



## Emerging Opportunities in the Digital Health Sector

The recent merger of Teladoc and Livongo is expected to accelerate the current explosion in digital health M&A and propel virtual services to become the “new normal”. Intrepid’s Healthcare and Software & Services teams have been following the spike in digital health utilization and investment, and recently published the *Digital Health Industry Insights* whitepaper that summarizes the key trends and value drivers, such as:

- Recent catalysts for long-term proliferation of digital health services, such as growing payor adoption of value-based care;
- Market segmentation today, profiling the key players and features that differentiate leading digital health solutions; and
- M&A deal metrics, highlighting some of the thresholds that have driven premium valuations.

We expect digital health innovators that can demonstrate consistent logo expansion, strong retention, improved patient outcomes, and ultimately lower costs will become hotly contested in M&A processes going forward.

*Our team would be delighted to provide further insight into the rapidly developing digital health landscape.*

## Digital Health Market Map





## Healthcare Team

Diagnostics | Healthcare Information Technology | Healthcare Services | Medical Technologies | Hospitals



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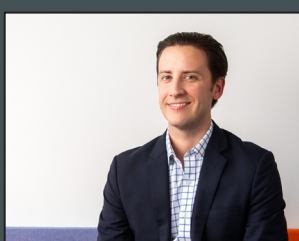
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## About Intrepid's Healthcare Group

Intrepid's **Healthcare Group** is dedicated to providing strategic advice in capital raises and mergers and acquisitions across a broad range of healthcare sectors, including physician practice management, diagnostics and labs, revenue cycle management, behavioral health, hospitals, IT, pharmacy, post-acute care, and medical devices. Our team maintains extensive relationships with strategic buyers and institutional investors across these sectors.

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