

SEPTEMBER
2023



Reynolda

EQUITY PARTNERS



Key Facts about Reynolda's Investment in Conquest Research

- ▶ Conquest Research is a clinical trial site services provider conducting studies across multiple key therapeutic indications, including orthopedics, general medicine and neurology

- ▶ Reynolda is partnering with Conquest's leadership team to execute on a shared vision of the future of the business
- ▶ Conquest will leverage its playbook for success across de novo and embedded research operations, and pursue the acquisition of other leading clinical sites beyond Central Florida

Reynolda Equity Partners is excited to announce it has acquired a majority interest in [Conquest Research](#). Conquest is a clinical trial site services provider with expertise in neurology, orthopedics, rheumatology, pain, vaccine, internal medicine, and other therapeutic areas.

Conquest was founded in 2018 by CEO Mark Daley and is headquartered in Winter Park, FL. Daley and CMO Dr. Anand Patel lead a team of Principal Investigators serving global pharmaceutical companies, CROs and biotechs, with a track record of growth across multiple therapeutic indications.

Conquest is led by an experienced team who share an aligned vision with Reynolda and strategy for future growth that this investment can accelerate. Conquest operates within a growing end market with compelling tailwinds, and Reynolda will enthusiastically support management's plan to grow the platform via organic expansion, establishment of new locations and selective M&A. Conquest will explore opportunities to launch "embedded" research operations within leading medical practices, and will pursue acquisitions of other clinical sites.

"We are incredibly excited about partnering with the Conquest leadership team to continue their exceptional growth trajectory," said Scott Snow, Managing Partner at Reynolda. "We could not be more enthusiastic about the opportunity ahead for the Company, and we are looking forward to working closely with the Conquest team to continue to execute on their enrollment success, expansion strategy and overall track record of growth."

"The Reynolda team is thrilled to partner with Conquest for the next stage of its growth," said Ken Clark, Vice President at Reynolda. "Conquest has an impeccable track record of patient care, quality clinical operations and outstanding enrollment on behalf of its pharmaceutical, biotech and CRO customers. We welcome the opportunity to support management's vision for success both in Central Florida and beyond."

"The Reynolda team has proven to be the ideal partner to support the next phase of our business," added CEO Mark Daley. "Our vision for the business will be accelerated alongside Reynolda's experience in the clinical trials and broader pharma services space. Reynolda's expertise in partnering with entrepreneurially led organizations will be extremely valuable as we aim to expand our coverage."

The investment in Conquest represents Reynolda's sixth platform investment in its fourth fund. The Reynolda deal team consisted of [Scott Snow](#), [Ken Clark](#) and [Stephen Cone](#). Conquest was advised by Edgemont Partners and Ice Miller. Reynolda was advised by Moore & Van Allen and Raymond James. Financing support for the transaction was provided by RGA Reinsurance Company.