogica	Sound Surgical Technologies LLC	51 U.S. Patents and Patent Applications	Cylex, Inc.	Preferred Surgical Products, LLC	HemoCue	Cyrpa Medical Security	Baxano, Inc.	APO2	Flexible Stenting Solutions, Inc.	Spinal Surgery Implants and Technologies	Palomar Medical Technologies	Interventional products business	Optronik Berlin GmbH	Life Care Medical Devices Limited

FIRST QUARTER 2013 MEDICAL DEVICE TRANSACTIONS

TARGET: American Fluoroseal

**Corporation** 

LISTING: Private

LOCATION: Gaithersburg, Maryland

**UNITS: REVENUE:** 

**NET INCOME:** 

AFC is a Maryland-based manufacturer of fluoropolymer bags for medical use and sterile sampling systems for pharmaceutical manufacturing processes.

ANNOUNCEMENT DATE: January 2, 2013 PRICE: Not disclosed

**TERMS:** 

ACQUIRER: Saint-Gobain Performance Plastics

LISTING: Paris: SGO.PA

CEO: 1199 South Chillicothe Road

330-798-9240

PHONE: FAX:

330-798-6968

Aurora, Ohio 44202

WEB SITE: www.plastics.saint-gobain.com

Saint-Gobain Performance Plastics is the world leader in high performance plastics. The company employs 4,500 employees in 16 countries and is part of the larger Saint-Gobain Corporation.

PRICE PER UNIT: PRICE/REVENUE:

PRICE/INCOME:

The acquisition of AFC allows Saint-Gobain to expand its product offering into the area of vessels or bags which are used in very specific cell culture applications. The deal closed on January 2, 2013.

TARGET: Lifecodes Unit

LISTING: NASDAQ: HOLX LOCATION:

Bedford, Massachusetts

**UNITS: REVENUE:** 

**NET INCOME:** 

The Lifecodes unit is being sold by Hologic, which acquired it through last year's purchase of Gen-Probe. The entity makes molecular and antibodybased assays for transplants and transfusion.

**ANNOUNCEMENT DATE:** January 4, 2013

PRICE: \$85,000,000

TERMS: Cash upfront, plus an additional \$10

million in revenue milestones.

ACQUIRER: Immucor, Inc.

LISTING: Private

CEO: Gioacchino De Chirico PHONE: 770-441-2051 3130 Gateway Drive FAX: 770-441-3807

Norcross, Georgia 30091

WEB SITE: www.immucor.com

Immucor manufactures and sells reagents and automated systems for use by hospitals, clinical laboratories and blood banks in blood transfusions. The annual revenue expected is approximately \$334.4 million, EBITDA of \$100.7 million and net loss of \$42 million.

PRICE PER UNIT:

PRICE/REVENUE: PRICE/INCOME:

In spite of the Lifecode unit being profitable, Hologic sold it to reduce its own debts. Now, Immucor can offer customers a single source for transplant and transfusion testing. The transplant diagnostic market has an estimated worth of \$400 million.

TARGET: Peer Medical ACQUIRER: EndoChoice

LISTING: Private LISTING: Private

 LOCATION:
 Caesarea, Israel
 CEO:
 Mark Gilreath
 PHONE:
 888-682-3636

 UNITS:
 11810 Wills Rd., Suite 100
 FAX:
 866-567-8218

REVENUE: Alpharetta, Georgia 30009

NET INCOME: WEB SITE: www.endochoice.com

developing innovative endoscopy technology. gastrointestinal (GI) endoscopy.

**ANNOUNCEMENT DATE**: January 5, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

EndoChoice also announced that Sequoia Capital lead a \$45 million round of financing that included existing investors to back this deal and future growth. The merger will allow EndoChoice to expand its endoscopy technology, specifically with Peer Medical's Full Spectrum Endoscope. The North American enoscoppy market is expected to grow from \$2.5 billion in 2011 to \$4.3 billion by 2017.

TARGET: Ultrasonix Medical Corp. ACQUIRER: Analogic Corporation

LISTING: Private LISTING: NASDAQ: ALOG

LOCATION: British Columbia, Canada CEO: James W. Green PHONE: 978-326-4000 UNITS: 8 Centennial Drive FAX: 978-977-6809

REVENUE: Peabody, Massachusetts 01960

NET INCOME: WEB SITE: www.analogic.com

Ultrasonix develops and manufactures diagnostic Analogic designs, man ultrasound systems, and has more than 5,000 acquisition, and signal

installed.

Analogic designs, manufactures and sells high-precision data acquisition, and signal and image-processing-based medical and security systems. On a trailing 12-month basis, ALOG generated revenue of \$518 million, EBITDA of \$58 million and net income of \$43 million.

**ANNOUNCEMENT DATE**: January 8, 2013

The acquisition is inline with Analogic's overall strategy of growing its ultrasound business into the point-of-care ultrasound market. Ultrasonix also gives Analogic expanded distribution in emerging markets. Analogic expects this business combination will be neutral to diluted earnings per share in Analogics' fiscal year 2013, excluding purchase accounting adjustments and transaction related costs, and will become accretive in fiscal year 2014. The acquisition was completed on March 4, 2013.

TARGET: Accellent Inc. facility ACQUIRER: Utitec, Inc.

LISTING: LISTING: Private Private

LOCATION: CEO: PHONE: Christopher Mills 44-020 7640 3200 Wilmington, Massachusetts

**UNITS:** FAX: 6 Stratton Street

**REVENUE:** London, England W1J 8LD

**NET INCOME:** WEB SITE: www.harwoodcapital.co.uk

Accellent is selling its manufacturing facility in

Watertown, Connecticut.

Utitec is a contract manufacturer of precision, miniature drawn metal components for the medical and electronoics industries. It is a portfolio company of Harwood Capital LLP, a UK registered investment manager that invests exclusively in small-cap U.S. and UK companies.

**ANNOUNCEMENT DATE:** January 11, 2013

PRICE PER UNIT: PRICE: Not disclosed TERMS: PRICE/REVENUE: PRICE/INCOME:

Accellent provides integrated, outsourced manufacturing and engineering services to the medical device industry, primarily in cardiology, endoscopy and orthopaedic markets. It is selling the Watertown, Connecticut facility to increase its focus on its core medical device markets.

TARGET: NDS Surgical Imaging ACQUIRER: GSI Group Inc.

LISTING: LISTING: NASDAQ: GSIG Private

LOCATION: CEO: John A. Roush PHONE: 781-266-5700 San Jose, California UNITS: 125 Middlesex Turnpike FAX: 781-266-5114

**REVENUE:** Bedford, Massachusetts 01730 WEB SITE: **NET INCOME:** www.gsig.com

NDS Surgical Imaging offers surgical and radiology

displays and related peripherals.

GSI Group Inc. manufactures laser-based solutions, optical control devices and associated precision motion technologies. On a trailing 12-month basis, the company generated revenue of \$333 million, EBITDA of \$47 million and net income of \$17.5 million.

**ANNOUNCEMENT DATE:** January 15, 2013

PRICE: PRICE PER UNIT: \$82,500,000 TERMS: Cash; \$25 million will come from cash PRICE/REVENUE:

on hand and the remainder from GSI's PRICE/INCOME:

new credit facility.

NDS's primary technology consists of high-resolution flat panel displays. GSI will gain market-leading positions in the medical and surgical arenas, based on highly engineered technologies supplied into demanding applications. The result will be an addition of more than \$80 million in revenue and nearly \$12 million of Adjusted EBITDA to GSI's financial results in 2013. The acquisition closed as of January 15, 2013. Houlihan Lokey acted as sole financial advisor to GSL

TARGET: Source Scientific LLC ACQUIRER: BIT Analytical Instruments GmbH

LISTING: Private LISTING: Private

LOCATION: Irvine, California CEO: Marius Balger PHONE: 413-583-4388 UNITS: 388 Munsing Street FAX: 413-431-7780

REVENUE: Ludlow, Massachusetts 01056

NET INCOME: WEB SITE: www.bit-instruments.com

Source Scientific LLC provides contract services as a medical device design and manufacturing facility. It specializes in in-vitro diagnostic instruments.

As part of the Messer Group, BIT Analytical Instruments GmbH provides contract services for a wide range of analytical and medical instrument applications.

ANNOUNCEMENT DATE: January 15, 2013

PRICE: Not disclosed

PRICE: Not disclosed PRICE PER UNIT:
TERMS: 100% acquisition PRICE/REVENUE:
PRICE/INCOME:

The acquisition of Source Scientific followed a planned 5-year transition in which BIT owned 50%. Now that BIT owns 100%, it expects faster growth and optimized service provision in the U.S. market.

TARGET: Trauson Holdings Co. ACQUIRER: Stryker Corporation

LISTING: HKSE: 325 LISTING: NYSE: SYK

LOCATION: Changzhou City, China CEO: Curt R. Hartman PHONE: 269-385-2600

**UNITS:** 2825 Airview Boulevard **FAX:** 269-385-1062

 REVENUE:
 \$68,000,000 (ttm)
 Kalamazoo, Michigan 49002

 NET INCOME:
 \$31,000,000 (EBITDA)
 WEB SITE: www.stryker.com

Founded in 2002, Trauson Holdings Co. is a manufacturer of orthopedic products. The company was the largest domestic producer of trauma products and a top-three producer of spine products by market share.

Stryker is a medical technology company offering a diverse array of innovative medical technologies including reconstructive implants, medical and surgical equipment, and neurotechnology and spine products.

**ANNOUNCEMENT DATE**: January 17, 2013

**PRICE**: \$98,500,000 **PRICE PER UNIT**:

**TERMS:** Stryker has made a HK\$7.50 per share tender offer. Trauson's controlling PRICE/INCOME: 1.64

tender offer. Trauson's controlling shareholder, Luna Group, agreed to tender 61.7% of Trauson's shares to the

offer.

Stryker will broaden its presence in the large and fast growing Chinese orthopedic market through this acquisition. The deal is expected to close by the end of the second quarter, and be neutral to Stryker's earnings this year. Barclays Capital served as Stryker's exclusive financial advisor and Sullivan & Cromwell served as outside legal counsel in this transaction.

TARGET: Certain Assets of Microsulis

Medical

Private LISTING: NASDAQ: ANGO

LOCATION: CEO: PHONE: Hampshire, England Joseph DeVivo 518-795-1400 **UNITS:** 14 Plaza Drive FAX: 518-795-1401

**REVENUE:** Latham, New York 12110

**NET INCOME:** WEB SITE: www.angiodynamics.com

Microsulis Medical Limited is selling the Acculis MTA microwave ablation system which it

developed.

LISTING:

AngioDynamics designs, develops, manufactures and markets therapeutic and diagnostic devices for peripheral vascular and other noncoronary diseases. On a trailing 12-month basis, ANGO generated revenue of \$280 million, EBITDA of \$35 million and a net loss of \$7.6 million.

ACQUIRER: AngioDynamics, Inc.

**ANNOUNCEMENT DATE:** January 23, 2013

PRICE: Not disclosed

PRICE PER UNIT: TERMS: PRICE/REVENUE: Not disclosed PRICE/INCOME:

With the addition of microwave, AngioDynamics has the complete offering of thermal and non-thermal technologies. This should increase its market share within the \$250 million global tissue ablation market.

TARGET: NeuroLogica ACQUIRER: Samsung Electronics America

LISTING: LISTING: KS: 005930 Private

LOCATION: CEO: Oh-Hyun Kwon PHONE: 201-229-4000 Danvers, Massachusetts

UNITS: 85 Challenger Road FAX: **REVENUE:** Ridgefield Park, New Jersey 07310

**NET INCOME:** 

WEB SITE: www.samsung.com/healthcare

NeuroLogica Corp specializes in the design and manufacture of imaging equipment that is easy to

use.

Samsung Electronics is an industrial conglomerate focused on

electronics, IT products and televisions.

**ANNOUNCEMENT DATE:** January 28, 2013

PRICE: PRICE PER UNIT: Not disclosed TERMS: Not disclosed PRICE/REVENUE: PRICE/INCOME:

This acquisition is part of Samsung's plan to expand its medical imaging business. The company will continue to strengthen its capabilities and product portfolio to establish itself as a trusted leader in the health and medical industry.

TARGET: Sound Surgical

Technologies LLC

LISTING: Private

LOCATION: Louisville, Colorado

**UNITS:** 

**REVENUE:** \$23,000,000 (2012)**NET INCOME:** \$2,000,000 (EBITDA)

Sound Surgical Technologies LLC markets surgical and non-invasive body shaping products using ultrasound technology.

Solta Medical designs, develops, manufactures and markets energybased medical device systems for áesthetic applications. On a trailing 12-month basis, it generated revenue of \$138 million, EBITDA of \$4.9 million and a net loss of \$36.9 million.

ACQUIRER: Solta Medical, Inc.

Stephen J. Fanning

25881 Industrial Boulevard

Hayward, California 94545

NASDAQ: SLTM

www.solta.com

PHONE:

FAX:

510-782-2286

510-782-2287

858-366-6900

LISTING:

WEB SITE:

CEO:

**ANNOUNCEMENT DATE:** January 29, 2013

PRICE: PRICE PER UNIT: \$30,500,000

**TERMS:** PRICE/REVENUE: \$25.5 million in stock and \$5.0 million 1.33 in cash upfront plus up to \$9.5 million PRICE/INCOME: 15.25

in contingent payments.

In combination with SLTM's rapidly growing Liposonix product line, the acquisition presents significant crossselling opportunities to plastic surgeons and dermatologists. The acquisition was complete on February 26, 2012, and it's expected to be accretive within 12 months.

TARGET: 51 U.S. Patents and Patent ACQUIRER:

**Applications** 

LISTING: Private

LOCATION:

**UNITS: REVENUE:** 

**NET INCOME:** 

LISTING: Private CEO: Kim D. Blickenstaff Southington, Connecticut

PHONE: 11045 Roselle Street, Ste 250

San Diego, California 92121

WEB SITE: www.tandemdiabetes.com

Smiths Medical ASD, Inc. sold 23 U.S. patents and patent applications relating to the treatment of diabetes. Additionaly, it sold 28 other U.S. patents and patent applications.

**ANNOUNCEMENT DATE:** February 1, 2013

PRICE: Not disclosed

TERMS: Not disclosed TandemDiabetes Care, Inc. is dedicated to advancing the management of diabetes through novel technologies.

TandemDiabetes Care, Inc.

FAX:

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

These patents and patent applications complement Tandem's growing portfolio of intellectual property related to the company's novel technologies.

TARGET: Cylex, Inc. ACQUIRER: Viracor-IBT Labratories, Inc.

LISTING: LISTING: Private Private

LOCATION: PHONE: CEO: Thomas W. Burnell 816-554-5171 Columbia, Maryland **UNITS:** FAX: 1001 NW Technology Drive 816-347-0143

**REVENUE:** Lee's Summit, Missouri 64086 **NET INCOME:** WEB SITE: www.viracoribt.com

Cylex is a global life sciences company focused on the development, manufacturing and commercialization of in-vitro diagnostic products intended to illuminate immunity in the area of transplant medicine.

A leader in molecular and immunodiagnostics, Viracor-IBT is committed to helping medical professionals, national and regional reference labs and biopharmaceutical companies solve life threatening problems. Viracor-IBT is majority owned by Ampersand Capital Partners.

employs more than 11,000 people and holds leading positions in the

natural latex and latex-free glove and condom markets.

**ANNOUNCEMENT DATE:** February 5, 2013 PRICE:

PRICE PER UNIT: Not disclosed TERMS: PRICE/REVENUE: PRICE/INCOME:

Viracor-IBT will acquire Cylex's core product, ImmuKnow, and believes the acquisition will result in continued benefits to the industry, their clients and the patients they serve. The deal is expected to close February 8, 2013.

TARGET: Preferred Surgical Products, ACQUIRER: Ansell Healthcare Products LLC

LLC

LISTING: LISTING: Private ASX: ANN

LOCATION: CEO: Magnus R. Nicolin PHONE: 732-345-5400 Birmingham, Alabama

**UNITS:** 111 Wood Ave. So., Suite 210 FAX: **REVENUE:** Iselin, New Jersey 08830

WEB SITE: www.ansellhealthcare.com **NET INCOME:** 

Preferred Surgical Products is a medical device Ansell Healthcare is a global leader in healthcare barrier protective products. With operations in the Americas, Europe and Asia, Ansell

company providing innovative products with a focus on infection prevention and improved efficency within the operationg room and invasive procedural settings.

ANNOUNCEMENT DATE: February 11, 2013

PRICE: PRICE PER UNIT: Not disclosed TERMS: PRICE/REVENUE:

PRICE/INCOME:

Duncan-Williams, Inc. was Preferred Surgical Products' sole finanical advisor in the deal.

TARGET: HemoCue ACQUIRER: Radiometer Medical ApS

LISTING: Private LISTING: Private

 LOCATION:
 Ängelholm, Sweden
 CEO:
 PHONE:
 45 38 27 38 27

 UNITS:
 Åkandevej 21
 FAX:
 45 38 27 27 27

REVENUE: Brønshøj, Denmark DK-2700

NET INCOME: WEB SITE: www.radiometer.com

HemoCue is a leading global company in the field of point-of-care testing and is a subsidary of Quest Diagonistics. Radiometer is a leading provider of technologically advanced acute care solutions that simplify and automate all phases of acute care testing.

**ANNOUNCEMENT DATE**: February 25, 2013

PRICE: \$300,000,000 PRICE PER UNIT:
TERMS: Cash, plus customary adjustments for cash balances. PRICE/INCOME:

Quest Diagnostics plans to use the proceeds to repurchase approximately \$300 million worth of its shares as part of a stock buyback program. The transaction was completed on April 9, 2013.

TARGET: Cyrpa Medical Security ACQUIRER: C-RAD AB

LISTING: Private LISTING: Stockholm: CRADB

 LOCATION:
 Brussels, Belgium
 CEO:
 Erik Hedlund
 PHONE:
 46 18 666930

 UNITS:
 Bredgränd 18
 FAX:
 46 18 126930

REVENUE: Uppsala, Sweden SE-753 20
NET INCOME: WEB SITE: www.c-rad.se

Established in 2010, Cyrpa is a company specializing in innovative solutions in the radiotherapy field. Cyrpa products are currently distributed in 22 countries in Europe, the U.S., Latin America, Africa and Asia.

C-RAD AB is a holding company with three subsidiaries: C-RAD Positioning AB, C-RAD Imaging AB and C-RAD Innovation AB.

**ANNOUNCEMENT DATE**: February 26, 2013

PRICE: \$1,402,200 PRICE PER UNIT:

TERMS: At closing not later than March 6, 2013,
C-RAD will pay \$1.402 million for 29%

PRICE/INCOME:

of the shares of Cyrpa.

Cyrpa and C-RAD will begin to integrate in March 2013. After transfer of production, a loan of \$653,000 will be issued. C-RAD has an option to acquire the remaining 71% of Cyrpa's shares. The transaction is expected to have a positive impact on C-RAD's operating profit in 2013.

TARGET: Baxano, Inc. ACQUIRER: TranS1 Inc.

LISTING: Private LISTING: NASDAQ: TSON

LOCATION: San Jose, California CEO: Ken Reali PHONE: 866-256-1206 UNITS: 301 Government Center Dr. FAX: 910-332-1701

REVENUE: Wilmington, North Carolina 28403
NET INCOME: WEB SITE: www.trans1.com

Baxano, Inc. is a medical device company that manufactures and markets the iO-Flex® system utilized in standard spinal decompression surgery and is developing the iO-Tome system, a precision facetectomy instrument.

TranS1 Inc. is a medical device company focused on designing, developing and marketing products to treat degenerative conditions of the spine affecting the lumbar region.

**ANNOUNCEMENT DATE**: March 4, 2013

PRICE: \$23,600,000 PRICE PER UNIT:
TERMS: TranS1 will issue approximately 10.4 million shares of TranS1 stock and pay
PRICE/INCOME:

\$550,000 in cash to acquire Baxano.

TranS1 will also refinance \$3.0 million of existing debt of Baxano after closing.

Current TranS1 shareholders will own approximately 72.4% of the combined company and approximately 27.6% will be owned by current Baxano shareholders. Baxano shareholders also commited \$15.3 million in concurrent financing. The combined business will have an addressable market opportunity of \$3.9 billion. TranS1 Also entered into a Securities Purchase Agreement, with net proceeds of approximately \$17.2 million. The merger is expected to close early in the second quarter of 2013.

TARGET: APO2 ACQUIRER: Dynamic Healthcare Services

LISTING: Private LISTING: Private

LOCATION: Hazleton, Pennsylvania CEO: Terry Luft PHONE: 717-657-2100 UNITS: 35 Sarhelm Road FAX: 717-657-2176

**REVENUE:** Harrisburg, Pennsylvania 17112

NET INCOME: WEB SITE: www.centralmedicalpa.com

APO2 is a full service home medical equipment company providing home oxygen delivery systems, CPAP, sleep apnea products, and consumer power mobility products. Founded in 2004, APO2 has experienced significant growth during each year of operation.

A portfolio company of GMH Ventures LLC, Dynamic Healthcare Services is a provider of home medical equipment, respiratory therapy products and services, along with complex rehabilitation products and services.

**ANNOUNCEMENT DATE**: March 7, 2013

PRICE: Not disclosed PRICE PER UNIT:

TERMS: Dynamic Healthcare Services is acquiring the operating assets of APO2.

PRICE PER UNIT:

PRICE/REVENUE:

PRICE/INCOME:

APO2 has a very strong presence in the Hazleton, PA market which will be integrated with DHS's Evanko Respiratory, Inc. division which was acquired in September 2012. The deal was completed on February 5, 2013.

TARGET: Flexible Stenting Solutions,

Inc.

LISTING: Private

LOCATION: Eatontown, New Jersey

**UNITS:** 

**REVENUE: NET INCOME:** 

Flexible Stenting Solutions, Inc. is a leading developer of innovative flexible peripheral arterial, venous and biliary stents.

**ANNOUNCEMENT DATE:** March 12, 2013 PRICE: Not disclosed

TERMS: Not disclosed. **ACQUIRER:** Cordis Corporation

LISTING: NYSE: JNJ

CEO: PHONE: 908-541-4100 FAX: 430 Route 22 East 800-997-1122

Bridgewater, New Jersey 08807 WEB SITE: www.cordis.com

For 50 years, Cordis Corporation, a Johnson & Johnson company, has pioneered less invasive treatments for vascular disease. Currently, Cordis markets the S.M.A.R.T. Vascular Stent worldwide.

PRICE PER UNIT: PRICE/REVENUE:

PRICE/INCOME:

This acquisition marks another milestone in the company's strategy to strengthen its position in the endovascular market. The FlexStent system received the European CE mark of approval for the treatment of vascular diseases in January 2009. However, the system is currently only approved for investigational use in the United States.

TARGET: Spinal Surgery Implants

and Technologies

LISTING:

LOCATION: San Clemente, California UNITS:

**REVENUE: NET INCOME:** 

VertiFlex is selling its spinal surgery implants and technologies, which are not core to its ongoing operations. Vertiflex is a medical device company dedicated to the advancement of minimally invasive solutions for the treatment of lumbar spinal stenosis.

ANNOUNCEMENT DATE: March 14, 2013 PRICE: Not disclosed

TERMS: The deal involved cash-up-front,

milestone payments and a long-term

licensing deal.

ACQUIRER: Stryker Corporation

LISTING: NYSE: SYK

CEO: Curt R. Hartman PHONE: 269-385-2600 2825 Airview Boulevard FAX: 269-385-1062

Kalamazoo, Michigan 49002 WEB SITE: www.stryker.com

Stryker is a medical technology company offering a diverse array of innovative medical technologies including reconstructive implants, medical and surgical equipment, and neurotechnology and spine products.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

The deal provides VertiFlex with significant non-dilutive funding to further advance its platform for minimally invasive treatment of spinal stenosis. Stryker's spinal division gets new products in the area of spinal stenosis, a space ripe for growth.

**TARGET:** Palomar Medical

**Technologies** 

**LISTING**: NASDAQ: PMTI

**LOCATION:** Burlington, Massachusetts

UNITS:

**TERMS:** 

**REVENUE**: \$80,570,000 (ttm) **NET INCOME**: -\$4,520,000 (EBITDA)

Palomar designs, produces and sells the most advanced cosmetic lasers and intense pulsed light (IPL) systems to dramatically improve the apperance of women's and men's skin.

**ANNOUNCEMENT DATE**: March 18, 2013

**PRICE**: \$294,000,000

Palomar shareholders will receive

\$13.65 per share of Palomar stock in cash and Cynosure stock. Cynosure shareholders will own approximately 77% and Palomar shareholders will own

23% of the combined company.

Cynosure and Palomar have a total combined installed base of more than 20,000 aesthetic laser systems worldwide, with a distribution network that spans over 100 countries. The combined revenue of the the two companies in calendar year 2012 was more than \$234 million. The acquisition is expected to be accretive to Cynosure in 2014. Leerink Swann and Hinckley, Allen & Snyder served as Cynosure's financial and legal advisors, respectively. Canaccord Genuity served as Palomar's financial advisor and WilmerHale served as legal counsel.

**TARGET:** Interventional products

business

**LISTING:** Private

**LOCATION:** Vancouver, British Columbia

UNITS:

REVENUE:

**NET INCOME:** 

Angiotech Pharmaceuticals, Inc. is selling its interventional products business, which manufactures and markets disposable and re-usable biopsy products for the diagnosis of cancer, drainage catheter products, and vascular interventional products.

**ANNOUNCEMENT DATE**: March 25, 2013

PRICE: \$362,500,000 PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

RoundTable created the interventional products business in 2003 as part of its American Medical Instruments Holdings, Inc. investment. AMIH was run by Argon's current management team. Angiotech acquired the interventional devices business from RoundTable in 2006 as part of its purchase of AMIH. As part of the transaction, Argon will also acquire three dedicated manufacturing facilities in Wheeling, IL: Gainesville, FL; and Rochester, NY. The transaction is expected to be completed prior to the end of April 2013.

ACQUIRER: Cynosure, Inc.

LISTING: NASDAO: CYNO

**CEO:** Michael R. Davin **PHONE:** 978-256-4200 **FAX:** 978-256-6556

Westford, Massachusetts 01886
WEB SITE: www.cynosure.com

Cynosure develops and markets aesthetic treatment systems to the dermatology, plastic surgery and general medical markets. On a trailing 12-month basis, it generated revenue of \$85 million, EBITDA of \$1.3 million and a net loss of \$4.6 million.

**PRICE PER UNIT:** 

PRICE/REVENUE: 3.65 PRICE/INCOME: -65.04

ACQUIRER: Argon Medical Devices

**LISTING:** Private

**CEO:** George A. Leondis **PHONE:** 1.903.675.9321 5600 Tennyson Parkway **FAX:** 1.972.403.0131

Suite 345 Athens, Texas

WEB SITE: www.argonmedical.com

Argon Medical Devices, a global manufacturer of specialty medical products, is a portfolio company of Roundtable Healthcare Partners.

TARGET: Optronik Berlin GmbH ACQUIRER: Instrument Systems GmbH

LISTING: Private LISTING: Private

 LOCATION:
 Berlin, Germany
 CEO:
 Richard Distl
 PHONE:
 49 089 45 49 43 0

 UNITS:
 Neumarkter Str. 83
 FAX:
 49089 4549 4311

**REVENUE**: München, Germany D-81673

NET INCOME: WEB SITE: www.instrumentsystems.com

The Optronik Berlin's parent company is Instrument Systems. Optronik is one of the leading European manufacturers and suppliers of light measurement equipment.

Instrument Systems develops and produces high-performance optical test & measuring systems for applications in the automobile industry, avionics, and the light engineering sector. These systems are also deployed by LED manufacturers and research laboratories.

**ANNOUNCEMENT DATE**: March 26, 2013 **PRICE**: Not disclosed

TERMS: Merger. PRICE/REVENUE:

PRICE/INCOME:

PRICE PER UNIT:

Effective February 27, 2013, Optronik Berlin GmbH was merged with Instrument Systems GmbH. The Optronik location in Berlin will be retained with all the employees. All the existing product lines will be marketed under the Optronik Line label. Instrument Systems GmbH has been the legal successor to Optronik Berlin since the merger and in this role takes responsibility for all assets and liabilities, as well as all rights and obligations arising from existing contracts.

TARGET: Life Care Medical Devices ACQUIRER: Health In Harmony Inc.

Limited

LISTING: Private LISTING: OTCOB: HTHH

LOCATION: Hong Kong, China CEO: Glenn S. Foley PHONE: 212-593-0550

UNITS: 880 Third Avenue, Suite 905 FAX:

REVENUE: New York, New York 10022

NET INCOME: WEB SITE: www.lifecmed.com

Life Care Medical Devices Limited (LCMD Hong Kong) is a development stage medical device company developing and commercializing its Keyhole Cup device for use in laparoscopic surgery and its EPIOS Pain Management System.

Health In Harmony Inc., a development stage company, intends to develop and market wellness programs for use by the elderly.

**ANNOUNCEMENT DATE**: March 29, 2013

PRICE: \$8,176,000

TERMS: LCMD receives 29,200,0000 shares of

HTHH common stock, which

constitutes about 8.43% of issued and outstanding stock at closing on March

29, 2013.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

Health In Harmony changed its name to Life Care Medical Devices Limited (LCMD Nevada), and its shares will continue to be listed on the OTC QB market. In connection with the share exchange and reorganization, LCMD Nevada appointed two new directors, to be effective April 12, 2013.

## **PHARMACEUTICALS**

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<b>PRICE</b> \$6,464,000 \$100,000,000	\$958,000,000 \$150,000,000 \$3,570,000 \$687,456,789	\$25,000,000 \$1,400,000 \$1,860,000 \$1,450,000 \$5,900,000 \$3,250,000,000 \$1,600	\$33,000,000 \$2,000,000 \$35,000,000
DATE January 3, 2013 January 8, 2013 January 8, 2013 January 15, 2013	January 22, 2013 January 23, 2013 January 25, 2013 January 31, 2013 February 1, 2013	February 4, 2013 February 4, 2013 February 5, 2013 February 6, 2013 February 6, 2013 February 11, 2013 March 11, 2013 March 11, 2013 March 14, 2013 March 18, 2013 March 19, 2013	March 26, 2013 March 26, 2013 March 28, 2013
STATE New York Florida Maryland New Jersey	California New Jersey Ontario Germany France France	New Jersey New Jersey New Jersey Alberta Alberta Alberta Manitoba Massachusetts Michigan Pennsylvania Sweden Massachusetts Newada Oregon New Jersey Quebec	England North Carolina Japan
CITY New York Miami Bethesda Pinebrook	Irvine Parsippany Toronto Ludwigshafen Saint-Genis-Pouilly Saint-Genis-Pouilly	Parsippany Buena Edmonton Edmonton Winnipeg Weston Allegan Canonsburg Lund Lexington Henderson Lake Oswego Bedminister	Staffordshire Raleigh Osaka
ACQUIRER Cactus Ventures, Inc. OPKO Health, Inc. TNI BioTech, Inc. Alvogen	Allergan, Inc. Watson Pharmaceuticals, Inc. DelMar Pharmaceuticals, Inc. BASF Advanced Accelerator Applications SA Advanced Accelerator Applications SA	The Medicines Company (GLaboratories, Inc. Isotechnika Pharma Inc. Aurinia Pharmaceuticals Cangene Corporation Biogen Idec, Inc. Perrigo Company Mylan, Inc. NeuroVive Pharmaceutical AB Cubist Pharmaceuticals, Inc. Spectrum Pharmaceuticals, Inc. Galena Biopharma, Inc. NPS Pharmaceuticals, Inc. NPS Pharmaceuticals, Inc. Valeant Pharmaceuticals, Inc.	Clinigen Group pic BioDelivery Sciences International, Inc. Dainippon Sumitomo Pharma Co., Ltd.
STATE New York Illinois England Romania	California Belgium British Columbia Norway Spain	Massachusetts Ohio Ohio Bottish Columbia Bottish Columbia France Ireland England India England Illinois California Japan California	Switzerland Maryland California
CTTY New York Bannockbum Buxton, Norwich Bucharest	Mountain View Liege Vancouver Lysaker Barcelona Barcelona	Cambridge Mason Victoria Seoul Boulogne-Billancourt Dublin Leeds Bangalore Cambridge Northbrook La Jolia Uppsala Osaka Long Beach	Basel Baltimore Mountain View
TARGET Actinium Pharmaceuticals, Inc. Cytochroma Inc. Patent Rights to LDN Labormed Pharmecuticals	MAP Pharmaceuticals, Inc. Uteron Pharma SA Uteron Pharma SA Proneva BioPharma ASA Barnatron Cicatalana de Dispensación, S.A.	Rights to ALN-PCS Rights to Econazole Nitrate Cream 1% Rights to Econazole Nitrate Cream 1% Aurina Pharmaceuticals Rights to Voclosporin Rights to IB1001 Rights to IB2001 Rights to Tysabri Rosemont Pharmaceuticals Ltd. Agila Specialties Private Limited Portfolio of novel cyclophilin inhibitors Rights to Cepticozane Rights to Cepticozane Rights to Capitsol-Enabled Melphalan Abstral (fentanyl) Sublingual Tablets Rights to Two Drugs Obagi Medical Products, Inc.	Cardioxane Topical Clonidine Gel EPI-743 and EPI-589

TARGET: Actinium Pharmaceuticals, ACQUIRER: Cactus Ventures, Inc.

Inc.

LISTING: Private LISTING: OTCBB: CTVN

LOCATION: CEO: PHONE: New York, New York

**UNITS:** FAX:

**REVENUE:** New York, New York

**NET INCOME:** WEB SITE:

Actinium Pharmaceuticals, Inc. (API) is a privately held biopharmaceutical company specializing in the development of cancer drugs.

Cactus Ventures, Inc. is a corporate shell.

**ANNOUNCEMENT DATE:** January 3, 2013

PRICE: PRICE PER UNIT: \$6,464,000 (approximately) TERMS: Paid for with 21% of Actinium 's issued PRICE/REVENUE: and outstanding shares.

PRICE/INCOME:

This is a reverse merger to take Actinium public, so that the company can raise capital from public funds. CTVN will be registered under its name until the intended name change to Actinium Pharmaceutical takes effect.

ACQUIRER: OPKO Health, Inc. TARGET: Cytochroma Inc.

LISTING: LISTING: AMEX: OPK Private

LOCATION: CEO: Phillip Frost PHONE: 305-575-4100 Bannockburn, Illinois **UNITS:** 4400 Biscayne Boulevard FAX: 305-575-6049

**REVENUE:** Miami, Florida 33137

**NET INCOME:** WEB SITE: www.opko.com

Founded in 1996, Cytochroma is a clinical-stage specialty pharmaceutical company focused on developing and commercializing proprietary products to treat and prevent the clinical consequences of vitamin D insufficiency.

OPKO Health is a multinational biopharmaceutical and diagnostics company. On a trailing 12-month basis, it generated revenue of \$37 million and a net loss of \$21 million.

ANNOUNCEMENT DATE: January 8, 2013

PRICE: PRICE PER UNIT: \$100,000,000 TERMS: Stock at the equivalent of \$4.874 per PRICE/REVENUE:

share plus an additional \$190 million in PRICE/INCOME:

development and revenue milestones.

Through this transaction, OPKO will acquire rights to Cytochroma's two lead product candidates, Replidea TM, a vitamin D prohormone, and AlpharenTM, a non-absorbed phosphate binder to treat hyperphosphatetemia in dialysis pateints. The acquisition was completed March 4, 2013.

TARGET: Patent Rights to LDN ACQUIRER: TNI BioTech, Inc.

LISTING: Private LISTING: OTCBB: TNIB

**LOCATION:** Buxton, Norwich, England **CEO:** Noreen Griffin **PHONE:** 310-353-6277

UNITS: 6701 Democracy Blvd., Ste 300 FAX: REVENUE: Bethesda, Maryland 20817

NET INCOME: WEB SITE: www.tnibiotech.com

LDN Research LLC and Dr. Jill Smith are selling the rights to LDN. The patent covers methods and formulations for treatment of the inflammatory and ulcerative diseases of the bowel.

Formed in 2012, TNI BioTech Inc. acquires patents, develops treatments, markets and licenses its own immunotherapies for the treatment of cancer, HIV/AIDS and autoimmune diseases.

**ANNOUNCEMENT DATE**: January 8, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

TNI BioTech is planning to meet with the FDA to design and implement Phase 3 trial(s) for treatment of patients with Pediatric Crohn's disease. Naltrexone is also expected to be tested for treatment of other immune-mediated or immune-deficient diseases.

TARGET: Labormed Pharmecuticals ACQUIRER: Alvogen

LISTING: Private LISTING: Private

LOCATION: Bucharest, Romania CEO: Mr. Robert Wessman PHONE: 973-796-3400 UNITS: 10 Bloomfield Avenue FAX: 973-796-3439

Alvogen is a next-generation pharmaceuticals company that is

as well as broaden its platform for growth. It currently has a

presence in 25 countries around the world.

looking to expand its product portfolio and manufacturing capacity

REVENUE: Pinebrook, New Jersey 07058

NET INCOME: WEB SITE: www.alvogen.com

Labormed is the largest independent generics company in Romania. The company has the most modern production facility for solid oral forms in Romania. Its portfolio has more than 200 generic products, OTC products, natural remedies and R&D capabilities.

ANNOUNCEMENT DATE: January 15, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

Labormed will become Alvogen's group center of excellence in the Central and Eastern European region. Labormed will also contribute a strong product portfolio with minimal overlap with Alvogen's other products. Its focus is on cardiovascular and central nervous system medicines.

TARGET: MAP Pharmaceuticals, Inc. ACQUIRER: Allergan, Inc.

LISTING: NASDAQ: MAPP LISTING: NYSE: AGN

LOCATION: Mountain View, California CEO: David E. I. Pyott PHONE: 714-246-4500 UNITS: 2525 Dupont Drive FAX: 714-246-6987

**REVENUE:** \$3,620,000 (ttm) Irvine, California 92612

NET INCOME: -\$57,580,000 WEB SITE: www.allergan.com

MAP Pharmaceuticals, Inc. is a biopharmaceutical company focused on new therapies in neurology. Its lead product candidate, LEVADEX, is a potential acute treatment for migraines and is currently under review with the U.S. Food and Drug Administration.

Allergan, Inc. operates as a multi-specialty healthcare company primarily in the United States, Europe, Latin America and the Asia Pacific region. On a trailing 12-month basis, the company generated \$5.7 billion in revenue, \$1.76 billion EBITDA and net income of \$1.05 billion.

**ANNOUNCEMENT DATE**: January 22, 2013

PRICE: \$958,000,000 PRICE PER UNIT:

TERMS: Cash. PRICE/REVENUE: 264.64
PRICE/INCOME: -16.64

Allergan has offered \$25.00 per share, representing a 60% premium over the prior day's closing of \$15.88. It expects this transaction to be dilutive to 2013 earnings per share by \$0.07, and accretive to the second half of 2014. The acquisition is expected to close in the second quarter. Goldman, Sachs & Co. is acting as financial advisor and Gibson, Dunn & Crutcher LLP as legal advisor to AGN. Centerview Partners LLC is acting as exclusive financial advisor and Latham & Watkins LLP as legal advisor to MAPP.

TARGET: Uteron Pharma SA ACQUIRER: Watson Pharmaceuticals, Inc.

LISTING: Private LISTING: NYSE: WPI

LOCATION: Liege, Belgium CEO: Paul M. Bisaro PHONE: 9862-621-7000

UNITS: 400 Interpace Parkway FAX:

**REVENUE:** Parsippany, New Jersey 07054

NET INCOME: WEB SITE: www.watsonpharm.com

Uteron Pharma, a spinoff of the University of Leige, is a development-based company dedicated to female healthcare.

Watson Pharmaceuticals develops, produces, markets and distributes branded and off-patent pharmaceutical products. On a trailing 12-month basis, WPI generated revenue of \$4.6 billion, EBITDA of \$1.1 billion and net income of \$261 million.

**ANNOUNCEMENT DATE**: January 23, 2013

PRICE: \$150,000,000 PRICE PER UNIT:
TERMS: Cash upfront and up to \$155 million in potential future milestone payments.

PRICE PER UNIT:
PRICE/REVENUE:
PRICE/INCOME:

This acquisition will further expand Watson's Womens Health development portfolio by adding two potential near term opportunities in contraception and infertility, and one novel oral care contraceptive projected to launch in 2018. The transaction is expected to be minimally dilutive in 2013 and 2014, and accretive in 2015.

TARGET: Del Mar Pharmaceuticals

(BC) Ltd.

LISTING: OTCQB: BRRY

LISTING: Private

CEO: Vancouver, British Columbia

**UNITS:** 

LOCATION:

722B Kingston Road Toronto, Ontario

**REVENUE: NET INCOME:** WEB SITE:

Del Mar Pharmaceuticals (BC) Ltd. is a clinical and commercial stage drug development company with

This is essentially a shell company. It was called Berry Only Inc. before it was acquired by Del Mar Pharmaceuticals Inc.

PHONE:

PHONE:

BASF is a chemical company with a diverse portfolio including

chemicals, plastics, performance products and crop protection

FAX:

FAX:

647-283-3152

49 0 621 60 0

49 0 621 60 42

ACQUIRER: DelMar Pharmaceuticals, Inc.

a focus on the treatment of cancer.

ANNOUNCEMENT DATE: January 25, 2013

PRICE: \$3,570,000 TERMS: Cash

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

Del Mar Pharmaceuticals is going public by acquiring a shell company. The ticker symbol will be changed to DMPI on or about January 31, 2013.

TARGET: Pronova BioPharma ASA ACQUIRER: BASF

LISTING: **OBX: PRON** 

LOCATION: Lysaker, Norway

**UNITS:** 

TERMS:

**REVENUE:** \$304,543,796 (2011)**NET INCOME:** \$128,704,380

Carl-Bosch-Str. 38 Ludwigshafen, Germany 67056 WEB SITE: www.basf.com (EBITDA)

Pronova BioPharma ASA has been a pioneer in the omega-3 industry, and is a maker of prescription grade omega-3 products for patients with metabolic disorders and cardiovascular issues.

**ANNOUNCEMENT DATE:** January 31, 2013

PRICE: \$687,456,789

Cash for outstanding shares.

PRICE PER UNIT:

products to oil and gas.

LISTING:

CEO:

PRICE/REVENUE: 2.26 PRICE/INCOME: 5.34

FSE: BAS

Kurt Bock

BASF will fully integrate Pronova into its Nutrition & Health division and Pronova will become a key part of BASF's omega-3 business.

TARGET: ACQUIRER: Advanced Accelerator Applications SA Barnatron

LISTING: LISTING: Private Private

CEO: PHONE: LOCATION: Stefano Buono 33 0 4 50 99 30 7 Barcelona, Spain FAX: 33 0 4 50 99 3

**UNITS:** 20 Rue Diesel

**REVENUE:** \$3,536,000 Saint-Genis-Pouilly, France 01630 (2012)**NET INCOME:** WEB SITE: www.adacap.com

Barnatron, established in 2001, manufactures and AAA is a fast growing international player in Molecular Nuclear distributes radiopharmaceuticals for diagnostic use Medicine. In 2011, AAA generated a revenue of \$48.7 million, and in Positron Emission Tomography. EBITDA of \$8.1 million.

ANNOUNCEMENT DATE: February 1, 2013

PRICE: Not disclosed PRICE PER UNIT: TERMS: PRICE/REVENUE: Not disclosed. PRICE/INCOME:

AAA acquired Barnatron at the same time as it acquired Cadisa, another well established radiopharmaceutical company in Barcelona. Now, in conjuction with its three other existing facilities, AAA is able to effeciently supply the entire Iberian Peninsula.

ACQUIRER: Advanced Accelerator Applications SA TARGET: Catalana de Dispensación,

S.A.

LISTING: LISTING: Private Private

LOCATION: CEO: Stefano Buono PHONE: 33 0 4 50 99 30 7 Barcelona, Spain **UNITS:** 20 Rue Diesel FAX: 33 0 4 50 99 3

Medicine (MNM). In 2011, AAA generated a revenue of \$48.7

million, and EBITDA of \$8.1 million.

**REVENUE:** \$3,536,000 Saint-Genis-Pouilly, France 01630 (2012)

WEB SITE: www.adacap.com **NET INCOME:** AAA is a fast growing international player in Molecular Nuclear

Catalana de Dispensación, S.A. (Cadisa), established in 1995, manufactures and supplies radiopharmaceutical products for Single Photon Emission Tomography to hospitals in Spain.

**ANNOUNCEMENT DATE:** February 1, 2013

PRICE: Not disclosed PRICE PER UNIT: TERMS: Not disclosed. PRICE/REVENUE: PRICE/INCOME:

AAA acquired Cadisa at the same time as it acquired Barnatron, another well established radiopharmaceutical company in Barcelona. Now, in conjuction with its three other existing facilities, AAA is able to effeciently supply the entire Iberian Peninsula.

TARGET: Rights to ALN-PCS ACQUIRER: The Medicines Company

LISTING: NASDAQ: ALNY LISTING: NASDAQ: MDCO

LOCATION: Cambridge, Massachusetts

CEO: Clive Meanwell

PHONE: 973-656-1616

8 Campus Drive

FAX: 973-656-9898

**REVENUE**: Parsippany, New Jersey 07054

NET INCOME: WEB SITE: www.themedicinescompany.com

Alnylam Pharmaceuticals is selling the global rights to ALN-PCS, a type of cholesterol-lowering drug.

The Medicines Company, a pharmaceutical company, provides acute care hospital products worldwide. On a trailing 12-month basis, it generated revenue of \$531.3 million, EBITDA of \$75.9 million and net income of \$50.2 million.

**ANNOUNCEMENT DATE**: February 4, 2013

PRICE: \$25,000,000 PRICE PER UNIT:
TERMS: Upfront cash of \$25 million and up to \$180 million in development and PRICE/INCOME:

commercial milestone payments.

Alnylam will continue the program for an estimated one to two years to complete certain pre-clinical and Phase I clinical studies. The Medicines Company is responsible for leading and funding development from Phase II forward and commercializing the ALN-PCS program if successful.

TARGET: Rights to Econazole Nitrate ACQUIRER: IGI Laboratories, Inc.

Cream 1%

LISTING: Private LISTING: NYSE: IG

**LOCATION:** Mason, Ohio **CEO:** Jason Grenfell- **PHONE:** 856-697-1441

Gardner

**UNITS:** 105 Lincoln Avenue **FAX:** 302-655-5049

REVENUE: Buena, New Jersey 08310

NET INCOME: WEB SITE: www.igilabs.com

Prazco, LLC is selling the rights to Econazole Nitrate Cream 1%. The cream is used as an antifungal medication to treat skin infections.

IGI Laboratories, Inc. is a generic topical pharmaceutical company.

**ANNOUNCEMENT DATE**: February 4, 2013

PRICE: \$1,400,000 PRICE PER UNIT:

TERMS: Cash plus up \$400,000 worth of milestones. PRICE/INCOME:

IGI intends to capture a large percentage of the \$12.8 million market for this type of product. It assumes that this will provide additional stability to its revenue in 2013.

TARGET: Aurinia Pharmaceuticals ACQUIRER: Isotechnika Pharma Inc.

LISTING: Private LISTING: TSX: ISA

LOCATION: Victoria, British Columbia CEO: Robert Foster PHONE: 780-487-1600 UNITS: 5120-75 Street FAX: 780-484-4105

REVENUE: Edmonton, Alberta T6E 6W2

NET INCOME: WEB SITE: www.isotechnika.com

Aurinia Pharmaceuticals is a spin-out of Vifor Pharma, the pharmaceutical arm of Swiss-based Galencia Group.

Isotechnika Pharma Inc. is a biopharmaceutical company focused on the development of immunomodulating therapeutics which offer safety advantages over available treatments. On a 12-month trailing basis, the company generated revenue of \$4.78 million, and a net loss of \$11 million.

**ANNOUNCEMENT DATE**: February 5, 2013

PRICE: \$3,860,000 PRICE PER UNIT:
TERMS: Stock swap, 100% of Aurinia for 40% of Isotechnika's outstanding shares.

PRICE/INCOME:

Aurinia's lupus rights and database will be combined in the merged company, to be known as Aurinia Pharmaceuticals, with the transplantation and autoimmune rights, and the database held by Isotechnicka. The companies expect a formal merger agreement will be signed by March 15.

TARGET: Rights to Voclosporin ACQUIRER: Aurinia Pharmaceuticals

LISTING: Private LISTING: TSX: ISA

**LOCATION:** Seoul, South Korea **CEO:** Dr. Robert Foster **PHONE:** 780-487-1600 **UNITS:** 5120-75 Street **FAX:** 780-484-4105

REVENUE: Edmonton, Alberta T6E 6W2

NET INCOME: WEB SITE: www.isotechnika.com

ILJIN Life Sciences Company is selling its rights to Voclosporin, a drug for transplantation and autoimmune indications, including lupus.

Isotechnika Pharma merged with Aurinia Pharmaceuticals in February 2013 to create a premier clinical-stage pharmaceutical company focused on the global nephrology market.

**ANNOUNCEMENT DATE**: February 5, 2013

PRICE: \$1,450,000 (approximate)
TERMS: Aurinia will acquire full rights to
Veclosporin outside of Canada Israel

Voclosporin outside of Canada, Israel, South Africa, China, Taiwan and Hong Kong. ILJIN will own 25% of the merged company and receive future milestone payments totaling \$10 million, plus up to \$1.6 million.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

The new merged Aurinia Pharmaceuticals will be re-acquiring its full rights to Voclosporin. The companies expect a formal agreement to be signed by March 15, 2013.

TARGET: Rights to IB1001

LISTING: Euronext: IPN; ADR: IPSEY Boulogne-Billancourt, France

UNITS: REVENUE: NET INCOME: LISTING: TSE: CNJ

ACQUIRER: Cangene Corporation

**CEO:** John Anthony Sedor **PHONE:** 204-275-4200 155 Innovation Drive **FAX:** 204-269-7003

Winnipeg, Manitoba R3T 5Y3 **WEB SITE:** www.cangene.com

Ipsen and Inspiration Biopharmaceuticals sold the worldwide rights to IB1001, an intravenous recombinant Factor IX (rFIX) being developed for the treatment and prevention of bleeding episodes in people with hemophilia B.

Cangene Corporation is one of Canada's oldest and largest biopharmaceutical companies. It is focused on the development and commercialization of specialty therapeutics.

**ANNOUNCEMENT DATE**: February 6, 2013

**PRICE**: \$5,900,000

**TERMS:** Cangene has agreed to pay \$5.9 million

upfront, up to \$50 million in potential additional commercial milestones as well as net sales payments equivalent to tiered, double-digit percentage of

IB1001 net sales.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

This transaction completes the sale of all Ipsen and Inspiration hemophilia assets. Ipsen will receive 60% of the upfront payments. Over and above these upfront amounts, Ipsen will receive 80% of all payments up to a present value of \$304 million and 50% of all proceeds thereafter. Oppenheimer & Co. acted as exclusive financial advisor and Reed Smith acted as legal advisor to Cangene on the transaction. This acquisition was completed on February 7, 2013.

TARGET: Rights to Tysabri ACQUIRER: Biogen Idec, Inc.

LISTING: NYSE: ELN LISTING: NASDAQ: BIIB

LOCATION:Dublin, IrelandCEO:George ScangosPHONE:781-464-2000UNITS:133 Boston Post RoadFAX:617-679-2617

REVENUE: Weston, Massachusetts 02493

NET INCOME: WEB SITE: www.biogenidec.com

Elan sold its share of Tysabri, a monotherapy for relapsing MS that is approved in more than 65 countries. Elan Corporation is a neuroscience-focused biotechnology company.

Biogen Idec develops, manufactures and commercializes novel therapies for a variety of diseases. On a trailing 12-month basis, BIIB generated revenue of \$4.9 billion, EBITDA of \$2.1 billion and net income of \$1.2 billion.

**ANNOUNCEMENT DATE**: February 6, 2013

PRICE: \$3,250,000,000

**TERMS:** \$3.25 billion upfront cash plus 12% of

global net sales for the first 12 months, then 18% for net sales up to \$2.0 billion and 25% for sales in excess of \$2.0

billion.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

Biogen Idec anticipates the transaction will be approximately \$0.20 to \$0.30 accretive to 2013 GAAP earnings per share and will continue to be accretive thereafter. Centerview Partners LLC acted as exclusive financial advisor and Ropes & Gray LLP acted as legal counsel to Biogen Idec. This acquisition was completed on April 4, 2013.

TARGET: Rosemont Pharmaceuticals

Ltd.

LISTING: NASDAQ: PRGO

ACQUIRER: Perrigo Company

**LISTING:** Private

Leeds, England CEO: Joseph C. Papa PHONE: 269-673-8451

LOCATION: UNITS:

LISTING:

515 Eastern Avenue

**REVENUE**: \$60,000,000

Allegan, Michigan 49010

**NET INCOME:** 

**WEB SITE**: www.perrigo.com

Founded in 1967, Rosemont is a specialty and generic prescripiton pharmaceutical company focused on the manufacturing and marketing of oral liquid formulations. Rosemont currently has more than 90 products in its portfolio.

Founded in 1887, Perrigo Company has grown to become a leading global provider of quality, affordable healthcare products.

FAX:

**ANNOUNCEMENT DATE**: February 11, 2013

PRICE: \$283,000,000 Approximate PRICE PER UNIT:

TERMS: Cash. PRICE/REVENUE: 4.72

(ttm-2012)

PRICE/INCOME:

This acquisition is congruent with Perrigo's strategies to access a specialty market, expand into additional oral liquid formulations, and take hold of a leadership goal in a sizeable and growing market. Rosemont is expected to be approximately \$0.04 to \$0.07 dilutive to GAAP EPS after the inclusion of estimates for intangible amortization, transaction and integration expenses. Including this acquisition, Perrigo now expects fiscal 2013 reported earnings to be between \$4.67 and \$4.87 per diluted share.

**TARGET:** Agila Specialties Private

ACQUIRER: Mylan, Inc.

NASDAQ: MYL

Limited

NSE: STAR LISTING:

LOCATION: Bangalore, India

CEO: Heather Bresch

PHONE: 724-514-1800

UNITS: 1500 Corporate Drive

FAX: 724-514-1870

REVENUE: Canonsburg, Pennsylvania 15317
NET INCOME: WEB SITE: www.mylan.com

Agila Specialties Private Limited is a developer, manufacturer and marketer of high-quality generic injectable products. The seller is Strides Arcolab Limited (NSE: STAR). Mylan, Inc. develops, manufactures and markets generic and brand pharmaceutical products. On a 12-month trailing basis, MYL generated revenue of \$6 billion, EBITDA of \$1.5 billion and net income of \$410 million.

**ANNOUNCEMENT DATE**: February 27, 2013

PRICE: \$1,600,000,000

**TERMS:** Cash. The agreement also provides for

up to an additional \$250 million in potential payments subject to the satisfaction of certain conditions by

Strides.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

The acquisition is expected to be immediately accretive to Mylan's adjusted diluted EPS following closing. Mylan will not assume any outstanding debt or acquire the business's cash as part of the transaction. Mylan has obtained a commitment letter from Morgan Stanley for a new \$1 billion senior unsecure bridge term loan. Morgan Stanley is serving as financial advisor to Mylan, and Skadden, Arps, Slate, Meagher & Flom LLP is acting as overall legal advisor. The transaction is expected to close in the fourth quarter of 2013, subject to regulatory approvals and certain closing conditions.

TARGET: Portfolio of novel

cyclophilin inhibitors

LISTING: Private

LOCATION: Cambridge, England

**UNITS:** 

**REVENUE:** 

**NET INCOME:** 

Biotica Ltd., the United Kingdom biotech company, is selling a portfolio of novel cyclophilin inhibitiors, technology platform assets and related intellectual property rights.

**ANNOUNCEMENT DATE:** March 11, 2013 PRICE: Not disclosed

TERMS: Not disclosed. ACQUIRER: NeuroVive Pharmaceutical AB

LISTING: Stockholm: NVP

CEO: PHONE: Mikael Brönnegård 46 046 275 62 20 Medicon Village, Scheelevägen FAX: 46 046 888 83 48

Lund, Sweden SE-223 81

WEB SITE: www.neurovive.com

NeuroVive Pharmaceutical AB was founded in 2000 with the aim of commercializing cyclosporine-based drugs for the treatment of acute traumatic conditions.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

The acquisition is important strategically as it will allow NeuroVive to broaden and deepen its pipeline of novel mitochondrial medicines. The acquisition was completed on March 11, 2013.

TARGET: Rights to Ceftolozane

LISTING: Tokyo: 4503

LOCATION: Northbrook, Illinois

UNITS: **REVENUE: NET INCOME:** 

Astellas Pharma US, Inc. is selling its remaining rights to ceftolozane, an antibiotic for complicated intra-abdominal infections and complicated urinary tract infections that has demonstrated promising outcomes in an ambitious Phase III program.

ANNOUNCEMENT DATE: March 11, 2013

PRICE: \$25,000,000 (approximate)

TERMS: Cash. ACQUIRER: Cubist Pharmaceuticals, Inc.

LISTING: NASDAQ: CBST

CEO: Michael W. Bonney PHONE: 781-860-8660 65 Hayden Avenue FAX: 781-861-0256

Lexington, Massachusetts 02421 **WEB SITE:** www.cubist.com

Cubist, a biopharma, researches, develops and commercializes pharmaceutical products for the anti-infective market. On a trailing 12-month basis, CBST generates revenue of \$527 million, EBITDA of \$157 million and net income of \$193 million.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

Cubist acquired the therapy in its \$402 million buyout of Calixa back in late 2009, which included \$29.5 million in cash, primarily built around this antibiotic. Cubist is specifically purchasing Astellas's rights to certain Asian and Middle Eastern markets.

TARGET: Rights to Capitsol-enabled

Melphalan

**LISTING:** Private

LOCATION: La Jolla, California

UNITS: REVENUE: NET INCOME:

Ligand Pharmaceuticals (NASDAQ: LGND) is selling the global rights to Capitsol-enabled®, propylene glycol-free melphalan, which is currently in a pivotal trial for use as a conditioning treatment prior to autologous stem cell transplant for patients with multiple myeloma.

ACQUIRER: Spectrum Pharmaceuticals, Inc.

LISTING: NASDAQ: SPPI

**CEO:** Rajesh Shrotriya **PHONE:** 702-835-6300 11500 South Eastern Avenue **FAX:** 702-260-7405

Henderson, Nevada 89052 **WEB SITE:** www.spprix.com

Spectrum Pharmaceuticals discovers and develops novel therapeutic drugs for oncology and hematology. On a trailing 12-month basis, SPPI generated revenue of \$193 million, EBITDA of \$61 million and net income of \$49 million.

**ANNOUNCEMENT DATE**: March 14, 2013

**PRICE**: \$3,000,000

TERMS:

\$3 million upfront and up to \$50 million based upon the achievement of certain

regulatory and sales milestones.

PRICE PER UNIT:

PRICE/REVENUE: PRICE/INCOME:

In a previous Phase 2 study, Captisol-enabled melphalan had acceptable safety findings, and it met the requirements for establishment of bioequivalence to the current commercial intravenous formulation of melphalan. Spectrum anticipates NDA filing in the first half of 2014 with potential commercial launch the following year, subject to FDA approval.

**TARGET**: Abstral (fentanyl)

Sublingual Tablets

**LISTING:** Private

**LOCATION**: Uppsala, Sweden

UNITS: REVENUE:

NET INCOME:

ACQUIRER: Galena Biopharma, Inc.

LISTING: NASDAQ: GALE

CEO: Mark J. Ahn PHONE: 1-855-855-GALE

Galena Biopharma is a biopharmaceutical company developing

innovative, targeted oncology treatments that address major unmet

310 N. State Street, Suite 208 FAX:

Lake Oswego, Oregon 97034

**WEB SITE:** www.galenabiopharma.com

medical needs to advance cancer care.

Orexo AB (ORX.ST), an emerging specialty pharmaceutical company in Sweden, is selling Abstral® (fentanyl) Sublingual Tablets, a novel, best-in-class treatment approved by the FDA in January 2011 for the treatment of breakthrough cancer pain.

**ANNOUNCEMENT DATE**: March 18, 2013

**PRICE:** \$15,000,000

TERMS: Galena will pay Orexo \$10 million

upfront and \$5 million within the first 12 months of closing, plus low double-digit royalties and one-time milestone payments based on pre-specified net

sales.

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

Abstral® was approved in the U.S. in 2011 and is the only fentanyl sublingual tablet for the management of breakthrough cancer pain in opioid tolerant patients. Galena Biopharma has targeted the launch of the Abstral® product in the fourth quarter of 2013. To fund the acquisition and product launch, Galena plans to enter into a non-dilutive debt financing of up to \$15 million.

TARGET: Rights to Two Drugs ACQUIRER: NPS Pharmaceuticals, Inc.

LISTING: Private LISTING: NASDAQ: NPSP

LOCATION: Osaka, Japan CEO: Francois Nader PHONE: 908-450-5300

UNITS: 550 Hills Drive, 3rd Floor FAX:

REVENUE: Bedminster, New Jersey 07921
NET INCOME: WEB SITE: www.npsp.com

Takeda Pharmaceutical Company Limited (TSE: 4502) is selling the full worldwide rights to teduglutide (Revestive) and recombinant human parathyroid hormone 1-84 (Preotact). Takeda is the world's 12th-largest pharmaceutical company.

NPS Pharmaceuticals, Inc. is a biopharmaceutical company pioneering and delivering therapies that transform the lives of patients with rare diseases worldwide.

**ANNOUNCEMENT DATE**: March 19, 2013

PRICE: \$50,000,000 PRICE PER UNIT:
TERMS: Takeda to receive NPSP common stock of \$50 million and a potential future PRICE/INCOME:

of \$50 million and a potential future sales-based milestone payment in the amount of \$30 million, in cash or NPSP

common stock.

NPSP licensed the commercial rights to Preotact and Revestive in 2004 and 2007, respectively, for territories outside of North America to Nycomed, which was acquired by Takeda in 2011. Teduglutide treats adult short bowel syndrome and was approved in the European Union and U.S. in August and December 2012, respectively. PTH 1-84 is approved for treatment of post-menopausal osteoporosis in the E.U. since April 2006, and is being developed for the treatment of hypoparathyroidism in the U.S.

TARGET: Obagi Medical Products, ACQUIRER: Valeant Pharmaceuticals International,

Inc. Inc.

LISTING: NASDAQ: OMPI LISTING: NYSE: VRX

LOCATION: Long Beach, California CEO: J. Michael Pearson PHONE: 514-744-6792 UNITS: 4787 Levy Street FAX: 514-744-6272

REVENUE: \$120,680,000 (ttm) Montreal, Quebec

**NET INCOME:** \$20,710,000 (EBITDA) **WEB SITE**: www.valeant.com

Obagi Medical Products is a specialty pharmaceutical company that develops, markets and sells proprietary topical aesthetic and therapeutic prescription-strength skin care systems in the physician-dispensed market.

Valeant Pharmaceuticals International, Inc. is a multinational speciality pharmaceutical company that develops, manufactures and markets a broad range of pharmaceutical products primarily in the areas of neurology, dermatology, and branded generics.

**ANNOUNCEMENT DATE**: March 20, 2013

PRICE: \$418,300,000 (approximate) PRICE PER UNIT:

TERMS: Cash. Valeant will acquire all PRICE/REVENUE: 3.63

outstanding common stock of Obagi for PRICE/INCOME: 21.13

\$24.00 per share in cash.

Valeant originally offered to buy all outstanding shares of Obagi for \$19.75 per share in cash. On April 2, 2013, Obagi also received a proposal from Merz Pharma Group to acquire all of the outstanding common stock of Obagi for \$22 per share in cash. Following the Merz Pharma offer, Valeant and Obagi executed an ammendment to increase the purchase price to \$24.00 per share. Both parties expect the transaction to be completed in the second quarter of 2013. Morgan Stanley is acting as exclusive financial advisor to Obagi. Jenner & Block LLP is providing legal counsel to Obagi.

TARGET: Cardioxane ACQUIRER: Clinigen Group plc

LISTING: LISTING: LSE: CLIN Private

LOCATION: CEO: PHONE: Peter George 440 1283 494 340 Basel, Switzerland **UNITS:** Pitcairn House, Crown Square, FAX: 440 1283 494 341

First Avenue, Burton-on-Tren **REVENUE:** Staffordshire, England DE14 2WW \$12,000,000 (historically) **NET INCOME:** WEB SITE: www.clinigen.co.uk

Novartis (NYSE: NVS) is selling Cardioxane Clinigen is a specialty global pharmaceutical products and services (dexrazoxane), an oncology support therapy used business with three businesses: Specialty Pharmaceuticals, Clinical

for patients with breast cancer. Trials Supply, and Global Access Programs.

**ANNOUNCEMENT DATE:** March 26, 2013 PRICE:

PRICE PER UNIT: \$33,000,000

PRICE/REVENUE: TERMS: Cash, payable in two tranches. 2.75 PRICE/INCOME:

Under the terms of the agreement, Clinigen will assume responsibility for manufacturing, registration, distribution, and commercialization of the product in countries where current marketing authorizations exist, including key European, Asian and Latin American territories. Clinigen believes there is an opportunity to revitalize Cardioxane, which has no direct licensed competition in the anthracycline therapy cardioprotection space, by utilizing new commercialization, market and indication strategies over the next five years.

**TARGET:** Topical Clonidine Gel ACQUIRER: BioDelivery Sciences International, Inc.

therapeutics.

own or in partnerships with third parties, new applications of proven

LISTING: LISTING: Private NASDAQ: BDSI

LOCATION: CEO: PHONE: Mark A. Sirgo 919-582-9050 Baltimore, Maryland **UNITS:** 801 Corporate Center Drive, FAX: 919-582-9051

Suite 210

**REVENUE:** Raleigh, North Carolina **NET INCOME:** WEB SITE: www.bdsi.com

Arcion Therapeutics is selling a topical clonidine BioDelivery Sciences International is a specialty pharmaceutical gel (formerly ARC4558) for the treatment of painful company that is leveraging its novel and proprietary patented drug diabetic neuropathy. delivery technologies to develop and commercialize, either on its

**ANNOUNCEMENT DATE:** March 26, 2013

PRICE: PRICE PER UNIT: \$2,000,000 PRICE/REVENUE: TERMS: BDSI stock. Also, a milestone payment

of \$2.5 million to Arcion in shares of PRICE/INCOME: BDSI upon the FDA's acceptance of a

new drug application, and cash payment between \$17.5 million and \$35 million

on approval.

The PDN market is highly under-served by existing products and there is a strong scientific rationale for developing a topical treatment for PDN. In addition, the licensing agreement includes sales milestones and low single-digit royalties on net worldwide sales.

TARGET: EPI-743 and EPI-589 ACQUIRER: Dainippon Sumitomo Pharma Co., Ltd.

LISTING: Private LISTING: TSE: 4506

LOCATION: Mountain View, California CEO: Masayo Tada PHONE: 81 6 6203 5321

UNITS: 2 (drugs) 6-8, Doshomachi 2- FAX:

REVENUE: chome,Chuo-ku
Osaka, Japan 541-0045

NET INCOME: WEB SITE: www.ds-pharma.com

Edison Pharmaceuticals is selling the research & Dainippon Sumitomo Pharma Co., Ltd. (DSP) is a multi-billion development and commercialization rights to EPI-743 and EPI-589, orphan mitochondrial and adult central nervous system disease drugs, in Japan.

Dainippon Sumitomo Pharma Co., Ltd. (DSP) is a multi-billion dollar, top-10 listed pharmaceutical company in Japan with a diverse portfolio of pharmaceutical products. DSP has more than 7,000 employees worldwide.

PRICE: \$35,000,000 Cash
PRICE PER UNIT:
TERMS: \$35 million upfront and \$15 million in
PRICE/REVENUE:

R&D support. Edison will be eligible to receive \$10 million to \$35 million in development milestones per indication and up to \$460 million in commercial milestone payments, plus royalties on

commercial sales.

PRICE PER UNIT: \$17,500,000
PRICE/REVENUE:
PRICE/INCOME:

Edison will retain 100% ownership and direct all research, clinical and commercial development of EPI-743 and EPI-589 outside of Japan. Edison will use proceeds derived from the partnership to advance the late stage development and commercialization of EPI-743 for Leigh syndrome and Friedreich's ataxia, as well as to advance EPI-743 in other exploratory Phase 2 trials for rare pediatric diseases with shared mitochondrial mechanisms.

## PHYSICIAN MEDICAL GROUPS

FIRST OHARTER 2013 PHYSICIAN MEDICAL GROUP TRANSACTIONS
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TARGET	CITY	STATE	ACQUIRER	CILY	STATE	DATE	PRICE
Two PMG Practices	Tennessee and Texas	(as	MEDNAX, Inc.	Sunrise	Florida	January 2, 2013	
Northern Valley Anethesiology, P.A.	Englewood	New Jersey	TeamHealth	Knoxville	Tennessee	January 7, 2013	
National Pain Institute	Delray Beach	Florida	Prospira PainCare	Mountain View	California	January 8, 2013	
Northeast Washington Medical Group	Colville	Washington	Providence Health Care	Renton	Washington	January 8, 2013	
San Francisco Physicians Internationale, Inc.	San Ramon	California	TeamHealth	Knoxville	Tennessee	January 8, 2013	
OB Klinika	Prague	Czech Republic	Progress Medical	London	England	January 23, 2013	
Two Physician Medical Groups	Phoenix	Arizona	TeamHealth	Knoxville	Tennessee	February 5, 2013	
Basin Healthcare Center	Odessa	Texas	Nueterra	Leawood	Kansas	February 7, 2013	
Internal Medicine Consultants, P.A.	Morristown	New Jersey	IPC The Hospitalist Company, Inc.	North Hollywood	California	February 14, 2013	
Dermatology Practice	Northfield	New Jersey	DermOne Dermatology Centers	Toms River	New Jersey	March 7, 2013	
Michigan Multispecialty Physicians	Ann Arbor	Michigan	IHA	Ann Arbor	Michigan	March 21, 2013	
Two Kansas Physician Medical Groups	Wichita	Kansas	IPC The Hospitalist Company, Inc.	North Hollywood	California	March 21, 2013	

TARGET: Two PMG Practices ACQUIRER: MEDNAX, Inc.

LISTING: Private LISTING: NYSE: MD

LOCATION: CEO: PHONE: Tennessee and Texas Roger J. Medel, M.D. 800-243-3839

**UNITS:** 1301 Concord Terrace FAX: 40 (physicians)

**REVENUE:** Sunrise, Florida 33233

**NET INCOME:** WEB SITE: www.mednax.com

The two entities included an anesthesiology practice MEDNAX is a national medical group comprising neonatal, in Chattanooga, Tennessee and a pediatric surgical maternal-fetal and pediatric physician subspecialty services as well group in Dallas-Ft. Worth, Texas. as anesthesia services.

**ANNOUNCEMENT DATE:** January 2, 2013

PRICE: Not disclosed PRICE PER UNIT: **TERMS:** PRICE/REVENUE: Not disclosed PRICE/INCOME:

The two practices bring MEDNAX's annual total acquisitions for 2012 to 16, split evenly between its pediatric and anesthesiology business lines. Both acquisitions closed on December 31, 2012. Anesthesiologists Associated in Tennessee consists of 34 anesthesiologists, 100 anesthetists and 24 other clinical and administrative staff. Pediatric Surgical and Associates in Texas has six pediatric surgeons and 15 other clinical and administrative staff.

TARGET: Northern Valley ACQUIRER: TeamHealth

Anethesiology, P.A.

LISTING: Private LISTING: NYSE: TMH

LOCATION: Englewood, New Jersey CEO: Greg Roth PHONE: 800-342-2898

**UNITS:** 265 Brookview Centre Way FAX: (physicians)

Ste 400

**REVENUE:** Knoxville, Tennessee 37919

**NET INCOME:** WEB SITE: www.teamhealth.com

Northern Valley Anethesiology, P.A. (NVA) provides services at Englewood Hospital and Medical Center in Englewood N.J., as well as five ambulatory surgery centers (ASCs) in northern New

Jersey.

physician staffing solutions for hospitals in the U.S. It has 17 regional locations and 8,500 affiliated healthcare professionals.

TeamHealth Holdings is one of the largest providers of outsourced

ANNOUNCEMENT DATE: January 7, 2013

PRICE: Not disclosed PRICE PER UNIT: TERMS: PRICE/REVENUE: Not disclosed PRICE/INCOME:

By partnering with TeamHealth, NVA will have the resources and infrastructure to better meet the healthcare needs of the New Jersey community. Also, TeamHealth will benefit by extending its anesthesia footprint into New Jersey.

TARGET: National Pain Institute ACQUIRER: Prospira PainCare

LISTING: Private LISTING: Private

LOCATION: Delray Beach, Florida CEO: Dr. Barry Karlin PHONE: 650-265-0009

UNITS: 1451 Grant Road, Ste. 200 FAX: REVENUE: Mountain View, California 94040

NET INCOME: WEB SITE: www.prospirapaincare.com

National Pain Institute is one of the largest pain management providers in Florida with seven Prospira PainCare was founded in August 2012. Prospira PainCare management physicians and

locations. rehabilitation specialists.

**ANNOUNCEMENT DATE**: January 8, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

Prospira PainCare is in the process of developing a national pain management platform, and Florida is a particularly important market within that context. Prospira also recently acquired the Bay Area Pain & Wellness Center, The Spine Center of Southeast Georgia, and the affiliated Brunswick Pain Treatment Center.

TARGET: Northeast Washington ACQUIRER: Providence Health Care

Medical Group

LISTING: Private LISTING: Nonprofit

**LOCATION:** Colville, Washington **CEO:** Elaine Couture **PHONE:** 425-525-3131

UNITS: 26 (physcians) 1801 Lind Ave SW FAX:

REVENUE: Renton, Washington 98057

NET INCOME: WEB SITE: www.phc.org

Northeast Washington Medical Group (NEWMG) is the largest multi-specialty medical group serving the tri-county region (Stevens, Ferry and Pend Orielle Counties). It operates three clinics and a medical

**ANNOUNCEMENT DATE**: January 8, 2013

laboratory.

PRICE: Not disclosed PRICE PER UNIT: TERMS: Not disclosed PRICE/REVENUE:

PRICE/INCOME:

As a result of the acquisition, patients will be able to receive more care closer to home and benefit from better care coordination when specialist services are needed. The group's new name is Providence Northeast Washington Medical Group. The sale was finalized on January 1, 2013.

TARGET: San Francisco Physicians

Internationale, Inc.

LISTING: NYSE: TMH

ACQUIRER: TeamHealth

LISTING: Private

LOCATION: San Ramon, California CEO: Greg Roth PHONE: 800-342-2898

UNITS: 265 Brookview Centre Way

Ste 400

REVENUE: Knoxville, Tennessee 37919
NET INCOME: WEB SITE: www.teamhealth.com

For over 20 years, San Francisco Physicians Internationale, Inc. has provided services to the emergency department of San Ramon Medical Center.

TeamHealth Holdings is one of the largest providers of outsourced physician staffing solutions for hospitals in the U.S. It has 17 regional locations and 8,500 affiliated healthcare professionals.

FAX:

**ANNOUNCEMENT DATE**: January 8, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

TeamHealth brings tools and resources to build on the success of the emergency department which cares for approximately 16,000 patients annually.

TARGET: OB Klinika ACQUIRER: Progress Medical

**LISTING:** Private **LISTING:** Private

LOCATION: Prague, Czech Republic CEO: Christos A. Christou PHONE: UNITS: 132 Cromwell Tower FAX:

REVENUE: London, England EC2Y 8DD

NET INCOME: WEB SITE: www.progressmedical.co.uk

Global Health Partner (GHP) is selling its remaining holdings in OB Klinika. The clinic specializes in obesity and metabolic diseases.

In January 2012, Progress Medical acquired half of GHP's holding in OB Klinika. One year later, it's acquiring the other half.

**ANNOUNCEMENT DATE**: January 23, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

Due to price reductions in the market, the clinic has had profitability issues for an extended period of time. However, it has considerable patient volumes, so if the market turns around Progress Medical will be well positioned to benefit.

TARGET: Two Physician Medical

Groups

LISTING: Private

LISTING: NYSE: TMH

LOCATION: CEO: PHONE: Greg Roth 800-342-2898 Phoenix, Arizona

ACQUIRER: TeamHealth

**UNITS:** 265 Brookview Centre Way FAX:

Ste 400

**REVENUE:** Knoxville, Tennessee 37919

**NET INCOME:** WEB SITE: www.teamhealth.com

Emergency Physicians Professional Association, Ltd. and Valley Emergency Physicians, Inc. are groups that manage and staff five hospital emergency departments and two-free standing emergency care centers.

TeamHealth Holdings is one of the largest providers of outsourced physician staffing solutions for hospitals in the U.S. It has 18 regional locations and 8,600 affiliated healthcare professionals.

Nueterra is the largerst U.S. private-sector organization specializing

in the development of joint equity partnerships with health systems,

governments, hospitals and physicians' groups.

**ANNOUNCEMENT DATE:** February 5, 2013

PRICE: PRICE PER UNIT: Not disclosed TERMS: Not disclosed PRICE/REVENUE: PRICE/INCOME:

This acquisition will significantly expand TeamHealth's presence in the Phoenix area.

TARGET: Basin Healthcare Center ACQUIRER: Nueterra

LISTING: LISTING: Private Private

LOCATION: CEO: David Ayers PHONE: 913-387-0510 Odessa, Texas UNITS: 11221 Roe Avenue, Suite 300 FAX: 913-387-0710 (beds) **REVENUE:** Leawood, Kansas 66211

\$11,774,328 (2011)

WEB SITE: **NET INCOME:** \$1,287,579 (EBITDA) www.nueterra.com

Basin Healthcare Center, with 42 physicians, has been providing sophisticated, innovative, personal care to residents of the Permian Basin area since

February 2010.

**ANNOUNCEMENT DATE:** February 7, 2013

PRICE: Not disclosed PRICE PER UNIT: TERMS:

PRICE/REVENUE: PRICE/INCOME:

Nueterra acquired majority ownership of Basin Healthcare Center on February 1, 2013. In partnership with the local physician group, the company assumes management function at the facility, which opened in February 2010. Nueterra hopes to pass cost savings along to the residents of Odessa by leveraging its purchasing power and increasing operational efficiences.

TARGET: Internal Medicine

Consultants, P.A.

LISTING: Private

LOCATION: Morristown, New Jersey

**UNITS: REVENUE: NET INCOME:** 

Internal Medicine Consultants is a local, independent physician medical group. IMC estimates its patient encounters are approximately 18,000 on an annualized basis.

**ANNOUNCEMENT DATE:** February 14, 2013

PRICE: Not disclosed

TERMS: Not disclosed ACQUIRER: IPC The Hospitalist Company, Inc.

LISTING: NASDAQ: IPCM

CEO: PHONE: Adam D. Singer, 888-447-2362

M.D.

FAX: 4605 Lankershim Blvd., Suite 6

North Hollywood, California 91602 WEB SITE: www.hospitalist.com

Operating in 28 states, IPC provides management services to hospitalists. On a trailing 12-month basis, IPC generated revenue of \$503 million, EBITDA of \$55 million and net income of \$33

million.

PRICE PER UNIT:

PRICE/REVENUE: PRICE/INCOME:

With this acquisition, IPC will expand its already existing presence in the Morristown and greater New Jersey market.

TARGET: Dermatology Practice

LISTING: Private

LOCATION: Northfield, New Jersey

**UNITS: REVENUE: NET INCOME:** 

The dermatology practice of Dr. Isaac S. Mordecai has been a successful practice since 1973 and has a long list of regular patients. Dr. Mordeaci practices cosmetic dermatology in addition to medical dermatology.

ANNOUNCEMENT DATE: PRICE:

TERMS: Not disclosed. March 7, 2013

Not disclosed

LISTING: Private

CEO: Ronald Geraty PHONE: 732-244-4700

ACQUIRER: DermOne Dermatology Centers

111 West Water Street FAX:

Toms River, New Jersey 08753 **WEB SITE:** www.dermone.com

DermOne is a leading provider of comprehensive dermatoloy services through a fast-growing network of neighborhood skin care centers. DermOne currently has 30 locations across New Jersey, Pennsylvania and North Carolina.

PRICE PER UNIT: PRICE/REVENUE:

PRICE/INCOME:

Dr. Mordecai's services will continue as usual but with an improved array of offering's, and with DermOne physician Dr. Gregory Pistone also on staff. Dr. Pistone specializes in dermatology with an expertise in hair restoration procedures.

TARGET: Michigan Multispecialty

**Physicians** 

LISTING: Private

LOCATION: Ann Arbor, Michigan

**UNITS:** 

**REVENUE: NET INCOME:** 

Michigan Multispecialty Physicians is the largest private specialty practice in the greater Ann Arbor area. MMP has 54 physicians, five advanced practitioners and a staff of 126 professionals.

**ANNOUNCEMENT DATE:** March 21, 2013

PRICE: Merger

TERMS: The two sides signed a letter of intent to

integrate the organizations.

ACQUIRER: IHA

LISTING: Nonprofit

CEO: PHONE: William J. Fileti 734-995-2950 FAX: 24 Frank Lloyd Wright Drive, 734-995-1515

PO Box 0446, Suite J2000

Ann Arbor, Michigan 48106-0446 WEB SITE: www.ihacares.com

IHA is one of the largest fully integrated physician group practices in southeast Michigan. IHA has more than 310 providers in 35 practices. Overall, IHA's employed physician, nursing and support staff totals more than 1,250 professionals.

PRICE PER UNIT:

PRICE/REVENUE: PRICE/INCOME:

After months of review, the two organizations signed a Letter of Intent to integrate. The proposed integration links IHA's well-established, 35 primary and specialty care offices with MMP's extensive specialty and sub-specialty service practices. The integration is expected to be effective June 30, 2013.

TARGET: Two Kansas Physician

**Medical Groups** 

LISTING: Private

LOCATION: Wichita, Kansas

**UNITS: REVENUE: NET INCOME:** 

Kansas Inpatient Services, LLC and Kansas Long Term Care Physicians, LLC, two closely related hospitalist programs, are being acquired. The two organizations, collectively known as KIS, have estimated annual patient encounters of 90,000.

**ANNOUNCEMENT DATE:** March 21, 2013 PRICE: Not disclosed

TERMS:

Not disclosed.

ACQUIRER: IPC The Hospitalist Company, Inc.

LISTING: NASDAQ: IPCM

CEO: Adam D. Singer, PHONE: 888-447-2362

M.D.

FAX: 4605 Lankershim Blvd., Suite 6

North Hollywood, California 91602 WEB SITE: www.hospitalist.com

Operating in 28 states, IPC provides management services to hospitalists. On a trailing 12-month basis, IPC generated revenue of \$503 million, EBITDA of \$55 million and net income of \$33 million.

PRICE PER UNIT:

PRICE/REVENUE: PRICE/INCOME:

These acquisitions mark IPC's entry into the Wichita market. Co-founders of KIS, Adam Flynn, M.D. and John Womack, M.D., will continue to provide clinical leadership to the practice under IPC.

## **REHABILITATION**

		FIRST QUARTI	TER 2013 REHABILITATION TRANSACTIONS	ANSACTIONS			
TARGET	CITY	STATE	ACQUIRER	<b>CITY</b>	STATE	DATE	PRICE
Three Occupational Medicine Centers	Chicago	Illinois	U.S. HealthWorks	Valencia	California	January 2, 2013	

TARGET: Three Occupational

Medicine Centers

**LISTING:** Private

LOCATION: Chicago, Illinois CEO: Daniel Crowley PHONE: 800-720-2432 UNITS: 25124 Springfield Court FAX: 661-678-2600

Ste 200

LISTING:

**REVENUE**: Valencia, California 91355

NET INCOME: WEB SITE: www.ushealthworks.com

Three Advanced Occupational Medicine Specialists healthcare centers in the Chicago area were acquired.

U.S. HealthWorks is one of the largest operators of occupational healthcare centers in the United States. U.S. Healthworks is a subsidiary of not-for-profit health system Dignity Health.

ACQUIRER: U.S. HealthWorks

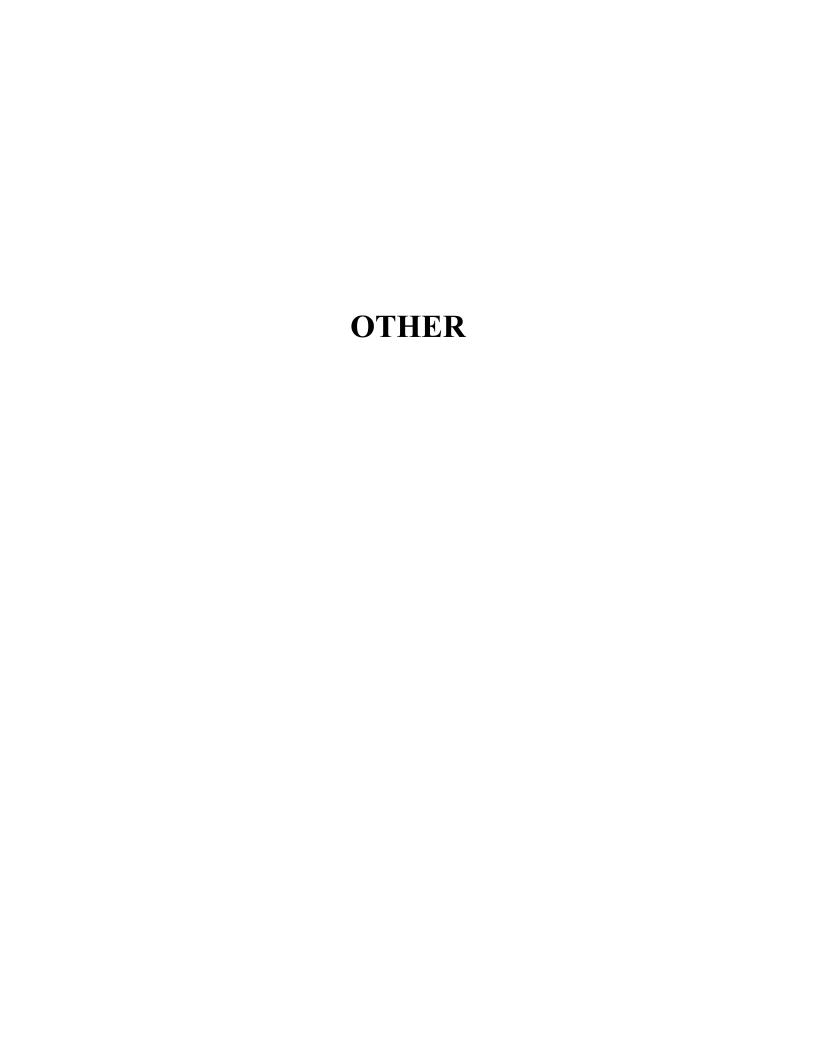
Private

**ANNOUNCEMENT DATE**: January 2, 2013 PRICE: Not disclosed

TERMS: Not disclosed

PRICE PER UNIT: PRICE/REVENUE: PRICE/INCOME:

The acquisition of all three centers was effective January 1, 2013. One of the centers is in downtown Chicago and two are in nearby suburbs - The Bellwood Center and The Schiller Park.



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PRICE	\$18,600,000	\$74,743,900	£1.76.000.000		\$5,150,000
DATE January 3, 2013 January 7, 2013	January 7, 2013 January 8, 2013 January 14, 2013 January 15, 2013	January 15, 2013 January 15, 2013 February 7, 2013 February 14, 2013	February 26, 2013 March 1, 2013 March 4, 2013	March 12, 2013	March 15, 2013 March 20, 2013 March 25, 2013
STATE Connecticut Australia Obio	California New York Missouri Tennessee	Illinois New York Pennsylvania Ohio	Delaware California North Carolina	Maryland Israel	California Maryland Alabama
CITY Rocky Hill Toowong Duhlin	San Carlos New York St. Louis Nashville	Springfield New York Wayne Dublin	Newark Carlsbad Raleigh	Rockville Jerusalem	West Hollywood Chevy Chase Birmingham
ACQUIRER ATG Rehab Clinical Network Services Pty Ltd (CNS) Samova Inc	Natus Medical Incorporated Elsevier Centene Corporation First Cal Ambulance Service	Do rectification in Do Smith Seway Capital Acquisition Corporation Corthall Healthcare Cardinal Health, Inc.	QPS, LLC Synteract PRA Attinomeda Co las	Accelovance, Inc. SafeCode Drug Technologies	Medbox, Inc. Arlington Capital Partners American Family Care, Inc.
STATE Missouri New Zealand Tennessee	Rhode Island France Florida Ohio	Ohio New Jersey Texas Ohio	Florida Germany California	Florida Israel	Michigan Pennsylvania Texas
CITY St. Louis Auckland Brentwood	West Warwick Paris Orlando Eaton	rinitey Cincinnati Denville Coppell Twinsburg	Miami Munich San Franscisco	Stuart Stuart Ramat-Gan	Commerce Township Malvern Houston
TARGET United Seating & Mobility BELTAS DXE Macrical Inc	Grass Technologies Product Group Aureus Sciences AcariaHealth EMT, Inc.	Genesis medical magning Triplefin Healthcare Corporation of America CREST Services AssuraMed	Miami Research Associates Harrison Clinical Research ClinStar, LLC	Radiant Development Quickool and Easy Jet Technology	MedVend, LLC Micron Technologies, Inc. Doctors Express

TARGET: United Seating & Mobility ACQUIRER: ATG Rehab

LISTING: Private LISTING: Private

LOCATION: St. Louis, Missouri CEO: Paul Bergantino PHONE: 860-257-3443

UNITS: 1111Cromwell Place, Suite 601 FAX:

REVENUE: Rocky Hill, Connecticut 6067

NET INCOME: WEB SITE: www.atgrehab.com

United Seating & Mobility (USM) provides customers with mobility needs using the broadest possible range of products. It maintains 64 field offices across 26 states.

ATG Rehab is a provider of rehabilitation equipment such as wheelchairs and mobility equipment. It has 41 locations servicing 24 states.

**ANNOUNCEMENT DATE**: January 3, 2013

PRICE: Merger PRICE PER UNIT:
TERMS: Merger of equals PRICE/REVENUE:
PRICE/INCOME:

The combination of ATG and USM enables the complete entity to invest and improve consumer access to complex mobility. This merger was completed January 7, 2013. A few months later, the combined entity announced it will operate under the new name, Numotion, effective June 1, 2013.

TARGET: BELTAS ACQUIRER: Clinical Network Services Pty Ltd (CNS)

LISTING: Private LISTING: Private

 LOCATION:
 Auckland, New Zealand
 CEO:
 Russell Neal
 PHONE:
 61 0 7 3719 6000

 UNITS:
 Level 4, 88 Jephson Street
 FAX:
 61 0 7 3719 6011

REVENUE: Toowong, Australia QLD 4066

NET INCOME: WEB SITE: www.clinical.net.au

BELTAS, a CRO based in Auckland, transferred all of its contracts and clinical staff to CNS at the close of the deal.

Clinical Network Services, an Australian and New Zealand CRO, offers integrated development services to virtual, small and medium sized Biotech companies.

ANNOUNCEMENT DATE: January 7, 2013

PRICE: Not disclosed PRICE PER UNIT:

TERMS: Not disclosed PRICE/REVENUE: PRICE/INCOME:

Acquiring BELTAS is in line with CNS' goal of widening its capabilities across Australia and New Zealand and bringing together these two clinical teams with years of collective experience. The deal closed at the end of 2012.

TARGET: DXE Medical, Inc. ACQUIRER: Sarnova, Inc.

LISTING: LISTING: Private Private

LOCATION: CEO: PHONE: Matt Spencer 614-760-5300 Brentwood, Tennessee

**UNITS:** 5000 Tuttle Crossing Blvd. **REVENUE:** Dublin, Ohio 43016

WEB SITE: **NET INCOME:** www.sarnova.com

DXE specializes in distributing new and recertified emergency products and providing refurbishment services.

Sarnova is a specialty provider of health care products across the emergency medical services and acute care continuum.

FAX:

ANNOUNCEMENT DATE: January 7, 2013

PRICE: PRICE PER UNIT: Not disclosed TERMS: Not disclosed PRICE/REVENUE: PRICE/INCOME:

DXE is the fifth acquisition Sarnova has completed since Water Street Healthcare Partners invested in the company in 2008. DXE focuses on resuscitation equipment, and expands Sarnova Inc.'s capabilties to maintaining, repairing and recertifying EMS and acute care equipment. This was a privately negotiated transaction.

ACQUIRER: Natus Medical Incorporated TARGET: Grass Technologies Product

1501 Industrial Road

Group

LISTING: NASDAQ: ALOT LISTING:

NASDAQ: BABY LOCATION: CEO: James B. Hawkins West Warwick, Rhode Island

**UNITS:** 

**REVENUE:** San Carlos, California 94070 \$18,500,000 (fiscal year

2012)

**NET INCOME:** WEB SITE: www.natus.com

Astro-Med is selling its Grass Technologies Product Group, which includes clinically differentiated neurodiagnostic and monitoring products.

Natus provides healthcare products used for screening, detection, treatment, monitoring and tracking of common medical ailments in newborn care.

PHONE:

FAX:

650-802-0400

650-802-0401

**ANNOUNCEMENT DATE:** January 7, 2013

PRICE: PRICE PER UNIT: \$ 18,600,000

TERMS: PRICE/REVENUE: Cash, funded with existing cash and 1.01

> borrowings under it credit facility. PRICE/INCOME:

Astro-Med will retain its Grass manufacturing facility. The companies have agreed that Astro-Med will continue to manufacture Grass products for a period of time, after which Natus will acquire any remaining inventory. Natus expects Grass to be accretive in the first full quarter of ownership in 2013 and provides Natus an entry into the research segment of the Nuerodiagnostic market. Similarly, Grass expects to benefit by expanding its presence into certain international markets. This acquisition closed on February 1, 2013.

TARGET: Aureus Sciences ACQUIRER: Elsevier

LISTING: Private LISTING: Private

**LOCATION:** Paris, France **CEO:** Ron Mobed **PHONE:** 212-633-3164

UNITS: 360 Park Avenue South FAX: REVENUE: New York, New York

NET INCOME: WEB SITE: www.elsevier.com

Aureus Sciences, formed in 2002, provides Elsevier is an Amsterdam, Netherlands based provider of scientific, databases and informational tools to pharmaceutical technical and medical information products and services.

**ANNOUNCEMENT DATE**: January 8, 2013

and biotech companies.

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

Combining both companies enables the launch of new solutions for the Pharmaceutical and Biotech customers. The first instance of this will come in the form of a new medicinal chemistry solution. The acquisition was effective on the day of the announcement, January 8, 2013.

TARGET: AcariaHealth ACQUIRER: Centene Corporation

LISTING: Private LISTING: NYSE: CNC

LOCATION: Orlando, Florida CEO: Don Howard PHONE: 314-725-4477

UNITS: 7700 Forsyth Blvd. FAX:

REVENUE: St. Louis, Missouri 63105

NET INCOME: WEB SITE: www.centene.c

IET INCOME: WEB SITE: www.centene.com

AcariaHealth is the business name for Specialty
Therapeutic Care Holdings, Inc., one of the largest specialty pharmacy companes. It is owned by Equity Funds and its affiliates.

Centene Corp. is a multi-line healthcare enterprise providing programs and related services to the rising number of under-insured and uninsured individuals. Its CeltiCare division offers states exchange-based and other coverage solutions for low-income populations.

**ANNOUNCEMENT DATE**: January 14, 2013

PRICE: \$152,000,000 PRICE PER UNIT: TERMS: The transaction is expected to be PRICE/REVENUE:

MS: The transaction is expected to be financed through a combination of Centene common stock, cash on hand and existing credit facilities. The deal

should close in the first quarter of 2013.

This acquisition is consistent with Centene's strategic plan of capitalizing on new opportunities for growth that complement its current core areas of strength. With this transaction, US Script, Centene's pharmacy benefit manager, will have a sister company that will expand its specialized pharmacy benefit services for complex diseases, including hepatitis C, hemophilia, multiple sclerosis, rheumatoid arthritis and oncology. The acquisition closed on April 1, 2013. Centene expects it to be neutral to earnings per share in the first 12 months following the acquisition.

TARGET: EMT, Inc. ACQUIRER: First Call Ambulance Service

LISTING: Private LISTING: Private

**LOCATION:** Eaton, Ohio **CEO:** Mike Ross **PHONE:** 615-620-4292 **UNITS:** 1877 Air Lane Drive **FAX:** 615-874-0879

REVENUE: Nashville, Tennessee 37210-3811

NET INCOME: WEB SITE: firstcall-ambulance.com

EMT, Inc. is an ambulance company which serves the Greater Miami Valley area and Tri
Founded in 2004, First Call Ambulance Service is an ambulance provider offering scheduled and emergency transport services to a

State/Cincinnati. variety of healthcare providers, public entities, and other

organizations.

**ANNOUNCEMENT DATE**: January 15, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

EMT is a great fit for First Call because both companies have similar company cultures. First Call has made a series of acquisitions with EMT being the most recent.

TARGET: Genesis Medical Imaging ACQUIRER: BC Technical

LISTING: Private LISTING: Private

 LOCATION:
 Huntley, Illinois
 CEO:
 Mark Alvarez
 PHONE:
 801-280-2900

 UNITS:
 7172 S. Airport Rd.
 FAX:
 801-280-3900

**REVENUE:** West Jordan, Utah 84084

NET INCOME: WEB SITE: www.bctechnical.com

Genesis Medical Imaging provides service, systems and parts for CT, MR and PET/CT systems from all molecular imaging systems.

Founded in 1995, BC Technical is a provider of refurbished OEM molecular imaging systems.

three of the major OEMs.

**ANNOUNCEMENT DATE**: January 15, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:

PRICE/INCOME:

With Genesis, BC Technical is solidifying its position in PET/CT, SPECT/CT and PET/MR as it becomes more mainstream, and will now provide nationwide service for standalone CT and MR.

TARGET: Triplefin ACQUIRER: H. D. Smith

LISTING: Private LISTING: Private

LOCATION: Cincinnati, Ohio CEO: Dale Smith PHONE: 866-232-1222

UNITS: 3063 Fiat Avenue FAX:

REVENUE: Springfield, Illinois 62703
NET INCOME: WEB SITE: www.hdsmith.com

Triplefin is a reimbursement, patient assistance and pharmaceutical brand support services company.

H. D. Smith is a national full-line, full-service wholesaler providing a complete line of pharmaceuticals, OTCs, HBAs, home healthcare products and durable medical equipment.

acquisition or other similar business combination, an interest in an

**ANNOUNCEMENT DATE**: January 15, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Majority ownership in Triplefin.
PRICE/INCOME:

The investment will combine Triplefin under H.D. Smith's Specialty Solutions alongside Smith Medical Partners. Smith Medical Partners' customers will benefit from expanded service offerings provided by Triplefin, including critical distribution/fulfillment, marketing, pharmacy services, technology, and specialty education functions, and will support offerings to specialty product manufacturer and pharmacy partners already provided by Smith Medical Partners.

TARGET: Healthcare Corporation of ACQUIRER: Selway Capital Acquisition Corporation

America

LISTING: Private LISTING: OTCBB: SWCA

**LOCATION:** Denville, New Jersey **CEO:** Yaron Eitan **PHONE:** 646-421-6666

UNITS: 900 Third Avenue, 19th Fl FAX:

**REVENUE**: \$38,000,000 (2012) New York, New York 10022

NET INCOME: WEB SITE: www.selwaycapital.com

Healthcare Corporation of America is a rapidly growing pharmacy benefit manager (PBM). Selway Capital Acquisition Corporation was formed in 2011 for the purpose of acquiring, through a merger, stock exchange, asset

operating business.

PRICE/INCOME:

**ANNOUNCEMENT DATE**: January 31, 2013

**PRICE:** \$74,743,900 **PRICE PER UNIT:** 

TERMS: 6,385,000 shares of Selway plus \$10 PRICE/REVENUE: 1.97

million in notes. In addition, HCCA sharesholders are eligible for earn-out payments of up to 2.8 million shares of

Selway.

Selway management expects significant revenue growth, and expects the revenue of the combined company to be at least \$80 million. Upon closing, Selway will change its name to Healthcare Corporation of America. The closing is expected to take place by mid-March 2013.

TARGET: CREST Services ACQUIRER: Crothall Healthcare

LISTING: Private LISTING: Private

LOCATION: Coppell, Texas CEO: Bobby Kutteh PHONE: 610-249-0420 UNITS: 955 Chesterbrook Blvd, Suite FAX: 610-249-0439

300

REVENUE: Wayne, Pennsylvania 19087
NET INCOME: WEB SITE: www.crothall.com

CREST Services, a national leader in medical equipment maintenance, provides service in the U.S. including anesthesia, sterilizers, imaging, CT/MR, biomedical services, and volume leveraging procurement.

Crothall Healthcare is a national provider of specialized, highquality support services exclusively to healthcare. Crothall serves over 1.200 healthcare clients across 38 states.

**ANNOUNCEMENT DATE**: February 7, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

With CREST's customer base throughout the United States and a large concentration in Texas and the Southwest, the acquisition aligns with Crothall's clinical equipment solutions' strategy and to expand its diagnostic imaging capabilities. The transaction was finalized on December 20, 2012.

TARGET: AssuraMed ACQUIRER: Cardinal Health, Inc.

LISTING: Private LISTING: NYSE: CAH

LOCATION: Twinsburg, Ohio

CEO: George S. Barrett

PHONE: 614-717-5000

UNITS: 7000 Cardinal Place

FAX: 614-717-6000

**REVENUE**: \$1,000,000,000 (2012) Dublin, Ohio 43017

NET INCOME: WEB SITE: www.cardinalhealth.com

AssuraMed is a consumer direct-mail order provider of disposable medical products to chronic disease patients. AssuraMed has about \$1 billion in revenue and more than 1 million customers.

Cardinal Health provides health care products and services, primarily as a drug wholesaler. On a trailing 12-month basis, Cardinal generated revenue of \$107.5 billion, EBITDA of \$2.06 billion, and net income of \$1.0 billion.

**ANNOUNCEMENT DATE**: February 14, 2013

PRICE: \$2,070,000,000 PRICE PER UNIT:

**TERMS:** \$1.3 billion will be financed with senior **PRICE/REVENUE**: 2.07

unsecured notes and the rest in cash. PRICE/INCOME:

The deal is expected to add 2 to 3 cents a share to adjusted earnings in 2013. In 2014, Cardinal Health expects the acquisition will add at least 18 cents a share. Cardinal Health is paying about two times revenue and nine times EBITDA. Cardinal Health was advised by Bank of America Corp and Wachtell Lipton Rosen & Katz. AssuraMed shareholders Clayton, Dubilier & Rice and GS Capital Partners were advised by JP Morgan Chase & Co., Goldman Sachs Group Inc., and Debevoise & Plimpton LLP. The deal closed on March 18, 2013.

TARGET: Miami Research Associates ACQUIRER: QPS, LLC

LISTING: Private LISTING: Private

 LOCATION:
 Miami, Florida
 CEO:
 Ben Chien
 PHONE:
 302-369-5601

 UNITS:
 Innovation Way, Ste 240
 FAX:
 302-369-5602

REVENUE: Newark, Delaware 19711

NET INCOME: WEB SITE: www.qps-usa.com

Miami Research Associates, a multi-therapeutic provider of clinical research services for drug development focused on conducting clinical studies in patient populations, operates one of the largest clinical research centers in the United States.

QPS is a contract research organization, or CRO, with offices in Taiwan and the United States. It supports discovery, preclinical and clinical drug development.

**ANNOUNCEMENT DATE**: February 26, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

Edgemont Capital Partners, L.P. served as exclusive advisor to MRA in the transaction, which closed on December 31, 2012.

TARGET: Harrison Clinical Research ACQUIRER: Synteract

LISTING: Private LISTING: Private

LOCATION: Munich, Germany CEO: Wendel Barr PHONE: 760-268-8200

UNITS: 5759 Fleet Street, Suite 100 FAX:

REVENUE: Carlsbad, California 92008

NET INCOME: WEB SITE: www.synteract.com

For 25 years, Harrison Clinical Research Group, the international contract clinical research organization (CRO), has provided a complete range of flexible contract clinical research services, locally and globally.

Synteract is a leading full-service contract research organization and portfolio company of San Franscisco-based Gryphon Investors.

**ANNOUNCEMENT DATE**: March 1, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

The two companies are forming a multinational CRO named SynteractHCR. It will have offices in 16 countries. In addition to its headquarters in San Diego, it will have locations in Research Triangle Park, North Carolina and Princeton, New Jersey. It also maintains a clinical in-patient unit in Germany to help enlist and treat trial patients. Both organizations manage Phase 1 through 4 clinical trials across multiple therapeutic areas, including oncology, CNS, infectious disease, endocrinology, cardiovascular and respiratory.

TARGET: ClinStar, LLC ACQUIRER: PRA

**LISTING:** Private **LISTING:** Private

LOCATION: San Franscisco, California CEO: Colin Shannon PHONE: 919-786-8200

UNITS: 4130 ParkLake Avenue, FAX:

Suite 400

**REVENUE:** Raleigh, North Carolina 27612

NET INCOME: WEB SITE: www.prainternational.com

ClinStar is a contract research organization (CRO) that manages Phase I-IV clinical research trials in the Russian Federation, Ukraine, Belarus and the Baltic States. It provides clinical development services to a wide range of pharma and biotech companie

PRA offers clinical research services in more than 80 countries and has served sponsors for more than 30 years.

**ANNOUNCEMENT DATE**: March 4, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

The acquisition supports PRA's growth in Russia and Eastern Europe. It also includes ClinStar's stand-alone clinical trial warehousing and logistics division, IMP Logistics, operating in Russia, Ukraine and Belarus. Through IMP Logistics, PRA can now offer top-quality cold chain logistics services. PRA claims to have a significant competitive advantage in a region where central depot services are integral to study success.

TARGET: Althea Technologies, Inc. ACQUIRER: Ajinomoto Co., Inc.

LISTING: Private LISTING: TYO:2802

LOCATION:San Diego, CaliforniaCEO:Masatoshi ItoPHONE:201-292-3200UNITS:400 Kelby StreetFAX:201-346-5630

**REVENUE**: Fort Lee, New Jersey 07024

NET INCOME: WEB SITE: www.ajinomoto.com/en

Althea Technologies is a fully integrated, contract development and manufacturing organization providing clinical and commercial product development services.

Ajinomoto Co. is a global manufacturer of high-quality seasonings, processed foods, beverages, amino acids, pharmaceuticals and specialty chemicals. Ajinomoto operates in 26 countries and had net sales of approximately \$12.8 billion in 2011.

**ANNOUNCEMENT DATE**: March 6, 2013

PRICE: \$175,000,000 (approximate) PRICE PER UNIT:
TERMS: Ajinomoto will acquire all the capital stock of Althea Technologies. PRICE/INCOME:

Following the closing of the transaction, Althea will become a fully consolidated subsidary of Ajinomoto Co. William Blair & Company, LLC served as financial advisor and Cooley LLP served as legal advisor to Althea Technologies in this transaction. The acquisition closed on April 4, 2013.

TARGET: Radiant Development ACQUIRER: Accelovance, Inc.

LISTING: Private LISTING: Private

LOCATION: Stuart, Florida CEO: Stephen J. Trevisan PHONE: 240-238-4900 UNITS: 2275 Research Blvd. Suite 700 FAX: 240-238-4901

REVENUE: Rockville, Maryland 20850

NET INCOME: WEB SITE: www.accelovance.com

Radiant Development is the contract research organization division of Radiant Research. Radiant Development is a full service CRO offering clinical development services to the biopharmaceutical, biotech, medical device, nutrition and consumer products ind

Accelovance is a patient-centric contract research organization focusing on the vaccine, infectious disease and oncology markets.

**ANNOUNCEMENT DATE**: March 6, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: PRICE/REVENUE:
PRICE/INCOME:

This is the latest development in an expansion strategy by Accelovance that caters to biotech and small/mid pharma sponsors. Radiant Development has performed studies in cardiovascular, men's and women's health, rheumatology, dermatology, onocology and medical devices. It also has specialized expertise in consumer health and nutrition. It has managed more than 200 research studies since its inception. It will operate as a division of Accelovance.

TARGET: Quickool and Easy Jet ACQUIRER: SafeCode Drug Technologies

**Technology** 

LISTING: Private LISTING: OTCBB: SAFC

LOCATION:Ramat-Gan, IsraelCEO:Joel KlopferPHONE:972 5 0783 9976UNITS:6 Meever HaMiltah StreetFAX:972 5 0783 9976

**REVENUE:** Jerusalem. Israel 97761

NET INCOME: WEB SITE: www.safecodecorp.com

Sindolor Medical, an Israel-based medical technologies development company, is selling Quickool and Easy Jet technology, enabling individuals to self-administer pain-free injections.

Safe Drug Technologies is the developer of patent-pending voice recognition technology that provides an essential degree of security that can effectively prevent unauthorized administration of a prescription medication.

**ANNOUNCEMENT DATE**: March 12, 2013 PRICE: Not disclosed

PRICE: Not disclosed PRICE PER UNIT: TERMS: Not disclosed. PRICE/REVENUE:

PRICE/INCOME:

The technologies have several useful applications other than the ones listed, making them a strong acquisition for SafeCode.

TARGET: MedVend, LLC ACQUIRER: Medbox, Inc.

LISTING: Private LISTING: OTC: MDBX

LOCATION: Commerce Township, Michigan CEO: Dr. Bruce Bedrick PHONE: 800-762-1452

UNITS: 8439 West Sunset Blvd. FAX:

Suite 101

REVENUE: West Hollywood, California 90069
NET INCOME: WEB SITE: www.medboxinc.com

MedVend is a biotechnology company that developed a patented automated medicine dispensing machine used for traditional prescription pharmaceutical dispensing. Medbox is a leader in providing industry-specific consulting services and patented systems to the medical and retail industries worldwide.

**ANNOUNCEMENT DATE**: March 15, 2013

PRICE: \$5,150,000 PRICE PER UNIT:
TERMS: The deal involved cash and a restricted stock component. The amount includes

PRICE/INCOME:

\$300,000 capital infusion and additional loans if needed for operating expenses. Medbox is acquiring a 50% partnership

stake in MedVend.

The joint company has exclusive rights to MedVend's Automated Medication Dispenser, a remote pharmacy that dispenses medication.

TARGET: Micron Technologies, Inc. ACQUIRER: Arlington Capital Partners

LISTING: NASDAQ: MU LISTING: Private

LOCATION: Malvern, Pennsylvania CEO: PHONE: 202-337-7500 UNITS: 5425 Wisconsin Avenue, FAX: 202-337-7525

Suite 200

REVENUE: Chevy Chase, Maryland 20815

NET INCOME: WEB SITE: www.arlingtoncap.com

Micron Technologies is a leading global provider of particle size engineering and related analytical services to the pharmaceutical industry. Micron has a cGMP facility in Malvern, PA and another in Dartford, U.K.

Arlington Capital Partners is a private equity firm with \$1.5 billion of committed capital focused on middle market investment opportunities in growth industries.

**ANNOUNCEMENT DATE**: March 20, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:
PRICE/INCOME:

Greenberg Traurig served as counsel to Arlington Capital Partners for the transaction. Fairmount Partners advised Micron on the transaction.

TARGET: Doctors Express ACQUIRER: American Family Care, Inc.

LISTING: Private LISTING: Private

 LOCATION:
 Houston, Texas
 CEO:
 Bruce Irwin
 PHONE:
 205-403-8902

 UNITS:
 5410 Highway 280
 FAX:
 205-421-2140

Founded in 1982, American Family Care is one of the largest and

oldest operators of urgent care and accessible primary care facilities

in the country with 37 clinics in Alabama, Georgia and Tennessee.

REVENUE: Birmingham, Alabama 35242

**NET INCOME:** WEB SITE: www.americanfamilycare.com

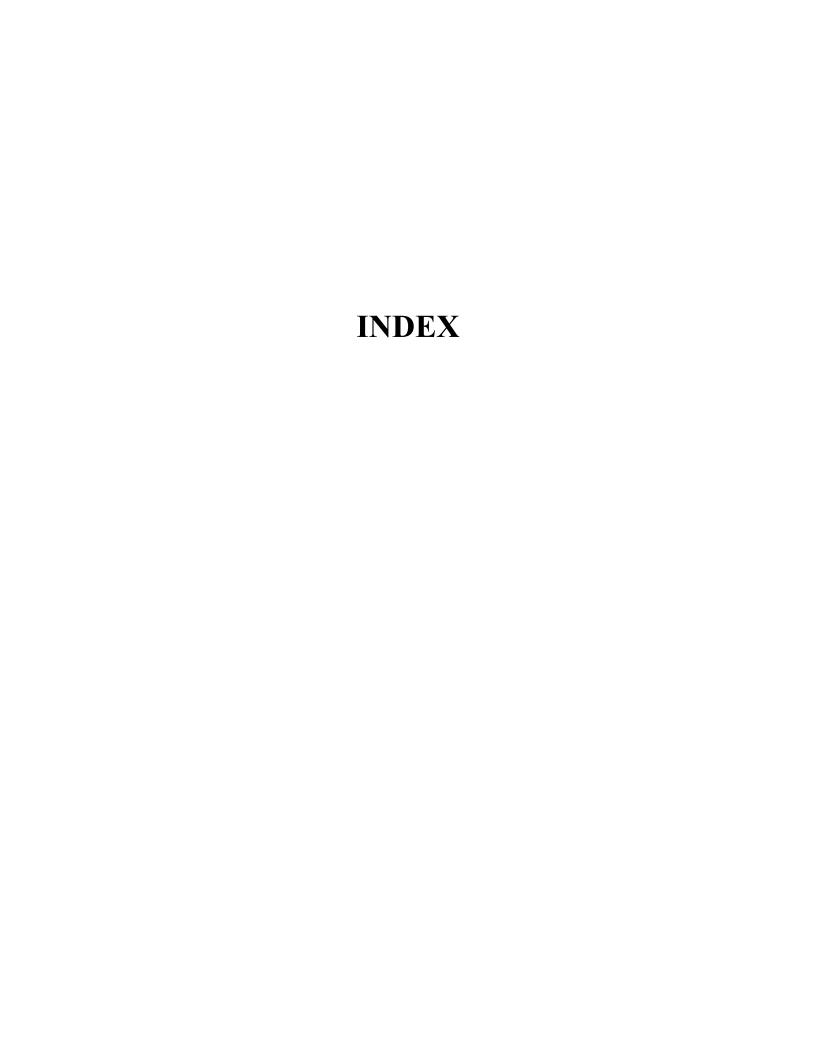
Immediate Clinic Healthcare, Inc., a subsidary of The Ensign Group (Nasdaq: ENSG), is selling Doctors Express, a national urgent care franchise system.

**ANNOUNCEMENT DATE**: March 25, 2013

PRICE: Not disclosed PRICE PER UNIT:
TERMS: Not disclosed PRICE/REVENUE:

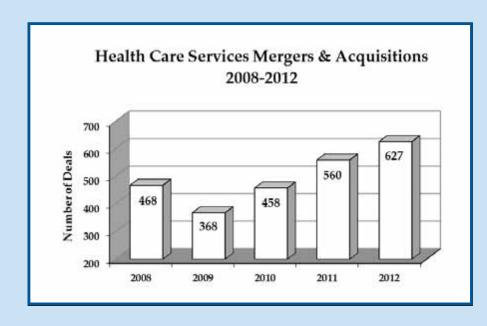
PRICE/INCOME:

American Family Care is expanding its geographical footprint in anticipation of an increase in the number of insured patients across the country without a primary physician. This development is expected to occur as a result of the nation's changing healthcare model. The asset sale became effective on Monday, April 15, 2013.



## The Health Care Services Acquisition Report, 19th Edition

The Health Care Services Acquisition Report gives you detailed transaction sheets, along with a discussion of the market trends, the size and composition of the market and the prices paid in these sectors: hospitals, managed care companies, physician medical groups, behavioral health companies, labs, MRI and dialysis centers and more.





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