

Bayview Capital Group Announces Latest Transaction



WAYZATA, MINNESOTA, October 20, 2016 -- Bayview Capital Group ("Bayview") announced today a growth recapitalization of its client, Clinical Supplies Management ("CSM" or the "Company") by Great Point Partners ("GPP").

CSM is a leading provider of clinical trials drug packaging, labeling and logistics solutions to the global life science, pharmaceutical and biotechnology industries. CSM was founded in 1997 by Gerald Finken, a pharmacist with over 35 years of experience in the clinical supplies industry. CSM has grown from a niche provider of returns and reconciliations, to a full service solutions provider able to manage the full spectrum of a pharmaceutical company's needs for clinical trials materials management.

"CSM has a superb reputation in the clinical trial management industry and is constantly evolving to meet the needs of their clients," said Rohan Saikia, Principal of Great Point Partners. "Our investment and partnership with CSM will enable the Company to invest further in its infrastructure and management team as well as execute on an accelerated growth strategy including expanded service offerings overseas to meet the needs of CSM's global clients. As part of our partnership with CSM, Gerald will become Chief Scientific Officer and industry veteran Scott Houlton will join as CEO." Scott Houlton most recently served as President of Development and Clinical Services at Catalent and prior to Catalent, Mr. Houlton held leadership roles at Aptuit and Quintiles Transnational.

"Gerald has done a phenomenal job leading CSM through two decades of growth" added Stephen Weaver, Vice President of Great Point Partners. "Great Point's knowledge in outsourced pharmaceutical services and ability to source and execute strategic tuck-in acquisitions will help transform the business into a worldwide leader in clinical trial packaging and labeling."

"We are very pleased to partner with Great Point Partners and leverage their industry expertise to grow CSM" said Gerald Finken. "Our goal of delivering CSM's On-Demand services worldwide will now become a reality."

Bayview initiated the sale process and acted as the exclusive financial advisor to CSM.

About Great Point Partners:

Great Point Partners ("GPP"), founded in 2003 and based in Greenwich, CT, is a leading health care investment firm with approximately \$900 million of equity capital under management and 28 professionals, investing in the United States, Canada, and Western Europe. GPP is currently making new private equity investments from GPP II, which has closed on \$215 million. Great Point manages capital in private (GPP I, \$156 million and GPP II) and public (BioMedical Value Fund, approximately \$500 million) equity funds. Great Point Partners has provided growth equity, growth recapitalization, and management buyout financing to more than 100 growing health care companies. The private equity funds invest across all sectors of the health care industry with particular emphasis on biopharmaceutical services and supplies, services, outsourcing, pharmaceutical infrastructure and information technology. The firm pursues a proactive and proprietary approach to sourcing investments and tuck-in acquisitions for its portfolio companies. For more information about Great Point Partners, visit www.gppfunds.com.

About Clinical Supplies Management, Inc.:

Since 1997, CSM has been providing innovative solutions to meet the complex clinical supply challenges pharmaceutical and biotechnology companies face. CSM manages the clinical supply chain for hundreds of satisfied clients worldwide, providing services that keep clinical trials on time and on budget. CSM offers a full suite of cGMP-compliant services, continually delivering quality supplies to clinical sites and patients around

the world. From Phase I all the way to large Phase III projects, CSM has the flexibility to meet the needs of all projects regardless of size and scope. CSM's customer-centric approach, revolutionary processes and state-of-the-art clinical services increase efficiencies, reduce costs and improve outcomes for clinical trials. Some of our CSM's clinical services include packaging and labeling, storage and global distribution, controlled drug services, clinical supplies consulting, returns, reconciliation and destruction. For more information about CSM, visit www.csmondemand.com.

About Bayview Capital Group LLC:

Bayview Capital Group is a boutique mergers and acquisitions firm specializing in the representation and sale of premier middle-market companies in traditional manufacturing and service industries. Bay-view works with a limited client base so it can devote concentrated resources and personalized attention to each transaction. Client company revenues range between \$10 million and \$100 million. The company was founded in 1995 and operates with offices in Wayzata, Minnesota.

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