














2024 JPMorgan Healthcare Conference Takeaways and Themes

Commentary:

- With the 42nd annual JPMorgan conference in our rearview mirror, we wanted to provide you with some of the themes and observations present throughout the conference.
- Patient demand is being reported as extremely strong by providers, which shows a willingness of the patient to return to the doctor post-COVID. However, providers are still experiencing the challenges brought on by COVID, including staffing and inflation. With volumes recovering, provider organizations will need to be creative to remove cost from P&Ls as expenses continue to outpace reimbursement.
- While providers are playing defense with costs, they do have an exceptional opportunity to play offense with strategic ambulatory expansion opportunities that provide more favorable cost structures, which many large systems are in process of pursuing strategic areas of expansion to help combat those pressures.
- Attendees also expressed optimism around capital availability and interest rates with Fed Chairman Powell signaling in late 2023 the chance for three interest rate cuts in 2024. Obviously, this will help drive M&A activity and leaders expressed that acquisitions will be a significant portion of their growth strategy in 2024. Further, many felt M&A is a way to combat costs and remain on the forefront of care innovation and cost containment.
- Rounding out other areas of discussion include AI, specifically how to integrate AI into operations to drive efficiencies, improve outcomes and lower costs. Additionally, legislation around PBMs is being carefully watched by constituents. And finally, being an election year, folks are keeping an eye on the primaries and the likely rematch of the 2020 election and the implications of four years of the same administration or a reversion back to the Trump era.

Recent Hexagon Capital Alliance Healthcare Transaction Activity

 <p>has been acquired by</p> 	 <p>has acquired</p>  <p>The Worldwide Home Care division of</p> 	 <p>has been acquired by</p>  	 <p>has been acquired by</p> 	 <p>has been acquired by</p>  <p>a portfolio company of</p> 
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With 300+ Completed Transactions In The Firm's 24-Year History, Hexagon Capital Alliance's Investment Bankers Know The Appropriate Industry-Specific Strategic Buyers, Private Equity Groups, And Family Offices To Approach On Behalf Of Our Clients.

Select Healthcare Services Transactions

 <p>has been acquired by</p> 	 <p>has acquired</p>  <p>The Worldwide Home Care division of</p> 	 <p>has been acquired by</p> <p>Undisclosed Buyer</p>	 <p>has been acquired by</p> 	 <p>has been acquired by</p>  <p>a portfolio company of</p> 
 <p>a portfolio company of</p>  <p>has been acquired by</p> 	 <p>has been acquired by</p>  <p>a portfolio company of</p> 	 <p>has been acquired by</p>  <p>a portfolio company of</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 
 <p>has been acquired by</p> 	 <p>formed an affiliation with</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	<p>We provided investment banking services for</p> 
 <p>formed an affiliation with</p> 	 <p>has been acquired by</p> 	 <p>has been recapitalized by</p> 	 <p>has acquired</p> 	<p>BioVex, Inc.</p> <p>has been acquired by</p> 
<p>Home Pharmacy of California</p> <p>has been acquired by</p> 	 <p>has been acquired by</p> 	<p>Community Psychiatry</p> <p>has been acquired by</p> 	 <p>formed an affiliation with</p> 	 <p>has been acquired by</p> 

* Represents a transaction executed by principals of Hexagon Capital Alliance at a prior firm