

Business Plan development for a growing biotech company

Scope	Approach	Results
<ul style="list-style-type: none">■ Growing R&D service company with 20 scientists■ Additional 10 Mio. € in equity and long-term financing■ International team of healthcare and corporate finance consultants■ 6 weeks projects	<ul style="list-style-type: none">■ Market and competitor analysis■ Strategy evaluation, discussion of strategic options■ Business plan development■ Validation of revenue projections with selected potential customers■ Capital market analysis■ Development of the Information Memorandum (short and long version)■ And on a standby basis■ Investor search■ Negotiation support	<ul style="list-style-type: none">■ Validated company strategy■ Integrated business plan model■ 10-year projections and sensitivity analysis■ Detailed Information Memorandum■ Good preparation of investors meetings and improved negotiation position