

Industry BlueBook

Pharma Services: Development

October 2019

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

CROSSTREE

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

EV MULTIPLES

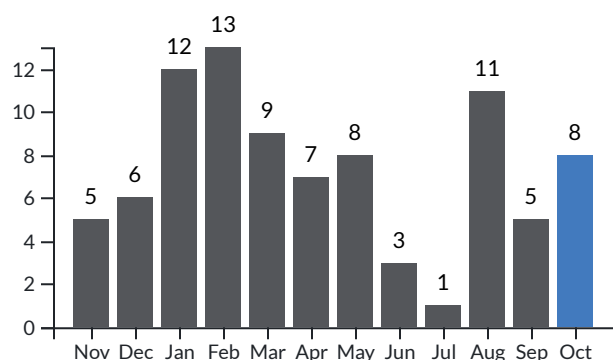
	REVENUE				EBITDA			
	LTM	%Δ	FTM	%Δ	LTM	%Δ	FTM	%Δ
Technology & Information Systems	11.9x	48%	10.1x	47%	52.2x	-19%	29.6x	7%
Development Clinical Services	2.6x	-1%	2.5x	-1%	15.6x	-1%	13.1x	-1%
Development Laboratory Services	2.9x	-2%	2.7x	-7%	17.7x	2%	14.0x	6%

M&A DEALS & FINANCINGS

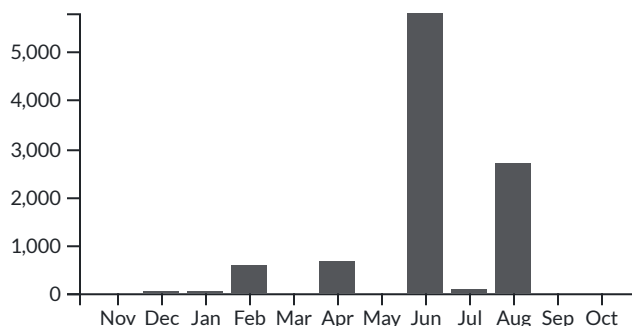
	DEAL COUNT				VOLUME (\$MM)			
	M&A	%Δ	FINANCINGS	%Δ	M&A	%Δ	FINANCINGS	%Δ
Technology & Information Systems	1	-50%	4	100%	0	NM	238	NM
Development Clinical Services	6	NM	3	NM	0	NM	130	NM
Development Laboratory Services	2	0%	4	-43%	0	NM	74	NM

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

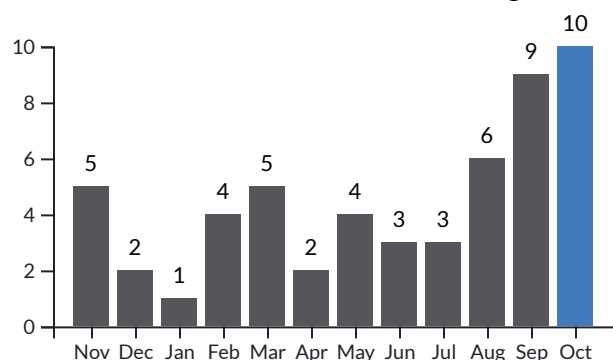
12 Month Deal Count M&A



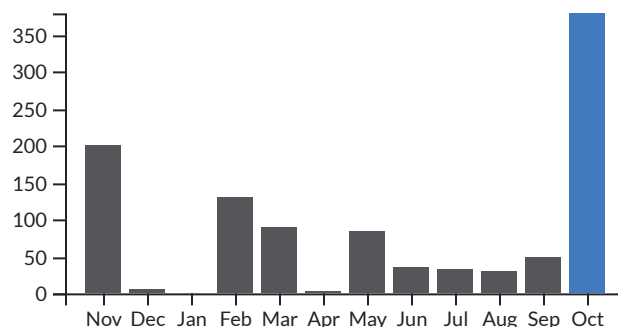
12 Month Volume M&A (\$MM)



12 Month Deal Count Financings

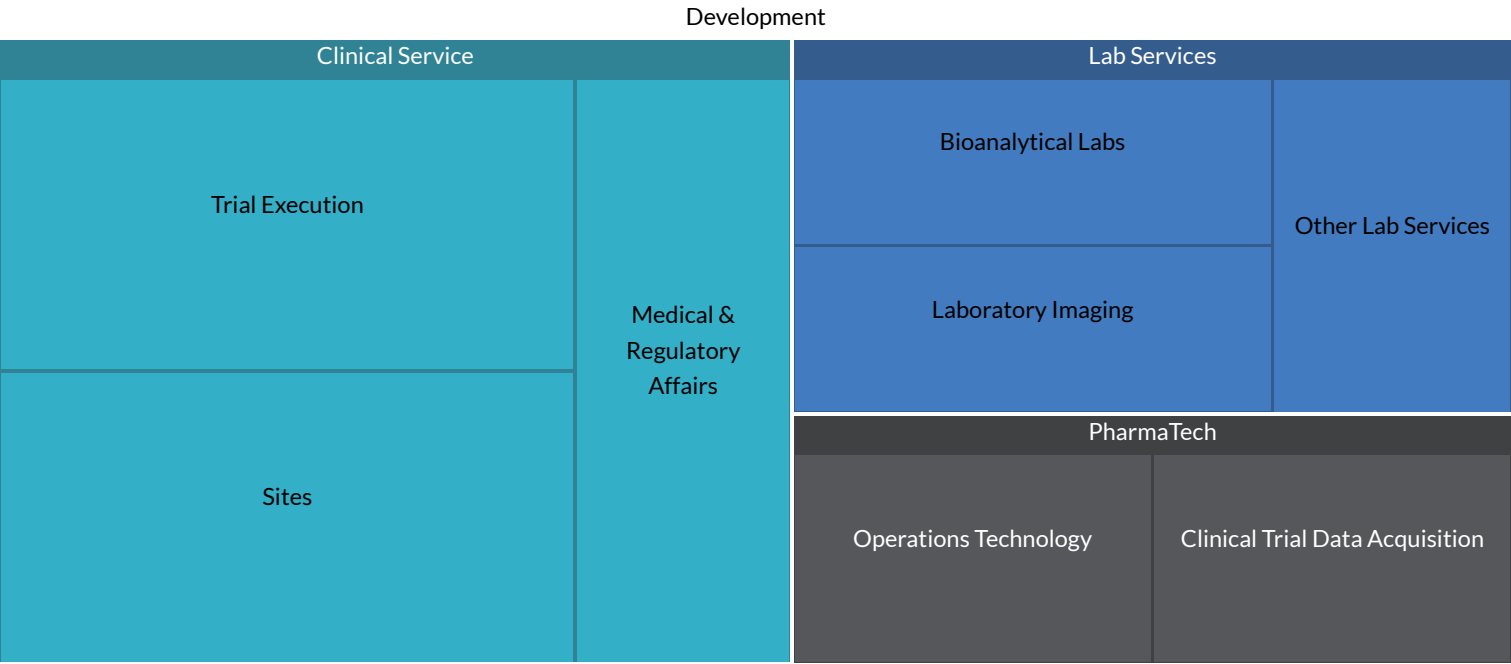


12 Month Volume Financings (\$MM)

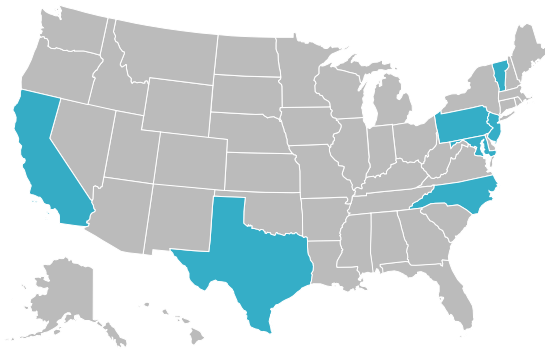


M&A ACTIVITY

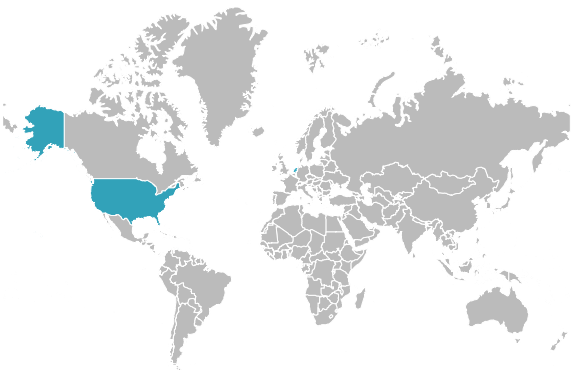
DEALS BY SEGMENT



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY

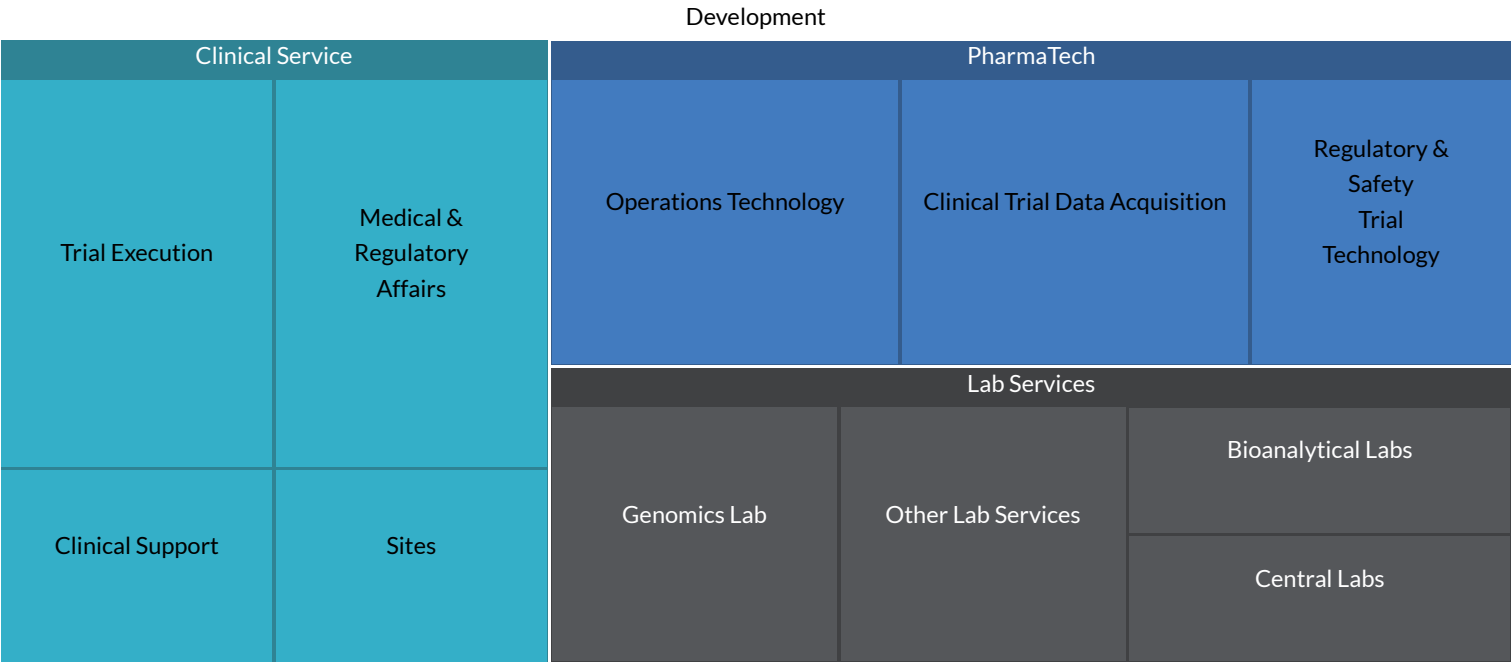


SELECTED TRANSACTIONS						
Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
10/28/2019	Clinical Service	Trial Execution Regulatory Affairs	Specialized Medical Services-oncology BV	Netherlands	Cato Research	-
10/21/2019	Clinical Service	Trial Execution	Precision Research Institute, LLC	United States	China Infrastructure Construction Corporation (OTCPK:CHNC)	-
10/21/2019	PharmaTech Lab Services	Operations Tech Data Acquisition Lab Imaging	eResearchTechnology, Inc.	United States	Nordic Capital, Astorg Partners	-
10/11/2019	Lab Services	Bioanalytical Other Lab Services	Haematologic Technologies, Inc.	United States	Edgewater Capital Partners	-

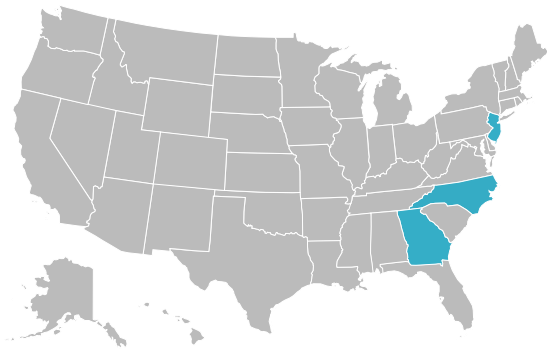
Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
10/9/2019	Clinical Service	Trial Execution Regulatory Affairs	Amarex, LLC	United States	NSF International Inc.	-
10/1/2019	Clinical Service	Sites	Clinical Trial Centers Alliance	United States	Apex Innovative Sciences, Inc.	-
10/1/2019	Clinical Service	Sites	Hassman Research Institute	United States	Bison Capital	-
10/1/2019	Clinical Service	Sites	CNS Network	United States	Bison Capital	-

FINANCINGS

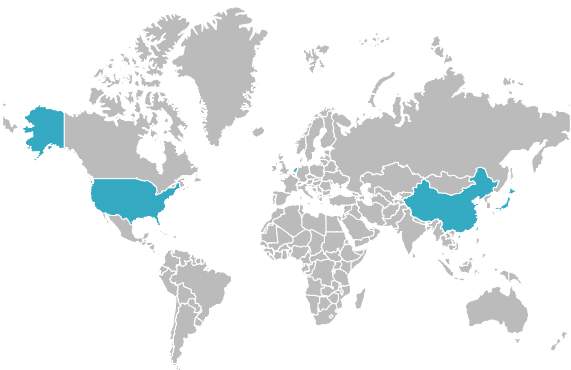
DEALS BY SEGMENT



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY



SELECTED TRANSACTIONS						
Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
10/29/2019	Clinical Service	Trial Execution Clinical Support Sites Regulatory Affairs	EPS Holdings, Inc.	Japan	Hongkong Tigermed Pharmaceutical Technology Co. Ltd.	17.7
10/29/2019	Lab Services	Genomics	Phalanx Biotech Group, Inc.	Taiwan (Province of China)	WIN Semiconductors Corp. (GTSM:3105)	9.8
10/25/2019	Clinical Service Lab Services	Trial Execution Regulatory Affairs Central	Fountain Medical Development Ltd	China	Goldman Sachs Group, Merchant Banking Division, F-Prime Capital Partners	62.0

Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
10/22/2019	PharmaTech	Operations Tech Data Acquisition	SignalPath, LLC	United States	Undisclosed	18.0
10/21/2019	Lab Services	Genomics Other Lab Services	Cancer Genetics, Inc.	United States	Undisclosed	1.3
10/18/2019	PharmaTech	Operations Tech Regulatory & Safety Tech Data Acquisition	Jiaxing Taimei Medical Technology Co., Ltd.	China	SAIF Partners, BioTrack Capital, Evonik Venture Capital GmbH, Morningside Venture Capital, Tiger Global Management LLC, Northern Light Venture Capital, China Soft Capital Management Group Co., Ltd., Zheshang Venture Capital Co., Ltd, Matrix Partners China, Ivy Capital	211.8
10/16/2019	Clinical Service	Trial Execution Regulatory Affairs	dMed Company Limited	China	Vivo Capital, LLC, F-Prime Capital Partners, Juvenescence Limited, Access Biotechnology	50.0
10/10/2019	PharmaTech	Operations Tech Regulatory & Safety Tech	Florence Healthcare, Inc.	United States	Fulcrum Equity Partners	7.1
10/2/2019	PharmaTech	Data Acquisition	Orikami B.V.	Netherlands	Healthy Capital Management B.V.	0.7
10/1/2019	Lab Services	Bioanalytical Other Lab Services	Invitrocue Limited	Singapore	Undisclosed	0.8

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	39,940	3.6x	3.4x	21.7x	15.4x
Veeva Systems Inc.	United States	19,955	20.2x	16.9x	82.6x	43.8x
Mean		29,947	11.9x	10.1x	52.2x	29.6x
Median		29,947	11.9x	10.1x	52.2x	29.6x

DEVELOPMENT CLINICAL SERVICES

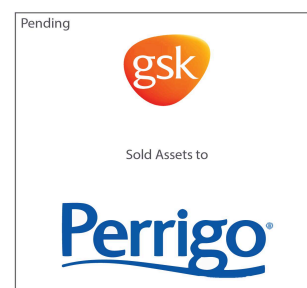
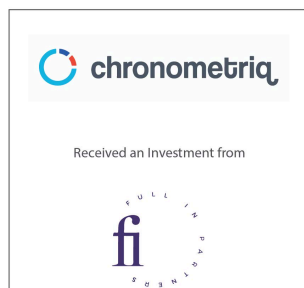
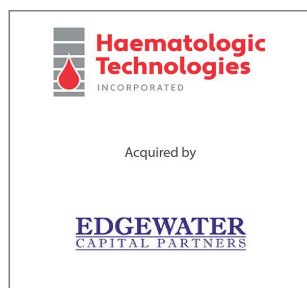
Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
Charles River Laboratories International, Inc.	United States	8,502	3.4x	3.0x	15.6x	13.0x
CMIC HOLDINGS Co., Ltd.	Japan	483	0.7x	0.7x	6.8x	5.5x
ICON Public Limited Company	Ireland	8,188	2.9x	2.7x	17.7x	15.1x
IQVIA Holdings Inc.	United States	39,940	3.6x	3.4x	21.7x	15.4x
Linical Co., Ltd.	Japan	214	2.1x	2.0x	14.1x	11.0x
Medpace Holdings, Inc.	United States	2,663	3.2x	2.7x	18.7x	16.1x
PRA Health Sciences, Inc.	United States	7,862	2.5x	2.3x	17.7x	13.1x
Seiko Epson Corporation	Japan	5,377	0.5x	0.5x	4.7x	5.1x
Shin Nippon Biomedical Laboratories, Ltd.	Japan	351	2.6x	NM	15.6x	NM
Syneos Health, Inc.	United States	8,151	1.8x	1.7x	14.8x	11.9x
WuXi AppTec Co., Ltd.	China	22,037	12.6x	10.0x	63.4x	36.0x
Mean		9,433	3.3x	2.9x	19.2x	14.2x
Median		7,862	2.6x	2.5x	15.6x	13.1x

DEVELOPMENT LABORATORY SERVICES

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
Champions Oncology, Inc.	United States	65	2.3x	1.9x	71.5x	14.9x
Charles River Laboratories International, Inc.	United States	8,502	3.4x	3.0x	15.6x	13.0x
Eurofins Scientific SE	Luxembourg	12,753	2.7x	2.4x	16.1x	11.3x
ICON Public Limited Company	Ireland	8,188	2.9x	2.7x	17.7x	15.1x
Joinn Laboratories (China) Co., Ltd.	China	1,505	19.0x	16.9x	73.3x	NM
Medpace Holdings, Inc.	United States	2,663	3.2x	2.7x	18.7x	16.1x
Personalis, Inc.	United States	196	3.3x	2.7x	NM	NM
PRA Health Sciences, Inc.	United States	7,862	2.5x	2.3x	17.7x	13.1x
Shin Nippon Biomedical Laboratories, Ltd.	Japan	351	2.6x	NM	15.6x	NM
Syneos Health, Inc.	United States	8,151	1.8x	1.7x	14.8x	11.9x
WuXi AppTec Co., Ltd.	China	22,037	12.6x	10.0x	63.4x	36.0x
Mean		6,570	5.1x	4.6x	32.4x	16.4x
Median		7,862	2.9x	2.7x	17.7x	14.0x

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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