

CASE STUDY

M&A TRANSACTIONAL ADVISORY



AVISTA PHARMA SOLUTIONS

Avista Pharma Solutions (“Avista”) is a contract development, manufacturing, and testing organization that understands what it takes to rapidly advance products through every stage of development. With over 200,000 square feet of laboratory and manufacturing space in the U.S. and U.K., Avista offers a broad suite of scientifically differentiated services ranging from API and drug product development and cGMP manufacturing to stand-alone analytical, microbiology testing and solid state sciences. The company was founded in 2015, is headquartered in Durham, NC and is a portfolio company of Ampersand Capital Partners, a leading healthcare focused private equity firm.



CAMBREX CORPORATION (NYSE:CBM)

Cambrex Corporation (“Cambrex”) is the leading fully integrated small molecule contract development and manufacturing organization (CDMO) across the entire drug lifecycle. The company offers Active Pharmaceutical Ingredients (APIs), finished dosage forms, advanced intermediates and enhanced drug delivery products for branded and generic pharmaceuticals. Development and manufacturing capabilities include enzymatic biotransformations, high potency APIs, high energy chemical synthesis, controlled substances and continuous processing. Cambrex was founded in 1981 and is based in East Rutherford, NJ.

HOW BOURNE ADDS VALUE

Bourne Partners provides strategic and financial advisory services to clients throughout the business evolution life cycle. We play an active role in helping businesses grow and maximize outcomes by creating long-term, profitable relationships that extend beyond single transactions. It is our focus on relationships and results that has yielded us an impeccable track record of client satisfaction.

OBJECTIVE

Avista engaged Bourne Partners to serve as its exclusive advisor in the sale of the company.

PROCESS

Bourne Partners utilized its long standing relationships and knowledge of the CDMO, analytical lab testing, CMC services and pharmaceutical sectors to provide counsel to Avista throughout process.

RESULT

Avista signed an agreement to be acquired by Cambrex on November 20, 2018 at a value of \$252 million. The transaction is set to close by the end of Q4.



“ I’ve known the Bourne Partners team for several years and enjoyed working with them on this project. Bourne Partners’ experienced execution team and deep domain knowledge across pharma and pharma services, contributed in maximizing the value of Avista Pharma Solutions. I highly recommend them as a lead advisor to anyone exploring the sale of their company.”

- Patrick Walsh, Chief Executive Officer, Avista Pharma Solutions

¹ This testimonial may not be representative of the experience of other customers and is no guarantee of future performance or success