

maceutical development. Readers will recall that Lonza had sought to buy **Patheon** (TSE: PTI) for \$460.0 million, but called that deal off in October. While it apparently has some cash it has been itching to spend, it did not reveal a purchase price.

PPD (NASDAQ: PPD) recently expanded its operations in China with the purchase of **BioDuro**, a Beijing-based drug discovery outsourcing company that provides a range of integrated services to biopharmaceutical companies. This deal complements the company's recent \$20.0 million purchase of **Excel PharmaStudies**, also based in Beijing.

Two different CROs based in Cincinnati acquired operations in Europe during November, one in Switzerland, the other in Germany. **Medpace** acquired **Pharma Brains AG**, a regional CRO based in Basel, Switzerland that is focused on oncology and cardiology. It has extensive experience in phase 1-4 studies as well as drug development and regulatory affairs. **CTI Clinical Trial and Consulting Services** acquired **CRS Clinical Research Services**, a CRO based in Hamburg, Germany. CRS has an emphasis on phase 2 and 3 clinical trials. Therapeutic areas include infectious disease, oncology and autoimmune disease. Neither deal revealed a price. □

BUYER PROFILE: LivHOME

The aftermath of the Great Recession and the uncertainty over the shape that health care reform will take have both served to depress M&A activity in the home health sector, particularly among providers who depend on government reimbursement. However, acquisition opportunities remain for those providers who focus on the private pay segment of the market.

Earlier this month, we had the good fortune to speak with Mike Nicholson, CEO of **LivHOME**, about the business environment for his company and the prospects of making some acquisitions in the not-so-distant future. Based in Los Angeles, LivHOME is a provider of geriatric care management and at-home assisted living services. Under LivHOME's model, a professional manages geriatric care in the home and monitors the progress of each client. While 15% of the business is provided in assisted

Top Acquirers in 2009 Health Care By Transaction Volume

Acquirer	Deals	Acquirer	Deals
GlaxoSmithKline plc	15	PerkinElmer	5
Novartis AG	14	Pfizer	5
Sanofi-Aventis SA	14	RadNet	5
Merck & Co.	11	Valeant Pharmaceuticals	5
IPC The Hospitalist	7	Biovail Corp.	4
LHC Group	7	Bristol-Myers Squibb	4
Mednax	7	Cephalon	4
Roche Holding	7	Community Health	4
SeniorBridge	7	Endo Pharmaceuticals	4
Amedisys	6	The Ensign Group	4
Abbott Laboratories	5	H. Lundbeck	4
AstraZeneca	5	MedTronic	4
Covidien	5	Merit Medical Systems	4
Gentiva Health Services	5	OPKO Health	4
Hanger Orthopedic	5	UnitedHealth Group	4

living and independent living facilities, 85% is provided in clients' own homes. One benefit of his company's model, Mr. Nicholson pointed out, is that providing care in the home generally allows the client to remain at home longer before moving to a residential care facility. The current environment seems to favor this model because many people who were considering selling their homes and applying the proceeds to buy a unit in an ALF or ILF are now biding their time, waiting for a recovery in the prices for residential housing (remember the bubble that triggered the whole financial meltdown?).

LivHOME's competitive advantage, or what Mr. Nicholson likes to call his "secret sauce," is the company's focus on its employees and the clients they serve. He attracts a staff of professionally led geriatric care managers, who ensure continuity and quality of care, by providing them a living wage and benefits. And by working with clients' families to build a plan of care and stressing ongoing quality of care, the company is able to retain its clients longer. The company's annual run rate of approximately \$50.0 million is level with where it was a year ago, no small achievement in the current economic environment. Having weathered the storm, the company is now looking forward to continued growth. The company has identified 60 strong markets for its business model across the country. The Northeast, for example, is considered a strong market, and LivHOME is looking at expanding into Connecticut, New Jersey and Pennsylvania, as well as Illinois and Ohio. However, Mr. Nicholson is not looking to acquire for acquisition's sake; the match must be