

Industry BlueBook

Pharma Services: Drug Development

December 2021

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

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

EV MULTIPLES

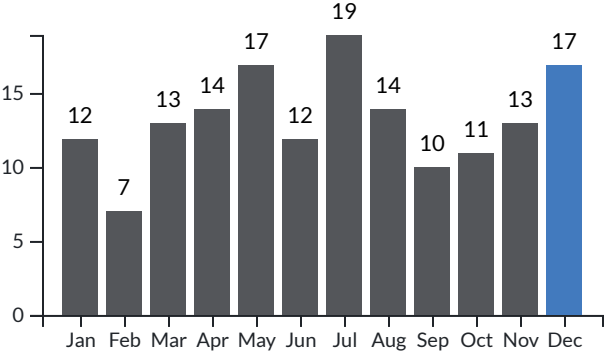
| | REVENUE | | | | EBITDA | | | |
|---------------------------------------|---------|------|-------|------|--------|------|-------|-----|
| | LTM | %Δ | FTM | %Δ | LTM | %Δ | FTM | %Δ |
| Development Technology & Info Systems | 12.9x | -12% | 11.1x | -10% | 47.8x | -10% | 32.5x | -8% |
| Development Clinical Services | 4.4x | -2% | 3.9x | 15% | 20.6x | 11% | 19.9x | 10% |
| Development Laboratory Services | 6.3x | 3% | 5.6x | 11% | 32.3x | 21% | 26.3x | 19% |

M&A DEALS & FINANCINGS

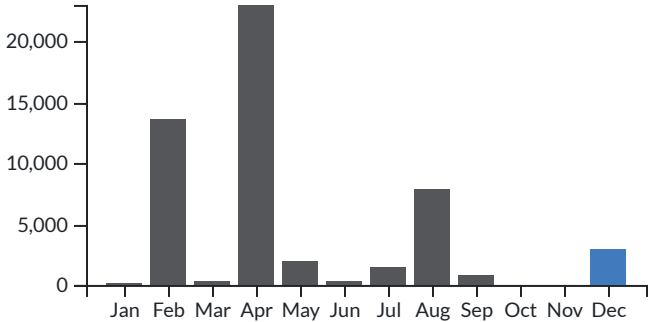
| | DEAL COUNT | | | | VOLUME (\$MM) | | | |
|---------------------------------------|------------|-----|------------|------|---------------|----|------------|-------|
| | M&A | %Δ | FINANCINGS | %Δ | M&A | %Δ | FINANCINGS | %Δ |
| Development Technology & Info Systems | 4 | 33% | 4 | -43% | 2,112 | NM | 20 | -95% |
| Development Clinical Services | 5 | 0% | 2 | -50% | 0 | NM | 1 | -100% |
| Development Laboratory Services | 9 | 29% | 3 | -57% | 799 | NM | 336 | 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

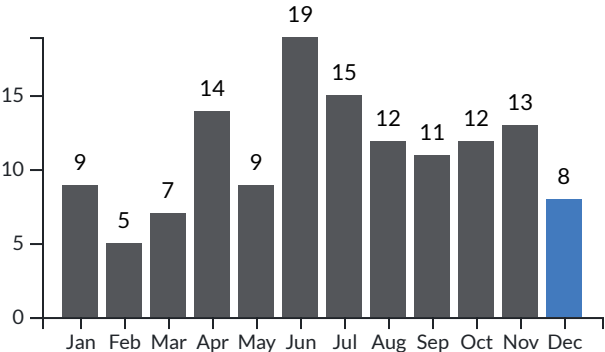
12 Month Deal Count M&A



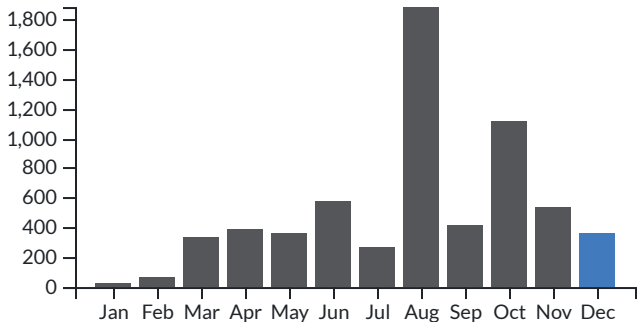
12 Month Volume M&A (\$MM)



12 Month Deal Count Financings

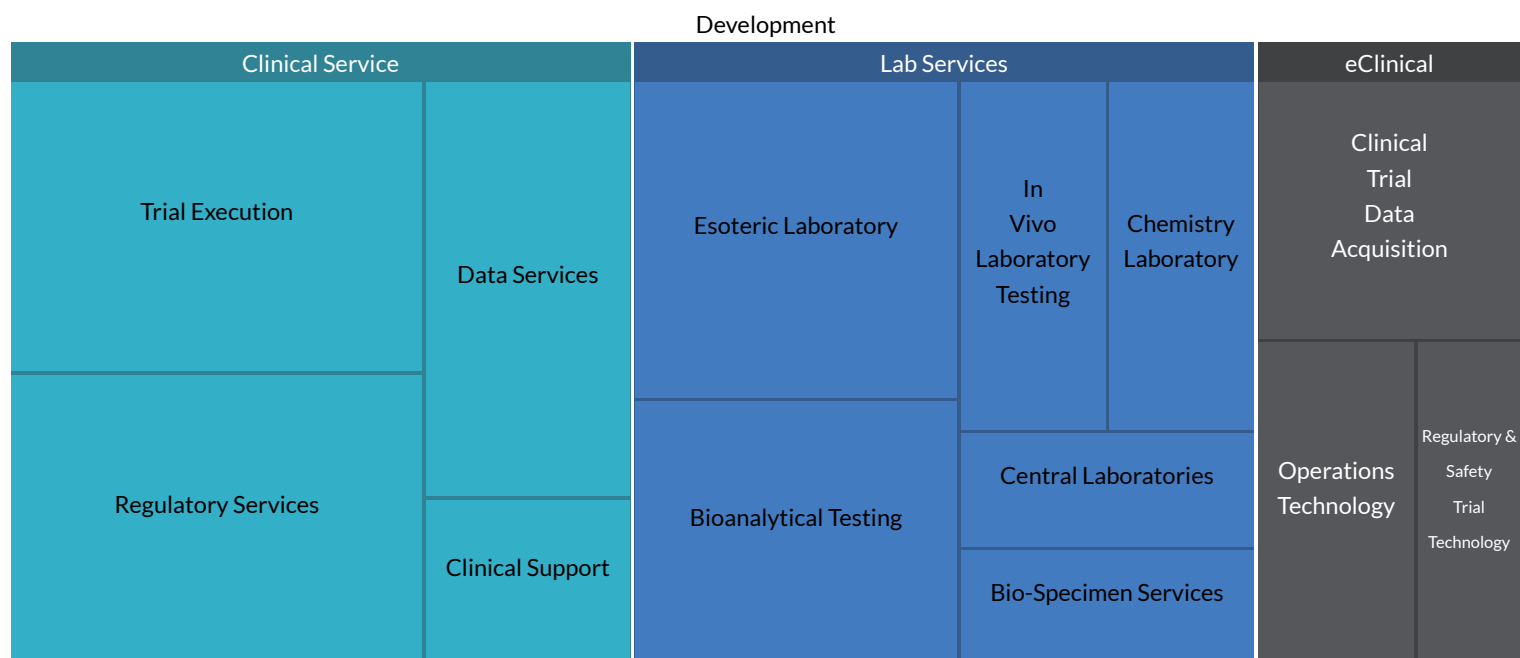


12 Month Volume Financings (\$MM)

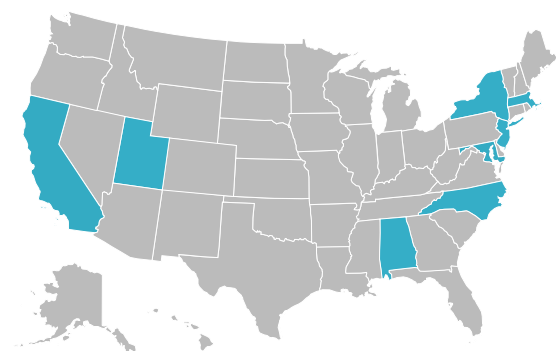


M&A ACTIVITY

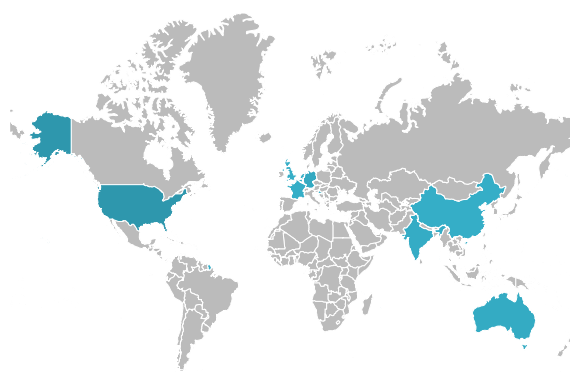
DEALS BY SEGMENT



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY



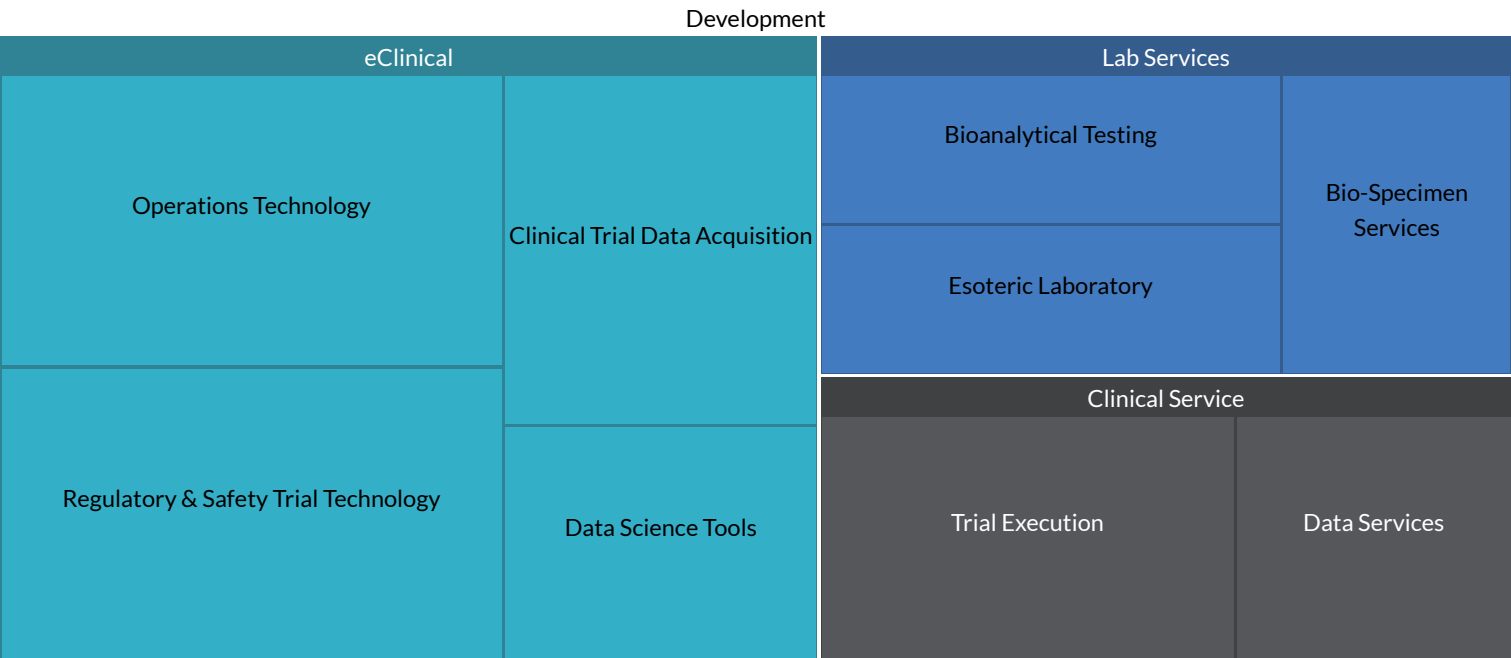
SELECTED TRANSACTIONS

| Announced Date | Segment | Sub-Segment | Target Company | Geography | Selected Buyers | Size (\$mm) |
|----------------|------------------|--|---|---------------|--|-------------|
| 12/23/2021 | Lab Services | Esoteric | Personal Genome Diagnostics Inc. | United States | Laboratory Corporation of America Holdings (NYSE:LH) | 575.0 |
| 12/23/2021 | Clinical Service | Trial Execution Clinical Support Regulatory Services | Southern Star Research Pty Ltd | Australia | Quadrant Private Equity Pty Limited | - |
| 12/22/2021 | Clinical Service | Trial Execution | Clinical Research and Support Facility in Baltimore, Maryland | United States | Presidio Property Trust, Inc. (NasdaqCM:SQFT) | - |
| 12/22/2021 | Lab Services | Bio-Specimen Services | BioArkive, Inc. | United States | Immuneering Corporation (NasdaqGM:IMRX) | 8.5 |

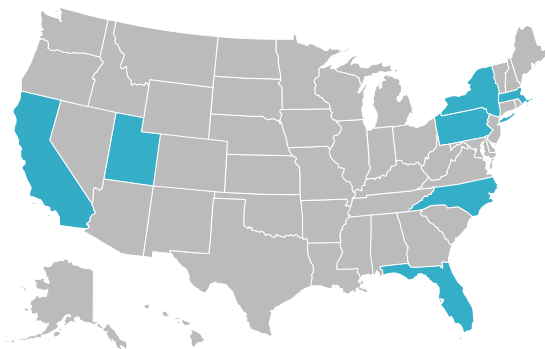
| Announced Date Segment | | Sub-Segment | Target Company | Geography | Selected Buyers | Size (\$mm) |
|------------------------|----------------------------------|--|--|----------------|-------------------------------------|-------------|
| 12/21/2021 | Clinical Service | Trial Execution Regulatory Services Data Services | Institut Dr. Schauerte GmbH | Germany | The Emmes Company, LLC | - |
| 12/17/2021 | Lab Services | Bioanalytical | Agilex Biolabs Pty Ltd | Australia | Healius Limited (ASX:HLS) | 215.6 |
| 12/16/2021 | eClinical | Operations Tech Data Acquisition | Protocol First, Inc. | United States | Flatiron Health, Inc. | - |
| 12/16/2021 | Lab Services | Esoteric | Bionique® Testing Laboratories, Inc. | United States | Virusure GmbH | - |
| 12/16/2021 | Clinical Service Lab Services | Regulatory Services In Vivo Bioanalytical Central Esoteric | Viroclinics Biosciences B.V. | Netherlands | Cerba HealthCare S.A.S. | - |
| 12/15/2021 | Lab Services | In Vivo Bioanalytical Chemistry | Intox Private Limited | India | Aragen Life Sciences Pvt Ltd | - |
| 12/14/2021 | Lab Services | Bioanalytical Esoteric | Biogazelle NV | Belgium | CellCarta Precision Medicine Inc. | - |
| 12/14/2021 | Lab Services | Esoteric | Quality Biotech, Inc. | United States | WuXi AppTec Co., Ltd. (SHSE:603259) | - |
| 12/14/2021 | Clinical Service | Trial Execution Regulatory Services Data Services | SSS International Clinical Research GmbH | Germany | OPTIMAPHARM d.d. | - |
| 12/13/2021 | eClinical | Data Acquisition | Veracity Logic, LLC | United States | Veeva Systems Inc. (NYSE:VEEV) | - |
| 12/8/2021 | eClinical | Operations Tech Data Acquisition | Clinigen Group plc | United Kingdom | Triton | 2,112.4 |
| 12/7/2021 | eClinical | Regulatory & Safety Tech | Pharmasol | Germany | PharmaLex GmbH | - |
| 12/2/2021 | Lab Services | Chemistry | In Vitro ADMET Laboratories, LLC | United States | Discovery Life Sciences, Inc. | - |

FINANCINGS

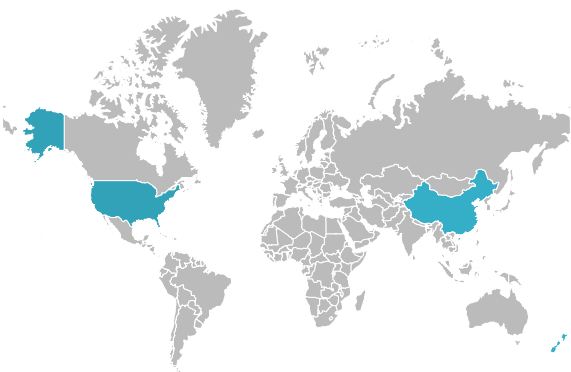
DEALS BY SEGMENT



U.S. DEALS BY STATE



WORLDWIDE DEALS BY COUNTRY



| SELECTED TRANSACTIONS | | | | | | |
|-----------------------|----------------------------|--|--|---------------|---|-------------|
| Closed Date | Segment | Sub-Segment | Target Company | Geography | Selected Investors | Size (\$mm) |
| 12/27/2021 | Clinical Service | Trial Execution | Pacific Clinical Research Network (NZ) Limited | New Zealand | Pencarrow Private Equity Management Limited | - |
| 12/14/2021 | eClinical Clinical Service | Regulatory & Safety Tech Trial Execution Data Services | M2Gen Holdings, L.P. | United States | Undisclosed | 0.8 |

| Closed Date | Segment | Sub-Segment | Target Company | Geography | Selected Investors | Size (\$mm) |
|-------------|--------------|--|--|---------------|--|-------------|
| 12/8/2021 | Lab Services | Bioanalytical | Redesign Science Inc. | United States | 5Y Capital, Collaborative Fund, Hangzhou Kaitai Capital Co., Ltd., ZhenFund Inc., Acequia Capital Management, LLC, Notation Capital, Third Kind Venture Capital, Refactor Capital, LLC, Hawktail, LLC, Preface Ventures | 15.0 |
| 12/7/2021 | Lab Services | Esoteric | Freenome, Inc. | United States | Polaris Venture Partners, Inc., Novartis Venture Funds, Farallon Capital Management, L.L.C., Kaiser Permanente Ventures, Perceptive Advisors LLC, Roche Venture Fund, Roche Venture Fund, T. Rowe Price Associates, Inc., Sands Capital Ventures, LLC, Ridgeback Capital Management, LLC, Eventide Asset Management, LLC, Andreessen Horowitz LLC, Andreessen Horowitz LLC, ArrowMark Colorado Holdings, LLC, Data Collective, Pura Vida Investments, LLC, HBM Healthcare Investments (Cayman) Ltd., Cormorant Asset Management, LP, Rock Springs Capital Management LP, Suvretta Capital Management, LLC, ARTIS Ventures, Sands Capital Ventures, LLC, Section 32, LLC, Janus Henderson Investors, Soleus Capital, American Cancer Society, Inc., Endowment Arm, Logos Global Management, L.P., Bain Capital Life Sciences Investors, LLC, Catalio Capital Management, LP, Intermountain Ventures, Byers Capital Management LLC | 300.0 |
| 12/6/2021 | eClinical | Operations Tech Data Acquisition | Holmusk Pte. Ltd. | Singapore | Heritas Capital Management Pte. Ltd., dRx Capital AG, Health Catalyst Capital Management, LLC, Northwell Ventures, Optum Ventures | - |
| 12/2/2021 | eClinical | Operations Tech Regulatory & Safety Tech Data Science Tools | Rimsys Inc. | United States | Deer Management Company, LLC, Innovation Works, Allos Ventures | 16.0 |
| 12/2/2021 | Lab Services | Bio-Specimen Services | iSpecimen Inc. | United States | Undisclosed | 21.0 |
| 12/1/2021 | eClinical | Operations Tech Regulatory & Safety Tech Data Acquisition | eClinCloud (Shenzhen) Technology Co., Ltd. | China | Kangjun Investment Management Co., Ltd. | 3.1 |

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 | 64,859 | 4.8x | 4.4x | 25.3x | 19.9x |
| Veeva Systems Inc. (NYSE:VEEV) | United States | 36,988 | 21.0x | 17.8x | 70.4x | 45.0x |
| Mean | | 50,924 | 12.9x | 11.1x | 47.8x | 32.5x |
| Median | | 50,924 | 12.9x | 11.1x | 47.8x | 32.5x |

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 | 22,009 | 6.4x | 5.8x | 22.4x | 22.7x |
| CMIC HOLDINGS Co., Ltd. | Japan | 412 | 0.6x | 0.6x | 4.7x | 5.0x |
| ICON | Ireland | 30,379 | 7.0x | 3.9x | 43.4x | 23.0x |
| IQVIA | United States | 64,859 | 4.8x | 4.4x | 25.3x | 19.9x |
| Linical Co., Ltd. | Japan | 145 | 1.5x | 1.4x | 14.1x | 11.0x |
| Medpace | United States | 7,526 | 6.9x | 5.6x | 30.2x | 29.5x |
| Seiko Epson Corporation | Japan | 5,699 | 0.6x | 0.6x | 4.3x | 4.6x |
| Shin Nippon Biomedical Laboratories, Ltd. | Japan | 551 | 4.0x | NM | 11.9x | NM |
| Syneos Health, Inc. | United States | 13,736 | 2.8x | 2.5x | 18.8x | 16.3x |
| WuXi AppTec Co., Ltd. (SHSE:603259) | China | 53,700 | 16.1x | 13.0x | 65.5x | 45.7x |
| Mean | | 19,902 | 5.1x | 4.2x | 24.1x | 19.8x |
| Median | | 10,631 | 4.4x | 3.9x | 20.6x | 19.9x |

DEVELOPMENT LABORATORY SERVICES

| Company Name | Geography | Enterprise Value (\$mm) | xRevenue | | xEBITDA | |
|---|---------------------|----------------------------|----------|--------|---------|--------|
| | | | LTM EV | FTM EV | LTM EV | FTM EV |
| Evotec SE (XTRA:EVT) | Germany | 8,550 | 13.2x | 12.0x | 89.9x | 59.2x |
| Champions Oncology, Inc. | United States | 118 | 2.7x | 2.3x | 36.4x | 40.7x |
| Charles River Laboratories International, Inc. | United States | 22,009 | 6.4x | 5.8x | 22.4x | 22.7x |
| Eurofins Scientific SE (ENXTPA:ERF) | Luxembourg | 26,088 | 3.6x | 3.7x | 12.1x | 14.5x |
| Frontage Holdings Corporation (SEHK:1521) | United States | 894 | 5.6x | 4.3x | 22.6x | 18.5x |
| ICON | Ireland | 30,379 | 7.0x | 3.9x | 43.4x | 23.0x |
| Joinn Laboratories (China) Co.,Ltd. (SHSE:603127) | China | 5,597 | 27.3x | 22.8x | 83.6x | 66.7x |
| KNOTUS Co.,Ltd | Korea (Republic of) | 191 | 3.7x | NM | 20.9x | NM |
| Medpace | United States | 7,526 | 6.9x | 5.6x | 30.2x | 29.5x |
| Personalis, Inc. | United States | 394 | 4.6x | 6.0x | NM | NM |
| Pharmaron Beijing Co., Ltd. (SZSE:300759) | China | 16,644 | 15.4x | 12.6x | 60.1x | 41.1x |
| Selvita S.A. (WSE:SLV) | Poland | 394 | 6.1x | 4.6x | 34.4x | 18.8x |
| Shanghai Medicilon Inc. | China | 4,694 | 29.3x | NM | NM | NM |

| | | | | | | |
|---|---------------|--------|-------|-------|-------|-------|
| Shin Nippon Biomedical Laboratories, Ltd. | Japan | 551 | 4.0x | NM | 11.9x | NM |
| Syneos Health, Inc. | United States | 13,736 | 2.8x | 2.5x | 18.8x | 16.3x |
| WuXi AppTec Co., Ltd. (SHSE:603259) | China | 53,700 | 16.1x | 13.0x | 65.5x | 45.7x |
| Mean | | 11,967 | 9.7x | 7.6x | 39.4x | 33.0x |
| Median | | 6,562 | 6.3x | 5.6x | 32.3x | 26.3x |

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