

Industry **BlueBook**

Pharma Services: Development

May 2019

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
Technology & Information Systems	8.3x	(2%)	7.1x	(3%)	63.5x	(3%)	29.2x	(5%)
Clinical Services	2.6x	0%	2.3x	(4%)	15.8x	2%	12.5x	(9%)
Laboratory Services	2.9x	4%	2.7x	(7%)	16.2x	(2%)	13.3x	(6%)

M&A DEALS / FINANCINGS

	DEAL COUNT				VOLUME (\$MM)			
	M&A	%Δ	Financings	%Δ	M&A	%Δ	Financings	%Δ
Technology & Information Systems	2	NM	1	NM	0	0%	1	NM
Clinical Services	7	NM	1	NM	0	0%	15	NM
Laboratory Services	3	50%	3	50%	2	NM	267	NM

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

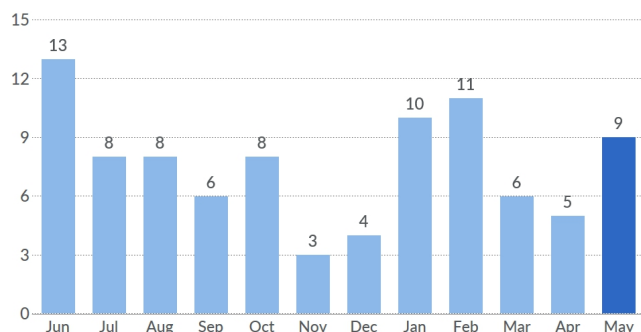
² Deals counted once in total if included in multiple segments

³ LTM = last twelve months; FTM = forward twelve months

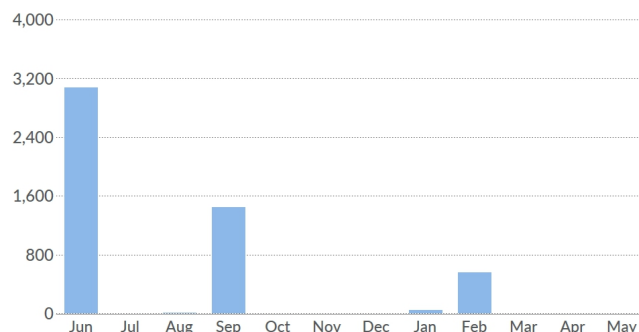
⁴ % Δ - percent change month over month

⁵ NM - Not Meaningful

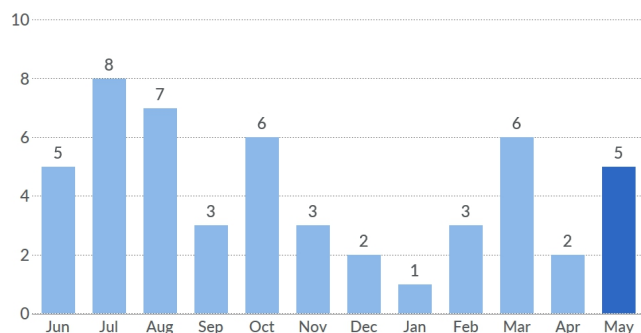
12 MONTH DEAL COUNT M&A



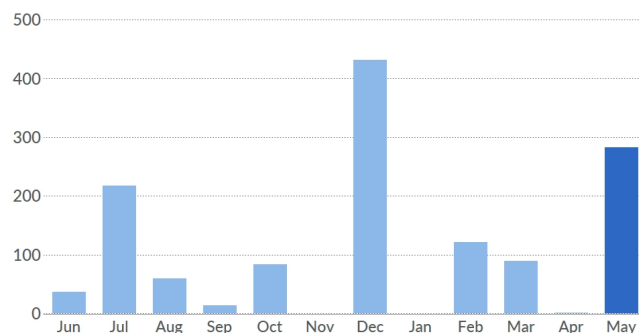
12 MONTH VOLUME M&A (\$MM)



12 MONTH DEAL COUNT FINANCINGS



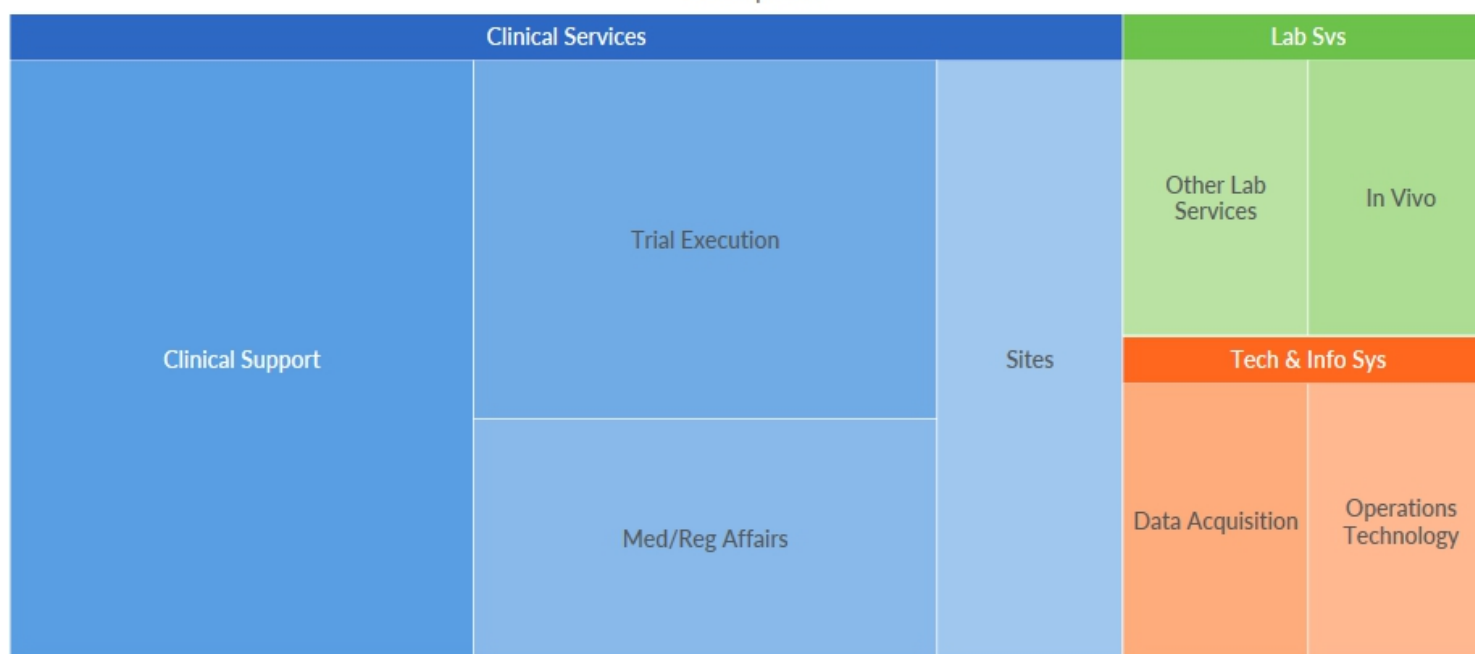
12 MONTH VOLUME FINANCINGS (\$MM)



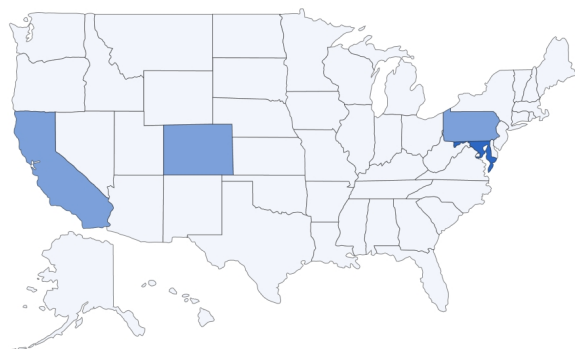
M&A ACTIVITY

DEALS BY SEGMENT

Development



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY



SELECTED TRANSACTIONS

Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
5/31/2019	Clinical Services	Clinical Support	Advarra	United States	Genstar Capital, LLC	-
5/23/2019	Clinical Services	Trial Execution Clinical Support Sites	MeDiNova Limited	United Kingdom	ICON Public Limited Company (NasdaqGS: ICLR)	-
5/21/2019	Clinical Services	Trial Execution Clinical Support Medical & Regulatory Affairs	KAI Research, Inc.	United States	Navitas Life Sciences, Inc.	-
5/10/2019	Clinical Services Laboratory Services	Trial Execution Clinical Support Medical & Regulatory Affairs	Venn Life Sciences Holdings Plc	Ireland	Open Orphan Designated Activity Company	-

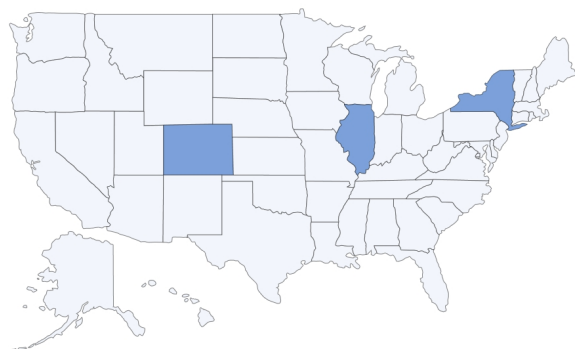
Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
5/8/2019	Technology & Information Systems Clinical Services	Data Acquisition	Axiom Real-Time Metrics Inc.	Canada	Great Point Partners, LLC	-
5/5/2019	Clinical Services	Clinical Support	Pharmapace, Inc.	United States	WuXi Clinical Development Services (Shanghai) Co., Ltd.	-
5/3/2019	Laboratory Services	Other Lab Services	Chemical Solutions Ltd.	United States	SGS SA (SWX:SGSN)	-
5/1/2019	Laboratory Services	In Vivo	BASi Gaithersburg	United States	Bioanalytical Systems, Inc. (NasdaqCM:BASI)	2.4
5/1/2019	Technology & Information Systems Clinical Services	Operations Technology Sites	Pharmatech Oncology, Inc.	United States	Caris Life Sciences, Inc.	-

FINANCINGS

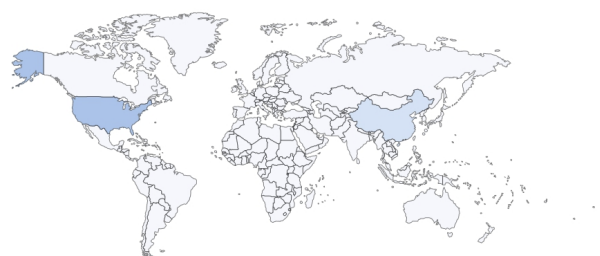
DEALS BY SEGMENT



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY



SELECTED TRANSACTIONS

Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
5/30/2019	Laboratory Services	Genomics	Tempus Labs, Inc.	United States	Amgen Ventures, Wren Capital LLP, New Enterprise Associates, Franklin Resources, Inc. (NYSE:BEN), T. Rowe Price Associates, Inc., Revolution Growth	200.0
5/15/2019	Laboratory Services	Genomics	ArcherDx, Inc.	United States	Perceptive Advisors LLC, Boulder Ventures Limited, Perceptive Advisors LLC, Peierls Foundation, Inc., Endowment Arm, Longwood Founders Management, LLC	60.0

Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
5/6/2019	Clinical Services	Trial Execution Clinical Support Medical & Regulatory Affairs	Rundo International Pharmaceutical Research & Development Co.,Ltd.	China	Riverhead Capital Investment Management Co., Ltd.	14.9
5/3/2019	Technology & Information Systems	Data Acquisition	PHARMASEAL International Limited	United Kingdom	U.K. Steel Enterprise, British Business Bank Investments Ltd	1.3
5/3/2019	Laboratory Services	Genomics	OmniSeq, LLC	United States	Undisclosed	7.3

PUBLIC MARKETS¹

Technology & Information Systems

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
IQVIA Holdings Inc.	United States	38,500	3.6x	3.4x	21.0x	15.6x
Medidata Solutions, Inc.	United States	5,572	8.3x	7.1x	63.5x	29.2x
Veeva Systems Inc.	United States	22,576	23.4x	19.5x	90.2x	51.7x
Mean		22,216	11.7x	10.0x	58.2x	32.1x
Median		22,576	8.3x	7.1x	63.5x	29.2x

Clinical Services

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
Charles River Laboratories International	United States	7,850	3.2x	2.8x	14.4x	12.3x
CMIC HOLDINGS Co., Ltd.	Japan	498	0.7x	0.7x	7.1x	5.8x
Seiko Epson Corporation	Japan	5,049	0.5x	0.5x	4.2x	4.2x
ICON Public Limited Company	Ireland	7,803	2.9x	2.7x	16.9x	15.2x
IQVIA Holdings Inc.	United States	38,500	3.6x	3.4x	21.0x	15.6x
Linical Co., Ltd.	Japan	230	2.3x	2.2x	15.8x	12.4x
Medpace Holdings, Inc.	United States	2,047	2.7x	2.4x	14.3x	13.9x
PRA Health Sciences, Inc.	United States	7,228	2.4x	2.1x	15.9x	12.7x
Shin Nippon Biomedical Laboratories, Ltd.	Japan	361	2.6x	NM	16.6x	NM
Syneos Health, Inc.	United States	7,763	1.6x	1.5x	13.2x	11.2x
WuXi AppTec Co., Ltd.	China	12,461	8.4x	6.7x	36.4x	24.0x
Mean		8,163	2.8x	2.5x	15.9x	12.7x
Median		7,228	2.6x	2.3x	15.8x	12.5x

Laboratory Services

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
BGI Genomics Co., Ltd.	China	3,046	8.9x	7.5x	43.2x	40.7x
Charles River Laboratories International	United States	7,850	3.2x	2.8x	14.4x	12.3x
Eurofins Scientific SE	Luxembourg	10,495	2.6x	2.2x	14.0x	11.7x
ICON Public Limited Company	Ireland	7,803	2.9x	2.7x	16.9x	15.2x
Joinn Laboratories (China) Co., Ltd.	China	949	16.2x	12.4x	52.7x	NM
Medpace Holdings, Inc.	United States	2,047	2.7x	2.4x	14.3x	13.9x
PRA Health Sciences, Inc.	United States	7,228	2.4x	2.1x	15.9x	12.7x
Quanterix Corporation	United States	773	13.0x	10.4x	NM	NM
Shin Nippon Biomedical Laboratories, Ltd.	Japan	361	2.6x	NM	16.6x	NM
Syneos Health, Inc.	United States	7,763	1.6x	1.5x	13.2x	11.2x
WuXi AppTec Co., Ltd.	China	12,461	8.4x	6.7x	36.4x	24.0x

¹ NM - Not Meaningful

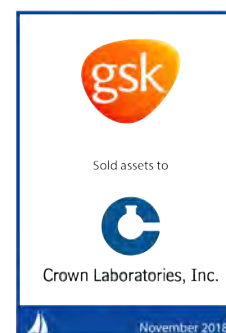
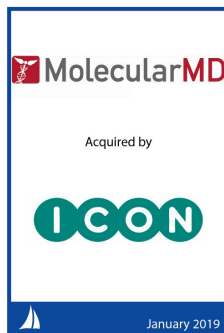
PUBLIC MARKETS¹

Mean	5,525	5.8x	5.0x	23.7x	17.7x
Median	7,228	2.9x	2.7x	16.2x	13.3x

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. Ten of our recent deals are highlighted below.



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