



## Extens completes a strategic merger to build Ubaq

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### Qairn and Clardian join forces to create a European leader in PharmTech

**Paris, 15 June 2023** - **Extens**, the investment fund specialising in healthcare software and data, supports Clardian in its merger with Qairn to create a European leader in PharmTech.

PharmTech specialists Qairn and Clardian have joined forces to become Ubaq: the first dematerialised regulatory process solution for the healthcare industry.

Ubaq will continue to support the digital transformation of pharmaceutical companies and medical device manufacturers by offering a SaaS software suite designed to simplify the application of the strict and constantly evolving regulatory framework. With this merger, which combines Qairn's agility and technological know-how with Clardian's 15 years of regulatory expertise, Ubaq aims to become a European leader in its sector.

**Ubaq's mission is to support the digital transformation of healthcare players by dematerialising regulatory processes.**

Ubaq supports manufacturers (pharmaceutical companies, medical device manufacturers, etc.) in their interactions with healthcare professionals through two solutions, Ubaq DocPromo\* and Ubaq Transparency\*\*, by providing them with:

- Compliance: ensuring that all regulatory constraints are respected
- Efficiency: save time with a solution that can be easily integrated into any type of environment, allowing everyone to focus on higher value-added tasks
- Simplicity: thanks to an intuitive, automated and secure platform

#### **Ubaq: the merger of two complementary companies with a common ambition**

The merger of Clardian and Qairn comes from the desire to combine the strengths of two complementary structures to create a new major European player in the dematerialisation of regulatory processes in the healthcare industry.

Clardian, an Extens portfolio company since 2021, is a long-standing player in the software market dedicated to compliance and the optimisation of regulatory processes for the healthcare industry. With more than 15 years of experience, it benefits from recognised expertise and a portfolio of loyal clients in France and abroad.

More oriented towards SMEs in the healthcare sector, Qairn, created in 2021, has developed a cutting-edge technology based on efficient, ergonomic and easily adaptable tools that have enabled it to quickly take position in the market.

"In a context of regulatory inflation and while many players are just beginning their digital transformation, we want to continue to develop our software suite and establish ourselves as the preferred partner of SMEs and large pharmaceutical companies by supporting them in all their regulatory compliance issues," explains **Paul-Antoine Trémolet**, CEO of **Ubaq**.

"The healthcare sector is still not sufficiently digitalized. The solutions developed by Ubaq not only save time and efficiency, but also provide reassurance for the sector's players, by guaranteeing the transparency and compliance of their regulatory processes in an industry that faces an increasingly rigorous framework," adds **François Cancelloni**, COO of **Ubaq**.

"Ubaq combines the best of both worlds: the credibility, regulatory expertise and international presence of a historical player in the sector with the agility, dynamism and technological performance of a young company. These assets should enable Ubaq to establish itself as a major European player in PharmTech by putting innovation at the service of healthcare players," emphasises **Morgane Decultieux**, Associate of **Extens** and member of the Ubaq board.

Ubaq currently has close to 50 employees and supports nearly 100 clients in 20 countries, mainly in Europe and Latin America, such as GSK, Boiron, Thea Pharma, Menarini, and Biocodex.

\* Ubaq DocPromo is the content validation solution developed by Ubaq to meet the needs and requirements of all business lines, from marketing to regulatory affairs, including IT and compliance.

\*\* Ubaq Transparency is the solution developed by Ubaq to allow its customers to easily comply with the requirements of the Benefits Framework Act (BFA) and transparency constraints.

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## Ubaq

Created in 2023, Ubaq results from the merger between Qairn and Clardian. The company assists industries in the health sector (laboratories, SMEs, ETIs) in the digital transformation of regulatory processes. Based in Arcueil (94), Ubaq has close to fifty employees. Thanks to its regulatory expertise and cutting-edge technology, Ubaq aims to develop a European leader in PharmTech.

For more information, please visit: <https://www.ubaq.io/>



**Extens** is France's leading digital health investment fund. Extens acts as a growth investor, mainly in France and Western Europe, by injecting up to EUR 15 million into SMEs that generate over EUR 3 million in revenue and are EBITDA positive. The team consists of 13 professionals from the private equity and healthcare industries. Thanks to its in-depth expertise in the digital health ecosystem, Extens aims to turn today's players into tomorrow's champions, by improving their value-creation potential in the interest of the companies, their teams, their shareholders, and the healthcare system. To date, Extens has invested in 22 companies, including Enovacom, a publisher of interoperability software; Kayentis, software for collecting and analysing patient data for clinical trials; Teranga, a publisher of a business platform for the medico-social sector; Sofia Développement, a publisher of management solutions for the liberal paramedical professions and care centres.

For more information, please visit: [www.extens.eu](http://www.extens.eu)

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#### **Deal participants:**

- **Qairn:** Paul-Antoine Tremolet, François Cancelloni
- **Clardian:** Benoit le Claire
- **Extens:** Quentin Jacomet, Morgane Decultieux
- **Purchaser advisers:**
  - **Financial due diligence:** Mortier&Co. (Olivier Mortier, Boris Chedin, Laetitia Genot)
  - **IT due diligence:** Pentalog
  - **Legal due diligence:** Mérimée Avocats (Pauline Borczuch)
  - **Lawyers:** Mérimée Avocats (Pauline Borczuch)
- **Seller advisers:**
  - **Lawyers:** D'Alverny avocats (Véronique Mervoyer, Estelle Biemmi)

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