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# Venture Valuation

Dr. Patrik Frei

Venture Valuation AG | Badenerstr. 18 | 8004 Zürich | Switzerland | Phone +41 (43) 321 86 60  
Fax + 41 (43) 321 86 61 | [info@venturevaluation.ch](mailto:info@venturevaluation.ch) | [www.venturevaluation.com](http://www.venturevaluation.com)

# Company

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- **Combines** unique competences in evaluating high growth companies
- **Specializes** in independent, third party assessment, valuation and monitoring
- **Finance** experts work hand in hand with experienced pharma, biotechnology, medical technology and high-technology specialists
- **Offices** in Europe (Zurich, Munich) and North America (Toronto, Montreal)

# Company

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- **Track record** of over 100 valuated companies (world-wide)
- **Systematic** / validated approach
- **Founded** in spring 1999, as spin-off from University of St. Gall, Switzerland
- **Clients** are investors, companies, government and academic institutions
- **Products** and Services:
  - Assessment and Valuation
  - Biotechgate / Partnering software

# Products and Services



<b>Economic Development</b>	main customers				
<b>Business Angels</b>	main customers				
<b>Non-Profit Organizations / Foundations</b>	main customers				
<b>Investors (VC, Corporate)</b>		main customers	main customers		
<b>Pension funds</b>					
<b>Companies</b>		main customers			

# Services



## Valuation Report™

Assessment based on soft factors such as:

- Management track record
  - Market Trends
  - Science and Technology
- ⇒ Risk analysis

- In-depth financial valuation based on risk analysis
- Calculation of a value range

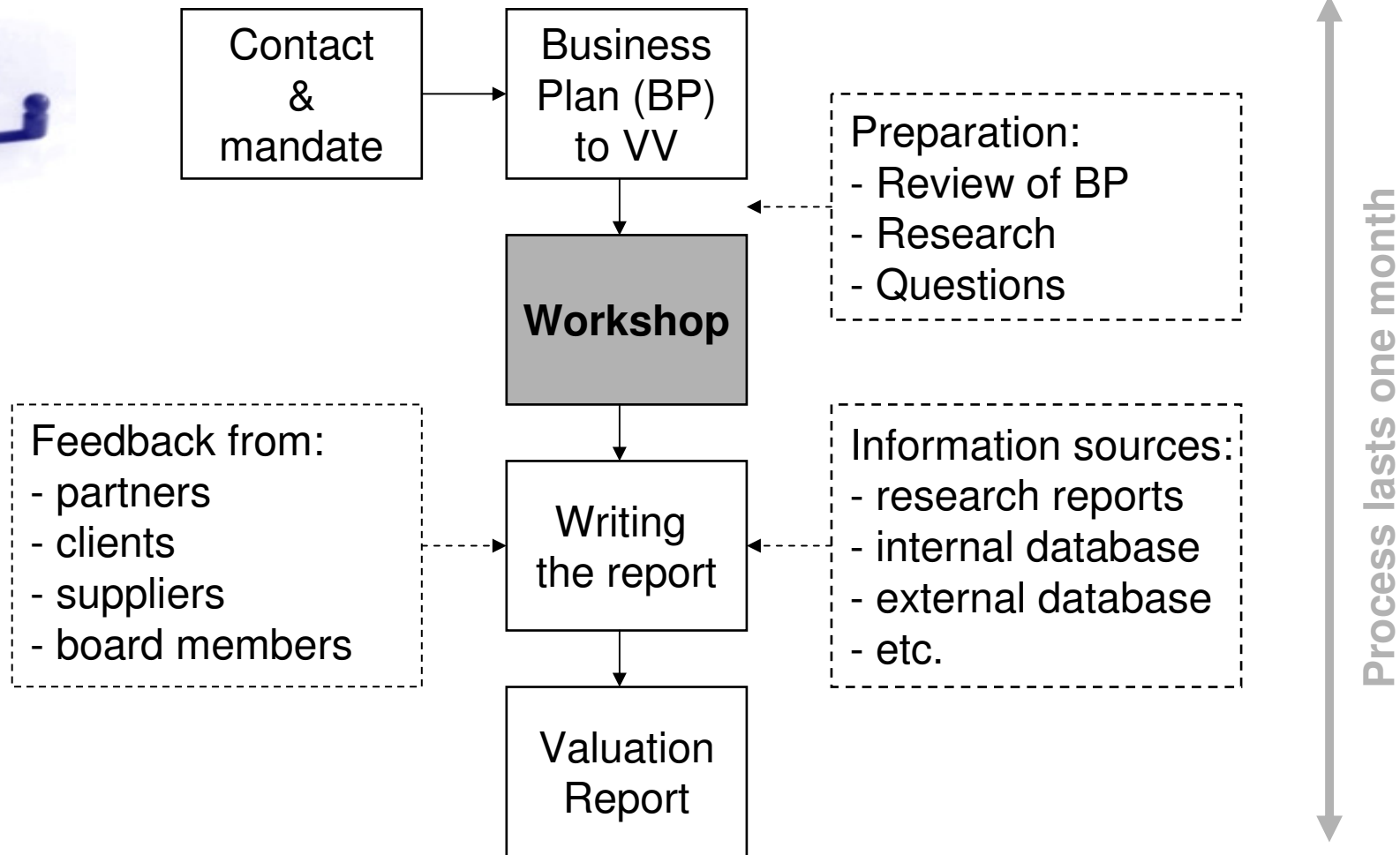
# Services



## Valuation Report (cont.)

- On-site workshop with company
- Feedback on how to increase long-term value of company (value based management)
- Valuation Report as independent analyst report
- Basis for negotiations and investment decision

# Valuation Process



# Methods









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## Valuation Fundamentals

- Value = future earnings potential / risk
- Valuation methods:
  - Discounted Cash Flow
  - Venture Capital
  - Decision Tree / Real Options
  - Comparable Transactions
  - Market Comparable



Country	Biotech	Biotech Instr. & Services	Biotech related	Med Tech	Investor
 Austrianbiotech.com	16	32	13	11	3
 Canadianlifesciences.com	142	62	162	23	12
 Frenchbiotech.com	70	136	19	12	28
 Germanbiotech.com	117	288	77	69	2
 Indianbiotech.com	13	117	202	5	45
 Italianbiotech.com	42	75	126	35	6
Sweden	24	50	13	27	4
 Swisslifesciences.com	49	145	99	326	43
 <b>Total (biotechgate.com)</b>	<b>532</b>	<b>953</b>	<b>725</b>	<b>514</b>	<b>146</b>

In total there are over **4'800 companies** in the database.

# Partners Biotechgate.com



Canada's Voice for Biotechnology  
Le porte-parole canadien de la biotechnologie



SI SviluppoItalia

Italian Institute for Foreign Trade



ASSOBIOTEC  
FEDERCHIMICA

Associazione Nazionale per lo sviluppo delle biotecnologie



CONFERENCES & CONSULTING FOR  
THE LIFE SCIENCES



# Chinese Biotech Database

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- To establish a national Biotech Database for China
- Find local partners that support database
- One partner or 5-6 partners/sponsors



**=> [www.chinesebiotech.com](http://www.chinesebiotech.com)**

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# Partneringgate.com



**BioTrinity**  
Oxfordshire  
Wed 28.03.2007



**BIO-Europe Spring 2007**  
Milan  
Mon 05.03.2007 - Wed 07.03.2007



**BIOCOM Investor Conference**  
San Diego  
Tue 14.11.2006 - Wed 15.11.2006



**Bench 2 Boardroom 2006**  
Cambridge  
Wed 18.10.2006



**Swiss-Scandinavian Bio-Business Seminar**  
Zurich  
Fri 13.10.2006



**JETRO BIOLINK FORUM 2006**  
Osaka  
Wed 13.09.2006 - Fri 15.09.2006

**BioDevice Partnering**  
Edinburgh (June 2006)

# Locations



## Zurich / Switzerland (headquarter)

Venture Valuation AG  
Badenerstrasse 18  
CH-8004 Zurich

Phone: +41 (43) 321 86 60  
Fax: +41 (43) 321 86 61  
E-mail: [info@venturevaluation.ch](mailto:info@venturevaluation.ch)

## Munich / Germany

Venture Valuation  
Philipp-Dirr-Str. 40  
D-85354 Freising

Phone: +49 (89) 87 13 03 11  
Fax: +49 (89) 87 13 03 12  
E-mail: [info@venturevaluation.de](mailto:info@venturevaluation.de)

## London / Canada

Venture Valuation Inc.  
729 William St.  
London, ON, N5Y 2R5

Phone: +1 (519) 495 54 49  
Fax: +1 (519) 473 32 57  
E-mail: [info@venturevaluation.com](mailto:info@venturevaluation.com)

## Seoul / Korea

Venture Valuation Korea (VVK)  
Kangnam Gu, Ilwon 1 Dong  
687-4 Choongryong Building  
Seoul, Korea

Phone: +82 10 6437 8204  
Fax: +82 10 6437 8204  
Email: [info.korea@venturevaluation.com](mailto:info.korea@venturevaluation.com)