

# Contract Research and Testing Services

Profile #1120

HemoGenix, Inc. (HG) was founded in 2000 and continues to be a key player in stem cell assay market. HemoGenix has developed superior proprietary testing procedures for toxicology testing which have been used by biopharmaceutical companies nation-wide for new drug candidates. Many of the tests sold worldwide have been further developed for in-house testing for stem cell and veterinary research, cellular therapy, and regenerative medicine. In 2017, Preferred Cell Systems, Inc. (PCS) was formed and the new website [www.preferred-cell-systems.com](http://www.preferred-cell-systems.com) was launched to help further educate, productize, and market these advanced testing kits and assays. HemoGenix currently has a research contract related to COVID-19 for toxicity testing which is required by the FDA for any new drug. Subject to additional approvals the contract could be significantly larger. With the renewed global emphasis on reliable testing platforms, HG/PCS are ready for new ownership to leverage long established industry relationships for contract services and further scale the distribution of its many developed kits and assays. The resurgence in 2021 has already generated a substantial increase over last year with Q1 revenues over \$300K (\$240K for HG and \$67K for PCS) with a combined Adjusted EBITDA over \$270K. The current owner has built an experienced, well-trained team to fulfill all orders and only works to help procure new business. He is looking to retire but would like to consult for a negotiated timeframe to help in the successful transition of the intellectual property and all in-house lab procedures.

*Although the owner has approved the disclosure of the business names, all inquiries should be directed to The FBB Group (contact information below).*

## Business Highlights

- Scalable Business Model
- Long Term Customers
- Proprietary Testing
- End-To-End Processing Lab
- Over 1,600 products
- Licensing Opportunities

## Purchase Price and Terms

*Purchase Price and Terms are to be suggested by Purchaser*

### Corporate | History

- Established in 2000
- S-Corporation
- Retirement

### Location | Facilities

- Colorado location
- Approximately 4,400 sf
- Leased facility

### Customers

- Academic institutions
- Government entities
- Research hospitals/labs

### Sales | Marketing

- Online
- Email Marketing
- Tradeshows

### Services | Products

- Testing Assay Kits
- Cell Reagents
- Research Services

### Management | Staff

- 5 full-time employees  
*(includes owner)*
- 3 part-time employees

## FINANCIAL HIGHLIGHTS\*

	<u>Gross Sales (\$)</u>	<u>Adjusted EBITDA (\$)</u>
2018	487,028	63,090
2019	549,684	115,296
2020	634,258	199,992

*\*Based on HemoGenix tax returns and PCS profit/loss statements*

## ASSETS INCLUDED (estimated)

Furniture, Fixtures & Equipment	\$297,000
Inventory	<u>30,000</u>
Total	\$327,000



*All information has been provided by the Seller and is not warranted by The FBB Group, Ltd.*