



## 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 Global 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.

In Q4 of 2024 the Company released the latest generation of its Clinical Trial System after an investment of €1.8 million the majority of which was self-funded. The new CTS is currently in use in a major new clinical trial secured in late 2024.

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

- Company established in 2000
- Consistent revenue of c. € 630,000 generated each year for the last 5 years
- Confirmed orders/projects will generate sales of at least € 630,000 each year for next 2 years
- Adjusted EBITDA of 10% is achieved at this level of sales revenue
- Directors' replacement cost is accounted for within the Adjusted EBITDA
- All ongoing development costs are also accounted for within the Adjusted EBITDA

<b>CY (Euro)</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024 Prov.</b>
<b>Sales revenue</b>	<b>649,112</b>	<b>610,042</b>	<b>638,425</b>	<b>574,890</b>	<b>630,243</b>

- Investment in R&D of €1.8m was made during 2021 to 2023
- The latest generation Clinical Trial System was completed in 2023 and is now ready for rolling out to the international clinical trials market.
- The new system developed will enable quantum opportunities for significant increases in revenue and profitability in future years.

**Asking price: € 1.2m**