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Warburg Pincus Acquires Pharma Intelligence From Informa

US Private Equity Group Snaps Up HBW Insight's Publisher

by [Scrip Team](#)

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

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.

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

The Abu Dhabi-based Mubadala Investment Company has joined Warburg Pincus in the £1.9bn (\$2.4bn) investment, while Informa retains a 15% equity interest in the business.

Pharma Intelligence also has 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 former president of Information Holdings' Pharma Business. He also has 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 the 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 and otherwise navigate today's increasingly complex regulatory and business landscape.

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."