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Warburg Pincus Acquires Pharma Intelligence From Informa

US Private Equity Group Snaps Up The Pink Sheet's Publisher

by **Pink Sheet Team**

Publisher's Spotlight: Leading global growth investor Warburg Pincus has acquired Informa's Pharma Intelligence unit, the publisher of the *Pink Sheet*.

Warburg Pincus has completed its acquisition of Informa's Pharma Intelligence business, and is now looking to extend the unit's leading position in the \$22bn pharmaceutical data and analytics market.

The acquisition, announced in February, includes Informa's full portfolio of specialist brands which includes the *Citeline* suite of products (*Trialtrove*, *Sitetrove*, *Pharmaprojects*) as well as *Biomedtracker*, *Clinerion*, *Datamonitor Healthcare*, *Pink Sheet*, *Scrip*, *Generics Bulletin*, *In Vivo*, *Medtech Insight*, *HBW Insight*, *Skipta* and *TrialScope*.

The Abu Dhabi-based Mubadala Investment Company has joined Warburg Pincus in the £1.9bn investment, while Informa retains a 15% equity interest in the business.

Pharma Intelligence has also announced the appointment of Jay Nadler as executive chair, effective immediately. Nadler is the current executive chair of Sagent Lending Technologies, former CEO of Clarivate, former COO of Interactive Data Corporation, and the former President of Information Holdings' Pharma Business. He has also worked closely with Warburg Pincus for more than 20 years.

With the acquisition, Pharma Intelligence is poised to enter its next phase of growth under its new ownership through an increased focus and investment in innovation and product development that will further help customers improve efficiency in the drug development life cycle.

Pharma Intelligence already holds the leading position in the clinical trial intelligence space, providing insights on patient enrollment and demographics, trial progress, individual trial sites and investigators for more than 375,000 clinical trials across 180 countries. The company's products are used by 3,000 pharmaceutical companies and CROs.

Adarsh Sarma, co-head of Europe, and Chandler Reedy, head of strategic investments, at Warburg Pincus, said, "We are delighted that the acquisition is complete, and we can focus our efforts entirely on the next phase of growth... We will build on the excellent work already undertaken and use our industry expertise and experience [in] successfully scaling pharma, health tech and B2B information services businesses to help the company achieve its growth potential."

Pharma Intelligence CEO Ramsey Hashem added: "With Jay Nadler on board as executive chair, we will be able to accelerate growth and take advantage of market opportunities and investments like never before."