

# dMed and Clinipace Merge to Create Global CRO Powerhouse



As the world's fastest growing pharmaceuticals market, China is on pace to drive nearly one-third of global demand by 2023. To access this demand, manufacturers require in-market CROs to help navigate China's regulatory framework and support development. At the same time, emerging Chinese pharma companies rely on established global CROs to reach international markets.

With operations in China and the US, dMed offers clients global access and clinical expertise to increase success rates and speed-to-market. To expand their reach, dMed

leveraged both Crosstree's Strategic Services and Investment Banking teams to help develop and execute a robust international growth strategy.

Crosstree's creative deal structure helped dMed succeed in the highly competitive merger with Clinipace, a CRO operating in 20 countries. The result was a transformational and entirely accretive transaction which enables the combined company to meet the needs of fast-moving biotech, pharma and medical device companies, and accelerate the delivery of innovative solutions to patients worldwide.

**Crosstree helps clients develop and execute growth strategies that maximize synergies for all stakeholders.**

## ABOUT DMED



dMed is a full-service CRO based in Shanghai, China, offering consulting, regulatory affairs and strategy, early clinical development, clinical science and medical affairs, clinical operations, biostatistics and programming, data management, drug safety and pharmacovigilance, quality assurance, and information solutions. With the Clinipace merger and resulting footprint expansion, dMed has achieved unparalleled global reach and the ability to provide these comprehensive services in every major market around the world.

## ABOUT CLINIPACE



Clinipace's comprehensive clinical R&D solutions include strategic regulatory consulting, technology infrastructure, and medical expertise to help clients conduct successful local, regional, or multinational studies. Clinipace's operations span 20 countries across North and South America, Europe, and Asia-Pacific – perfectly complementing dMed's own Chinese and US operations with no overlap or redundancies. All merger synergies were accretive, making dMed the perfect fit for all Clinipace stakeholders, from employees to customers to investors.

## CROSSTREE'S EXPERTS ARE SPECIALISTS IN THE NUANCES OF HEALTH SCIENCE AND PROVIDE:

- Deep analytics of capabilities and gaps
- Systemized tactical strategies and a road map to success
- Engaged experts in market analysis, financials, and premium valuations
- Targeted and qualified prospects
- Up-to-date industry trend analysis and forecasting

All while prioritizing corporate core values.

## MEETING THE NEEDS OF BOTH THE BUYER AND THE SELLER — BY THE NUMBERS AND BEYOND — IS CROSSTREE'S SPECIALTY.

Crosstree's **proven track record** of superior outcomes is the result of balanced, hands-on guidance from start to close. Partner with the leading health science experts today.



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