

Pharmaceutical Commercialization

Quarterly Update
Q1 2026

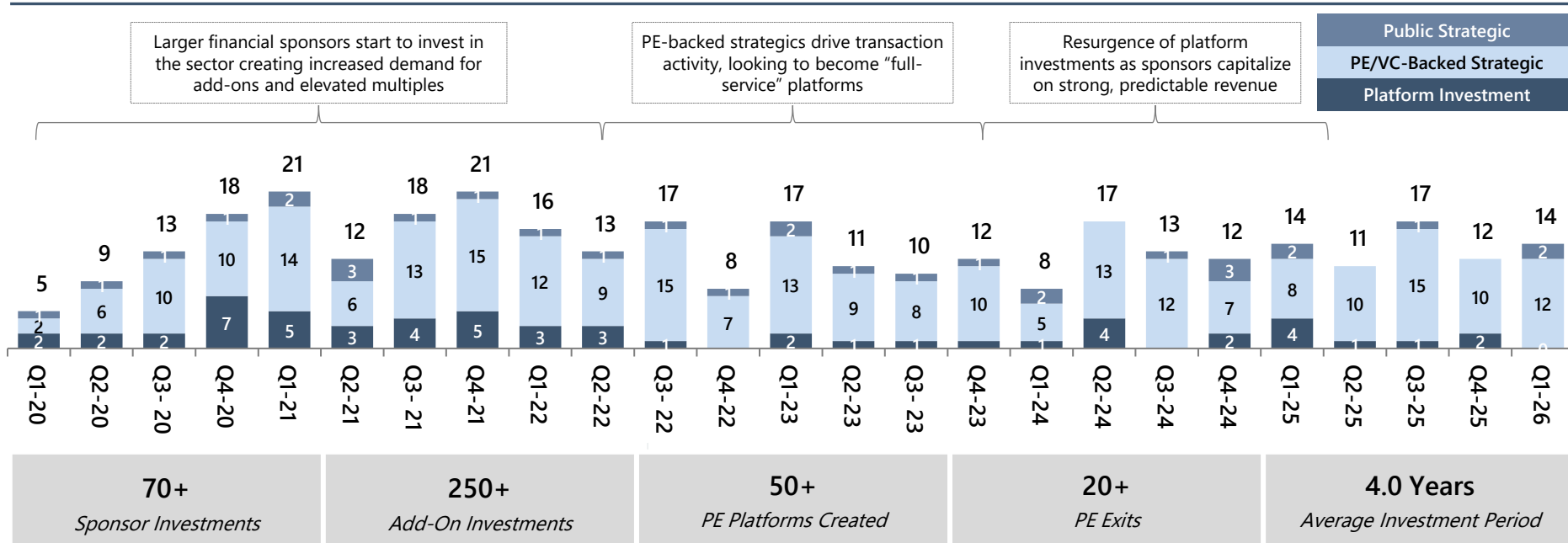


Scott Davis
Managing Director
(617) 226-4259
sdavis@providenthp.com

Tommy Spiegel, CFA
Vice President
(617) 226-4216
tspiegel@providenthp.com

Will Murtagh
Associate
(617) 226-4297
wmurtagh@providenthp.com

Transaction Activity & Key Themes



Key Themes & Industry Outlook

Consolidation of Consolidators	Full-Service Models	Market Access & Reimbursement	Technology & Innovation	Specialization & Niche Expertise
<ul style="list-style-type: none"> Secondary buyouts and larger private equity-backed platforms acquiring groups backed by smaller funds In Jan-26, Susquehanna Growth Equity backed Medispand acquired RLDatix from Five Arrows merging two major players in the regulatory affairs space 	<ul style="list-style-type: none"> Utilizing acquisitions to build comprehensive, full-service models that offer a wide range of services with cross-sell opportunities Since acquiring Lockwood Group in Oct-21, Ares Management has supported five add-on acquisitions, including two in Q1-2026 	<ul style="list-style-type: none"> As speed to market becomes increasingly critical for strong ROI, market access & reimbursement firms grow in demand ~30% of pharma services transaction targets in Q1 were market access consulting firms 	<ul style="list-style-type: none"> Increased focus on digital capabilities as platforms continue to integrate advanced analytics, artificial intelligence, and digital marketing solutions In Feb-26, Trinity Hunt Partners-backed Supreme Group acquired Broth to expand its data driven specialty marketing services 	<ul style="list-style-type: none"> Further consolidation as companies look to differentiate by deepening their expertise in a specific therapeutic area, such as cell and gene therapy or oncology In Jan-26, VC-funded Verana Health acquired COTA, Inc., a specialized oncology RWD development firm

Q1-2026 Transaction Activity

Date	Buyer	Parent / Sponsor	Target	Type	Target Service	Growth Strategy
Mar-26	Prescient Healthcare Group	Bridgepoint Group	Dolon	Add-On	Market Access & Reimbursement	
Mar-26	Lockwood	Ares Management	Stratis Group	Add-On	Market Access & Reimbursement	
Feb-26	The HWP Group	NMS Capital	Global Market Access Solutions	Add-On	Market Access & Reimbursement	
Feb-26	Lockwood	Ares Management	Total Health	Add-On	Medical Communications	
Feb-26	Supreme Optimization	Trinity Hunt Partners	Broth	Add-On	Marketing & Advertising	
Feb-26	Red Nucleus	THL Partners	Bridge Medical Consulting	Add-On	Strategy Consulting	
Feb-26	The Leadership Edge	n/a	2Connect	Add-On	Strategy Consulting	
Jan-26	BlueRidge Life Sciences	Renovus Capital	Design Science	Add-On	Strategy Consulting	
Jan-26	Windrose Consulting Group	n/a	Zenith Access Network	Add-On	Market Access & Reimbursement	
Jan-26	Dark Horse Consulting	Westview Capital Partners	Bruder Consulting	Add-On	Strategy Consulting	
Jan-26	Verana Health	Various VC Funds	COTA, Inc.	Add-On	Evidence Development	
Jan-26	BGB Group	TPG	Hayden Consulting	Add-On	Strategy Consulting	
Jan-26	MediSpend	Susquehanna Growth Equity	RLDatix Life Sciences	Add-On	Regulatory Affairs	
Jan-26	UBC	Avista Healthcare Partners	Evidinno	Add-On	Evidence Development	

Broader Biopharma M&A Momentum

- A late March surge of large biopharma deals, 7 transactions of over \$1B totaling ~\$29B, signals strong momentum and has set expectations that 2026 will be a robust year for M&A activity
- Big Pharma is ranging from multi-billion dollar acquisitions to smaller tuck-ins driven by pipeline gaps, patent expirations, and improved biotech market condition
- Increased deal activity is reinforcing investor confidence for the year; see Fierce Pharma's article on the topic [here](#)



Market Share



Product Range

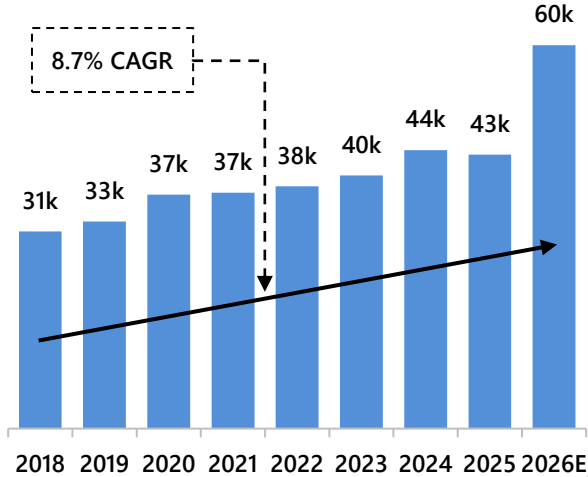


Geographic Expansion

Pharmaceutical Market Environment

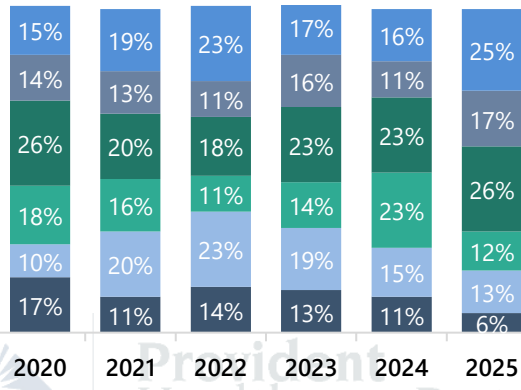
Global New Trial Starts

2026E represents Mar-26 L3M Run-Rate



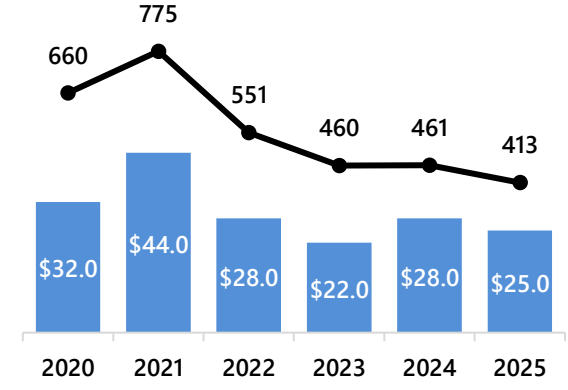
M&A Target Company Stage Distribution

Platform Preclinical Phase I
Phase II Phase III Market



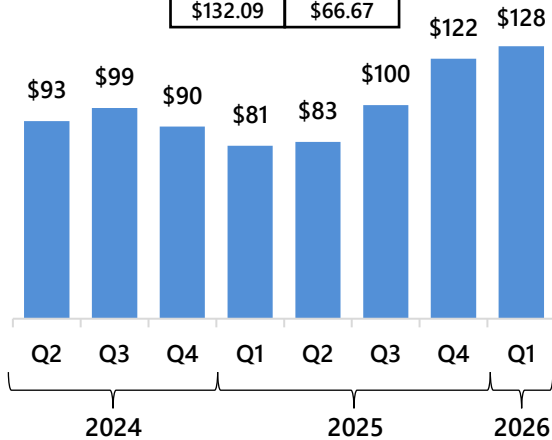
VC Funding Deal Volume & Value

VC Funding (\$ Billions)
Number of Deals

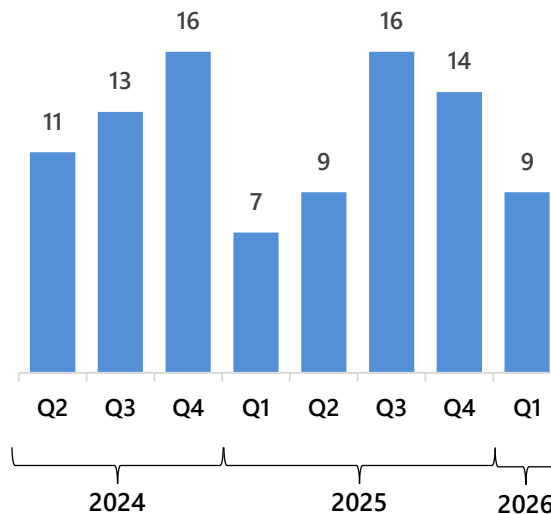


XBI Index Quarterly Closing Price

52 Week	
High	Low
\$132.09	\$66.67

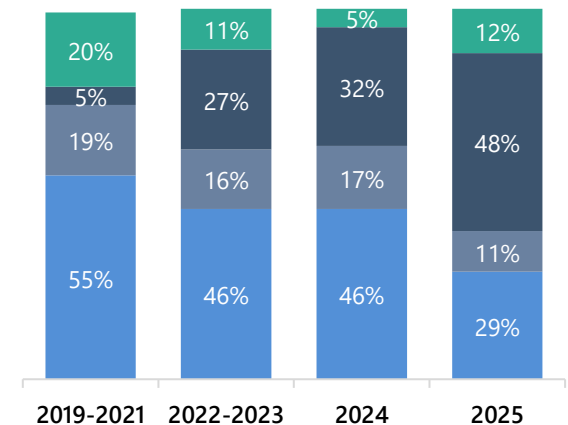


FDA Novel Drug Approvals by Quarter



Licensing Deal Geographic Distribution

US Europe China Other



Outsourced Pharma Commercialization Trends

Provident team members recently attended the 2026 HPE Miami conference, and pharma services emerged as a major area of continued investor interest in healthcare M&A this year.

Key Trends Impacting the Outsourcing Market

Sector Tailwinds



Proven AI Playbook

- Market sentiment has shifted from AI optimism towards full dedication to AI
- 47% of HPE Miami poll respondents cited that health IT/AI-enabled services are expected to be the main driver of deal making in 2026⁽¹⁾



Pipeline Recovery

- Phase III clinical trial volumes reversed meaningfully in 2025 after years of stagnation, signaling a sustained recovery in late-stage development activity
- Novel drug launches are expected to accelerate through 2029, driven by an increase in new developers

Sector Headwinds

- Commercialization timelines are lengthening, and margins are shrinking as regulators and payers heighten their focus on drug affordability, outcomes-based contracts, and evidence-based reimbursement

Payer Scrutiny and Pricing Pressure



- Federal agency cuts and university research grant freezes are introducing meaningful uncertainty into the early-stage pipeline that has historically fed biotech-driven outsourcing demand

R&D Funding Volatility



- Tightened venture and public funding has driven project delays and cancellations

Key Value Drivers & Differentiators



Data Analytics Proficiency



Scalable Solutions



Proven Track Record



Regulatory Knowledge



Therapeutic Expertise



Go-to-Market Speed



Patient-Centric Approach



End-to-End Solutions



AI & ML Competencies



Global Reach & Local Insights

⁽¹⁾McDermott Will & Schulte

Partners In Value

Provident is the leading investment bank offering mergers and acquisition advisory services for high growth, middle market companies in the healthcare industry.

Boston:

One Financial Center
Boston, Massachusetts 02111
617-742-9800

Minneapolis:

601 Carlson Parkway
Minneapolis, Minnesota 55305
612-361-5500

New York:

800 3rd Avenue
New York, New York 10022
212-580-4500

www.providenthp.com