

# CG Global Healthcare Practice



## Canaccord Genuity Expands Global Healthcare Practice Significantly in the Last 18 Months

RECENT INVESTMENTS IN THE HEALTHCARE TEAM HAVE EXPANDED CAPABILITIES IN DIGITAL HEALTH, HEALTHCARE IT, PHARMA SERVICES, AND OTHER AREAS

### Selected Recent Healthcare Transactions

#### US Healthcare M&A

 Financial Advisor on sale to <b>REAL CHEMISTRY</b> March 2023	 Financial Advisor on sale to <b>Fifth Century Partners</b> February 2023	 a portfolio company of <b>H I G CAPITAL</b> Financial Advisor on sale to <b>AMMEL CAPITAL ATHYRILUM</b> February 2023	 Financial Advisor on investment in <b>ADVI</b> December 2022	 Financial Advisor on strategic investment from <b>VESTAR</b> November 2022	 Financial Advisor on sale to <b>Beckley Psytech</b> October 2022	 a portfolio company of <b>LEEDS Equity Partners</b> Financial Advisor on strategic investment from <b>POLARIS</b> July 2022	 Financial Advisor on acquisition by <b>SYNTELLIS</b> July 2022
---	--	---	--	--	--	---	--

#### UK and Europe Healthcare M&A

#### Global Health and Wellness M&A

 A Kester Capital backed company Financial Advisor on its investment from <b>astorg</b> June 2022	 Financial Advisor on the sale of its Ringaskiddy, Ireland manufacturing facility to <b>Sterling</b> March 2022	 Financial Advisor on its investment from <b>CGE PARTNERS</b> March 2022	 Financial Advisor on acquisition by <b>Emmes</b> May 2021	 Financial Advisor on investment in <b>JAMIESON wellness inc.</b> May 2023	 Financial Advisor on sale to <b>LINDEN<sup>7</sup></b> December 2022	 CONSUMER HEALTHCARE Financial Advisor on sale to <b>AVISTA</b> a portfolio company of Audax Private Equity August 2022	 Financial Advisor on sale to <b>TA ASSOCIATES</b> April 2022
---	--	---	---	---	--	---	--

#### Healthcare Equity Capital Markets

 SCIENCE. VALUE. INNOVATION. \$45,125,000 Follow-on Offering Financial Advisor April 2023	 up to \$85,000,000 Private Placement Sole Agent March 2023	 \$110,500,000 Follow-on Offering Lead Manager January 2023	 \$116,620,560 Follow-on Offering Passive Bookrunner January 2023	 \$135,100,000 Follow-on Offering Passive Bookrunner November 2022	 \$10,000,000 ATM Offering Sole Agent November 2022	 \$460,000,000 Follow-on Offering Co-Manager November 2022	 \$230,000,000 Follow-on Offering Lead Manager September 2022
--	---	---	---	--	---	--	---

### Ranked #1 by PitchBook for Global Digital & Tech-Enabled Healthcare Advisory<sup>1</sup>

Rank	Firm Name	# of Transactions LTM 3/31/23	Rank	Firm Name	# of Transactions 2020-2022
1	Canaccord Genuity	12	1	Canaccord Genuity	33
2	Houlihan Lokey	4	2	William Blair	19
3	Lincoln International	3	3	TripleTree	17
4	Robert W Baird	2	4	Lincoln International	10
4	MTS Health Partners	2	4	Houlihan Lokey	10
4	TripleTree	2	5	Ziegler	9
4	AGC Partners	2	6	Jefferies Financial	7
4	Jefferies Financial	2	6	Raymond James	7
4	Guggenheim Partners	2	6	Piper Sandler	7
5	Westcove Partners	1	6	Goldman Sachs	7

<sup>1</sup> PitchBook: Transaction totals represent Global M&A/Control transactions, All Buyout Types, and Growth/Expansion transactions in the Digital Health, Tech Healthcare, and Healthcare-focused Technology, Media & Telecommunications, and Media & Information Services segments as classified by PitchBook

# CG Global Healthcare Practice



## Strengthening the US Team

Canaccord Genuity has made significant investments in its **Healthcare Investment Banking Group** in the past 18 months. Most recently, the firm has promoted two senior bankers within its middle market-focused, M&A advisory practice specializing in healthcare technology and tech-enabled services companies supporting the Provider and Pharma ecosystems.



Nashville-based **Dudley Baker**, a Managing Director who has been with Canaccord Genuity for eight years, has been named Head of Digital & Tech-Enabled Healthcare Banking.



New York City-based **Matthew Kebel**, who has more than a decade of experience in Healthcare and Tech investment banking, including more than five years with the firm, has been promoted to Managing Director.

Canaccord Genuity's other Healthcare banking practices – **MedTech & Diagnostics, Biotech & Specialty Pharma, and Cannabis** – also continued to strengthen their benches.



Managing Director **Meredith Sondler-Bazar**, with more than 15 years of healthcare banking experience, joined the Biotech & Specialty Pharma practice in New York in 2022.

Canaccord Genuity completed the acquisition of leading Consumer-focused M&A advisory firm Sawaya Partners at the end of 2021. **CG Sawaya's Health & Wellness** practice complements the firm's Healthcare Banking team.

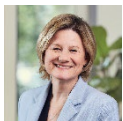


Managing Director **Irina Adler**, who has more than twenty years of investment banking experience, joined the CG Sawaya Health & Wellness practice in early 2023.

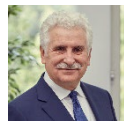
## International Expansion – Acquisition of Results



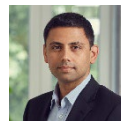
The firm's US-based Tech-Enabled Healthcare team was supplemented in July 2022 by the acquisition of UK-based **Results International Group LLP**, a leading European M&A firm specializing in Technology and Healthcare. The addition of the London-based group has expanded Canaccord Genuity's European activities significantly. CG Results is led by **Julie Langley**, Head of Technology and Healthcare Advisory for UK & Europe, with the support of another six senior Healthcare-focused senior bankers, as well as an extensive team.



**Julie Langley**  
Managing Director, Head of Tech & Healthcare Advisory,  
UK & Europe



**Kevin Bottomley**  
Managing Director



**Kunal Kadiwar**  
Managing Director



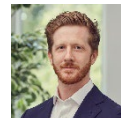
**David Sanders**  
Managing Director



**Issac Jacob**  
Director



**Achim Newrzella**  
Director



**Tim Sturgeon**  
Director



## Canaccord Genuity Healthcare Investment Banking Team

**Jeff Barlow**

President, Canaccord Genuity LLC (US)  
Med Tech & Diagnostics  
Boston  
[jbarlow@cgf.com](mailto:jbarlow@cgf.com)

**Julie Langley**

Managing Director, Head of Tech &  
Healthcare Advisory, UK & Europe  
London  
[jlanglely@cgf.com](mailto:jlanglely@cgf.com)

**Slava Leykind**

Managing Director, Co-Head of US  
Consumer Investment Banking – Health &  
Wellness  
New York  
[sleykind@cgf.com](mailto:sleykind@cgf.com)

**Steve Winokur**

Managing Director, Global Head of  
Cannabis & Canadian Healthcare  
Investment Banking  
Toronto  
[swinokur@cgf.com](mailto:swinokur@cgf.com)

**Dudley Baker**

Managing Director, Head of Digital &  
Tech-Enabled Healthcare  
Nashville  
[rdbaker@cgf.com](mailto:rdbaker@cgf.com)

**Tom O'Connor**

Managing Director, Co-Head of  
US Healthcare IB  
New York  
[toconnor@cgf.com](mailto:toconnor@cgf.com)

**Eugene Rozelman**

Managing Director, Co-Head of  
US Healthcare, Biotech & Specialty Pharma  
New York  
[erozelman@cgf.com](mailto:erozelman@cgf.com)

**Matt Steere**

Managing Director, Co-Head of  
US Healthcare, Med Tech & Diagnostics  
San Francisco  
[msteere@cgf.com](mailto:msteere@cgf.com)

**Kevin Bottomley**

Managing Director  
UK & Europe Healthcare  
London  
[kbottomley@cgf.com](mailto:kbottomley@cgf.com)

**Dennis Camporeale**

Managing Director  
Med Tech & Diagnostics  
New York  
[dcamporeale@cgf.com](mailto:dcamporeale@cgf.com)

**Kunal Kadiwar**

Managing Director  
UK & Europe Healthcare  
London  
[kkadiwar@cgf.com](mailto:kkadiwar@cgf.com)

**Matthew Kebel**

Managing Director  
Digital Health, Healthcare, Media, Marketing,  
and Info Services  
New York  
[mkebel@cgf.com](mailto:mkebel@cgf.com)

**David Sanders**

Managing Director  
UK & Europe Healthcare  
London  
[dsanders@cgf.com](mailto:dsanders@cgf.com)

**Meredith Sondler-Bazar**

Managing Director  
Biotech & Specialty Pharma  
New York  
[msondlerbazar@cgf.com](mailto:msondlerbazar@cgf.com)

### Financial Sponsors Coverage

**Isaiah Knouff**

Managing Director, Co-Head of  
Financial Sponsors Coverage  
Nashville  
[iknouff@cgf.com](mailto:iknouff@cgf.com)

**Amy LaBan, CFA**

Managing Director, Co-Head of  
Financial Sponsors Coverage  
Chicago  
[alaban@cgf.com](mailto:alaban@cgf.com)

**Bryan Cummings**

Managing Director  
US Financial Sponsors Coverage  
New York  
[bcummings@cgf.com](mailto:bcummings@cgf.com)

# CG Global Healthcare Practice



**About Canaccord Genuity Group Inc.:** Through its principal subsidiaries, Canaccord Genuity Group Inc. is a leading independent, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and capital markets. Since its establishment in 1950, the Company has been driven by an unwavering commitment to building lasting client relationships. We achieve this by generating value for our individual, institutional, and corporate clients through comprehensive investment solutions, brokerage services, and investment banking services. The Company has Wealth Management offices located in Canada, the UK, Guernsey, Jersey, the Isle of Man, and Australia. The international capital markets division operates in North America, the UK & Europe, Asia, Australia, and the Middle East. Canaccord Genuity Group Inc. is publicly traded under the symbol CF on the TSX.

*This document is provided for informational purposes only and does not constitute an offer or solicitation to buy or sell any securities discussed herein in any jurisdiction where such offer or solicitation would be prohibited. As a result, the securities discussed in this document may not be eligible for sale in some jurisdictions. This document is not, and under no circumstances should be construed as, a solicitation to act as a securities broker or dealer in any jurisdiction by any person or company that is not legally permitted to carry on the business of a securities broker or dealer in that jurisdiction. Investors should obtain advice based on their own individual circumstances before making an investment decision.*

*To the fullest extent permitted by law, neither Canaccord Genuity, nor its affiliates nor any other person accepts any liability whatsoever for any direct or consequential loss arising from any use of the information contained in this document.*

*This publication is a brief summary and does not purport to contain all available information on the subjects covered. Further information is available on request.*

*Copyright ©Canaccord Genuity LLC, 2023. Member FINRA/SIPC.*

*All rights reserved. All material presented in this document, unless specifically indicated otherwise, is under copyright to Canaccord Genuity, a division of Canaccord Genuity Group Inc., Canaccord Genuity Limited, and Canaccord Genuity LLC. None of the material, nor its content, nor any copy of it, may be altered in any way, or transmitted to or distributed to any other party, without the prior express written permission of the entities listed above.*