

The 2021 MedTech Contract Manufacturing Report

March 2021



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1 Grant Street
Suite 400 Framingham
Boston, MA 01702 USA



Gabriele Brambilla

CEO

gabriele.brambilla@alirahealth.com

Carlo Stimamiglio

Partner

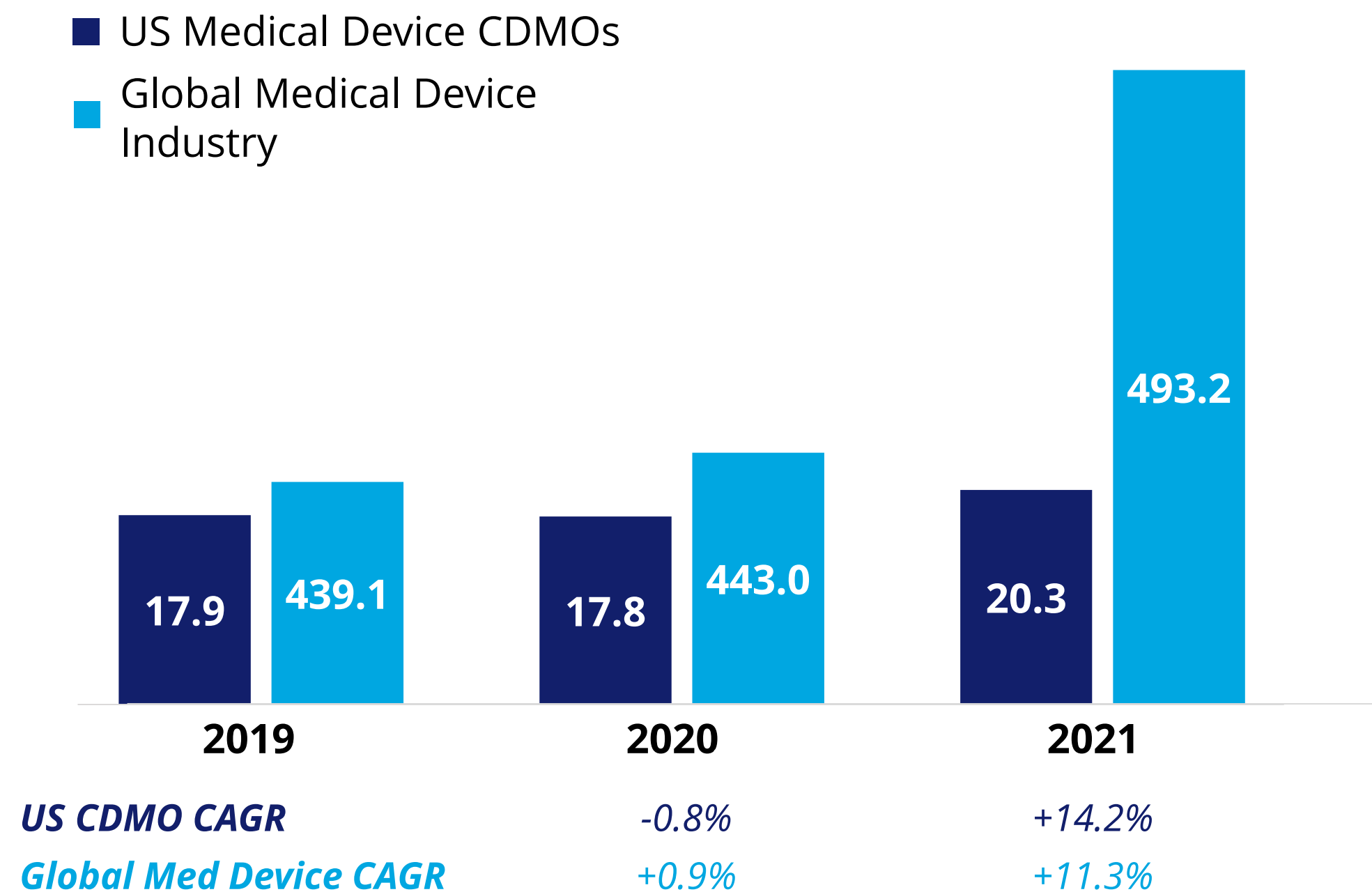
carlo.stimamiglio@alirahealth.com

A Year in Review for the Medical Device Industry

Introduction

Our analysis leverages public data and primary research consisting in surveys of multiple CDMOs and interviews with industry executives. Despite experiencing vulnerability to the pandemic, the medical device and CDMO industries are positioned to perform strongly in 2021.

Global Medical Device vs US CDMO Industries
2019-2021 (\$B)



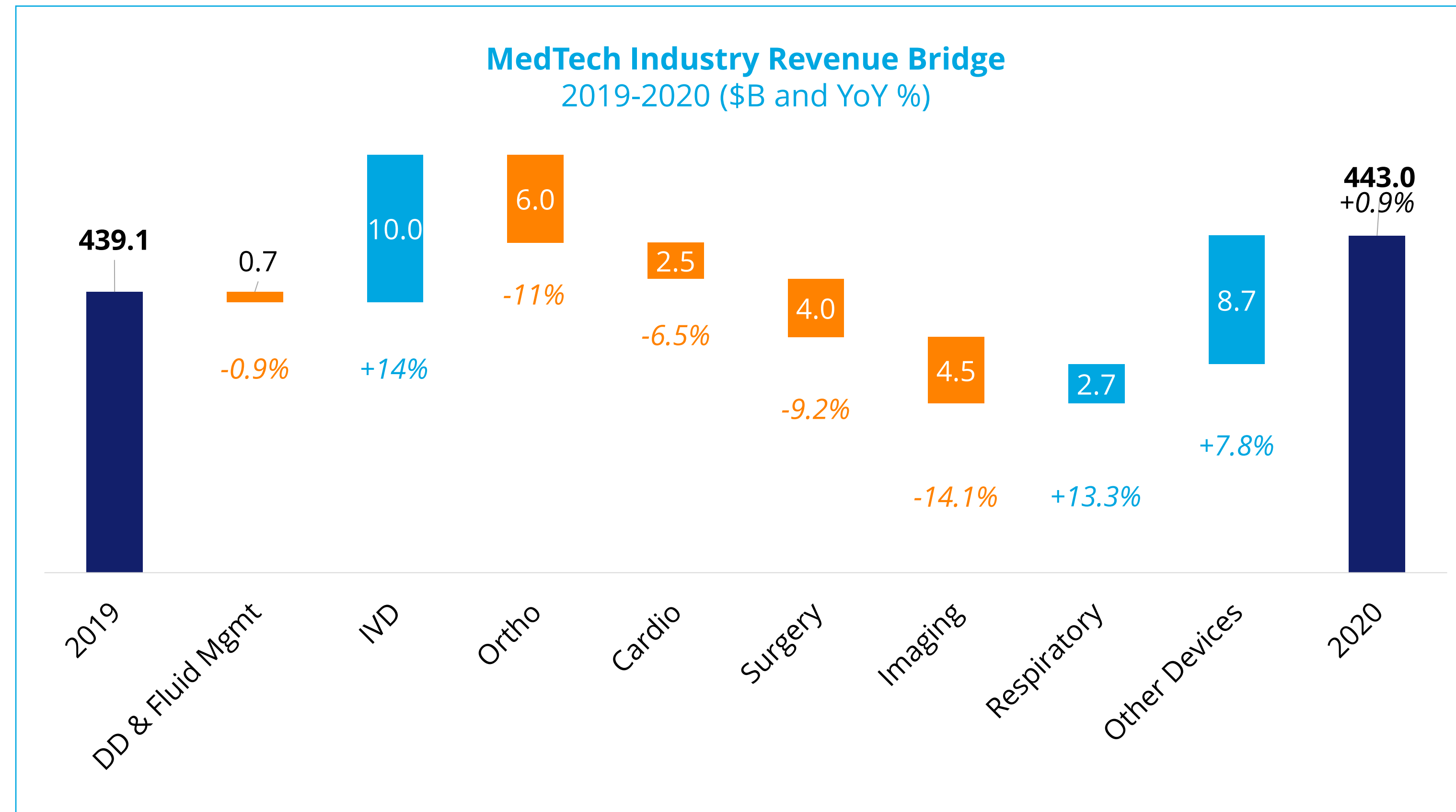
- In 2020, the medical device sector was vulnerable to changes that healthcare systems implemented to contain the pandemic: deferring elective procedures and clinical studies, and prioritizing purchases of consumables utilized in the treatment of COVID-19 patients.
- These forces caused a significant decrease in revenue and profits for medical device manufacturers, which began to manifest themselves at the end of Q1 and are continuing into the beginning of 2021.
- Cardiovascular, orthopedics and imaging were the most impacted sectors in 2020, as opposed to in-vitro diagnostics, critical and respiratory care and hospital consumables, whose demand got a boost from the new hospital protocols.
- CDMOs experienced similar trends across therapeutic areas and end-markets. In addition to a contraction in revenue, CDMOs' operational model was challenged by a lower predictability of the purchasing orders or inventory-management policies.
- In this environment, the MedTech and CDMO industries have proven their resilience. MedTech's 2020 has seen a record of IPOs, M&A deals for both mature and VC-backed companies, and venture fundraising.
- Medical device CDMOs have also seen a record of M&A deals, proving that the fundamental trajectory of growth and consolidation is not threatened by the current health emergency.
- In 2021, the normalization of the healthcare market is expected to have a catch-up effect on the performance of the medical device industry, and a return to healthy growth in line with the long-term goals.

Note: Medical Device CDMO revenues shown only represent revenue generated within US borders

The Impact of COVID-19 Impact on MedTech Manufacturers

A Retrospective for MedTech in 2020

The healthcare emergency has required hospitals to prioritize treatment and prevention of COVID-19 patients during all of 2020 and into Q1 of 2021. This has caused a dramatic decline in volumes of elective procedures, with a large impact on the global industry revenue.

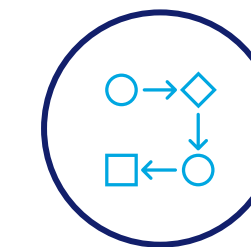


Main challenges faced by the global Medical Device industry in 2020 due to COVID-19



Deferral of Elective Procedures

The deferral of many elective procedures in 2020 has led to revenue losses for hospitals and device manufacturers alike. This has also caused clinical research to halt, slowing down the release of new high-value products.



Shifting of Medical Care's Priorities

Hospitals have had to manage surges in critical care patient volumes and to adjust workflows to improve infection prevention standards. The shifting priorities of the hospitals' purchasing departments have contributed to strain global supply chains and increase the cost of logistics for global manufacturers.

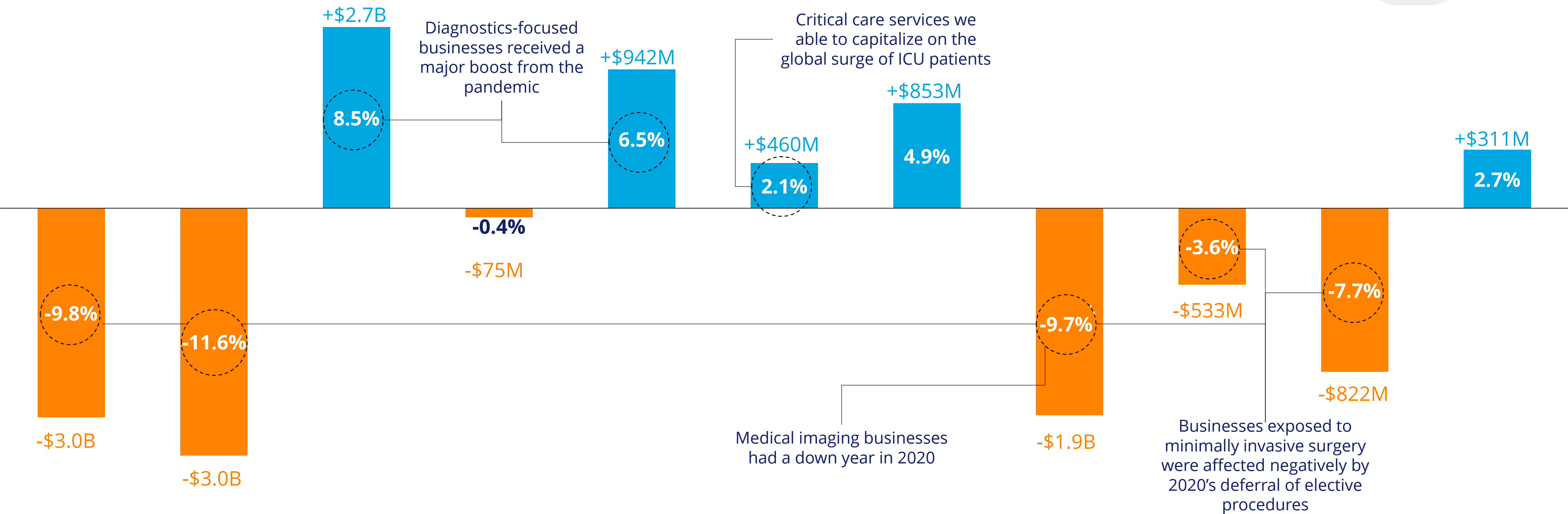
Source: Alira Health analysis.

Notes: "Other Devices" includes, among others, fast-growing categories like General Hospital Consumables, Patient Monitoring Devices, and more; % changes of each category relate to the category's 2019 performance

Case Study: 2020 Revenue Change of Top Global MedTech Companies

A Retrospective for MedTech in 2020

The COVID effect on the medical device industry is visible in the performance of the largest OEMs. Businesses more oriented to elective procedures suffered declining sales in 2020. Others, active in the markets for diagnostics and treatment of COVID-19, had a revenue boost.



Medtronic

Johnson & Johnson



SIEMENS
Healthineers



GE Healthcare

stryker

Boston
Scientific

Baxter

Sources: Public Company Financial Reports;

A Resilient Industry: Silver Linings for MedTech in 2020

A Retrospective for MedTech in 2020

In a most challenging year, a few positive trends showcase the resilience and strong long-term fundamentals of the MedTech industry.

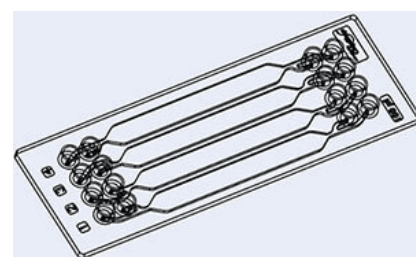


Diagnosis, Treatment, and Prevention of COVID

Device manufacturers have had a critical role in accelerating the production and supply of necessities in the fight against the pandemic. Such flexibility has been important to empower the medical care system with the needed tools and has generated new revenue opportunities that are expected to continue in the medium-term, surpassing the return of elective procedures.



Critical Care Devices



Diagnostic Tests



Infection Prevention Consumables

Source: Alira Health analysis; Pitchbook;

Notes: ¹Includes fundraising in the segments of Biotech/Pharma and Digital Health; ²M&A deals counted if upfront payments are equal to \$50M or above;



Strong M&A and IPO Activity

Despite a decline in revenue and profits that started to emerge early in 2020, large MedTech companies were very active in M&A, funding the acquisition of both mature (**≥6 deals worth >\$1B**) and VC-backed targets (**16 deals²**). Medtronic and Stryker, two companies particularly exposed to elective procedure markets, have led the way with four and three acquisitions each, respectively. Such vibrant deal activity exhibits the focus of MedTech giants on long-term goals founded in the development of an innovation pipeline and their resilience to near-term roadblocks caused by the pandemic. Additionally, a record **11 IPOs** took place in 2020 with median valuations of **\$469M**.

Notable Deals



acquired by
Medtronic



acquired by
PHILIPS



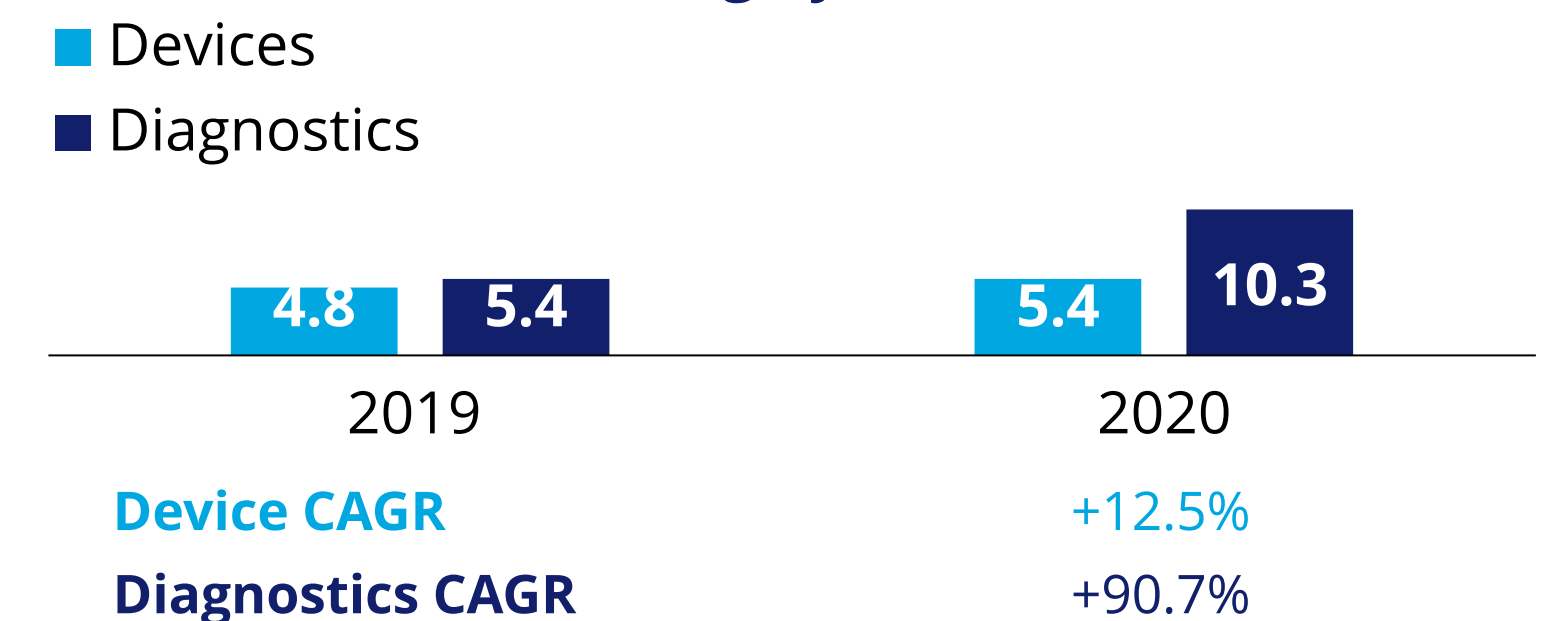
acquired by
ANIKA



Record Venture Funding

In 2020, total fundraising by Life Sciences-focused VCs¹ (**\$16.8B**) reached a peak and brought new liquidity that will fuel long-term investments in healthcare innovation. VC funding to IVD and Device companies grew YoY in 2020, with the diagnostics sector doubling the dollar amount raised in 2019. While the bulk of these funds were directed to late-stage and pre-IPO deals, the large number of exits is poised to attract more capital to the MedTech industry, with positive long-term effects also for early-stage VC-backed companies.

VC Funding by Sector (\$B)

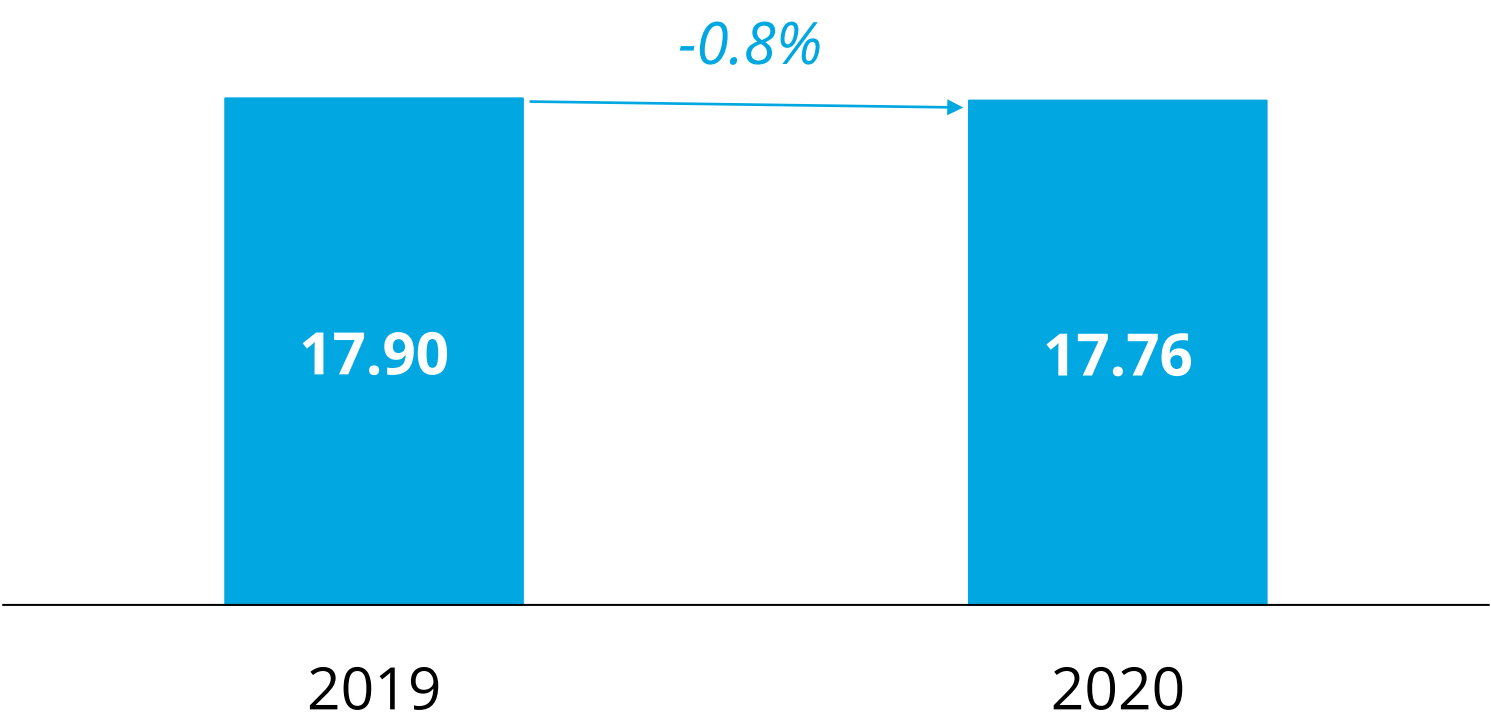


State of the US CDMO Industry in 2020

The US MedTech CDMO Industry in 2020

The US CDMO industry represents approximately one third of the global medical device outsourcing capacity. While its 2020 performance largely aligned with that of global MedTech, it was the outcome of varied trends across market segments.

US CDMO Market Revenue 2019-2020 (\$B)



Concentration of the US CDMO Industry² (2020)

Revenue Range	>\$500M	\$100M-\$500M	<\$100M	Total
#	7	37	234	278
Aggregate Revenue	\$5.96B	\$7.59B	\$4.22B	\$17.68B
%	33.5%	42.7%	23.7%	100%

- The US medical device CDMO market is worth an estimated **\$17.76B** as of 2020, representing approximately one third of the global industry¹.
- The aggregate revenue declined an estimated **-0.8%** in 2020, vis-à-vis an expected long-term growth rate of 11.4%.
- US-based CDMOs’ high exposure to devices used in elective procedures was a key driver of underperformance, as the decrease in orders for high-value devices and components significantly impacted the revenue of on-shore contract manufacturers.
- The deferral of clinical studies affected the demand for product development services and manufacturing of products for clinical research. Vendors of R&D, prototyping and small-batch manufacturing services suffered the largest decrease in revenue across segments of the medical device value chain.
- Shifting priorities in the management of inventory by Medical Device OEMs also contributed to challenge the predictability of their purchasing patterns and put pressure on the operational and financial performance of CDMOs.
- Our analysis did not yield evidence of structural changes in the supply chain of global MedTech OEMs influenced by COVID-19. On-shoring of production from OUS facilities has not been an identifiable trend since the start of the pandemic.
- Consolidation in the US CDMO market continues at a fast pace, with **22** M&A deals of US CDMOs led by corporate and private equity-backed buyers having completed in 2020.

Note: ¹Our 2020 study “Medical Device Contract Development and Manufacturing: Global Trends & Opportunities” estimates the global MedTech CDMO industry at \$52.9B.

CDMO Segments Negatively-Impacted by COVID-19

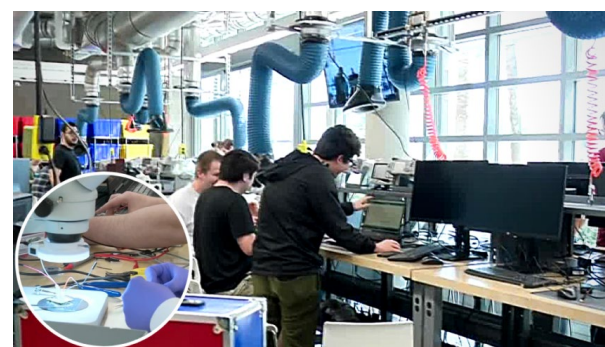
The US MedTech CDMO Industry in 2020

The shift of medical care providers to treat COVID-19 patients had a major negative impact on many outsourced supply chain vendors, particularly in the areas described below.



Design & Development Services

Vendors of product design & engineering services suffered dramatic declines from the onset of the COVID-19 pandemic as early-stage VC-backed device companies rationed the funding of outsourced R&D in tandem with the deferral of clinical trials. This resulted in an average revenue decline of **12.5%**.



Medical Device Design Firms



Cardiovascular Devices

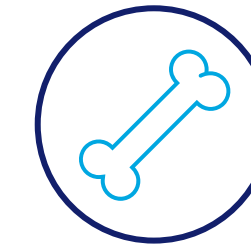
CDMOs serving the cardiovascular market, and particularly the area of interventional cardiology, noted an estimated average revenue drop of **15.0%** in 2020.



Ablation Catheters



Angioplasty Devices



Orthopedic Procedures

Orthopedic surgeries were among the procedures postponed or delayed with the outbreak of COVID-19. CDMOs in the orthopedics and spine segments are estimated to have experienced a **5.0%** decrease in revenue from 2019 to 2020.



Orthopedic Implants



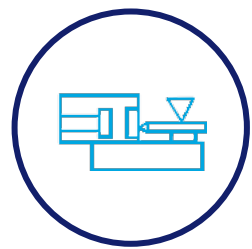
Orthopedic Surgical Tools

Source: Alira Health Analysis

Pandemic-Resilient CDMO Segments Experiencing Positive Growth

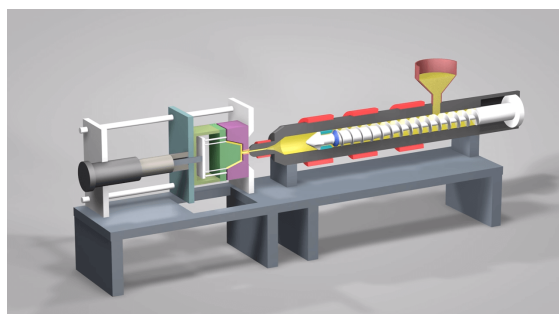
The US MedTech CDMO Industry in 2020

While some Medical Device segments and their CDMOs were negatively impacted by the pandemic in 2020, certain markets continued to grow, fueled by the strong demand of diagnostic labs and hospitals' emergency and critical care departments.



Injection Molders

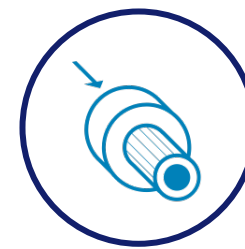
Component manufacturers specialized in Injection Molding saw an estimated revenue growth of **4.4%** in 2020, as various categories of hospital consumables and diagnostic tools benefitted from the high volumes of patient admissions and COVID-19 testing.



Injection Molding

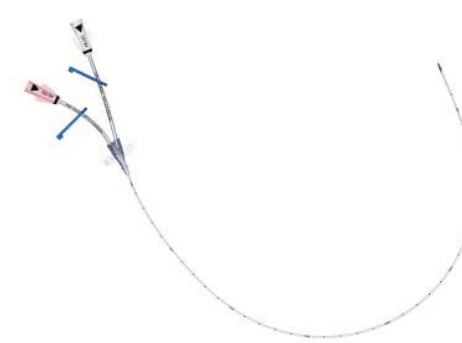


Hospital Consumables

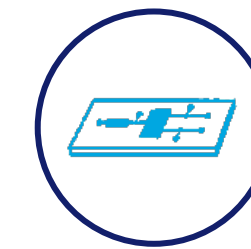


Extruded Components Manufacturers

While minimally-invasive catheter procedures decreased (in line with elective cardiovascular procedures), the demand for extruded components such as vascular access sets for infusion therapy and critical care sustained the performance of extrusion manufacturers, up an estimated **4.2%** from 2019.

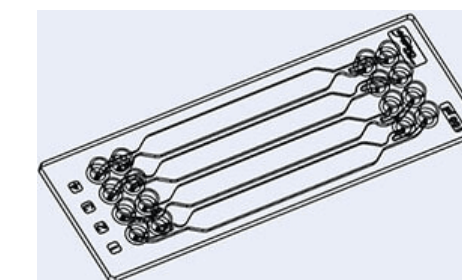


IV Catheters



In-Vitro Diagnostics

The demand for IVD consumables benefitted from the development and commercialization of COVID-19 tests, with multiple surveyed manufacturers recording a revenue boost up to **50%**.













Microfluidic s Chips

Source: Alira Health Analysis

Impact of COVID on Supply Chains & CDMOs: Overall Trajectory

The US MedTech CDMO Industry in 2020

Company	FY2020 Revenue	2019-2020 Revenue Δ%	Market Cap. ¹	2020 Stock Performance ²
 JABIL	\$27.59B	+5.0%	\$6.39B	+1.9%
 flex	\$23.34B	-6.4%	\$8.97B	+40.8%
 TE	\$12.53B	-5.6%	\$40.09B	+24.2%
 SANMINA	\$6.86B	-12.8%	\$2.08B	-8.5%
 PLEXUS	\$3.37B	+3.6%	\$2.25B	+0.8%
 IDEX CORPORATION	\$2.35B	-5.7%	\$15.08B	+15.3%
 Nordson	\$2.12B	-3.3%	\$11.67B	+23.1%
 West	\$2.04B	+13.7%	\$20.94B	+88.6%
 Integer	\$1.13B	-8.5%	\$2.67B	+/- 0.0%
 ELOS MEDTECH	\$0.6B	-18.0%	\$0.87B	-5.6%
TOTAL	\$81.41B	-2.4%	-	-

- An analysis of the reported financials **10 largest publicly-listed CDMOs** with a significant exposure to the medical devices industry illustrates a varied effect of COVID-19 across market players.
- The aggregate revenue of sample shown to the left largely aligned with that of the entire US CDMO market, showing a **-2.4% decline** from 2019 to 2020
- **Jabil's** overall +5.0% revenue performance was primarily driven by a +31% growth of its Healthcare & Packaging business².
- While **Flex's** consolidated revenue decreased by -6.4%, its stock price soared with a **40.8%** gain over the course of the year, potentially indicating market anticipation for a 2021 bounce back.
- **West Pharmaceuticals** saw revenue increase by **13.7% year-over-year**, with the stock price almost doubling. This performance showcases the resilience of the Pharma primary packaging industry compared to medical devices.
- **ELOS Medtech**, which specializes in medical devices (and particularly orthopedic applications) experienced a **18.0% revenue decline** and saw a drop on its stock's market value in 2020.

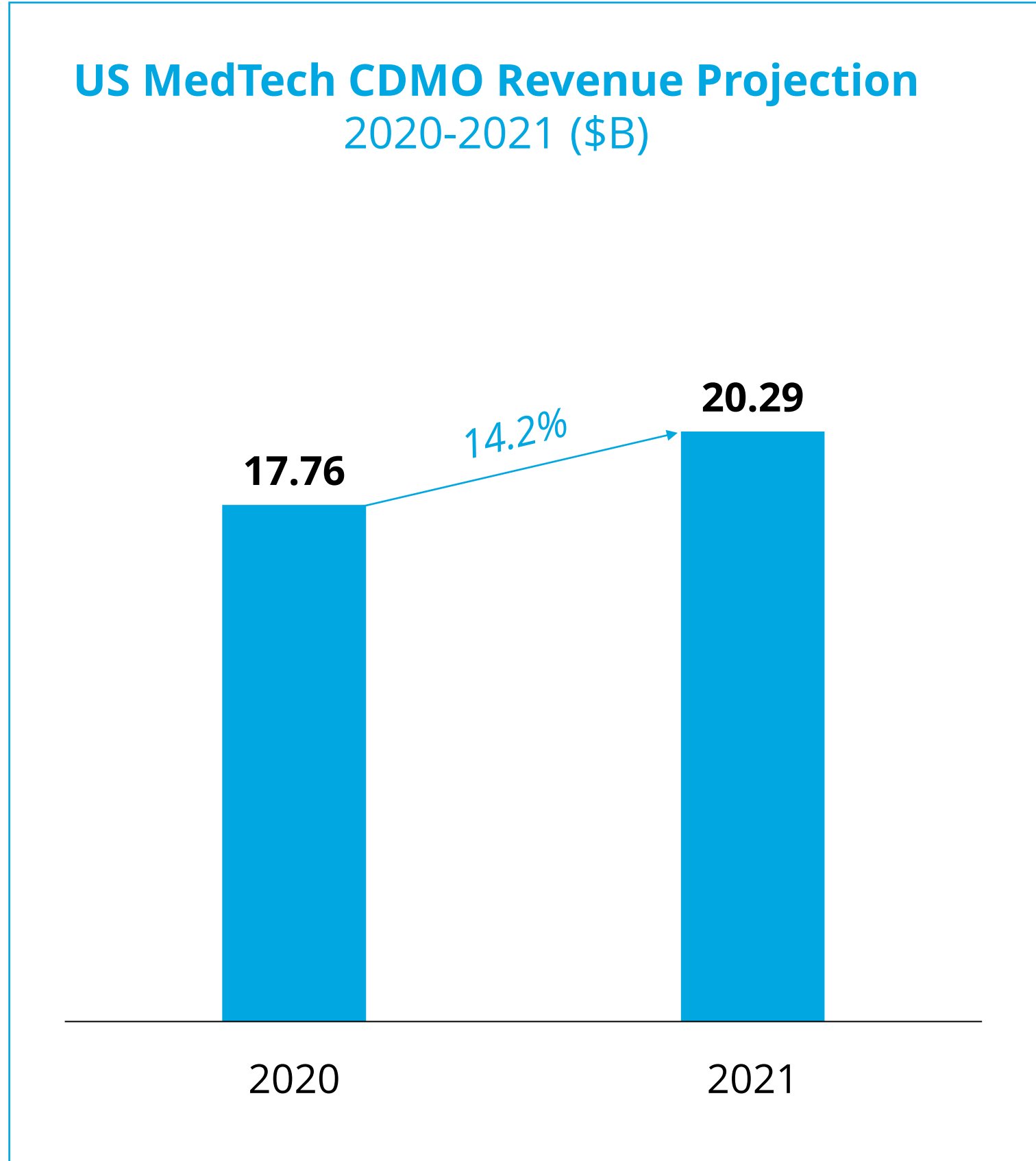
Source: Alira Health analysis; Public Company 2020 Financial Reports; Pitchbook

¹Market Caps. shown as of market close on 12/31/2020; ²Stock performance denotes price change from market open on first trading day of the year to market close on last trading day of the year; ²Growth of Jabil's Healthcare & Packaging business represents fiscal year 2020 compared to fiscal year 2019 – Jabil's fiscal year begins in September and ends at the end of August;

Projection for the MedTech CDMO Industry in 2021


A 2021 Outlook for US MedTech CDMOs

Primary surveys and interviews of Medical Device CDMOs point to a normalization of the healthcare market in 2021. Such fundamental rebalancing is expected to consolidate in the second part of the year and to have positive effects across the value chain.



Source: Alira Health analysis.

A Normalized Market for Medical Device in 2021




Return of Elective Procedures

As the COVID-19 crisis gets under control and the healthcare system begins to absorb the backlog of previously-deferred elective procedures, hospitals will restore their normal activity. The return of high-value procedures and catch up with the will command a strong performance of the main segments that were negatively affected in 2020.



Catch-Up Effect on Inventory Programs

Preparing for a significant pick-up in volumes of procedures, purchasing groups of MedTech OEMs will start to build inventory ahead of an increase in demand. Outsourced manufacturing capacity will be saturated with orders and medical device CDMOs growth rate will outperform their customers'.



Early-Stage Device Programs Restart

With elective procedures, clinical trials will also resume in 2021. This will accelerate the funding of R&D programs by venture capital investors and emerging device companies. Outsourced providers of Design & Development services are expected to offset much of the revenue losses experienced in 2020.

Case Study: A Focus on High-Value Segments

A 2021 Outlook for US MedTech CDMOs

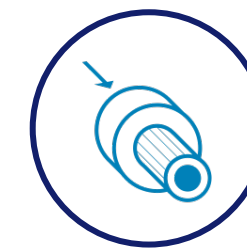
A proprietary survey of Medical Device CDMOs reports wide expectations of a positive market performance in 2021, yet differentiated among different types of contract service.

Service-Specific Outlooks



Product Development

Design & Development firms expect the most improved year-over-year performance in 2021 with a median **16.7%** projected revenue growth. After being hit hard by the slowdown in new design programs caused by lack of bandwidth during the height of the pandemic, design shops have high expectations for the coming rebound.



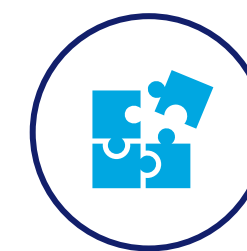
Extrusion

Extruded components manufacturers had a significantly below-average outlook for 2021 with a median **8.8%** growth. Extruded devices such as catheters are crucial to ICU patient management, so it stands to reason that this market was not hit as hard as others and consequently its rebound will not be as significant.



Finishing Services (CNC Machining, Precision Laser Cutting, etc.)

Manufacturers offering downstream finishing services had a very positive average outlook for 2021 with **13.6%** expected growth. Machining companies are critical to the orthopedics and cardiac implants businesses – areas that will benefit from the coming bounce in elective procedures.



Contract Manufacturing/Assembly

CDMOs offering both manual and automated assembly services are showing very positive expectations for 2021, with median expected revenue growth of **15.0%**. Assembly is a critical step in the value chain for all medical devices, thus these contract manufacturers will broadly benefit from the forecasted bounce-back of the medical care industry.

Source: Alira Health analysis.

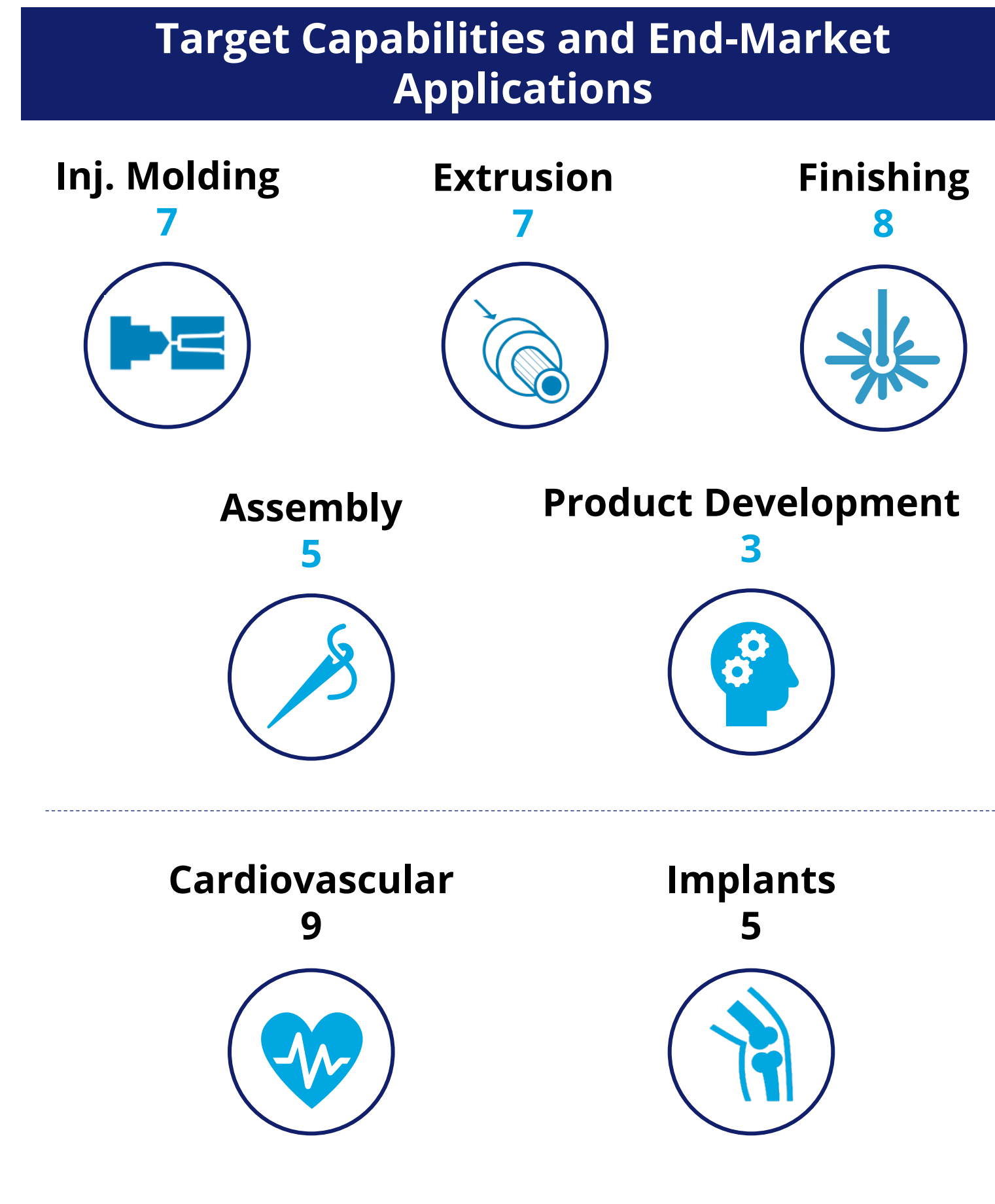
The MedTech CDMO M&A Landscape in 2020: A Record Year

MedTech CDMO: M&A and Investment Activity

M&A activity in the global Medical Device CDMO industry was very strong in 2020, with a record number of transactions completed during the year. The drive for inorganic growth continues to drive industry consolidation despite the uncertainty caused by the pandemic.

M&A Transactions by Acquirer Type and Quarter			
Year	2018	2019	2020
Strategic	9	6	15
PE-Backed	16	14	15
Total	27	20	30










Year	2018	2019	2020
Q1	3	4	4
Q2	10	6	5
Q3	9	4	13
Q4	5	6	8
Total	27	20	30



- In 2020, the MedTech CDMO sector has recorded the largest number of M&A transactions with **30 global deals in 2020**
- **Private equity investors** have continued to be very active with 15 deals.
- For the first year in the last three, **strategic buyers** have matched the number of PE-backed deals.
- Notably, 2020 went by **without any exit event** of CDMOs backed by financial sponsors. The uncertainty caused by the COVID-19 pandemic has stretched the holding period to maximize the exit value upon the expected market recovery.
- Polymer processing like injection molding and extrusion have attracted buyers but finishing capabilities such as **laser cutting** and **precision machining** have been the most sought after.
- Such capabilities find **high-value applications** in the end-market specialties with the greatest M&A activity: minimally-invasive cardiovascular devices and implants for cardiac, orthopedic and spine indications.

Featured Corporate and Private Equity-Backed Deals

MedTech CDMO: M&A and Investment Activity

Largest Publicly Disclosed Transactions					
Date	Target	Acquirer	Sales X	EBITDA X	EV
10/20	 HASELMEIER <small>Drug Delivery. Tailormade.</small>	SULZER	3.0x	n.a.	\$122 M
9/20	 GW Plastics <small>Global Leaders in Precision Manufacturing</small>		1.2x	17.1x	\$229 M
8/20	 NN LIFE SCIENCES	 ²	2.3x	11.5x	\$825 M
7/20	 rti surgical OEM Business	 ²	n.a.	n.a.	\$440 M
6/20	 FLUORTEK Custom Extrusion Technology		6.3x	n.a.	\$125 M

- The few CDMO deals publicly reporting financial terms provides data points in line with the recent years.
- Notably, the targets of the two PE-backed deals (RTI Surgical and NN Life Sciences) are also spin-out transactions.

Other Notable Strategic Deals		
Date	Target	Acquirer
11/20	 PULSE SYSTEMS <small>PRECISION LASER MACHINING & MORE</small>	Heraeus
9/20	 IMS TECHNIQUES <small>Applications des Plastiques Avancés</small>	
9/20	 MERT MEDICAL Hypotube Manufacturing	
7/20		
6/20	 LPI Medical <small>Industrialization & Fabrication d'Implants Médicaux</small>	Safe Orthopaedics
3/20	 LAKELAND TECHNOLOGY	Nextremity Solutions
3/20	 RUA MEDICAL <small>MEDICAL DEVICE MANUFACTURING</small>	
1/20	 MEDEFAB MEDICAL DEVICE MANUFACTURING	

Other Notable PE-Backed Deals		
Date	Target	Acquirer
11/20		
10/20		 ¹
10/20		
10/20		GRAHAM PARTNERS
9/20		
8/20		
6/20		
2/20		

Source: PitchBook, Alira Health Analysis

Notes: ¹Via the platform investment in Syneo, Arcline completed two additional deals in Q4 of 2020; ²Private Equity-backed transactions















Private Equity-Backed CDMO Tracker

MedTech CDMO: M&A and Investment Activity

While the complex environment caused by the COVID-19 pandemic has extended the holding period of multiple CDMO platforms, financial sponsors have continued to be attracted to the industry with five new platform investments deployed in in 2020.

Date	Target	Sponsor
2020	 SYNEO the medical device solutions company	
2020		
2020		GRAHAM PARTNERS
2020		Montagu private equity
2020	 CMD, Inc. Catheter & Medical Design, Inc.	
2019		NORDIC CAPITAL
2019		
2019		

Date	Target	Sponsor
2019		AVISTA CAPITAL PARTNERS
2019	 Marle orthopaedics manufacturing	
2019		TINICUM
2019		FRAZIER HEALTHCARE PARTNERS
2018		
2018		AEA
2018		GRAHAM PARTNERS
2018	RESONETICS	GTCR

Date	Target	Sponsor
2018		
2018		
2017		
2017		Charlesbank CAPITAL PARTNERS LLC
2017		
2017		
2017		
2016		WATER STREET

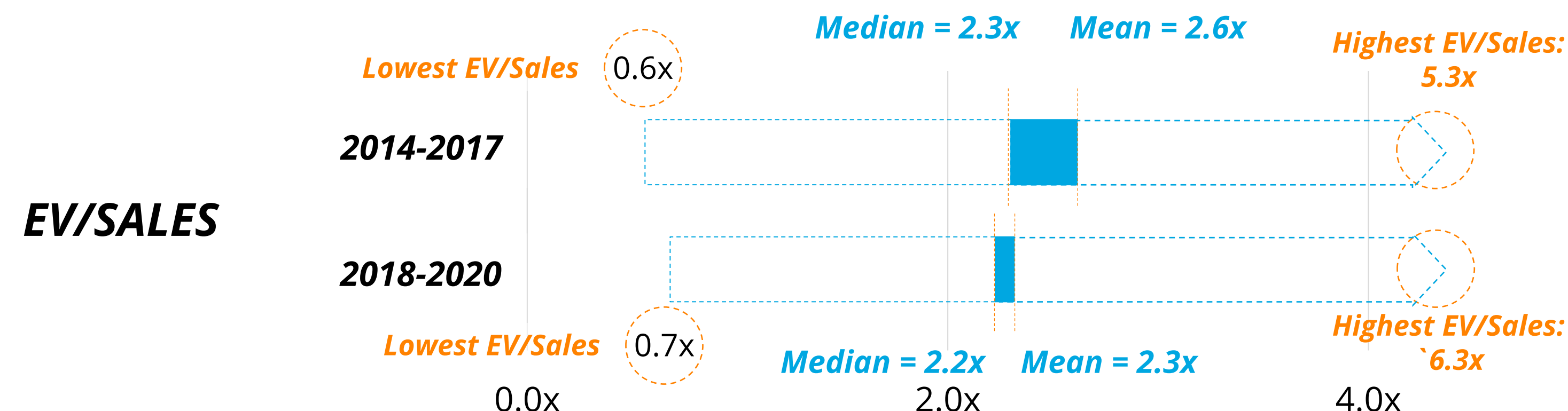
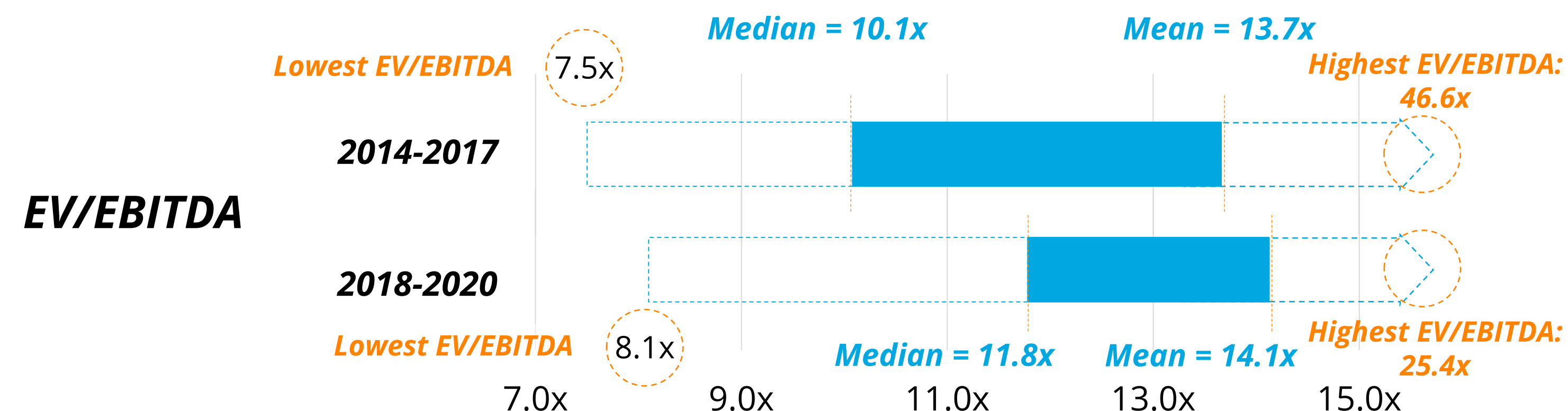
Year	Target	Sponsor
2016		AddisonCapital PARTNERS
2015		Audax Group
2015		LINDEN ⁷
2014		
2013		jacsten your partner for the future
2012		HARWOOD PRIVATE EQUITY
2012		
2011		

Implied Valuation in MedTech CDMO Deals

MedTech CDMO: M&A and Investment Activity

While the complex environment caused by the COVID-19 pandemic has extended the holding period of multiple CDMO platforms, financial sponsors have continued to be attracted to the industry with five new platform investments deployed in in 2020.

Normal Enterprise Value Multiple Ranges (2014-2017, 2018-2020)



- The charts illustrate the normal range of implied Revenue and EBITDA multiples from publicly available M&A deals in the MedTech CDMO for the periods 2014-2017 and 2018-2020.
- The growth in implied EV/EBITDA multiples validate the growing competitiveness of the CDMO M&A, as targets with a relatively lower profitability to command high valuations.
- The M&A market continues to express wide variance in the valuation parameters, reflecting high premia for companies with differentiated, innovation-based capabilities.

2014-2017	EV/Sales	EV/EBITDA	EBITDA Margin
Mean	2.6x	13.7x	23%
Median	2.3x	10.1x	17%

2018-2020	EV/Sales	EV/EBITDA	EBITDA Margin
Mean	2.3x	14.1x	15%
Median	2.2x	11.8x	14%

2021 Outlook for MedTech CDMO M&A

MedTech CDMO: M&A and Investment Activity

Preceded by a record year, 2021 is poised to see many deals in the MedTech CDMO space. A deep pipeline of PE exits and recovering industry financials will boost buy-side competition and sustain valuations, inviting more independent CDMOs to approach the M&A market.

Factors Continuing to Drive the Trend of Consolidation and M&A



Corporate and Private Equity-backed CDMOs will continue compete to acquire highly-prized independent targets to consolidate market share and acquire differentiated capabilities that may secure long-term, lucrative contracts.



Many deals will consummate based on pre-emptive bids reflecting high value premia, which will sustain average market valuations in the high-double-digit EV/EBITDA range (15x).



After a pause in 2020, PE-backed exits will return primarily in the second half of 2021. This trend will continue steadily into 2022, with several assets approaching the end of the amenable holding period.



With a boosting financial performance expected to offset the slow-down of a COVID-burdened 2020, smaller and independent CDMOs will begin to approach the market to be acquired in the second part of the year.



The number of cross-border deals are expected to increase, with large Europe and Asia-based CDMO generalists attracted to the US Medical Device space and looking to establish an in-shore footprint.

About the Authors



CARLO STIMAMIGLIO
Partner – San Francisco
Alira Health

Carlo Stimamiglio is a Partner in Alira Health's Transaction Advisory Division and focuses on helping medical device, digital health and pharmaceutical companies in the execution of strategic and M&A deals. Besides his focus on healthcare technologies, Carlo is a leader of Alira Health's Contract Manufacturing practice and has been an active strategy and transaction advisor to global CDMOs. Carlo is a registered investment banker with FINRA Series 79 and 63 licenses. He earned a MS in Finance from the University of Verona and an MBA from IE Business School.

✉ carlo.stimamiglio@alirahealth.com



CAMPBELL ROELLIG
Associate – San Francisco
Alira Health

Campbell Roellig joined Alira Health in 2018 after maturing previous experience in Investment Banking and private equity in the Technology and Aerospace & Defense sectors. Campbell focuses on M&A and other transaction advisory services and specializes in Medical Devices and Contract Manufacturing. Campbell earned a B.A. in Economics with a focus on Corporate Finance and Accounting from UC Santa Barbara. Campbell is an Investment Banking Representative holding FINRA Series 79 and Series 63 certification.

✉ campbell.roellig@alirahealth.com

At Alira Health, our mission is to enable healthcare transformation.

We support our client's business with our Product Development, Regulatory, Clinical, Market Access, Real-World Evidence, Strategy Consulting, and Transaction Advisory services. Our team of scientists, strategists, bankers, and doctors collaborate to fully understand every aspect of your business and offer a continuum of support to uncover opportunities, accelerate innovation, and improve outcomes for patients around the world. Our team helps simplify the complicated journey that is the healthcare and life sciences product and corporate lifecycles so your organization can innovate, grow, and achieve success at every turn.

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In Collaboration With Market Research Partner



At LSI, our mission is to provide unique market insights so our clients can deliver life changing technologies, faster.

In an era with an overabundance of data, we believe it is more important than ever for our clients to make their key strategic decisions based on unique and timely insights.

Our team of market researchers, economists, and analysts have a deep understanding of the global healthcare system and the medical device, diagnostic, and digital health technologies that are rapidly evolving.

We guide our clients using actionable data so they can identify the most important trends, opportunities, and “watch-outs” as they aim to deliver life changing technologies to patients around the globe.

Learn more at www.lifesciencemarketresearch.com



SCOTT PANTEL
CEO & FOUNDER
Life Science Intelligence (LSI)

Scott Pantel is CEO & Founder of Life Science Intelligence (LSI) and host of the annual Emerging MedTech Summit. LSI is a leading MedTech market intelligence firm.

Scott consults and guides some of the largest MedTech companies around the world, including Medtronic, J&J, Abbott, GE, Philips, Boston Scientific, BD, Stryker, Olympus, and Intuitive Surgical, amongst other.

Scott also works closely with venture-funded startups and investors committed to life changing healthcare technologies.

Scott earned a BS in Information and Computer Science from the University of California Irvine.

✉ scott@lsintel.com

In Collaboration With MedTech Community Partner



Founded in 1996, the Massachusetts Medical Device Industry Council (MassMEDIC) is the largest regional MedTech association in the United States.

MassMEDIC counts on over 300 members representing manufacturers, product developers, suppliers, research institutions and academic health centers.

Over the past 20+ years, the efforts of MassMEDIC and its members have driven industry success and growth in the region, establishing Massachusetts as a world leader in this sector.

Learn more at www.massmedic.com



BRIAN JOHNSON
PRESIDENT
MassMEDIC

Brian Johnson is the President of MassMEDIC, as well as a business leader, author, entrepreneur and journalist.

Under Brian's leadership MassMEDIC has grown revenues significantly, expanded total membership, launched a virtual accelerator for MedTech startups, and played a critical role in the local and federal MedTech ecosystem.

Brian also launched MassDevice.com, one of the most widely read publications in the MedTech industry. MassDevice and its associated properties have also been recognized by top publications such as The New York Times and NPR.

✉ brian@massmedic.com

Abbreviations

- CDMO – Contract Development and Manufacturing Organization
- CNC – Computer Numerical Control
- DD & Fluid Mgmt – Drug Delivery & Fluid Management
- EBITDA – Earnings Before Interests Taxes, Depreciation, and Amortization
- EV – Enterprise Value
- FY – Fiscal Year
- ICU – Intensive Care Unit
- IVD – In-Vitro Diagnostics
- M&A – Mergers and Acquisitions
- OEM – Original Equipment Manufacturer
- OUS – Outside of the US
- PE – Private Equity
- R&D – Research and Development
- VC – Venture Capital
- US – United States of America

Primary Survey Details

This report is based on a broad primary research effort that includes a survey of US-based and International Medical Device CDMOs to identify current trends based on the profiles of the respondents. The survey was filled between December 2020 and January 2021.

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Respondents

By Size

Employee Count	#
0-50	6
50-100	5
100-250	4
250-500	3
500-1000	4
1000+	12
Total	34*

By Geography



28
US-Domiciled Companies



6
International Companies

By Capability


Product Development
27


Tooling
16


Components Manufacturing
27


Assembly
24


Packaging & Labeling
22

*One respondent elected not to disclose the company's employee count

FRANCE

26 rue de Navarin
75009 PARIS
FRANCE
+33 (0)9 72 16 55 57

USA BOSTON

1 Grant Street,
Suite 400 Framingham
FRAMINGHAM, MA 01702
USA
+1 (774) 777 5255

SPAIN

Carrer de Balmes, 206 (Atico 2)
08006 BARCELONA
SPAIN
+34 (0)93 737 65 70

USA SAN FRANCISCO

SAN FRANCISCO
CA, 94104
USA
+1 (774) 777 5255

ITALY

Via Carlo Ottavio
Cornaggia 10,
20123 MILAN
ITALY
+39 (02) 36680198

SWITZERLAND BASEL

Hochbergerstrasse 60B
CH 4057 Basel
SWITZERLAND
+41 (0)61 205 9669

GERMANY

Kurfürstenstraße 22,
80801 MUNICH
GERMANY
+49 (89) 416 14 22-0

SWITZERLAND GENEVA

Campus Biotech Innovation Park
Avenue de Sécheron 15
1202 GENEVA
SWITZERLAND
+33 (7) 69677361
+41 (79) 5937886