

# Industry BlueBook

## Pharma Services: Drug Development

September 2021

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

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

## EV MULTIPLES

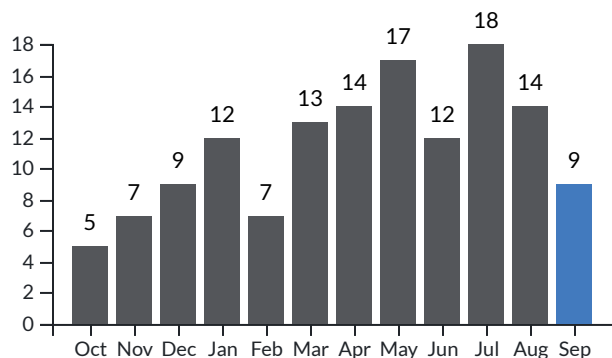
	REVENUE				EBITDA			
	LTM	%Δ	FTM	%Δ	LTM	%Δ	FTM	%Δ
Development Technology & Info Systems	14.8x	-17%	12.5x	-16%	54.0x	118%	35.4x	-16%
Development Clinical Services	3.6x	1%	3.1x	1%	20.2x	1%	17.3x	2%
Development Laboratory Services	6.6x	-14%	5.5x	-1%	27.1x	-7%	25.1x	-4%

## M&A DEALS & FINANCINGS

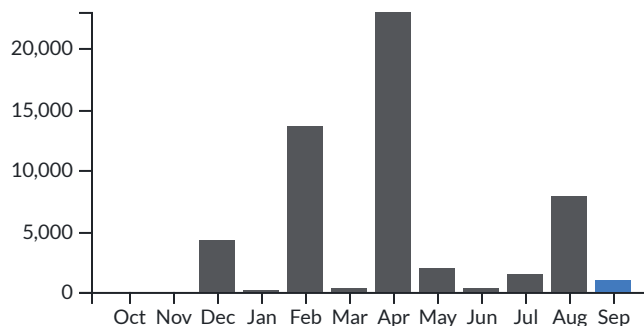
	DEAL COUNT				VOLUME (\$MM)			
	M&A	%Δ	FINANCINGS	%Δ	M&A	%Δ	FINANCINGS	%Δ
Development Technology & Info Systems	3	-50%	4	-20%	0	NM	186	-90%
Development Clinical Services	5	-29%	1	-75%	11	-89%	135	-93%
Development Laboratory Services	2	-60%	3	-57%	844	NM	50	-17%

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

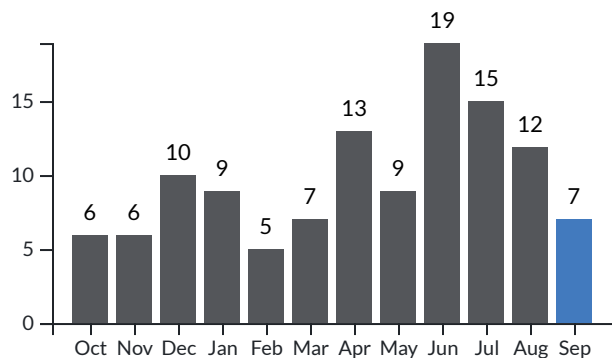
12 Month Deal Count M&A



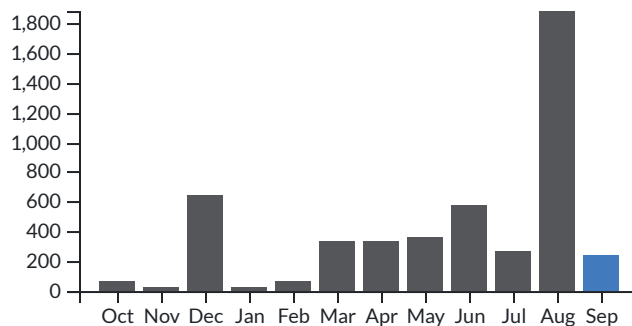
12 Month Volume M&A (\$MM)



12 Month Deal Count Financings

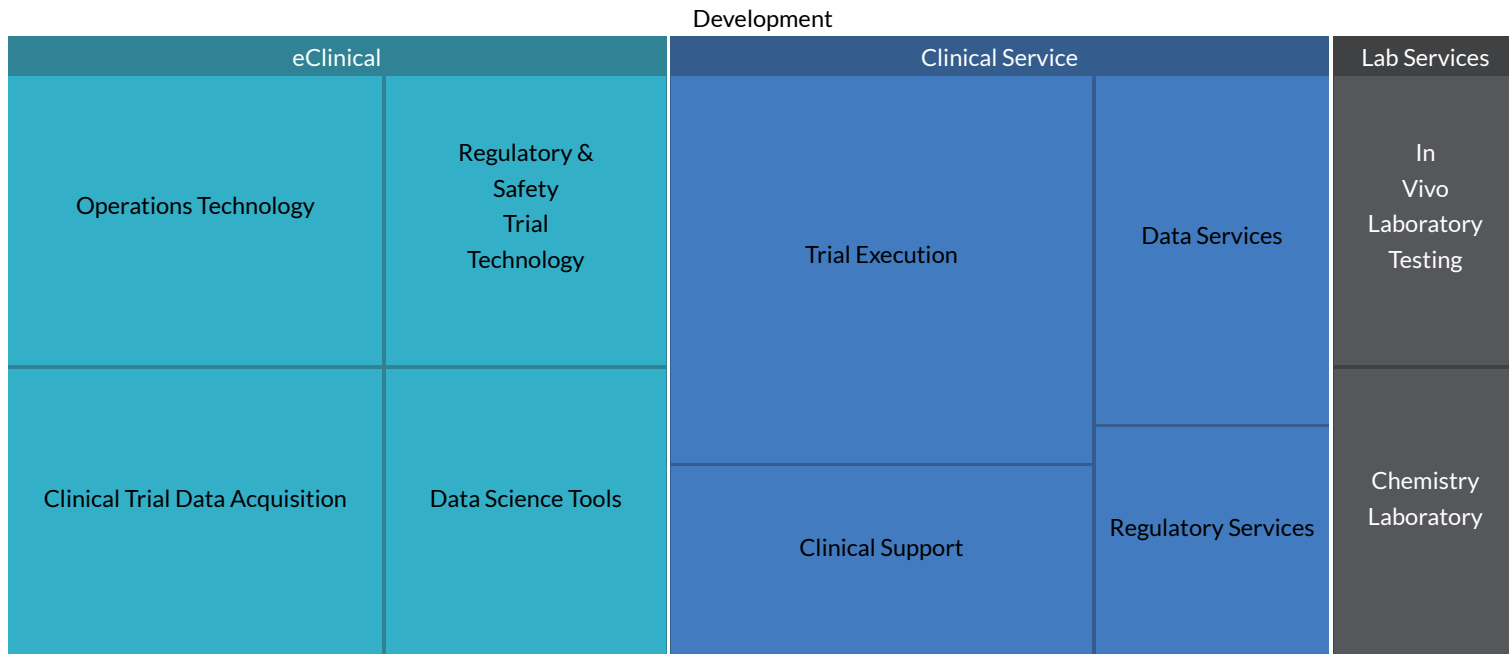


12 Month Volume Financings (\$MM)

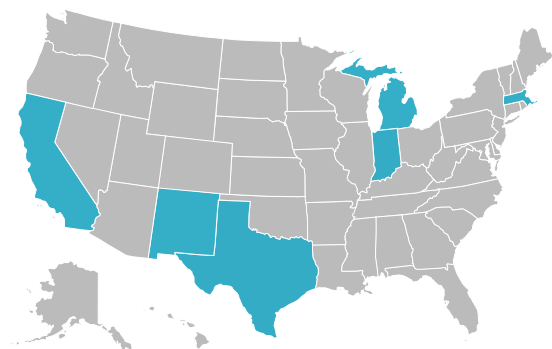


# M&A ACTIVITY

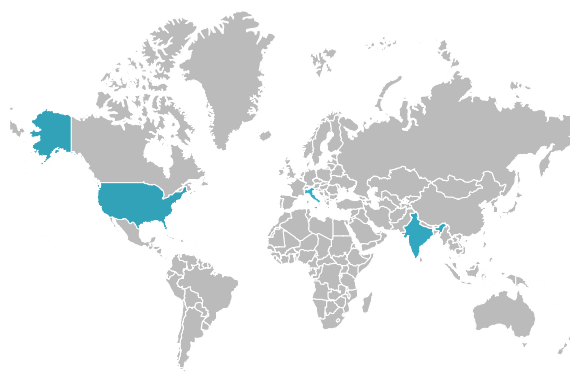
## DEALS BY SEGMENT



## U.S. DEALS BY STATE



## WORLDWIDE DEALS BY COUNTRY



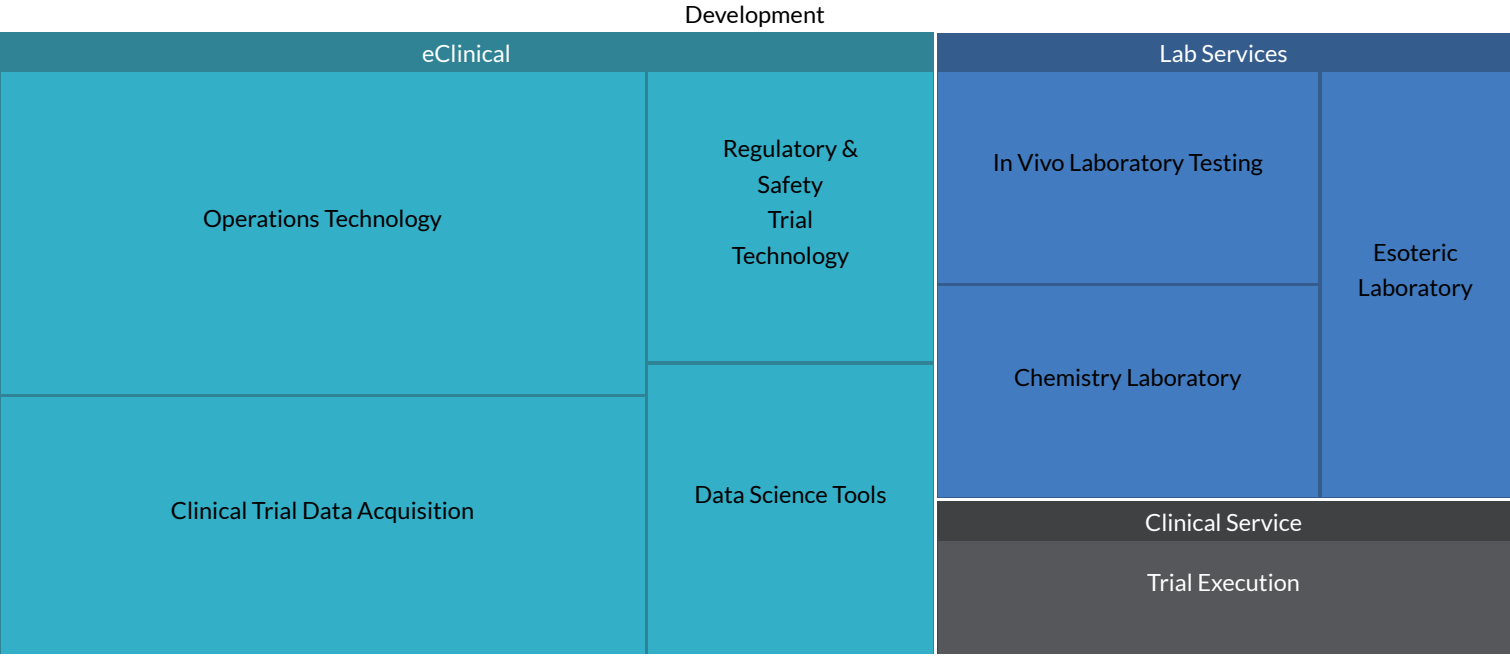
## SELECTED TRANSACTIONS

Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
9/23/2021	eClinical Clinical Service	Operations Tech Data Acquisition Data Science Tools Trial Execution Clinical Support Data Services	ClinEdge, LLC	United States	Elligo Health Research, Inc.	-
9/22/2021	Clinical Service	Trial Execution	Vitalink Research, LLC/National Research Institute	United States	Velocity Clinical Research Inc.	-
9/21/2021	Lab Services	In Vivo	Envigo RMS, Inc.	United States	Inotiv, Inc. (NasdaqCM:NOTV)	544.5

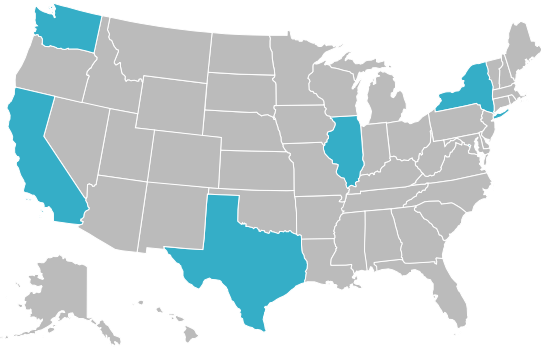
Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
9/17/2021	eClinical	Operations Tech Regulatory & Safety Tech Data Acquisition	Prelude Dynamics, LLC	United States	Canela Capital	-
9/15/2021	eClinical Clinical Service	Operations Tech Regulatory & Safety Tech Data Acquisition Data Science Tools Trial Execution Clinical Support Regulatory Services Data Services	Exom Group Srl	Italy	Clinscience Sp. z o.o.	-
9/13/2021	Lab Services	Chemistry	Agena Bioscience, Inc.	United States	Mesa Laboratories, Inc. (NasdaqGS:MLAB)	300.0
9/9/2021	Clinical Service	Trial Execution	Albuquerque Neuroscience, Inc.	United States	IMA Clinical Research LLC	-
9/3/2021	-	-	Strand Life Sciences Pvt Ltd.	India	Reliance Strategic Business Ventures Limited	53.8
9/3/2021	Clinical Service	Trial Execution	Hospital Lab Management and Clinical Research Site Management units of Strand Life Sciences	India	HealthCare Global Enterprises Limited (BSE:539787)	11.1

# FINANCINGS

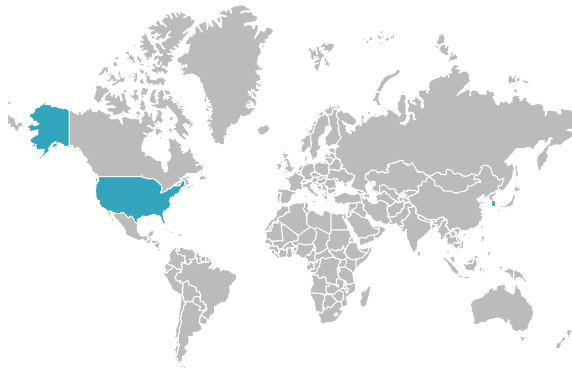
## DEALS BY SEGMENT



## U.S. DEALS BY STATE



## WORLDWIDE DEALS BY COUNTRY



SELECTED TRANSACTIONS						
Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
9/27/2021	eClinical	Operations Tech Data Acquisition	Lightship Inc.	United States	Undisclosed	40.0
9/23/2021	eClinical Clinical Service	Operations Tech Trial Execution	Elligo Health Research, Inc.	United States	Noro-Moseley Partners, NVP Associates, LLC, Cerner Corporation (NasdaqGS:CERN), Morgan Stanley Private Equity, Hatteras Venture Partners, Monashee Investment Management LLC, Syneos Health, Inc., Shumway Capital, Piper Sandler Merchant Banking	135.0
9/23/2021	Lab Services	In Vivo	Cronex Co., Ltd.	Korea (Republic of)	Undisclosed	4.3

Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
9/21/2021	eClinical	Operations Tech Regulatory & Safety Tech Data Acquisition Data Science Tools	Vodori, Inc.	United States	Baird Capital Partners	7.5
9/16/2021	Lab Services	Esoteric	54gene, Inc.	United States	Endeavor Capital Management, AfricInvest Group, Cathay Capital Private Equity SAS, KDT Ventures, Adjuvant Capital, Ingressive Capital Ltd., Plexo Capital Management, LLC	25.0
9/14/2021	eClinical	Operations Tech Data Acquisition	Health Rhythms Inc.	United States	Undisclosed	3.0
9/8/2021	Lab Services	Chemistry	A-Alpha Bio, Inc.	United States	Arch Venture Partners, L.P., Lux Capital Management, LLC, Perceptive Advisors LLC	20.3

# PUBLIC MARKETS<sup>1</sup>

## DEVELOPMENT TECHNOLOGY & INFO SYSTEMS

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
IQVIA	United States	56,662	4.4x	4.0x	23.2x	18.3x
Veeva Systems Inc.	United States	42,006	25.3x	21.0x	84.9x	52.6x
Mean		49,334	14.8x	12.5x	54.0x	35.4x
Median		49,334	14.8x	12.5x	54.0x	35.4x

## 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	23,610	7.2x	6.3x	25.7x	24.8x
CMIC HOLDINGS Co., Ltd.	Japan	431	0.6x	0.6x	5.8x	6.0x
ICON	Ireland	20,242	6.3x	2.7x	34.5x	16.4x
IQVIA	United States	56,662	4.4x	4.0x	23.2x	18.3x
Linical Co., Ltd.	Japan	157	1.7x	1.6x	15.0x	14.4x
Medpace	United States	6,534	6.4x	5.2x	27.1x	28.2x
PPD	United States	20,002	3.6x	3.4x	20.2x	18.3x
Seiko Epson Corporation	Japan	6,693	0.7x	0.6x	5.5x	5.4x
Shin Nippon Biomedical Laboratories, Ltd.	Japan	412	3.1x	NM	10.4x	NM
Syneos Health, Inc.	United States	11,968	2.5x	2.2x	16.7x	14.7x
WuXi AppTec Co., Ltd.	China	68,755	22.3x	18.2x	89.3x	62.0x
Mean		19,588	5.3x	4.5x	24.8x	20.8x
Median		11,968	3.6x	3.1x	20.2x	17.3x

## DEVELOPMENT LABORATORY SERVICES

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
Evotec SE (XTRA:EVT)	Germany	7,936	12.7x	11.3x	87.2x	54.3x
Champions Oncology, Inc.	United States	143	3.3x	2.8x	51.2x	51.1x
Charles River Laboratories International, Inc. (NYSE:CRL)	United States	23,610	7.2x	6.3x	25.7x	24.8x
Eurofins Scientific SE (ENXTPA:ERF)	Luxembourg	27,012	3.7x	3.8x	12.3x	14.4x
Frontage Holdings Corporation (SEHK:1521)	United States	1,185	7.4x	5.8x	29.9x	25.1x
ICON	Ireland	20,242	6.3x	2.7x	34.5x	16.4x
Joinn Laboratories (China) Co.,Ltd. (SHSE:603127)	China	7,938	42.2x	32.4x	NM	91.8x
KNOTUS Co.,Ltd	Korea (Republic of)	182	3.7x	NM	20.4x	NM
Medpace	United States	6,534	6.4x	5.2x	27.1x	28.2x
Personalis, Inc.	United States	542	6.6x	7.9x	NM	NM
Pharmaron Beijing Co., Ltd. (SZSE:300759)	China	25,032	25.9x	19.6x	NM	61.1x
PPD	United States	20,002	3.6x	3.4x	20.2x	18.3x

Selvita S.A. (WSE:SLV)	Poland	370	6.8x	4.5x	33.0x	19.2x
Shanghai Medicilon Inc.	China	7,126	51.6x	NM	NM	NM
Shin Nippon Biomedical Laboratories, Ltd.	Japan	412	3.1x	NM	10.4x	NM
Syneos Health, Inc.	United States	11,968	2.5x	2.2x	16.7x	14.7x
WuXi AppTec Co., Ltd.	China	68,755	22.3x	18.2x	89.3x	62.0x
Mean		13,470	12.7x	9.0x	35.2x	37.0x
Median		7,936	6.6x	5.5x	27.1x	25.1x

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.



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