

DEAL PROFILE

ADVANZ PHARMA | UCB SA

VALUES

\$84.6mm

NA

2.5x

Implied Enterprise Value

EV / LTM EBITDA

EV / LTM Sales



Advanz Pharma Corp. Limited (TSX:ADVZ)

Advanz Pharma is a specialty pharmaceutical company that owns and licenses a portfolio of branded and generic prescription products. The firm is investing in revitalizing and innovating niche established medicines that, without their focus, may not be commercially available. The firm was previously known as Concordia International and changed its name in 2018.

TEV: \$1.3bn LTM EBITDA: \$226.1mm LTM Revenue: \$503.9mm



UCB SA (ENXBR:UCB)

UCB is a biopharmaceutical company that offers solutions for people with severe diseases that have significant unmet needs, specifically within neurology and immunology. UCB's disease state foci include epilepsy, Parkinson's disease, restless leg syndrome, rheumatoid arthritis, osteoporosis, Chron's disease, lupus, psoriasis, and more. The alprostadil product is an injection and suppository used to treat erectile dysfunction and peripheral arterial occlusive disease.

TEV: \$19.4bn LTM EBITDA: \$1.6bn LTM Revenue: \$5.6bn

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OVERVIEW

On March 6, 2020, Advanz Pharma entered into a definitive agreement to acquire rights to a portfolio of alprostadil products from UCB SA for €75mm. The combined sales of all alprostadil brands (currently marketed under the brand names of Prostavasin®, Viridal®, Vasaprostan®, and Edex®) generated approximately \$33.3mm in revenue in the markets where Advanz will hold the rights. Advanz intends to pay for the acquisition with cash on hand.

HIGHLIGHTS

The alprostadil product portfolio consists of two established, niche, injectable Prostaglandin E1 formulations for the treatment of erectile dysfunction and peripheral arterial occlusive disease. This acquisition of rights to alprostadil will include 10 European Union countries, as well as the United Kingdom, Russia, Ukraine, and Brazil. Graeme Duncan, CEO of Advanz Pharma stated, "We believe these medicines are excellent strategic fits with our global commercial infrastructure and are well aligned with our product acquisition focus... In addition, we believe that the acquisition multiple demonstrates our disciplined and structured approach to M&A, as well as our ability to effectively compete in the divestment market." The acquisition is expected to close on, or around April 1.