

4 Firms Helm Amazon's \$3.9B One Medical Deal

By Elaine Briseño

Law360 (July 21, 2022, 11:34 AM EDT) -- Amazon, guided by Paul Weiss and Crowell & Moring LLP, and Cooley-repped One Medical, with health care advice from Ropes & Gray LLP, have entered into an agreement to merge in an all-cash transaction valued at approximately \$3.9 billion, the companies announced Thursday.

Amazon will acquire One Medical at \$18 per share, and the price tag includes One Medical's debt.

"We think health care is high on the list of experiences that need reinvention," said Neil Lindsay, senior vice president of Amazon Health Services in the announcement. "[W]e see lots of opportunity to both improve the quality of the experience and give people back valuable time in their days."

One Medical is a U.S. based, primary care organization focused on digital health and convenient in-office care. It claims to give users on-demand virtual care and the ability to book same or next day appointments with providers in the area through its app. It's available in major cities including Atlanta, Boston, Chicago, Phoenix, Los Angeles and New York.

Amir Dan Rubin will remain CEO Of One Medical, according to the announcement.

"The opportunity to transform health care and improve outcomes by combining One Medical's human-centered and technology-powered model and exceptional team with Amazon's customer obsession, history of invention, and willingness to invest in the long-term is so exciting," Rubin said in the announcement. "There is an immense opportunity to make the health care experience more accessible, affordable, and even enjoyable for patients, providers, and payers."

According to One Medical's first quarter report released May 4, the company has a total of 767,000 users, which is a 28% increase year-over-year. Its net revenue for the first quarter was \$254.1 million as compared to \$121.4 million in the first quarter of 2021.

This will add to Amazon's already large offering of services. The e-commerce giant is known for its website that offers customers instant access to millions of products, but the company offers other services as well including a video streaming platform, a studio, direct publishing, Kindle products and its own brand of tablets and other technology.

This is not the first major acquisition for Amazon. It has had many throughout the years including Whole Foods Market Inc. in 2017 for \$13.7 billion and Metro-Goldwyn-Mayer Studios Inc. last year. The

company paid \$8.45 billion for the television giant and integrated it into Amazon Studios.

A spokesperson for Amazon said the company does not have more information at this time.

Cooley LLP is representing One Medical with a team that includes partners Steven Tonsfeldt, Matthew Hemington and Anne Lieberman and associate Gaël Hagan.

Ropes & Gray LLP is representing One Medical on health care matters. The Ropes & Gray team is led by health care partners Jennifer Romig and Christina Bergeron, and included health care associates Sam Perrone, Gideon Palte, Eliza Pan, Emma Kaufman, Catherine Pellerin and Bessie Frias.

Paul Weiss Rifkind Wharton & Garrison LLP is representing Amazon with a team that includes partners Krishna Veeraraghavan and Kyle T. Seifried.

Crowell & Moring LLP is advising Amazon on health care matters. The Crowell team is led by senior counsel Janet Walker and partner Renée Delphin-Rodriguez and includes partners Stephanie Marcantonio, Kathryn Raffensperger, Matthew Welling, Anthony Provenzano and Laura Foggan, senior counsel Barbara Ryland, counsel Megan Beaver, counsel Brandon Ge, and associates Payal Nanavati, Melissa Moravec, Alice Hall-Partyka and Michelle Chipetine.

--Additional reporting by Chelsea Naso and Benjamin Horney. Editing by Alex Hubbard.