

Business valuation for raising new round of funding

CLIENT

A US based private Biotech company developing a proprietary technology to economically produce a biological pesticide, in collaboration with a big pesticide company

REQUIREMENT

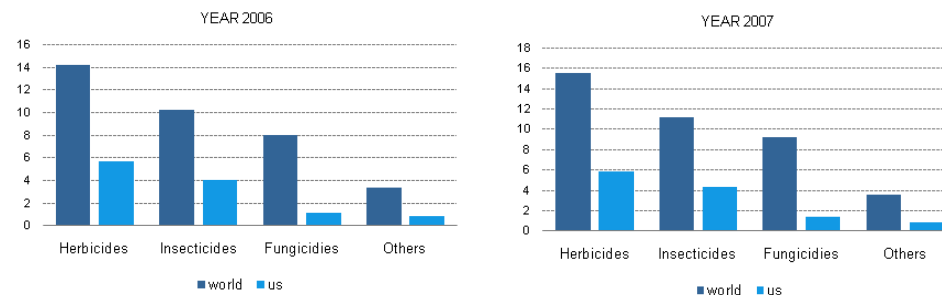
Determining value of the business, for the company, expecting pay-offs based on the collaboration and optional acquisition agreement for raising new round of preferred funding

ASSIGNMENT APPROACH

- Evaluating size of the potential market for the final product of the company.
- Studying the proprietary technology of the company to determine competitive position of the company and assess chances of successful commercialization of its final product.
- Scrutinizing collaboration and optional acquisition agreement to determine payoffs to the company under all possible scenarios.
- Determining likelihood of each expected scenario.
- Calculation probability weighted value of the company's business.

SAMPLE ANALYSIS TEMPLATES

SIZE OF THE PESTICIDE INDUSTRY



Source: Datamonitor (Figures in \$ Millions)

CONDITIONAL PAY-OFFS TO THE COMPANY

