

**DEAL PROFILE**

**NORGINE B.V. | MERUS LABS**

**VALUES**

**\$249m**

**8.2x**

**3.3x**

**TRANSACTION VALUE**

**LTM EBITDA MULTIPLE**

**LTM REVENUE MULTIPLE**



**NORGINE B.V. (PRIVATE COMPANY)**

Norgine B.V. (“Norgine”) develops, manufactures, and markets pharmaceutical products. It offers products in various therapeutic areas, including gastroenterology, hepatology, and critical and supportive care. The company also provides debt and debt-like financing to companies in the fields of healthcare and life sciences in Europe and the United States. The company was founded in 1906 and is based in Amsterdam, the Netherlands, with other sites and offices located around the world.

**TEV: N/A**

**LTM EBITDA: N/A**

**LTM Revenue: N/A**



**MERUS LABS INTERNATIONAL INC. (TSX: MSL)**

Merus Labs International Inc. (“Merus Labs”) is a specialty pharmaceutical company that owns, markets and distributes pharmaceutical products primarily in Europe and Canada. A few of the company’s offerings include Elantan, Isoket, Deponit nitrates, Salagen, Estraderm MX, and Vancocin. The company is headquartered in Toronto, Canada.

**IEV: \$247.7m**

**LTM EBITDA: \$31.1m**

**LTM Revenue: \$78.2m**

**BOURNE PARTNERS MARKET RESEARCH**

**Bourne Partners provides strategic and financial advisory services to clients throughout the business evolution life cycle. In order to provide the highest level of service, we routinely analyze relevant industry trends and transactions. These materials are available to our clients and partners and provide detailed insight into the pharma, pharma services, OTC, consumer health, and biotechnology sectors.**

**OVERVIEW**

On May 11, 2017 Norgine entered into an agreement to acquire Merus Labs for approximately \$141.4 million (CAD 193.6 million). Norgine will purchase all issued and outstanding common shares of Merus Labs for \$1.21 per share (CAD 1.65 per share) in cash, which include the assumption of all debt obligations. Norgine will finance the transaction through a combination of cash and new credit facilities.

**HIGHLIGHTS**

It is the hope of Norgine that the acquisition of Merus Labs will strengthen their position in the European specialty pharma sector. Rothschild & Co. acted as financial advisor and Torys LLP as legal advisor to Merus Labs. RBC Capital Markets, Inc. acted as financial advisor and Stikeman Elliott LLP acted as legal advisor to Norgine. Update: the transaction closed on July 17, 2017.