

# 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. 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 market's resurgence in 2021 generated a substantial increase over 2020 with a combined Adjusted EBITDA over \$280K along with a substantial increase in kit assays (over 40% in 2023 compared to 2022) which is the much more scalable side of the business. 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 can 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 & Government Institutions
- Biopharmaceutical Companies
- 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>
2020	634,257	239,718
2021	759,705	286,056
2022	646,206	141,566
2023*	667,952	185,293

*Adjusted EBITDA has been compiled using Seller's Internal Profit & Loss Statement.*

*\*Compiled through Dec. 18, 2023.*

## ASSETS INCLUDED (estimated)

Furniture, Fixtures & Equipment	\$330,000
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*All information has been provided by the Seller and is not warranted by The FBB Group, Ltd.*