



VENTURE VALUATION

# THE VALUATION EXPERTS



## OUR SERVICES

A financial valuation is a key component of any investment, M&A or licensing deal. A valuation determines the percentage ownership an investor acquires or sets the basis for negotiations of specific deal terms. A company valuation also can be an effective tool to guide a value-based management approach and to help with strategic decisions ahead. With this in mind, Venture Valuation offers comprehensive Company Valuation Reports, as well as Product Valuation Reports and Portfolio Valuations to companies and investors.

### COMPANY VALUATION

Our Company Valuation Reports include a thorough assessment of the company by our experienced professionals, and incorporates the following elements:

- Onsite workshop with management team to discuss strategies that will maximize company value.
- Assessment and summary of key risk parameters, strengths, challenges and opportunities.
- Outline of crucial factors, key milestones and value drivers to aid strategic, value-based company and product development.
- Assessment of management, market, science, technology and products.
- Analysis of the company's business model and competitive environment (based on Venture Valuation's expertise since 1999 and its internal database).
- Detailed calculation of the company's financial value based on a range of methods.

### PRODUCT VALUATION

Venture Valuation offers detailed Product Valuation Reports for pre-clinical and clinical products in development. Our reports serve as a basis for licensing negotiations or to structure and optimize varied deal scenarios.

The Product Valuation includes:

- Detailed analysis of development costs and timelines.
- Examination of the patient population, competing products, pricing and product life cycle.
- Industry gold standard rNPV valuation methodology based on indication-specific attrition rates and the development stage.
- Scenario and sensitivity analyses.
- Analysis of the current value and forecasts of the future value following the successful completion of key development milestones.

As an "add-on" module, and based on Venture Valuation's deal database within Biotechgate, benchmarking deals can also be included to provide the client with comparable information as a basis for negotiation.

## **PORTFOLIO VALUATION / FUND REPORTING**

Venture Valuation offers an ongoing portfolio valuation / fairness opinion / reporting for investors who must comply with country specific regulations (e.g. AIFMD – *Alternative Investment Fund Managers Directive*).

## **LICENSING CANDIDATE / PARTNERING SEARCH**

Based on unique valuation and industry expertise, and leveraging access to our proprietary company, deal and products database, Venture Valuation offers individual, tailor-made partner search solutions. Our Licensing Candidate Search includes the identification of potential licensing partners as well as an evaluation of potential products available for licensing.

## **NOT READY FOR A VALUATION?**

Even if you are not ready for a valuation, we can help you with:

- **Investment Readiness Reports:** This report can provide a company with the information as to whether they are ready to initiate the financing process. The Investment Readiness Report includes a detailed analysis of a company and its products, and can assist in providing a company with a reality check on assumptions made within a company's business plan. The report helps in determining future strategies as well as assisting a company to look at different funding scenarios.
- **Valuation Workshops:** For the life sciences industry, Venture Valuation offers Valuation Workshops for universities, investors and companies.

## **BIOTECHGATE DATABASE**

Venture Valuation has developed, manages and maintains the proprietary Biotechgate Database (biotechgate.com). Biotechgate is a comprehensive, global life sciences database, with company profiles, licensing deals and investor information. It provides our clients with the most up-to-date industry intelligence. Our current subscribers include Pharma, Investors, Biotech and Medtech companies, CROs / CMOs, Service Providers and Government Agencies.

The exportable database to date contains over 40 000 company profiles, 1 900 licensing deals with financial information and 3 500 active life sciences investors.

## AT A GLANCE

Venture Valuation is a leader in the provision of global, independent valuation and assessment services of technology-driven companies in high growth industries. Our focus is on Life Sciences (biotechnology, pharmaceutical, and medical technologies), information and communications technology (ICT) and renewable energy.

Since 1999 we have utilized our expertise in valuation projects in Asia, Europe and North America. Our clients are some of the most successful investment funds and corporate investors such as the Novartis Venture Fund, Celtic Pharma, GSK and the European Investment Bank. Our emerging growth clients are leaders in their respective scientific fields having completed successful IPOs, M&As, licensing deals and financing rounds with our help.

In addition to its well-known valuation services, Venture Valuation runs the global Biotechgate database, which includes detailed, searchable information on life sciences companies, licensing deals and investors.

**We look forward to discussing our products and services with you:**

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