

2023

# Global Healthcare Conference

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Private Participating Companies

Wednesday, September 6 – Thursday, September 7

# 2023 Global Healthcare Conference

Wednesday, September 6 – Thursday, September 7  
**VIRTUAL PRIVATE COMPANY TRACK**

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VIRTUAL PRIVATE COMPANY TRACK



HQ: Tempe, AZ

Industry Sector: Pharma Services

Website: [anjusoftware.com](http://anjusoftware.com)

### COMPANY OVERVIEW

Anju Software is a customer-first organization providing adaptable life science solutions for clinical research, medical affairs, and data science. TrialMaster, IRMS MAX, and TA Scan, the company's flagship products, lead the way in reducing complexities in the drug and device discovery and commercialization process. Anju is a portfolio company of Abry Partners serving the worldwide pharmaceutical, biotech and contract research Life Sciences markets.

### KEY HIGHLIGHTS

- ✓ 600+ clinical trials, 60+ countries, 65,000+ investigator sites
- ✓ Presence in North America, Europe and India
- ✓ Global client base including large, mid-size and small pharmaceutical companies, clinical research organizations (CROs), medical device companies, full-service medical marketing and more
- ✓ Flagship products, TrialMaster, IRMS MAX and TA Scan, reduce complexities in drug and device discovery and commercialization process
- ✓ Delivers integrated software and services across medical affairs, data science and clinical research with significant investment in scalable, modular technology
- ✓ Successful turnaround to profitability and growth

### OWNERSHIP

**abry** partners

Since 2019

### FINANCIAL METRICS (REVENUE)



<\$20M



\$20M – \$50M



>\$50M



>\$100M

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HQ: Atlanta, GA

Industry Sector: HC Manufacturing

Website: [www.aspglobal.com](http://www.aspglobal.com)

### COMPANY OVERVIEW

ASP Global enables large healthcare providers and distributors to achieve greater control of their product supply chain with product development and direct to factory capabilities that increase quality while lowering cost.

### KEY HIGHLIGHTS

- ✓ Broad portfolio of medical consumables and product development capability create significant value for ASP clients
- ✓ Direct sourcing as well as product customization are becoming strategic elements of client's supply chain strategies in light of continued trends of health system consolidation and self-distribution
- ✓ Growing blue-chip customer base of leading health systems, clinical labs and distributors leading to rapid growth in long-term strategic sourcing agreements
- ✓ 100+ supplier network across the globe provides valuable sourcing solution
- ✓ Proven acquisition history with a robust M&A pipeline
- ✓ Proven management team with deep healthcare experience

### OWNERSHIP



Since 2020

### FINANCIAL METRICS (EBITDA)



<\$20M



\$20M – \$50M



>\$50M



>\$100M

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HQ: Georgetown, TX  
Industry Sector: Pharma Services  
Website: austinpx.com

**Baird team will be scheduling meetings outside the conference – please reach out directly to the bankers below**

### COMPANY OVERVIEW

Austin Px is a full service, technology-enabled contract development and manufacturing organization (CDMO), equipped with its state-of-the-art KinetiSol platform. Its services include analytical development, formulation development and manufacturing early phase clinical trial material and solid oral dosage forms. KinetiSol provides bioavailability enhancement through amorphous solid dispersions. AustinPx was founded in 2007.

### KEY HIGHLIGHTS

- ✓ Fee-for-service CDMO offering preclinical through Phase II formulation and process development and GMP manufacturing of oral dosage forms
- ✓ KinetiSol positioned to displace spray drying – next generation technology for rendering active pharmaceutical ingredients amorphous
- ✓ Technology and services expedite first-in-human clinical testing and accelerated pathway programs
- ✓ AustinPx's cGMP facility supplies oral formulations and dose forms for preclinical testing, GLP toxicology studies, and Phase I/II clinical studies
- ✓ Cost-effective manufacturing process with solvent-free, green manufacturing footprint
- ✓ Located in Georgetown, just 30 miles outside Austin, Tx

### OWNERSHIP

Privately Held

### FINANCIAL METRICS (REVENUE)



<\$20M



\$20M – \$50M



>\$50M



>\$100M

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## 2023 Global Healthcare Conference

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HQ: Rosemont, IL  
Industry Sector: MedTech  
Website: [avalign.com](http://avalign.com)

### COMPANY OVERVIEW

Avalign Technologies is a medical device contract manufacturer of implants, instruments, cutting tools and delivery systems for the orthopedic end market and a distributor of specialty surgical instruments to the general surgery end market. Avalign's advanced manufacturing capabilities, extensive engineering design experience and comprehensive offerings set the Company apart in orthopedic medical device contract manufacturing. In addition to serving the ortho market, Avalign sells premium surgical instruments to hospitals, distributors and OEMs around the world.

### KEY HIGHLIGHTS


- ✓ Highly attractive industry dynamics and Avalign's strong positioning driving robust and sustainable growth
- ✓ Sticky, long-term customer relationships in the fastest growing segments of the orthopedic industry including spine, extremities and trauma
- ✓ Exceptional reputation for quality, delivery, responsiveness and customer service
- ✓ End-to-end services including manufacturer of record, regulatory management, engineering and design, prototyping, precision manufacturing, specialty coatings and project management
- ✓ Platform of scale with multiple centers of excellence and proven ability to acquire and integrate acquisitions
- ✓ Implementation of best practices and cost initiatives leading to greater capacity and expanding margins
- ✓ Compelling financial profile


### OWNERSHIP

# LINDEN<sup>7</sup>


Since 2018

### FINANCIAL METRICS (EBITDA)

  
<\$20M

  
\$20M – \$50M

  
>\$50M

  
>\$100M

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**HQ:** The Woodlands, TX  
**Industry Sector:** Healthcare IT  
**Website:** [www.axiomllc.com](http://www.axiomllc.com)

### COMPANY OVERVIEW

Axiom Medical Consulting, LLC (“Axiom”) is a leading tech-enabled occupational health services provider to employers in North America. Axiom’s injury case management capabilities are industry leading from a quality and outcome perspective. As a thought and innovation leader in the space, Axiom consistently advances best practices, resulting in material reductions in work comp claims, reduced healthcare costs and accelerated returns to work. In 2022, Axiom became the first provider to fully integrate behavioral health with physical health in workplace injury management. Axiom is also the only major player in the space that is completely independent, without ties to insurance, clinics or adjacent services that may skew how injuries are handled.

### KEY HIGHLIGHTS

- ✓ Occupational health employer services focused on minimizing production lost time and healthcare spending through tech-enabled case management
- ✓ Team of medical practitioners and specially trained support staff to provide a full suite of 24/7 medical management services
- ✓ 20+ years of experience serving a wide range of employer sizes across a diverse mix of industries
- ✓ Over 3:1 ROI and more than 2.4 million days saved by preventing or minimizing days away from work

### OWNERSHIP



### FINANCIAL METRICS (EBITDA)



<\$20M



\$20M – \$50M



>\$50M



>\$100M

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**HQ:** Houston, TX

**Industry Sector:** Provider Services

**Website:** [www.bluecloudpsc.com](http://www.bluecloudpsc.com)

### COMPANY OVERVIEW

Blue Cloud is the largest operator of pediatric dental ambulatory surgery centers in the United States. The company's mission driven clinical staff primarily serve Medicaid and special needs patients who often have no viable alternative.

### KEY HIGHLIGHTS

- ✓ Performs more pediatric general anesthesia cases than any pediatric healthcare organization in the U.S.
- ✓ Referral based patient acquisition model leads to deep relationships with dentists who refer patients they cannot safely treat in a traditional office
- ✓ Sites located in highly attractive, densely populated areas
- ✓ Strong value proposition to payors by performing services in a lower cost of care setting, expanding access, and providing the highest level of quality and compliance

### OWNERSHIP




TPG



Since 2022

### FINANCIAL METRICS (EBITDA)

  
<\$20M

  
\$20M – \$50M

  
>\$50M

  
>\$100M

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HQ: Newport News, VA  
Industry Sector: MedTech  
Website: [www.burmed.com](http://www.burmed.com)

### COMPANY OVERVIEW

Burlington Medical is a leading, vertically integrated radiation protection provider with sales to over 80 countries. Burlington offers end-to-end radiation protection including aprons, other wearables, barriers and drapes, pressure management, storage and supplies as well as inventory management and fitting services. The Company is the manufacturer of XENOLITE®, the world's first lightweight, multi-element composite X-ray attenuation material. Burlington utilizes its proprietary 3DLOOK body scanning and Gerber Technology pattern cutting for the most precise, custom fitted protection with less musculoskeletal burden. Founded in 1930, the Company has grown both organically as well as through acquisitions.

### KEY HIGHLIGHTS

- ✓ Unique, asset of scale with end-to-end product and service offering combined with vertically integrated manufacturing
- ✓ Track record of long-term revenue growth supporting non-discretionary, regularly replaced products with attractive demand drivers
- ✓ Diverse, blue-chip customer base supported by approximately 50 direct sales team members
- ✓ Patented XENOLITE® attenuation material provides exceptional radiation protection in a lighter weight, flexible and recyclable apron

### OWNERSHIP



PENINSULA CAPITAL PARTNERS

Since 2015

### FINANCIAL METRICS (EBITDA)



<\$20M



\$20M – \$50M



>\$50M



>\$100M

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HQ: Franklin, MA

Industry Sector: Healthcare – Cold Chain

Website: [www.coldchaintech.com](http://www.coldchaintech.com)

### COMPANY OVERVIEW

Cold Chain Technologies (CCT) is a leading global provider of thermal assurance solutions for temperature-sensitive products serving the life sciences value chain. The Company's full-suite of packaging solutions are relied upon by blue-chip end users in pharma and biopharma manufacturing and distribution, clinical trials, cell and gene therapy applications, and specialty pharmacies. CCT's unparalleled portfolio of products includes reusable and single-use curb-side recyclable parcel and pallet shippers, thermal packaging design and analysis, inventory and logistics management, and return/reuse services.

### KEY HIGHLIGHTS

- ✓ Trusted partner to leading blue-chip OEMs and distributors with high switching costs, driven by extreme cost-of-failure applications
- ✓ Long track record of above-market organic growth, driven by a robust new product development program and a history of wallet share expansion
- ✓ Leading innovator in sustainable solutions, having shipped >6.1 million reusable and sustainable shippers, avoiding >44 million lbs of landfill waste
- ✓ Strategically located manufacturing and service footprint to optimally service the global life science industry
- ✓ Acquiror of choice, having completed 3 acquisitions since 2020 to expand geographic coverage and add complementary product lines

### OWNERSHIP



AURORA CAPITAL  
PARTNERS

Since 2019

### FINANCIAL METRICS (EBITDA)



<\$20M



\$20M – \$50M



>\$50M



>\$100M

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**HQ:** Tampa, FL  
**Industry Sector:** Healthcare IT  
**Website:** [www.datalinksoftware.com](http://www.datalinksoftware.com)

### COMPANY OVERVIEW

DataLink Software, Inc. (“DataLink” or the “Company”) is a leading performance management software provider that supports payors and other risk-bearing entities in their transition to value-based care. The Company’s Evoke360 platform serves as a single source of truth for care, risk, quality and administrative solutions, delivering data-driven insights and workflows to close gaps in care and to improve health outcomes. DataLink’s solutions power care planning and collaboration between stakeholders for over 4 million Americans.

### KEY HIGHLIGHTS


- ✓ Attractive business model characterized by recurring SaaS revenue and best-in-class margins
- ✓ Flexible, scalable Evoke360 platform powering the Company’s solutions for all payor and provider clients
- ✓ 20+ years of experience serving regional and national payors, MSOs and provider organizations across multiple business lines
- ✓ Dedicated team of value-based care experts with proven best practices to improve quality and risk accuracy

### OWNERSHIP




Since 2018

### FINANCIAL METRICS (EBITDA)

  
<\$20M

  
\$20M – \$50M

  
>\$50M

  
>\$100M

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# happy head

**HQ:** Los Angeles, CA  
**Industry Sector:** Pharmacy Services  
**Website:** [www.happyhead.com](http://www.happyhead.com)

## COMPANY OVERVIEW

Happy Head is a telemedicine provider of dermatologist-prescribed, customized hair medicine and treatments. Their offering includes prescription and non-prescription products exclusively focused on hair health and growth, including topical and oral medications, shampoos, conditioners, supplements and tools.

## KEY HIGHLIGHTS

- ✓ Strongest FDA-approved prescription ingredients, delivered directly to consumers
- ✓ Clinically proven efficacy across topical and oral product medications
- ✓ Customized compounding for personalized hair growth solutions
- ✓ Exclusive focus on hair growth and hair loss is uniquely differentiated from other category participants
- ✓ High customer lifetime value and retention

## OWNERSHIP

Private Since 2021

## FINANCIAL METRICS (Revenue)



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HQ: Eden Prairie, MN  
Industry Sector: MedTech  
Website: harlandmedical.com

Not Taking 1x1 Meetings

### COMPANY OVERVIEW

Harland Medical Systems, Inc. is a pure-play medical device coatings company. The Company is a total solution provider to medical device companies – offering coating chemistries, outsourced coating services, development services tailored to customer and device needs as well as automated coating and testing equipment. Harland produces high-performance UV curable hydrophilic and antimicrobial coatings for medical devices across multiple high-growth end markets.

### KEY HIGHLIGHTS

- ✓ Harland's Coatings 360™ system integrates every phase of medical coating surfacing from coating process development and tailored coatings platforms to coating equipment and services including testing, offering medical device OEMs a one-stop-shop solution
- ✓ ISO 13485 manufacturing facility with four clean rooms
- ✓ More than 300 customers around the world, including startup, mid-sized and large medical device companies, as well as contract manufacturing companies that serve the medical device industry
- ✓ Newly opened facility in Cork, Ireland to serve medical device customers in Europe
- ✓ End markets served include Neurology, Cardiology, Peripheral Vascular, Vascular Access, Urology, Ophthalmic and Orthopedics

### OWNERSHIP

Privately Held

### FINANCIAL METRICS (EBITDA)



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**HQ:** Boca Raton, FL  
**Industry Sector:** IT & Services  
**Website:** [www.knowtionhealth.com](http://www.knowtionhealth.com)

### COMPANY OVERVIEW

Knowtion Health is the leading provider of specialized, technology-driven revenue cycle solutions, including resolution of denied and complex claims, low balance account recovery and coordination of benefits. The Company serves hospitals and health systems nationwide and manages billions of dollars annually in provider reimbursement.

### KEY HIGHLIGHTS


- ✓ Highly specialized revenue cycle management solutions, driving accelerated reimbursement and increased cash recovery
- ✓ Serves hundreds of hospital and health system clients across the country and manages >\$2 billion in outstanding accounts annually
- ✓ Ranked as a top vendor in the Black Book Research survey for 2021 and 2022
- ✓ Proven organic growth and M&A track record

### OWNERSHIP




Since 2020

### FINANCIAL METRICS (EBITDA)

  
<\$20M

  
\$20M – \$50M

  
>\$50M

  
>\$100M

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**HQ:** Ronkonkoma, NJ  
**Industry Sector:** Life Sciences  
**Website:** [www.lab-crafters.com](http://www.lab-crafters.com)

### COMPANY OVERVIEW

Lab Crafters is a leading provider of comprehensive laboratory solutions for renowned pharmaceutical, life science and medical research organizations worldwide. The Company's services cover every aspect of the project lifecycle, from space design to the production of fume hoods and flexible workstations, as well as the procurement of lab equipment, seating and other accessories. The Company's commitment is to deliver spaces that not only enhance business outcomes but also prioritize the well-being of lab occupants, all while providing an exceptional customer experience.

### KEY HIGHLIGHTS


- ✓ Customers span biotech, pharmaceutical and higher education end markets
- ✓ Having introduced the first high performance fume hood in 1997, Lab Crafters remains at the forefront of innovative fume hood and customer lab ventilation product designs
- ✓ Lab Crafters works directly with planners, the construction industry and owners to tailor the right product solution for the needs of the users

### OWNERSHIP




Since 2020

### FINANCIAL METRICS (EBITDA)

  
<\$20M

  
\$20M – \$50M

  
>\$50M

  
>\$100M

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Biosampling Reinvented™

**HQ:** Pleasanton, CA  
**Industry Sector:** Life Sciences  
**Website:** [www.mawidna.com](http://www.mawidna.com)

### COMPANY OVERVIEW

MAWI offers simple and easy to use tools for the collection and stabilization of an array of biological samples from the point of collection to processing in genomics, proteomics and metabolomics assays. MAWI also supplies products for collection of RNA, microbiome, intact cells, and whole blood.

### KEY HIGHLIGHTS

- ✓ MAWI is a global leader in non-invasive sample collection with the objective of simplifying workflows
- ✓ Innovative collection device (iSWAB) allows the release of cells captured from any swab into a proprietary lysis and stabilizing buffer
- ✓ The Company's technology has overcome the problems of low recovery, high bacterial content, sheared NDA and excessive resampling from competitive offerings
- ✓ Offers automated extraction process for DNA and blood kits which creates a seamless procedure for end-users

### OWNERSHIP

Private Since 2013

### FINANCIAL METRICS (EBITDA)



<\$20M



\$20M – \$50M



>\$50M



>\$100M

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*HQ: Boituva, Brazil*  
*Industry Sector: Biotech/  
Specialty Pharma*  
*Website: orphandc.com*

**Baird team will be  
scheduling meetings  
outside the conference  
and will reach out to  
sponsors appropriately**

### COMPANY OVERVIEW

OrphanDC is a partner for biopharmaceutical companies in Latin America and provides support from clinical development through the product lifecycle. The Company connects patients to orphan drugs, novel therapies and clinical trials.

### KEY HIGHLIGHTS


- ✓ Capabilities to provide access to the LatAm population for clinical trials
- ✓ LatAM has a higher proportion of the population enrolled in clinical trials compared to the US: 22.175 (ratio of individuals per trial in LatAM)
- ✓ Clinical data generated in LatAM has been used in multiple FDA approvals, most recently Syfovre (Apellis)
- ✓ Services provided within two clusters: Clinical development & CRO Services (OCT) and Commercialization & Early Access (ODCG)
- ✓ CRO services include Clinical Research Monitoring, Trial and Site Start Up, Site Payment and Budgeting and Safety and Pharmacovigilance
- ✓ Partnerships include Pfizer, Apellis, Biomarin, Sobi and more

### OWNERSHIP

Private since 2016

### FINANCIAL METRICS (EBITDA)

  
<\$20M

  
\$20M – \$50M

  
>\$50M

  
>\$100M

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## 2023 Global Healthcare Conference

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**HQ:** Vienna, Austria

**Industry Sector:** Biotech/Specialty Pharma

**Website:** [pint-pharma.com](http://pint-pharma.com)

### COMPANY OVERVIEW

Pint Pharma enables patients with rare diseases across Latin America to access novel therapeutics with the potential to prolong survival and/or enhance quality of life. The company in-licenses innovative, clinically de-risked and patent-protected therapies in areas of significant unmet need. Through its pan-LatAm platform, which covers key geographies such as Brazil, Mexico, Argentina and Colombia, the company cover a population of ~500 million people with an estimated rare disease population of 30-40 million people.

### KEY HIGHLIGHTS

- ✓ Portfolio of expertise includes rare diseases, primarily in the fields of hematology, oncology and genetic disorders
- ✓ Global partners include Amicus, Biocryst, Sobi, Acrotech, PharmaEssentia, Puma and Takeda amongst others
- ✓ Operates in 7 countries including Brazil, Mexico, Argentina, Colombia, Chile, Peru and Ecuador
- ✓ Brazil typically represents a top 5 market for biotech/pharma companies
- ✓ >1,000 patients on portfolio drugs as of 2Q23 and >\$30M gross profit in 2022
- ✓ Substantial value to be generated from the current portfolio as a large part of it is still under registration/launch

### OWNERSHIP

Private

### FINANCIAL METRICS (EBITDA)



<\$20M



\$20M – \$50M



>\$50M



>\$100M

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**HQ:** Philadelphia, PA  
**Industry Sectors:** Pharma Services,  
Life Sciences Tools & Technologies  
**Website:** [proscia.com](http://proscia.com)

### COMPANY OVERVIEW

Proscia is a leading software innovator delivering digital and computational pathology solutions to unlock significant capabilities in preclinical research and development (R&D) offerings. The company's flagship software platform, Concentriq® for Research, is used by 14 of the world's top 20 pharma companies and streamlines Good Laboratory Practice (GLP) and non-regulated drug safety studies, potentially influencing the industry. The Company has built upon its pathology platform applications for a unique diagnostics offering (Concentriq® Dx) and has begun expanding into drug discovery, novel biomarker identification, clinical trial / patient insights and real world evidence. Proscia was founded out of Johns Hopkins in 2014 and has US and European headquarters in Philadelphia and Sligo, Ireland.

### KEY HIGHLIGHTS

- ✓ 6,000+ pathologists and researchers use Proscia at reference labs, academic medical centers, Contract Research Organizations and [10] of the top 20 pharma leaders
- ✓ 6 major academic research centers partner with Proscia
- ✓ 10,000 pathologists and scientists use Concentriq
- ✓ Collaborating with 12+ clinical AI partners with access to over 1 million whole slide images for AI research


### SELECTED INVESTORS




**SCALE**

### FINANCIAL METRICS (ARR REVENUE)

  
<\$20M

  
\$20M – \$50M

  
>\$50M

  
>\$100M

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## 2023 Global Healthcare Conference

Wednesday, September 6 – Thursday, September 7  
VIRTUAL PRIVATE COMPANY TRACK



**HQ:** King of Prussia, PA  
**Industry Sector:** IT & Services  
**Website:** [www.simitreehc.com](http://www.simitreehc.com)

### COMPANY OVERVIEW

SimiTree Healthcare is the leading provider of technology-driven revenue cycle management, coding, data analytics and consulting solutions to post-acute care and behavioral health end markets. The company enables clients to grow stronger and healthier by optimizing operations and revenue, while maintaining clinical excellence.

### KEY HIGHLIGHTS


- ✓ Comprehensive revenue cycle platform, driving on average 15-20% revenue uplift and 3x revenue acceleration
- ✓ Greater than 770 loyal clients, comprised of over 16,000 agencies and facilities across all 50 states
- ✓ Multi-specialty expertise, including home health, hospice, palliative care, infusion, DME, behavioral health, substance abuse and eating disorders
- ✓ Proven organic growth and M&A track record

### OWNERSHIP

**SHERIDAN**  
CAPITAL PARTNERS


Since 2021

### FINANCIAL METRICS (EBITDA)

  
<\$20M

  
\$20M – \$50M

  
>\$50M

  
>\$100M

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HQ: Marlborough, MA  
Industry Sector: MedTech  
Website: solmetex.com

Not Taking 1x1 Meetings

### COMPANY OVERVIEW

Solmetex is a market-leading provider of dental equipment and consumables, with a focus on the dental waterline, modern dental isolation and evacuation, and bone regeneration materials. The Company's strong portfolio of brands includes amalgam separators (NXT Hg5 system and related consumables), Sterisil Straws and Citrisil Tablets used for water purification and waterline treatment, DryShield Systems and mouthpieces, as well as regenerative products used in extraction procedures and socket preservation (Osteogen Plug and other bone graft products). Solmetex's product portfolio focuses on "replenishment" products which are further differentiated by improving dental office workflow, patient treatment time, and clinician ease of use.

### KEY HIGHLIGHTS


- ✓ Leading brand position across all product categories, building off Solmetex's presence as the largest closed-loop dental amalgam waste compliance service provider in North America
  - ✓ Benefit from positive regulatory, environmental, and clinical trends
  - ✓ Waterline treatment category is meaningfully underpenetrated and offers substantial "white space" for growth
- ✓ Unparalleled installed base of 80,000+ dental practices with direct access
- ✓ Strong recurring revenue supported by required consumables and long-standing relationships with the top dental distributors
- ✓ Double-digit growth profile with leading margins and high free cash flow conversion
- ✓ Proven M&A engine, with 3 acquisitions completed in the past 18 months

### OWNERSHIP

**A V I S T A**  
CAPITAL PARTNERS


Since 2021

### FINANCIAL METRICS (EBITDA)

  
<\$20M

  
\$20M – \$50M

  
>\$50M

  
>\$100M

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## 2023 Global Healthcare Conference

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HQ: Morristown, TN  
Industry Sector: MedTech  
Website: [www.teamtech.com](http://www.teamtech.com)

### COMPANY OVERVIEW

TEAM Technologies (“TEAM”) is an end-to-end, growth-oriented, specialty manufacturer serving diverse healthcare end-markets and a broad base of blue-chip OEMs. TEAM leverages its differentiated, highly strategic, capabilities and technologies to provide advanced solutions for every stage of the production process from the initial product design to the full device assembly and packaging offering OEMs a one-stop-shop for their medical device outsourcing requirements. Through 16 North American production facilities, the Company provides these advanced solutions to customers in medical, pharmaceutical delivery, infection prevention and control and oral care as well as other healthcare end markets.

### KEY HIGHLIGHTS

- ✓ Highly recurring revenue with exceptional forward visibility – 95% non-discretionary, consumable products
- ✓ Long-tenured, broad-base of 1,100+ customers, many of which are blue-chip healthcare OEMs with attractive contracts
- ✓ Customer retention driven by excellence in execution and utilization of multiple capabilities offered resulting in ~99% customer retention
- ✓ Consistent revenue growth across all economic cycles – product portfolio addresses recession and pandemic resistant end-markets
- ✓ Proven M&A platform with a rich pipeline of targets with the ability to successfully integrate accretive acquisition targets

### OWNERSHIP



Since 2018

### FINANCIAL METRICS (EBITDA)

<\$20M

\$20M – \$50M

>\$50M

>\$100M

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## 2023 Global Healthcare Conference

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HQ: Chicago, IL  
Industry Sector: Pharma Services  
Website: vodori.com

### COMPANY OVERVIEW

Vodori is an advanced pharma commercialization and medical affairs technology platform, enabling life sciences and medical device companies to deliver content to patients, healthcare providers and key opinion leaders. Vodori's one connected platform modernizes content review and sales and Medical Science Liaisons (MSL) enablement and delivers timely analytics to optimize essential processes.

Vodori's Pepper Cloud platform is an industry-recognized solution competing against Veeva, differentiated by its ease of use and interoperability with the rest of an organization's martech stack to reduce risk and streamline the review, approval, and distribution processes for life sciences companies.

### KEY HIGHLIGHTS

- ✓ 32% YOY ARR growth (July 31 2023), 95% gross retention
- ✓ Serves enterprise, mid-market, emerging pharmaceutical and biotech, medical device and diagnostics end markets
- ✓ IQVIA's preferred commercial content partner to link to its OCE-P CRM
- ✓ Expanded into Europe in June 2022; used by thousands of life science professionals in more than 50 countries worldwide

### INVESTORS AND OWNERSHIP

Baird Capital 

Since 2021

### FINANCIAL METRICS (EBITDA)



<\$20M



\$20M – \$50M



>\$50M



>\$100M

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## 2023 Global Healthcare Conference

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**VIRTUAL PRIVATE COMPANY TRACK**

# X-CHEM

TAKE THE LEAD. DRIVE DISCOVERY.

HQ: Waltham, MA

Industry Sector: Pharma Services

Website: x-chemrx.com

**Baird team will be scheduling meetings outside the conference and will reach out as appropriate**

### COMPANY OVERVIEW

X-Chem is a global leader and innovator in small molecule drug discovery, utilizing pioneering DNA-encoded library (DEL) technology and services. The company combines proven DEL and medicinal chemistry expertise with groundbreaking AI solutions to find hit candidates across almost every major target class in a fee-for-service revenue model. X-Chem accelerates all aspects of drug discovery, from screen through lead candidate, uniquely combining deep specialized expertise in the form of an integrated platform. X-Chem is headquartered in Waltham, MA with operations in San Diego, Raleigh-Durham, Cambridge, Montreal and Budapest.

### KEY HIGHLIGHTS

- ✓ Backed by a widely-published scientific leadership team recognized for their innovation and experience in driving small molecule discovery
- ✓ Go-to discovery outsourcing partner to leading global large pharma
- ✓ Deep scientific platform with over 100+ libraries with 250 billion DNA-tagged compounds, enabling industry-leading success rates
- ✓ More than 80% of X-Chem's scientists have a Ph.D. and completed post-doctoral work at world-renowned universities
- ✓ First to demonstrate and publish on the generation and use of DEL-trained AI models for hit identification
- ✓ Significantly diversified through M&A since GHO's investment in 2020

### OWNERSHIP



Since 2020

### FINANCIAL METRICS (Revenue)



<\$20M



\$20M – \$50M



>\$50M



>\$100M

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