

Industry BlueBook

Pharma Services: Drug Development

October 2021

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

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

EV MULTIPLES

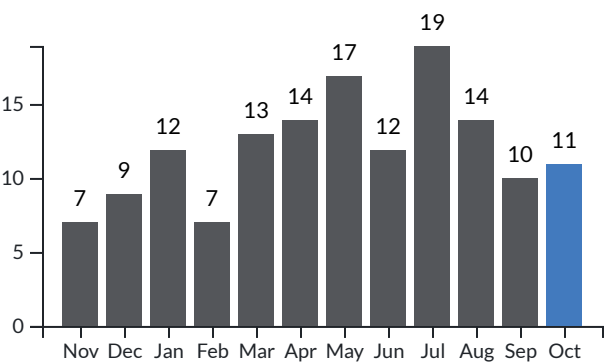
	REVENUE				EBITDA			
	LTM	%Δ	FTM	%Δ	LTM	%Δ	FTM	%Δ
Development Technology & Info Systems	16.2x	9%	13.7x	9%	23.8x	-56%	38.7x	9%
Development Clinical Services	4.4x	23%	3.1x	2%	18.6x	-8%	17.8x	3%
Development Laboratory Services	7.0x	6%	5.4x	-1%	29.3x	8%	24.6x	-2%

M&A DEALS & FINANCINGS

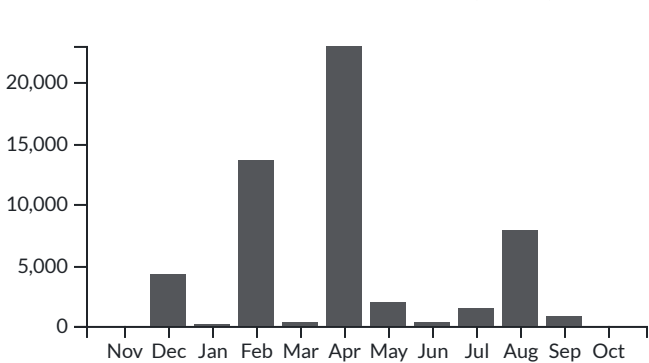
	DEAL COUNT				VOLUME (\$MM)			
	M&A	%Δ	FINANCINGS	%Δ	M&A	%Δ	FINANCINGS	%Δ
Development Technology & Info Systems	1	-67%	5	25%	0	NM	763	NM
Development Clinical Services	6	20%	1	-50%	0	NM	16	-90%
Development Laboratory Services	5	25%	6	-14%	78	-91%	334	49%

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

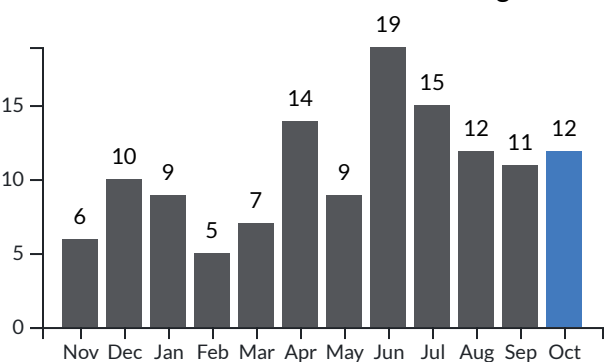
12 Month Deal Count M&A



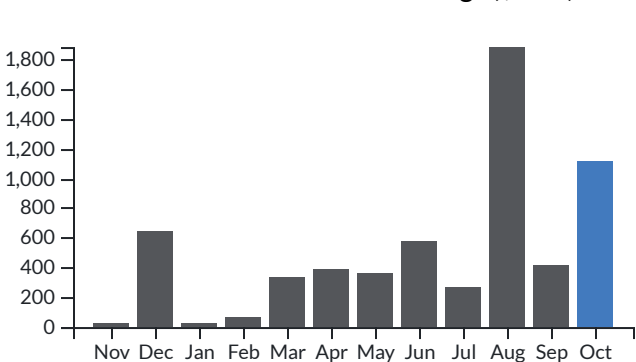
12 Month Volume M&A (\$MM)



12 Month Deal Count Financings

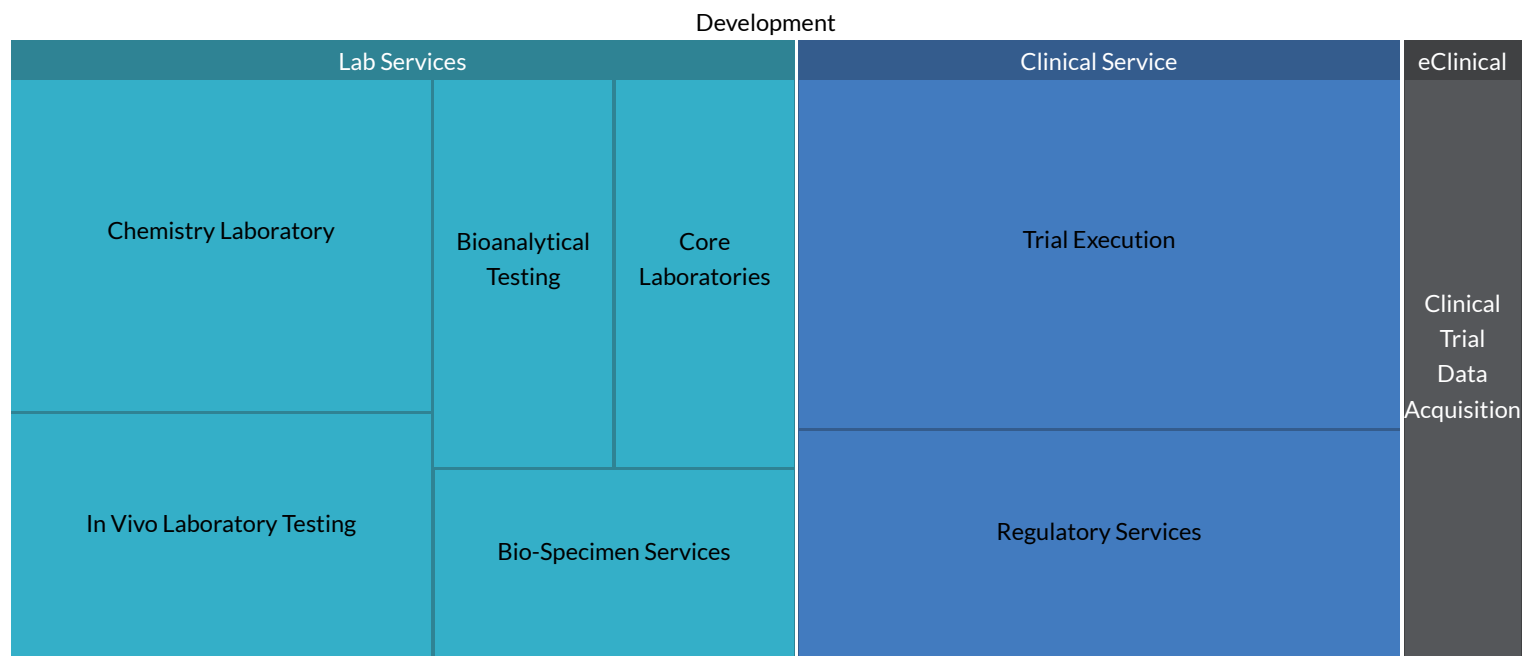


12 Month Volume Financings (\$MM)

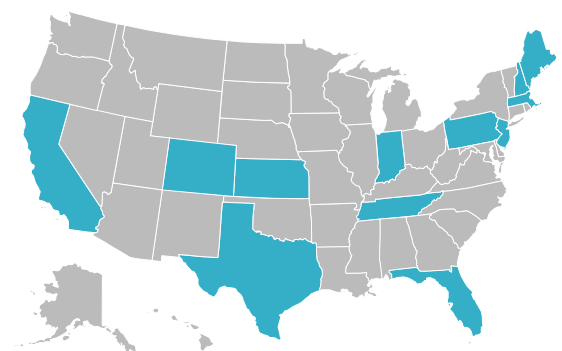


M&A ACTIVITY

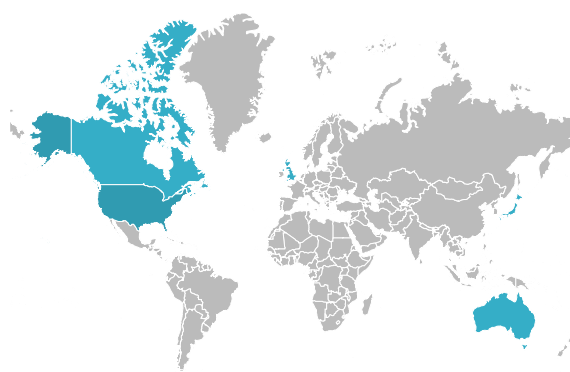
DEALS BY SEGMENT



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY



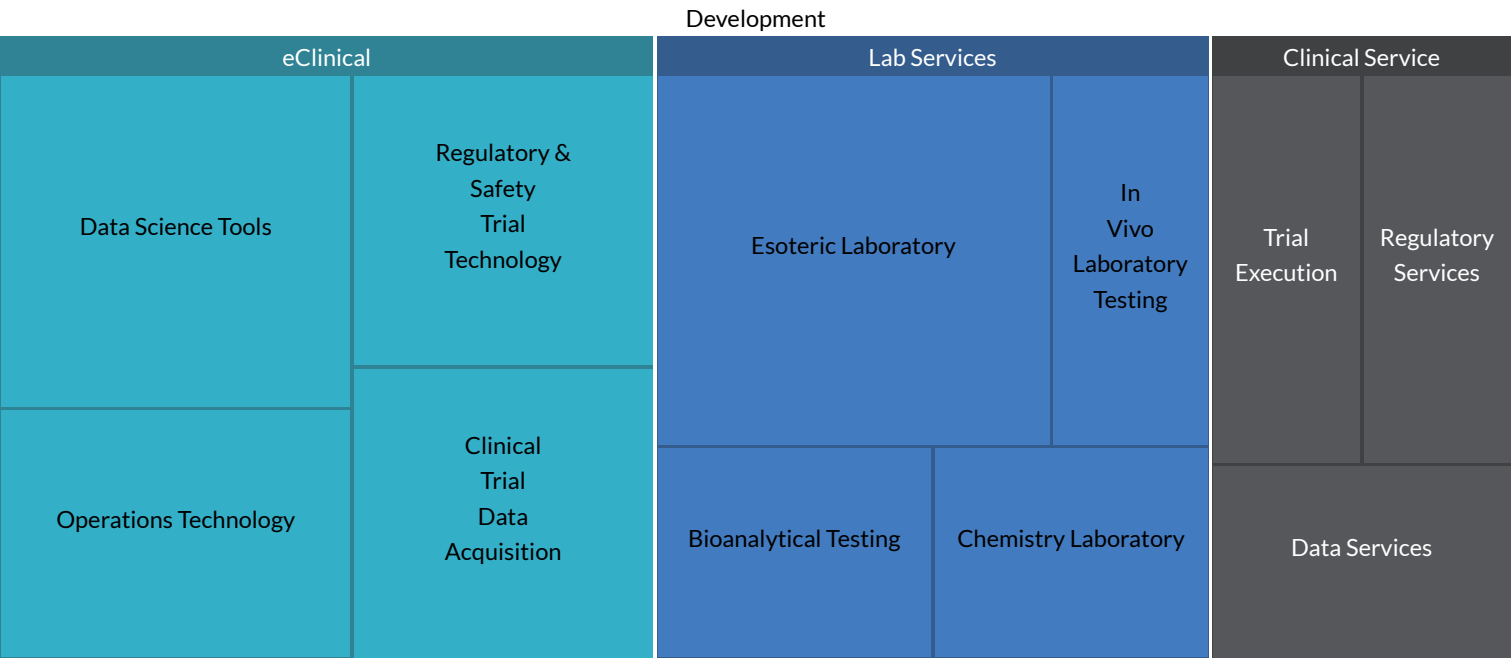
SELECTED TRANSACTIONS

Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
10/29/2021	Clinical Service	Trial Execution	Nucleus Network Ltd.	Australia	Blackstone Inc. (NYSE:BX)	-
10/20/2021	Lab Services	Core Labs	Outpatient Imaging Affiliates, LLC	United States	The Cranemere Group Limited	-
10/15/2021	Clinical Service Lab Services	Regulatory Services Bio-Specimen Services	Rephine Ltd.	United Kingdom	Kester Capital LLP	-
10/12/2021	Lab Services	In Vivo	Research Models and Services operations	Japan	The Jackson Laboratory	63.0

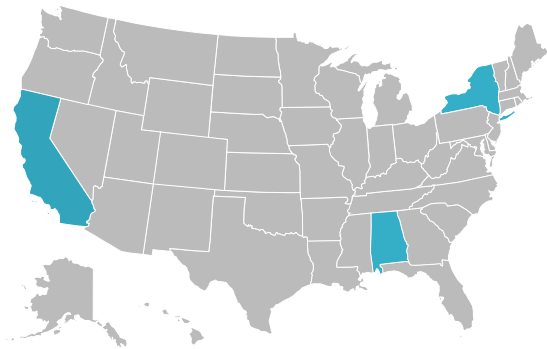
Announced Date	Segment	Sub-Segment	Target Company	Geography	Selected Buyers	Size (\$mm)
10/12/2021	Clinical Service	Trial Execution	Diagnostics Research Group, L.L.C.	United States	The IMA Group	-
10/12/2021	Clinical Service	Trial Execution Regulatory Services	Lyophilization Services of New England, Inc.	United States	PCI Pharma Services	-
10/11/2021	Lab Services	Chemistry	Nanosyn, Inc.	United States	Element Materials Technology Ltd.	-
10/10/2021	eClinical	Data Acquisition	Current Health Limited	United Kingdom	Best Buy Co., Inc. (NYSE:BBY)	-
10/6/2021	Clinical Service	Trial Execution Regulatory Services	Pharmica Consulting Inc.	United States	ProPharma Group Holdings, LLC	-
10/4/2021	Lab Services	In Vivo Bioanalytical Chemistry	Plato BioPharma, Inc.	United States	Inotiv, Inc. (NasdaqCM:NOTV)	14.8
10/1/2021	Clinical Service	Trial Execution	Excel Medical Clinical Trials	United States	Flourish Research	-

FINANCINGS

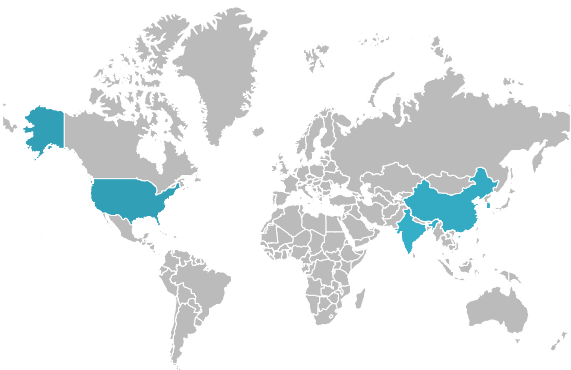
DEALS BY SEGMENT



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY



SELECTED TRANSACTIONS						
Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
10/27/2021	Clinical Service	Trial Execution Regulatory Services Data Services	Guoxin Pharmaceutical Technology (Beijing) Co., Ltd.	China	Zhejiang Puhua Tianqin Equity Investment Management Co., Ltd., Beijing JHF Investment Management	15.7
10/27/2021	eClinical	Operations Tech Regulatory & Safety Tech Data Science Tools	ThoughtSphere Inc.	United States	Signant Health	-

Closed Date	Segment	Sub-Segment	Target Company	Geography	Selected Investors	Size (\$mm)
10/27/2021	Lab Services	Esoteric	Immunai Inc.	United States	Icon Management Associates LLC, Alexandria Venture Investments, LLC, Eight Partners VC, LLC, Koch Disruptive Technologies, LLC, Piedmont Capital, Talos VC	215.0
10/26/2021	eClinical	Operations Tech Regulatory & Safety Tech Data Acquisition	Medable, Inc.	United States	Westech Investment Advisors, Inc., Sapphire Ventures, LLC, Tiger Global Management, LLC, Blackstone Growth Advisors L.L.C., GSR Ventures Advisors, LLC	304.0
10/22/2021	Lab Services	In Vivo Chemistry	PharmaLegacy Laboratories (Shanghai) Co., Ltd.	China	Sequoia China Investment Management LLP, Suzhou International Development Venture Capital Holding Co., Ltd., Mefund Capital, Shanghai Prosperico Ventures Co., Ltd., Yuan Lai Investment Management Co., Limited, Cenova Ventures, Shanghai Jiantong Investment Partnership Enterprise (L.P.), CDG Capital, GL Ventures, Elikon Venture	100.0
10/20/2021	eClinical	Data Science Tools	Saama Technologies, Inc.	United States	The Carlyle Group Inc. (NasdaqGS:CG), Northpond Ventures, LLC, Amgen Ventures, Merck Global Health Innovation Fund, LLC, McKesson Ventures, Northpond Ventures, LLC, Intermountain Ventures, Population Health Partners, LLC	430.0
10/19/2021	Lab Services	Bioanalytical	Mestastop Solutions Pvt. Ltd.	India	IKP Knowledge Park, CIIE.CO	0.2
10/18/2021	eClinical	Data Science Tools	Quris Technologies LTD.	Israel	Undisclosed	9.0
10/13/2021	Lab Services	Esoteric	DxTerity Diagnostics Inc.	United States	Undisclosed	2.8
10/13/2021	Lab Services	Esoteric	DxTerity Diagnostics Inc.	United States	Undisclosed	0.8
10/12/2021	Lab Services	Esoteric	LC-Bio Technologies Co., Ltd.	China	Sinowisdom Capital, Zhejiang Haibang Investment Management Co., Ltd., Hangzhou Jinju Investment Management Co., Ltd., Hangzhou Jinju Investment Management Co., Ltd.	15.5
10/6/2021	eClinical	Data Acquisition	Slope.io, Inc.	United States	New Enterprise Associates, Inc.	20.0

PUBLIC MARKETS¹

DEVELOPMENT TECHNOLOGY & INFO SYSTEMS

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
IQVIA	United States	60,901	4.5x	4.2x	23.8x	19.1x
Veeva Systems Inc.	United States	46,430	27.9x	23.2x	NM	58.3x
Mean		53,666	16.2x	13.7x	23.8x	38.7x
Median		53,666	16.2x	13.7x	23.8x	38.7x

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	25,425	7.8x	6.8x	27.1x	26.9x
CMIC HOLDINGS Co., Ltd.	Japan	419	0.6x	0.6x	5.8x	6.0x
ICON	Ireland	22,215	7.0x	3.0x	37.9x	17.9x
IQVIA	United States	60,901	4.5x	4.2x	23.8x	19.1x
Linical Co., Ltd.	Japan	155	1.7x	1.6x	15.2x	14.5x
Medpace	United States	7,845	7.2x	5.8x	31.4x	30.8x
PPD	United States	19,918	3.4x	3.3x	18.6x	17.7x
Seiko Epson Corporation	Japan	5,616	0.6x	0.5x	4.0x	4.5x
Shin Nippon Biomedical Laboratories, Ltd.	Japan	582	4.4x	NM	15.0x	NM
Syneos Health, Inc.	United States	12,574	2.7x	2.3x	17.5x	15.4x
WuXi AppTec Co., Ltd.	China	62,677	18.9x	15.3x	77.1x	53.6x
Mean		19,848	5.3x	4.3x	24.9x	20.6x
Median		12,574	4.4x	3.1x	18.6x	17.8x

DEVELOPMENT LABORATORY SERVICES

Company Name	Geography	Enterprise Value (\$mm)	xRevenue		xEBITDA	
			LTM EV	FTM EV	LTM EV	FTM EV
Evotec SE (XTRA:EVT)	Germany	8,052	12.9x	11.5x	88.7x	55.1x
Champions Oncology, Inc.	United States	137	3.2x	2.7x	49.1x	49.0x
Charles River Laboratories International, Inc. (NYSE:CRL)	United States	25,425	7.8x	6.8x	27.1x	26.9x
Eurofins Scientific SE (ENXTPA:ERF)	Luxembourg	24,989	3.4x	3.5x	11.4x	14.0x
Frontage Holdings Corporation (SEHK:1521)	United States	1,055	6.6x	5.1x	26.6x	22.3x
ICON	Ireland	22,215	7.0x	3.0x	37.9x	17.9x
Joinn Laboratories (China) Co.,Ltd. (SHSE:603127)	China	8,044	39.6x	32.6x	NM	NM
KNOTUS Co.,Ltd	Korea (Republic of)	161	3.2x	NM	18.0x	NM
Medpace	United States	7,845	7.2x	5.8x	31.4x	30.8x
Personalis, Inc.	United States	559	6.8x	8.2x	NM	NM
Pharmaron Beijing Co., Ltd. (SZSE:300759)	China	22,538	21.1x	17.3x	82.1x	56.2x
PPD	United States	19,918	3.4x	3.3x	18.6x	17.7x

Selvita S.A. (WSE:SLV)	Poland	391	7.2x	4.8x	35.2x	20.0x
Shanghai Medicilon Inc.	China	7,064	44.4x	NM	NM	NM
Shin Nippon Biomedical Laboratories, Ltd.	Japan	582	4.4x	NM	15.0x	NM
Syneos Health, Inc.	United States	12,574	2.7x	2.3x	17.5x	15.4x
WuXi AppTec Co., Ltd.	China	62,677	18.9x	15.3x	77.1x	53.6x
Mean		13,190	11.7x	8.7x	38.3x	31.6x
Median		8,044	7.0x	5.4x	29.3x	24.6x

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
www.crosstreecapital.com

Location

Tampa (Headquarters)
2701 North Rocky Point Dr
Tampa, FL
33607