

Opportunity

BN000033899 – International Pharmaceutical Contract Research Organization

Location: Canada



The company is an international contract research organization (CRO). The company's primary services include consultation for technology transfer and drug development and manufacturing.

Bids Invited

Key Aspects

- Operating in growth mode; revenues and adjusted EBITDA grew at a compound annual growth rate (CAGR) of 107.1% and 77.9% from FY 2018 to 2021, respectively
- Adjusted EBITDA margins have averaged 18.3% from FY 2018 to 2021
- Extensive expert resources combining unique processes and full technology integration
- Client base located worldwide
- Large database of proprietary drug development and manufacturing resources
- In operation for over 15 years

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
4/30/2018	Tax Returns	\$347	\$152	\$95
4/30/2019	Tax Returns	\$3,861	\$409	\$338
4/30/2020	Tax Returns	\$1,703	\$578	\$340
4/30/2021	Tax Returns	\$3,087	\$508	\$534

* Earnings before interest, tax, depreciation and amortization (non-cash items)

In order that we may obtain our client's permission to release the Information Memorandum, please register your interest by completing the Non-Disclosure Agreement (including the Acquisition Profile) and return to:

Paul Manry
pmanry@benchmarkintl.com

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

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Opportunities

- Capitalize on the highly scalable and profitable resources and methodology that the company currently has in place
- Expand customer base to include a greater amount of pharmaceutical companies
- Capitalize on an existing revenue model to drive growth in a rapidly growing industry

Headquartered

- British Columbia

Potential Markets

- The company currently serves small and medium-sized pharmaceutical companies located around the world.

Real Estate

- The company operates from a 3,000 sq. ft. facility leased from an unrelated third party. There is room to grow in the current location.

Shareholder Objectives

- The company is owned by a single shareholder. He believes the company is in a position to expand and take advantage of growth opportunities in the industry. The shareholder is seeking to pursue different activities; however, he is willing to stay with the company under new ownership for a transition period.

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