Jefferies Healthcare
Temperature Check 2020

Jefferies

Biotechnology

Genetics

Healthcare Services

Pharmaceuticals

Medical Technology

Consumer Health

Specialty Pharma

Pharmaceutical Services

Diagnostics

Animal Health

Healthcare IT

This survey was conducted by Jefferies in partnership with FTI Consulting's Strategy & Research team, and is based on feedback from over 500 senior healthcare professionals, investors and consultants globally. Investors included both institutional and private equity. Respondents came from all healthcare sub-sectors, including biopharma, pharmaceuticals, biotechnology, diagnostics, medical technology, healthcare services, pharmaceutical services, genetics, consumer health, animal health, and healthcare IT.

Foreword

by Tommy Erdei, Joint Global Head and European Head of Healthcare Investment Banking

I am delighted to once again introduce the Jefferies Healthcare Temperature Check report. This is its third edition and it is being published to coincide with our 11th annual Global Healthcare Conference in London. In a year unlike any other, we believe a report into the sentiment and perspectives of key corporates, investors and advisers in our industry is timelier than ever.

While we will not be gathering in person this year, I am pleased that we have created a compelling virtual format for the conference, prioritising your safety and well-being while allowing companies and investors to come together at a time when the healthcare sector is at the heart of the global response to COVID-19.

We have had well over 500 responses from senior leaders in our sector for this year's report, giving views on both the current state of Healthcare and predictions for 2021. There is no doubt that Healthcare will play a pivotal role in the recovery and rebuild from COVID-19 and this is reflected in both some of the confidence we have found, and challenges identified.

At a high level, it is certainly encouraging to see significant optimism of a strong recovery as we move into next year. While volatility will continue, many are predicting that both healthcare stocks and broader markets will rise from current levels by this time in 2021 and noticeably few are anticipating declines from where we are now.

Furthermore, we have already seen Healthcare outperform market indices and other sectors and participants in our survey suggest that, in addition to the industry's resilience, the prospect of a COVID-19 vaccine has also driven momentum. Looking to 2021, Vaccines are seen to be a crucial area of R&D and innovation.

This optimism is clearly reflected by the fact that most investors have stated that they will be increasing, or at least maintaining, their exposure to Healthcare in 2021. COVID-19 has shone a light on both the defensive merits of our sector and also its growth potential, and this is further demonstrated by the confidence we have found in asset prices.

From a geographic perspective, the US continues to be identified by investors as where there is most potential for value creation, although it is interesting to note the extent to which China has risen up the agenda. This is a trend we will be sure to keep an eye on in future editions and is an indicator of the growth potential Healthcare is seeing in China.

However, it is no surprise to see the twin threats of economic recession and COVID-19 disruptions identified as the most significant risks facing our sector. Looking back, last year it was political uncertainty and pricing pressure that were seen as the greatest risk factors. The change we have seen this year is a clear reflection of the fundamental way the pandemic has shaped the year and the overriding importance of wider macroeconomics in driving sentiment.

Despite these risk factors, I am pleased to see strong anticipation of an M&A rebound in 2021; confidence in increased M&A activity in the coming 12 months is at its highest level since we started this report. Corporate M&A looks set to be the most prominent type of transaction, if our respondents are proved correct, while we can also expect Private Equity to be highly active.

2020 has been a year that nobody could have predicted, but I am heartened to see such a strong level of confidence in the outlook for our sector. If nothing else, the coming year looks set to be busy as people make up for lost time. Thank you for taking the time to read this report, and your ongoing support for our Global Healthcare Conference in London. I hope you find this report interesting and enjoy reading it.

Key findings

Optimism for 2021

The majority of respondents expect healthcare stocks to increase in value over the next 12 months, with nearly half also anticipating a recovery in broader markets. Institutional investors are particularly bullish, with 60% expecting the FTSE 100 index to rise over the next year.

Geographic

North America continues to be the land of opportunity, identified as having the greatest potential for value creation by nearly three quarters of survey participants. China is also rising up the agenda this year, with almost a third identifying it as a region of strong potential value moving into 2021.

Healthcare exposures going up

Most respondents are expecting to increase or maintain their exposure to Healthcare in 2021, with very few leaning towards a reduction of Healthcare in their portfolio mix. Echoing this is the clear confidence that asset prices are either appropriately valued or have further to go.

Economic risks to the fore

2020 has seen an evolution of the threats facing the sector. Economic recession and COVID-19 disruption are high on the agenda, displacing political uncertainty and pricing pressure as the greatest perceived risk factors.

M&A rebound

A rebound of M&A is anticipated by investors and corporates alike with 64% of all respondents expecting it to be higher in 2021. Corporate M&A is expected to be the most prominent type of deal, with Private Equity also active.

Vaccines driving innovation

Vaccines are seen to be a key area of innovation moving into 2021, and are anticipated to have a major impact next year. The prospect of a COVID-19 vaccine is believed to be one of the current reasons for the outperformance of healthcare stocks.

US Election

It is believed that a Biden White House means a higher likelihood of meaningful reform of US drug pricing. Over 80% expect a high or moderate chance of meaningful reform with Joe Biden as the next US President.

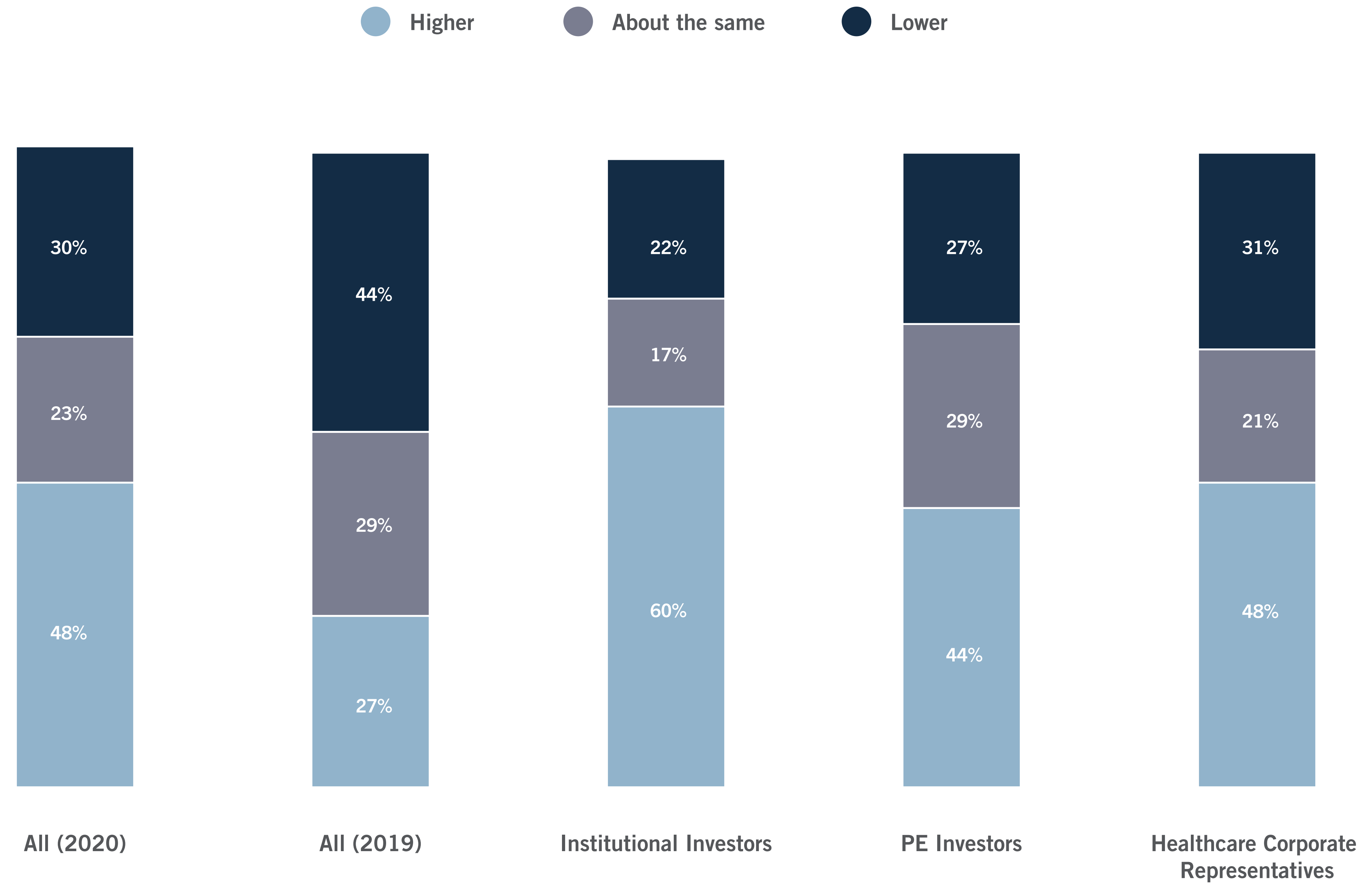
The market outlook

Expectations of FTSE 100 Index performance in 2021

While markets have arguably recovered faster from COVID-19 than anticipated, notwithstanding the recent second-spike sell-off, there is clear optimism in the outlook for the FTSE 100, with nearly half of respondents expecting it to be higher, and less than a third believing it will fall from its current level. In part, this may reflect the FTSE 100's lower level of recovery compared to other global indices. Notably, institutional investors are the most bullish, with 60% expecting the index to rise over the next year. The 44% who predicted the FTSE 100 to be lower last year have shown to be correct, with the index significantly down year to date.

60%

Institutional investors are the most bullish, with 60% expecting the FTSE 100 index to rise over the next year.

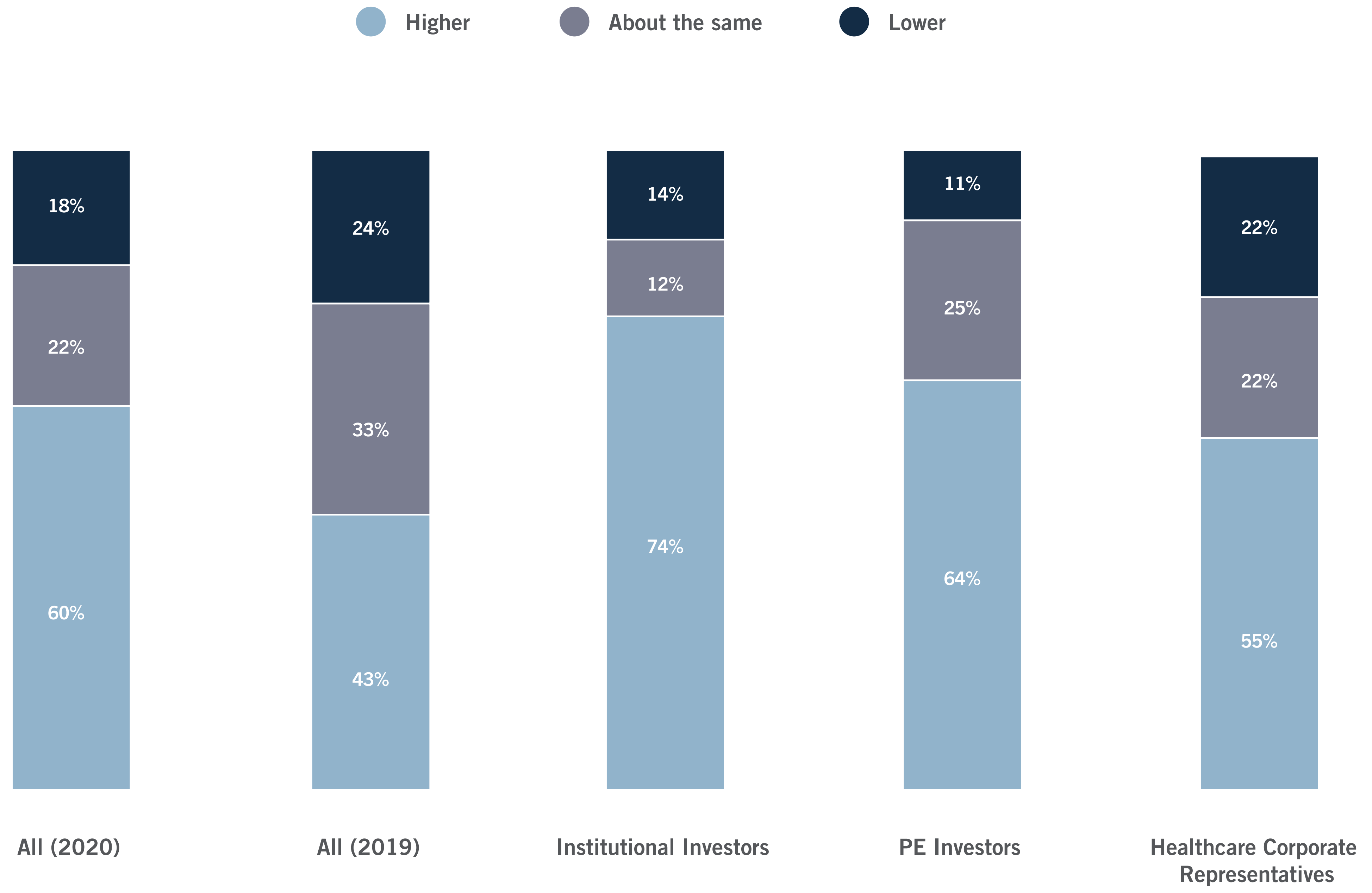


Expectations of MSCI World Health Care Index performance in 2021

There is even greater optimism for the performance of healthcare stocks, with 60% of all respondents expecting the MSCI World Health Care Index to be higher at the end of 2021 and under 20% anticipating a decrease from current levels. Encouragingly, this is markedly higher than confidence in prior years. When asked the same question in 2019, only 43% of respondents predicted a 12-month increase in the performance of healthcare stocks. At the time of writing, they have been proved correct with the index marginally up in 2020 year to date and performing strongly versus broader markets.

74%

74% of institutional investors expecting the MSCI World Health Care Index to be higher at the end of 2021.



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Geographies and sectors

Looking to the opportunities in 2021

Once again, North America continues to be viewed as the region representing the greatest value opportunity for healthcare investing, as identified by 72% of all respondents. This reflects a rising trend over the past three years, with the number of respondents identifying North America as the area of greatest opportunity increasing from 63% and 55% in 2019 and 2018 respectively. Europe continues to follow as the second most prominent region, and it is interesting to see China has risen up the agenda, now highlighted by nearly a third of respondents.

72%

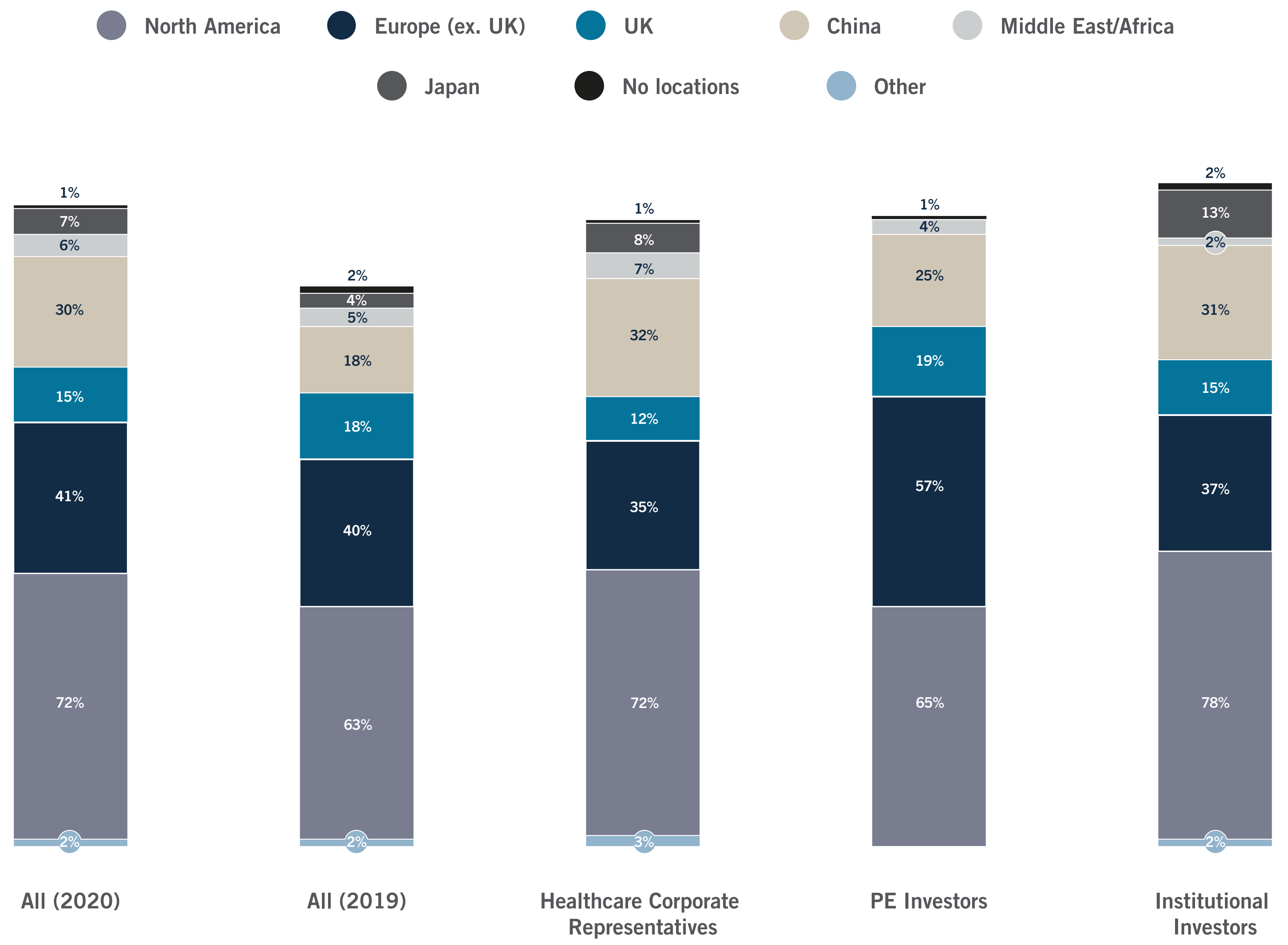
North America continues to be viewed as the region representing the greatest value opportunity for healthcare investing.

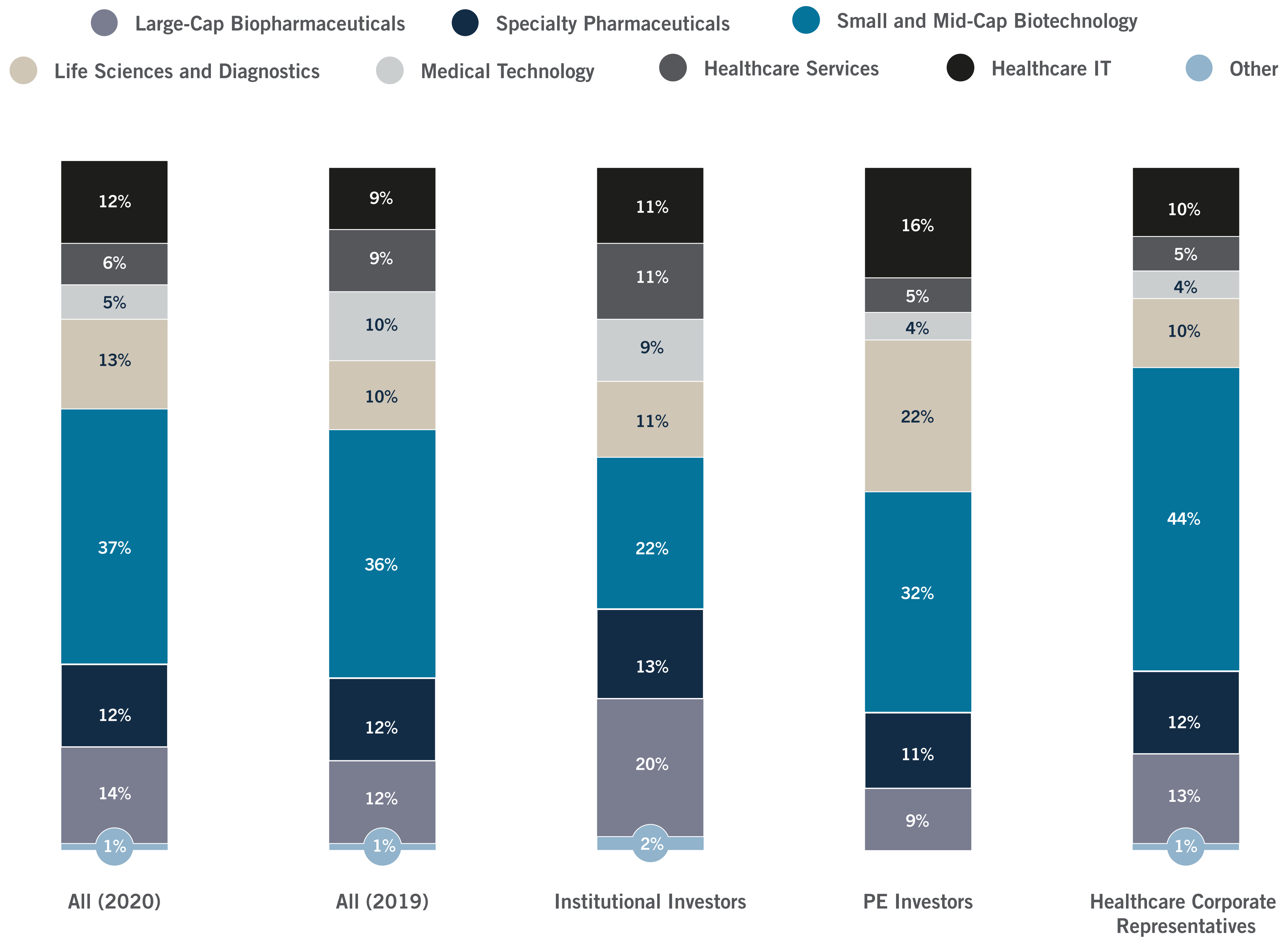
The best performing sub-sectors in next 12 months

Despite the seismic impact of COVID-19, views on the best performing sub-sectors are relatively unchanged from the past few years. Once again, Small and Mid-Cap Biotechnology is identified as the segment with the greatest upside. The most notable changes can be seen in the declining appetite for Medical Technology and Healthcare Services, with only 5% and 6% of participants selecting these respectively.

37%

Small and Mid-Cap Biotech still seen as the best performing sector.





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Bears in hiding

Healthcare sector exposures in 2021

In a strong statement of confidence for the sector, a significant majority of respondents expect their exposure to Healthcare to be higher or the same in 2021. Only 2% suggest they will decrease their exposure. This confidence is a small increase from the already strong 2019 and 2018 levels, reflecting the sector's critical role in supporting the COVID-19 rebuild. Institutional investors (56% of whom expect to increase exposure) and Private Equity (52% expecting an increase in exposure) are the most bullish.

44%

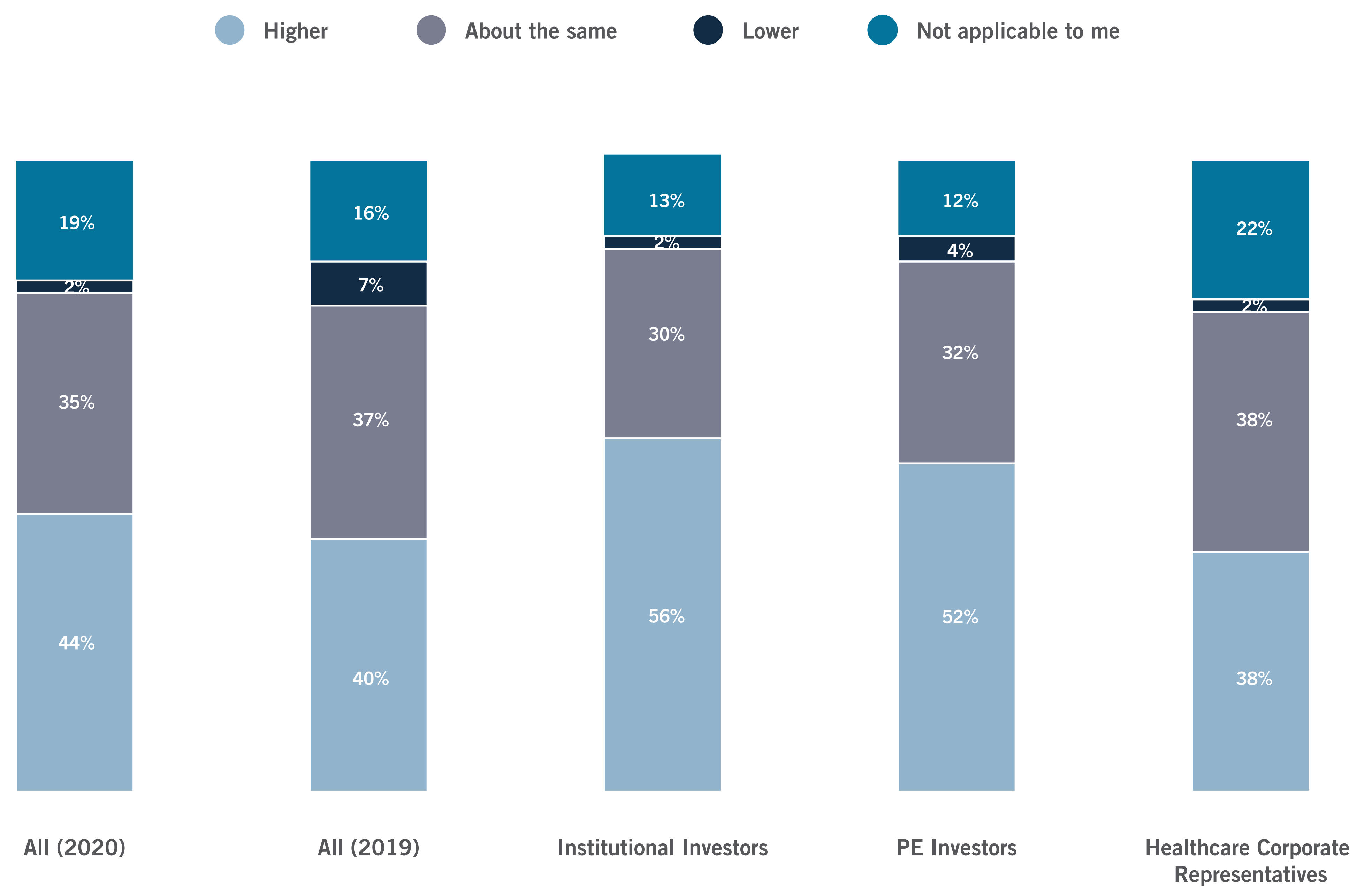
44% suggest they will increase their exposure to Healthcare in 2021.

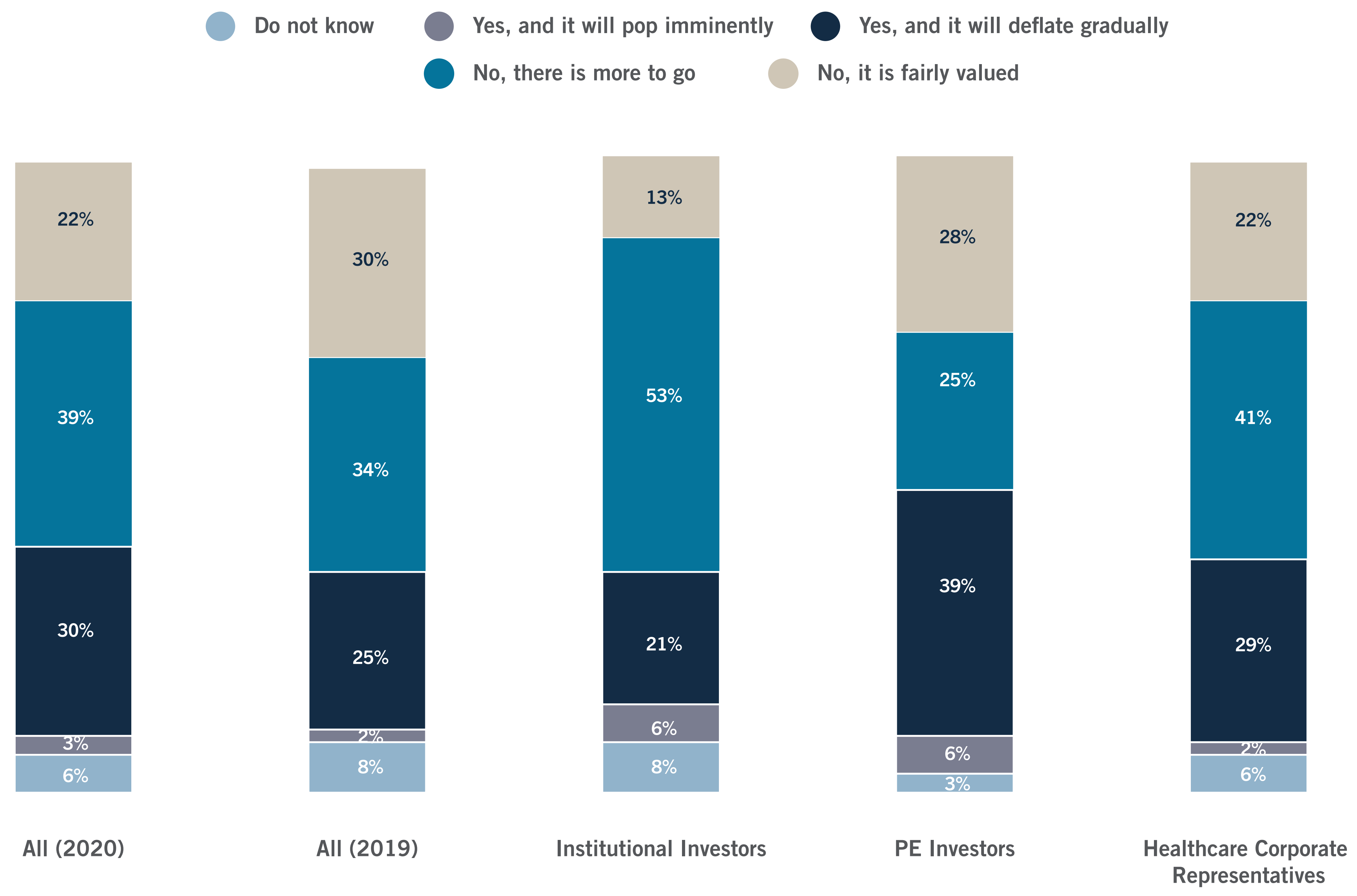
Are we in an asset inflation bubble?

Consistent with the past two years, there continues to be comfort in valuation levels, with over 60% believing that asset prices are either fairly valued or there is more to go. Most confident are institutional investors, with over half believing there is still upside to current asset valuations.

61%

Believe that asset prices are either fairly valued or there is more to go.





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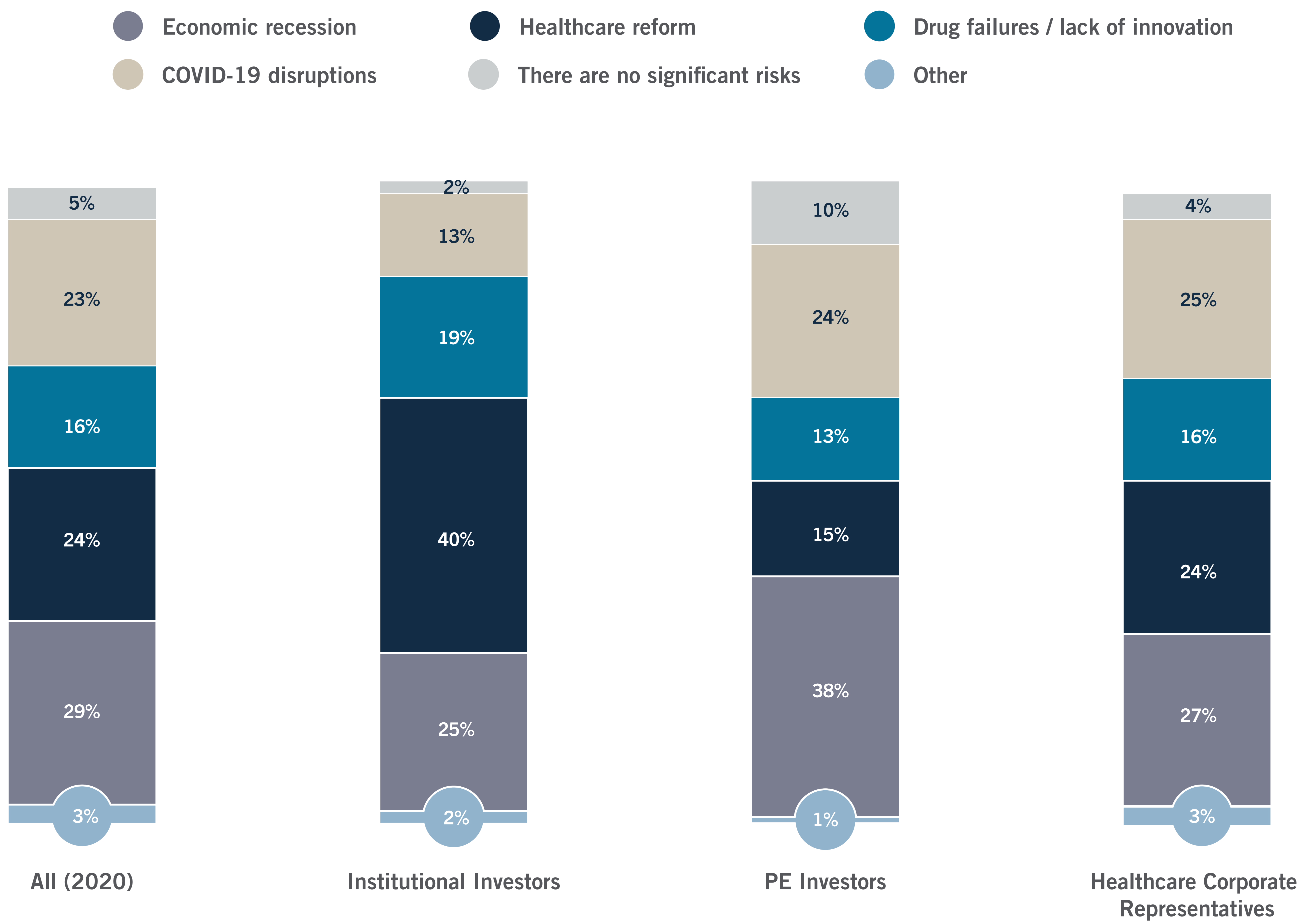
Risk factors

Where are the risks?

Economic recession, Healthcare reform and COVID-19 disruptions represent the three most prominent threats. Healthcare reform is the biggest worry for institutional investors, identified by 40%, while Private Equity is more concerned by economic recession, identified by 38%. In 2019 and 2018, political uncertainty and pricing pressure were seen as the primary risks; it is apparent that in 2020, the focus has shifted to broader economic drivers.

40%

Healthcare reform is the biggest worry for institutional investors.



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Dealmaking in 2021

Predicting an M&A rebound

2021 is expected to be a busy year for deals. 64% of all respondents expect activity in 2021 to be higher than 2020, and only a small minority of 7% anticipate it being lower. These views are remarkably consistent across both the buyside and corporates, showing a strong alignment of expectations. The prediction of an M&A rebound can also be seen when comparing to last year's responses, at which point only 46% predicted higher activity. The conservative view of last year's responses has proved to be correct with M&A volumes having been lower on both a deal value and deal count basis when compared to 2019 year to date.

64%

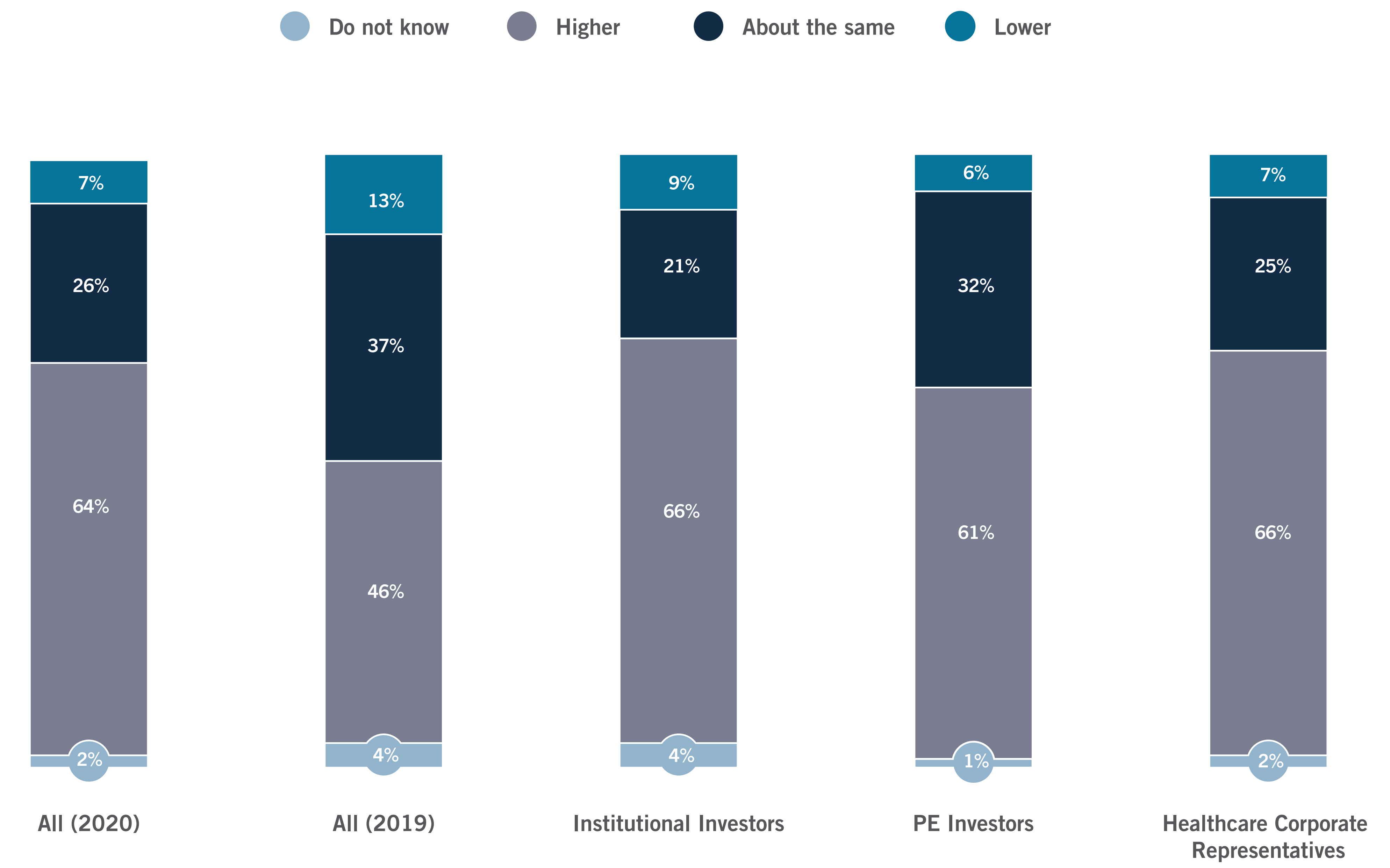
64% of all respondents expect activity in 2021 to be higher than 2020.

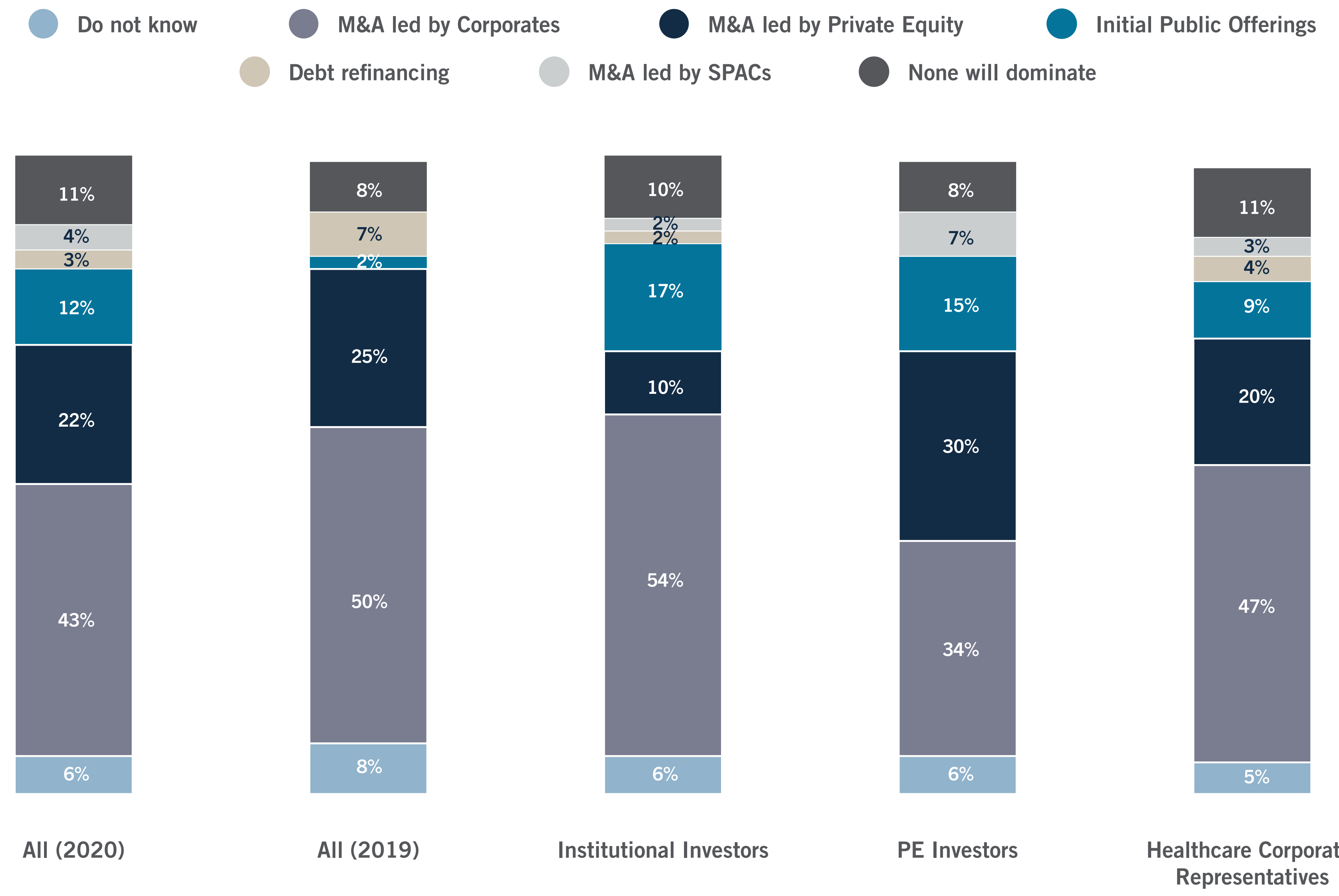
Corporate-led M&A to dominate

Despite the Private Equity dry powder at the ready, it is M&A led by corporates that is anticipated to be the most dominant in 2021, particularly when asking institutional investors and corporates themselves. While Private Equity is also expected to be active, there are fewer IPOs expected, less debt refinancing and less SPACs-led M&A. The 50% who predicted corporate led M&A to be the leader in 2020 have shown to be correct with an outsized majority of all M&A transactions this year having been completed in that construct.

43%

M&A led by corporates anticipated to be the most dominant in 2021 by 43% of all respondents.





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Innovation and outperformance

Biopharma innovation in 2021

As clinical trials for a COVID-19 vaccine continue, it is no surprise to see Vaccines highlighted as the area of innovation within Biopharma expected to have the biggest impact in 2021. Beyond Vaccines, Targeted Therapies are also anticipated to be prominent, and were selected by over 25%. Gene Therapy has seen the biggest de-emphasis, selected by only 18% of respondents in 2020, compared to 36% in 2019.

40%

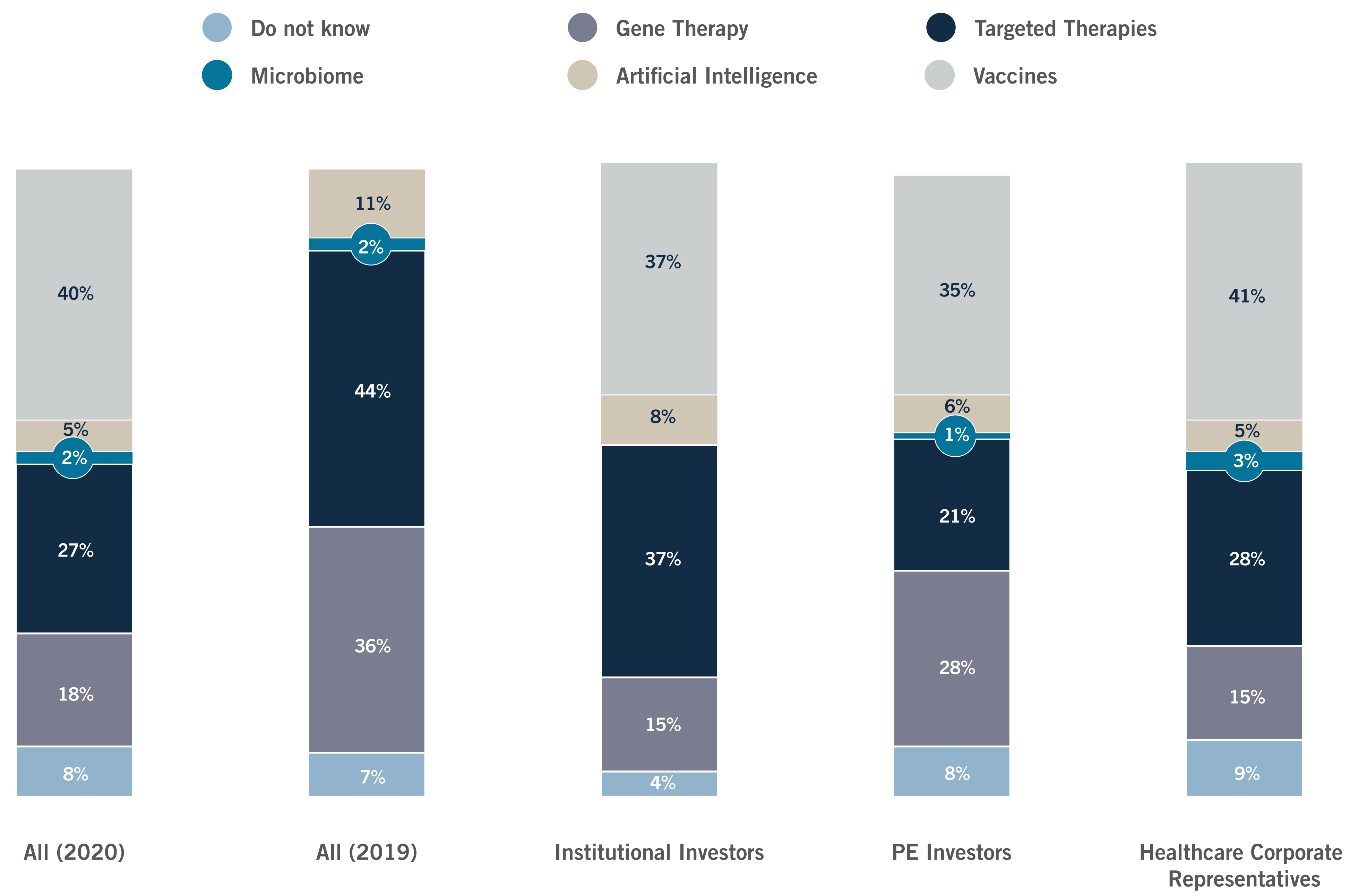
Vaccines are highlighted as the area of innovation expected to have the biggest impact in 2021.

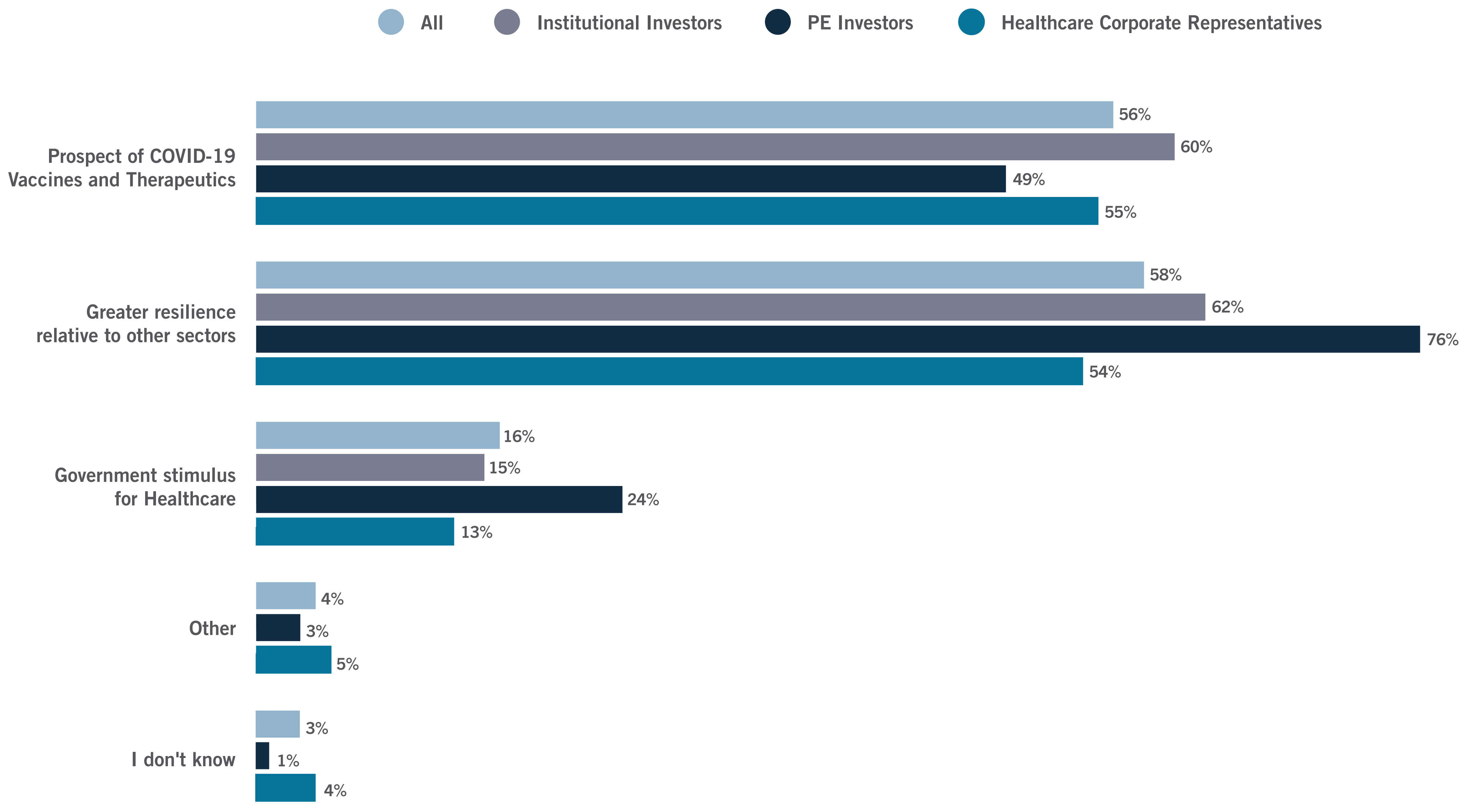
What has driven the outperformance of Healthcare?

In 2020, healthcare stocks have outperformed broader indices. Respondents were clear that there are two reasons for this: 1) the prospect of COVID-19 vaccines and therapeutics, and 2) the greater resilience of Healthcare than other sectors in an economic downturn. Private Equity, in particular, finds this resilience attractive, with it highlighted as a key driver of performance by over 75% of those responding from this sector.

56%

Prospect of COVID-19 vaccines and therapeutics a key driver of healthcare outperformance according to survey participants.





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The US Election

A Biden White House?

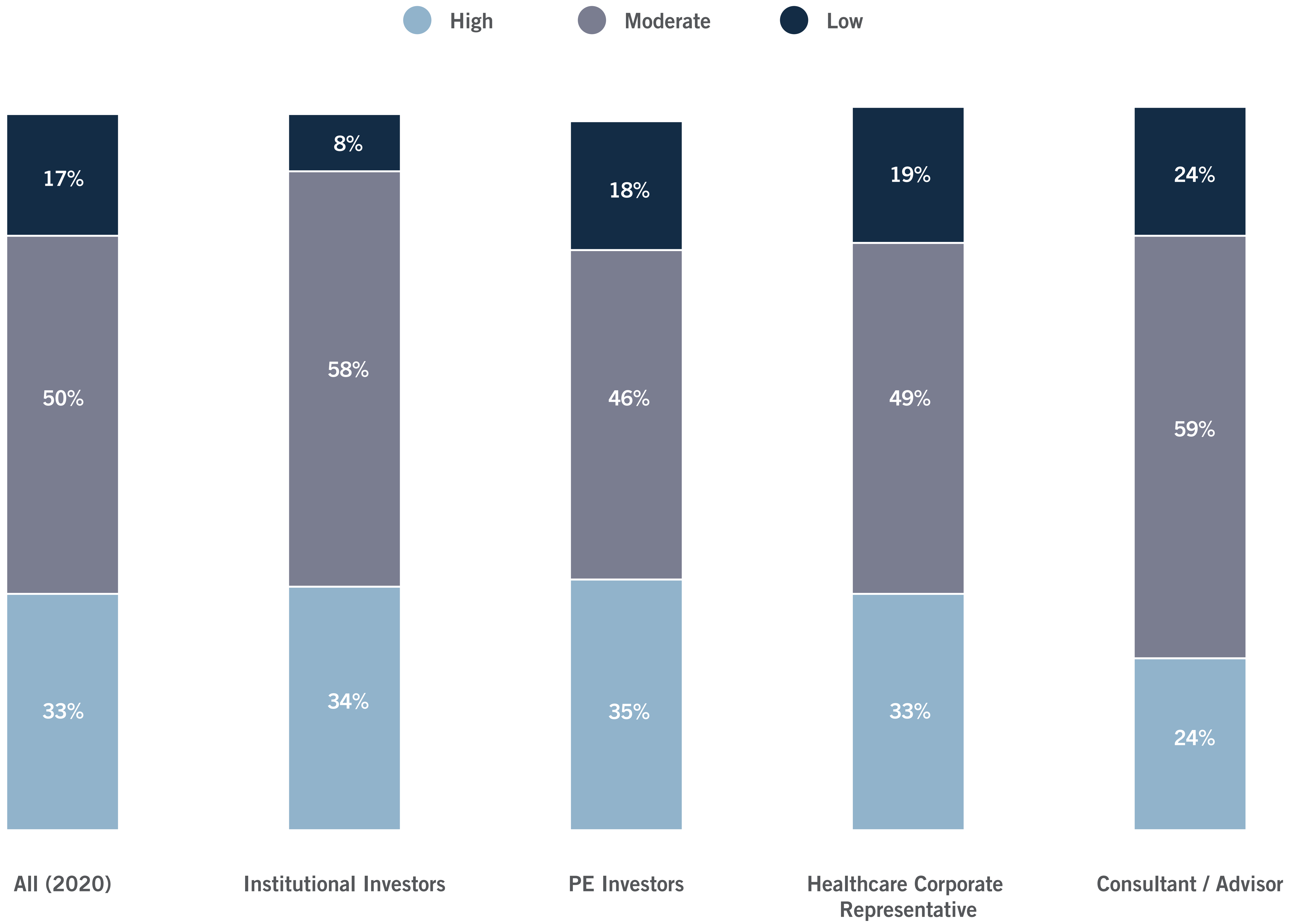
At the time of writing, it appears we are headed towards formal confirmation of a Joe Biden Presidency. We asked participants how likely they considered meaningful reform of US drug pricing under this scenario.

Our findings show that expectation is relatively high for meaningful drug reform, with a third of respondents anticipating a high likelihood of reform with Joe Biden as the next US President and half believing it is a moderate likelihood. Only 17% see meaningful reform as unlikely. In contrast to this, over half of participants predicted a low likelihood of meaningful reform in the event of another four years with Donald Trump as President.

33%

A third of respondents are anticipating a high likelihood of meaningful drug reform.

Likelihood of meaningful reform of US drug pricing following a Democrat victory



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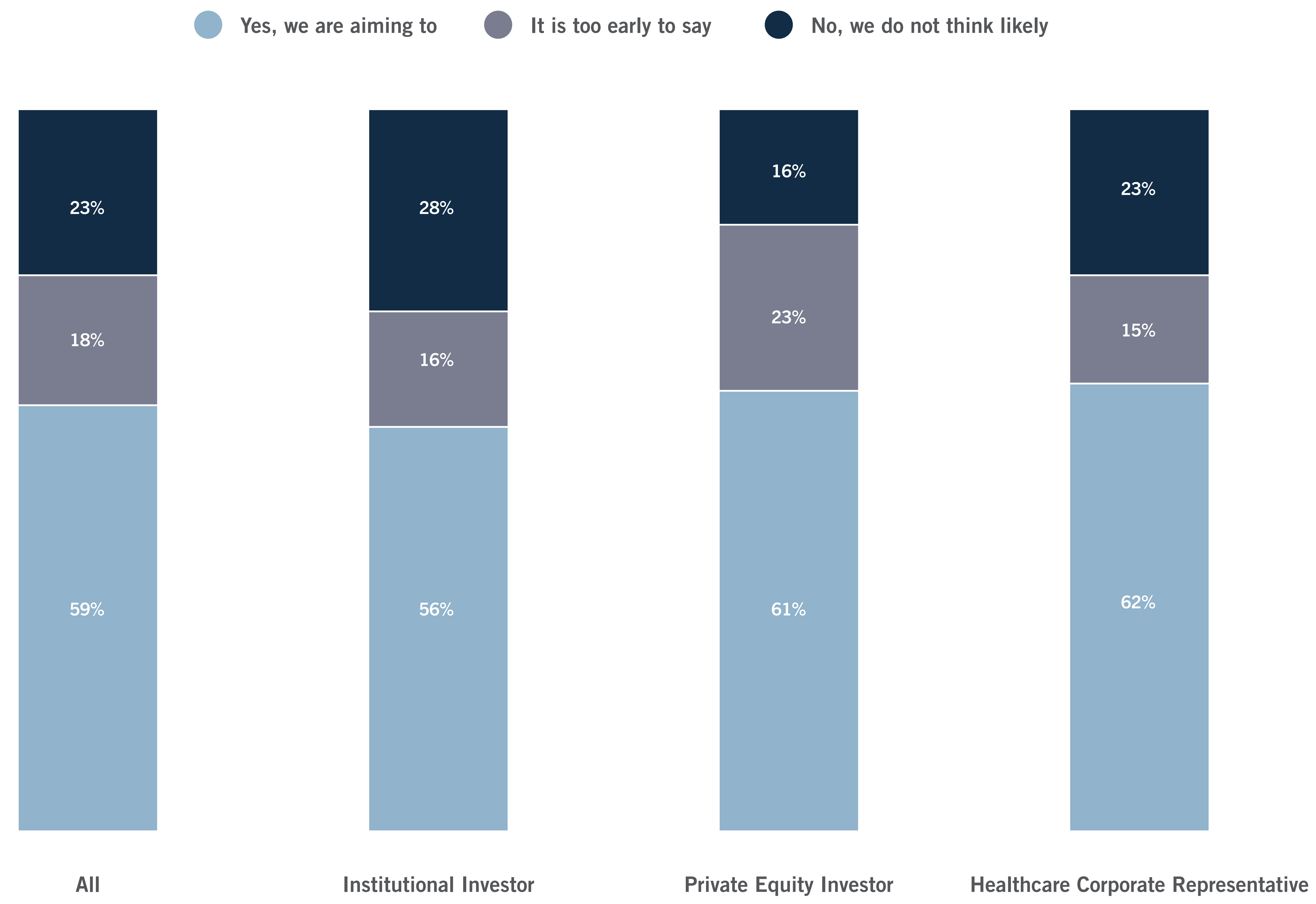
And finally, return to the office

Back by the new year?

Nearly 60% of those participating in the survey say that their companies are aiming to have more than half of the workforce back in the office by the start of 2021. Nearly a quarter do not think this is likely. It is important to note that this survey was conducted in the first half of October 2020, if anything demonstrating the ongoing uncertainty and volatility created by COVID-19.

59%

Majority of those participating in the survey say that their companies are aiming to have more than half of the workforce back in the office by the start of 2021.



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Q&A with Tommy Erdei

Joint Global Head and European Head of Healthcare Investment Banking

“Although going virtual clearly required some adjustments, maintaining the feel of the conference was important to us.

This is Jefferies’ 11th Global Healthcare Conference in London, but the first virtual one. What do you think some of the benefits of this year’s format will be?

Firstly, we are excited to be holding our first virtual Global Healthcare Conference. In planning this year’s event, the most important thing was to ensure the safety of our clients, investors and people. We’re really pleased to have come up with a format that protects the health of those attending, while still offering the same opportunities to share information, network and meet with key players from the sector.

Although going virtual clearly required some adjustments, maintaining the feel of the conference was important to us. We acted quickly and decisively to keep some of the networking aspects through our digital platform, such as our virtual lobby that will allow delegates to mingle. We also think there will be some additional benefits. For example, people whose schedules may have made travelling challenging can now join more easily so this year we may see one of the most geographically diverse conferences yet, in terms of attendees.

We are also building on the success of recent conferences with demand, both from investors and presenters, seeing us make the decision to extend the conference from two to three days.

COVID-19 is clearly a dominant theme. Within this, what specific topics do you think will be most hotly discussed at the conference?

A lot of the work around developing and testing vaccines is getting closer to a point at which we will start to see results come through from late stage clinical trials. Depending on what we see in terms of their effectiveness, this could have a dramatically positive impact on helping the world return to a new normal. There is no doubt that this will be a key topic throughout the conference.

Secondly, the continued waves of COVID-19, alongside ongoing and potential shutdowns, remains a critical topic given the impact on people, companies and demand. There has been widespread concern over what a ‘pause’ on non-COVID critical healthcare and treatments has meant for both society and providers, and how the industry can play catch up on lost time. Innovation on how healthcare is delivered – be it remotely or using more automation – has accelerated, which will likely be a big focus.

Last year’s report suggested more M&A to come in 2020. How has this played out in reality against the backdrop of a pandemic and what do you expect in 2021?

We essentially saw a shutdown of M&A for about three months when COVID-19 hit. However, activity has now come back to significant levels and is gaining momentum. This is especially the case with private equity; given PE firms’ need to deploy cash there has been a renewed focus on those sectors and sub-sectors that have shown the most resilience to, and upside from, COVID-19.

The combination of the fact that Private Equity has been unable to use funds at the pace it budgeted for, and the shrinking size of the investable universe on the supply side, has brought into greater focus those assets that are more stable and resilient – which makes Healthcare really well positioned. However, while it is private equity driving the pick-up, we are continuing to see a degree of caution from strategic buyers.

These dynamics have shown in situations kicking off over the summer. For example, Neuraxpharm and PCI Pharma Services, both of which Jefferies advised on, are two examples of heightened demand. Both of these established new valuation benchmarks in their sectors. In both instances private equity was the most competitive buyer, with a clear desire to get the transaction done at pace.

This need to get things done at speed has been helped by the virtual nature of processes, which has increased the ability to get transactions done more efficiently. Days and weeks are being cut out of timelines due to logistics such as travel being removed.

Q&A with Tommy Erdei - Continued

Joint Global Head and European Head of Healthcare Investment Banking

> The pandemic has had a bigger impact on demand than most situations, relative to other industries, healthcare is in - and will emerge in - a far better position.

It is encouraging that healthcare stocks have outperformed the market over the last year. What are the drivers behind this and how do you view the outlook?

It's certainly encouraging, and we believe the outlook remains positive. Arguably there are two key drivers.

Firstly, Healthcare almost always outperforms the broader markets when there is economic volatility given the defensive nature of sector. The pandemic has had a bigger impact on demand than most situations, relative to other industries, healthcare is in - and will emerge in - a far better position. Additionally, certain components of the sector are very important solution providers and we are seeing additional demand in certain areas like pharmaceuticals and lab testing.

Secondly, within Biotech the market has been very strong as large pharma companies continue to invest heavily in new areas of R&D. In particular, a number of companies are very focused on the vaccine.

The healthcare sector will play a critical role in supporting the recovery from COVID-19, are there any sub-sectors you view as particularly exciting?

On the over the counter (OTC) side of things anything related to cleanliness and sterilisation has become very important. Additionally, the increased levels of anxiety and stress being seen as a result of COVID-19 means that companies focused on sleep and related therapeutics have seen significant pick-up in terms of volume, which we expect to continue.

The CDMO (contract development and manufacturing organization) sector has also been interesting due to the heightened focus on supply chains and getting raw materials or the finished product to the right place. The further away, the more challenging this is due to the lockdown situation. At the height of lockdown, maintaining manufacturing operations was important, but it was challenging to do so in a way that protected employees. Those that were able to pivot and respond quickest have done well.

Looking at Healthcare Services, a number of companies have proven their resilience, including in the mental health and specialist care segments where funding is non-discretionary and volumes are stable, as well as in veterinary services. We have also seen companies in Healthcare Services that have benefitted from the impact of COVID-19, such as clinical testing services and telemedicine which have seen huge volume increases and favourable pricing. The key is now for them to demonstrate their ability to convert this opportunity into long-term and sustainable growth, rather than a one-off pandemic related event.

It is also worth highlighting In Vitro Diagnostics (IVD). The tests we read about daily in the news are made by IVD companies who have seen, in some cases, their revenues multiply. More broadly in the MedTech space it is a mixed picture, with a lot of elective surgeries postponed due to capacity constraints and infection concerns related to COVID-19.

Finally, within Biotech it will come as no surprise that there has been a resurgence of interest in vaccines and vaccine developers. We are also seeing the field of nucleic acid based pharmaceutical development getting a lot of interest from investors while Gene Therapy and Cell Therapy also continue to break new ground in their ability to treat and cure disease.

Looking ahead, where do you see the biggest opportunities and challenges for the next 12 months?

Clearly there is significant political uncertainty at the moment and this creates risk. As we know, Healthcare has always been a sector of political focus and it will be interesting to see if the language and rhetoric we are hearing is translated into action. Long term, the impact of COVID-19 also represents a risk factor and its full ramifications will be unknown for some time.

On the more positive side, we see a plethora of opportunities. The investment activity we are seeing illustrates the critical nature Healthcare plays across society, while awareness of some of the macro related risks highlight Healthcare's long-term attractions. It is a defensive and robust sector, but still with major growth potential. This may well attract further capital to the sector, to both fund innovation and increase resilience.

Finally, thank you from myself and everyone at Jefferies for your continued support. We are proud to have established our conference as a major annual event, and it is the encouragement and participation from investors, presenters and partners that creates this success. It is amazing we can come together in this environment and I look forward to seeing many of you, virtually, over the course of the conference and in the near future.

James Vane-Tempest, Senior Equity Research Analyst

Specialty Pharma and Medtech & Services

A new wave of innovation has emerged due to COVID-19

In Healthcare Services, the impact from COVID-19 has been more disruptive as higher value elective procedures were curtailed to allow capacity for patients with complications from COVID-19. The resulting switch to virtual consultations in our view has given those companies already significantly invested in digital services a competitive advantage and has spawned innovation elsewhere across the sector.

COVID-19 has accelerated the evolution of Innovative Healthcare delivery models as the focus increasingly shifts to outcomes and prevention, which should benefit diagnostic groups. Tech providers are increasingly likely to play a greater role in creating value for patients, and integrated solutions are likely to be long-term sector winners. With increasing healthcare costs we continue to believe that value-based care can drive quality and better outcomes, but this needs to be supported by evidence-based arguments, and appropriate tariffs to hold providers to account.

The innovative hospital of the future in our view will be driven by data. New processes are needed to complement evolving technologies as many systems will be replaced by either artificial intelligence and virtual consultations are likely to remain high post the pandemic. There is a challenge to change doctors' behaviours which will require training and incentives; hence a huge hurdle to gain advantages of digitalisation across healthcare systems. Digital disruption in our view may take longer than people expect but it could also be deeper than people think, as it's a huge driver to lower cost.

Technology is the enabler but emerging business models are the disrupter as healthcare digital tools evolve rapidly; however the utility of information still needs to improve. The patient is becoming more powerful as access and convenience are greater drivers of care. Investors' expectations need to be managed given the potential to overestimate near-term progress; but this does risk underestimating long-term benefits. Getting closer to the patient in our view is a theme for the next decade.

In Specialty Pharma, although more "search" than "research" and development in nature, we are seeing continued innovation in life cycle management solutions such as sustained release formulations. This can provide greater flexibility or provide more tailored and convenient drug delivery mechanisms to create value for payors and improve convenience for patients. We are most focused on potential innovations to improve existing gold standards of therapy.

In our view a value-based proposition driven by innovation will become increasingly more important, in particular for generics, as differentiated products can offer new solutions to help governments contain ever-growing healthcare costs. We believe a targeted approach by therapy area can help companies focus on core R&D strengths, supplemented by targeted M&A, which could lead to improving success rates. We believe it is crucial that pricing of sector innovations is sustainable, as this should allow sufficient reinvestment into the industry and provide both the incentives and capital to finance future affordable and value-added innovative treatments.

> The switch to virtual consultations has given those companies already significantly invested in digital services a competitive advantage and has spawned innovation elsewhere across the sector.

Peter Welford, Senior Equity Research Analyst, Jefferies

European Pharmaceuticals & Biotechnology

Innovation in Healthcare

Much of 2020 has been dominated by the COVID-19 pandemic, with Pharma and Biotech's rapid response, coupled with accelerated regulatory pathways, culminating in multiple diagnostic tests, a number of available treatments, and likely the most expedited vaccine development timeline in living memory. The role of Pharma and Biotech in these unprecedented times, utilising not only new technologies, notably mRNA vaccines, but novel ways of working across the industry and with regulators, highlights once again the importance of innovation in healthcare.

Technological innovation: Innovation has been critical for improving the lives of patients, and we remain on the cusp of multiple new technologies reaching the market, with Pharma and Biotech taking centerstage for many of these advances. Notably COVID-19 has led to the rapid development of both mRNA and adenovirus based vaccines, in addition to neutralising antibody cocktails. COVID-19 aside, decades of research into technologies like cell therapy and gene therapy are coming to fruition with the development of effective therapies with acceptable safety profiles. Advances in our ability to manipulate immune cells and to control the synthesis of proteins from genes could facilitate the development of cures for previously untreatable diseases.

Emerging technologies that are potentially transformative for Healthcare and could dramatically change patients' outcomes include:

- **CAR-T cell therapy:** a patient's immune cells are modified so that they will attack cancer cells
- **Gene therapy:** a gene is inserted into a patient's cell to treat a genetic disease
- **Gene editing:** the insertion, deletion, or replacement of DNA at a specific site in the genome
- **mRNA:** artificially generated short sections of DNA that prompt the body to make specific proteins
- **siRNA:** molecules that selectively silence troublesome genes
- **Antisense oligonucleotides:** single strands of nucleic acids that can modulate protein expression
- **Bispecifics:** antibodies that can interfere with two cell targets at the same time

New ways of working: COVID-19 has also forced the industry to adopt novel approaches to reaching and treating patients, given widespread lockdowns and reluctance of patients to visit healthcare providers.

For physician engagement, digital marketing approaches have been increasingly utilised, and it seems likely that in the future an element of these will remain in place given more targeted education, efficiency gains, lower legal risks, and potential budget advantages. Treatment paradigms and clinical trial conduct have also been adapted to minimise patient time within healthcare practices and capture digital feedback. "At home" or simpler, shorter treatments options are gaining favour.

Regulatory authorities amenable to approvals: The regulatory landscape remains favourable with both US FDA and European EMA willing to accept a degree of risk for new products, notably for unmet medical needs. Priority reviews of filings are available not only in the US but also in Europe, Japan and China, in addition to expedited routes for novel cell and gene therapies. FDA Emergency Use Authorisation (EUA) has become commonplace this year for COVID-19 solutions, and despite political pressure the FDA has maintained a focus on efficacy and safety hurdles for EUA of a COVID-19 vaccine. We continue to believe the current regulatory landscape should improve R&D productivity, shortening time to market, reducing costly clinical trial spend, and in many cases aiding reimbursement/pricing discussions.

Despite a challenging year for everyone, the innovative approaches taken by the Pharma and Biotech industry should help to play a key role in ensuring an eventual return to normality.

Jefferies: A Leader In Global Healthcare Investment Banking

- Jefferies is a global full-service investment bank offering M&A advisory, equity and debt capital markets, and equities and fixed income sales, trading and research across the United States, Europe, and Asia
- Jefferies has one of the largest Healthcare investment banking groups in the world with over 100 Healthcare bankers worldwide
- Jefferies is the #1 advisor across global Healthcare M&A, equity capital markets and leverage finance(1)
- In the last four years, Jefferies has announced over 507 M&A advisory, bookrun equity and leverage finance Healthcare transactions(1)

Number of Transactions Announced (January to October 2020(2))

149
Across M&A, DCM and ECM

Selected Global Healthcare Transactions Executed by Jefferies

October 2020 Pending synteract $400,000,000 Sale to **Syneos Health** Sole Financial Advisor	October 2020 Pending vaccibody $715,000,000 Exclusive Neoantigen License and Collaboration Agreement with **Genentech** Sole Financial Advis	September 2020 Pending NEURAXPHARM Your CNS specialist Undisclosed Sale to **Pemira** Sole Financial Advisor	September 2020 Global Medical Response A portfolio company of **KKR** $1,640,000,000 Credit Facility Joint Lead Arranger
August 2020 Pending pci PHARMA SERVICES Undisclosed Sale to **Kohlberg & Company** and **Mubadala Investment Company** Lead Financial Advisor	August 2020 CUREVAC the RNA people $245,000,000 Initial Public Offering Joint Bookrunner	July 2020 R CHF213,000,000 Common Stock Offering Joint Global Coordinator and Joint Bookrunner	June 2020 ZEALAND PHARMA DKK658,000,000 Common Stock Offering Joint Global Coordinator and Joint Bookrunner
May 2020 GenesisCare A portfolio company of **KKR** $1,081,000,000 Credit Facility to Finance Acquisition of **21st Century Oncology** Joint Lead Arranger	April 2020 Bridgepoint Undisclosed Acquisition of **Fishawack Health** Joint Financial Advisor	April 2020 Polyplus transfection Undisclosed Sale of ~50% Stake to **Warburg Pincus** Sole Financial Advisor	April 2020 LifeStance HEALTH A portfolio company of **Summit Partners** and **Silversmith Capital Partners** Undisclosed Sale to **TPG Capital** Sole Financial Advisor
April 2020 RHÖN-KLINIKUM AKTIENGESELLSCHAFT €1,205,000,000 Voluntary Public Takeover Offer by **Asklepios Kliniken GmbH** Financial Advisor to the Supervisory Board	February 2020 (Bharat Serums and Vaccines Limited) Undisclosed Sale of significant majority stake to **Advent International** Financial Advisor	October 2019 DANAHER $825,000,000 Sale of Certain Life Sciences Businesses to **Sartorius AG** Sole Financial Advisor	September 2019 Dova PHARMACEUTICALS $915,000,000 Sale to **Swedish Orphan Biovitrum AB** Lead Financial Advisor

(1) From January 2017 to 08 October 2020; source: Thomson One
(2) As of 08 October 2020

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