

## TRANSACTIONAL ADVISORY

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Bourne Partners served as the exclusive financial advisor to Endo International plc in the sale of 24 generic products to Lannett Company, Inc. The portfolio of products was sold for an undisclosed amount on May 7, 2018.

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Bourne Partners served as the exclusive sell-side advisor to Accelovance Inc., a clinical CRO, in the sale of the company's remaining assets to Linical Co. for \$32 million. The transaction closed on April 16, 2018.

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Bourne Partners served as the exclusive financial advisor to leading middle-market CRO, Accelovance, Inc., in the sale of its Site Management Organization (SMO), Optimal Research. Optimal Research was sold to Synexus, part of PPD's Accelerated Enrollment Solutions business unit, for an undisclosed amount in Q4 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., a global, full-service CDMO, 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<sup>®</sup>, to Mylan N.V. for \$50 million. The transaction closed on March 29, 2017.

## STRATEGIC CAPITAL

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Bourne Partners Strategic Capital ("Bourne"), alongside The Carlyle Group, invested in WellDyneRx, a full-service prescription benefit manager (PBM) 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 in Asia/Pacific markets (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.

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Bourne, alongside The Carlyle Group and other pharma veterans, jointly launched and invested in Millicent Pharma. Millicent Pharma seeks to build a global end-to-end pharmaceutical company through acquisition and the development of acquired pharmaceutical products.

## CURRENT M&A PIPELINE

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

#### Project Barracuda

Asset Divestiture | Midwestern US | Consumer Health / OTC | ~ \$31.5mm Revenue | ~ \$12mm EBITDA

#### Project Chatham

Sell-side M&A | US/UK | CDMO

#### Project Empower

Asset Divestiture | Northeastern US | Consumer Health / OTC | Novel product expecting launch by Q2 2019

\*\* To request more information on the opportunities above, please contact: Tucker Ammons | [tammons@bourne-partners.com](mailto:tammons@bourne-partners.com) | 704.714.8357

## PHILANTHROPY



In August 2018, Banks Bourne (CEO of Bourne Partners and Founder/Chairman of Tanner Pharma Group) and Rob Keel (Director of TannerMAP) joined The Max Foundation on a fundraising journey to Uganda to help bridge the “last mile” of treatment access for cancer patients. While in Uganda, they attended the #MaxLastMile Symposium in Entebbe and met with patients, partners, and doctors to discuss local needs, advocacy techniques, and the future of treatment access. By year end, Tanner Pharma Group expects to facilitate 12 million daily doses to patients for 2019.

## 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)

