

DEAL PROFILE COLLEGIUM | BIODELIVERY SCIENCES



COLLEGIUM PHARMACEUTICAL, INC. (NASDAQGS:COLL)

Collegium Pharmaceutical, Inc. is a specialty pharmaceutical company that develops and commercializes medicines for pain management. Their portfolio includes abuse-deterrent, extended-release, and oral formulations of oxycodone and tapentadol. The company was incorporated in 2002 and is headquartered in Stoughton, Massachusetts.

TEV: \$769.9M LTM EBITDA: \$135.5M LTM Revenue: \$325.7M



BIODELIVERY SCIENCES INTERNATIONAL, INC. (NASDAQGS:BDSI)

BioDelivery Sciences International, Inc. is a specialty pharmaceutical company that engages in the development and commercialization of pharmaceutical products for chronic conditions. The company currently markets 3 products: BELBUCA, ONSOLIS, and Smyproic. Founded in 1997 the company is headquartered in Raleigh, NC.

TEV: \$507.3M LTM EBITDA: \$47.2M LTM Revenue: \$165.7M

VALUES

\$599.8M¹

3.6x

12.7x

Implied Enterprise Value

LTM Revenue Multiple

LTM EBITDA Multiple

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 February 14, 2022, Collegium announced their plans to acquire BioDelivery Sciences (BDSI) at \$5.60 per share in an all-cash deal. The offer price represents a 54% premium to BDSI’s closing share price of \$3.64 as of February 11, 2022, and implies a fully diluted equity value of approximately \$604M. The all-cash consideration will be funded by a combination of Collegium’s existing cash on hand and \$650M in secured financing from Pharmakon. The transaction, which has been unanimously approved by each respective board, is expected to close in late Q1 of 2022.

HIGHLIGHTS

The combined enterprise is intended to diversify Collegium’s product offerings. BDSI’s commercial growth driver, BELBUCA, is a differentiated schedule III opioid product that is believed to be highly complimentary to Collegium’s portfolio of pain products. Within 12 months of closing, Collegium expects to achieve annual run rate synergies of at least \$75M, based off BDSI estimated 2021 operating expenses. Further, ELYXYB, an upcoming product launch for BDSI, provides Collegium an entry into the neurology market, a previously identified strategic market adjacency. Lastly, the acquisition provides Collegium access to BDSI’s BEMA drug delivery technology, consisting of a small, bi-layered erodible polymer film for application to the inside lining of the cheek.