

Opportunity

BN000045896 – Contract Research Organization with Developed Patent Pending Technology

Location: Midwest United States



The company, offers advanced sensory scientific expertise, equipment, and biomedical research services to its clients. The company provides world-class preclinical (animal) sensory research as a specialty contract research organization (CRO) focusing on auditory studies, and provides advanced biomedical and animal research facility monitoring solutions. Both divisions of the company are innovative disruptors in their respective industry spaces.

Bids Invited

Key Aspects

- Global operations allow the company to service a large pool of clients
- Lead scientist has over 22 years of experience studying auditory functions
- Diverse revenue streams provide consistent work and research project opportunities
- State-of-the-art facility monitoring device that is patent pending places the company at the forefront of technological innovation in the facility monitoring industry

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$876	\$798	(\$19)
12/31/2021	Internal	\$1,477	\$1,154	(\$18)
12/31/2022	Internal	\$3,035	\$2,705	\$460

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

Etienne Deslauriers
edeslauriers@benchmarkintl.com
(615) 924-8659

The information contained in this document is designed to enable recipients to make a decision whether to investigate the opportunity further. This document does not constitute an offer to sell or a solicitation of an offer to buy securities and 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 further details on this business, please contact Benchmark International by email or phone at the address or number provided. 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.

Benchmark International | 3100 West End Avenue | Suite 150 | Nashville | Tennessee | 37203 | T: 1 615 924 8950 | F: 1 813 280 9871

Benchmark International is the trading name of Benchmark International CSSB, LLC

Opportunity

BN000045896 – Contract Research Organization with Developed Patent Pending Technology

Location: Midwest United States



Opportunities

- Pursue expansion of subscription-based model for the company's proprietary device to increase recurring revenue
- Increase brand awareness in European markets where animal research guidelines are more progressive and need advanced monitoring solutions
- Develop new research offerings capitalizing on the investment of the newly built miniature swine facility
- Obtain capacity to perform Good Laboratory Practice (GLP) studies
- Patent the company's proprietary device in order to protect intellectual property

Headquartered

- Midwest United States

Current Markets

- The company serves domestic and international clients in pharmaceutical, biotechnology, and university markets.

Real Estate

- The company owns and operates from a 10,680 sq. ft. facility

Shareholder Objectives

- The owners are seeking a buyer to help facilitate the company's growth and are open to various deal structures.

The information contained in this document is designed to enable recipients to make a decision whether to investigate the opportunity further. This document does not constitute an offer to sell or a solicitation of an offer to buy securities and 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 further details on this business, please contact Benchmark International by email or phone at the address or number provided. 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.

Benchmark International | 3100 West End Avenue | Suite 150 | Nashville | Tennessee | 37203 | T: 1 615 924 8950 | F: 1 813 280 9871

Benchmark International is the trading name of Benchmark International CSSB, LLC