



Outcome:
Transaction Value
Undisclosed

COMPANY OVERVIEWS

THE TAPEMARK COMPANY

The Tapemark Company is a contract development and manufacturing organization (CDMO) that develops and manufactures multiple drug delivery systems, delivering Rx pharmaceuticals and OTC products via transdermal patches, oral thin films, and unit dose topical applicators. Tapemark was originally founded in 1952, focusing on printing on self-wound tape. Today, it operates its pharmaceutical services business out of a 150,000 sq. ft. facility in St. Paul, Minnesota.

LTS LOHMANN THERAPIE-SYSTEME AG

LTS Lohmann develops and manufactures drug delivery systems for transdermal patches and oral thin films for customers in the pharmaceutical industry. The company provides a range of services, which include development of therapeutic systems, implementation of clinical trials, and production and packaging of pharmaceutical products. LTS's products are used for the treatment of pain, rheumatism, chemotherapy/radiotherapy-induced nausea, migraines, smoking cessation, and more. LTS was founded in 1984 and is headquartered in Andernach, Germany.

OBJECTIVE

In 2021, Tapemark was commissioning opinions on timing and strategy of taking the business to market. Tapemark eventually engaged Bourne Partners to advise on a potential sale of the business.

PROCESS

Based on the expected ramp of the business, Bourne elected to speak with a targeted short list of financial investors and strategic buyers in the CDMO space that had a strong track record in the space and could get comfortable with Tapemark's projections, potentially offering value today for some of the expected future performance. After conducting these initial discussions, LTS Lohmann, the leader in this sector niche, had separated itself from the pack on valuation and ability to close the transaction in a timely manner. LTS's desire to make a stronger move into the US market and to gain access to Tapemark's best-in-class business development engine allowed them to "pay up" for the asset, ultimately winning the deal.

RESULT

Bourne Partners led a competitive process from start to finish, ultimately finding the "right" buyer for the asset. In August of 2022, LTS completed the acquisition of Tapemark at a premium valuation for shareholders, a very positive outcome for all parties.

"The gentlemen who served as the lead bankers became more than just that to me on our deal. They are now trusted advisors and friends. I will use Bourne without a doubt on future deals. They are different from every bank I have interacted with because of where they are located and the salt-of-the-earth grinders in the firm. And they are really smart too."

-Beau Garrett, CEO Tapemark