Pharma-Biotech Product & Company Valuation

An Introductory Course

Patrik Frei

ACQUIRE BUSINESS-CRITICAL COMPETENCIES IN BUSDEV & LICENSING

LEARN from Pharma’s international top experts

LEARN from interacting with your industry peers

“This is a fantastic course — so interesting, informative & useful. The expert was most helpful and gave clear descriptions & examples.”

Kieran Clarke
CEO
United Kingdom
Pharma-Biotech
Product & Company Valuation
An Introductory Course

Learn
- The main valuation approaches, tools & techniques currently used in the pharma-biotech world.
- Methodology for assessing the risk profile of a company prior to considering any deal.
- How to calculate the value of a biotech company with the Discounted Cash Flow method.
- An overview of all valuation methods used for life science products.
- How to calculate the value of a compound in development, using the most commonly used tool, i.e. the risk-adjusted Net Present Value or expected Net Present Value.
- How to structure the licensing deal between companies, covering issues such as milestone and royalty payments.

The Expert
Patrik Frei

Dr. Patrik Frei is Founder & CEO of Venture Valuation, specialists in independent assessments and valuation of emerging high-growth companies in biotechnology and life sciences, and owner of Biotechgate, the global business development database for the life science industry.

Europe’s top valuation expert of high-growth life science companies and author of Assessment and Valuation of High Growth Companies.

Patrik and his team carried out valuations for the Novartis Venture Fund.

Dates & Locations
4 December 2019, London
Visit www.celforpharma.com for registration fees and updates.

Additional Benefits
- Gain practice in calculating the value of a phase II compound with an Excel-based valuation tool, which you can use when back in the office.
- The audience of this course is always an interesting mix of executives from pharma, biotech and related (e.g. tech transfer) companies.

What Participants Say About This Course

Evotec
Stephan Grosse
Controlling
Germany (November 2018)

Very good course as introduction for assessing/valuing BioPharma Companies/Products.”

Vicarius Pharma
Francis Marsland
General Counsel and Head of BD
Switzerland (November 2018)

A highly relevant and clearly presented program with excellent materials. Recommended for all who are starting out in biotech deal-making.”

LenioBio
Remberto Martis
CEO
Germany (November 2018)

Very knowledgeable, entertaining.”
Agenda

10:00 Welcome
   • Scope of this course
   • Basics about valuation
   • The main drivers of valuation: measuring risk vs. return

11:00 How to Assess a Company Prior to Valuation
   • Why is it important to assess a company before doing a valuation
   • The three key assessment areas: management – technology – market
   • The 20 factors required to assess a company

11:30 Coffee Break

11:45 Company Valuation
   • An overview of approaches for valuing life science companies (e.g. option pricing) and why simple approaches work best
   • Focus on the most used company valuation methods
     – Discount Cash Flows
     – Venture Capital method
     – Market / Deal comparable
   • Valuation in practice – discussion of a historical case

13:30 Lunch

14:15 Product Valuation & Deal Structuring
   • Difference between company and product valuation
   • What information do you need? - How to gather the information?
   • Overview of product valuation methods
   • In-depth explanation of the most frequently used technique in Pharma & Biotech: the Risk-adjusted Net Present Value (rNPV)
   • How to calculate the value of a company from several product valuations
   • Given an rNPV, how to decide on the best deal structure (upfront payment?...milestone payments?...royalties?)
   • How to use the product valuation to determine a suitable deal structure?

   Group work on a case study: the audience will be broken up in groups. After reading the case, each group has the opportunity to calculate the value of a pharmaceutical product in development. The groups will then present and discuss their results in a plenary discussion.

   Coffee will be served during the case study workshop.

16:45 Final Discussion & Wrap-up

17:00 Closing

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Registration Form

Complete the below form and email to britt@celforpharma.com or fax to +32 2 721 13 82 or go to www.celforpharma.com and complete the online registration form.

Questions?
Inge Cornelis
+32 2 709 01 43
inge@celforpharma.com

Course(s)

Course Title ..................................................................................................................................................................................
Course Date(s) .............................................................................................................................................................................

Registration Fee

Visit our website www.celforpharma.com for information about the early-bird fee and full fee, group discounts, etc.

Participant Details

Title .........................................................................................................................................................................................
First Name .............................................................................................................................................................................
Last Name .............................................................................................................................................................................
Job Title ..................................................................................................................................................................................
Email ..................................................................................................................................................................................
Mobile Number ......................................................................................................................................................................
Country of Work ....................................................................................................................................................................

Company Details

Company Name ...........................................................................................................................................................................
VAT Number ............................................................................................................................................................................
Invoicing Address
Street Address ..........................................................................................................................................................................
City/Province ...........................................................................................................................................................................
Postcode ................................................................................................................................................................................
Country ..................................................................................................................................................................................

Payment

Payment Method
☐ Bank Transfer
☐ Credit Card (+3%)
PO Number (optional) ................................................................................................................................................................

Confirm Registration

In order to complete the registration, please tick the following box(es):

☐ I, the participant(s), have read and accept C.E.L. forpharma's Transfer & Cancellation Policy (www.celforpharma.com/transfer-cancellation-policy) and Privacy Policy (www.celforpharma.com/we-value-your-privacy)

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