

Industry BlueBook

Pharma Services: Drug Development

July 2023

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

DASHBOARD^{1,2,3,4,5}

EV MULTIPLES

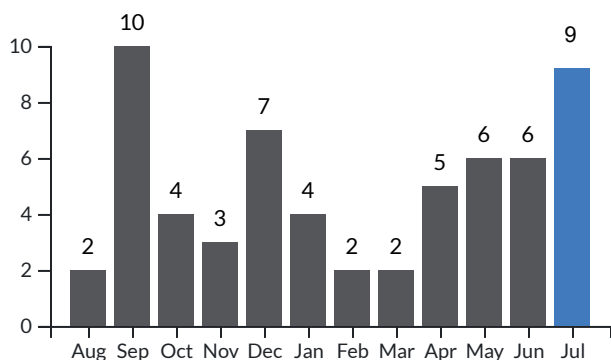
	REVENUE				EBITDA			
	LTM	%Δ	FTM	%Δ	LTM	%Δ	FTM	%Δ
Development Technology & Info Systems	8.5x	2%	7.6x	4%	43.0x	3%	23.1x	2%
Development Clinical Services	3.5x	6%	3.2x	3%	14.5x	0%	14.0x	0%
Development Laboratory Services	3.5x	3%	3.2x	0%	17.2x	3%	14.0x	14%

M&A DEALS & FINANCINGS

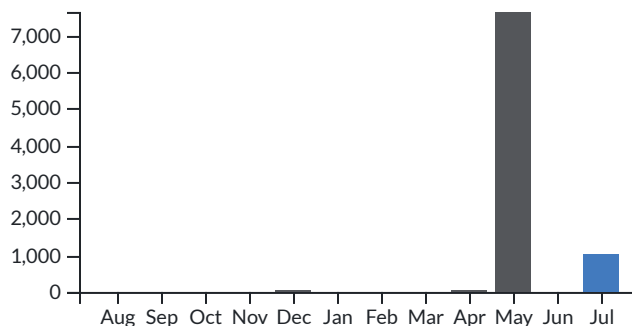
	DEAL COUNT				VOLUME (\$MM)			
	M&A	%Δ	FINANCINGS	%Δ	M&A	%Δ	FINANCINGS	%Δ
Development Technology & Info Systems	2	200%	4	100%	913	NM	55	173%
Development Clinical Services	9	100%	1	0%	1,054	100%	0	NM
Development Laboratory Services	0	-100%	1	-50%	0	NM	2	200%

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

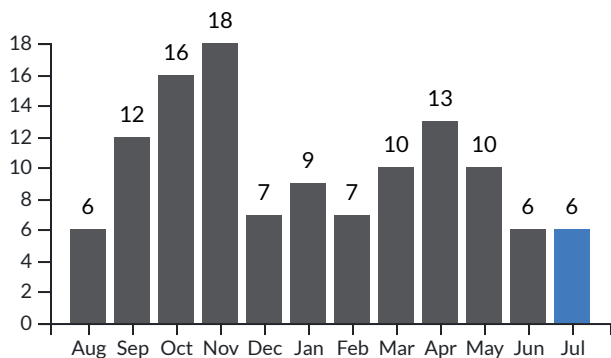
12 Month Deal Count M&A



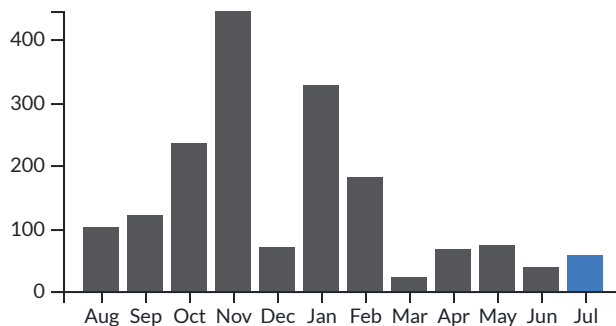
12 Month Volume M&A (\$MM)



12 Month Deal Count Financings

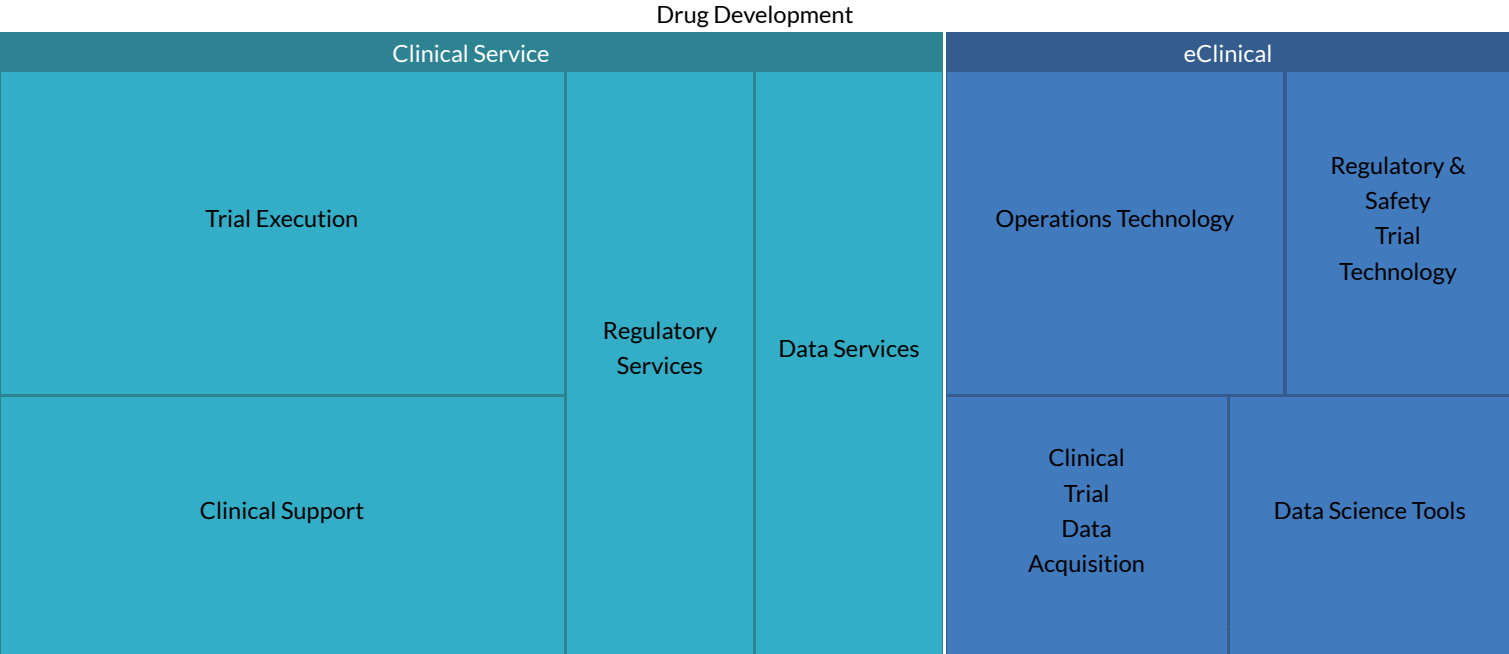


12 Month Volume Financings (\$MM)

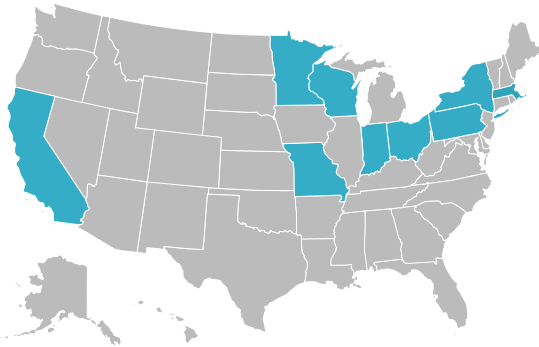


M&A ACTIVITY

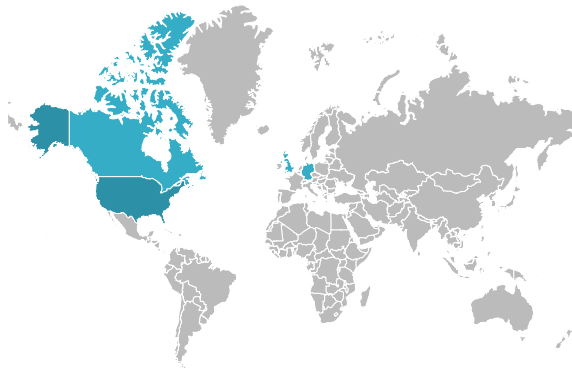
DEALS BY SEGMENT



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY

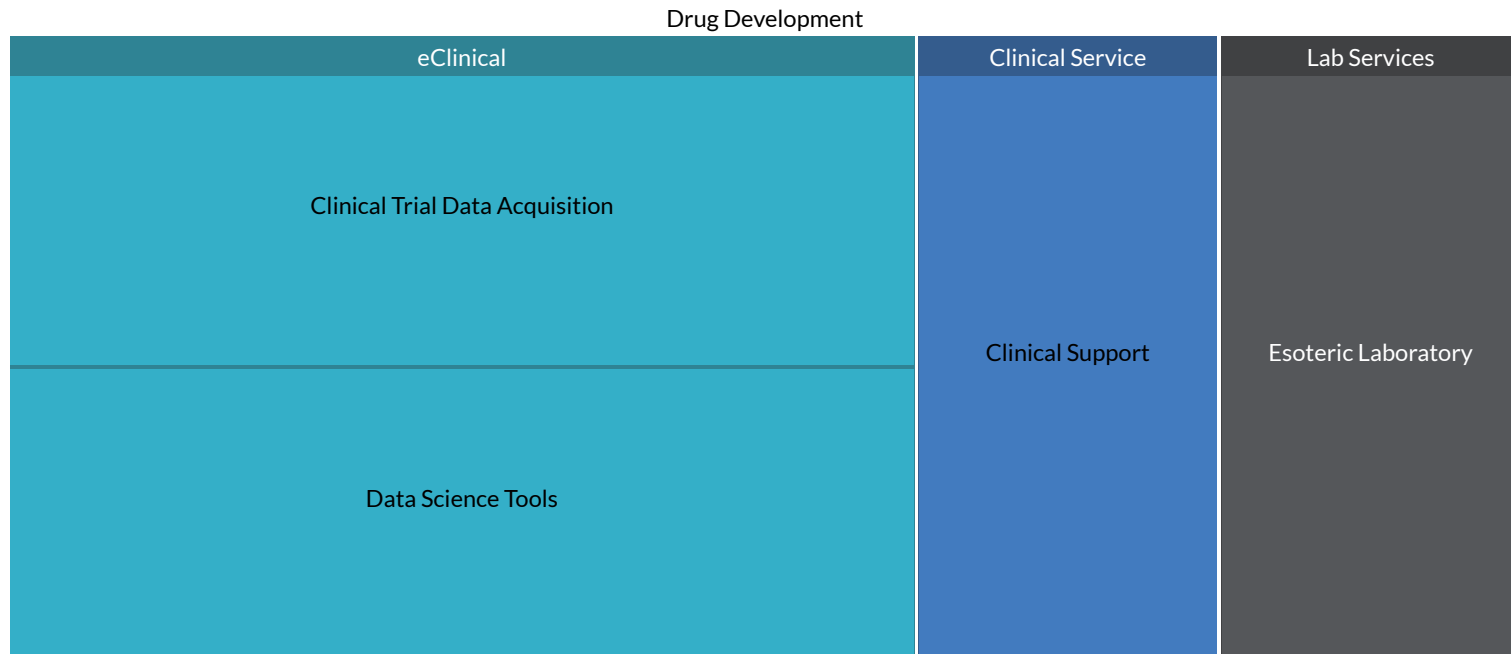


SELECTED TRANSACTIONS						
Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
7/31/2023	Clinical Service	Clinical Support	Faubel & Co. Nachf. GmbH	Germany	CCL Industries Inc. (TSX:CCL.B)	141.3
7/31/2023	Clinical Service	Trial Execution	The IMA Group	United States	BDT & MSD Partners, LLC	-
7/20/2023	Clinical Service	Data Services	Genpro Research Inc.	United States	Catalyst Clinical Research, LLC	-

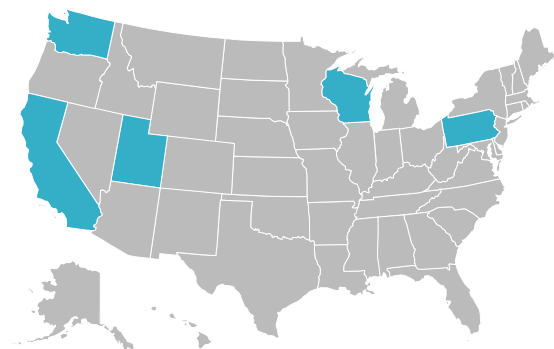
Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
7/17/2023	Clinical Service	Trial Execution	Accel Research Sites	-	Alcanza Clinical Research, LLC	-
7/17/2023	eClinical Clinical Service	Operations Tech Regulatory & Safety Tech Data Acquisition Data Science Tools	DSG, Inc.	United States	Signant Health LLC	-
7/12/2023	Clinical Service	Trial Execution	St. Luke's Hospital Of Duluth	United States	Aspirus, Inc.	-
7/11/2023	Clinical Service	Trial Execution	Patient Engagement and IT Solutions Businesses of FlexITy Solutions Ltd	Canada	PX Solutions Ltd.	-
7/10/2023	Clinical Service	Clinical Support	Quantigen, LLC	United States	Versiti, Inc.	-
7/6/2023	eClinical Clinical Service	Operations Tech Regulatory Services	CorEvitas, LLC	United States	Thermo Fisher Scientific Inc. (NYSE:TMO)	912.5

FINANCINGS

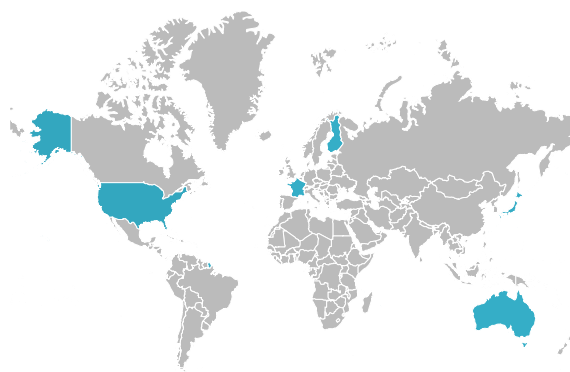
DEALS BY SEGMENT



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY



SELECTED TRANSACTIONS

Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
7/27/2023	Lab Services	Esoteric	RealSeq Biosciences, Inc.	United States	Berkeley Angel Network, Chemical Angel Network, MEDA Angels, LLC, Angel Star Ventures Investment LLC, TiE SoCal Angels	1.5
7/11/2023	eClinical	Data Science Tools	Recursion Pharmaceuticals, Inc. (NasdaqGS:RXRX)	United States	NVIDIA Corporation (NasdaqGS:NVDA)	50.0
7/10/2023	Clinical Service	Clinical Support	The Solubility Company Oy	Finland	Microsize, Inc.	-
7/5/2023	eClinical	Data Acquisition	Grace imaging Inc.	Japan	Mitsubishi UFJ Capital Co., Ltd., SBI Investment Co., Ltd., QB Capital, LLC, Keio Innovation Initiative Inc., D3 LLC.	3.5

Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
7/4/2023	eClinical	Data Acquisition	Kali Healthcare Pty Ltd	Australia	University of Melbourne, University of Melbourne	1.0
7/4/2023	eClinical	Data Science Tools	Frontier Field Co., Ltd.	Japan	Suzuken Co., Ltd. (TSE:9987), Otsuka Pharmaceutical Factory, Inc., SBI Investment Co., Ltd., Yamanashi Chugin Management Consulting Co., Ltd., Investment Arm, NCB Venture Capital Co., Ltd.	-

PUBLIC MARKETS¹

DEVELOPMENT TECHNOLOGY & INFO SYSTEMS

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
IQVIA Holdings Inc.	United States	53,508	3.7x	3.4x	19.7x	14.5x
Veeva Systems	United States	29,164	13.4x	11.7x	66.4x	31.7x
Mean		41,336	8.5x	7.6x	43.0x	23.1x
Median		41,336	8.5x	7.6x	43.0x	23.1x

DEVELOPMENT CLINICAL SERVICES

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
Charles River Laboratories International, Inc. (NYSE:CRL)	United States	13,740	3.4x	3.3x	13.2x	13.4x
CMIC HOLDINGS Co., Ltd.	Japan	179	0.2x	0.3x	1.4x	2.6x
Ergomed plc	United Kingdom	688	3.7x	3.3x	20.6x	16.6x
Fortrea Holdings Inc.	United States	2,779	0.9x	NM	7.4x	NM
ICON Public Limited Company	Ireland	24,863	3.2x	3.0x	15.7x	14.4x
IQVIA Holdings Inc.	United States	53,508	3.7x	3.4x	19.7x	14.5x
Linical Co., Ltd.	Japan	101	1.2x	1.1x	8.2x	6.6x
Medpace	United States	7,913	4.7x	4.0x	20.9x	21.3x
Seiko Epson Corporation	Japan	5,186	0.6x	0.5x	5.1x	4.7x
Shin Nippon Biomedical Laboratories, Ltd. (TSE:2395)	Japan	673	3.8x	3.2x	10.3x	14.0x
Syneos Health, Inc. (NasdaqGS:SYNH)	United States	7,170	1.3x	1.4x	9.5x	10.1x
Thermo Fisher Scientific Inc. (NYSE:TMO)	United States	242,618	5.6x	5.4x	22.1x	21.0x
WuXi AppTec Co., Ltd.	China	28,791	5.1x	4.5x	17.2x	14.0x
Mean		29,862	2.9x	2.8x	13.2x	12.8x
Median		7,170	3.4x	3.2x	13.2x	14.0x

DEVELOPMENT LABORATORY SERVICES

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
Evotec SE (XTRA:EVT)	Germany	4,441	5.4x	5.0x	47.7x	40.4x
Champions Oncology, Inc.	United States	86	1.6x	1.5x	NM	NM
Charles River Laboratories International, Inc. (NYSE:CRL)	United States	13,740	3.4x	3.3x	13.2x	13.4x
Eurofins Scientific SE	Luxembourg	16,224	2.3x	2.2x	11.3x	10.3x
Frontage Holdings Corporation (SEHK:1521)	United States	634	2.5x	2.0x	10.0x	9.5x
HLB innoVation Co.,Ltd. (KOSDAQ:A024850)	Korea (Republic of)	186	2.9x	NM	35.3x	NM
ICON Public Limited Company	Ireland	24,863	3.2x	3.0x	15.7x	14.4x
Inotiv, Inc.	United States	579	1.0x	1.0x	10.0x	6.7x
Joinn Laboratories (China) Co.,Ltd. (SHSE:603127)	China	2,353	7.1x	5.3x	20.0x	13.6x
Medpace	United States	7,913	4.7x	4.0x	20.9x	21.3x

Pharmaron Beijing Co., Ltd.	China	7,211	4.7x	3.8x	20.7x	14.6x
Selvita S.A.	Poland	382	3.6x	3.4x	18.5x	14.6x
Shanghai Medicilon Inc.	China	1,628	6.6x	NM	27.0x	NM
Shin Nippon Biomedical Laboratories, Ltd. (TSE:2395)	Japan	673	3.8x	3.2x	10.3x	14.0x
Syneos Health, Inc. (NasdaqGS:SYNH)	United States	7,170	1.3x	1.4x	9.5x	10.1x
WuXi AppTec Co., Ltd.	China	28,791	5.1x	4.5x	17.2x	14.0x
Mean		7,305	3.7x	3.1x	19.2x	15.1x
Median		3,397	3.5x	3.2x	17.2x	14.0x

1. NM - Not Meaningful

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.



Acquired



Acquired by



A Portfolio Company of



Completed a growth recapitalization with



Acquired by



A Portfolio Company of



Acquired



Acquired



Acquired by

Global, Public CRO



Acquired by



a portfolio company of



Acquired by



a portfolio company of



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