

# Industry **BlueBook**

## **Pharma Services: Development**

August 2019

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

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

## EV MULTIPLES

	REVENUE				EBITDA			
	LTM	%Δ	FTM	%Δ	LTM	%Δ	FTM	%Δ
Technology & Information Systems	8.1x	1%	6.9x	0%	64.2x	1%	27.8x	1%
Clinical Services	2.7x	0%	2.6x	(10%)	16.2x	(3%)	13.4x	(1%)
Laboratory Services	3.4x	(3%)	3.1x	0%	18.2x	0%	15.0x	(1%)

## M&A DEALS / FINANCINGS

	DEAL COUNT				VOLUME (\$MM)			
	M&A	%Δ	Financings	%Δ	M&A	%Δ	Financings	%Δ
Technology & Information Systems	2	0%	3	0%	0	NM	21	67%
Clinical Services	5	NM	1	(50%)	0	0%	4	(38%)
Laboratory Services	5	0%	3	(40%)	2,680	NM	8	(80%)

<sup>1</sup> Enterprise value (EV) equals equity market value (market capitalization) plus debt, plus preferred stock, minus cash and cash equivalents

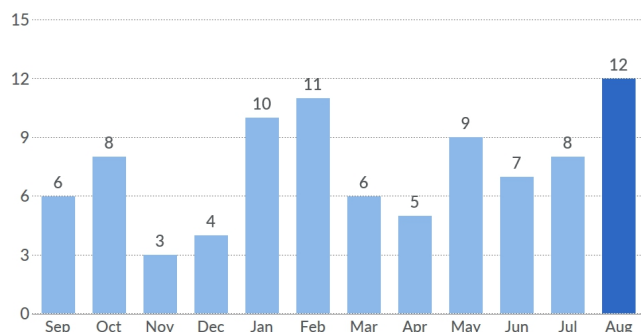
<sup>2</sup> Deals counted once in total if included in multiple segments

<sup>3</sup> LTM = last twelve months; FTM = forward twelve months

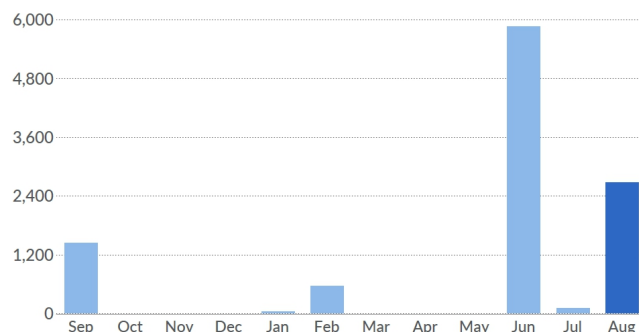
<sup>4</sup> % Δ - percent change month over month

<sup>5</sup> NM - Not Meaningful

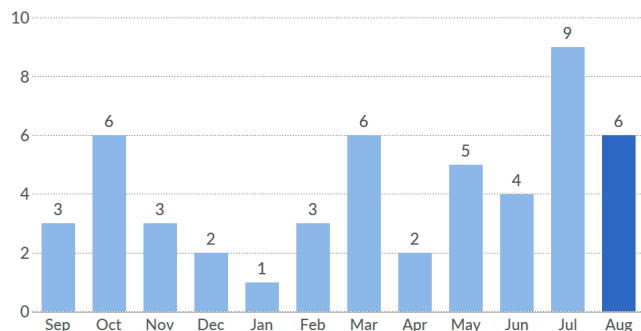
12 MONTH DEAL COUNT M&A



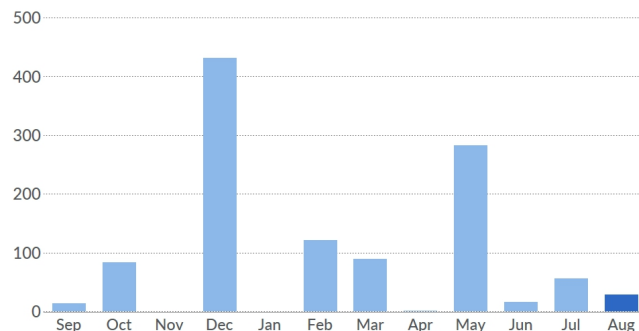
12 MONTH VOLUME M&A (\$MM)



12 MONTH DEAL COUNT FINANCINGS



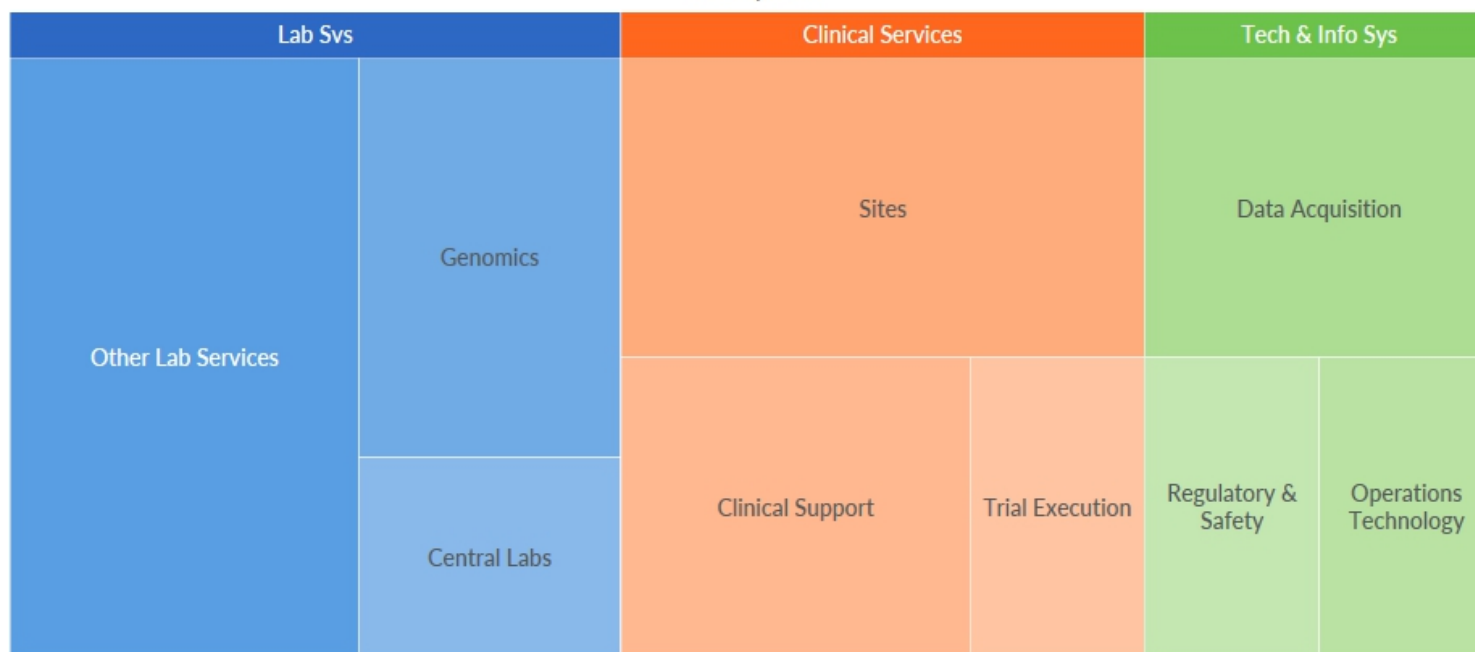
12 MONTH VOLUME FINANCINGS (\$MM)



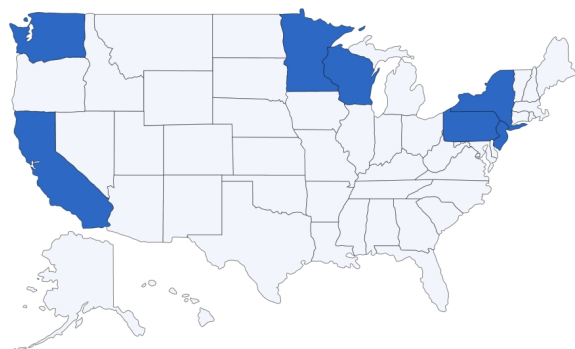
# M&A ACTIVITY

## DEALS BY SEGMENT

### Development



### U.S. DEALS BY STATE



### WORLDWIDE DEALS BY COUNTRY



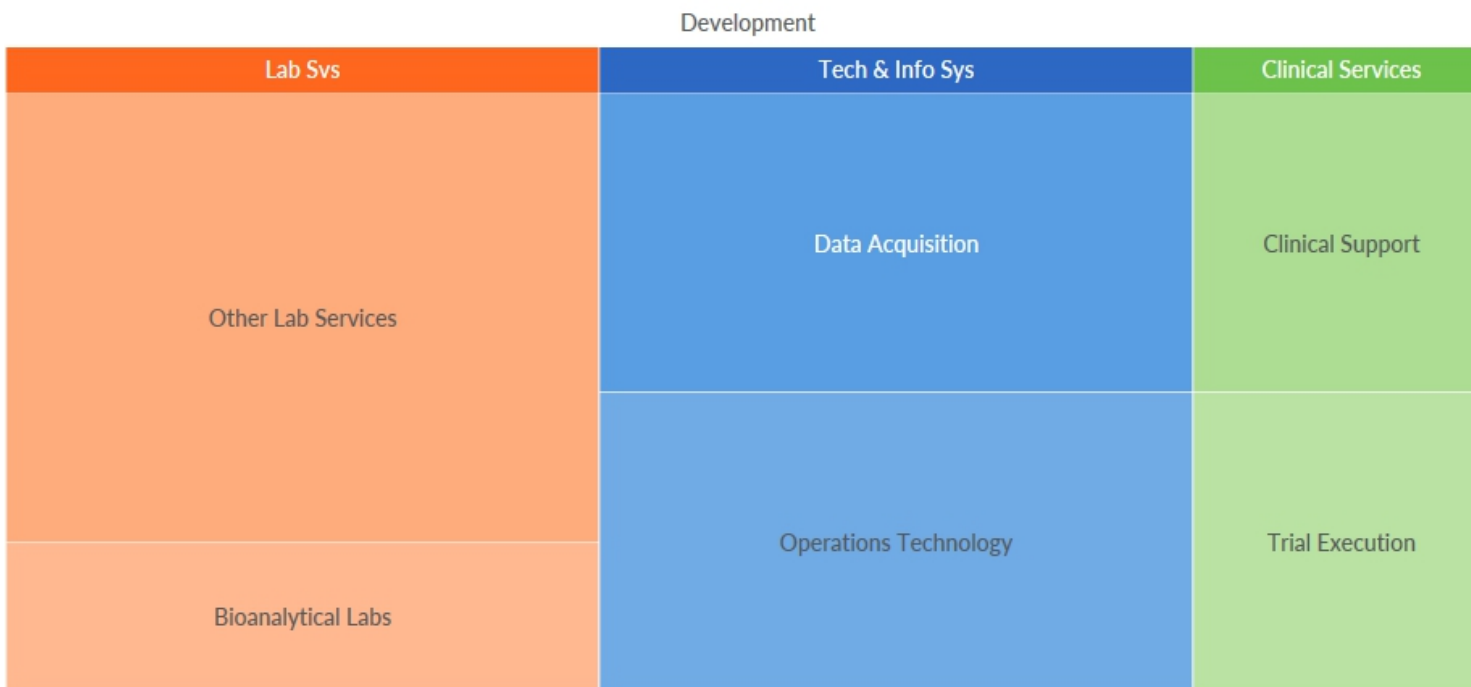
## SELECTED TRANSACTIONS

Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
8/27/2019	Technology & Information Systems	Operations Technology Regulatory & Safety Data Acquisition	THREAD	United States	Water Street Healthcare Partners, JLL Partners	-
8/22/2019	Clinical Services	Trial Execution Sites	Prism Research, LLC	United States	Nucleus Network Ltd.	-
8/13/2019	Technology & Information Systems	Data Acquisition	Comprehend Systems, Inc.	United States	Saama Technologies, Inc.	-
8/8/2019	Laboratory Services	Other Lab Services	Laboratorios de Control ARJ S.A de C.V	Mexico	ALS Limited (ASX:ALQ)	-
8/8/2019	Clinical Services	Sites	PharmaSeek LLC	United States	WIRB-Copernicus Group, Inc.	-
8/7/2019	Laboratory Services	Other Lab Services	Cambrex Corporation	United States	Permira Advisers Ltd.	2,679.7

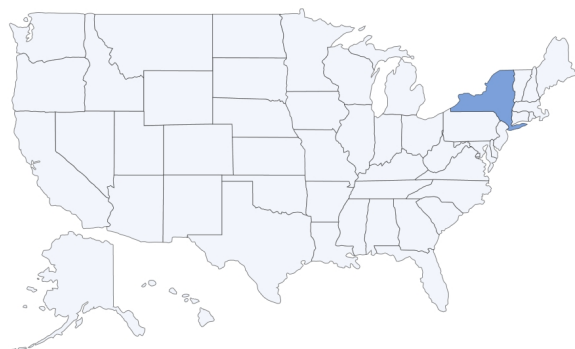
Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
8/6/2019	Laboratory Services	Other Lab Services	Keystone Biologicals, Inc.	United States	BioIVT	-
8/6/2019	Laboratory Services	Genomics	Blue Heron Biotechnology, Inc.	United States	Eurofins Genomics LLC	-
8/6/2019	Clinical Services	Sites	Laser and Skin Surgery Center Of New York Management Corporation	United States	BelHealth Investment Partners, LLC, NavaDerm Partners, LLC	-
8/1/2019	Laboratory Services	Central Labs Genomics Other Lab Services	LSI Medience Corporation	Japan	PHC Holdings Corporation	-
8/1/2019	Clinical Services	Clinical Support	ProMedDx, LLC	United States	Precision for Medicine, Inc.	-
8/1/2019	Clinical Services	Clinical Support	GLAS	United States	Precision for Medicine, Inc.	-

# FINANCINGS

## DEALS BY SEGMENT



## U.S. DEALS BY STATE



## WORLDWIDE DEALS BY COUNTRY



## SELECTED TRANSACTIONS

Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
8/23/2019	Laboratory Services	Other Lab Services Bioanalytical Labs	Invitrocue Limited	Singapore	Undisclosed	0.7
8/23/2019	Technology & Information Systems	Operations Technology Data Acquisition	AiCure, LLC	United States	Undisclosed	16.8
8/21/2019	Laboratory Services	Other Lab Services	Pure Biologics Spółka Akcyjna	Poland	National Centre for Research and Development	7.4
8/12/2019	Technology & Information Systems	Operations Technology	Advanced Digital Innovation (UK) Ltd.	United Kingdom	U.K. Steel Enterprise, Mercia Fund Management Ltd	0.8
8/8/2019	Laboratory Services	Other Lab Services	Biognosys AG	Switzerland	Undisclosed	-

Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
8/7/2019	Clinical Services Technology & Information Systems	Trial Execution Clinical Support Data Acquisition	Clinipace Worldwide, Inc.	United States	Undisclosed	3.8

# 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	40,919	3.9x	3.6x	23.0x	16.7x
Medidata Solutions, Inc.	United States	5,530	8.1x	6.9x	64.2x	27.8x
Veeva Systems Inc.	United States	21,639	22.9x	19.2x	93.7x	49.5x
Mean		22,696	11.6x	9.9x	60.3x	31.3x
Median		21,639	8.1x	6.9x	64.2x	27.8x

## Clinical Services

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
Charles River Laboratories International	United States	8,453	3.4x	3.0x	15.7x	13.0x
CMIC HOLDINGS Co., Ltd.	Japan	460	0.7x	0.6x	6.5x	5.2x
Seiko Epson Corporation	Japan	4,899	0.5x	0.5x	4.3x	4.2x
ICON Public Limited Company	Ireland	8,464	3.1x	2.9x	18.6x	16.3x
IQVIA Holdings Inc.	United States	40,919	3.9x	3.6x	23.0x	16.7x
Linical Co., Ltd.	Japan	222	2.1x	2.0x	14.5x	11.3x
Medpace Holdings, Inc.	United States	2,939	3.7x	3.2x	20.9x	18.6x
PRA Health Sciences, Inc.	United States	7,716	2.6x	2.4x	17.9x	13.8x
Shin Nippon Biomedical Laboratories, Ltd.	Japan	384	2.7x	NM	16.2x	NM
Syneos Health, Inc.	United States	8,387	1.8x	1.7x	15.3x	12.5x
WuXi AppTec Co., Ltd.	China	18,229	12.4x	9.7x	58.0x	34.8x
Mean		9,188	3.3x	2.9x	19.1x	14.6x
Median		7,716	2.7x	2.6x	16.2x	13.4x

## Laboratory Services

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
BGI Genomics Co., Ltd.	China	3,841	8.9x	7.7x	44.7x	42.1x
Charles River Laboratories International	United States	8,453	3.4x	3.0x	15.7x	13.0x
Eurofins Scientific SE	Luxembourg	11,899	2.5x	2.3x	15.1x	11.9x
ICON Public Limited Company	Ireland	8,464	3.1x	2.9x	18.6x	16.3x
Joynn Laboratories (China) Co.,Ltd.	China	1,348	19.3x	15.9x	69.0x	NM
Medpace Holdings, Inc.	United States	2,939	3.7x	3.2x	20.9x	18.6x
PRA Health Sciences, Inc.	United States	7,716	2.6x	2.4x	17.9x	13.8x
Quanterix Corporation	United States	660	14.0x	11.2x	NM	NM
Shin Nippon Biomedical Laboratories, Ltd.	Japan	384	2.7x	NM	16.2x	NM
Syneos Health, Inc.	United States	8,387	1.8x	1.7x	15.3x	12.5x
WuXi AppTec Co., Ltd.	China	18,229	12.4x	9.7x	58.0x	34.8x

<sup>1</sup> NM - Not Meaningful

# PUBLIC MARKETS<sup>1</sup>

Mean	6,574	6.7x	6.0x	29.1x	20.3x
Median	7,716	3.4x	3.1x	18.2x	15.0x

<sup>1</sup> 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. Ten of our recent deals are highlighted below.



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