

# Valuation Experts

Top tier pharmaceutical companies, biotechs, spin outs and start ups all trust PharmaVentures to provide expert valuation and deal structuring services.

Over the last 25 years we have helped hundreds of clients understand the value of their assets and companies during their transactions. Many major pharmaceutical companies rely on our independent valuation expertise in the demanding environments of litigation and arbitration cases. Successfully meeting their needs has equipped us to provide comprehensive valuation and deal structuring services to companies across the healthcare sector.

## How do we help?

PharmaVentures combines classic valuation methodologies such as discounted cash flow (DCF), net present value (NPV) and Monte Carlo simulations with deal comparables and innovative in house approaches to provide a comprehensive suite of valuation tools. Using these tools we deliver robust, defensible, real world valuations and deal structures to address all scenarios.

## Who do we help?

PharmaVentures' clients include major pharmaceutical companies, biotechs, medtech, diagnostics companies, governments, start-ups and spin-outs.



[www.pharmaventures.com](http://www.pharmaventures.com)



**PharmaVentures**  
Experts in deals and alliances

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## Case Studies

### Licensing

PharmaVentures' client was in-licensing an asset intending to develop it further and then out-license. We built DCF models supplemented with comparables to define the initial asset value and subsequent value growth to the out-license and beyond. This allowed us to build deal structures to inform the client during the in-licensing negotiations.

✓ Deal successfully completed.

### Fundraising/IPO

PharmaVentures' client was seeking to raise capital via an IPO. We were engaged to provide an independent report on the value of the company's technologies and assets and their potential in the future.

✓ IPO oversubscribed.  
Capital successfully raised.

### Damages Assessment

PharmaVentures' US client was seeking an understanding of the level of royalties that could be owing were it deemed that a number of their products infringed a third party's IP. An assessment within the context of Georgia Pacific factors provided robust evidence of the level of royalties and payments that might have been due had a license agreement been in force.

✓ Robust evidence established of the level of royalties and payments.

### IP Valuation

PharmaVentures' client was contributing IP to a Newco and wanted to understand the value of the IP and thus their share of the Newco. We applied our proprietary methods to establish the value of very early assets and IP to provide a defensible value and thus a fair determination of their share of the new venture.

✓ Value successfully established.