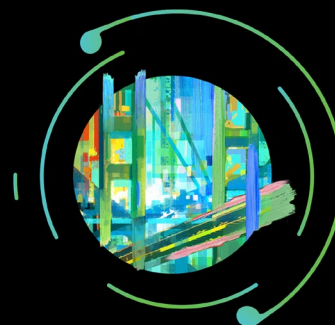


M&A Views



Deloitte M&A Views podcast:

Why you should attend Deloitte events concurrent to the J.P. Morgan Health Care Conference

Simon Gisby: Hi, everyone. I'm Simon Gisby, of Deloitte Transactions and Business Analytics LLP and global head of Deloitte's Life Sciences & Health Care Investment Banking practice. This is the M&A Views podcast, and we're here to dive into the most interesting topics impacting the M&A universe. Joining me today are Chris Caruso, a partner in Deloitte & Touche LLP and head of Deloitte's US Life Sciences M&A practice and Louise Chang, a principal at Deloitte Consulting LLP and also part of Deloitte's Life Sciences M&A practice. Chris and Louise, thanks for joining me today.

Chris Caruso: Thanks, Simon. As always, excited to be here with you and Louise.

Louise Chang: Thanks, Simon. It's great to be here.

Simon Gisby: So Chris and Louise, let's just jump straight into the conversation and discuss the events Deloitte will be hosting concurrent to the JPM conference. And Louise, I'm going to ask you to kick off this topic that is near and dear to both you and Chris. The topic is divestitures.

Louise Chang: Thanks, Simon. Throughout the week of January 8-10, Deloitte will be meeting with clients to discuss several life sciences and health care hot topics. The divestitures hot topic session will be held at Martin Lawrence Galleries, featuring yours truly and Chris. Collectively, we have advised on some of the largest and most complex divestitures in life sciences and health care, and in this session, we'll cover the pros and cons of different transaction types, recent trends we are seeing across this industry, and the opportunity for divestitures to kick off broader transformation programs.

Simon Gisby: That actually sounds like a fascinating topic, Louise. What excites you most about this session?

Louise Chang: Well, frankly, mergers have stolen the headlines in 2023, as total M&A deal value in this industry during the first half of the year was about equal to the total value of transactions for all of life sciences and health care in 2022. That said, divestitures are very much in fashion at the moment, with both pharma and MedTech companies aggressively divesting non-core, or slow growth, assets.

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We are seeing strong participation from both strategic buyers and private equity firms across various divestiture processes, which have kept spinoffs largely on the back burner. From a cost perspective, this can be very advantageous to buyers, as they may not have to invest as much to stand up a new business. But even more interesting, we've noticed a trend for our clients when they divest a business. They'll say, "Now what?" Sometimes sellers are left with stranded costs from shared services that are either eliminated during the sign-to-close period or will be eliminated when our client is done servicing TSAs. Additionally, the divestiture process forces sellers to look at their existing processes, and they often realize that their processes are inefficient, that there are manual processes that can be automated, and that they should reevaluate their operating model. This is why we always urge our clients to "transform while you transact."

Chris Caruso: That's a great point, Louise. In fact, we know from the numerous divestitures that we've done together that evaluating a deal perimeter for a divestiture or spinoff forces a company to stare at the operating model in the face and say, "Is this really the right model for our business in 2024 and beyond?" "Are we situated to maximize profitability and innovation in its current state?"

Simon Gisby: You know, Chris and Louise, I actually couldn't agree more with your comments, and certainly divestitures is a really important topic. But I'm going to switch directions a little bit, Chris, and ask you to touch on innovation, right? Innovation is key to the life sciences and health care industry, and we're going to be surrounded by pharma and MedTech companies highlighting some of their latest innovations. So question, what role is Deloitte playing in showcasing innovation at events concurrent to the JPM conference?

Chris Caruso: Simon, I'm so glad you asked. To that end, we have two really fantastic events concurrent to the conference that I'm looking forward to both attending and connecting with both presenters and attendees themselves.

The first event takes place Monday [January] 8 from 6 to 10 p.m. PST at E&O Kitchen and Bar. We're co-hosting with Trinity Capital Investments, an innovator in the life sciences space. We expect over 500 attendees from across the industry, similar to last year—startups, industry giants, analysts and investors. This will be a real exciting opportunity to connect with others who are passionate about life sciences and build relationships that can hopefully foster value for participants.

Additionally, we have an event on Tuesday, January 9, from 5:30 to 7:30 p.m. PST at the Martin Lawrence Galleries, where we'll be hosting some innovative startups. They'll share their stories and showcase their cutting-edge technologies in front of some savvy investors across private equity and venture capital. Last year, we featured innovative companies where we learned a ton about AI, digital health, telemedicine, medical devices, biotech and more. The feedback from all that attended was tremendous. Louise, it'd be great if you could share how we cap it off with one of our most popular events.

Louise Chang: Absolutely. At Deloitte, I lead our Women in M&A community, and as you know, M&A has traditionally been an overtly male-dominated field. There have been so many times when I look around a room, and not only am I the only person of color, but I'm often the only woman. And you could definitely feel alone in that situation. That's why on Wednesday night [January 10] from 5:30 to 7:30 p.m. PST at the Martin Lawrence Galleries, we will be hosting a women's networking event, which provides an opportunity for women leaders across the life sciences and health care space to connect and network with each other. There's so many talented women doing great things across this industry. So we thought, why not give everyone a forum where women can connect with each other? In any industry, it's important to build deep relationships, and we think this is a great place for women to do that and feel like they aren't alone.

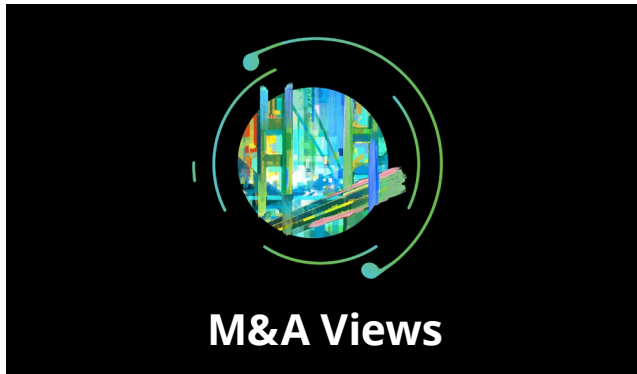
Chris Caruso: That's very powerful, Louise, and I know the feedback has been tremendous. Deloitte is perennially ranked as one of the top workplaces for women by *Fortune*, and our dedication to creating a diverse and equitable work environment is etched into Deloitte's DNA.

Simon Gisby: Well, Chris, Louise, unfortunately, it's time for us to wrap it up.



Thanks for discussing the events we're hosting concurrent with the JPM conference. And for everyone, thank you for joining us today. Please visit [Deloitte.com](https://www.deloitte.com) for more updates, and we look forward to seeing you all in person in January at the Martin Lawrence Galleries, literally a stone's throw from Union Square.

This is Simon Gisby signing off for Deloitte's M&A Views podcast. We'll catch you all next time.

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