

Available for Acquisition

Full-Service Medical / Pharmaceutical Research Company

Intermountain West

Est. 2009 Revenue: \$6.0MM

Est. 2009 Recast EBITDA: \$1.3MM

- **Strong sales levels and excellent profitability**
- **Superior name recognition and reputation- 20 years of providing excellent capabilities and extraordinary service**
- **Excellent rate of repeat business from strong, long-standing clients**
- **Diversified customer base**
- **Experienced staff available to remain with new ownership**

Recast Historical and Pro Forma Statement of Income (\$000)									
	2006	2007	2008	E2009	2010	2011	2012	2013	2014
Sales	5,912	3,632	4,596	6,000	7,500	9,000	10,500	12,000	13,500
EBITDA ^(a)	700	(202)	992	1,308	1,650	1,998	2,352	2,712	3,078
% of Sales	11.8%	-5.6%	21.6%	21.8%	22.0%	22.2%	22.4%	22.6%	22.8%

(a) *Earnings before Interest, Taxes, Depreciation, and Amortization*



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Client # 53026

The Company is a full-service health science research company that primarily serves the pharmaceutical industry. The Company specializes in studies that support Prescription to Over-the-Counter transitions, and has experience and expertise in epidemiology, survey, and observational research. The Company has a network of over 150 pharmacies and pharmacists located across the United States with experience to conduct the required studies. Customers are comprised of pharmaceutical companies (90% of 2008 sales), health organizations (6%), and government agencies (4%).

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