

## TRANSACTIONAL ADVISORY

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Bourne Partners served as the exclusive financial advisor to leading CRO, Accelovance, Inc., in the sale of its Site Management Organization (SMO), Optimal Research. The transaction closed on September 1, 2017.

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Bourne Partners served as the buy-side advisor to The Carlyle Group in its acquisition of Albany Molecular Research, Inc. for \$1.62 billion. The transaction closed on August 31, 2017.

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Bourne Partners served as the exclusive financial advisor to medical science and technology company, Prophase Labs, Inc. in the sale of its flagship brand, Cold-EEZE®, to Mylan N.V. for \$50 million. The transaction closed on March 29, 2017.

## STRATEGIC CAPITAL

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Bourne Partners Alternative Assets ("Bourne"), alongside The Carlyle Group, invested in WellDyneRx, a full-service prescription benefit manager with a network of over 65,000 pharmacies. WellDyneRx targets the acquisition of other PBMs and related businesses.

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Bourne, alongside The Carlyle Group, invested in Albany Molecular Research, Inc. ("AMRI"), a contract research and manufacturing company. The US-based CDMO seeks global acquisition opportunities in niche, hard-to-make, biologic, and related categories.

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Bourne, alongside The Carlyle Group, invested in iNova Pharma, a contract development and manufacturing organization. The Australian-based specialty pharmaceutical company seeks acquisition and in-licensing opportunities for Asia/Pacific (primarily Australia, South/Southeast Asia, and South Africa).

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Bourne invested in Novitium Pharma, a privately held generic pharmaceutical company. Novitium seeks to acquire established generic and generic pipeline assets, and will also review compelling manufacturing acquisition opportunities.

## PHILANTHROPY



In July 2017, Banks Bourne (CEO) represented Bourne Partners and Tanner Pharma Group in a fundraising climb to the peak of Mt. Kinabalu with The Max Foundation. Mt. Kinabalu is located in Malaysia and is listed as the 20th highest peak in the world. Together we were able to raise more than \$100,000 to provide over 1,915 patients with timely, local access to cancer treatments at 65 clinics in Malaysia.

## CURRENT M&A PIPELINE

### Representative Current Retained Sell-Side And Partnering Opportunities

#### Project Longhorn

*Sell-side M&A*

Southeastern US | CDMO | Approximately \$85 mm Revenue | Approximately \$8 mm EBITDA

#### Project Crimson

*Sell-side M&A*

Southeastern US | CMO | Revenue disclosed with NDA | EBITDA disclosed with NDA

#### Project Ocean

*Sell-side M&A*

Northeastern US | CDMO | Approximately \$6 mm Revenue | EBITDA disclosed with NDA

#### Project Magnolia

*Sell-side M&A*

Mid-Atlantic US | CRO | Approximately \$25 mm Revenue | EBITDA disclosed with NDA

#### Project Limestone

*Asset Divestiture*

Southeastern US | ANDAs and Manufacturing Equipment | ANDA Revenue Disclosed with NDA

## WHY BOURNE PARTNERS?

Bourne Partners is an investment banking advisory and strategic capital investment firm with 17 years of transactional experience focused exclusively in the Healthcare and Pharma Services, Pharma and Consumer Health sectors.

We're a leader in these sectors having worked with many of the top global strategic and financial investors. [Our team](#) completed over \$6B of transactions in the last 3 years, and have a long track record of maximizing outcomes for clients on M&A, Capital Sourcing and Strategic Partnering mandates (***select clients and counterparties represented below***).

Also, as owners and operators in these sectors, we often serve as a value-added investor partner beside brand name Private Equity (The Carlyle Group, Cerberus Capital Management L.P., and others).

To learn more, please visit our website: [www.bourne-partners.com](http://www.bourne-partners.com)

