

Industry BlueBook

Pharma Services: Drug Development

June 2024

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

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

EV MULTIPLES

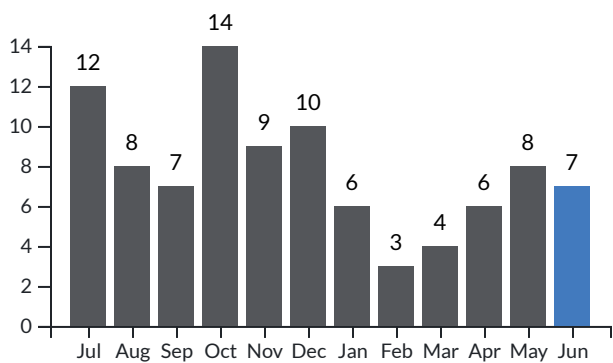
	REVENUE				EBITDA			
	LTM	%Δ	FTM	%Δ	LTM	%Δ	FTM	%Δ
Development Technology & Info Systems	6.1x	-15%	5.5x	-15%	28.3x	-5%	19.0x	-10%
Development Clinical Services	3.1x	-5%	2.6x	-17%	17.1x	-1%	13.3x	-3%
Development Laboratory Services	2.6x	-17%	2.4x	-5%	12.5x	-5%	12.7x	2%

M&A DEALS & FINANCINGS

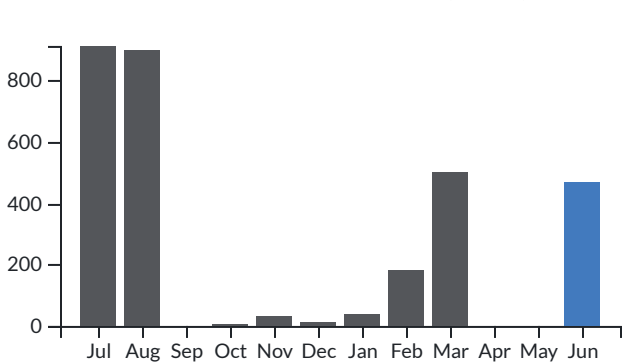
	DEAL COUNT				VOLUME (\$MM)			
	M&A	%Δ	FINANCINGS	%Δ	M&A	%Δ	FINANCINGS	%Δ
Development Technology & Info Systems	4	33%	6	-40%	431	NM	414	396%
Development Clinical Services	2	-50%	2	-33%	10	NM	NM	NM
Development Laboratory Services	2	100%	3	0%	38	1,615%	20	-83%

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

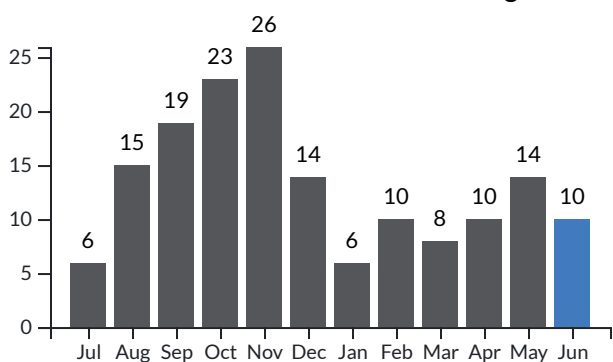
12 Month Deal Count M&A



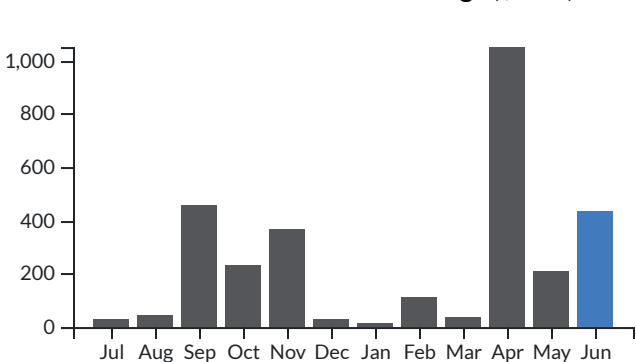
12 Month Volume M&A (\$MM)



12 Month Deal Count Financings

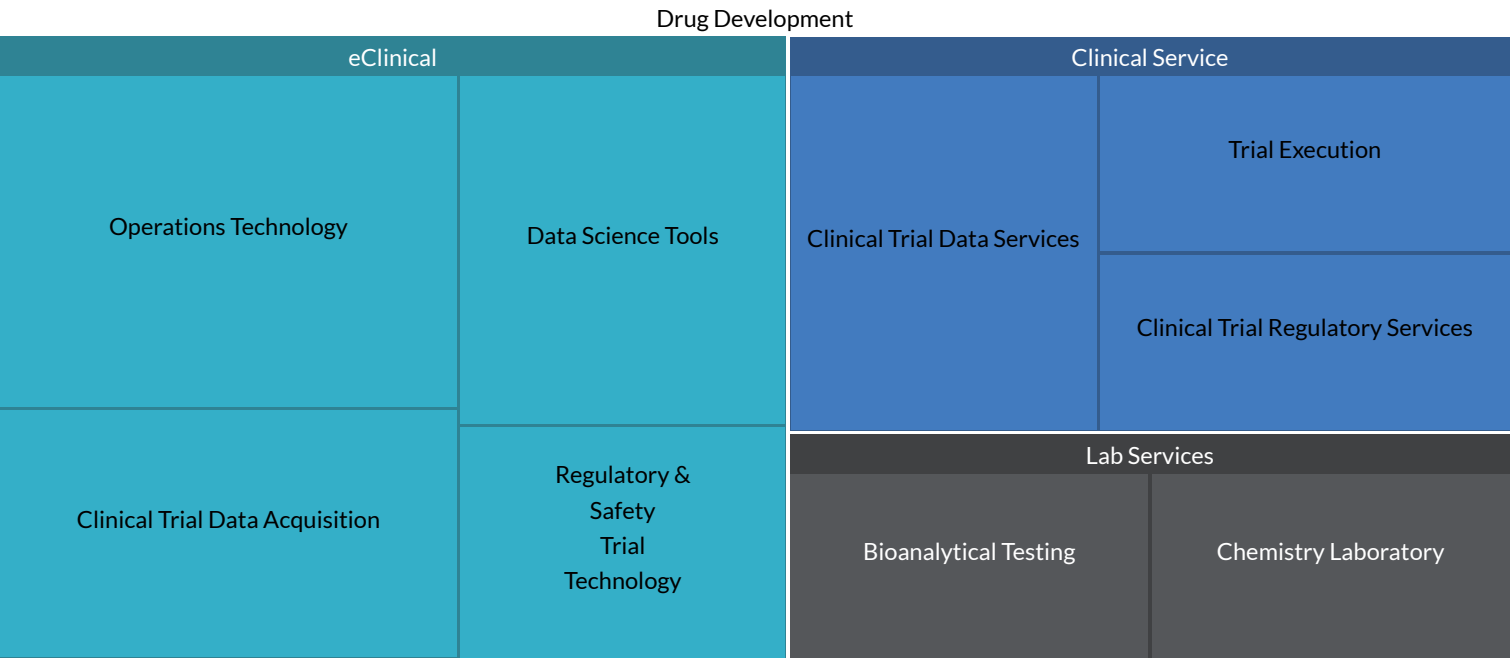


12 Month Volume Financings (\$MM)

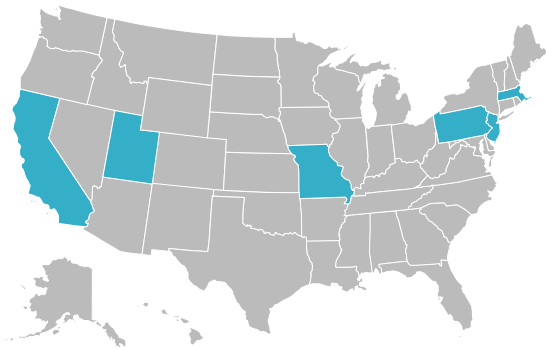


M&A ACTIVITY

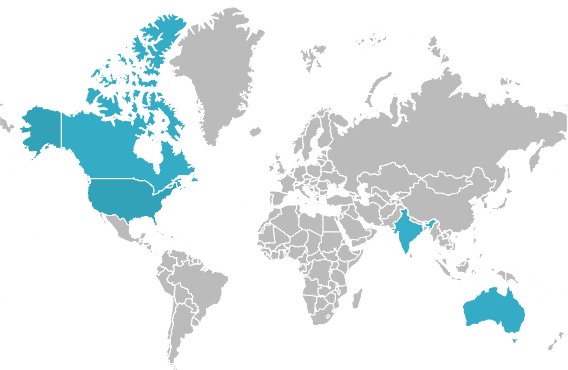
DEALS BY SEGMENT



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY

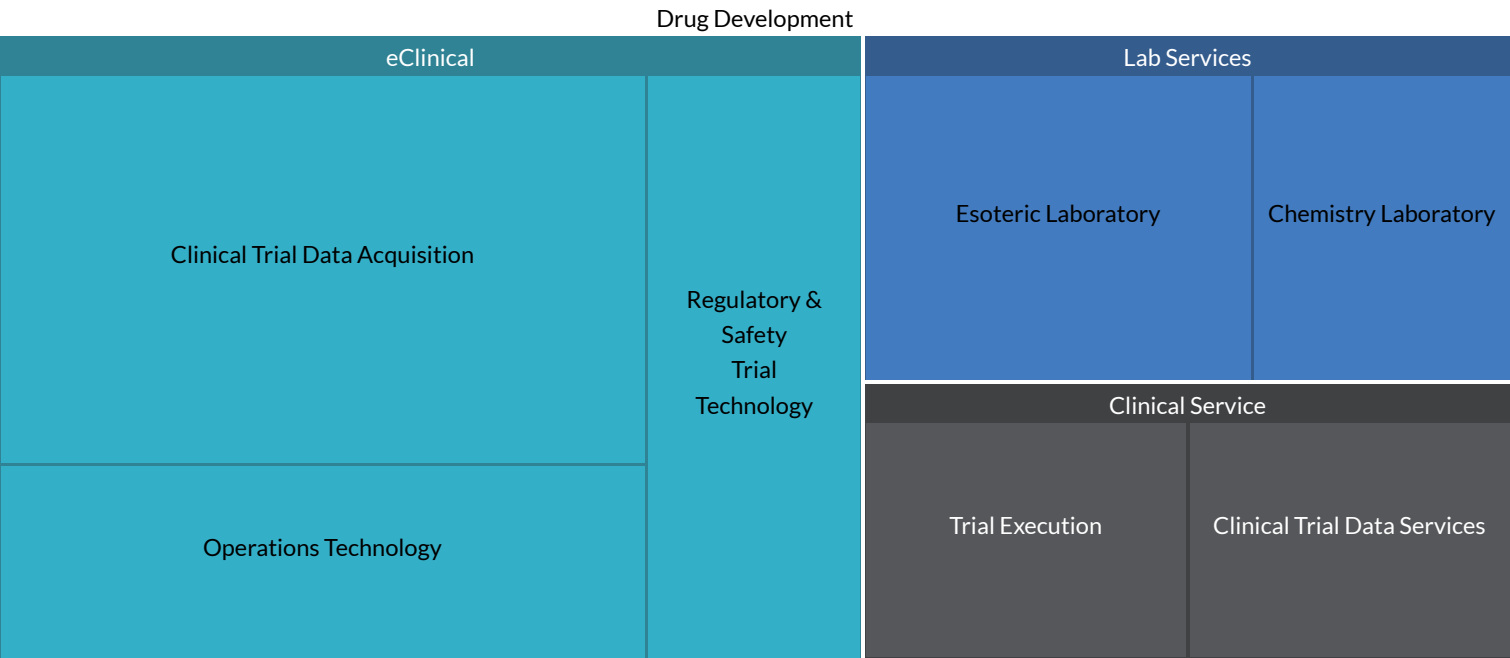


SELECTED TRANSACTIONS						
Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
6/17/2024	eClinical	Data Science Tools	Capitol Health Limited (ASX:CAJ)	Australia	Integral Diagnostics Limited (ASX:IDX)	330.7
6/13/2024	Clinical Service Lab Services	Trial Execution Regulatory Services Data Services Bioanalytical Testing	Bio Pharma Services Inc.	Canada	Healwell AI Inc. (TSX:AIDX)	10.4
6/13/2024	Lab Services	Chemistry Lab	Sapala Organics Private Limited -		Suven Pharmaceuticals Limited (NSEI:SUVENPHAR)	27.5

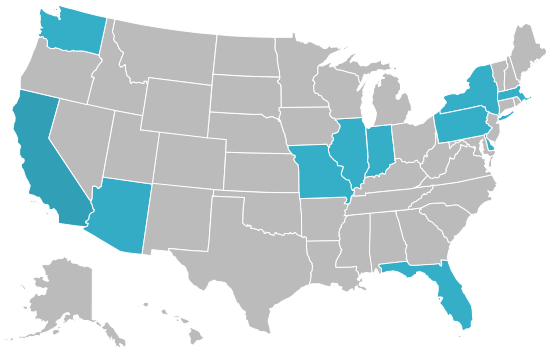
Announced Date Segment		Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
6/11/2024	eClinical	Operations Tech Regulatory & Safety Tech	Pro-Ficiency Holdings	-	Simulations Plus, Inc. (NasdaqGS:SLP)	100.0
6/11/2024	eClinical	Operations Tech Data Acquisition Data Science Tools	Mental Health Data Services Inc.	-	NeuroFlow Inc.	-
6/6/2024	eClinical	Operations Tech Data Acquisition	Carevive Systems	United States	Health Catalyst, Inc. (NasdaqGS:HCAT)	-
6/3/2024	Clinical Service	Data Services	Solarity, LLC	United States	TA Associates Management, L.P.	-

FINANCINGS

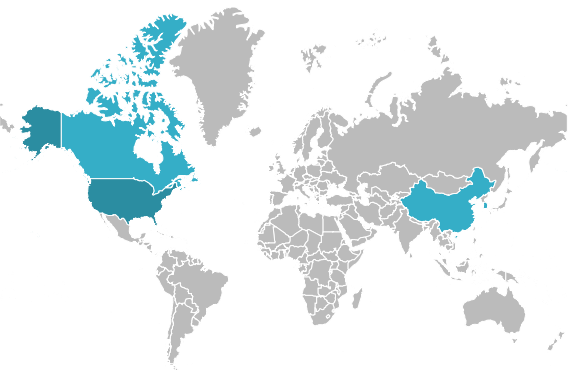
DEALS BY SEGMENT



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY



SELECTED TRANSACTIONS						
Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
6/27/2024	Lab Services	Esoteric	RareCyte	United States	Agilent Technologies, Inc. (NYSE:A), 5AM Venture Management, LLC, Arboretum Ventures LLC, HealthQuest Capital, Impresa Management LLC, Forest Road Company, LLC, Sheatree Capital, Gkcc, LLC	20.0
6/26/2024	eClinical	Operations Tech Regulatory & Safety Tech Data Acquisition	Trialspark	United States	Sequoia Capital Operations LLC, Sanofi (ENXTPA:SAN), Andreessen Horowitz LLC, SV Angel, Thrive Capital Management, LLC, Emerson Collective, LLC, FPV Ventures, LLC	372.0

Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
6/21/2024	eClinical	Data Acquisition	Biotricity	United States	Ionic Ventures, LLC	0.5
6/21/2024	Lab Services	Chemistry Lab	Telo Genomics Corp. (TSXV:TELO)	Canada	Undisclosed	0.5
6/17/2024	Lab Services	Esoteric	Analytical Biological Services	United States	3 Boomerang Capital, LP	-
6/12/2024	eClinical	Regulatory & Safety Tech	iCoreConnect	United States	Undisclosed	0.4
6/6/2024	eClinical Clinical Service	Data Acquisition Trial Execution	Mindset Medical	United States	Grayhawk Capital, LLC, Amgen Ventures, Questa Capital Management LLC, Arizona Venture Development Corporation, NOVA Prime Ventures, ClearImpact Ventures LLC, NTT Venture Capital	-
6/6/2024	eClinical	Data Acquisition	D.Sole	-	AlphaLab Health	0.1
6/5/2024	eClinical	Operations Tech Data Acquisition	Eko Health, Inc.	United States	Highland Capital Partners LLC, ARTIS Ventures, Questa Capital Management LLC, NTT Venture Capital	41.0
6/4/2024	Clinical Service	Data Services	EDCO Health Information Solutions	United States	TA Associates Management, L.P.	-

PUBLIC MARKETS¹

DEVELOPMENT TECHNOLOGY & INFO SYSTEMS

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
Schrödinger, Inc. (NasdaqGS:SDGR)	United States	1,100	5.8x	5.1x	NM	NM
Centogene N.V.	Germany	79	1.5x	1.2x	NM	NM
Certara	United States	2,305	6.4x	5.8x	24.3x	17.8x
CogState Limited	Australia	103	2.6x	2.2x	21.5x	12.7x
Dassault Systèmes SE	France	48,524	7.5x	6.9x	28.3x	19.0x
Median Technologies SA	France	56	2.3x	2.2x	NM	NM
Science 37	United States	NM	NM	NM	NM	NM
Simulations Plus, Inc. (NasdaqGS:SLP)	United States	864	13.4x	10.5x	53.4x	29.1x
Veeva Systems	United States	24,875	10.0x	8.9x	43.1x	22.3x
Mean		9,738	6.2x	5.4x	34.1x	20.2x
Median		982	6.1x	5.5x	28.3x	19.0x

DEVELOPMENT CLINICAL SERVICES

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
BioTelemetry	United States	NM	NM	NM	NM	NM
Charles River Laboratories International, Inc. (NYSE:CRL)	United States	13,459	3.3x	3.1x	11.7x	12.3x
CMIC HOLDINGS Co., Ltd.	Japan	NM	NM	NM	NM	NM
Contec Medical Systems Co.,Ltd	China	628	9.6x	NM	NM	NM
Ergomed Group Limited	United Kingdom	NM	NM	NM	NM	NM
Fortrea Holdings Inc.	United States	3,682	1.2x	1.3x	22.5x	13.6x
Guangdong Transtek Medical Electronics Co., Ltd	China	191	1.4x	1.2x	24.0x	18.8x
ICON	Ireland	29,200	3.6x	3.3x	16.8x	15.4x
IQVIA Holdings	United States	50,843	3.4x	3.2x	17.4x	13.4x
iRhythm Technologies, Inc.	United States	3,516	6.9x	5.8x	NM	NM
MD Biomedical AB	Taiwan (Province of China)	NM	NM	NM	NM	NM
Medpace	United States	12,483	6.4x	5.5x	29.7x	28.1x
PPD, Inc.	United States	NM	NM	NM	NM	NM
PRA Health Sciences	United States	NM	NM	NM	NM	NM
Seiko Epson Corporation	Japan	4,384	0.5x	0.5x	5.6x	5.0x
Shin Nippon Biomedical Laboratories	Japan	466	2.8x	2.5x	8.5x	13.1x
Syneos Health	United States	NM	NM	NM	NM	NM
TaiDoc Technology Corporation	Taiwan (Province of China)	380	2.8x	2.6x	13.8x	8.0x
Thermo Fisher Scientific	United States	239,610	5.6x	5.5x	21.3x	21.8x
WuXi AppTec Co., Ltd.	China	13,863	2.6x	2.4x	7.8x	7.0x

Zhejiang Starry Pharmaceutical Co.,Ltd.	China	933	3.0x	2.5x	19.1x	12.2x
Mean		26,688	3.8x	3.0x	16.5x	14.1x
Median		4,033	3.1x	2.6x	17.1x	13.3x

DEVELOPMENT LABORATORY SERVICES

Company Name	Geography	Enterprise Value	xRevenue		xEBITDA	
		(\$mm)	LTM EV	FTM EV	LTM EV	FTM EV
Evotec SE (XTRA:EVT)	Germany	1,831	2.2x	1.8x	36.6x	14.4x
Champions Oncology, Inc.	United States	74	1.5x	1.4x	NM	NM
Charles River Laboratories International, Inc. (NYSE:CRL)	United States	13,459	3.3x	3.1x	11.7x	12.3x
Eurofins Scientific SE	Luxembourg	12,577	1.8x	1.6x	8.8x	7.6x
Frontage Holdings Corporation (SEHK:1521)	United States	300	1.2x	1.0x	5.4x	5.3x
HLB bioStep Co.,Ltd.	Korea (Republic of)	130	3.5x	NM	NM	NM
ICON	Ireland	29,200	3.6x	3.3x	16.8x	15.4x
Inotiv, Inc. (NasdaqCM:NOTV)	United States	440	0.8x	0.9x	14.4x	19.9x
JOINN Laboratories (Delaware) Corporation	China	817	2.6x	2.3x	9.7x	8.4x
Medpace	United States	12,483	6.4x	5.5x	29.7x	28.1x
Pharmaron Beijing Co., Ltd.	China	4,599	2.9x	2.5x	13.3x	10.6x
PPD, Inc.	United States	NM	NM	NM	NM	NM
PRA Health Sciences	United States	NM	NM	NM	NM	NM
Selvita S.A.	Poland	357	4.3x	3.5x	25.5x	16.3x
Shanghai Medicilon Inc.	China	417	2.6x	1.5x	NM	NM
Shin Nippon Biomedical Laboratories	Japan	466	2.8x	2.5x	8.5x	13.1x
Syneos Health	United States	NM	NM	NM	NM	NM
WuXi AppTec Co., Ltd.	China	13,863	2.6x	2.4x	7.8x	7.0x
Mean		6,068	2.8x	2.4x	15.7x	13.2x
Median		817	2.6x	2.4x	12.5x	12.7x

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.



Contact Us

Shane Senior, CFA
Head of Pharma Services
813-774-4755
shane.senior@crosstreecapital.com
m www.crosstreecapital.com

Location

Tampa (Headquarters)
5411 Skycenter Dr. Suite 625
Tampa, FL
33607

CROSSTREE