

# Industry BlueBook

## Pharma Services: Development

December 2019

The industry's authoritative information resource for  
valuations, M&A transactions, and Financings

CROSSTREE

# DASHBOARD<sup>1,2,3,4,5</sup>

## EV MULTIPLES

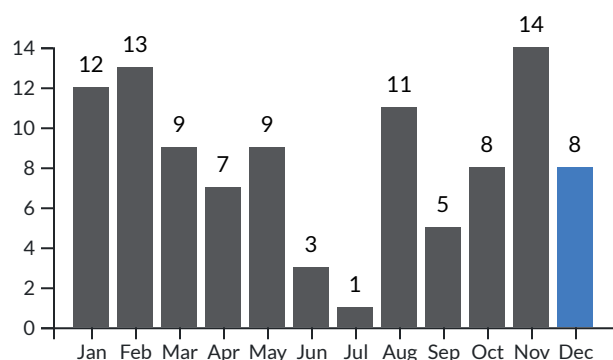
	REVENUE				EBITDA			
	LTM	%Δ	FTM	%Δ	LTM	%Δ	FTM	%Δ
Technology & Information Systems	11.4x	-4%	9.2x	-41%	52.5x	-4%	28.6x	-3%
Development Clinical Services	2.8x	-11%	2.6x	2%	17.5x	0%	14.4x	0%
Development Laboratory Services	3.4x	8%	2.9x	9%	19.7x	2%	14.6x	-11%

## M&A DEALS & FINANCINGS

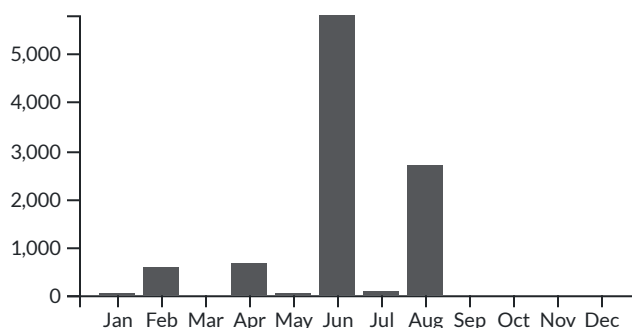
	DEAL COUNT				VOLUME (\$MM)			
	M&A	%Δ	FINANCINGS	%Δ	M&A	%Δ	FINANCINGS	%Δ
Technology & Information Systems	1	NM	1	-50%	0	NM	1	-92%
Development Clinical Services	3	-57%	2	NM	0	NM	0	NM
Development Laboratory Services	5	-29%	3	50%	3	-9%	64	-13%

1. Enterprise value (EV) equals equity market value (market capitalization) plus debt, plus preferred stock, minus cash and cash equivalents
2. Deals counted once in total if included in multiple segments
3. LTM = last twelve months; FTM = forward twelve months
4. %Δ = percent change month over month
5. NM = Not Meaningful

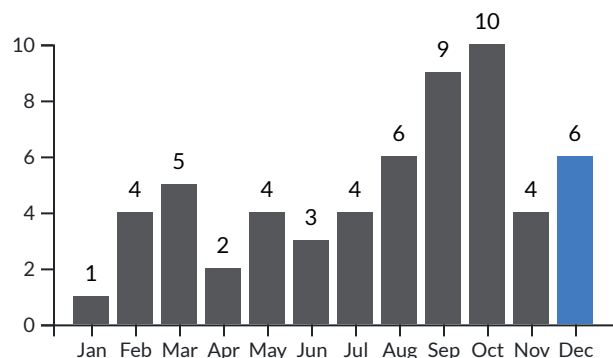
12 Month Deal Count M&A



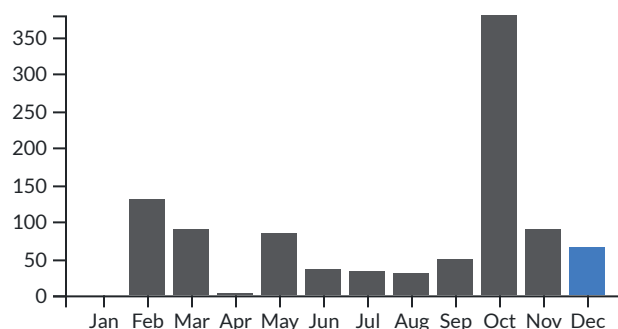
12 Month Volume M&A (\$MM)



12 Month Deal Count Financings

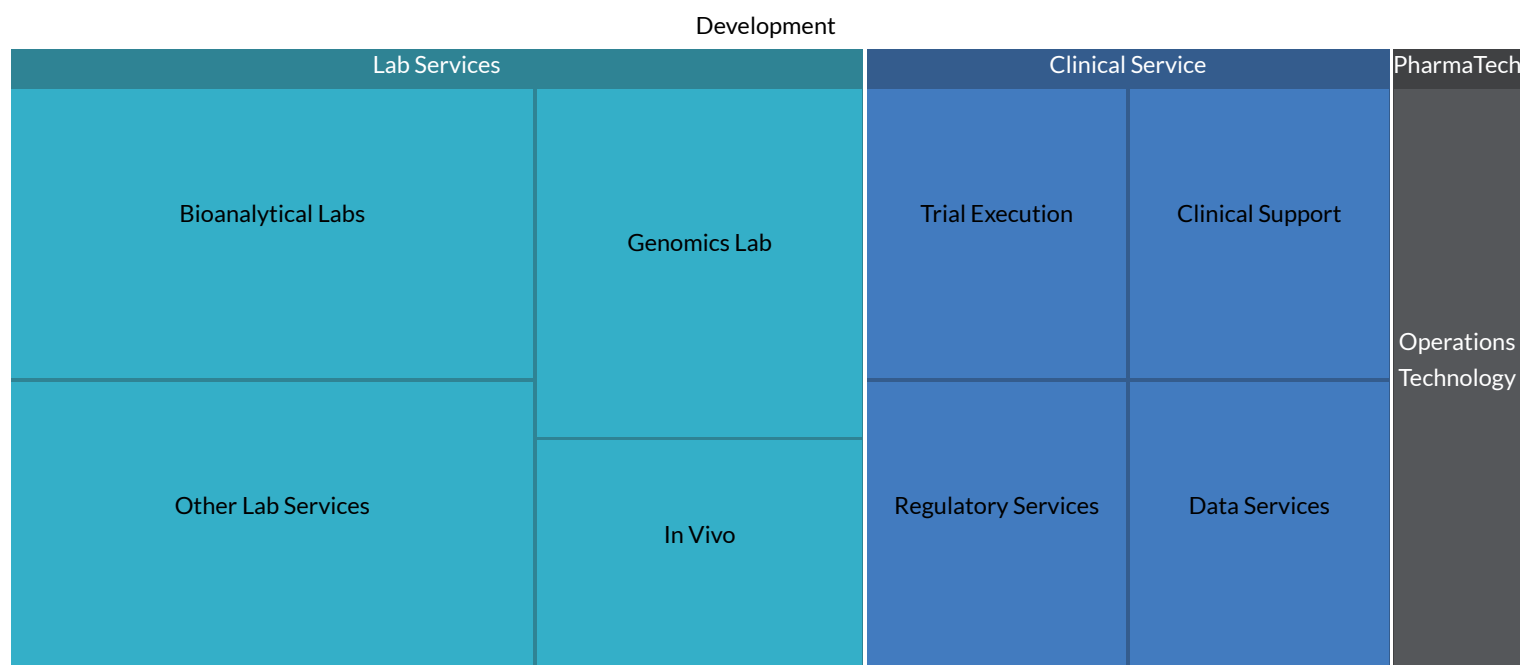


12 Month Volume Financings (\$MM)

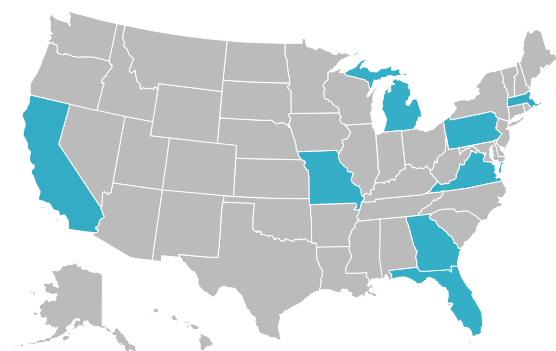


# M&A ACTIVITY

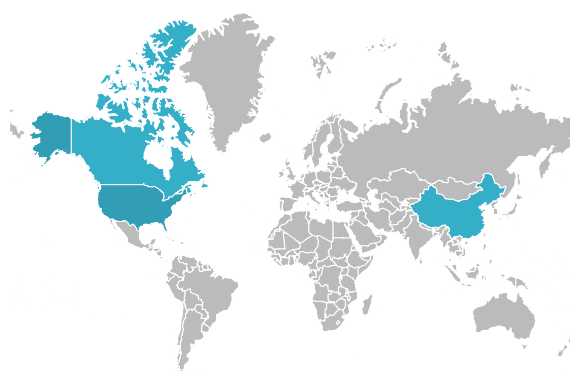
## DEALS BY SEGMENT



## U.S. DEALS BY STATE



## WORLDWIDE DEALS BY COUNTRY



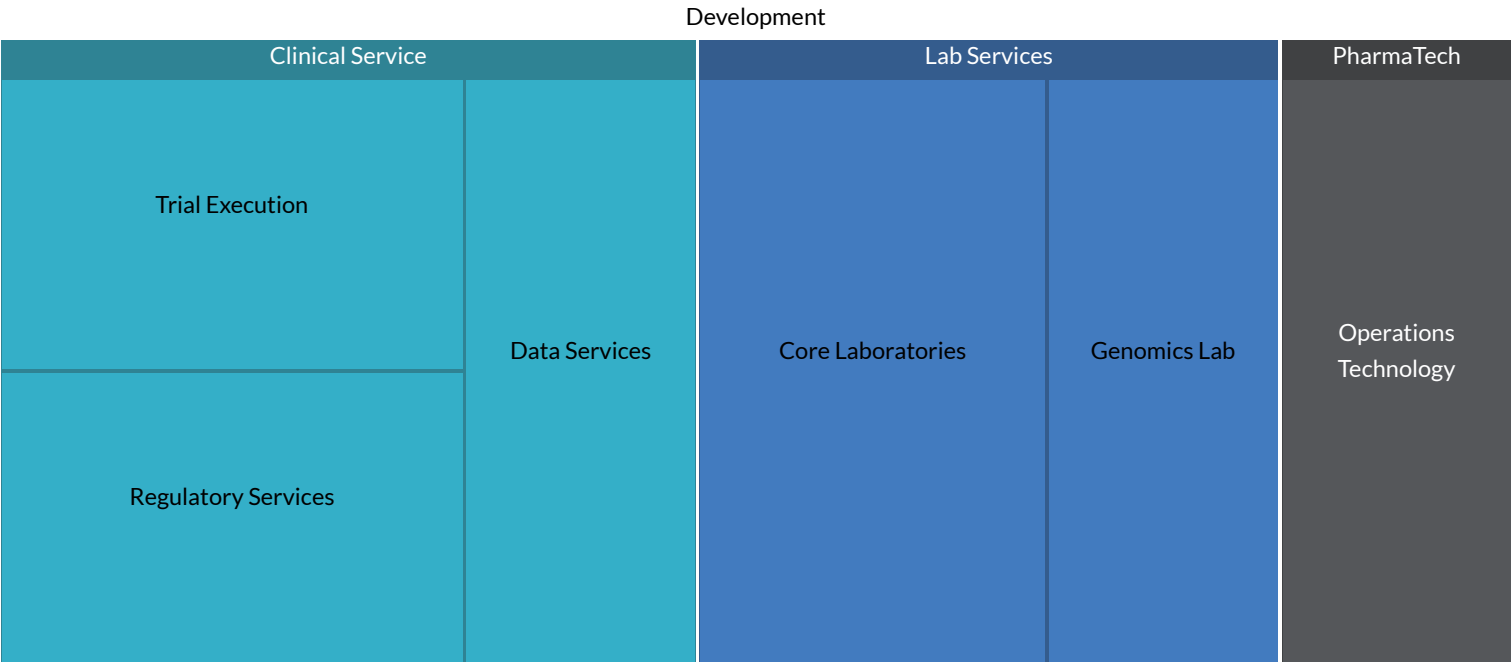
## SELECTED TRANSACTIONS

Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
12/16/2019	Clinical Service	Regulatory Services Data Services	Catalyst Regulatory Services, LLC	United States	Veristat, Inc.	-
12/13/2019	Lab Services	In Vivo Bioanalytical	BRI Biopharmaceutical Research Inc.	Canada	Frontage Laboratories, LLC	3.2
12/12/2019	Lab Services	Other Lab Services	Folvo Co	China	EffePharm (Shanghai) Co., Ltd	-
12/11/2019	Lab Services	Genomics Other Lab Services	AKESOgen, Inc.	United States	Tempus Labs, Inc.	-
12/11/2019	Lab Services	Bioanalytical Genomics	Diagnomics, Inc.	United States	Oncology Pharma Inc. (OTCPK:ONPH)	-

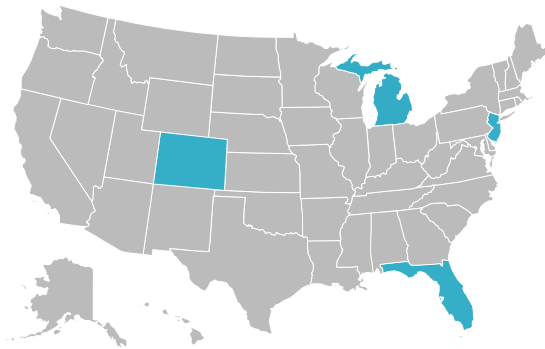
Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
12/10/2019	PharmaTech Clinical Service	Operations Tech Clinical Support	HealthiVibe, LLC	United States	Corrona, LLC	-
12/5/2019	Clinical Service	Trial Execution	Research Centers of America, LLC	United States	CenExel Clinical Research	-
12/4/2019	Lab Services	Bioanalytical Other Lab Services	Core Diagnostics, Inc.	United States	Canopy Biosciences	-

# FINANCINGS

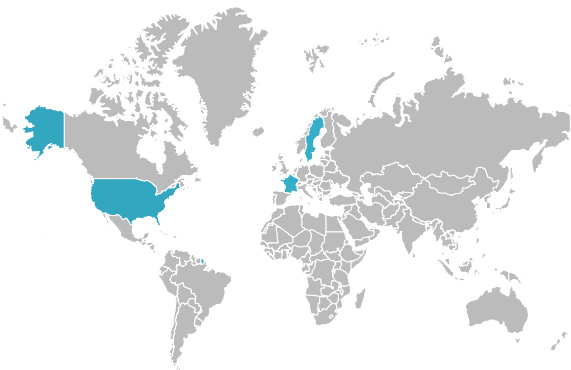
## DEALS BY SEGMENT



## U.S. DEALS BY STATE



## WORLDWIDE DEALS BY COUNTRY



SELECTED TRANSACTIONS						
Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
12/26/2019	Lab Services	Core Labs	ENDRA Life Sciences Inc.	United States	Undisclosed	0.4
12/23/2019	Clinical Service	Trial Execution	Informed Medical Decisions, Inc.	United States	NovaQuest Capital Management, L.L.C., TT Capital Partners, LLC, Frist Cressey Ventures, LLC	-
12/18/2019	Clinical Service	Regulatory Services Data Services	SOTERIUS, INC.	United States	Celegence Holdings LLC	-

Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
12/17/2019	Lab Services	Genomics	ArcherDx, Inc.	United States	Boulder Ventures Limited, Driehaus Capital Management LLC, Perceptive Advisors LLC, Redmile Group, LLC, ArrowMark Colorado Holdings, LLC, Longwood Founders Management, LLC, PBM Capital Group LLC, Sands Capital Ventures, LLC, Soleus Capital	55.0
12/11/2019	Lab Services	Core Labs	ENDRA Life Sciences Inc.	United States	Undisclosed	8.1
12/2/2019	PharmaTech	Operations Tech	Pilloxa AB	Sweden	Bonnier Ventures	1.3

# PUBLIC MARKETS<sup>1</sup>

## TECHNOLOGY & INFORMATION SYSTEMS

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
IQVIA Holdings Inc.	United States	42,377	3.8x	3.6x	22.9x	16.3x
Veeva Systems Inc.	United States	20,153	19.0x	14.8x	82.0x	40.9x
Mean		31,265	11.4x	9.2x	52.5x	28.6x
Median		31,265	11.4x	9.2x	52.5x	28.6x

## DEVELOPMENT CLINICAL SERVICES

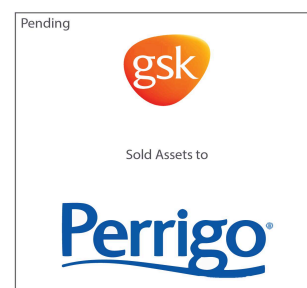
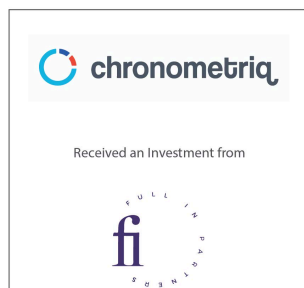
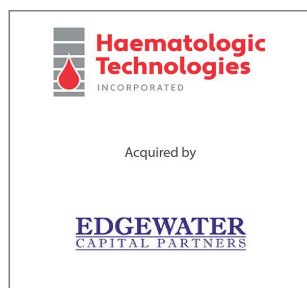
Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
Charles River Laboratories International, Inc.	United States	9,631	3.7x	3.3x	17.5x	14.2x
CMIC HOLDINGS Co., Ltd.	Japan	461	0.7x	0.6x	6.3x	5.9x
ICON Public Limited Company	Ireland	9,047	3.4x	3.1x	20.5x	17.5x
IQVIA Holdings Inc.	United States	42,377	3.8x	3.6x	22.9x	16.3x
Linical Co., Ltd.	Japan	233	2.3x	2.1x	15.2x	11.4x
Medpace Holdings, Inc.	United States	2,981	3.6x	3.1x	21.4x	18.4x
PRA Health Sciences, Inc.	United States	7,959	2.8x	2.6x	19.7x	14.6x
Seiko Epson Corporation	Japan	5,506	0.6x	0.6x	5.1x	5.3x
Shin Nippon Biomedical Laboratories, Ltd.	Japan	334	2.8x	2.5x	14.8x	NM
Syneos Health, Inc.	United States	9,145	2.0x	1.9x	16.5x	13.4x
WuXi AppTec Co., Ltd.	China	21,734	12.3x	9.7x	62.3x	35.1x
Mean		9,946	3.5x	3.0x	20.2x	15.2x
Median		7,959	2.8x	2.6x	17.5x	14.4x

## DEVELOPMENT LABORATORY SERVICES

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
Champions Oncology, Inc.	United States	96	3.4x	2.9x	NM	NM
Charles River Laboratories International, Inc.	United States	9,631	3.7x	3.3x	17.5x	14.2x
Eurofins Scientific SE	Luxembourg	13,386	2.9x	2.5x	17.1x	11.9x
ICON Public Limited Company	Ireland	9,047	3.4x	3.1x	20.5x	17.5x
Joinn Laboratories (China) Co., Ltd.	China	1,545	17.5x	15.5x	67.5x	NM
Medpace Holdings, Inc.	United States	2,981	3.6x	3.1x	21.4x	18.4x
Personalis, Inc.	United States	201	3.6x	2.8x	NM	NM
PRA Health Sciences, Inc.	United States	7,959	2.8x	2.6x	19.7x	14.6x
Shin Nippon Biomedical Laboratories, Ltd.	Japan	334	2.8x	2.5x	14.8x	NM
Syneos Health, Inc.	United States	9,145	2.0x	1.9x	16.5x	13.4x
WuXi AppTec Co., Ltd.	China	21,734	12.3x	9.7x	62.3x	35.1x
Mean		6,914	5.3x	4.5x	28.6x	17.9x
Median		7,959	3.4x	2.9x	19.7x	14.6x

# RECENT CROSSTREE TRANSACTIONS

Crosstree Capital Partners provides mergers and acquisitions and financing advisory services exclusively to leading Health Sciences companies. Since inception, the firm has been a consistent leader within our focus areas, closing more than 100 successful transactions with companies ranging from private equity-backed consolidators to Fortune 500 publicly-traded companies. In the process, we have represented clients on five continents, and roughly 35% of our transactions have been cross-border. Ten of our recent deals are highlighted below.



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