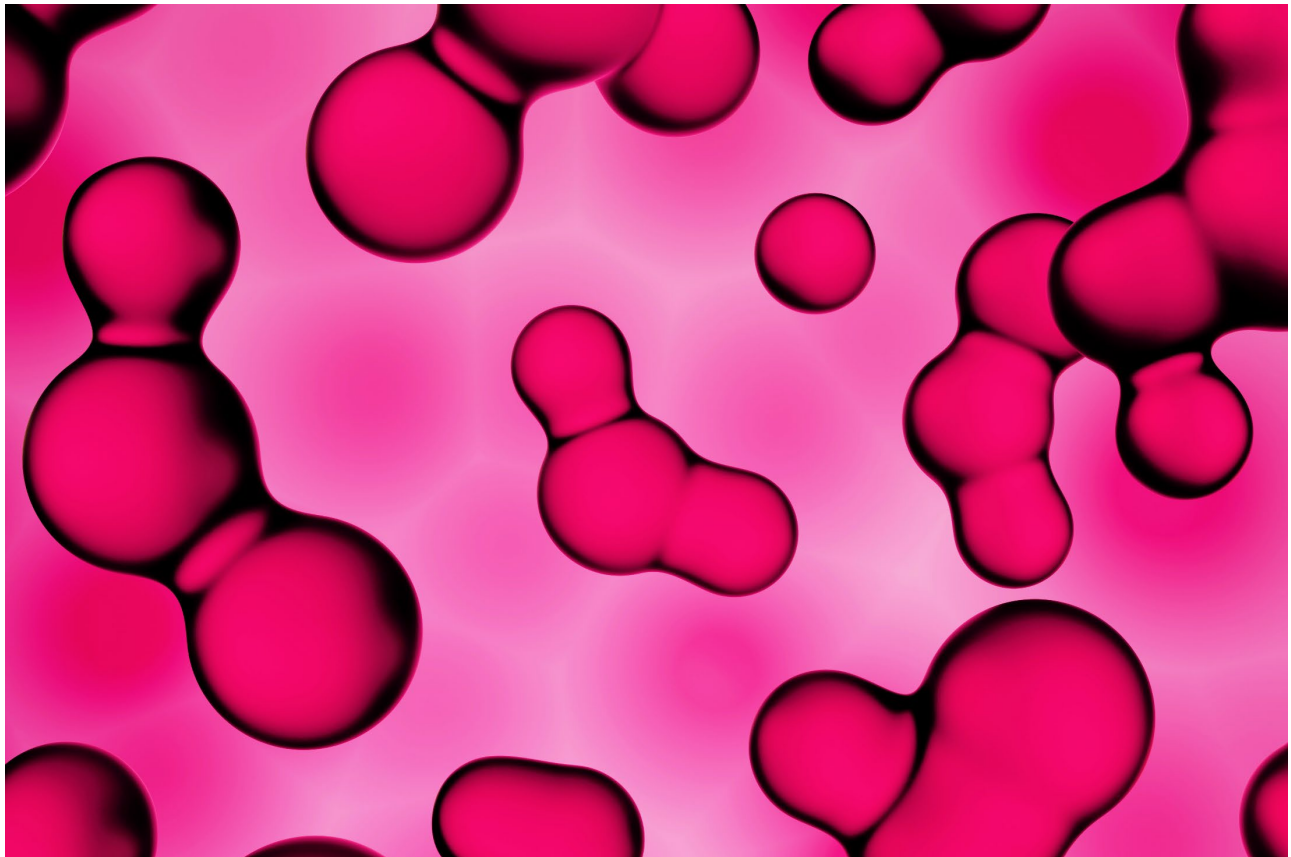


July 3, 2025

# **Cain Brothers Industry Insights**

## **Healthcare Market Report**

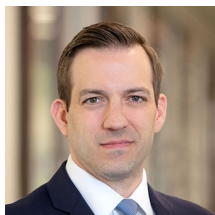


Banker commentary:

### **Benefits of Single-Use Surgical Instruments**

## Contents

- Banker Commentary
- M&A Activity
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## Benefits of Single-Use Surgical Instruments

*Banker Commentary by Carl Hardie*

In 2013, the Journal of Medical Economics published a report, which estimated that healthcare-associated infections (HAIs) cost the U.S. about \$150 billion annually. Since that time, hospitals and healthcare systems have been looking for ways to significantly reduce HAIs, as well as their overall costs. One of the most promising solutions to these challenges has been the initial shift from reusable medical devices to single-use or disposable devices, and we believe this trend will continue due to the benefits outlined below.

1. **Improved Sterility and Patient Safety** – Sterility is a major concern for healthcare providers, and with reusable devices, there are risks associated with cleaning, disinfection, and sterilization between uses. For example, a recent study found that hospital steam sterilization failure rates ranged from 1.5% to 43%. Additionally, another study found that ~8.6% of instruments were still contaminated after the autoclave process. However, single-use medical devices are kept in sterile packaging until the time of use and significantly reduce these risks.
2. **Better Economics for Providers and Healthcare Systems** – Single-use instruments also enable hospitals, ambulatory surgical centers (ASCs), and providers to generate more income through faster operating room turnover. These instruments take less time to prepare for a procedure, reduce the time required for procedures, and enable providers to perform more operations each day.

It is also much cheaper to source and maintain single-use medical devices because hidden costs required to maintain reusable instruments are avoided. Reprocessing costs range from \$200 to \$900 for each cycle. These costs include the storage and maintenance of sanitation products and equipment, the labor hours spent sanitizing devices, the risk of cross-contamination infections, potential malpractice suits, replacement parts, and the service and maintenance time required to sort through kits after each procedure.

Additionally, the process of cleaning, disinfecting, sterilizing, inspecting, and testing reusable devices requires a significant amount of time and labor (typically more than three hours for each cycle). These processes must be done for all instruments after every procedure and cause significant downtime for operating rooms. However, single-use devices are ready as soon as a physician opens the package and are simply disposed of once that procedure is finished.

3. **Enhanced Performance** – Medical devices are only guaranteed to work reliably for a certain number of uses, and many instruments are used well past their validated lifetime. As a result, physicians often deal with dull, broken, missing, or suboptimal instruments during procedures. This can lead to delays and significant cost increases.

Single-use devices are manufactured to meet all specifications and are subjected to rigorous testing that ensures they will perform optimally through their intended life. These devices are always sharp, never broken or missing, and completely sterile, which helps reduce costs and facilitate on-time performance.

## continued...

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4. **Environmental Benefits** – Although reusable instruments are not thrown out after each use, they do generate a substantial amount of chemical waste and electrical power usage for each reprocessing cycle. The chemical waste comes from the solvents and disinfectants used to clean and sterilize the instruments.

Although single-use devices are disposed of after each use, they eliminate the need for onsite sterilization. Many of these devices can also be recycled and the raw materials can be reclaimed for new products.

Due to the benefits outlined above, the single-use medical device market is projected to grow at a CAGR of 9.3% through 2030. In a market where healthcare system margins are razor thin, the shift to single-use instruments provides considerable cost savings, while also improving profitability and reducing HAI risks. As a result, we expect to see a significant shift to disposable medical devices over the next few years.

# M&A Activity

## Selected Recent Healthcare Transactions (\$MM)

Date	Target Name	Acquirer	EV	Enterprise Value /		Description
				LTM Rev.	LTM EBITDA	
6/27/2025	Solis Mammography (Madison Dearborn Partners)	TowerBrook Capital Partners	NA	NA	NA	Provider of specialized breast health services
6/27/2025	The Marena Group	CenterGate Capital	NA	NA	NA	Manufactures medical compression garments, offering post-surgical recovery garments
6/25/2025	Current Health (Best Buy Health)	Management	NA	NA	NA	Provider of remote patient monitoring solutions for home care
6/25/2025	Validate Health	Oliver Wyman (Marsh McLennan)	NA	NA	NA	Provider of healthcare analytics and financial optimisation for ACOs
6/24/2025	First Medical Associates	Latticework Capital Management	NA	NA	NA	Patient-centered primary care provider with eleven clinics
6/18/2025	AMSURG	Ascension	\$3,900	NA	NA	Operator of 250 ambulatory surgery center services with more than 250 centers nationwide
6/16/2025	RIS Rx	Summit Partners	NA	NA	NA	Technology-enabled solutions help pharmaceutical manufacturers' patient assistance programs
6/15/2025	23andMe	TTAM Research Institute	\$305	NA	NA	Genetics-led consumer healthcare and biotechnology company
6/13/2025	Vascular Surgery Associates	StrideCare (Webster Equity Partners)	NA	NA	NA	Virginia based vascular and endovascular care provider
6/12/2025	Ontellus (Aquiline, Capstreet)	Datavant (Ardan, New Mountain Capital, Oxeon Partners)	NA	NA	NA	Provider of health records retrieval and claims intelligence
6/12/2025	Q-Centrix (TPG Growth)	MRO (Parthenon Capital)	NA	NA	NA	Enterprise clinical data management platform
6/5/2025	CBCC Global Research	Edgewater Capital Partners	NA	NA	NA	Multi-national clinical contract research organization
6/5/2025	Embold Health (Echo Health Ventures, Morgan Health, Chrysalis Ventures, Other VCs)	Quantum Health (Great Hill, Warburg Pincus)	NA	NA	NA	Physician-led healthcare technology company
6/5/2025	MD Esthetics	New Harbor Capital	NA	NA	NA	Multi-state medical aesthetics and wellness company
6/5/2025	Vita Health	Valera Health	NA	NA	NA	Clinically validated virtual suicide risk reduction services
6/3/2025	Emcara Health (fka PopHealthCare)	Lucet	NA	NA	NA	Value-based medical group focused on delivering home-based care to clinically complex and high-risk populations

# Private Placement Activity

## Selected Recent Healthcare Transactions (\$MM)

Date	Company	Investor(s)	Type	Amount	Description
6/24/2025	Arine	Town Hall Ventures (lead), Kaiser Permanente Ventures and other existing investors	Series C	\$30	AI-driven medication intelligence
6/24/2025	NPHub	Edison Partners	Growth Equity	\$20	Digital platform matching nurse practitioner students and professionals with clinical rotation and job placements
6/20/2025	Tennr	Institutional Venture Partners (lead), Andreessen Horowitz, Foundation Capital, GV Management Company, ICONIQ Capital, Lightspeed Ventures	Undisclosed	\$101	AI solution for the patient referral process
6/17/2025	Nabla	HV Capital (lead), Highland Europe, DST Global, Cathay Innovation, Tony Fadell's Build Collective	Series C	\$70	Clinical AI that optimizes clinical and financial workflows
6/18/2025	Allied OMS *	65 Equity Partners	Minority Recap	Undisclosed	Doctor-owned, doctor-led, and doctor-governed MSO that partners with oral and maxillofacial surgery practices
6/16/2025	Ellipsis Health	Salesforce, Khosla Ventures, and CVS Health Ventures (co-leads), Mitsui Global Investment, Collier, E12, and AME Cloud Ventures	Series A	\$45	Artificial intelligence-based speech analytics software
6/12/2025	Commons Clinic	RA Capital (lead), Floating Point, SteelSky Ventures, Time BioVentures, Courtside Ventures, and Commons Clinic physicians	Series B	\$26	Multi-specialty healthcare platform
6/3/2025	Paytient	Trinity Capital	Growth	\$40	Healthcare payments company helping people better access and afford care.
5/27/2025	Emergency Care Partners	MidOcean Partners	Preferred Equity	\$100	Provider of emergency medicine services for hospitals
5/20/2025	ProgenyHealth	Cressey & Company and Sunstone Partners	Growth	Undisclosed	Maternity and NICU care management provider
5/14/2025	Cohere Health	Temasek (lead), Deerfield Management, Define Ventures, Flare Capital Partners, Longitude Capital, and Polaris Partners	Series C	\$90	Clinical intelligence company providing AI-enabled prior authorization solutions for physicians and health plans
5/14/2025	Sprinter Health	General Catalyst (lead), Andreessen Horowitz (a16z) Bio + Health, Regents of the University of California, Google Ventures, and Accel	Series B	\$55	Mobile healthcare provider that combines technology and a full-stack medical practice
5/14/2025	TELUS Health	GTCR	Preferred Minority Equity	\$200	Provider of payor technology, pharmacy management technology, electronic medical records and supplemental benefits
5/13/2025	PhaseV	Accel and Insight Partners (co-leads), Viola Ventures, EXOR, and LionBird	Series A	\$50	AI/ML-driven clinical development
4/30/2025	Plenful	Mitchell Rales and Arena Holdings (co-leads), Notable Capital, Bessemer Venture Partners, TQ Ventures, Susa/Kivu Ventures	Series B	\$50	AI-enabled healthcare workflow automation platform
4/29/2025	Persivia	Aldrich Capital Partners	Recap	\$107	AI driven digital health solutions for claims, social, and operational data

# Equity Capital Markets

## Market Overview

- June 2025 was the most active month of ECM issuance by number of deals since 2021:
  - Last week: 1 IPO; 12 follow-ons; 2 converts
- We expect this week to have muted ECM issuance with the market closed all day on Friday and closing at 1p ET on Thursday in observance of Independence Day
- The financial staleness deadline for IPOs is August 7<sup>th</sup> → creating an opportune window for select issuers to capitalize on the recent market rally
- Follow-on and convertible activity may be slowed by earnings-related corporate blackout periods before Q2 earnings season begins

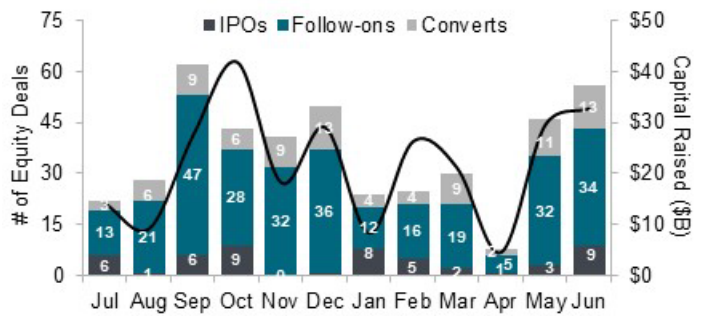
## ECM Activity (Last 4 Weeks & YoY)

	2025 - Last 4 Weeks			2024 - Last 4 Weeks		
	Vol (\$MM)	# Deals	% Share	Vol (\$MM)	# Deals	% Share
IPO	4,228	9	13%	2,499	6	17%
CONV	13,271	13	41%	6,958	10	48%
FO	15,138	34	46%	5,108	25	35%
<b>Total</b>	<b>32,637</b>	<b>56</b>	<b>100%</b>	<b>14,564</b>	<b>41</b>	<b>100%</b>

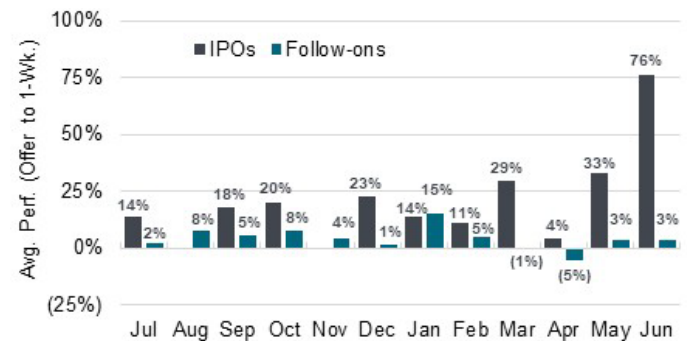
  

	2025 YTD			2024 YTD		
	Vol (\$MM)	# Deals	% Share	Vol (\$MM)	# Deals	% Share
IPO	14,144	28	12%	13,852	33	13%
CONV	39,148	43	32%	37,072	52	33%
FO	68,796	118	56%	59,835	188	54%
<b>Total</b>	<b>122,088</b>	<b>189</b>	<b>100%</b>	<b>110,759</b>	<b>273</b>	<b>100%</b>

## U.S. ECM Offerings (LTM; IPOs, Follow-ons & Converts)



## IPO & Follow-on 1-Week Performance (LTM)



## Most Recent Healthcare Initial Public Offerings (\$MM)

Issuer Information				Deal Sizing				Pricing		Performance		
Pricing Date	Company	Sector	Ticker	Deal Value (\$MM)	Market Cap (\$MM)	Deal as % of Mkt. Cap	% Primary	Offer Price	Final Range	1-Day	1-Week	
6/17/2025	Caris Life Sciences	Healthcare Technology	CAI	\$568.2	\$5,836.6	9.7%	100.0%	\$21.00	\$19.00 - \$20.00	33.3%	31.9%	
6/5/2025	Omada Health	Healthcare Technology	OMDA	\$172.6	\$1,059.1	16.3%	100.0%	\$19.00	\$18.00 - \$20.00	21.1%	(9.6%)	
5/21/2025	Hinge Health*	Healthcare Technology	HNGE	\$502.9	\$2,579.1	19.5%	54.2%	\$32.00	\$28.00 - \$32.00	17.4%	28.1%	
3/5/2025	Kestra Medical Technologies	Medical Products	KMTS	\$232.3	\$842.1	27.6%	100.0%	\$17.00	\$14.00 - \$16.00	28.5%	24.5%	
1/29/2025	Beta Bionics	Medical Products	BBNX	\$234.6	\$728.6	32.2%	90.4%	\$17.00	\$16.00 - \$17.00	39.0%	34.4%	

## Most Recent Healthcare Follow-on Offerings (\$MM)

Issuer Information					Deal Sizing				Pricing	Performance	
Pricing Date	Company	Sector	Deal Type	Ticker	Deal Value (\$MM)	Market Cap (\$MM)	Deal as % of Mkt. Cap	% Primary	Discount to File	1-Day	1-Week
6/10/2025	Brightspring Health Services	Services	Marketed	BTSB	\$350.2	\$3,923.0	8.9%	0.0%	(2.2%)	0.6%	(1.8%)
5/22/2025	Guardian Pharmacy Services	Services	Marketed	GRDN	\$157.5	\$1,429.0	11.0%	0.0%	(20.8%)	4.5%	1.9%
5/15/2025	Senseonics	Medical Products	Marketed	SENS	\$57.5	\$437.0	13.2%	100.0%	(9.1%)	6.0%	5.0%
5/14/2025	Waystar	Healthcare Technology	Marketed	WAY	\$557.0	\$6,834.3	8.2%	0.0%	(3.9%)	1.3%	1.4%
2/20/2025	Waystar	Healthcare Technology	Marketed	WAY	\$920.0	\$7,058.2	13.0%	0.0%	(11.3%)	5.5%	6.1%

## Most Recent Healthcare Convertible Debt Offerings (\$MM)

Issuer Information				Deal Sizing			Pricing	
Pricing Date	Company	Sector	Ticker	Deal Value (\$MM)	Market Cap (\$MM)	Deal as % of Mkt. Cap	Coupon	Premium
5/8/2025	Hims & Hers Health*	Healthcare Technology	HIMS	\$1,000.0	\$11,504.9	8.7%	0.00%	37.50%
3/13/2025	Integer*	Medical Products	ITGR	\$1,000.0	\$3,980.3	25.1%	1.88%	27.50%
3/4/2025	Alphatec	Medical Products	ATEC	\$405.0	\$1,690.9	24.0%	0.75%	32.50%
1/24/2025	Semler Scientific	Medical Products	SMLR	\$100.0	\$566.7	17.6%	4.25%	25.00%
12/16/2024	LeMaitre Vascular*	Medical Products	LMAT	\$172.5	\$2,070.8	8.3%	2.50%	30.00%

Sources: Bloomberg, Capital IQ, Dealogic, and Press Releases

Note: Transactions include IPOs, follow-ons (including bought deals) and convertible offerings of \$25mm or more priced on a U.S.-based exchange; Price performance includes both marketed and bought deal follow-ons; \* denotes Cain Brothers / KBCM transaction; excludes fixed price IPOs

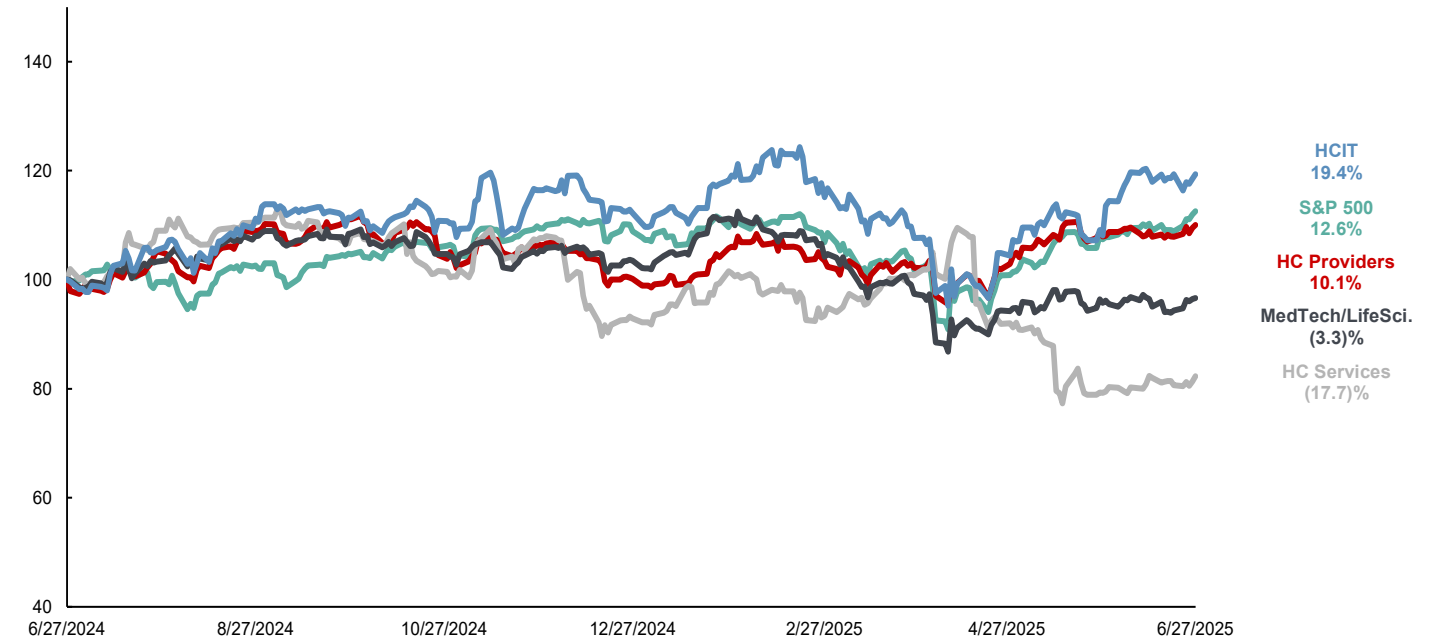
# Public Equity Market Activity & Indices

## Equity Indices (as of June 27, 2025)

Index	Wk Open	Wk Close	Returns	
			52 Week	Weekly
DJIA	42,207	43,819	11.9%	3.8%
S&P 500	5,968	6,173	12.6%	3.4%
NASDAQ	19,447	20,273	13.5%	4.2%
Russell 2000	2,109	2,173	6.6%	3.0%
NYSE Healthcare	23,425	23,698	(10.3%)	1.2%

Cain Brothers Indicies	Returns	
	52 Week	Weekly
Acute Care	2.3%	1.2%
Alternate Site Services	0.3%	4.5%
Diagnostics	10.9%	0.9%
Distribution	27.7%	1.6%
Healthcare IT	19.3%	0.0%
Healthcare REITs	44.4%	0.5%
Managed Care	(30.4%)	2.1%
Medical Technology	(1.4%)	2.6%
Outsourced Services	(28.8%)	1.7%
Pharma Services	(17.6%)	2.1%
Pharmacy	14.9%	2.7%
Primary Care	(53.7%)	5.4%
Post-Acute Care Services	26.5%	2.7%
Post-Acute Care Facilities	19.5%	2.3%

## Cain Brothers Healthcare Indices (1YR Performance)





# High Grade, High Yield & Leveraged Loan Market

## Market Summary

### High Grade

- IG issuance ramped to the highest level in six weeks last week, with 25 issuers tapping the market to raise \$37.1 BN; the upcoming week is expected to hit only \$12.5 BN given the July 4th Federal Holiday on Friday.

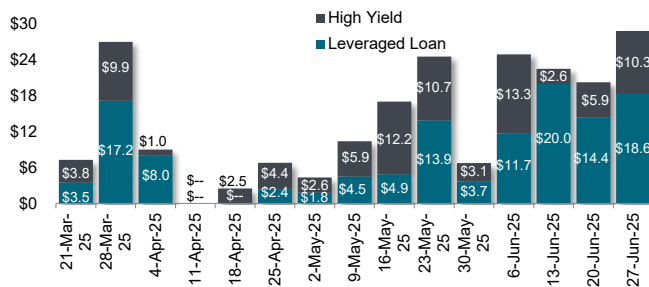
### High Yield

- High yield primary market saw 12 issuers price deals last week, as the issuance backdrop remains largely constructive with strong pricing dynamics.

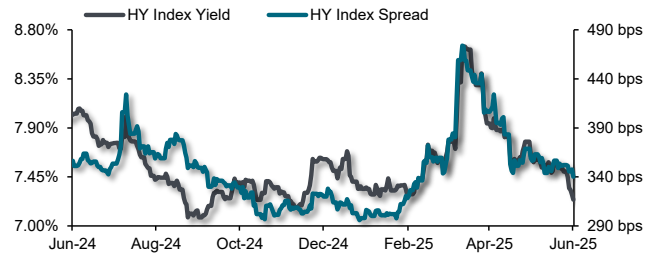
### Term Loan B Market

- CLO issuance has remained strong throughout 2025, and spreads have begun to stabilize recently after ticking upwards from 2025 lows reached in February.

## Weekly New Issue Volume (\$BN)



## HY Index Yield & Spread (YTD)



## New-Issue Clearing Yields<sup>1</sup> (\$MM)

Double-B Issuers	4Q24	1Q25	30-Day Rolling Average
			06/27/25
Ba1	S+192 / 6.6%	S+233 / 6.7%	S+263 / 7.1%
Ba2	S+198 / 6.6%	S+199 / 6.4%	S+238 / 6.7%
Ba3	S+252 / 7.1%	S+232 / 6.7%	S+240 / 6.9%
Single-B Issuers	4Q24	1Q25	30-Day Rolling Average
			06/27/25
B1	S+303 / 7.6%	S+278 / 7.2%	S+295 / 7.4%
B2	S+357 / 8.2%	S+333 / 7.7%	S+337 / 7.8%
B3	S+383 / 8.5%	S+357 / 7.9%	S+360 / 8.1%

## Most Recent Healthcare High-Grade Issuances (\$MM)

Date	Issuer	Security	Size	Ratings	Coupon	Maturity	Spread	IPT-Pricing
6/26/2025	Takeda U.S. Financing Inc	Sr Notes	\$1,650	Baa1/BBB+/-	5.200%	7/7/2035	+100	28 bps
6/26/2025	Takeda U.S. Financing Inc	Sr Notes	\$750	Baa1/BBB+/-	5.900%	7/7/2055	+110	33 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$500	A2/A+/A	4.400%	6/15/2028	+52	28 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$750	A2/A+/A	4.650%	1/15/2031	+70	25 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$1,000	A2/A+/A	5.300%	6/15/2035	+92	28 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$750	A2/A+/A	5.950%	6/15/2055	+112	28 bps
6/5/2025	Dentsply Sirona Inc	Sub-Notes	\$550	Baa3/BB/-	8.375%	9/12/2055	--	38 bps

## Most Recent Healthcare High-Yield Issuances (\$MM)

Date	Issuer	Security	Size	Ratings	Coupon	Maturity	Spread	Price Talk
6/26/2025	Radiology Partners *	Sr. Sec. Notes	\$900	B3/B-/NR	8.500%	7/15/2032	447 bps	8.25%-8.50%
6/2/2025	IQVIA	Sr. Notes	\$2,000	Ba2/BB/NR	6.250%	6/1/2032	201 bps	6.375% area
5/20/2025	Teva	Sr. Notes	\$700	Ba1/BB/BB	5.750%	12/1/2030	181 bps	6.00% area

## Most Recent Healthcare Leveraged Loan Issuances (\$MM)

Date	Issuer	Ownership	Corp. Ratings	Use of Proceeds	Size	Pricing	Yield
6/26/2025	WS Audiology	EQT Partners	B3 / B	Repricing	\$1,080	SOFR+350, 0% @ 100	7.827%
6/26/2025	MyEyeDr	Goldman Sachs	B3 / B-	Repricing	\$1,443	SOFR+325, 0% @ 100	7.577%

## Most Recent Healthcare Pro Rata Issuances (\$MM)

Date	Issuer	Ownership	Ratings	Use of Proceeds	Size	Pricing (in bps)	Financial Covenants
6/11/2025	Baxter International	Public	Baa2 / BBB	Refinancing	\$2,200mm 5-year Revolver \$645mm 2-year TLA	Ratings-based Grid SOFR+87.5-162.5 Opens at SOFR+125	Max. Net Leverage Ratio: 4.25x

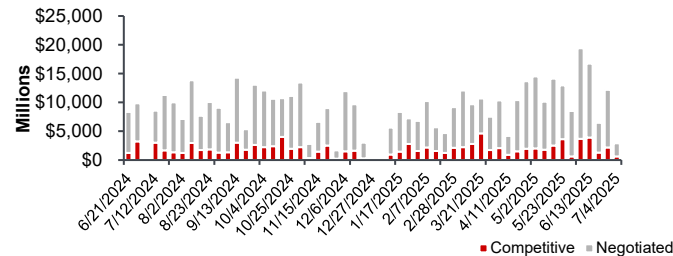


# Public Finance Market

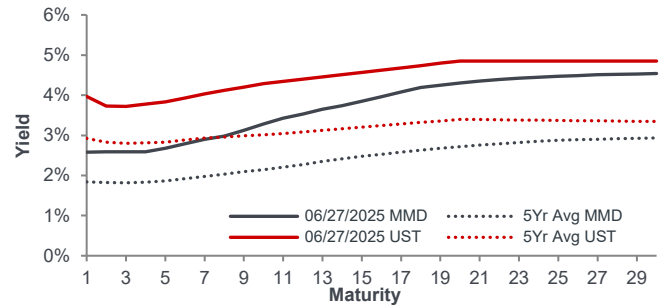
## Market Overview

- The yield on the benchmark 10-year U.S. Treasury Note decreased 9 bps week-over-week, closing at 4.29% on Friday. 10-year MMD decreased 2 bps week over week
- Healthcare Public Issuance in 2024 increased 143% vs 2023. YTD 2025 Issuance through the end of June was 22% higher than YTD 2024 through the end of June.
- Muni bond funds gained \$77 MM and high yield funds gained \$45 MM for the week ended June 27<sup>th</sup>.

## Weekly New Issue Volume (\$MM)



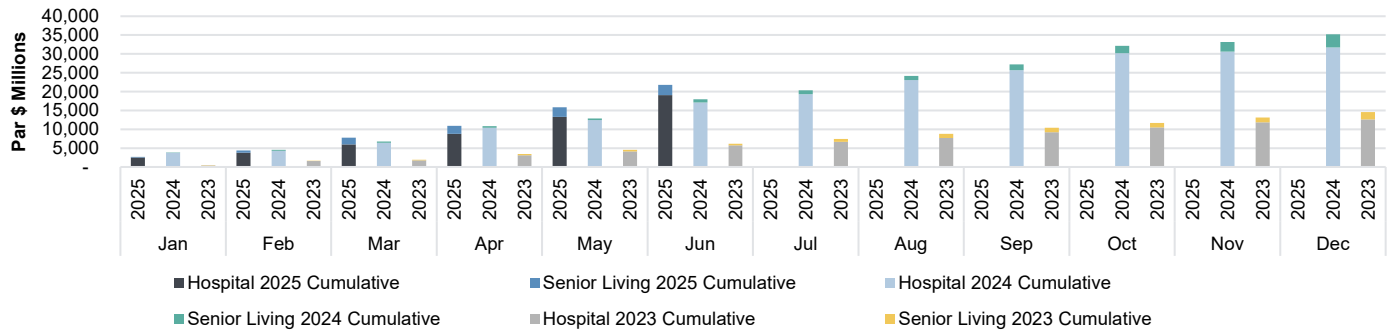
## MMD & UST Yield Curve



## Benchmark Yields

Treasury Yields			MMD Yields			Ratio
Yr	Yield	Δ (W/W)	Yr	Yield	Δ (W/W)	MMD/UST
2	3.73%	(17 bps)	2	2.59%	(4 bps)	69%
10	4.29%	(9 bps)	10	3.28%	(2 bps)	76%
30	4.85%	(4 bps)	30	4.54%	0 bps	94%

## Healthcare Public Issuance Overview



## Recent Healthcare Public Issuance

Healthcare Public Issuance										
Borrower/Enhancement	Par (000s)	State	Issuer	Tax Status	LT Ratings (M/S/F)	Final Mat.	Call, Put or Reprice*	Final Mat. Cpn.	YTW	YTM
<b>Recent Pricings, Week of 6/23</b>										
UPenn Health System OG	318,525	PA	PHEFA	TE	Aa3 / AA / NR	2055	2035(C)	5.50%	4.95%	5.21%
Froedtert Thedacare Health OG	138,000	WI	WHEFA	TE	NR / AA / AA	2032	NC	5.00%	3.39%	N/A
Froedtert Thedacare Health OG	69,895	WI	WHEFA	TE	NR / AA / AA	2044	2035(C)	5.25%	4.73%	4.92%
Centurion Foundation Lamar	32,985	TX	NFA	TE	NR / NR / NR	2035	MWC	5.05%	5.05%	N/A
Centurion Foundation Lamar	4,865	TX	NFA	TAX	NR / NR / NR	2035	MWC	6.82%	6.82%	N/A
<b>Exp. Pricings, Week of 6/30</b>										
No Expected Pricings	-	-	-	-	-	-	-	-	-	-

## Relevant News

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### National Health Expenditures To Reach \$8.6 Trillion By 2033<sup>1</sup>

*Hospice News | June 25, 2025*

The health care sector by 2033 will comprise more than 20% of the United States' Gross Domestic Product, up from 17.6% in 2023. The nation's total health expenditures are projected to reach \$8.6 trillion in 2033, according to a report from the U.S. Centers for Medicare & Medicaid Services (CMS) that was published in Health Affairs on Wednesday. Increased hospice utilization could help relieve part of the nation's financial burden for health care, research has shown. Hospice care saves Medicare roughly \$3.5 billion for patients in their last year of life, according to a joint report from the National Hospice and Palliative Care Organization (NHPCO), the National Association for Home Care & Hospice (NAHC) and NORC at the University of Chicago. NHPCO and NAHC have since merged into the National Alliance for Care at Home.

### Congress Should Reconsider Breaking Up Pharmacy Benefit Managers, Experts Say<sup>2</sup>

*Healthcare Dive | June 27, 2025*

Bipartisan policies in Congress meant to lower drug costs by targeting middlemen in the pharmaceutical supply chain are likely to run up against a fundamental issue: the three major pharmacy benefit managers' chokehold on the U.S. drug market, experts said during a drug pricing transparency forum in Washington, D.C. this week. Influential lawmakers on both sides of the aisle have gotten behind proposals to force more transparency in the sector, delink PBM compensation from the drug rebates they negotiate with drugmakers and ban PBMs from profiting off of the difference between what they charge payers and reimburse pharmacies for a drug.

### Medicaid Cuts Would Push Struggling Rural Hospitals 'Over The Edge': Report<sup>3</sup>

*Healthcare Dive | June 23, 2025*

Lawmakers are targeting cuts to Medicaid and other programs to fund President Donald Trump's tax cuts and curb what they say is "waste, fraud and abuse" in the federal government. The House narrowly passed its reconciliation bill in late May, which called for significant cuts to Medicaid and mandated beneficiaries to meet work requirements to maintain coverage. It also increased the frequency of eligibility checks. Last week, Senate Republicans released their own version of the reconciliation bill, which included even deeper cuts to Medicaid. The bill expands work requirements and imposes more restrictions on provider taxes. Lawmakers will debate changes to the bill in the coming weeks, with the goal of getting the bill to Trump's desk by July 4.

## Relevant News

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### Supreme Court Upholds ACA Preventive Services Mandate<sup>1</sup>

**Medtech Dive** | June 27, 2025

The Supreme Court upheld a popular provision of the Affordable Care Act on Friday that requires private insurers to cover a range of preventive healthcare services without cost sharing. The 6-3 ruling is a victory for public health advocates and providers, who say the mandate preserves Americans' access to critical care, including cancer screenings, tests for chronic conditions, and sexual health and pregnancy-related services. The case, *Kennedy v. Braidwood Management, Inc.*, centered on the U.S. Preventive Services Task Force, which makes recommendations on what preventive care should be covered by insurers. Plaintiffs, led by Braidwood Management, had asserted the task force violates the Constitution because the members aren't appointed by the president or confirmed by the Senate.

### Industry Leaders Speak Out On Health Tech Policies, CMS' Digital Health Priorities<sup>2</sup>

**Fierce Healthcare** | June 24, 2025

Healthcare industry stakeholders made their case to leaders in President Donald Trump's health department last week about the need to improve the nation's health information technology infrastructure. The request for information garnered just over 1,300 comments from trade groups, provider and hospital associations, individual companies, payers, patients and providers. The comment letters spanned the gamut of traditional health IT issues, such as issues with the Trusted Exchange Framework and Common Agreement (TEFCA) and weak enforcement of information blocking rules.

### Transforming Employer Health Benefits: Large Employers' Activist Role<sup>3</sup>

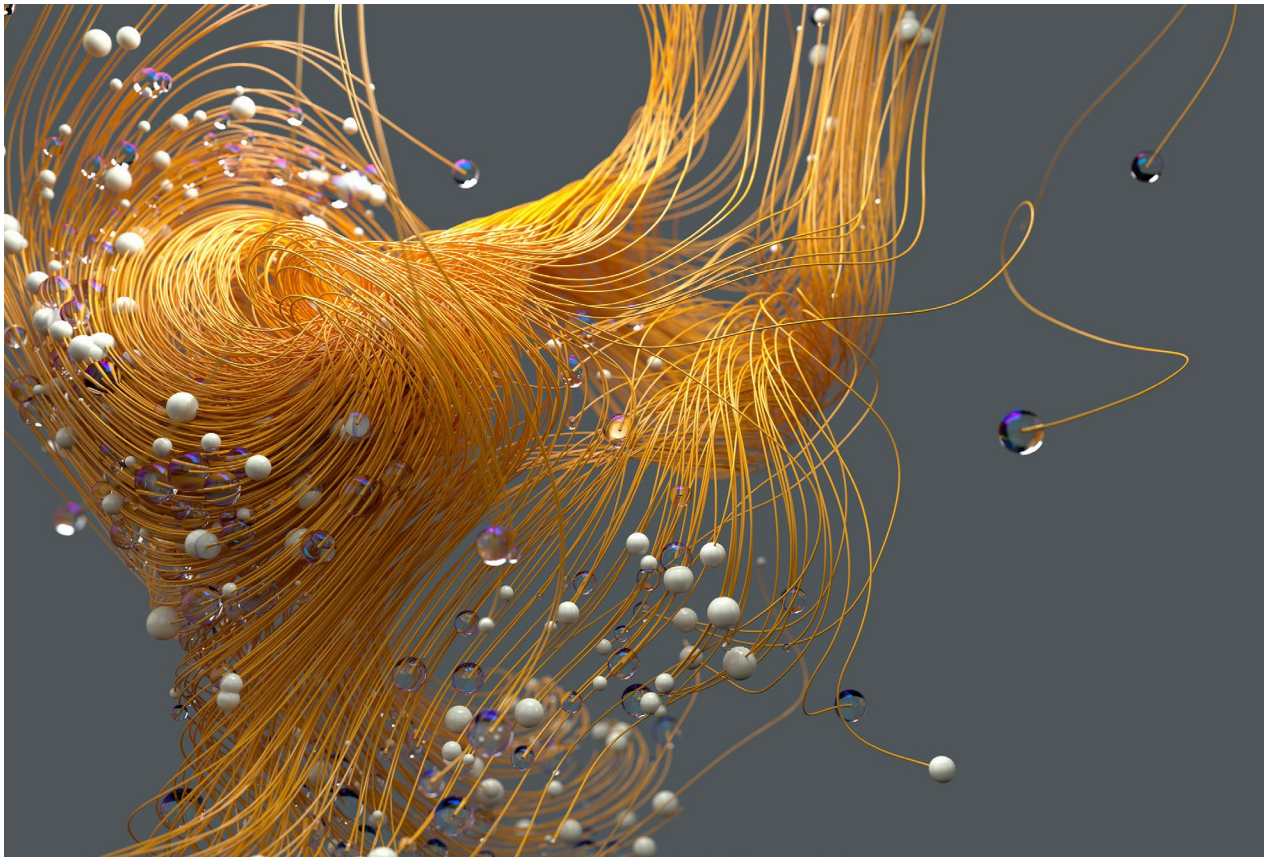
**McKinsey & Company** | June 26, 2025

Amid unprecedented rate hikes and financial pressures, large employers, which account for more than \$800 billion in healthcare expenditures, are driving the future of the health benefits market. Employers are the largest purchasers of health insurance in the United States, representing approximately 165 million lives and more than \$800 billion in healthcare expenditures. Large employers—those with more than 10,000 employees—are often innovators when it comes to benefit offerings, shaping the trends that are later adopted by small and medium-size employers. Every year, large employers submit about 300 requests for proposal (RFPs) to health insurance carriers, according to our research. They also account for \$16 billion to \$24 billion in potential revenue for healthcare partners, including health insurance plans, healthcare professionals, and other healthcare companies.

July 17, 2025

# Cain Brothers Industry Insights

## Healthcare Market Report

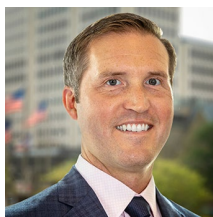


Banker commentary:

### **Opportunities for Ancillary Services in Senior Housing**

## Contents

- Banker Commentary
- M&A Activity
- Private Placements
- Equity Capital Markets
- Public Equity Indices
- High Grade, High Yield & Leveraged Loans
- Public Finance Market
- Relevant News
- Recent Cain Brothers Transactions



## Opportunities for Ancillary Services in Senior Housing

*Banker Commentary by Kyle Hemminger*

Senior housing operators have the opportunity to provide additional care and ancillary services to their residents. While it is common in the skilled nursing setting to have operators often owning affiliated therapy, pharmacy, and home health and hospice companies, for example, this is an emerging concept for senior housing operators. Senior housing operators have day-to-day insight on their resident population and the opportunity to provide meaningful care coordination. Adding ancillary services provides an opportunity to strengthen their resident connection, generate additional revenue streams, and provide further insight into resident health as private-pay senior housing increasingly trends towards value-based care.

The reason behind the rise of ancillary services via affiliated companies in skilled nursing is simple: thin margins from governmental payers led operators to look for alternative revenue streams. Having taken a multimillion-dollar risk on the physical plant (or in the form of a long-term lease), skilled nursing operators looked to capture additional revenue sources being generated within their facilities. The same opportunity and phenomenon are also happening in private-pay senior housing as third-party vendors enter the community daily to provide services to residents. While margin pressures may not be as challenged in senior housing, operators may not always have the ability to continue increasing rents to offset rising costs. Accordingly, capturing additional revenue from ancillary services may enable operators to be more thoughtful regarding future rental rate increases. Further, operators with either home care or home health companies, for example, can also provide services outside their community walls, which can be a source of resident referrals in addition to revenue expansion.

In addition to the revenue potential (and diversification), providing ancillary services to residents will provide operators with greater insights and control regarding their residents' overall health, satisfaction, and future needs. For example, service issues can be addressed directly without the need to work through a third-party vendor. Also, with better insights, better care and care coordination – wellness visits, routine immunizations, medication management, etc. – is possible, leading to better outcomes including longer lengths of stay in the operator's community. This is a positive for both the resident and the operator as residents age in place in a lower acuity setting and drive more durable revenue for the operator.

By extension, ancillary services provide a bridge towards value-based care which will only become more prevalent in private-pay senior housing as the growth and adoption of Medicare Advantage plans continue. Selectively, operators are beginning to dip their toes in the water as evidenced by Brookdale's HealthPlus program. At no additional cost, residents in qualified health plans gain access to additional services provided by Brookdale, which then receives a negotiated per-member, per-month payment. This can be an important differentiator for operators offering additional services to prospective residents. Further, while value-based care is less defined in its role in senior housing,

## continued...

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early adopters will benefit from experience and potentially have an impact in the future iterations of care delivery and reimbursement.

Senior housing operators that add ancillary services to their communities stand to strengthen their importance to each resident in their care while realizing financial benefits. Residents also stand to benefit in terms of better quality care as the operator's knowledge of the residents' needs becomes more well-rounded. This all translates into further leveraging senior housing operators' skills and abilities in an evolving world of value-based care.

# M&A Activity

## Selected Recent Healthcare Transactions (\$MM)

Date	Target Name	Acquirer	EV	Enterprise Value /		Description
				LTM Rev.	LTM EBITDA	
7/10/2025	Agile Occupational Medicine and Akeso Occupational Health	Angeles Equity Partners and Kain Capital	NA	NA	NA	Independent occupational medicine provider, with 42 locations across California and Arizona
7/9/2025	The Illuminate Group	Compass Group Partners	NA	NA	NA	Cold chain design and management provider
7/8/2025	Xealth (Providence Health System)	Samsung Electronics	NA	NA	NA	Multiple digital health solutions into a single user interface and platform
7/7/2025	Duke Empirical	TEAM Technologies (Arlington Capital Partners)	NA	NA	NA	Designer, developer and manufacturer of advanced medical devices for interventional cardiovascular applications
7/2/2025	Smart Square (AMN Healthcare)	symplr (Clearlake Capital Group, Charlesbank Capital Partners)	NA	NA	NA	Scheduling software
7/2/2025	Agape Care (Ridgemont Equity Partners)	Linden Capital Partners and CDPQ	~\$1,300 - \$1,500	NA	~18-19x	Provider of hospice care
7/2/2025	Paradigm	Neuberger Berman Capital Solutions (majority stake)	NA	NA	NA	Risk-taking organization focused on managing complex, high-cost cases and conditions for payors in the U.S. workers' compensation
7/1/2025	Arcadia	Nordic Capital	NA	NA	NA	Healthcare data platform using predictive insights, AI powered analytics, and actionable intelligence
6/30/2025	Western Washington Medical Group * IKS Health		NA	NA	NA	Washington based medical group with 100 providers in 20+ specialty areas
6/30/2025	IllumiCare	Premier	NA	NA	NA	EMR-agnostic platform
6/30/2025	Uspharma	1315 Capital	NA	NA	NA	Pharmaceutical development and manufacturing company commercializing several novel delivery platforms
6/27/2025	Solis Mammography (Madison Dearborn Partners)	TowerBrook Capital Partners	NA	NA	NA	Provider of specialized breast health services
6/27/2025	The Marena Group	CenterGate Capital	NA	NA	NA	Manufactures medical compression garments, offering post-surgical recovery garments
6/25/2025	Current Health (Best Buy Health)	Management	NA	NA	NA	Provider of remote patient monitoring solutions for home care
6/25/2025	Validate Health	Oliver Wyman (Marsh McLennan)	NA	NA	NA	Provider of healthcare analytics and financial optimisation for ACOs
6/24/2025	First Medical Associates	Latticework Capital Management	NA	NA	NA	Patient-centered primary care provider with eleven clinics



# Private Placement Activity

## Selected Recent Healthcare Transactions (\$MM)

Date	Company	Investor(s)	Type	Amount	Description
7/9/2025	Vytalize Health	Jory Capital	Undisclosed	\$55	Tech-enabled value-based care platform
6/24/2025	Arine	Town Hall Ventures (lead), Kaiser Permanente Ventures and other existing investors	Series C	\$30	AI-driven medication intelligence
6/24/2025	NPHub	Edison Partners	Growth Equity	\$20	Digital platform matching nurse practitioner students and professionals with clinical rotation and job placements
6/20/2025	Tennr	Institutional Venture Partners (lead), Andreessen Horowitz, Foundation Capital, GV Management Company, ICONIQ Capital, Lightspeed Ventures	Undisclosed	\$101	AI solution for the patient referral process
6/17/2025	Nabla	HV Capital (lead), Highland Europe, DST Global, Cathay Innovation, Tony Fadell's Build Collective	Series C	\$70	Clinical AI that optimizes clinical and financial workflows
6/18/2025	Allied OMS *	65 Equity Partners	Minority Recap	Undisclosed	Doctor-owned, doctor-led, and doctor-governed MSO that partners with oral and maxillofacial surgery practices
6/16/2025	Ellipsis Health	Salesforce, Khosla Ventures, and CVS Health Ventures (co-leads), Mitsui Global Investment, Collier, E12, and AME Cloud Ventures	Series A	\$45	Artificial intelligence-based speech analytics software
6/12/2025	Commons Clinic	RA Capital (lead), Floating Point, SteelSky Ventures, Time BioVentures, Courtside Ventures, and Commons Clinic physicians	Series B	\$26	Multi-specialty healthcare platform
6/3/2025	Paytient	Trinity Capital	Growth	\$40	Healthcare payments company helping people better access and afford care.
5/27/2025	Emergency Care Partners	MidOcean Partners	Preferred Equity	\$100	Provider of emergency medicine services for hospitals
5/20/2025	ProgenyHealth	Cressey & Company and Sunstone Partners	Growth	Undisclosed	Maternity and NICU care management provider
5/14/2025	Cohere Health	Temasek (lead), Deerfield Management, Define Ventures, Flare Capital Partners, Longitude Capital, and Polaris Partners	Series C	\$90	Clinical intelligence company providing AI-enabled prior authorization solutions for physicians and health plans
5/14/2025	Sprinter Health	General Catalyst (lead), Andreessen Horowitz (a16z) Bio + Health, Regents of the University of California, Google Ventures, and Accel	Series B	\$55	Mobile healthcare provider that combines technology and a full-stack medical practice
5/14/2025	TELUS Health	GTCR	Preferred Minority Equity	\$200	Provider of payor technology, pharmacy management technology, electronic medical records and supplemental benefits
5/13/2025	PhaseV	Accel and Insight Partners (co-leads), Viola Ventures, EXOR, and LionBird	Series A	\$50	AI/ML-driven clinical development
4/30/2025	Plenful	Mitchell Rales and Arena Holdings (co-leads), Notable Capital, Bessemer Venture Partners, TQ Ventures, Susa/Kivu Ventures	Series B	\$50	AI-enabled healthcare workflow automation platform

# Equity Capital Markets

## Market Overview

- Last week saw muted issuance in comparison to recent weeks as companies began to roll into earnings-related blackout periods:
  - Last week: 0 IPOs; 4 follow-ons; 0 converts
- The financial staleness deadline for IPOs is August 7<sup>th</sup> → creating an opportune window for select issuers to capitalize on the recent market rally → 2 IPO issuers launched their roadshow on July 14<sup>th</sup> (McGraw Hill & NIQ Global Intelligence)
- We expect more robust follow-on and convertible activity once earnings season is fully under way and companies come out of their respective blackouts while sponsors look to monetize with equities hovering near all-time highs

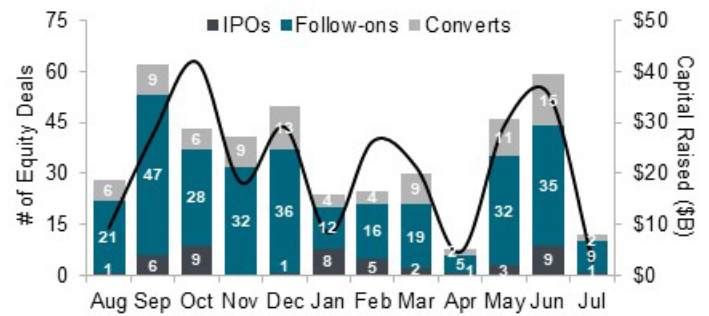
## ECM Activity (Last 4 Weeks & YoY)

	2025 - Last 4 Weeks			2024 - Last 4 Weeks		
	Vol (\$MM)	# Deals	% Share	Vol (\$MM)	# Deals	% Share
IPO	1,237	4	8%	856	3	11%
CONV	5,980	6	40%	5,331	7	68%
FO	7,876	25	52%	1,678	11	21%
Total	15,094	35	100%	7,865	21	100%

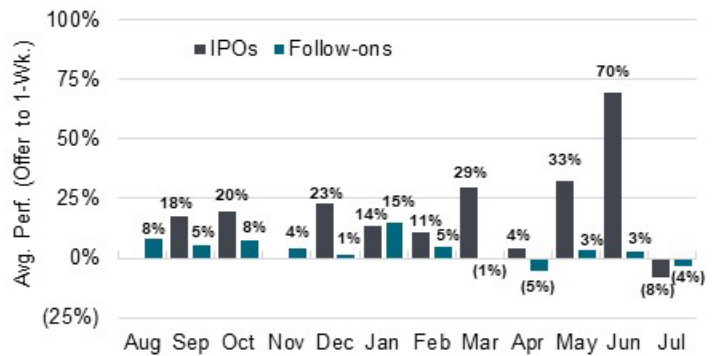
  

	2025 YTD			2024 YTD		
	Vol (\$MM)	# Deals	% Share	Vol (\$MM)	# Deals	% Share
IPO	14,171	29	11%	13,852	33	12%
CONV	42,483	47	33%	38,395	54	34%
FO	71,094	128	56%	60,171	190	54%
Total	127,748	204	100%	112,418	277	100%

## U.S. ECM Offerings (LTM; IPOs, Follow-ons & Converts)



## IPO & Follow-on 1-Week Performance (LTM)



## Most Recent Healthcare Initial Public Offerings (\$MM)

Issuer Information				Deal Sizing			Pricing		Performance		
Pricing Date	Company	Sector	Ticker	Deal Value (\$MM)	Market Cap (\$MM)	Deal as % of Mkt. Cap	% Primary	Offer Price	Final Range	1-Day	1-Week
6/17/2025	Caris Life Sciences	Healthcare Technology	CAI	\$568.2	\$5,836.6	9.7%	100.0%	\$21.00	\$19.00 - \$20.00	33.3%	31.9%
6/5/2025	Omada Health	Healthcare Technology	OMDA	\$172.6	\$1,059.1	16.3%	100.0%	\$19.00	\$18.00 - \$20.00	21.1%	(9.6%)
5/21/2025	Hinge Health*	Healthcare Technology	HNGE	\$502.9	\$2,579.1	19.5%	54.2%	\$32.00	\$28.00 - \$32.00	17.4%	28.1%
3/5/2025	Kestra Medical Technologies	Medical Products	KMTS	\$232.3	\$842.1	27.6%	100.0%	\$17.00	\$14.00 - \$16.00	28.5%	24.5%
1/29/2025	Beta Bionics	Medical Products	BBNX	\$234.6	\$728.6	32.2%	90.4%	\$17.00	\$16.00 - \$17.00	39.0%	34.4%

## Most Recent Healthcare Follow-on Offerings (\$MM)

Issuer Information					Deal Sizing				Pricing	Performance	
Pricing Date	Company	Sector	Deal Type	Ticker	Deal Value (\$MM)	Market Cap (\$MM)	Deal as % of Mkt. Cap	% Primary	Discount to File	1-Day	1-Week
6/10/2025	Brightspring Health Services	Services	Marketed	BTSG	\$350.2	\$3,923.0	8.9%	0.0%	(2.2%)	0.6%	(1.8%)
5/22/2025	Guardian Pharmacy Services	Services	Marketed	GRDN	\$157.5	\$1,429.0	11.0%	0.0%	(20.8%)	4.5%	1.9%
5/15/2025	Senseonics	Medical Products	Marketed	SENS	\$57.5	\$437.0	13.2%	100.0%	(9.1%)	6.0%	5.0%
5/14/2025	Waystar	Healthcare Technology	Marketed	WAY	\$557.0	\$6,834.3	8.2%	0.0%	(3.9%)	1.3%	1.4%
2/20/2025	Waystar	Healthcare Technology	Marketed	WAY	\$920.0	\$7,058.2	13.0%	0.0%	(11.3%)	5.5%	6.1%

## Most Recent Healthcare Convertible Debt Offerings (\$MM)

Issuer Information				Deal Sizing			Pricing	
Pricing Date	Company	Sector	Ticker	Deal Value (\$MM)	Market Cap (\$MM)	Deal as % of Mkt. Cap	Coupon	Premium
6/30/2025	Tempus AI	Healthcare Technology	TEM	\$750.0	\$10,999.8	6.8%	0.75%	32.50%
5/8/2025	Hims & Hers Health*	Healthcare Technology	HIMS	\$1,000.0	\$11,504.9	8.7%	0.00%	37.50%
3/13/2025	Integer*	Medical Products	ITGR	\$1,000.0	\$3,980.3	25.1%	1.88%	27.50%
3/4/2025	Alphatec	Medical Products	ATEC	\$405.0	\$1,690.9	24.0%	0.75%	32.50%
1/24/2025	Semler Scientific	Medical Products	SMLR	\$100.0	\$566.7	17.6%	4.25%	25.00%

Sources: Bloomberg, Capital IQ, Dealogic, and Press Releases

Note: Transactions include IPOs, follow-ons (including bought deals) and convertible offerings of \$25mm or more priced on a U.S.-based exchange; Price performance includes both marketed and bought deal follow-ons; \* denotes Cain Brothers / KBCM transaction; excludes fixed price IPOs

Transaction occurred the past week

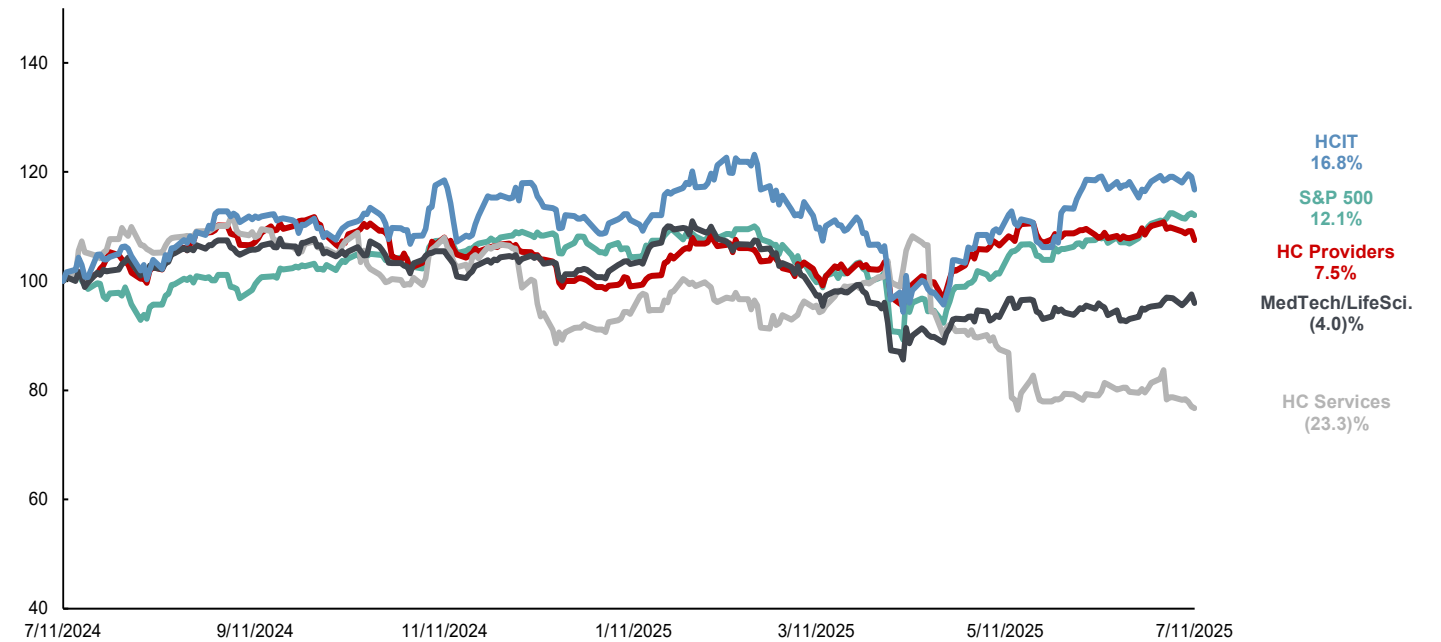
# Public Equity Indices

## Equity Indices (as of July 11, 2025)

Index	Wk Open	Wk Close	Returns	
			52 Week	Weekly
DJIA	44,829	44,372	11.6%	(1.0%)
S&P 500	6,279	6,260	12.1%	(0.3%)
NASDAQ	20,601	20,586	12.6%	(0.1%)
Russell 2000	2,249	2,235	5.2%	(0.6%)
NYSE Healthcare	23,862	23,808	(10.4%)	(0.2%)

Cain Brothers Indicies	Returns	
	52 Week	Weekly
Acute Care	9.2%	0.1%
Alternate Site Services	0.4%	(1.2%)
Diagnostics	5.5%	(2.8%)
Distribution	28.6%	(1.3%)
Healthcare IT	16.8%	(2.0%)
Healthcare REITs	44.0%	1.6%
Managed Care	(36.7%)	(2.7%)
Medical Technology	(1.8%)	(1.0%)
Outsourced Services	(32.5%)	(7.0%)
Pharma Services	(19.9%)	0.1%
Pharmacy	10.0%	(3.5%)
Primary Care	(54.4%)	(4.5%)
Post-Acute Care Services	13.6%	(2.4%)
Post-Acute Care Facilities	6.5%	(2.8%)

## Cain Brothers Healthcare Indices (1YR Performance)



# High Grade, High Yield & Leveraged Loan Market

## Market Summary

### High Grade

- Despite trade tensions flaring last week, IG issuance marched on with 16 issuers (30 tranches) tapping the market to raise \$30.3 BN; the total was enough to surpass even the highest estimates for the month.

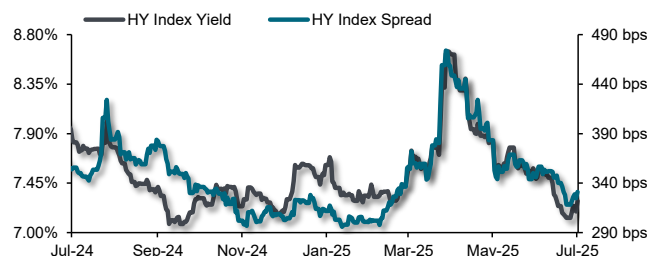
### High Yield

- The high yield primary market saw \$8.2 BN across six deals, continuing the trend of elevated new issue activity over the past month as issuers take advantage of constructive market conditions.

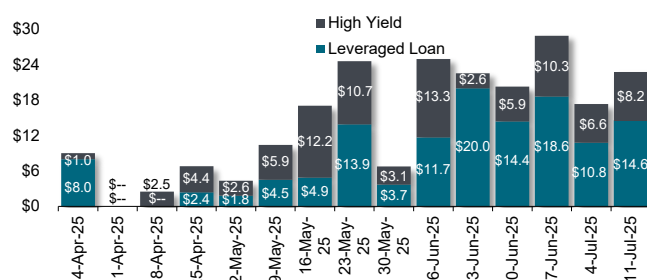
### Term Loan B Market

- CLO issuance has remained strong throughout 2025, and spreads have begun to stabilize recently after ticking upwards from 2025 lows reached in February.

## HY Index Yield & Spread (YTD)



## Weekly New Issue Volume (\$BN)



## New-Issue Clearing Yields<sup>1</sup> (\$MM)

Double-B Issuers	4Q24	1Q25	30-Day Rolling Average
			07/11/25
Ba1	S+192 / 6.6%	S+233 / 6.7%	--
Ba2	S+198 / 6.6%	S+199 / 6.4%	S+225 / 6.6%
Ba3	S+252 / 7.1%	S+232 / 6.7%	S+228 / 6.7%
Single-B Issuers	4Q24	1Q25	30-Day Rolling Average
			07/11/25
B1	S+303 / 7.6%	S+278 / 7.2%	S+293 / 7.3%
B2	S+357 / 8.2%	S+333 / 7.7%	S+349 / 7.9%
B3	S+383 / 8.5%	S+357 / 7.9%	S+376 / 8.3%

## Most Recent Healthcare High-Grade Issuances (\$MM)

Date	Issuer	Security	Size	Ratings	Coupon	Maturity	Spread	IPT-Pricing
6/26/2025	Takeda U.S. Financing Inc	Sr Notes	\$1,650	Baa1/BBB+/-	5.200%	7/7/2035	+100	28 bps
6/26/2025	Takeda U.S. Financing Inc	Sr Notes	\$750	Baa1/BBB+/-	5.900%	7/7/2055	+110	33 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$500	A2/A+/A	4.400%	6/15/2028	+52	28 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$750	A2/A+/A	4.650%	1/15/2031	+70	25 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$1,000	A2/A+/A	5.300%	6/15/2035	+92	28 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$750	A2/A+/A	5.950%	6/15/2055	+112	28 bps
6/5/2025	Dentsply Sirona Inc	Sub-Notes	\$550	Baa3/BB/-	8.375%	9/12/2055	--	38 bps

## Most Recent Healthcare High-Yield Issuances (\$MM)

Date	Issuer	Security	Size	Ratings	Coupon	Maturity	Spread	Price Talk
6/26/2025	Radiology Partners *	Sr. Sec. Notes	\$900	B3/B-/NR	8.500%	7/15/2032	447 bps	8.25%-8.50%
6/2/2025	IQVIA	Sr. Notes	\$2,000	Ba2/BB/NR	6.250%	6/1/2032	201 bps	6.375% area
5/20/2025	Teva	Sr. Notes	\$700	Ba1/BB/BB	5.750%	12/1/2030	181 bps	6.00% area

## Most Recent Healthcare Leveraged Loan Issuances (\$MM)

Date	Issuer	Ownership	Corp. Ratings	Use of Proceeds	Size	Pricing	Yield
6/26/2025	WS Audiology	EQT Partners	B3 / B	Repricing	\$1,080	SOFR+350, 0% @ 100	7.827%
6/26/2025	MyEyeDr	Goldman Sachs	B3 / B-	Repricing	\$1,443	SOFR+325, 0% @ 100	7.577%

## Most Recent Healthcare Pro Rata Issuances (\$MM)

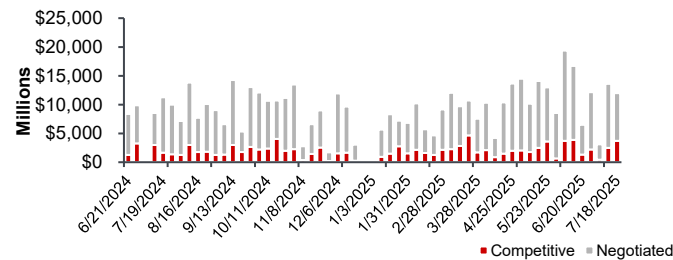
Date	Issuer	Ownership	Ratings	Use of Proceeds	Size	Pricing (in bps)	Financial Covenants
6/11/2025	Baxter International	Public	Baa2 / BBB	Refinancing	\$2,200mm 5-year Revolver \$645mm 2-year TLA	Ratings-based Grid SOFR+87.5-162.5 Opens at SOFR+125	Max. Net Leverage Ratio: 4.25x

# Public Finance Market

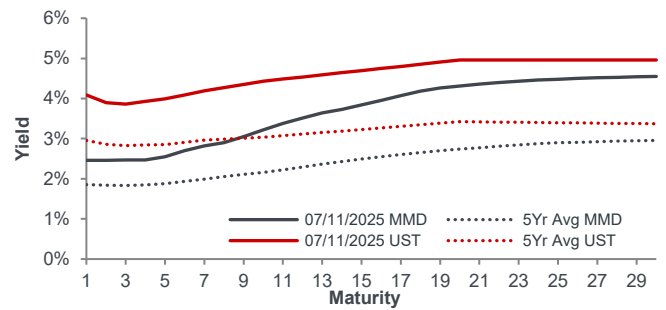
## Market Overview

- The yield on the benchmark 10-year U.S. Treasury Note increased 8 bps week-over-week, closing at 4.43% on Friday. 10-year MMD decreased 1 bps week over week.
- Healthcare Public Issuance in 2024 increased 143% vs 2023. YTD 2025 Issuance through the July 11<sup>th</sup> was 14% higher than YTD 2024 through the end of July.
- Muni bond funds gained \$431.8 MM and high yield funds gained \$137.1 MM for the week ended July 11<sup>th</sup>.

## Weekly New Issue Volume (\$MM)



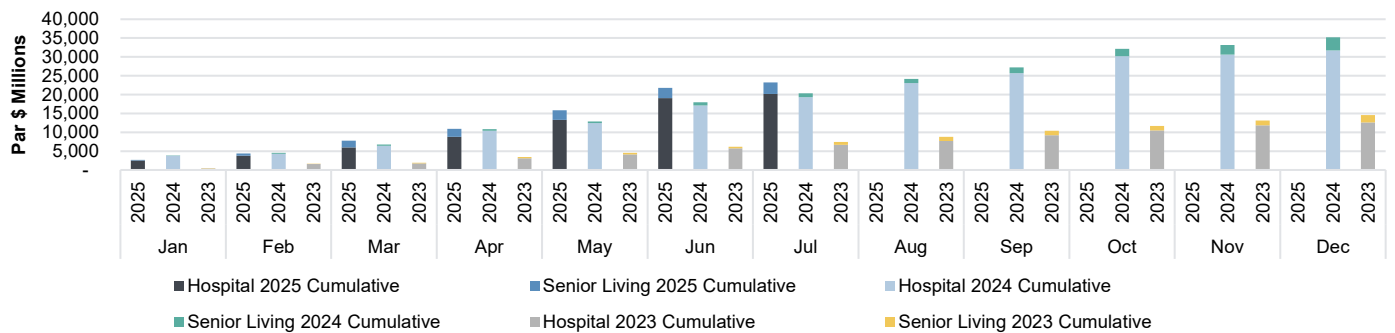
## MMD & UST Yield Curve



## Benchmark Yields

Treasury Yields			MMD Yields			Ratio
Yr	Yield	Δ (W/W)	Yr	Yield	Δ (W/W)	MMD/ UST
2	3.90%	2 bps	2	2.46%	(7 bps)	63%
10	4.43%	8 bps	10	3.22%	(1 bps)	73%
30	4.96%	10 bps	30	4.55%	1 bps	92%

## Healthcare Public Issuance Overview



## Recent Healthcare Public Issuance

Healthcare Public Issuance <sup>(1)</sup>										
Borrower/Enhancement	Par (000s)	State	Issuer	Tax Status	LT Ratings (M/S/F)	Final Mat.	Call, Put or Reprice*	Final Mat. Cpn.	YTW	YTM
Recent Pricings, Week of 7/7										
State of Texas	298,100	TX	TPFA	TAX	NR / AAA / AAA	2044	2034 (C)	5.54%	5.54%	N/A
Care Communities, LLC	253,515	MA	MDFA	TE	NR / NR / NR	2060	2035 (C)	6.50%	6.63%	N/A
Care Communities, LLC	2,605	MA	MDDA	TAX	NR / NR / NR	2027	NC	7.70%	7.70%	N/A
Jupiter Medical Center Project	153,480	FL	PBCHFA	TE	NR / BBB- / BBB	2055	2035 (C)	5.25%	5.51%	N/A
Legacy Midtown Park Project	72,540	TX	NHCEFFC	TE	NR / NR / NR	2056	2035 (C)	7.13%	7.15%	N/A
Exp. Pricings, Week of 7/14										
Renown Regional Med Center	194,380	NV	PFA	TE	NR / A / A+	-	-	-	-	-
Sequoia Living Projects	151,980	CA	CSCDA	TE	NR / AA- / NR	-	-	-	-	-

# Relevant News

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## U.S. Healthcare IT Corporates Resilient Amid Medicaid Cuts<sup>1</sup>

*Fitch Ratings | July 9, 2025*

U.S. healthcare information technology (HCIT) companies face moderate revenue headwinds from reduced Medicaid funding outlined in the One Big Beautiful Bill Act (OBBBA), says Fitch Ratings. Fitch does not expect the ratings of these companies to be affected as the impact of prospective funding cuts will be mitigated by the essential nature of these IT services, strong recurring revenue streams, and variable cost structures. The HCIT sector encompasses providers of software solutions and services that target various functions throughout the healthcare value chain, including revenue cycle management (RCM), electronic health record systems (EHR), and Medicaid administrative operations. Many HCIT companies have transaction-based revenue models that are closely tied to patient visit volumes. Medicaid reductions may cause individuals to forgo routine checkups, diagnostics, and elective procedures, affecting these revenues.

## What's Driving Cardiology's Outpatient Migration? 4 Things To Know<sup>2</sup>

*Becker's Hospital Review | July 10, 2025*

In 2021, about 25% of all ASCs in the U.S. had hospital shareholders, according to an article published July 7 in JACC. With the volume of ASCs in the U.S. expected to grow 21% by 2034, researchers were interested in analyzing the driving forces behind cardiology's shift to outpatient care. In 2022, 65% of outpatient peripheral vascular interventions in Medicare beneficiaries were performed in office-based laboratories. The volume of cardiovascular services performed in ASCs is projected to grow 15% between 2023 and 2028.

## How Health Systems Are Reshaping Their Strategies In The Face Of Federal Policy Uncertainty<sup>3</sup>

*Fierce Healthcare | July 11, 2025*

Hospitals, health systems and physician practices are shifting their operational and financial strategies in the face of rapidly changing federal regulations. Most healthcare delivery organizations (86%) have contingencies in place—some are scaling back services and restructuring their workforce, while others are expanding high-reimbursement lines, according to a KLAS Research survey. As organizations prepare for the financial impact of regulatory changes, it's likely many health systems will cut back on low-margin care, KLAS researchers noted. Most of the survey respondents are C-level or VP-level leaders or directors at their organizations.

## Relevant News

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### **CMS Proposes 3.6% Pay Bump For Docs, Takes Aim At Chronic Conditions In Physician Fee Schedule<sup>1</sup>**

***Fierce Healthcare | July 14, 2025***

The Trump administration is proposing a pay bump for physicians in 2026, alongside new reforms that align with the agency's Make America Healthy Again positioning. The Centers for Medicare & Medicaid Services released the proposed physician fee schedule on Monday evening, which would set the conversion factor, or the amount that Medicare pays per work relative value unit, at \$33.42, an increase of 3.62% over the 2025 rate of \$32.35. That increase accounts for a 2.5% payment adjustment required by the Big Beautiful Bill Act, and a bump of 0.55% to account for changes to some RVUs, per a fact sheet on the rule.

### **ASCs Push For Growth Despite Mounting Operational Pressures<sup>2</sup>**

***Ambulatory Surgery Center News | July 8, 2025***

As ambulatory surgery centers (ASCs) enter the back half of 2025, operators are navigating a crosscurrent of forces. On one side is a drive toward growth, whether that's through new specialties, strategic partnerships or investment in technologies such as robotics and AI. On the other: a thicket of operational hurdles that continue to complicate ASCs' best laid plans. Earlier this year, Ambulatory Surgery Center News surveyed our audience on the biggest trends, challenges and opportunities shaping 2025. Now at the year's midway point, ASC News is revisiting that survey to share previously unreported findings, with topics ranging from emerging operational challenges and market consolidation to service-line expansion and patient-volume projections.

### **Telehealth Companies Take Quiet Victory Lap Over New Tax Law<sup>3</sup>**

***Modern Healthcare | June 26, 2025***

One sector in healthcare is embracing the sweeping policy changes from President Donald Trump's signature tax law. The legislation, which was signed into law earlier this month, delivers a series of potential wins for digital health companies. While hospitals and insurers are criticizing the cuts to Medicaid enrollment, telehealth companies are quietly celebrating its wins under the law. Plans and employers can offer patients with health savings accounts tied to high-deductible health plans discounted telehealth services. Other digital health companies may see potential tax benefits from the law. Estelle Giraud, CEO and co-founder at Trellis Health, said a provision in the law that incentivizes companies to hire U.S.-based employees like developers will benefit her company.



July 31, 2025

# Cain Brothers Industry Insights

## Healthcare Market Report



Banker commentary:

### **The Big Beautiful Bill and Its Impact on Skilled Nursing Facilities**

## Contents

- Banker Commentary
- M&A Activity
- Private Placements
- Equity Capital Markets
- Public Equity Indices
- High Grade, High Yield & Leveraged Loans
- Public Finance Market
- Relevant News
- Recent Cain Brothers Transactions



## The Big Beautiful Bill and Its Impact on Skilled Nursing Facilities

*Banker Commentary by Andy Goldberg*

### Key Takeaways:

- The BBB introduces several changes to Medicaid that will continue to add strain to the already burdened post-acute end market.
- Outsourcing is no longer optional — it's becoming essential for facility operators to remain competitive and deliver on quality and cost.
- SNFs need to pursue strategic outsourcing partnerships and adapt rapidly to remain viable.

The recent passage of the budget reconciliation bill — now known as the "Big Beautiful Bill" (BBB) — has introduced sweeping changes to Medicaid, bringing significant implications for hospitals and skilled nursing facilities (SNFs). The bill seeks to cut \$1 trillion from Medicaid over the next decade, including \$793 billion in Medicaid cuts and \$268 billion in Affordable Care Act (ACA) Marketplace reductions. These moves threaten the financial stability of many provider organizations, particularly those serving rural communities.

These cuts come at a time when there has been a strong push toward outsourcing in post-acute settings. SNFs in particular are feeling the dual pressures of reduced reimbursement and rising costs, all while striving to improve care quality to remain competitive. These challenges, coupled with the rising severity of their patient populations, are a perfect storm.

Operators are already responding to this shifting landscape. We're seeing initial reactions from health systems in the form of staff layoffs, potential service line reductions, and the warning of even longer wait times in emergency departments. For SNFs, the most immediate concern is the retroactive reduction in Medicaid coverage — from 90 days to 30 days. This change could add significant financial strain by eliminating reimbursement for care already provided to patients later deemed ineligible for Medicaid.

In addition to funding cuts, the BBB also includes changes to federal staffing mandates, further exacerbating operational challenges. Initially offering temporary relief, the law will ultimately impose strict compliance with staffing ratios in the future. For many SNFs, this means continuing to deliver care with potentially inadequate resources, risking declines in care quality, increased staff burnout, and operational instability.

While many of these stressors aren't new, the impact on SNFs is escalating. Operators are under constant pressure to do more with less. In response, outsourcing — already on the rise — is accelerating. These arrangements allow facility operators to reduce costs, mitigate risk, and access shared savings often tied to value-based care models.

We're seeing broad growth in outsourcing, but most acutely through partnerships with post-acute primary care and other ancillary care providers. These partners offer not only economies of scale

## continued...

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that allow them to deliver services with a better financial profile, but also improved capabilities in areas such as staffing, care delivery, and ultimately improved patient outcomes. With many of these outsourced care solutions aligning with value-based care offerings, which generate savings back to the facilities, SNFs can recapture some financial ground lost to Medicaid reductions, though not entirely.

This strategy is increasingly being viewed not just as a cost-cutting tactic but as a strategic pivot toward operational resiliency.

The convergence of Medicaid funding cuts, staffing mandates, and delayed relief provisions has created one of the most challenging operational environments SNFs have faced in years. Facilities must now rethink how they deliver care while navigating tighter margins and greater regulatory scrutiny.

Outsourcing is emerging as a viable solution — not simply to reduce costs, but to enhance care quality and preserve access to critical services. While shared savings programs can offer some financial cushion, they are not a complete solution. Success in this new environment will depend on a facility's ability to form strategic partnerships, embrace new care models, and innovate under pressure.

For SNFs, survival will require adaptation — and quickly. Those that invest in the right partnerships today will be better positioned to weather the storms of tomorrow.

# M&A Activity

## Selected Recent Healthcare Transactions (\$MM)

Date	Target Name	Acquirer	EV	Enterprise Value /		Description
				LTM Rev.	LTM EBITDA	
7/25/2025	BetterRX	BVP Forge	NA	NA	NA	Hospice pharmacy platform
7/24/2025	Group Health Cooperative Eau Claire	Priority Health	NA	NA	NA	Health plan serving approximately 61,000 members across Wisconsin including Medicaid and Medicare beneficiaries, commercial employer groups, and state employees
7/24/2025	Transcend Imaging	Modular Devices (O2 Investment Partners)	NA	NA	NA	Provider of mobile MR imaging labs
7/23/2025	ClearCost Health	MacroHealth (TT Capital, Newspring, Allumia)	NA	NA	NA	Provider of search and price transparency solutions
7/23/2025	Iodine Software (Advent International and Bain Capital)	Waystar	\$1,250	NA	NA	Healthcare AI revenue cycle optimization solutions
7/23/2025	Outreach Labs (Community Health Systems)	LabCorp	\$195	NA	NA	Ambulatory outreach laboratory services of CHS health systems in 13 states
7/21/2025	Brightli	Centerstone	Merger	NA	NA	Not-for-profit provider of mental health and substance use disorder care serving 250,000 people annually
7/21/2025	CurTec (Bencis Capital Partners)	Ampersand Capital Partners	NA	NA	NA	High-performance plastic packaging solutions for pharmaceutical and specialty chemical applications
7/16/2025	DignifiHealth	Sellers Dorsey (Consonance Capital Partners)	NA	NA	NA	Population health and value-based care data analytics company
7/17/2025	eBlu Solutions	Knipper Health (Frazier Healthcare Partners)	NA	NA	NA	Provider-integrated technology platform focused on the infusion-based specialty medication sector
7/16/2025	Empower Community Care	NexPhase Capital	NA	NA	NA	Behavioral health enablement platform providing proprietary, evidence-based services and software to support at-risk youth, families, and communities
7/14/2025	Dreampath Diagnostics	Summit Partners	NA	NA	NA	Solutions for digitizing workflows in anatomical pathology laboratories
7/10/2025	Agile Occupational Medicine and Akeso Occupational Health	Angeles Equity Partners and Kain Capital	NA	NA	NA	Independent occupational medicine provider, with 42 locations across California and Arizona
7/9/2025	The Illuminate Group	Compass Group Partners	NA	NA	NA	Cold chain design and management provider
7/8/2025	Xealth (Providence Health System)	Samsung Electronics	NA	NA	NA	Multiple digital health solutions into a single user interface and platform
7/7/2025	Duke Empirical	TEAM Technologies (Arlington Capital Partners)	NA	NA	NA	Designer, developer and manufacturer of advanced medical devices for interventional cardiovascular applications

# Private Placement Activity

## Selected Recent Healthcare Transactions (\$MM)

Date	Company	Investor(s)	Type	Amount	Description
7/23/2025	Aidoc	General Catalyst and Square Peg (co-leads), NVentures, Hartford HealthCare, Mercy, Sutter, WellSpan	Debt and Equity	\$150	Provider of AI clinical solutions
7/23/2025	Charta Health	Bain Capital Ventures (lead), Madrona, SV Angel, Refract Ventures, and South Park Commons	Series A	\$22	AI-enabled platform that automates billing and coding workflows
7/22/2025	AbsoluteCare	Kinderhook Industries, CVS Health Ventures, Pacific Life, and Lexington Partners	Undisclosed	\$135	Tech and data-enabled value-based care platform
7/21/2025	Fortuna	Andreessen Horowitz (lead)	Series A	\$18	Medicaid navigation platform
7/16/2025	evolvedMD	Goldman Sachs Alternatives (lead), Conductive Ventures, FCA Venture Partners, Healthworx Ventures, Tectonic Ventures, and Waterline Ventures	Series B	\$34	Collaborative care management provider that integrates mental health into primary care and other specialties
7/18/2025	Numan	Equity: Big Pi Ventures Debt: HSBC Innovation Banking	Equity and Debt	\$57	Digital healthcare platform focused on weight loss
7/15/2025	OpenEvidence	Google Ventures and Kleiner Perkins (co-leads), Sequoia Capital, Coatue, Conviction, Greycroft, and Thrive	Series B	\$210.0 \$3.5 bln valuation	Medical search and AI application
7/14/2025	PCI Pharma Services	Bain Capital and Kohlberg (co-leads), Mubadala Investment Company	Strategic	Undisclosed	Global contract development and manufacturing organization
7/15/2025	Fellow Health	5AM Ventuers (lead), Forest Road	Series B	\$24	Provider of male reproductive health through patient-centric testing solutions
7/9/2025	Vytalize Health	Jory Capital	Undisclosed	\$55	Tech-enabled value-based care platform
6/24/2025	Arine	Town Hall Ventures (lead), Kaiser Permanente Ventures and other existing investors	Series C	\$30	AI-driven medication intelligence
6/24/2025	NPHub	Edison Partners	Growth Equity	\$20	Digital platform matching nurse practitioner students and professionals with clinical rotation and job placements
6/20/2025	Tennr	Institutional Venture Partners (lead), Andreessen Horowitz, Foundation Capital, GV Management Company, ICONIQ Capital, Lightspeed Ventures	Undisclosed	\$101	AI solution for the patient referral process
6/17/2025	Nabla	HV Capital (lead), Highland Europe, DST Global, Cathay Innovation, Tony Fadell's Build Collective	Series C	\$70	Clinical AI that optimizes clinical and financial workflows
6/18/2025	Allied OMS *	65 Equity Partners	Minority Recap	Undisclosed	Doctor-owned, doctor-led, and doctor-governed MSO that partners with oral and maxillofacial surgery practices
6/16/2025	Ellipsis Health	Salesforce, Khosla Ventures, and CVS Health Ventures (co-leads), Mitsui Global Investment, Collier, E12, and AME Cloud Ventures	Series A	\$45	Artificial intelligence-based speech analytics software

# Equity Capital Markets

## Market Overview

- Several IPOs priced last week following a month-long drought:
  - Last week: 3 IPOs; 5 follow-ons; 2 converts
- One medtech-related issuer priced its IPO (Carlsmed)
- Leveraged sponsor-backed IPO exits returned as two assets came to the market last week (NIQ & McGraw Hill)
- We expect a productive window for follow-on activity by corporates and sponsors before the seasonal slowdown in late August
- The 2Q 25 earnings season kicked into high gear last week — but this week will be the busiest, with 40% of S&P 500 companies reporting

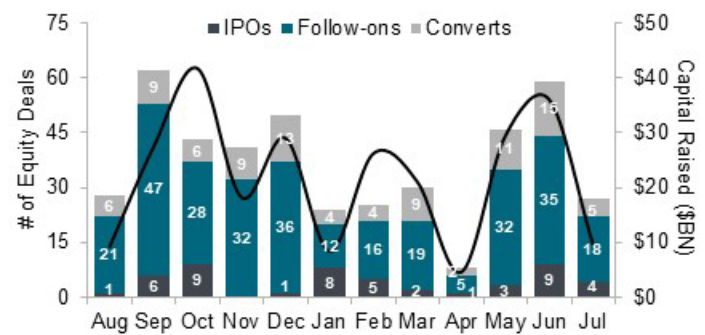
## ECM Activity (Last 4 Weeks & YoY)

	2025 - Last 4 Weeks			2024 - Last 4 Weeks		
	Vol (\$MM)	# Deals	% Share	Vol (\$MM)	# Deals	% Share
IPO	1,593	4	13%	6,827	6	68%
CONV	4,980	7	41%	1,673	3	17%
FO	5,709	19	46%	1,582	7	16%
<b>Total</b>	<b>12,282</b>	<b>30</b>	<b>100%</b>	<b>10,082</b>	<b>16</b>	<b>100%</b>

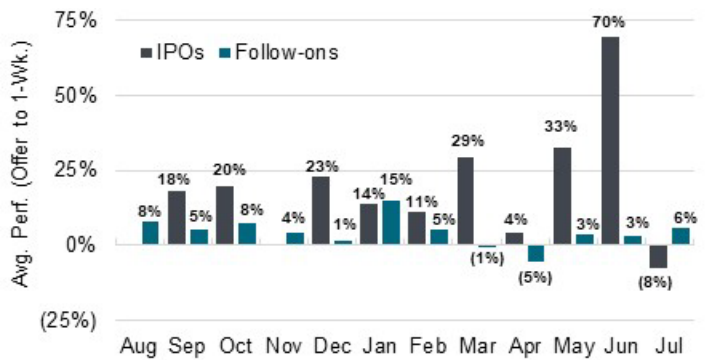
  

	2025 YTD			2024 YTD		
	Vol (\$MM)	# Deals	% Share	Vol (\$MM)	# Deals	% Share
IPO	15,736	32	12%	20,679	39	17%
CONV	44,578	50	33%	38,745	55	32%
FO	74,859	137	55%	61,417	195	51%
<b>Total</b>	<b>135,173</b>	<b>219</b>	<b>100%</b>	<b>120,840</b>	<b>289</b>	<b>100%</b>

## U.S. ECM Offerings (LTM; IPOs, Follow-ons & Converts)



## IPO & Follow-on 1-Week Performance (LTM)



## Most Recent Healthcare Initial Public Offerings (\$MM)

Issuer Information				Deal Sizing				Pricing		Performance	
Pricing Date	Company	Sector	Ticker	Deal Value (\$MM)	Market Cap (\$MM)	Deal as % of Mkt. Cap	% Primary	Offer Price	Final Range	1-Day	1-Week
7/22/2025	Carlsmed	Medical Products	CARL	\$100.5	\$397.7	25.3%	100.0%	\$15.00	\$14.00 - \$16.00	(3.3%)	-
6/17/2025	Caris Life Sciences	Healthcare Technology	CAI	\$568.2	\$5,836.6	9.7%	100.0%	\$21.00	\$19.00 - \$20.00	33.3%	31.9%
6/5/2025	Omada Health	Healthcare Technology	OMDA	\$172.6	\$1,059.1	16.3%	100.0%	\$19.00	\$18.00 - \$20.00	21.1%	(9.6%)
5/21/2025	Hinge Health*	Healthcare Technology	HNGE	\$502.9	\$2,579.1	19.5%	54.2%	\$32.00	\$28.00 - \$32.00	17.4%	28.1%
3/5/2025	Kestra Medical Technologies	Medical Products	KMTS	\$232.3	\$842.1	27.6%	100.0%	\$17.00	\$14.00 - \$16.00	28.5%	24.5%

## Most Recent Healthcare Follow-on Offerings (\$MM)

Issuer Information					Deal Sizing				Pricing	Performance	
Pricing Date	Company	Sector	Deal Type	Ticker	Deal Value (\$MM)	Market Cap (\$MM)	Deal as % of Mkt. Cap	% Primary	Discount to File	1-Day	1-Week
7/24/2025	Absci	Healthcare Technology	Marketed	ABSI	\$50.0	\$506.2	9.9%	100.0%	(14.5%)	(3.7%)	-
6/10/2025	Brightspring Health Services	Services	Marketed	BTSG	\$350.2	\$3,923.0	8.9%	0.0%	(2.2%)	0.6%	(1.8%)
5/22/2025	Guardian Pharmacy Services	Services	Marketed	GRDN	\$157.5	\$1,429.0	11.0%	0.0%	(20.8%)	4.5%	1.9%
5/15/2025	Senseonics	Medical Products	Marketed	SENS	\$57.5	\$437.0	13.2%	100.0%	(9.1%)	6.0%	5.0%
5/14/2025	Waystar	Healthcare Technology	Marketed	WAY	\$557.0	\$6,834.3	8.2%	0.0%	(3.9%)	1.3%	1.4%

## Most Recent Healthcare Convertible Debt Offerings (\$MM)

Issuer Information				Deal Sizing			Pricing	
Pricing Date	Company	Sector	Ticker	Deal Value (\$MM)	Market Cap (\$MM)	Deal as % of Mkt. Cap	Coupon	Premium
6/30/2025	Tempus AI	Healthcare Technology	TEM	\$750.0	\$10,999.8	6.8%	0.75%	32.50%
5/8/2025	Hims & Hers Health*	Healthcare Technology	HIMS	\$1,000.0	\$11,504.9	8.7%	0.00%	37.50%
3/13/2025	Integer*	Medical Products	ITGR	\$1,000.0	\$3,980.3	25.1%	1.88%	27.50%
3/4/2025	Alphatec	Medical Products	ATEC	\$405.0	\$1,690.9	24.0%	0.75%	32.50%
1/24/2025	Semler Scientific	Medical Products	SMLR	\$100.0	\$566.7	17.6%	4.25%	25.00%

Sources: Bloomberg, Capital IQ, Dealogic, and Press Releases

Note: Transactions include IPOs, follow-ons (including bought deals) and convertible offerings of \$25MM or more priced on a U.S.-based exchange; Price performance includes both marketed and bought deal follow-ons; \* denotes Cain Brothers / KBCM transaction; excludes SPACs and fixed price IPOs

Transaction occurred the past week



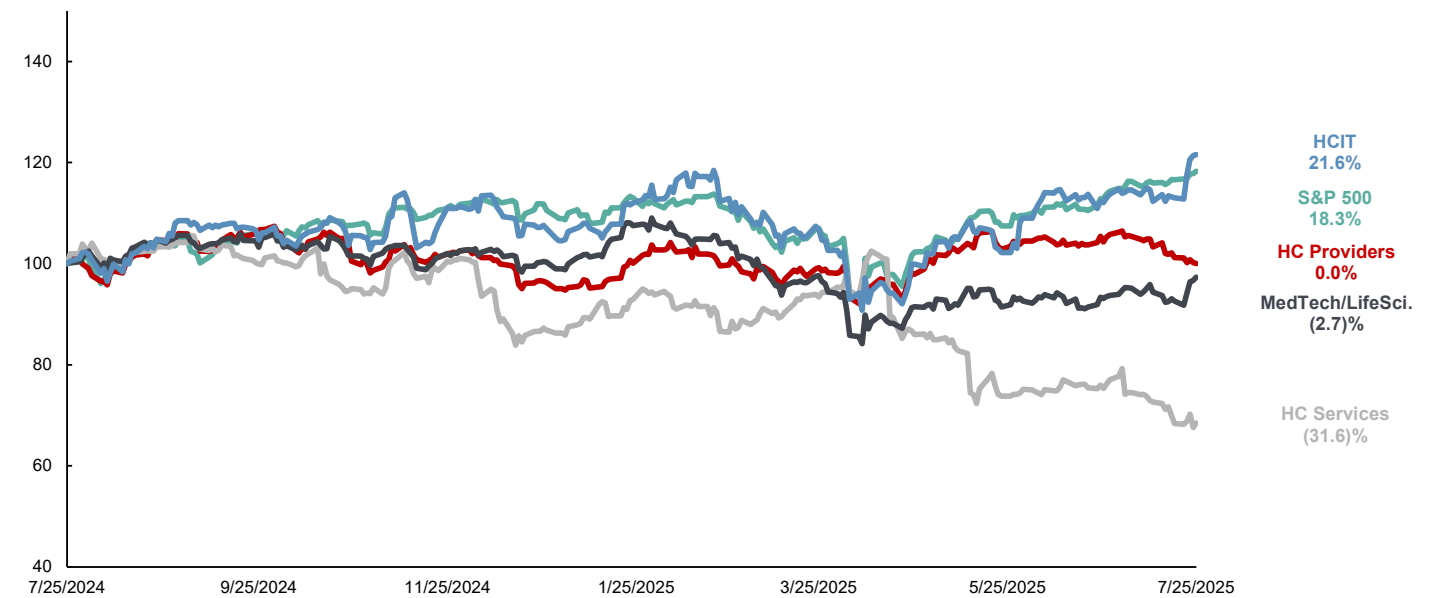
# Public Equity Indices

## Equity Indices (as of July 25, 2025)

Index	Wk Open	Wk Close	Returns	
			52 Week	Weekly
DJIA	44,342	44,902	12.4%	1.3%
S&P 500	6,297	6,389	18.3%	1.5%
NASDAQ	20,896	21,108	22.9%	1.0%
Russell 2000	2,240	2,261	1.7%	0.9%
NYSE Healthcare	23,079	23,849	(10.5%)	3.3%

Cain Brothers Indicies	Returns	
	52 Week	Weekly
Acute Care	(13.5%)	(8.3%)
Alternate Site Services	(9.1%)	(1.4%)
Diagnostics	9.1%	3.8%
Distribution	23.1%	(0.3%)
Healthcare IT	21.5%	7.5%
Healthcare REITs	44.3%	1.5%
Managed Care	(45.2%)	0.5%
Medical Technology	(1.3%)	4.2%
Outsourced Services	(37.1%)	5.8%
Pharma Services	(12.7%)	13.1%
Pharmacy	3.1%	(1.6%)
Primary Care	(61.1%)	0.5%
Post-Acute Care Services	5.4%	0.7%
Post-Acute Care Facilities	0.3%	2.5%

## Cain Brothers Healthcare Indices (1YR Performance)





# High Grade, High Yield & Leveraged Loan Market

## Market Summary

### High Grade

- IG market activity saw 13 deals last week to raise \$22.7 billion, with deals averaging a 4.7x oversubscription and flat new issue concessions.

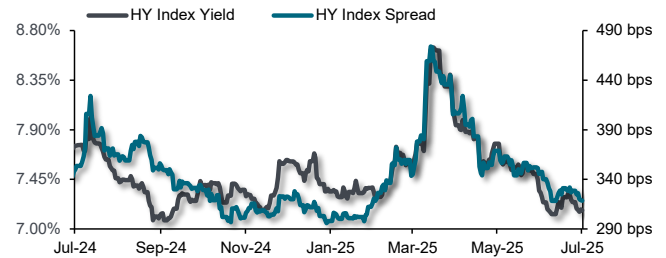
### High Yield

- The high yield primary market saw \$9.5 billion in issuance across 11 deals and reflected strong single-B demand.

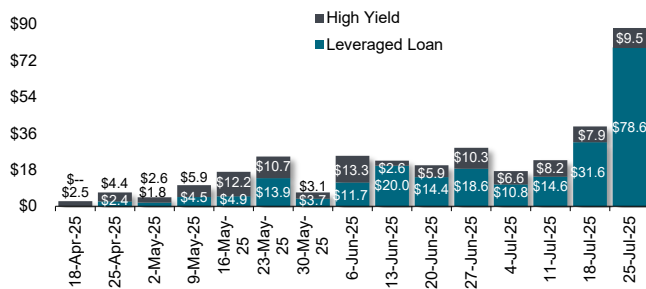
### Term Loan B Market

- CLO issuance has remained strong throughout 2025, and spreads have begun to come back down in June and July after ticking upwards from 2025 lows reached in February.

## HY Index Yield & Spread (YTD)



## Weekly New Issue Volume (\$BN)



## New-Issue Clearing Yields<sup>1</sup> (\$MM)

Double-B Issuers	1Q25	2Q25	30-Day Rolling Average
			07/25/25
Ba1	S+233 / 6.7%	S+265 / 7.1%	S+183 / 6.2%
Ba2	S+199 / 6.4%	S+230 / 6.6%	S+219 / 6.6%
Ba3	S+232 / 6.7%	S+268 / 7.2%	S+230 / 6.7%
Single-B Issuers	1Q25	2Q25	30-Day Rolling Average
			07/25/25
B1	S+278 / 7.2%	S+317 / 7.7%	S+289 / 7.3%
B2	S+333 / 7.7%	S+340 / 7.8%	S+317 / 7.6%
B3	S+357 / 7.9%	S+378 / 8.4%	S+353 / 8.0%

## Most Recent Healthcare High-Grade Issuances (\$MM)

Date	Issuer	Security	Size	Ratings	Coupon	Maturity	Spread	IPT-Pricing
6/26/2025	Takeda U.S. Financing Inc	Sr Notes	\$1,650	Baa1/BBB+/-	5.200%	7/7/2035	+100	28 bps
6/26/2025	Takeda U.S. Financing Inc	Sr Notes	\$750	Baa1/BBB+/-	5.900%	7/7/2055	+110	33 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$500	A2/A+/A	4.400%	6/15/2028	+52	28 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$750	A2/A+/A	4.650%	1/15/2031	+70	25 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$1,000	A2/A+/A	5.300%	6/15/2035	+92	28 bps
6/17/2025	UnitedHealth Group Inc	Sr Notes	\$750	A2/A+/A	5.950%	6/15/2055	+112	28 bps
6/5/2025	Dentsply Sirona Inc	Sub-Notes	\$550	Baa3/BB/-	8.375%	9/12/2055	--	38 bps

## Most Recent Healthcare High-Yield Issuances (\$MM)

Date	Issuer	Security	Size	Ratings	Coupon	Maturity	Spread	Price Talk
7/24/2025	Patterson Cos	Sr. Sec. Notes	\$500	B2/B-/NR	8.750%	4/17/2032	572 bps	8.75% cpn @ 93-94
7/23/2025	Team Health	Sr. Sec. Notes	\$430	NR/B-/B-	8.375%	6/30/2028	455 bps	8.50% area
6/26/2025	Radiology Partners *	Sr. Sec. Notes	\$900	B3/B-/NR	8.500%	7/15/2032	447 bps	8.25%-8.50%

## Most Recent Healthcare Leveraged Loan Issuances (\$MM)

Date	Issuer	Ownership	Corp. Ratings	Use of Proceeds	Size	Pricing	Yield
7/25/2025	Medline Industries	Blackstone Group	B1 / BB-	Repricing	\$4,074	SOFR+200, 0.5% @ 100	6.355%
7/25/2025	Medline Industries	Blackstone Group	B1 / BB-	Extension	\$3,500	SOFR+200, 0.5% @ 99.875	6.386%

## Most Recent Healthcare Pro Rata Issuances (\$MM)

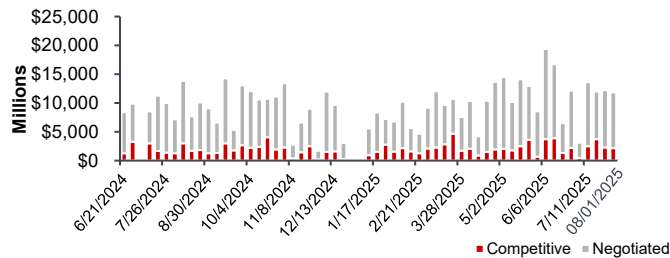
Date	Issuer	Ownership	Ratings	Use of Proceeds	Size	Pricing (in bps)	Financial Covenants
7/15/2025	Hologic	Public	Ba1 / BBB-	Refinancing	\$1,250mm 5-year Revolver \$1,169mm 5-year TLA	Ratings-based Grid SOFR+100-125 Opens at SOFR+100	Max. Net Leverage Ratio: 4.50x Min. Interest Coverage Ratio: 3.00x

# Public Finance Market

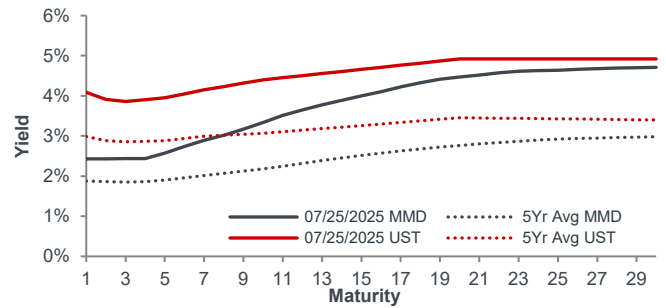
## Market Overview

- The yield on the benchmark 10-year U.S. Treasury Note decreased 4 bps week-over-week, closing at 4.40% on Friday. 10-year MMD decreased 1 bp week over week.
- Healthcare Public Issuance in 2024 increased 143% vs 2023. YTD 2025 Issuance through July 25<sup>th</sup> was 23% higher than YTD 2024 through the end of July.
- Muni bond funds gained \$572 MM and high yield funds lost \$202 MM for the week ended July 25<sup>th</sup>.

## Weekly New Issue Volume (\$MM)



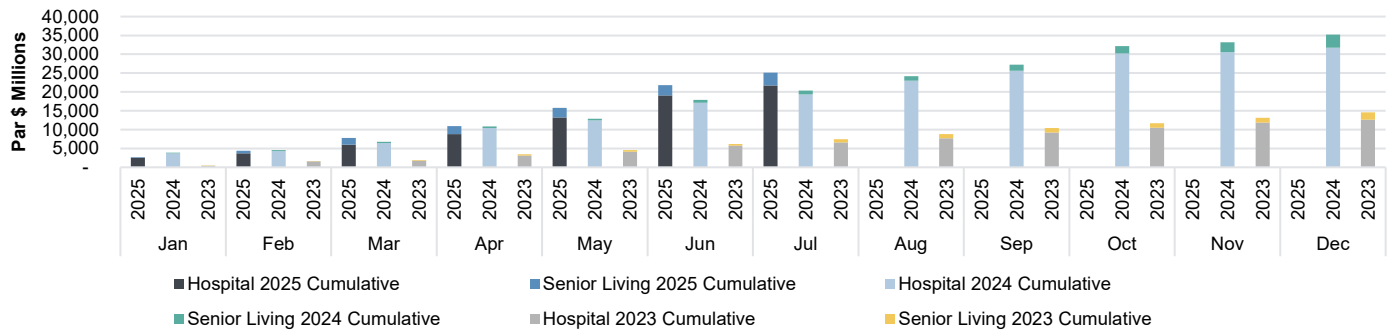
## MMD & UST Yield Curve



## Benchmark Yields

Treasury Yields			MMD Yields			Ratio
Yr	Yield	Δ (W/W)	Yr	Yield	Δ (W/W)	MMD/UST
2	3.91%	3 bps	2	2.43%	(3 bps)	62%
10	4.40%	(4 bps)	10	3.34%	(1 bps)	76%
30	4.92%	(8 bps)	30	4.71%	(6 bps)	96%

## Healthcare Public Issuance Overview



## Recent Healthcare Public Issuance

Healthcare Public Issuance										
Borrower/Enhancement	Par (000s)	State	Issuer	Tax Status	LT Ratings (M/S/F)	Final Mat.	Call, Put or Reprice*	Final Mat. Cpn.	YTW	YTM
Recent Pricings, Week of 7/21										
Texas Health Resources System	311,470	TX	TCCEFFC	TE	Aa2 / AA / NR	2055	2035(C)	5.00%	5.16%	N/A
Texas Health Resources System	300,000	TX	TCCEFFC	TE	Aa2 / AA / NR	2064	2029(P)	5.00%	3.09%	4.58%
Texas Health Resources System	300,000	TX	TCCEFFC	TE	Aa2 / AA / NR	2064	2032(P)	5.00%	3.58%	4.51%
Nash Health Care Systems	153,575	NC	NHCS	TE	NR / BBB+ / A-	2055	2035(C)	5.25%	5.48%	N/A
Oak Hammock at UF, Inc	57,225	FL	ACHFA	TE	NR / NR / BBB	2060	2035(C)	5.75%	5.73%	5.47%
Oak Hammock at UF, Inc.	18,910	FL	ACHFA	TE	NR / NR / BBB	2030	2026(C)	3.63%	3.63%	N/A
Oak Hammock at UF, Inc.	10,015	FL	ACHFA	TE	NR / NR / BBB	2030	2026(C)	3.75%	3.75%	N/A
Oak Hammock at UF, Inc	7,350	FL	ACHFA	TE	NR / NR / BBB	2030	2026(C)	4.00%	4.00%	N/A
HumanGood California OG	67,230	CA	CMFA	TE	NR / NR / A	2045	2032(C)	5.25%	5.03%	5.14%
Phelps Health	64,135	MO	PCM	TE	NR / BBB+ / NR	2055	2035(C)	6.00%	5.53%	5.74%
Exp. Pricings, Week of 7/28										
Hospital Sisters Credit Group	414,035	WI	WHEFA	TE	NR / A+ / A+	-	-	-	-	-
Mount Sinai Obligated Group	246,520	NY	DASNY	TE	Baa3 / BBB / NR	-	-	-	-	-
Sunrise of Long Beach	78,695	CA	CPFA	TE	NR / NR / NR	-	-	-	-	-
Community Health Centers	43,505	CA	CMFA	TE	NR / NR / BBB	-	-	-	-	-
Liberty Assisted Living	33,115	OH	DMCPA	TE	NR / NR / NR	-	-	-	-	-

## Relevant News

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### White House Releases AI Action Plan, Looks To Speed Adoption In Healthcare<sup>1</sup>

**Fierce Healthcare | July 23, 2025**

The White House released its AI Action Plan on Wednesday, which focuses on deregulating the technology, establishing regulatory sandboxes to test artificial intelligence innovation and promoting standards for the technology. The AI Action Plan (PDF) was directed by President Donald Trump's early executive order on AI, "Removing Barriers to American Leadership in Artificial Intelligence," signed Jan. 23. The document says AI could bring an "industrial revolution, information revolution and a renaissance" to the U.S., including breakthroughs in medicine and drug discovery. The proposals were laid out by Michael Kratsios, assistant to the president for science and technology, David Sacks, special advisor for AI and crypto, and Marco Rubio, assistant to the president for national security affairs, and are recommended as near-term actions for the administration.

### Hospitals Are Buying More Doctor's Offices. That's Tied To Higher Costs, Study Finds<sup>2</sup>

**Healthcare Dive | July 22, 2025**

New research in NBER links hospital-physician consolidation to lower competition and higher costs down the line. The American Hospital Association slammed the study as flawed. The healthcare industry has been steadily consolidating for years. The U.S.' once-robust network of independent physician practices is shrinking amid what doctors say is insufficient reimbursement and increasing administrative burden that make it difficult for them to remain operational on their own. Currently, more than three-fourths of U.S. doctors are employed by corporations, including health systems — with hospitals by far the largest owners, according to the Physicians Advocacy Institute.

### Addiction Treatment Sector Matures As Providers Embrace Consolidation, Digital Tools<sup>3</sup>

**Behavioral Health Business | July 28, 2025**

The substance use disorder (SUD) industry is due for an update. And that refresh could take many different forms, industry insiders believe. There is ample opportunity for consolidation, as well as integrating new technologies and treatment modalities. Part of this necessary update will be a response to new challenges. Several headwinds are likely to shape the industry over the next few years, including the evolving payment landscape and regulatory changes, which make growth opportunities harder to predict. Following a slow M&A environment over the past few years, deals in the SUD space have begun to gain momentum.

# Relevant News

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## Medicare Advantage In 2025: Enrollment Update And Key Trends<sup>1</sup>

*KFF | July 28, 2025*

Enrollment in Medicare Advantage, the private plan alternative to traditional Medicare, has increased steadily over the past two decades, with more than half of eligible beneficiaries enrolled in Medicare Advantage since 2023. The growth in enrollment has implications for federal spending, because according to the Medicare Payment Advisory Commission (MedPAC), Medicare payments to private plans are higher than spending for similar beneficiaries in traditional Medicare. In 2025, payments are 20% more per person, which translates into an additional \$84 billion in federal spending this year, substantially larger than the \$18 billion in higher spending a decade ago when about one-third of eligible beneficiaries were enrolled in a Medicare Advantage plan.

## MACPAC: Medicaid Home- And Community-Based Services Users Reach 2.5 Million As Institutional Care Declines<sup>2</sup>

*Home Health Care News | July 28, 2025*

The number of Medicaid beneficiaries using home- and community-based services (HCBS) has increased in recent years, reaching over 2.5 million individuals – while the number of beneficiaries utilizing institutional long-term services and supports (LTSS) declined. HCBS use increased by 2.6% of all Medicaid beneficiaries from 2019 to 2021, according to the Medicaid and CHIP Payment Access Commission's (MACPAC) July brief. The number of beneficiaries using institutional long-term services and Supports (LTSS), meanwhile, declined from 1.8 million in 2019 to 1.5 million in 2021.

## CMS Negotiates With Insurers As Medicare Premiums Set To Rise<sup>3</sup>

*Fierce Healthcare | July 29, 2025*

Medicare Part D premiums will increase next year, the Centers for Medicare & Medicaid Services (CMS) announced as the agency adjusts a Biden-era program. The base premium will be \$38.99, up from \$36.78 last year. The national average monthly bid amount, used by the government to calculate subsidies to plans, will increase from \$179.45 to \$239.27. In a news release Tuesday, the CMS said it took “unprecedented action” against insurers engaging in large premium increases. The feds negotiated bid terms and denied certain bids, the agency said.

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1. <https://www.kff.org/medicare/issue-brief/medicare-advantage-enrollment-update-and-key-trends/>

2. <https://homehealthcarenews.com/2025/07/macpac-medicare-home-and-community-based-services-users-reach-2-5-million-as-institutional-care-declines/>

3. <https://www.fiercehealthcare.com/payers/cms-negotiates-insurers-medicare-premiums-set-rise>