

Market Overview

The first quarter of 2016 has seen the CRO industry benefit from an increase in dollars flowing to outsourcing some or all of the drug development and clinical testing process. CRO's are leveraging both strategic partnerships and acquisitions to broaden service capabilities and better meet the needs of pharmaceutical companies. We see a potential for increased consolidation as the top few groups look to expand service lines and geographic presence through the acquisition of mid-sized competitors and niche service providers.

SELECT TRANSACTIONS:

Date	Acquirer	Target	Description
March 2016	LakePharma	Blue Sky Biotech	LakePharma, based in Belmont, California, a CRO specializing in antibody and protein engineering, cell line development, and protein production services acquired Blue Sky Biotech. Blue Sky is a CRO specializing in protein and antibody production, and is backed by Ampersand Capital Partners. Ampersand has also invested in LakePharma as part of the deal. No financial terms were disclosed. Provident Healthcare was the Exclusive Financial Advisor for Blue Sky Biotech in their recapitalization with Ampersand Capital.
March 2016	Nordic Capital	eResearchTechnology	Private equity group, Nordic Capital made a controlling investment in eResearchTechnology, (ERT), a provider of patient safety and efficacy endpoint data collection solutions for use in clinical drug development. Supported by its new owner, ERT will be well positioned to continue its development as a global provider of innovative and differentiated patient data collection solutions. No financial terms were disclosed.
March 2016	Synexus	Research Across America	Synexus, a site management organization for the CRO industry, has acquired Research Across America. This acquisition marks Synexus's first in the U.S. Market. The acquisition will also allow Synexus to expand into the areas of dermatology and genetics. No financial terms were disclosed.
February 2016	inviCRO	Molecular NeuroImaging	inviCRO, specializing in imaging service solutions and analysis software for drug development, has acquired Molecular NeuroImaging. The acquisition creates a comprehensive platform of imaging services across the spectrum of drug development. No financial terms were disclosed.
January 2016	Parexel International Corporation	Health Advances	Parexel International, a global biopharmaceutical services organization, acquired a 120-employee life sciences consulting firm, Health Advances. Health Advances combines clinical, scientific and business expertise to provide strategic advice to executives leading life sciences companies and investors. The acquisition allows Parexel to better meet the commercialization consulting needs of its clients. No financial terms were disclosed.
January 2016	Bioclinica	Clinverse	Bioclinica, a specialty clinical trials services and technology provider, acquired Clinverse. Clinverse automates and manages the financial lifecycle of clinical trials for CROs. The acquisition will allow Bioclinica to invest in new technology and expand their eHealth Solutions business segment. No financial terms were disclosed.
January 2016	Charles River Laboratories	WIL Research	Charles River Laboratories has acquired WIL Research for approximately \$585 million in cash. WIL Research is a provider of safety assessment, contract development, and manufacturing (CDMO) services to biopharmaceutical and agricultural and industrial chemical companies worldwide. Acquiring WIL Research will enhance Charles River's position as a global early-stage CRO by strengthening its ability to partner with global clients.