

MedTech CDMO M&A – Strong demand for capability-driven platform expansion

M&A UPDATE | HEALTHCARE | JULY 2026

“MedTech CDMO M&A now focuses on expanding capabilities and portfolios, as buyers aim to build broader, more integrated platforms rather than just increasing size. Although activity has moderated, demand for high-quality, mid-sized assets remains strong. The recent slowdown is more of a return to normal after a busy stretch, not a sign that the fundamentals have shifted.”

DAVID ZÜRRER
OAKLINS

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VALTRONIC™

has sold two operating subsidiaries to

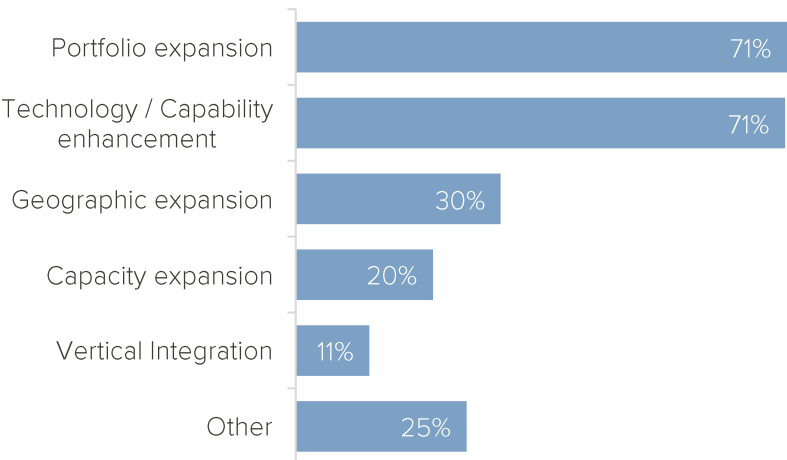
cicor

M&A SELL-SIDE
Healthcare

Valtronic has sold two operating subsidiaries to Cicor Group

Cicor Group has acquired the US and Moroccan subsidiaries of Valtronic. Through this transaction, Valtronic’s shareholders have secured the long-term development and success of the two entities, while Cicor gains access to the US market and doubles its production capacity in Morocco.

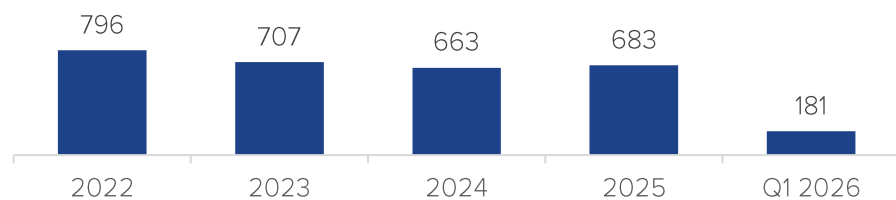
Top M&A strategic rationales (2023 – 2025)



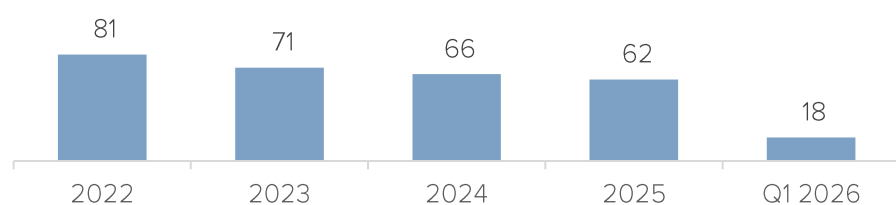
Healthcare industry snapshot

MedTech

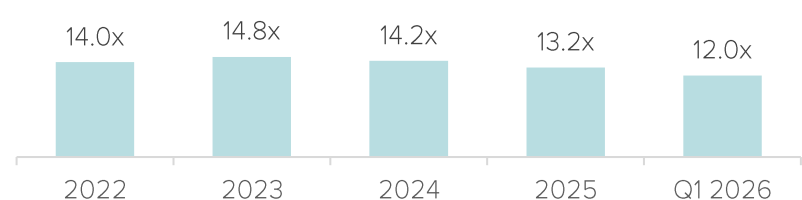
Global M&A deal flow



DACH M&A deal flow



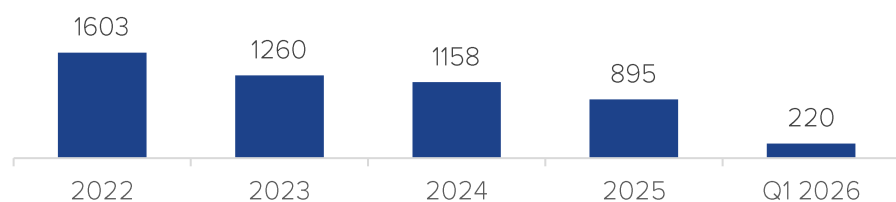
Global 36m rolling EV/EBITDA multiples



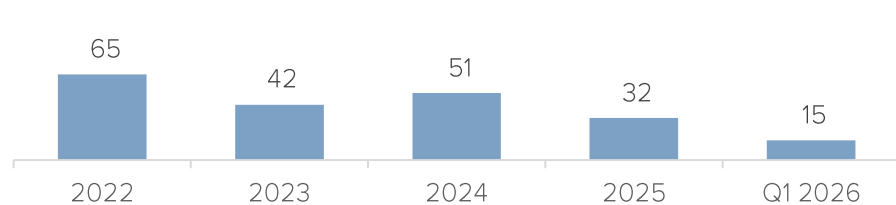
- Deal activity remains healthy, with Q1 2026 pointing to a solid start to the year.
- Valuations have normalized but remain resilient, supported by demand for quality assets.

Healthcare Providers and Services

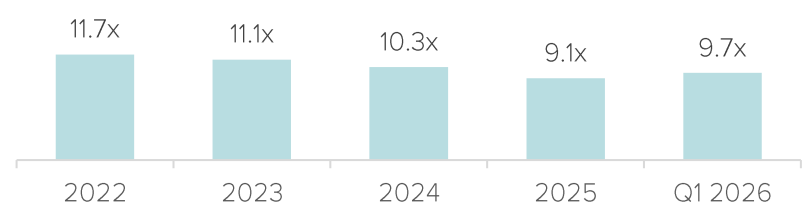
Global M&A deal flow



DACH M&A deal flow



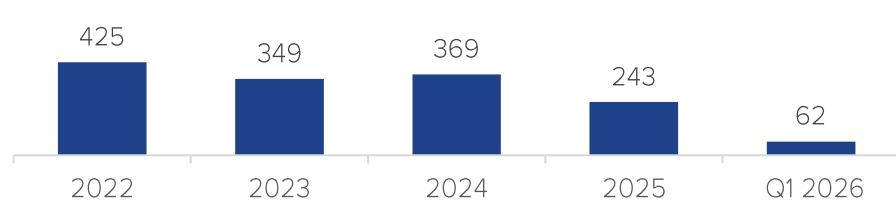
Global 36m rolling EV/EBITDA multiples



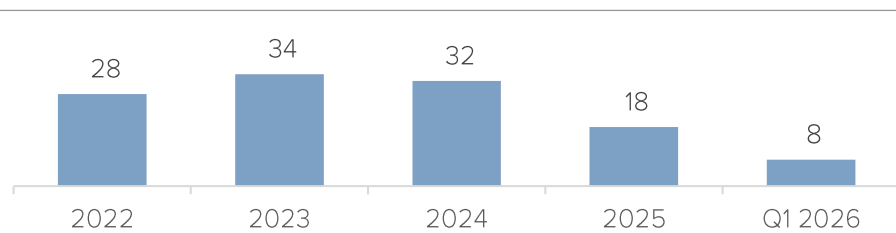
- Deal volumes have moderated, reflecting a more selective environment and fewer large-scale transactions.
- Valuations have ticked up, indicating continued demand for scaled, high-quality platforms despite lower volumes.

Pharma

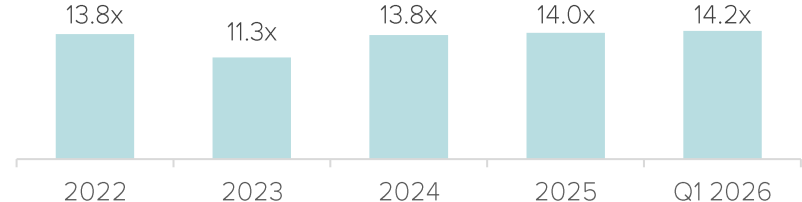
Global M&A deal flow



DACH M&A deal flow



Global 36m rolling EV/EBITDA multiples



- Deal activity remains active, though large-cap pharma has become more selective on M&A.
- Valuations have moved higher, driven by competition for de-risked, late-stage assets and platforms with clear commercial visibility.

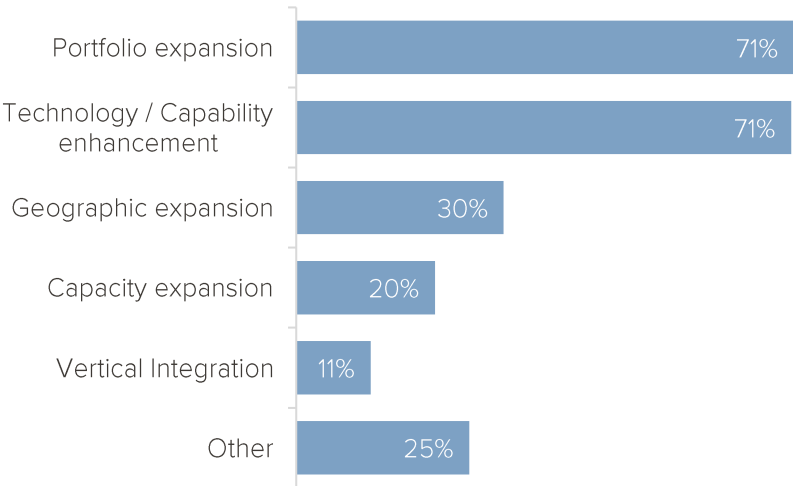


MedTech CDMO M&A is being shaped by a clear push toward broader, more capable platforms

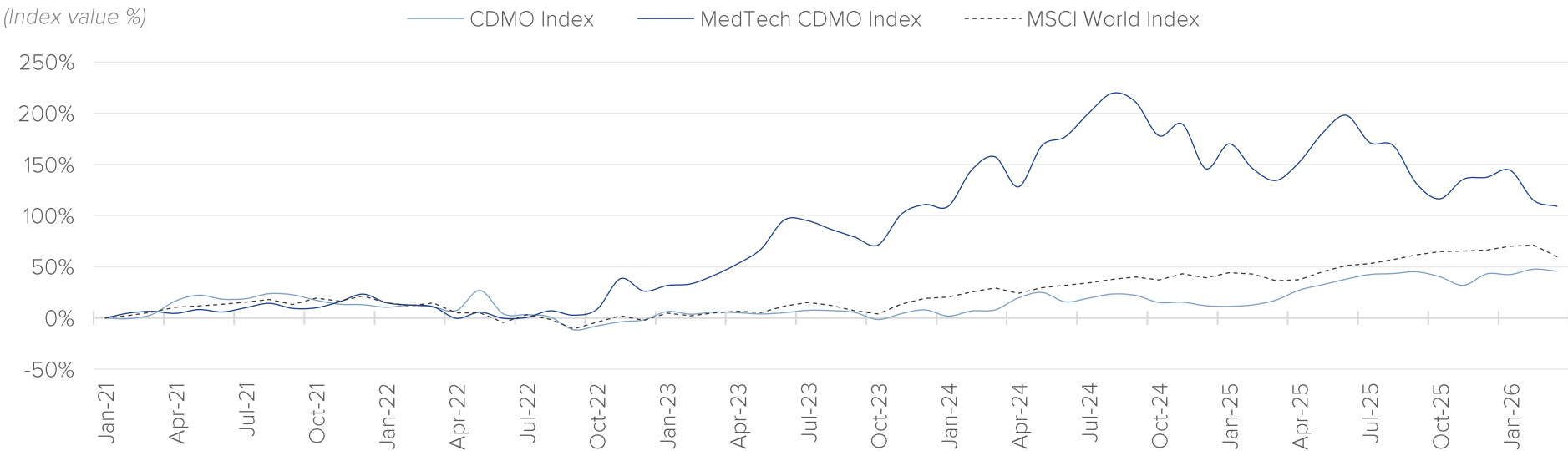
An analysis of 348 MedTech CDMO transactions (2023-2025) shows that strategic rationale is firmly anchored around two themes; (i) portfolio expansion and (ii) technology or capability enhancement, each appearing in 71% of deals. This reflects acquirers' focus on building broader, more differentiated platforms that can serve customers across a wider range of needs, with the two motives frequently pursued together.

Geographic and capacity expansion feature in 30% and 20% of transactions respectively, pointing to a secondary layer of growth-oriented rationale as CDMOs internationalize and scale to meet rising outsourcing demand. Vertical integration remains a relatively niche motive at 11%, suggesting supply chain control is not a primary deal driver in this space.

Top M&A strategic rationales (2023 – 2025)



Strong industrial momentum and MedTech normalization reflect healthy cycle dynamics across the CDMO landscape



MedTech CDMO Index

CDMO (diversified) Index

- As equity markets regained stability after the volatility of the pandemic era, returns across CDMOs began to diverge, determined by differences in end market exposure and value chain positioning. MedTech CDMOs, benefiting from the investor choice for resilient and high-visibility healthcare manufacturing, outperformed the wider MSCI World Index. Meanwhile, (diversified) CDMOs remained exposed to cyclical industrial softness, although performance continued to improve.
 - From 2023 to 2025, MedTech CDMOs delivered peak gains of more than 200%. With stricter regulations, higher quality standards, and greater capital needs, many OEMs are
- choosing to outsource production to specialized partners instead of growing their own manufacturing. This is helping them cut costs, launch products faster, and focus more on R&D and commercialization.

 - Lately, the gap in performance between MedTech and Diversified CDMOs has started to close. MedTech valuations are returning to normal after being high, while industrial manufacturing companies are rebounding as demand grows in electronics and semiconductor markets. The shift in investor sentiment reflects a transition from heightened risk aversion toward a more measured outlook on the prospects for cyclical manufacturing recovery.



Active buyers and their M&A appetite

Buyer	Target	Focus	Target description	Appetite signal
	 	Precision components	Precision engineering company producing complex medical device and surgical components.	One of the most active acquirers in precision MedTech manufacturing. Orthopedics is the core, but the platform is broadening into surgical robotics and dental. The parent is now fully focused on medical. Expected continued deal flow targeting high-precision orthopedic and surgical device manufacturers in the US.
	 	Prosthetics	Manufacturer of prosthetic and orthotic components serving rehabilitation and mobility markets.	
	 	Precision machining	Contract manufacturer focused on high-precision machining for medical and regulated applications.	
	 	Surgical	Designer and manufacturer of premium surgical instruments for hospitals and OEM partners.	
	 	Orthopedics	Precision manufacturer of orthopedic surgical instruments and implant-related components.	
	 	Coatings	Provider of advanced coatings and surface treatment solutions for medical devices and implants.	Having divested its non-medical business, Integer is now a pure-play MedTech CDMO with a clear mandate to grow inorganically. Smaller, targeted acquisitions in its core therapeutic areas are the preferred approach: capabilities like coatings, guidewires, and implantable components are squarely in scope.
	 	Precision manufacturing	Contract manufacturer of precision metal components and assemblies for medical devices.	
	 	Neurovascular	Developer of neurovascular and minimally invasive medical technologies.	
	 	Biomaterials	Developer and manufacturer of biomaterial and polymer-based medical solutions.	
	 	Interventional devices	Manufacturer of braided and minimally invasive medical device components.	
	 	Precision components	Manufacturer of precision metal and deep-drawn components for medical and industrial applications.	The PE buy-and-build arm of Gilde Healthcare has been quietly consolidating component manufacturers across Northwestern Europe (cannulas, needles, and surgical instruments). Strategy is disciplined and geography-specific: profitable lower mid-market manufacturers with strong quality systems in the Benelux-DACH corridor.
	 	Pharma packaging	Supplier of glass primary packaging and specialized medical container solutions.	
	 	MedTech plastics	Contract manufacturer specializing in cleanroom injection molding and medical assemblies.	
	 	Pressure care	Manufacturer of medical care systems for immobility and wound prevention applications.	
	 	Medical instruments	Manufacturer of surgical instruments and implants for spinal and orthopedic applications.	
	 	MIM components	Specialist in metal injection molded precision components for medical and technical applications.	While historically known for Swiss watchmaking, Acrotec is increasingly positioning itself as a MedTech-focused precision engineering platform ahead of a potential future public market positioning. High-precision component manufacturers with ISO 13485 certification remain the primary target profile.
	 	Medical components	Manufacturer of precision needles, cannulas, and tubing solutions for medical applications.	
	 	Orthopedics	Developer and manufacturer of orthopedic and spinal medical device solutions.	
	 	Precision manufacturing	Engineering and contract manufacturing provider serving MedTech and industrial applications.	
	 	Precision components	Manufacturer of high-precision machined components for medical and regulated industries.	

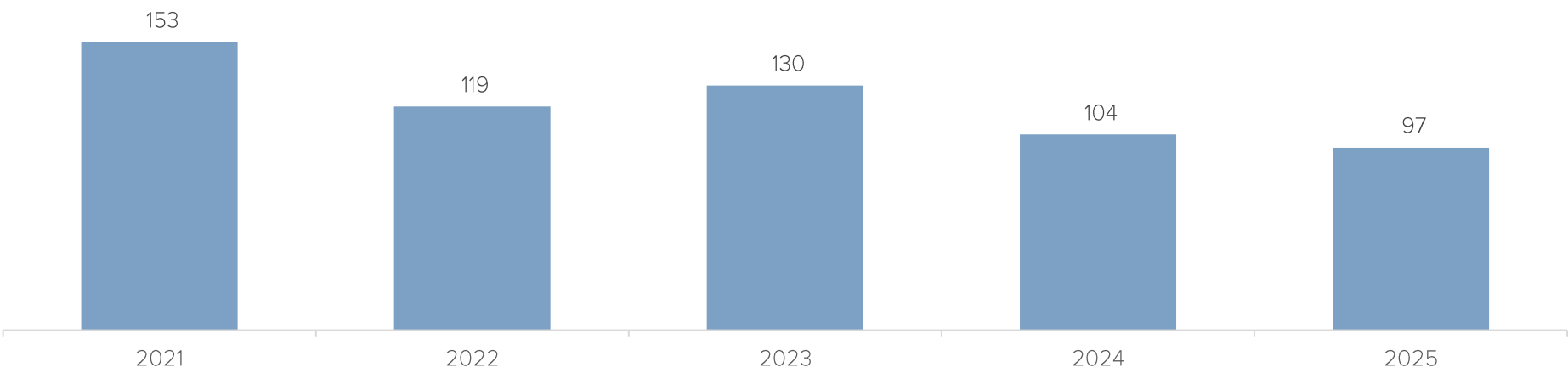
Further active buyers



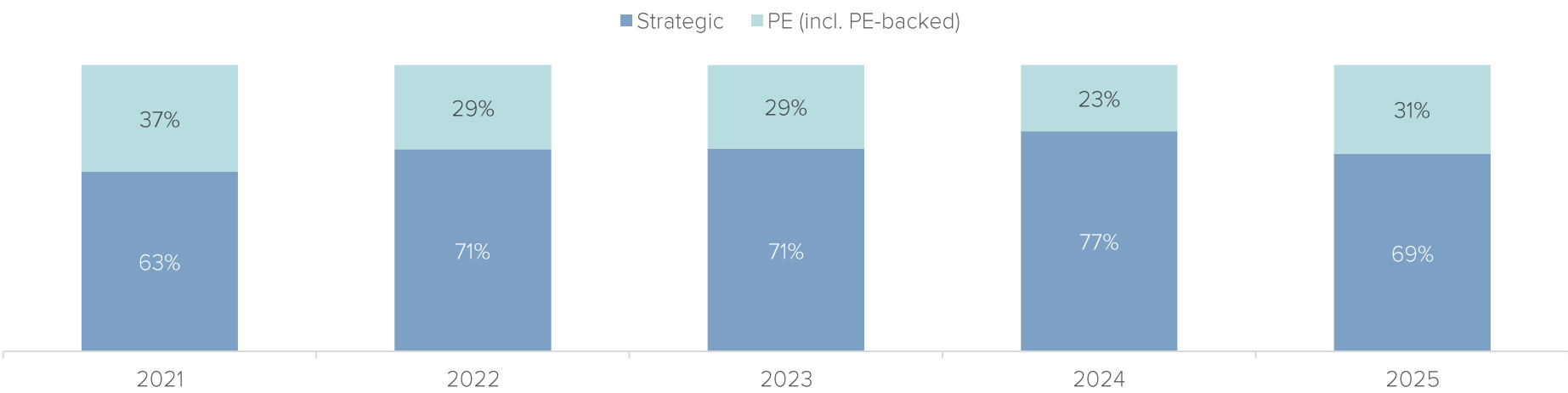


M&A developments globally

Deal flow declines from peak levels as the market shifts toward more selective, capability-driven transactions



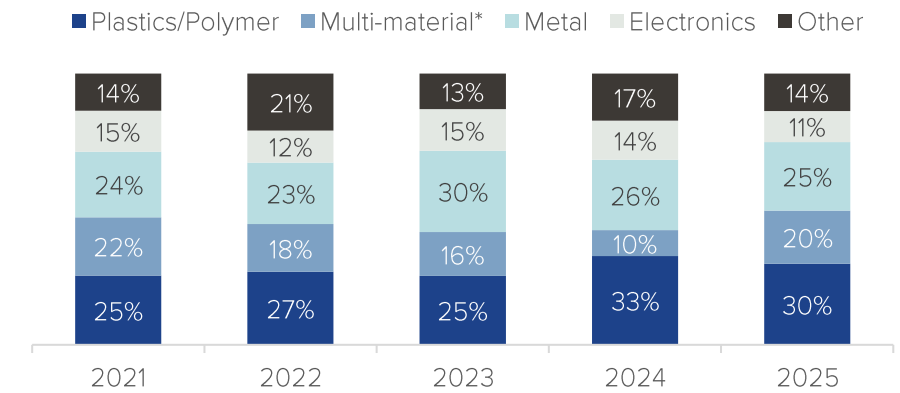
Strategic acquirors drive the majority of transactions, with PE active in platform build-outs



Key takeaways

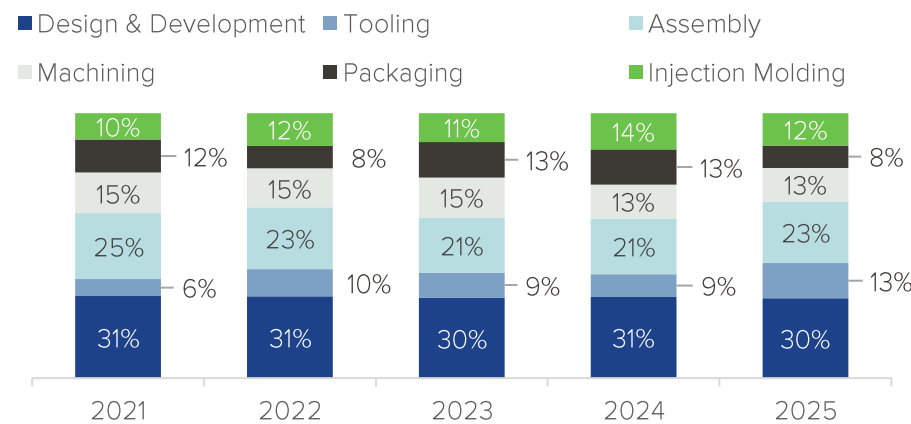
- Global MedTech CDMO deal activity has moderated in 2025, reflecting a more selective environment where buyers prioritize technical capabilities, scalability, and strategic fit over transaction volume, rather than a decline in underlying demand. Strategic buyers continue to lead most transactions, while PE drives consolidation through platform building and add-on acquisitions.
- Design & development and assembly capabilities continue to anchor deal activity, while from a material perspective, deals are focusing on plastics, polymers, and companies with multi-material capabilities as new combination devices and minimally invasive products need better integration of mechanical and user-interface parts in smaller designs.
- Looking ahead, M&A is expected to remain focused on platform expansion and targeted capability acquisitions, particularly in complex, high-growth areas such as minimally invasive and cardiovascular devices. Consolidation should continue, supported by active PE-backed platforms and sustained demand for scaled, high-quality manufacturing capabilities.

Plastic and multi-material platforms are capturing increasing deal activity



*Multi-material refers to capabilities across multiple material types, such as plastics and metals

Design, development, and assembly capabilities continue to anchor MedTech CDMO M&A activity

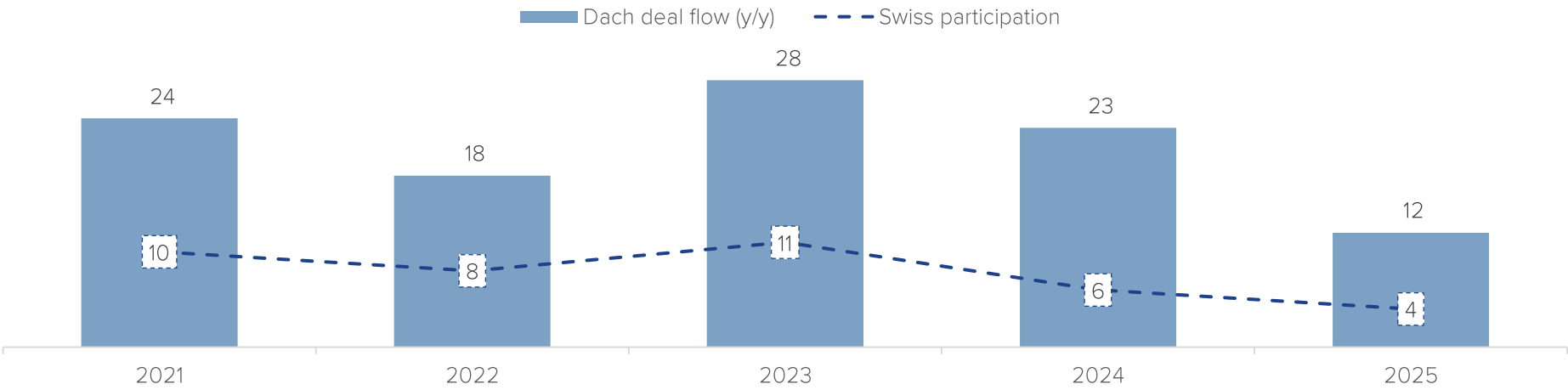


Source: Capital IQ, Oaklins analysis

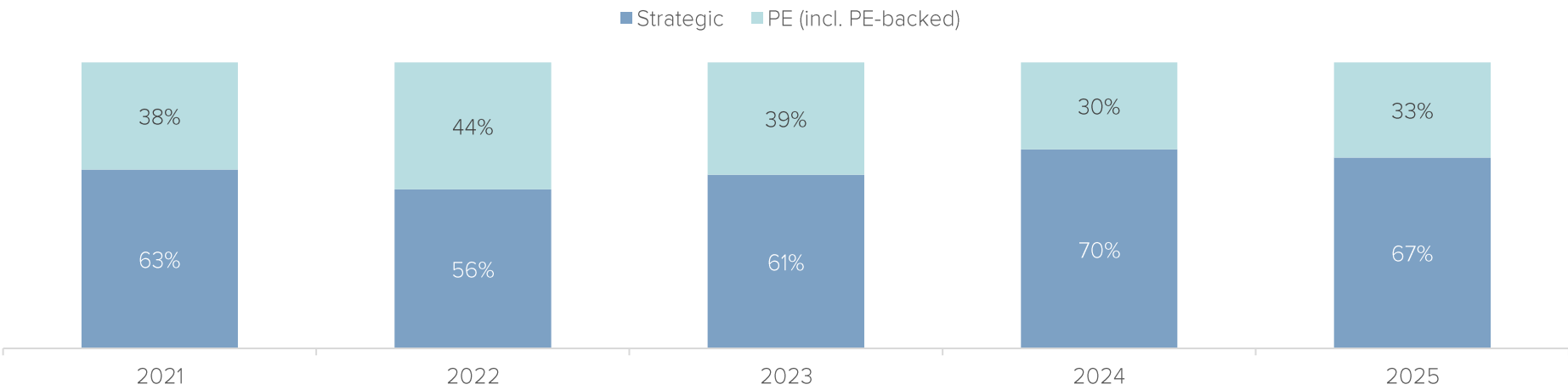


M&A developments in the DACH region

Deal activity across DACH normalizes; Swiss participation remains targeted



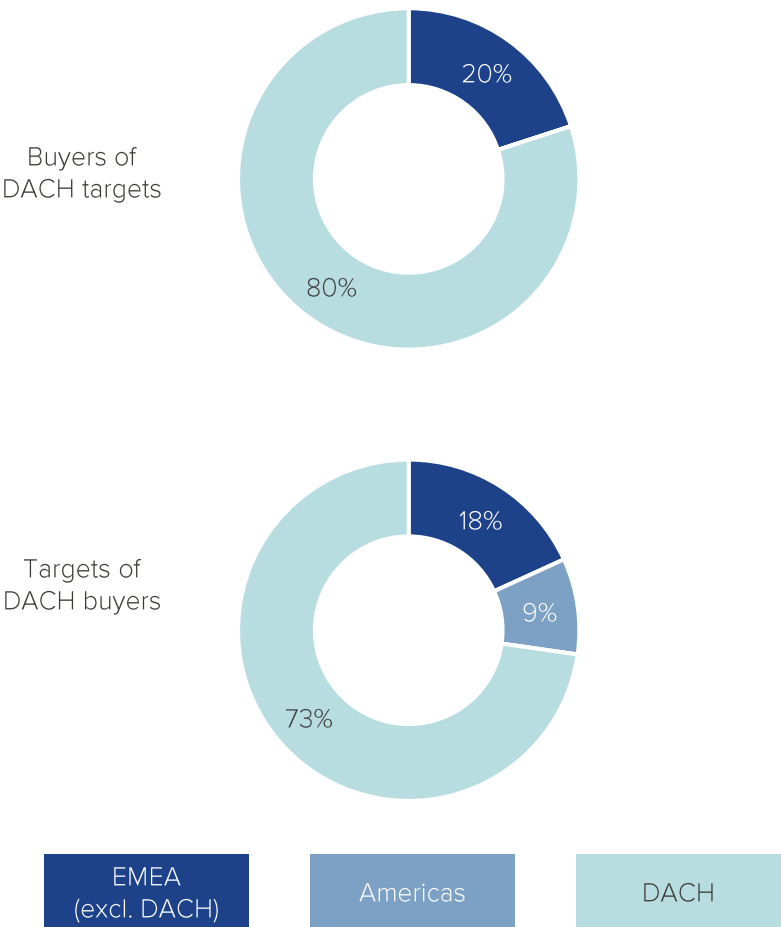
DACH as a core hub for MedTech CDMO platforms



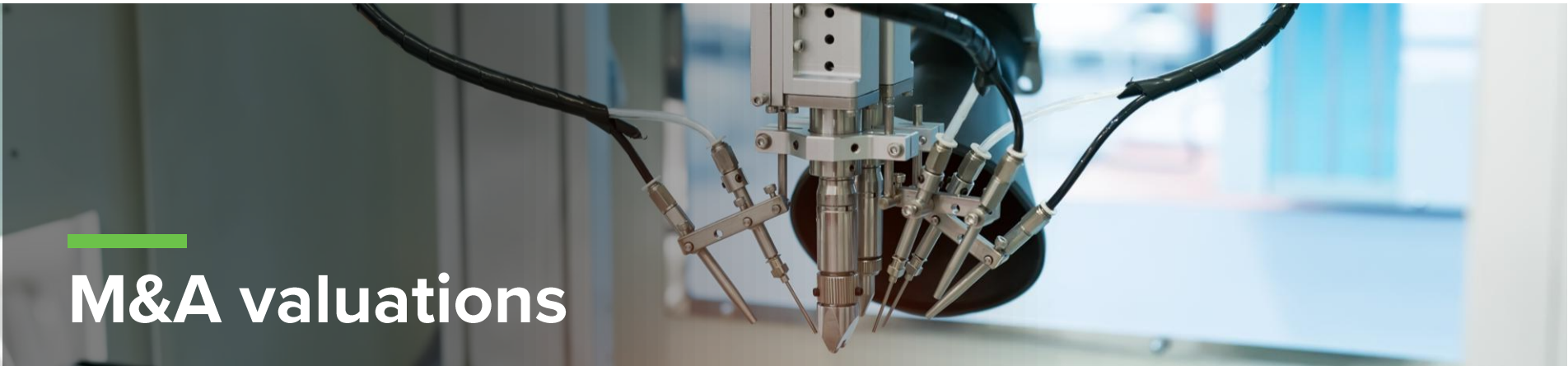
Key takeaways

- The region stands out as one of Europe’s core hubs for MedTech CDMO activity, combining scale, precision, and deep engineering expertise. Germany anchors the landscape with larger, diversified platforms offering end-to-end capabilities across design, development, and manufacturing. Switzerland complements this with highly specialized, high-margin players focused on precision components, tooling, and cleanroom production, often embedded in mission-critical parts of the value chain. Austria, while smaller, is emerging as a platform-building market, with consolidation strategies gaining traction.
- Across the region, the market remains fragmented and capability-driven, with most players positioned as long-term partners to OEMs rather than transactional suppliers. This creates high switching costs and strong customer retention, reinforcing the attractiveness of the sector for strategic buyers and private equity. Overall, DACH combines structural demand drivers with a deep base of technical know-how, making it a key geography for both platform investments and targeted capability acquisitions.
- Deal activity is largely domestic, with c. 70–80% of transactions staying within DACH and limited cross-border flow. At the same time, volumes have slowed from the 2023 peak, with fewer deals, pointing to a more selective, locally driven market.

Activity from within DACH dominated the region in both targets and buyers in 2025-Q1 2026

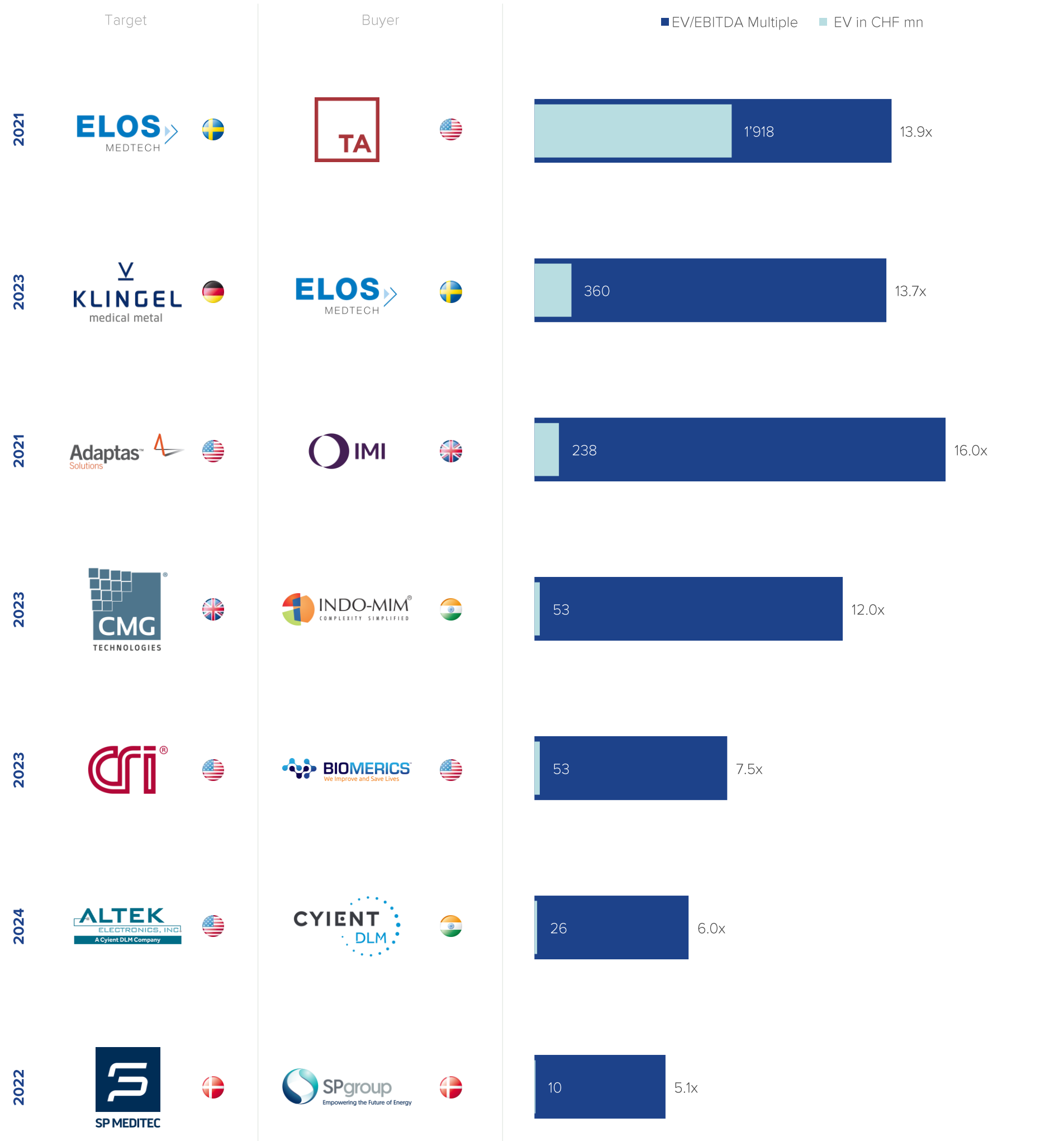


Source: Capital IQ, Oaklins analysis



M&A valuations

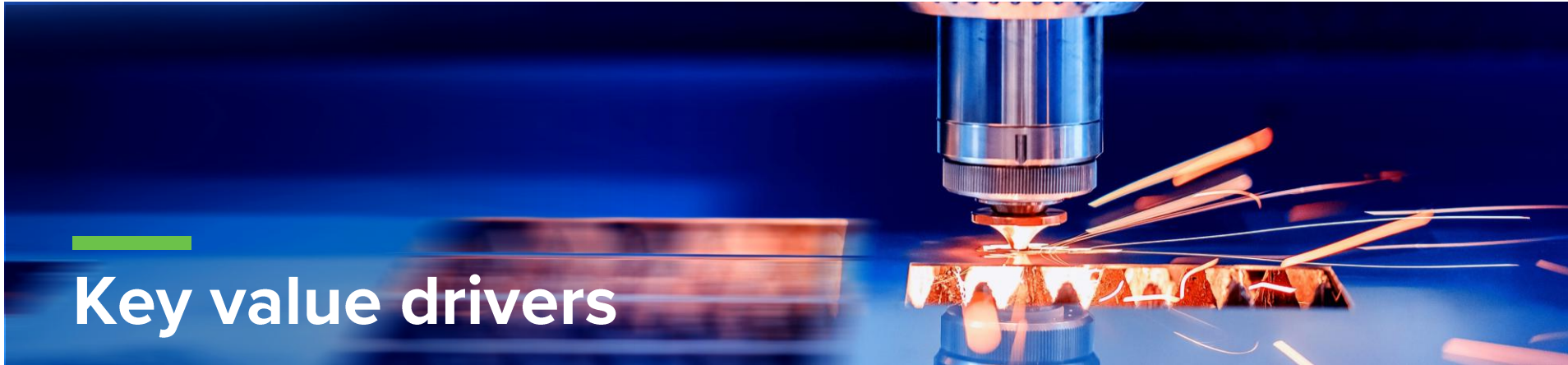
EV/EBITDA multiples: Larger MedTech CDMO transactions continue to command higher valuation multiples



Source: Capital IQ, Oaklins analysis

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Key value drivers

Value in MedTech CDMO transactions is driven by a consistent set of strategic and operational factors. The most impactful drivers command significant valuation premiums and determine buyer appetite.



Differentiated manufacturing technologies

Specialized capabilities — micro-molding, nitinol processing, laser welding, advanced coatings — create meaningful barriers to entry and limit the qualified supplier base, enabling access to high-margin niches.



Regulatory & quality infrastructure

ISO 13485, FDA registration and validated cleanroom processes create high switching costs for OEMs, resulting in greater customer stickiness and recurring revenue.



Position in the device value chain

CDMOs offering design-for-manufacturability and prototyping become embedded development partners, securing stronger relationships and increasing likelihood of long-term manufacturing mandates.



Therapeutic & customer diversification

Exposure across cardiovascular, surgical, diagnostics and drug delivery reduces dependency on single end-markets and improves resilience against sector volatility.



Scale & operational maturity

Platforms earning between USD 20 and 150 million are often the most attractive to buyers. They are important strategically and usually easy to integrate. These companies tend to have steady revenue, loyal customers, and high switching costs, especially in long-term or regulated programs.



Customer quality & OEM relationships

Long-term supply agreements with Tier-1 OEMs (Medtronic, Abbott, BSC, J&J) enhance revenue visibility and indirect validation of a CDMO's technical and regulatory standing.



Exposure to high-growth device segments: polymer processing as a standout capability

CDMOs serving fast-growing segments command stronger long-term demand and higher OEM outsourcing activity. A particularly compelling area today is advanced polymer-based manufacturing — widely used across catheters, diagnostic cartridges, syringes, surgical instruments and drug delivery devices. The rise of single-use and disposable devices further accelerates this trend. CDMOs with micro-molding, precision extrusion and high-performance polymer processing capabilities are exceptionally well positioned, while those focused on mature categories face slower growth and margin pressure.



Swiss MedTech CDMO deal spotlight

Valtronic has sold two operating subsidiaries to Cicor Group

Cicor Group has acquired the US and Moroccan subsidiaries of Valtronic. Through this transaction, Valtronic's shareholders have secured the long-term development and success of the two entities, while Cicor gains access to the US market and doubles its production capacity in Morocco.

Valtronic is a full-service electronic medical device contract manufacturer covering the entire product life cycle, from concept to final production. The company's expertise spans simple printed circuit board assembly (PCBA) to complete box builds. Its products and services are based on two core pillars: high-precision manufacturing, including non-automatable processes, and specialized electronic solutions.

Cicor Group is a Swiss publicly listed international provider of advanced electronics manufacturing services and substrate solutions. As of 2024, the group comprises approximately 30 subsidiaries operating across two business segments: electronic manufacturing services (EMS) and advanced substrates (AS). Cicor develops, manufactures, assembles, tests and distributes flexible, rigid and rigid-flex printed circuit boards, substrates, hybrid circuits and printed electronics.

Oaklins' team in Switzerland acted as the exclusive M&A advisor to Valtronic in this transaction.

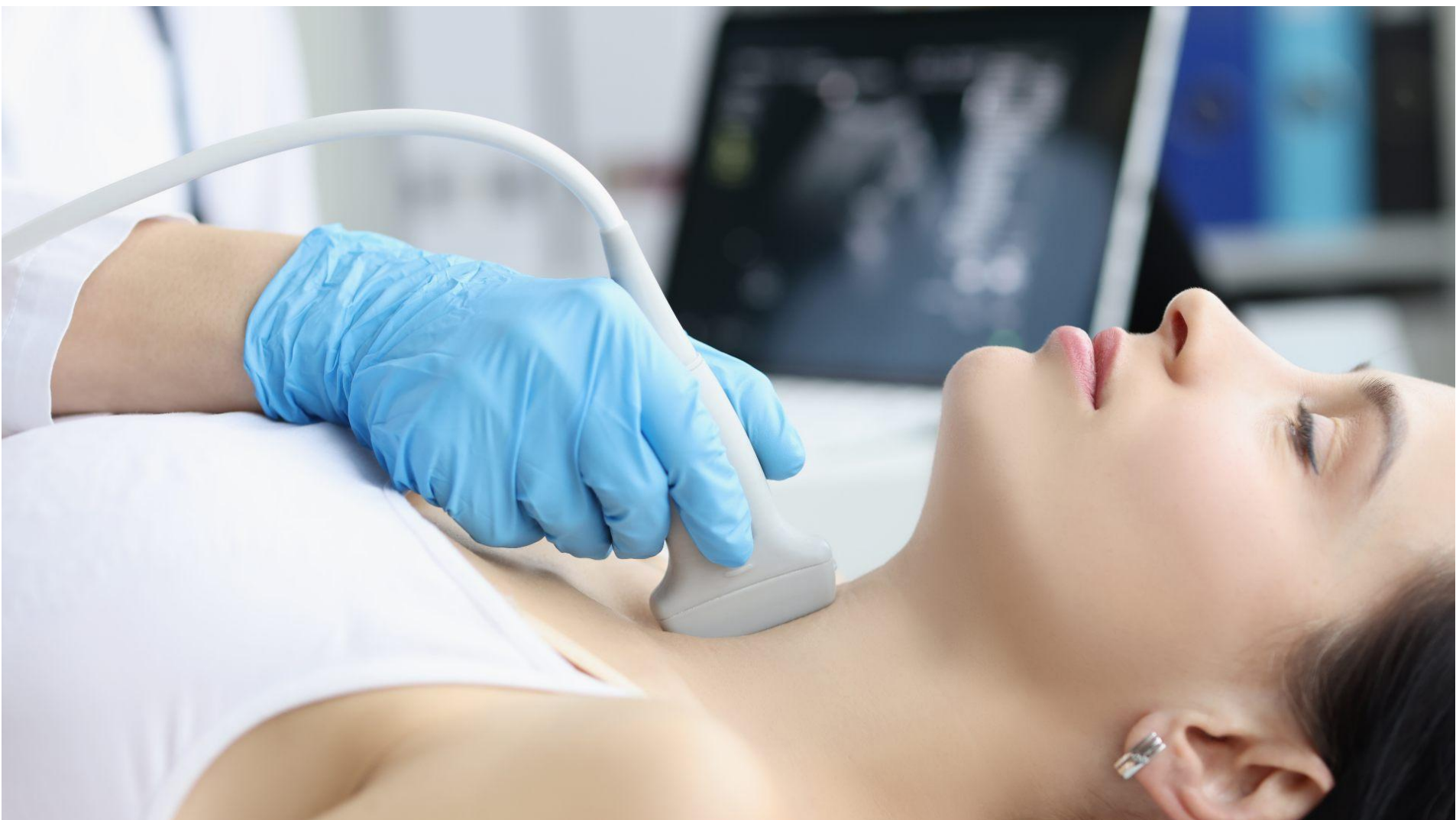
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Healthcare



Selection of Healthcare deals advised by Oaklins

 has been acquired by  M&A SELL-SIDE Healthcare	 has sold a majority stake in  to  M&A SELL-SIDE Healthcare	 In besten Händen. has been acquired by  M&A SELL-SIDE Healthcare	 has been acquired by  M&A SELL-SIDE Healthcare	 has secured private equity investment from LDC MANAGEMENT ADVICE (MBI/MBO) Healthcare/Private Equity
 has acquired  from  M&A BUY-SIDE Healthcare/Private Equity	 has acquired a minority stake in  M&A BUY-SIDE Consumer & Retail/Healthcare/Private Equity	 has been acquired by  M&A SELL-SIDE Construction & Engineering Services/Healthcare	 has been acquired by  M&A SELL-SIDE Healthcare/Industrial Machinery & Components/Private Equity	 has been acquired by  M&A SELL-SIDE Healthcare
 has been acquired by Pharma Capital US\$220m M&A SELL-SIDE Healthcare	 has been acquired by  M&A SELL-SIDE Healthcare/Private Equity	 has been acquired by  M&A SELL-SIDE Healthcare	 has been acquired by  M&A SELL-SIDE Healthcare	 has secured a Series A funding round US\$104.1m FUNDING, DEBT ADVISORY & ECM Healthcare
  have acquired  M&A BUY-SIDE Healthcare/Private Equity/TMT	 has acquired  US\$56m M&A BUY-SIDE Healthcare	 has been acquired by a Financial investor M&A SELL-SIDE Healthcare/Private Equity	 has been acquired by  M&A SELL-SIDE Healthcare	 Has agreed to sell its Clinical AI business  US\$52.3m M&A SELL-SIDE Healthcare/TMT
 has been acquired by  M&A SELL-SIDE Healthcare/Private Equity/TMT	 has been acquired by  M&A SELL-SIDE Healthcare/Private Equity	 has sold a majority interest to  M&A SELL-SIDE Healthcare	 has been acquired by  M&A SELL-SIDE Healthcare	 has been acquired by  M&A SELL-SIDE Healthcare/Private Equity
 has been acquired by  M&A SELL-SIDE Consumer & Retail/Healthcare/Private Equity	 has divested its medical business HTI Medical to GTCR backed  M&A SELL-SIDE Healthcare/Private Equity	 has announced its combination with  US\$3bn M&A SELL-SIDE Financial Services/Healthcare	 has been acquired by  M&A SELL-SIDE Healthcare	 has been acquired by  M&A SELL-SIDE Healthcare

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Talk to our industry experts



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