



Medline Industries, LP

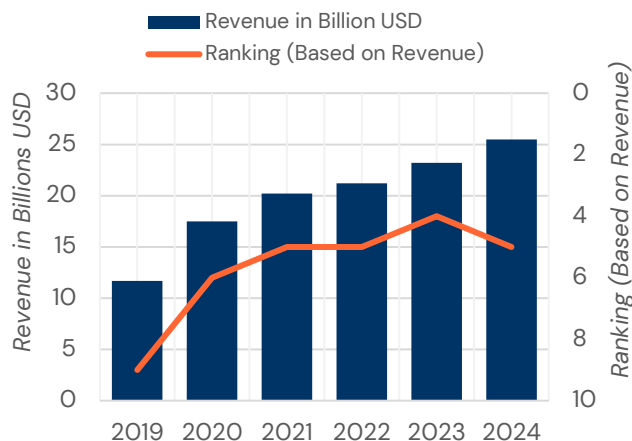
COMPANY DESCRIPTION

Founded in 1966 by Jon and Jim Mills, originally as a textile manufacturer, **Medline Industries, LP** is a vertically integrated supplier of medical and surgical equipment headquartered in Northfield, Illinois. It provides medical products, supply chain services, and clinical solutions to healthcare institutions and individuals across sectors such as consumer products, emergency medical services, surgery centers, clinical laboratories and more. Additionally, Medline provides Continuing Education (CE) credits through Medline University. 🟢🟢

BUSINESS MODEL

As one of the world's largest private medical supply distributors, Medline has a portfolio of over 335,000 products. 190,000, and more patent pending, are Medline-branded. With products such as catheter kits and compression devices, medical-surgical supplies account for 45% of revenue and 20% of market share according to NextSprints. Medline reported \$25.5 billion in net sales for 2024. 🟢🟢

Medline Industries Revenue and Ranking Position
(Medical Design & Outsourcing Big 100 Medical Device Companies)



IPO

Medline Industries plans to launch its second IPO in 2025, aiming to raise \$5 billion at a \$50 billion valuation, according to U.S. News. The company first went public in 1972 with 150,000 shares at \$13 but was

taken private in 1977 when the Mills brothers bought it back. In 2021, a private equity consortium led by **Blackstone, Carlyle, and Hellman & Friedman** acquired a 79% stake in Medline for \$34 billion. The Mills family led the sale to promote the company's growth and provide liquidity for family-held assets. 🟢🟢

Excerpt from SEC News from June 1972 about Medline's first IPO

SEC NEWS DIGEST, JUNE 5, 1972

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MEDLINE INDUSTRIES, INC., 1825 Shermer Rd., Northbrook, Ill. 60062, filed a registration statement on May 26 seeking registration of 150,000 shares of common stock, of which 75,000 are to be offered for public sale by the company and 75,000 (being outstanding shares) by the holders thereof. The offering is to be made (* at \$13 per share maximum) through underwriters headed by Loewi & Co. Inc., 225 East Mason St., Milwaukee, Wis. 53202, and Bacon, Whipple & Co., 135 South La Salle St., Chicago, Ill. 60603. The company distributes a broad range of health care products to institutions and manufacturers, or has manufactured for it, a limited line of health care products. Of the net proceeds of its stock sale, \$500,000 will be applied to payment of short-term borrowings and the balance will be used for working capital purposes. (File 2-44427)

ACQUISITIONS

Medline Industries has numerous acquisitions to operate in a global scale. In total Medline has acquired 9 companies. The most recent being **AG CUFFILL and United Medco** in March 8, 2024 and January 12, 2024 respectively. Additionally, Medline purchased **Ecolab's Global Surgical Solutions** for \$950 million in April, 2024. 🟢🟢

ESG RISKS

Medline faces several ESG risks. The company has dealt with product safety issues, including the 2024 recall of 1.5 million adult bed rails following two reported deaths. Separately, it distributed plastic syringes manufactured by **Jiangsu Shenli Medical** that lacked FDA certification and had performance defects. Its global supply chain also raises concerns related to human rights and tariffs. In 2019, Medline was involved in a class action lawsuit over ethylene oxide emissions from its Waukegan facility. After its insurers denied coverage, the company became solely responsible for injury claims. Additionally, Medline has faced multiple False Claims Act cases, including an \$85 million settlement in 2007 over kickback and bribe allegations to healthcare providers. 🟢🟢

INNOVATIONS

In 2024, Medline stated it will be cooperating with **Microsoft** to create an AI supply chain solution called **Mpower™**. Mpower™ will be used to predict recommendations to professionals, avoid expensive technology platforms, and improve overall employee experience. Through collecting data, Medline hopes it can streamline decision making and ultimately its complex supply chain to better manage inventory and the healthcare industry. 🟢🟢

INDUSTRY COMPARISON (AS OF 06/30/2025)

COMPANY	STOCK SYMBOL	IPO DATE	BETA TO BENCHMARK	REVENUE (Q1 2025 IN BILLIONS)	YOY (Q1 2024 & 2025)	MARKET CAP (IN BILLIONS)	P/E RATIO
stryker	SYK US	Stryker went public in 1979	0.93	\$5.87	11.88%	\$150.74	35.18x
CardinalHealth	CAH US	Cardinal Health went public in 1983	0.68	\$54.88	7.93%	\$40.04	20.51x
Baxter	BAX US	Baxter International went public in 1961	0.61	\$2.63	-26.74%	\$15.53	18.76x
Medtronic	MDT US	Medtronic went public in 1978	0.81	\$8.30	7.79%	\$111.36	19.97x
Johnson&Johnson	JNJ US	Johnson & Johnson went public in 1944	0.41	\$21.89	2.29%	\$366.71	18.05x

Sources: Ranking is provided by Medical Design & Outsourcing. Beta To Benchmark provided by Yahoo Finance. P/E ratio and Market Cap provided by Bloomberg.

Other major players in the medical-surgical market include publicly traded companies McKesson Corporation and Owens & Minor.