



InfoBionic may look at strategic options in 4Q, CEO says

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InfoBionic, a Waltham, Massachusetts-based cardiac monitoring device company, may explore strategic options in the fourth quarter if the market remains robust, said Stuart Long, CEO.

The company plans to “put out its periscope” in 4Q this year to evaluate market conditions ahead of a potential exit, he said. Market conditions are favorable now, but InfoBionic plans to execute on its partnership with the Mayo Clinic for its cardiac monitoring device over the course of this year before considering a transaction. Options would include a sale or raising additional funding from venture capital or private equity investors. Bankers are welcome to approach InfoBionic, he said.

InfoBionic will probably start conversations with strategics towards the end of the year or early next year. However, “in six months, a white knight could ride in” and the company’s investors would listen to such an offer, he said.

The company has raised USD 86m in equity and debt funding, the CEO said. While declining to disclose revenue, Long said the company is “more than double,” its revenue at the time of a previous *Mergermarket* report in May 2020. The report cited InfoBionic as having revenue of USD 10m.

InfoBioic’s flagship device, MoMe Kardia, is a remote cardiac arrhythmia detection and monitoring system that replicates real-time in-hospital telemetry data, allowing physicians to manage patients’ care in-home, according to the company. As a digital health company, InfoBionic is developing other remote monitoring medical devices for chronic disease management.

There is a broad scope of potential buyers for remote cardiac monitoring companies, he said. Consolidating the screening, diagnosing and treatment of cardiovascular disease into one service line makes sense, and those providing cardiovascular treatments such as **Boston Scientific** [NYSE: BSX], **JNJ** [NYSE: JNJ] and **Medtronic** [NYSE: MDT] would be logical acquirers, he said. Additionally, those in the

hospital at home space looking to bolster their remote monitoring solutions would also make sense.

Heart disease is still the No.1 killer in the US and there continues to be a market need for devices that can monitor and diagnose cardiovascular diseases, explained Long. The pandemic has caused an uptick in M&A interest among digital health companies that offer device connectivity as strategics contemplate how to diagnose and treat patients remotely or in-home.

Venture capital and private equity is also active in the space. There have been early investments in remote cardiac monitoring companies like **Preventice Solutions** and **BioTelemetry**, Long said. Boston Scientific acquired Preventice in 2021 for USD 925m cash, according to a company press release. **Philips** [NYSE: PHG, AEX: PHIA] acquired BioTelemetry in 2021 for USD 2.8bn, according to a company press release.

Latham Watkins serves as InfoBionic's legal counsel.

by Rebecca Wenzel



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