

4 Healthcare Transaction Trends to Know

See what's happening in healthcare in 2022, from M&A to SPACs

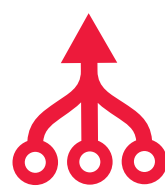
Healthcare has a big year ahead, with **22% of healthcare CFOs planning to pursue M&A in 2022**. There's a reason healthcare is betting big on deals: When asked to describe their deal synergies from acquisitions made over the past three years, 64% of healthcare CFOs said they met or exceeded expectations. Overall, M&A and investment activities should lead to a more efficient, patient-centric and tech-enabled approach to care in the field.

Curious what the healthcare deal environment will look like over the next 12 months? Here are the four trends to have on your radar:

1

M&A will stay hot — for now.

There's a healthy environment for deals in healthcare, but counter pressures could put the brakes on M&A momentum. Rising interest rates, a potential decline in valuations and the ongoing labor shortage could take the wind out of buyers' sails. If a company is looking to buy or sell, they should keep in mind that the current dealmaking environment may not last.



2

CFOs will cultivate innovation through partnerships.

When asked about their innovation plans, 41% of healthcare CFOs said they'd pursue partnerships or collaboration for greater network value. In addition, 23% plan to pursue a joint venture this year. Healthcare innovation isn't happening in a vacuum — instead, the field is working together to reach new heights.



3

Tech needs will drive deals.

When asked about their deal and partnership drivers, the top-cited response was new tech or capability integration, meaning that CFOs aim to buy new tech capabilities rather than building them. As more patients seek virtual care and data sharing becomes a requirement among healthcare organizations, the demand for tech deals should continue to increase.



4

Behavioral health investments will take the form of partnerships.

The behavioral health sector requires significant investments in both real estate and technology capabilities. As a result, 38% of CFOs plan to partner with a capital provider or operator on behavioral health. For many organizations, it makes more sense to partner with companies that already have the necessary infrastructure instead of starting from the ground up.



Want to dive deeper into the data around healthcare's dealmaking environment?

[**Read our 2022 BDO Healthcare CFO Outlook Survey**](#) ►

Insights are based on the *2022 BDO Healthcare CFO Outlook Survey*, which polled 100 healthcare industry CFOs with revenues ranging from \$250 million to \$3 billion. The survey was conducted in October 2021 by Rabin Research Company, an independent marketing research firm, using Op4G's panel of executives.

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