



VENTURE VALUATION

A large, blue-tinted background image showing a man's face from the nose down, with his hands clasped together in a thoughtful or listening pose. The image is semi-transparent, allowing the white text to stand out prominently.

# THE VALUATION EXPERTS

## VALUATION AND INFORMATION SERVICES

Venture Valuation specialises in the independent assessment and valuation of technology-driven companies in high growth industries. These include: Life sciences (biotechnology, pharmaceutical, and medical technologies); information and communications technology (ICT); high technology; nanotechnology and renewable energy.

In addition to its well-known valuation products, Venture Valuation offers focused information services, including the global Biotechgate database. The Venture Valuation team strives to exceed customer's expectations and add value to the investors, companies and economic development agencies that constitute our client base.

## VALUATION

Valuations are a key component of any investment or licensing deal. A valuation can determine the number of shares an investor acquires, or drive the negotiation of specific deal terms. With this in mind, Venture Valuation offers comprehensive Company Valuation Reports and Product Valuation Reports for both companies and investors in high growth industries such as biotechnology, medical technology, ICT, high technology, nano-technology and renewable energy.

### COMPANY VALUATION

Our Company Valuation Reports include a thorough assessment of the company by experienced professionals with expertise in the relevant fields as well as the following elements:

- summary of key risk parameters and strengths of the company
- outline of the crucial factors and value drivers for growth and further strategic development
- assessment of the management, market, science, technology and products
- analysis of the company's business model and the company's competitive environment
- detailed calculation of the company's financial value, using appropriate valuation methods

### PRODUCT VALUATION

Venture Valuation offers detailed Product Valuation Reports of pre-clinical and clinical products in development that can serve as a basis for negotiations or to structure different deal scenarios. The Product Valuation includes:

- detailed analysis of development costs, time lines, 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 a differentiated negotiation basis and comparable information.

## NOT READY FOR A VALUATION?

An Investment Ready Report can provide you with the information you need to determine if a company is ready to seek financing. The Investment Ready Report includes a detailed analysis of a company and its product, and can assist in providing a company with a reality check of assumptions made within its own business plan. As companies only get one chance to make a first impression, the Investment Ready Report helps to prevent pitfalls and address potential hurdles for investment.

For the life sciences industry Venture Valuation also offers Valuation Workshops for Universities, Investors and Companies.

## BIOTECHGATE COMPANY DATABASE



Venture Valuation has developed and maintains the Biotechgate Company Database (biotechgate.com). Biotechgate is a global life sciences directory established in 2004 based on the needs of investors and company managers to access accurate and up-to-date industry intelligence.

The database contains over 15'000 company profiles. For Business Development managers, the database provides benchmarking licensing opportunities as well as detailed financial information covering more than 1'100 licensing deals involving therapeutic products and over 1'500 financing rounds.

## LICENSING CANDIDATE SEARCH

Based on unique valuation and industry expertise, and leveraging access to the proprietary client and products database, Venture Valuation offers individual, tailor-made solutions to customers. Our Licensing Candidate Search includes licensing partner identification and an evaluation of potential products for licensing.

### VENTURE VALUATION AG

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