

Dedicated professionals serve all major segments of the healthcare and life sciences industry

Sell-Side

## **Overview**

KPMG LLP (KPMG) has a dedicated team of over 100 healthcare and life sciences Deal Advisory professionals across the U.S. including 12 partners and managing directors. Our team was strategically developed with individuals who have significant deal experience advising clients on M&A transactions paired with individuals who have worked in top healthcare organizations, who bring operational perspectives to transactions and integrations.

We are able to provide you with advice that can help manage risks and take advantage of opportunities.

## U.S. & Global Healthcare Presence

Our U.S. dedicated healthcare and life science team of over 1,800 professionals includes 100 Deal Advisory professionals whose knowledge covers the entire landscape of healthcare. Our team of experienced deal advisors has assisted clients across all segments, including health plans, providers, and life sciences companies.

Convergence is blurring the lines within these segments and our teams have worked alongside our clients who are at the forefront of transforming the business of healthcare.

### Specifically, in the U.S. KPMG serves:

22 of top 25 health insurers

Approximately half of the top 200 healthcare systems

20 state governments for the establishment of health benefit exchanges

All of the top 25 global life sciences companies

9 of top 10 medical device companies

8 of the top 10 Biotech companies

Outside the U.S. we collaborate with over 3,500 healthcare and life sciences professionals from our network of member firms to support our clients executing global deals.



#### Contact a member of our Healthcare Deal Advisory Team



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# We can assist you through the entire sales cycle

Sell-side Planning & Portfolio/ Sale Process/ Separating the process Positioning Closing Post-Closing Stakeholder Value Deal Strategy **Execution Business** Closing Seller issues How do I łow do I manage and objectives communicate a alue propositior How do I What are my options? (Sale How do I efficient way How do I execute preserve value the most value maximize value? the sale? after the sale is How do Merger/JV or IPO) **Activities** Working Capital and other Purchase Price Adjustments Scenario Planning Evaluation of Bids from Third Parties (Accounting, Separation, Execution) Stranded Cost Long Term Agreements Market Research Dispute Resolution Valuation & Transaction Modeling Build Stand-alone Some of the services Fairness Opinions Operational Separation herein are regulated Analysis (Stand alone financial offerings and must Planning for Reporting/SEC Requirements be provided by our Arrange Capital investment bank, **KPMG** Corporate Finance LLC, a (a) Due diligence includes: HR Planning licensed broker-dealer 1. Quality of Earnings (Financial due diligence) Target Operating Model – Future State IT, Finance, Tax, HR Entanglement Mapping and Hot Spots with FINRA 2. Working Capital trends Supporting Certain of these 3. Pro forma assumptions services or aspects 4. Model review of these services are 5. Operational trends, benchmarking, and Tax Structure ntification/ not permissible for opportunities using KPMG proprietary tools KPMG audit clients or and information.





their affiliates.

We serve clients across the entire Healthcare Industry

## **Select Corporate Clients**

- Abbott
- Acadia Healthcare
- Actavis/Allergan
- AmSurg
- · Barnabas Health
- Baxter
- . Baylor, Scott & White
- Beacon Health Options
- BJC Healthcare
- Blue Shield of California
- Cigna
- Covance, Inc

- · Daiichi Sankyo
- DaVita Healthcare Partners
- Express Scripts, Inc.
- Florida Blue
- Henry Schein
- Hospira
- Hospital Corporation of America (HCA)
- Kindred Healthcare
- LifePoint Hospitals Inc.
- Medtronic
- Monsanto Company

- · Northside Hospital
- Novartis
- Owens & Minor
- Sanofi-Aventis US, LLC
- · Sheridan Healthcare
- Stryker
- Surgery Partners
- Tenet Healthcare Corporation
- United Healthcare
- Virtual Radiologic Corporation

### **Select Private Equity Clients**

- Blue Wolf Capital Partners
- Court Square Capital Partners
- Diamond Castle Holdings
- Formation Capital
- General Atlantic
- GI Partners
- Great Point Partners
- H.I.G. Capital, Inc
- Irving Place Capital (IPC)
- Kohlberg Kravis Roberts & Co (KKR)

- · KRG Capital Partners
- Moelis Capital Partners
- Oak Hill Capital Partners
- Sterling Partners
- TA Associates
- The Riverside Company
- Warburg Pincus
- Water Street Healthcare Partners
- · Waud Capital Partners