

# Industry BlueBook

## Pharma Services: Development

January 2020

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

CROSSTREE

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

## EV MULTIPLES

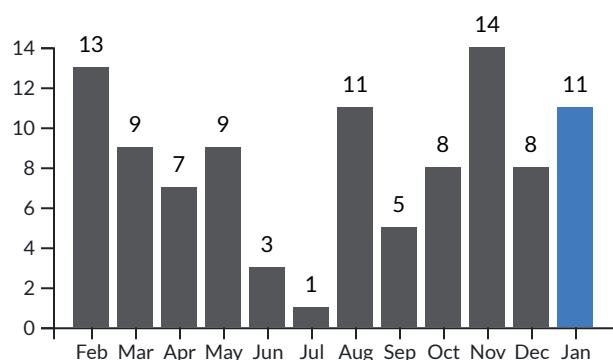
	REVENUE				EBITDA			
	LTM	%Δ	FTM	%Δ	LTM	%Δ	FTM	%Δ
Technology & Information Systems	11.8x	4%	9.5x	4%	54.4x	4%	29.5x	3%
Development Clinical Services	2.7x	-3%	2.4x	-7%	17.6x	1%	13.9x	-3%
Development Laboratory Services	3.3x	-4%	2.8x	-3%	19.2x	-3%	15.7x	7%

## M&A DEALS & FINANCINGS

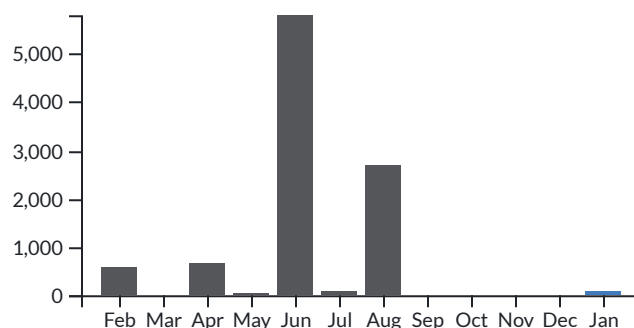
	DEAL COUNT				VOLUME (\$MM)			
	M&A	%Δ	FINANCINGS	%Δ	M&A	%Δ	FINANCINGS	%Δ
Technology & Information Systems	3	NM	8	NM	0	NM	299	NM
Development Clinical Services	6	100%	1	-50%	10	NM	19	NM
Development Laboratory Services	4	-20%	5	25%	55	NM	93	-21%

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

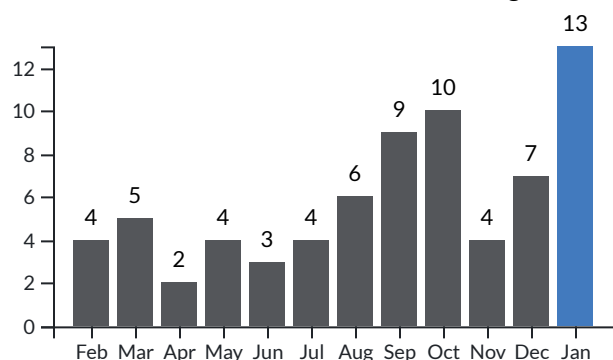
12 Month Deal Count M&A



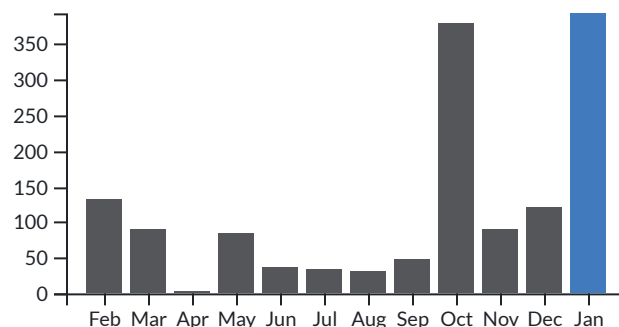
12 Month Volume M&A (\$MM)



12 Month Deal Count Financings

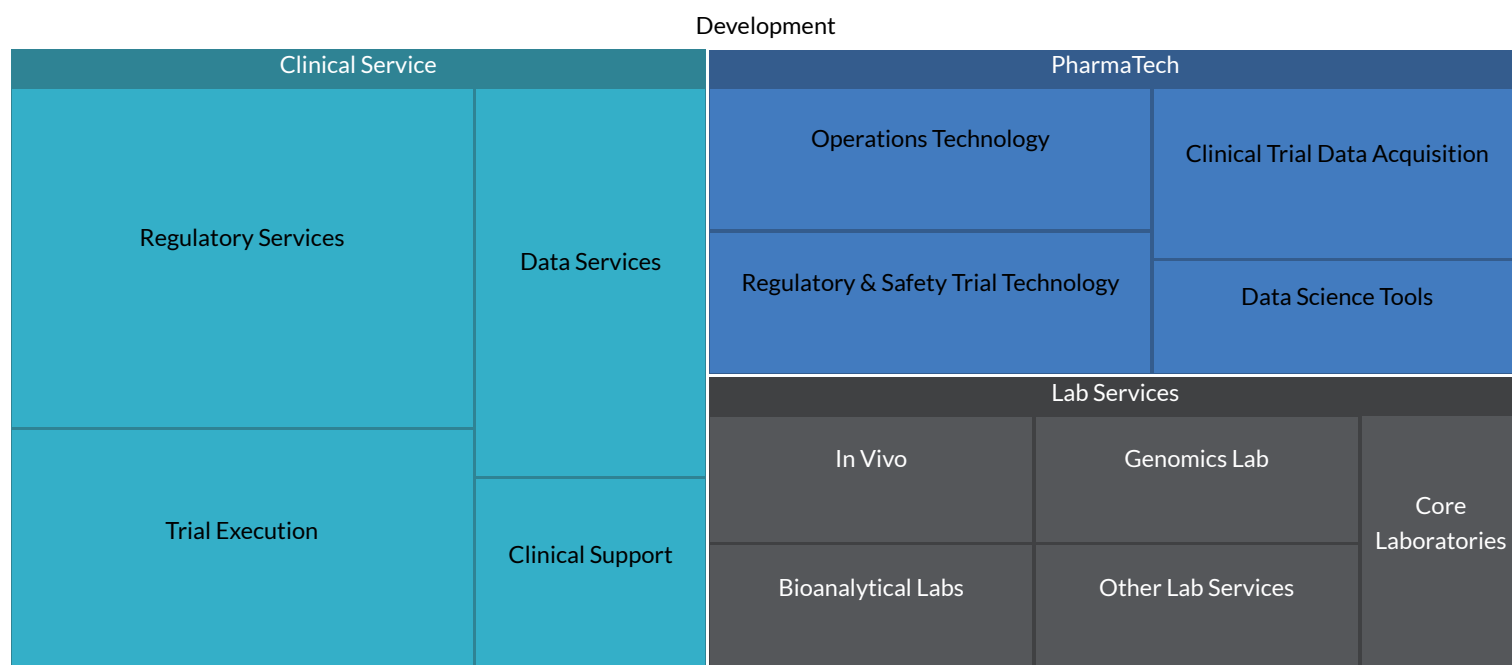


12 Month Volume Financings (\$MM)

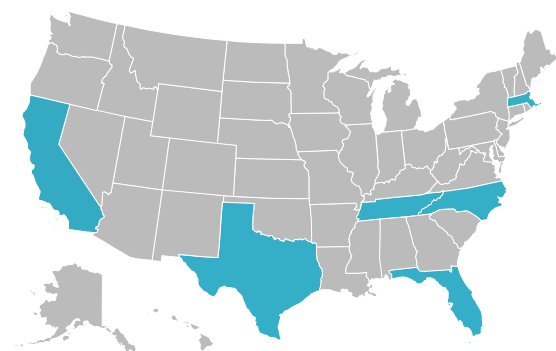


# M&A ACTIVITY

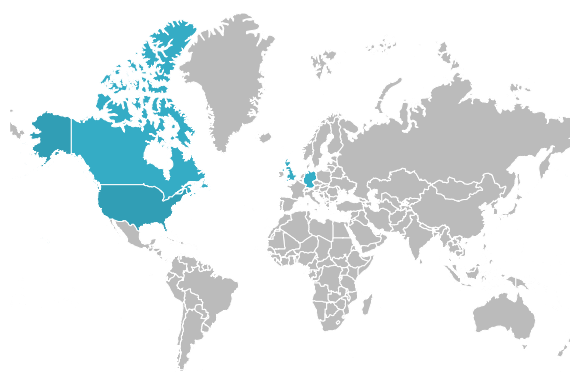
## DEALS BY SEGMENT



## U.S. DEALS BY STATE



## WORLDWIDE DEALS BY COUNTRY



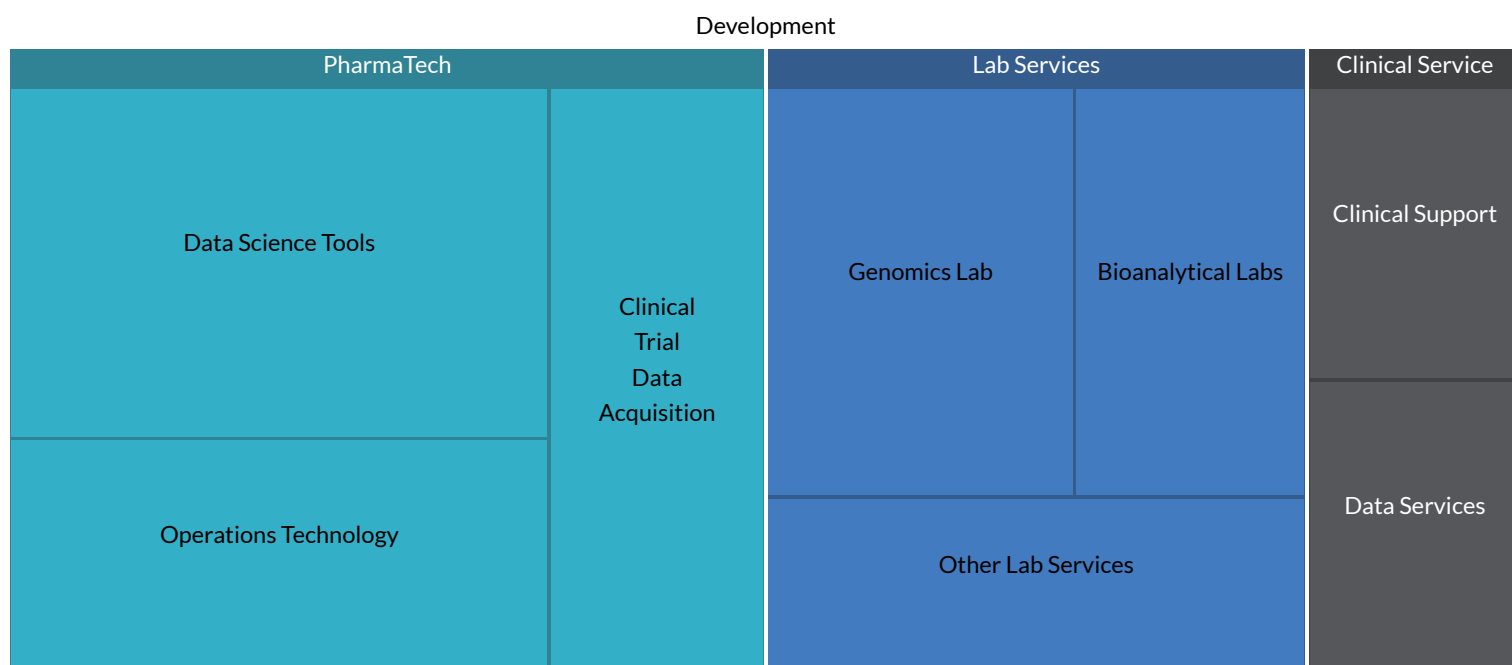
## SELECTED TRANSACTIONS

Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
1/31/2020	Clinical Service	Trial Execution Regulatory Services Data Services	Allphase Clinical Research Services Inc.	Canada	Calian Group Ltd. (TSX:CGY)	-
1/31/2020	Clinical Service	Regulatory Services	Alio Health Services	Canada	Calian Group Ltd. (TSX:CGY)	-
1/23/2020	Clinical Service	Trial Execution Regulatory Services Data Services	Statistics Collaborative, Inc.	United States	WIRB-Copernicus Group, Inc.	-
1/14/2020	Clinical Service	Regulatory Services	Ashfield Pharmacovigilance Inc.	United States	Ergomed plc (AIM:ERGO)	10.0

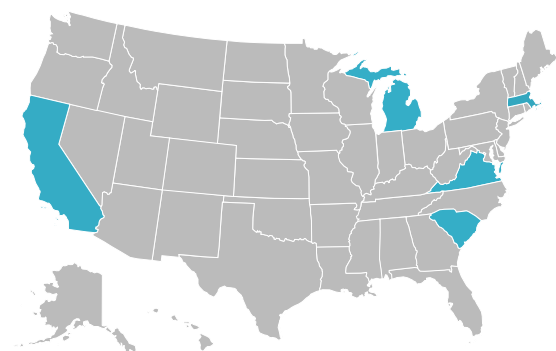
Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
1/10/2020	Lab Services	Genomics	Substantially all the assets of Oncology Division of Human Longevity, Inc.	United States	NeoGenomics Laboratories, Inc.	37.0
1/10/2020	PharmaTech	Operations Tech Regulatory & Safety Tech Data Acquisition	Tonic Solutions Inc.	United States	SCI Solutions, Inc.	-
1/10/2020	Lab Services	Bioanalytical	Insight Genetics, Inc.	United States	OncoCytte Corporation	18.0
1/9/2020	Lab Services	Other Lab Services	Charnwood Molecular Ltd	United Kingdom	Synova Capital LLP	-
1/8/2020	PharmaTech Clinical Service	Data Acquisition Trial Execution Regulatory Services	Thomas J. Stephens & Associates, Inc.	United States	SGS SA (SWX:SGSN)	-
1/8/2020	PharmaTech	Operations Tech Regulatory & Safety Tech Data Science Tools	Cunesoft GmbH	Germany	Phlexglobal Ltd.	-
1/6/2020	Clinical Service Lab Services	Trial Execution Clinical Support Regulatory Services Data Services In Vivo Core Labs	The Clinical Trial Company Limited	United Kingdom	Veristat, Inc.	-

# FINANCINGS

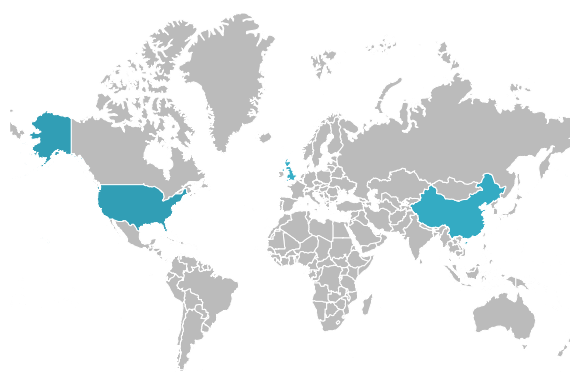
## DEALS BY SEGMENT



## U.S. DEALS BY STATE



## WORLDWIDE DEALS BY COUNTRY



## SELECTED TRANSACTIONS

Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
1/21/2020	Lab Services	Bioanalytical Other Lab Services	Gentronix Limited	United Kingdom	Mercia Asset Management PLC (AIM:MERC)	1.0
1/21/2020	PharmaTech Clinical Service	Data Science Tools Clinical Support Data Services	eClinical Solutions LLC	United States	Summit Partners, L.P.	19.3
1/20/2020	PharmaTech	Data Acquisition Data Science Tools	Clinflash Mediical Technology	China	Qiming Weichuang Venture Capital Management (Shanghai) Company Limited	2.9
1/19/2020	Lab Services	Genomics	Guangzhou AmCare Genomics Laboratory Co., Ltd.	China	Green Pine Capital Partners Co., Ltd., Shanghai Ziyuan Investment Management Co., Ltd.	16.0

Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
1/15/2020	Lab Services	Genomics	Color	United States	T. Rowe Price, Viking Global Investors	75.0
1/14/2020	PharmaTech	Data Acquisition	4G Clinical, Inc.	United States	Undisclosed	14.6
1/13/2020	PharmaTech	Operations Tech Data Acquisition Data Science Tools	Concerto HealthAI Solutions LLC	United States	AB Private Credit Investors LLC, SymphonyAI Group, Declaration Partners, Maverick Ventures	150.0
1/8/2020	PharmaTech	Data Science Tools	Nference	United States	Matrix Partners, Matrix Capital Management, Enterprise Ireland, NTT Venture Capital	60.0
1/8/2020	Lab Services	Bioanalytical Other Lab Services	KIYATEC, LLC	United States	Zürcher Kantonalbank	-
1/8/2020	PharmaTech	Data Science Tools	Komodo Health Inc.	United States	Felicis Ventures, Voice One Corp., IA Ventures, Oak HC/FT Partners LLC	50.0
1/8/2020	PharmaTech	Operations Tech	Jeeva Informatics Solutions Inc.	United States	CIT GAP Funds	-
1/7/2020	PharmaTech	Operations Tech	Ripple Science Corporation	United States	Mercury Fund, Dundee Venture Capital, ID Ventures, Rise of the Rest, M25 Group, Invest Michigan, Endowment Arm, Imagen Capital Partners, University of Michigan MINTS fund, SpringTime Ventures, LLC	2.5
1/2/2020	Lab Services	Genomics	Novogene Co., Ltd.	China	Amphora Capital	1.4

# PUBLIC MARKETS<sup>1</sup>

## TECHNOLOGY & INFORMATION SYSTEMS

Company Name	Geography	Enterprise Value	xRevenue		xEBITDA	
		(\$mm)	LTM EV	FTM EV	LTM EV	FTM EV
IQVIA Holdings Inc.	United States	41,939	3.8x	3.6x	23.0x	16.3x
Veeva Systems Inc.	United States	21,456	19.8x	15.5x	85.8x	42.7x
Mean		31,697	11.8x	9.5x	54.4x	29.5x
Median		31,697	11.8x	9.5x	54.4x	29.5x

## DEVELOPMENT CLINICAL SERVICES

Company Name	Geography	Enterprise Value	xRevenue		xEBITDA	
		(\$mm)	LTM EV	FTM EV	LTM EV	FTM EV
Charles River Laboratories International, Inc.	United States	9,575	3.7x	3.3x	17.6x	14.3x
CMIC HOLDINGS Co., Ltd.	Japan	467	0.7x	0.6x	6.1x	5.6x
ICON Public Limited Company	Ireland	9,167	3.3x	3.0x	20.1x	17.1x
IQVIA Holdings Inc.	United States	41,939	3.8x	3.6x	23.0x	16.3x
Linical Co., Ltd.	Japan	217	2.2x	2.0x	14.6x	11.0x
Medpace Holdings, Inc.	United States	3,297	3.7x	3.2x	21.7x	18.7x
PRA Health Sciences, Inc.	United States	8,144	2.6x	2.4x	18.2x	13.5x
Seiko Epson Corporation	Japan	5,585	0.6x	0.6x	4.9x	5.3x
Shin Nippon Biomedical Laboratories, Ltd.	Japan	333	2.7x	2.4x	14.5x	NM
Syneos Health, Inc.	United States	9,482	2.0x	1.9x	16.9x	13.5x
WuXi AppTec Co., Ltd.	China	22,083	12.9x	10.1x	64.9x	37.5x
Mean		10,026	3.5x	3.0x	20.2x	15.3x
Median		8,144	2.7x	2.4x	17.6x	13.9x

## DEVELOPMENT LABORATORY SERVICES

Company Name	Geography	Enterprise Value	xRevenue		xEBITDA	
		(\$mm)	LTM EV	FTM EV	LTM EV	FTM EV
Champions Oncology, Inc.	United States	91	3.1x	2.7x	102.0x	87.1x
Charles River Laboratories International, Inc.	United States	9,575	3.7x	3.3x	17.6x	14.3x
Eurofins Scientific SE	Luxembourg	13,180	2.9x	2.5x	17.0x	12.0x
ICON Public Limited Company	Ireland	9,167	3.3x	3.0x	20.1x	17.1x
Joinn Laboratories (China) Co., Ltd.	China	1,568	20.9x	17.9x	80.7x	NM
Medpace Holdings, Inc.	United States	3,297	3.7x	3.2x	21.7x	18.7x
Personalis, Inc.	United States	204	3.6x	2.8x	NM	NM
PRA Health Sciences, Inc.	United States	8,144	2.6x	2.4x	18.2x	13.5x
Shin Nippon Biomedical Laboratories, Ltd.	Japan	333	2.7x	2.4x	14.5x	NM
Syneos Health, Inc.	United States	9,482	2.0x	1.9x	16.9x	13.5x
WuXi AppTec Co., Ltd.	China	22,083	12.9x	10.1x	64.9x	37.5x
Mean		7,011	5.6x	4.8x	37.4x	26.7x
Median		8,144	3.3x	2.8x	19.2x	15.7x

# 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.

 <p>Has been recapitalized by</p> 	 <p>Acquired by</p> 	 <p>Received an Investment from</p> 	<p>Pending</p>  <p>Acquired by</p> 
<p>Pending</p>  <p>Sold Assets to</p> 	 <p>Received a Strategic Investment from</p> 	 <p>Acquired by</p> 	 <p>Has Acquired</p> 

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