

On June 14, 2022, ResMed announced the acquisition of MediFox DAN, further strengthening its position as a global player in outpatient software solutions.

<b>/// MEDIFOX DAN</b> <i>Fact Sheet</i>	
About	German leader in out-of-hospital software, that supports care providers with resource planning, care documentation, billing, administration...
Segments	Outpatient care: ambulatory care, home care, doctor's offices...
Financials (2021)	Revenue: \$83 mil. EBITDA: \$35 mil.
Customers	>8'000 customers 100'000 users
Employees	600, 9 locations across Germany
HQ	Hildesheim, Germany
Founded	1994, as MediFox Merged with DAN in 2020

## Acquisition Details



Acquirer: ResMed,  
US-based provider of  
medical devices and  
digital health solutions

**\$1 bil.**

Approximate transaction value, to be paid with cash and debt (€950 mil.)

**12**

Turnover multiple.  
Industry median is usually around 10.

**2023**

Expected deal closure Q2 2023 (subject to regulatory clearances)

## Acquisition Reasoning

- Very attractive financial profile: EBITDA margin of ~40%, recurring software revenue and highly scalable business model.
- MediFox fits perfectly into ResMed's outpatient care software ecosystem, along with Brightree and MatrixCare, creating synergy potential.
- The deal will support ResMed's position as a digital health leader in Europe.
- In Germany and abroad, demand for Care Management Software will continue to grow as:
  - An aging population requires more care and regular treatment,
  - A shortage of skilled labor will increase the need for higher efficiency and better planning,
  - Government support helps care providers digitize their care solutions.