



## HNJ613 Clinical Trials & Clinical Management Systems Provider Company For Sale – Ireland

An opportunity has arisen to purchase a medical systems company with expertise in the automated management of accurate Blood Pressure Data capture for Clinical Trials and Healthcare Providers. Leading with a commitment to R&D, the business has developed centralized systems, which provide real time data as part of a fully managed, quality approved service to its clients.

This company is a reputed developer and provider of Core Lab Software Systems for the centrally hosted collection and analysis of blood pressure data, provider of 3rd party devices, full logistics and technical support services to multi-site global clinical trials where cardiac safety and blood pressure endpoints are critical elements of the study Protocol. The company has worked with a roster of global pharmaceutical companies and multinationals.

The company leads with its Clinical Trials Management System (CTMS), which has been developed using Direct Data Capture technologies to provide high quality evaluable data to Investigators and Sponsors for a range of studies including Hypertension, Diabetes, Dyslipidaemia & Hypoglycaemia, Obesity treatment, Parkinson's Disease, and many other therapeutic studies.

The company also provides a unique online Clinical Management System for the automatic diagnosis and management of 24-hour blood pressure measurements. The system is in 3 languages and has an international client base in hospitals, clinics and pharmacies.

The company provides unmatched expertise, with a dedicated and qualified team. With a proven track record and ample opportunities for growth through its robust R&D program, this company is well-positioned for expansion.

### Highlights

- Leading Clinical Trials Management System.
- Blue chip customer base.
- In-House software development.
- Highly knowledgeable and experienced staff in key roles.
- Established brand with a reputation for excellence.
- Quality Management Certified and FDA Registered.



## Financial Overview

<b>FY (Euro)</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
<b>Sales revenue</b>	<b>649,112</b>	<b>610,042</b>	<b>638,425</b>
Gross profit	296,757	39,378	442,224
<i>Percentage</i>	<i>46%</i>	<i>6%</i>	<i>69%</i>
<b>Adjusted EBITDA</b>	<b>73,373</b>	<b>(38,163)</b>	<b>343,879</b>
<i>Percentage</i>	<i>11%</i>	<i>(6%)</i>	<i>54%</i>

- Financial performance for 2023 is expected to be on a par with 2022.
- Significant R&D costs were accounted for in the P&L rather than capitalised, resulting in greatly reduced profitability in 2021.
- This product development has enabled significant increases in profitability in 2022 and future years.
- Directors' replacement cost is accounted for within the Adjusted EBITDA.

## Offers Invited