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# Medtech Mergers and Acquisitions: How Deals Get Made, & Exclusive Tips from M&A Dealmakers

Thursday, March 9th, 2023

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**Craig MacInnis**  
Co-Founder and Co-CEO



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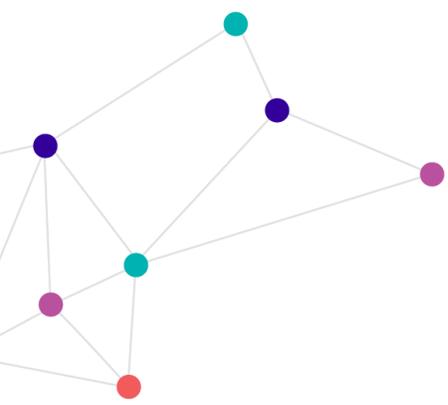
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DISTRIBUTORS

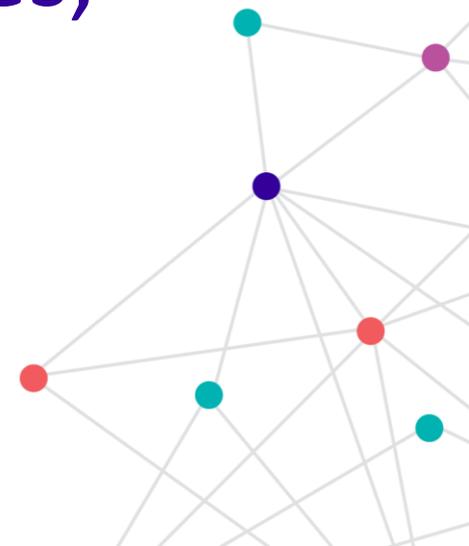
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REGULATORY/MARKET  
CONSULTANTS AND TRADE  
ORGANIZATIONS

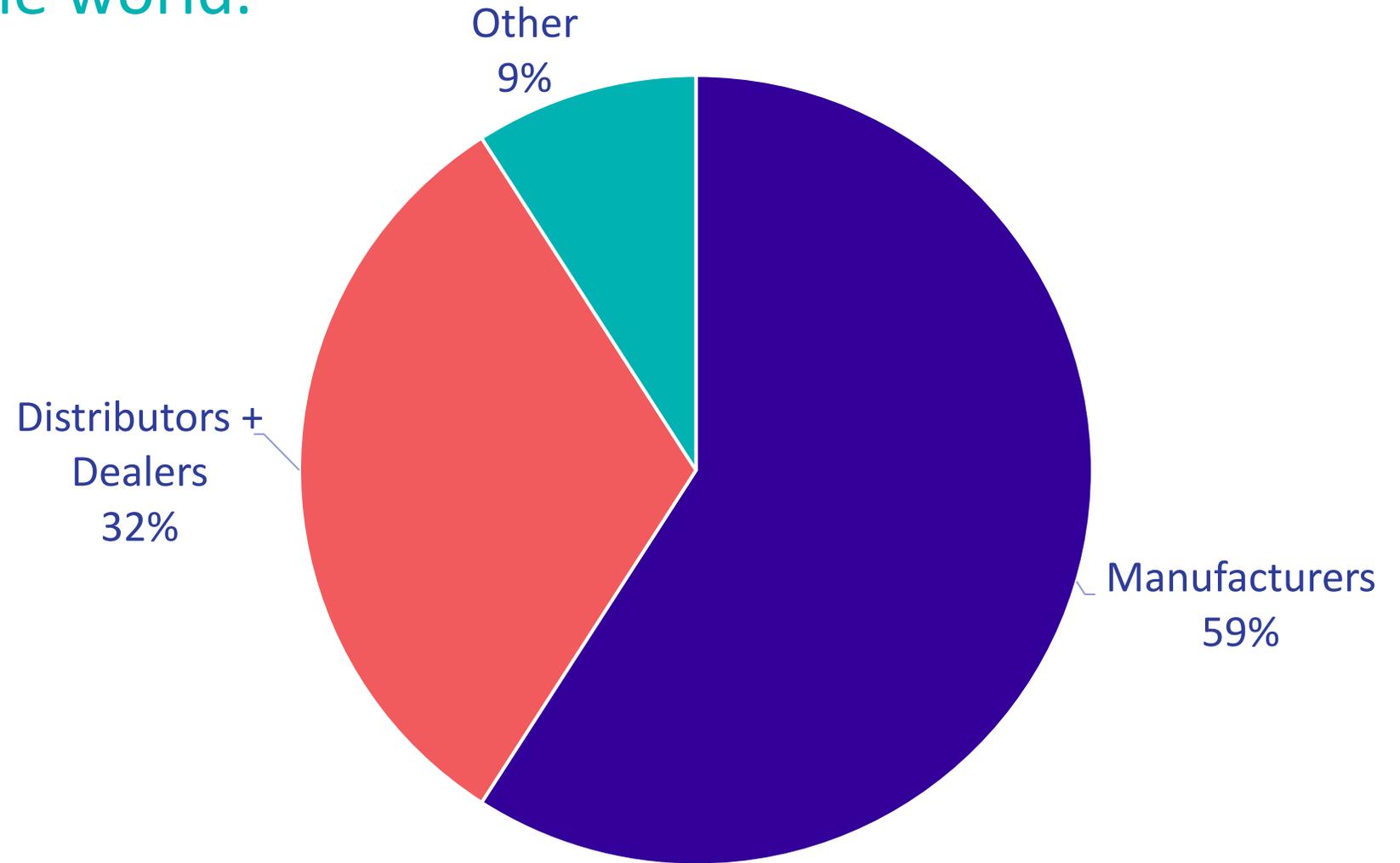




Today we will explore how the current economic environment is affecting mergers and acquisitions in the industry, including acquisition timelines, processes, and valuation models.



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**Brett Valliant**  
*VP Corporate  
Development,  
Diploma PLC*



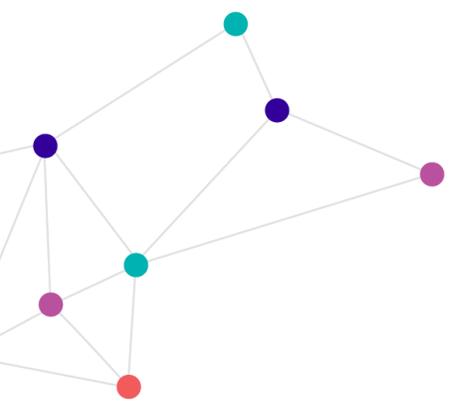
**Rainer Hepberger**  
*Managing Director,  
Houlihan Lokey*



**David Brangam**  
*Partner,  
Simmons & Simmons*

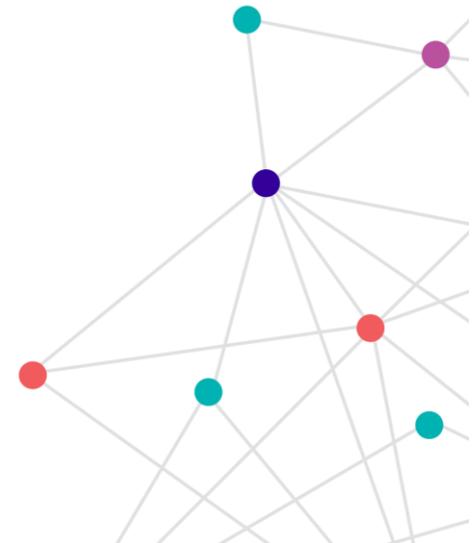
POLL

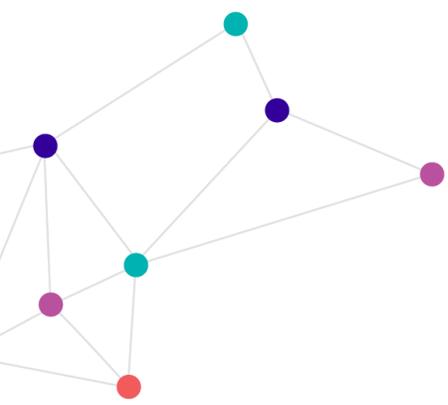
# PANEL DISCUSSION



1

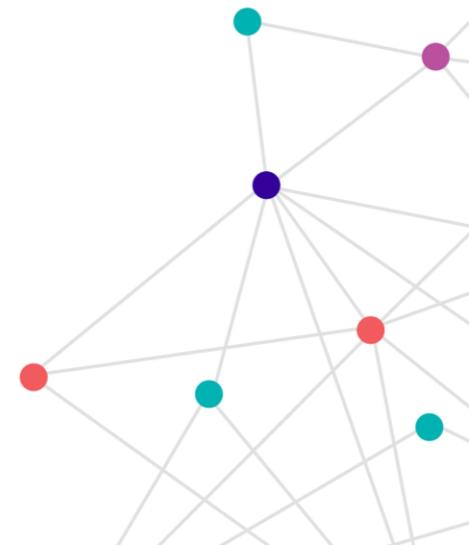
What are your thoughts on the current economic environment and the impact on mergers and acquisitions in medtech?

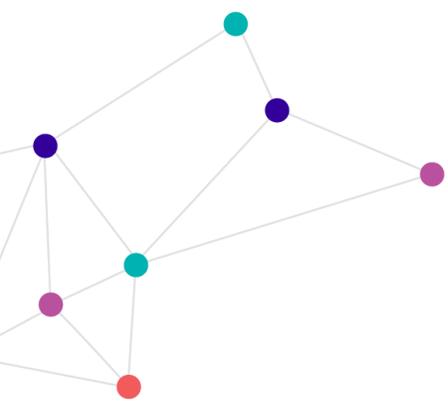




## 2

In terms of medtech acquisitions and mergers, what are some of the key trends and characteristics you're seeing in recent transactions.





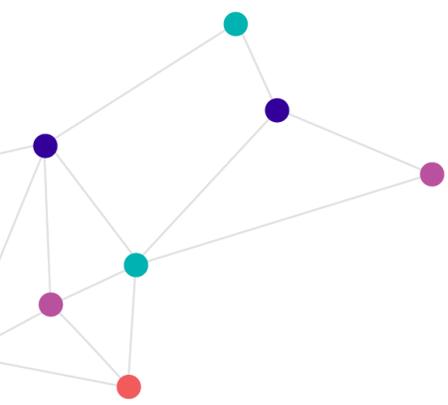
# 3

## M&A process for medtech transactions:

1. How can companies prepare their business for sale?
2. How long does the process typically take?
3. Breadth of process and how to evaluate and select the appropriate buyer
4. What is involved in the due diligence process?

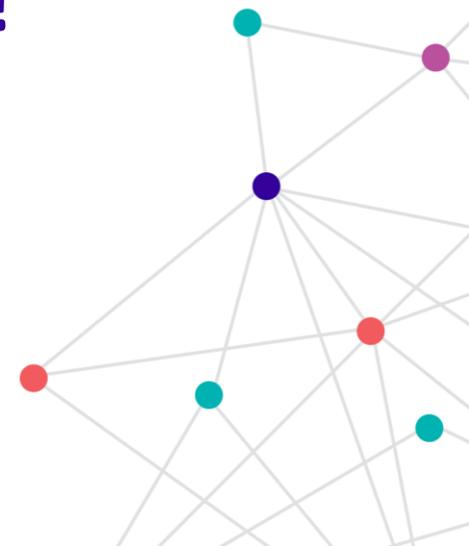


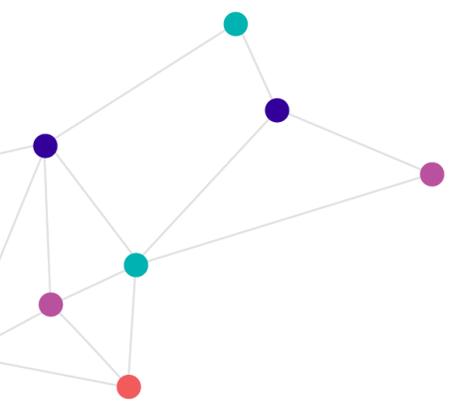
POLL



# 4

What are some of the common risks or factors that can lead to deal failure, and how can companies mitigate these risks to increase the likelihood of a successful transaction?

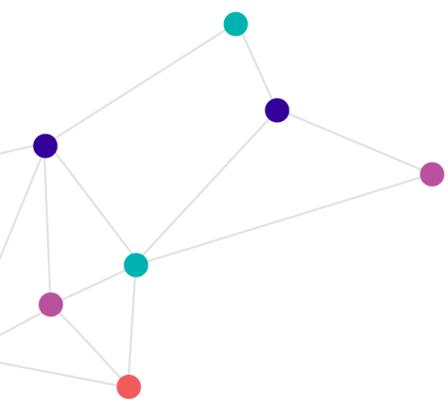




5

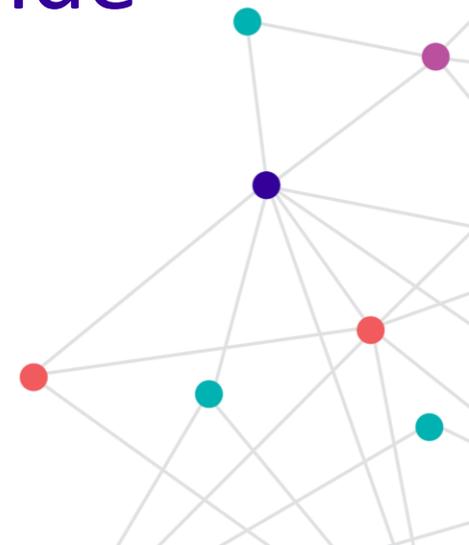
What are the key drivers for valuations?

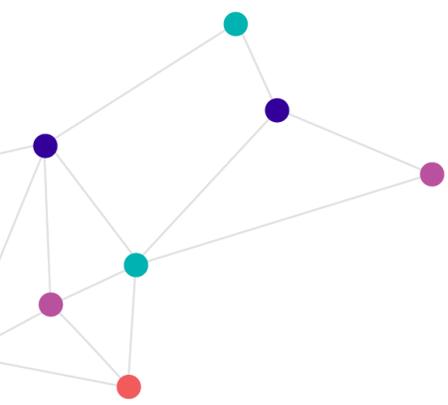




# 6

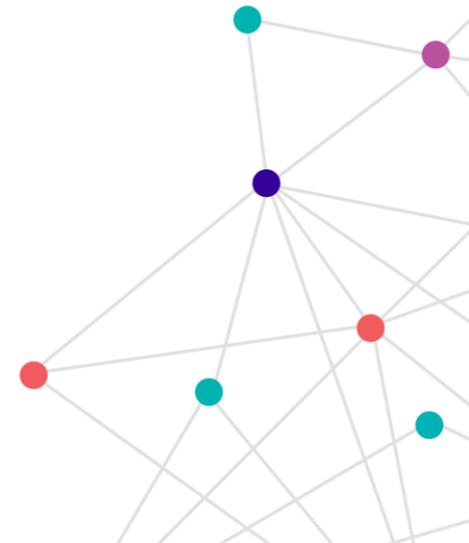
What are some of the key considerations and factors that companies should consider when hiring an advisor or investment bank to guide them through a formal process?





# 7

How important is having legal representation when working through this process?



Q&A

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# Drive Medtech Sales Through Leasing, Rental and Financing Solutions

Thursday, March 30th, 2023

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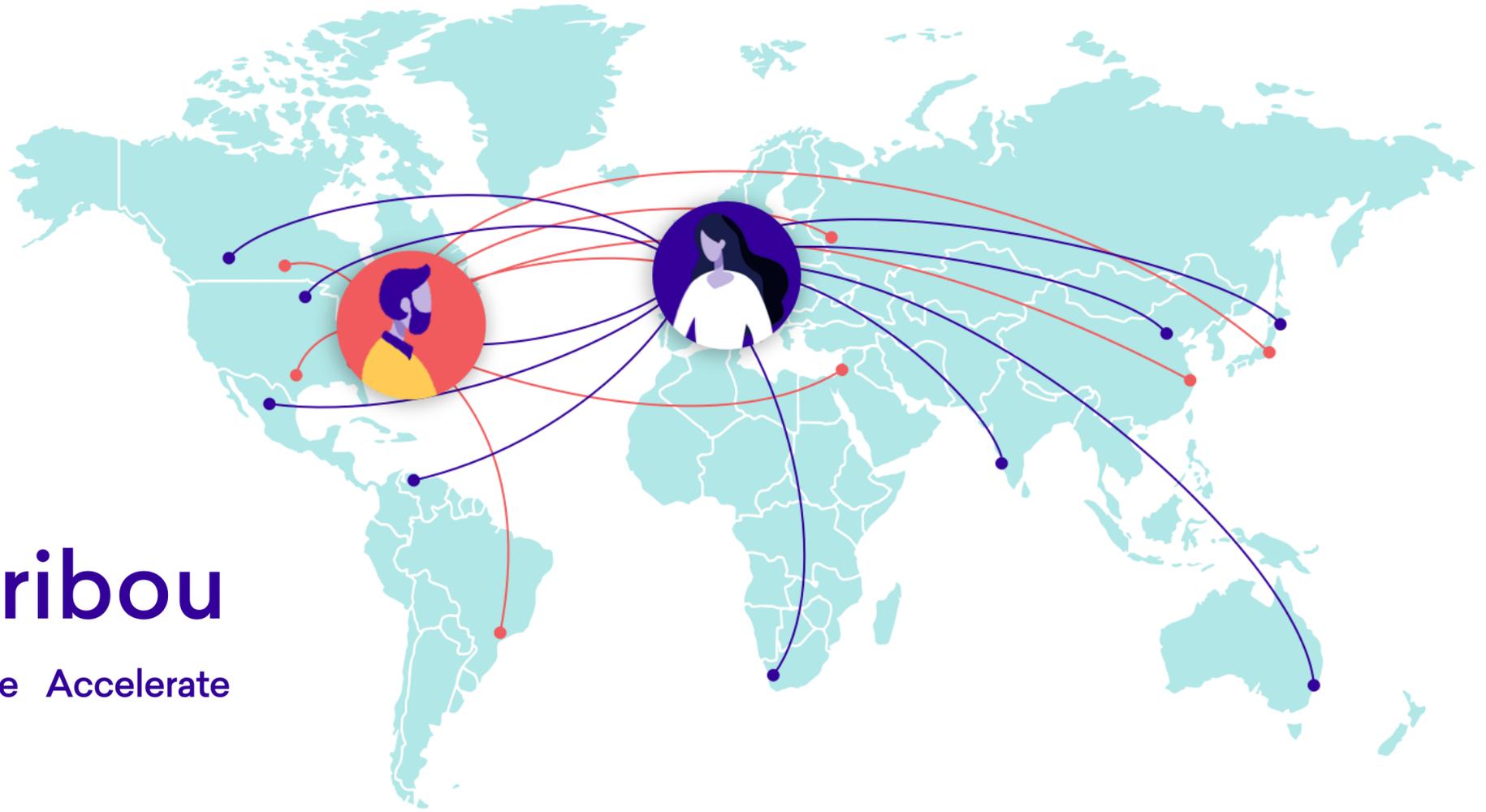
# Thank you for attending!

## Contact Information for our Panelists

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