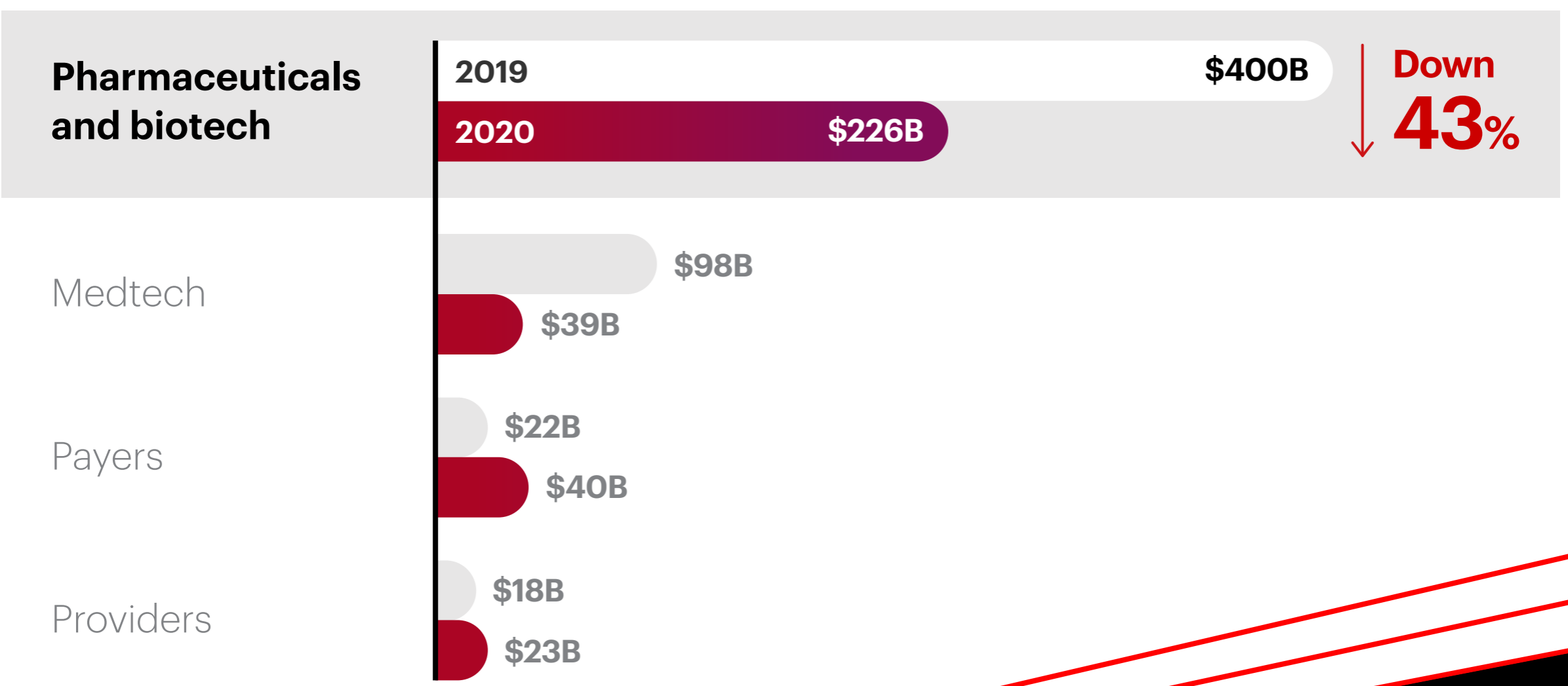


# Despite Tough Year, Outlook is Strong for M&A in Pharma and Biotech

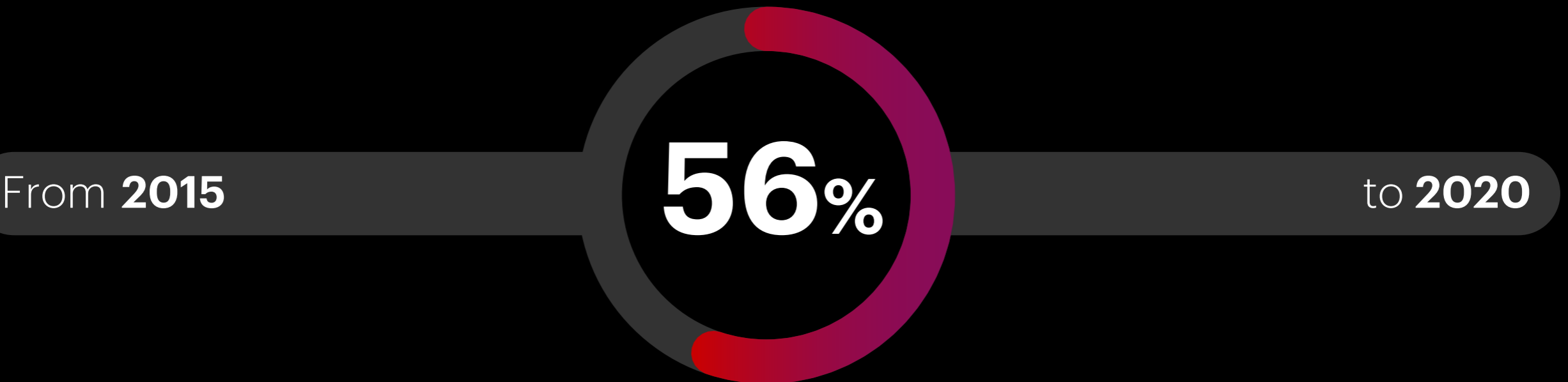
After a year in which deal value fell across the healthcare sector, pharma and biotech companies are poised for an active 2021

## Covid-19 hit healthcare M&A across the board

While overall healthcare deal value fell **37%** in 2020, pharma and biotech dropped by **43%**



## Using M&A to boost top-line growth



of total **shareholder returns (TSRs)** were generated by **revenue growth**, which contributed about

**3x**

more to **TSRs** than **EBITDA**

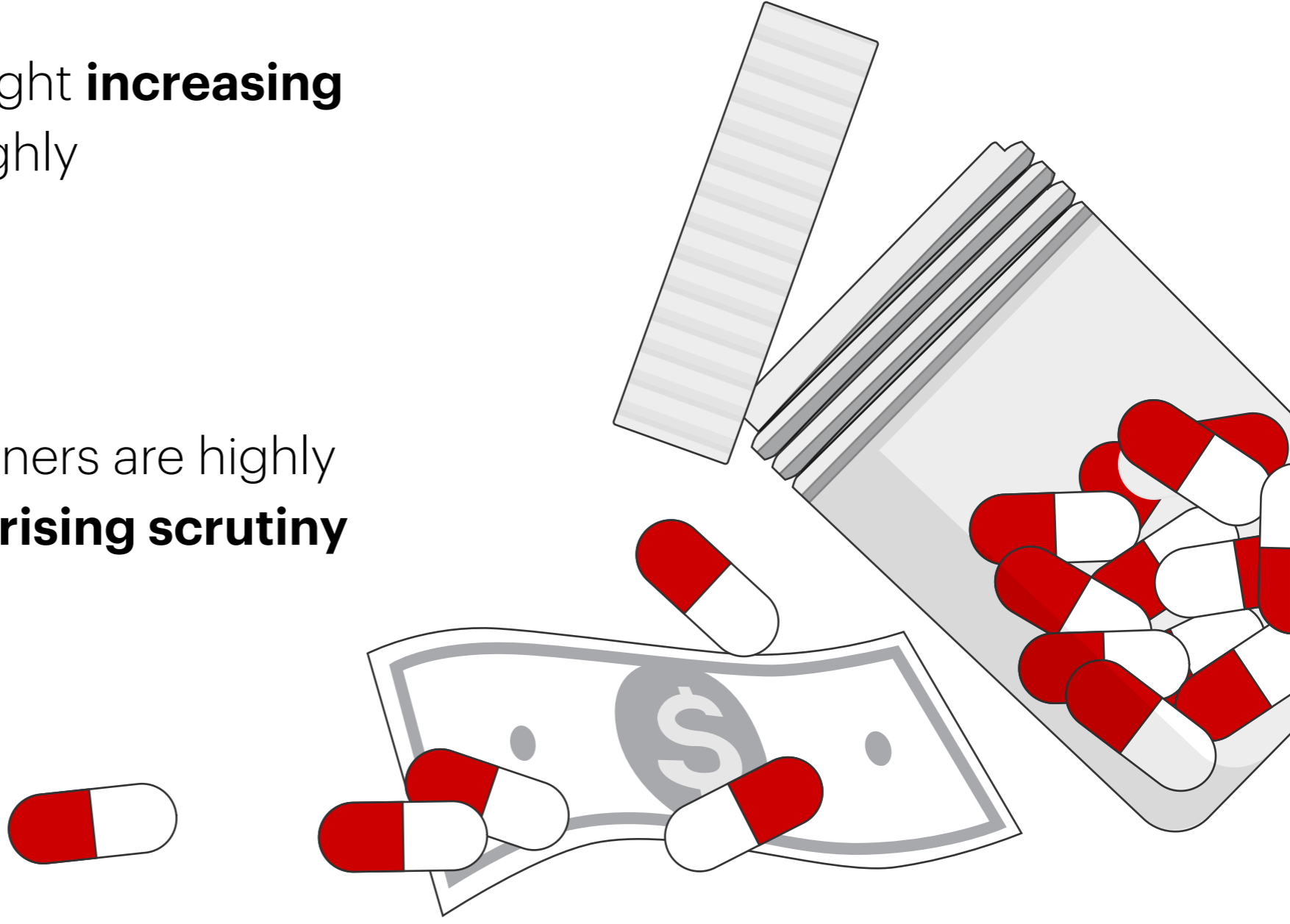
We expect the deal volume to remain strong in 2021 as companies look to boost top-line growth through acquisitions

## Regulations on the rise

With regulatory oversight **increasing** across industries, roughly

**50%**

of healthcare practitioners are highly concerned about **the rising scrutiny of pharma pricing**



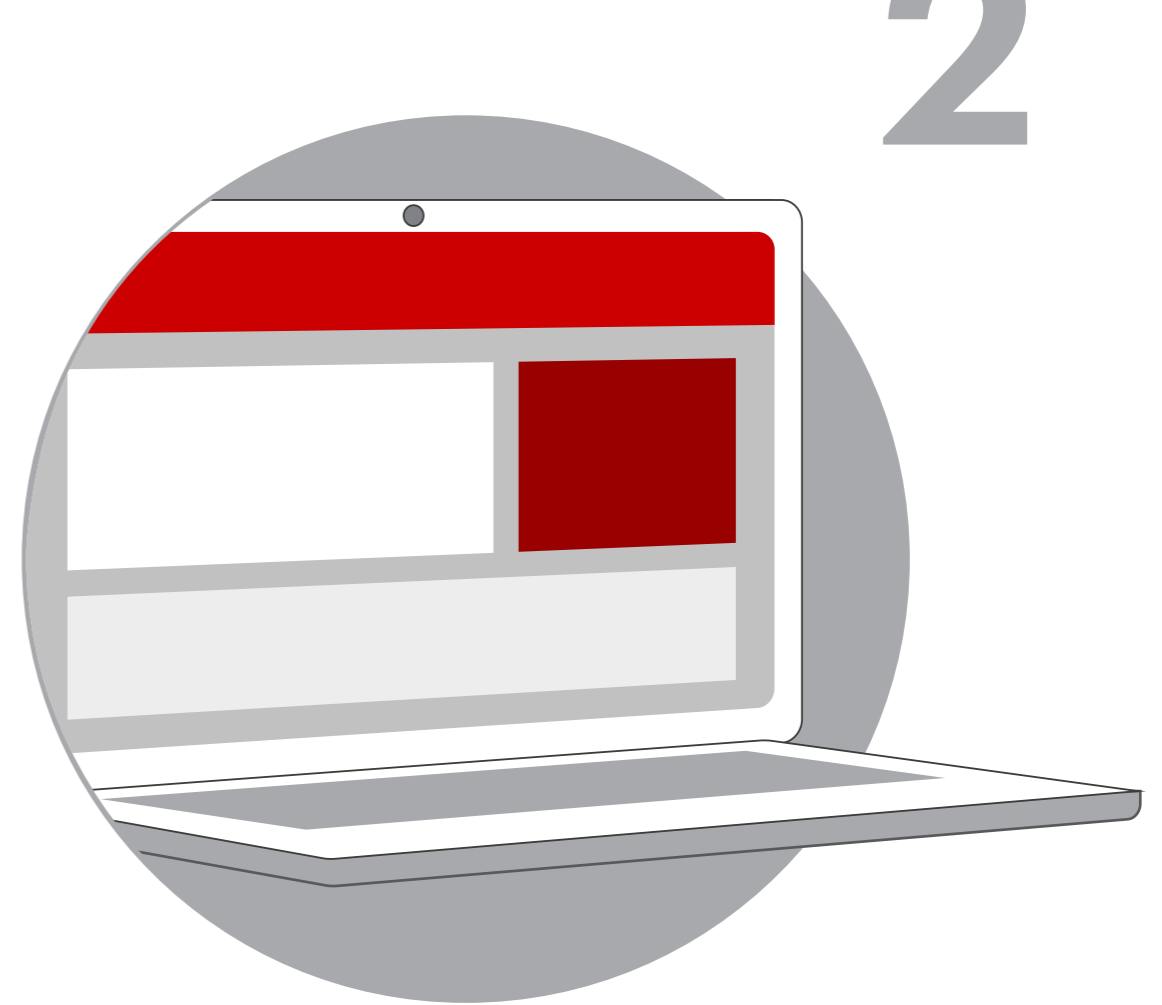
## Two key needs will spur acquisitions in 2021 and beyond

1



**Supplementing R&D pipelines** in existing areas of expertise

2



**Adding new technology capabilities** to portfolios