

Contract Research and Testing Services

Profile #1120

HemoGenix, Inc. (HG), founded in 2000, remains a significant entity in the stem cell assay market. The company has developed proprietary toxicology testing procedures that have been widely utilized by biopharmaceutical companies across the nation for evaluating new drug candidates. Several of these tests have been further refined for internal applications in stem cell and veterinary research, cellular therapy, and regenerative medicine. In 2017, Preferred Cell Systems, Inc. (PCS) was established, accompanied by the launch of the website www.preferred-cell-systems.com. This initiative aims to enhance education, product development, and marketing of advanced testing kits and assays. With the global emphasis on reliable testing platforms, HG/PCS is well-positioned for new ownership that can leverage its long-established industry relationships to expand contract services and scale the distribution of its diverse array of developed kits and assays. The growth potential is evidenced by a 200% increase in kit assay sales in 2024, driving gross revenue close to \$1 million. Early in 2024, the owner appointed a full-time lab manager to facilitate the transition of daily operations from the founder. The owner seeks to fully retire but is open to consulting for a negotiated period to ensure a successful transition.

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>
2021	759,705	239,718
2022	646,206	286,056
2023	666,073	102,093
2024*	967,032	430,414

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

**Compiled through Dec. 31, 2024.*

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.