



Maximizing Asset Valuation for Biopharma

What is your exit strategy?

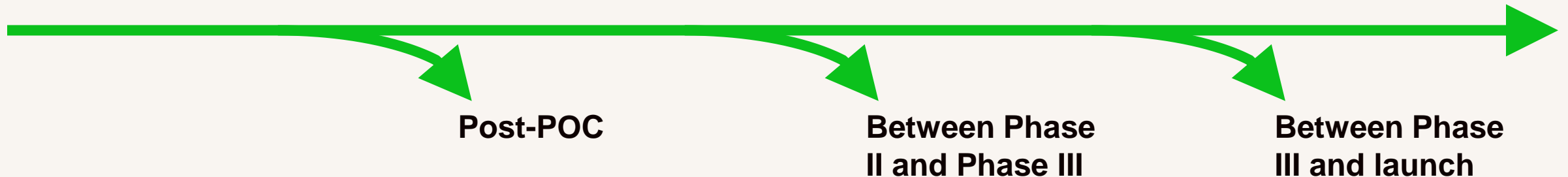
Most biopharma focus on **registration and regulatory success**

How do we convince a buyer/partner that

1. Our drug works
2. Our drug is likely to be approved

While balancing the exit valuation with

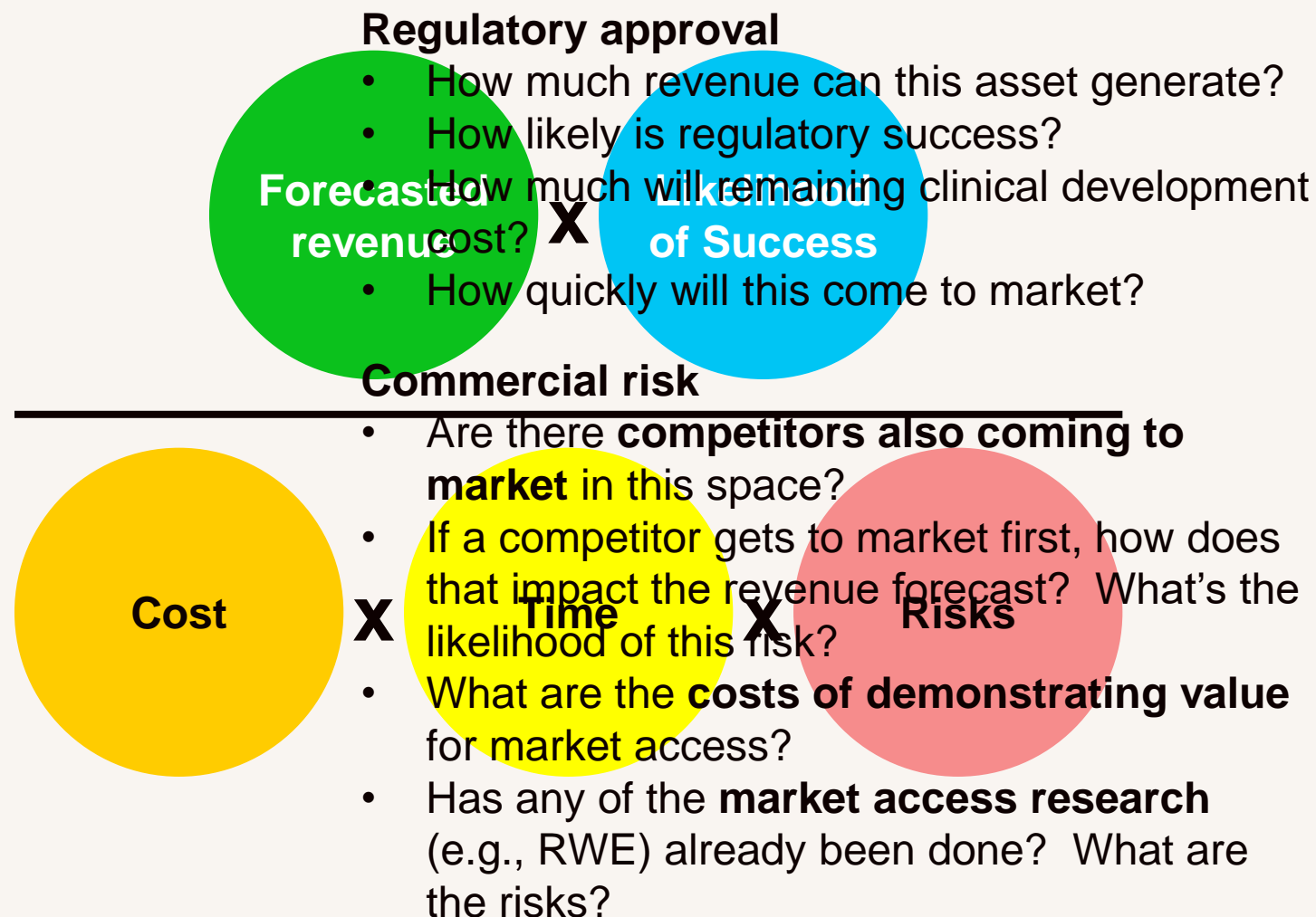
- Cost
- Time
- Effort



How does large pharma think of your value?

**Asset
Value**

~



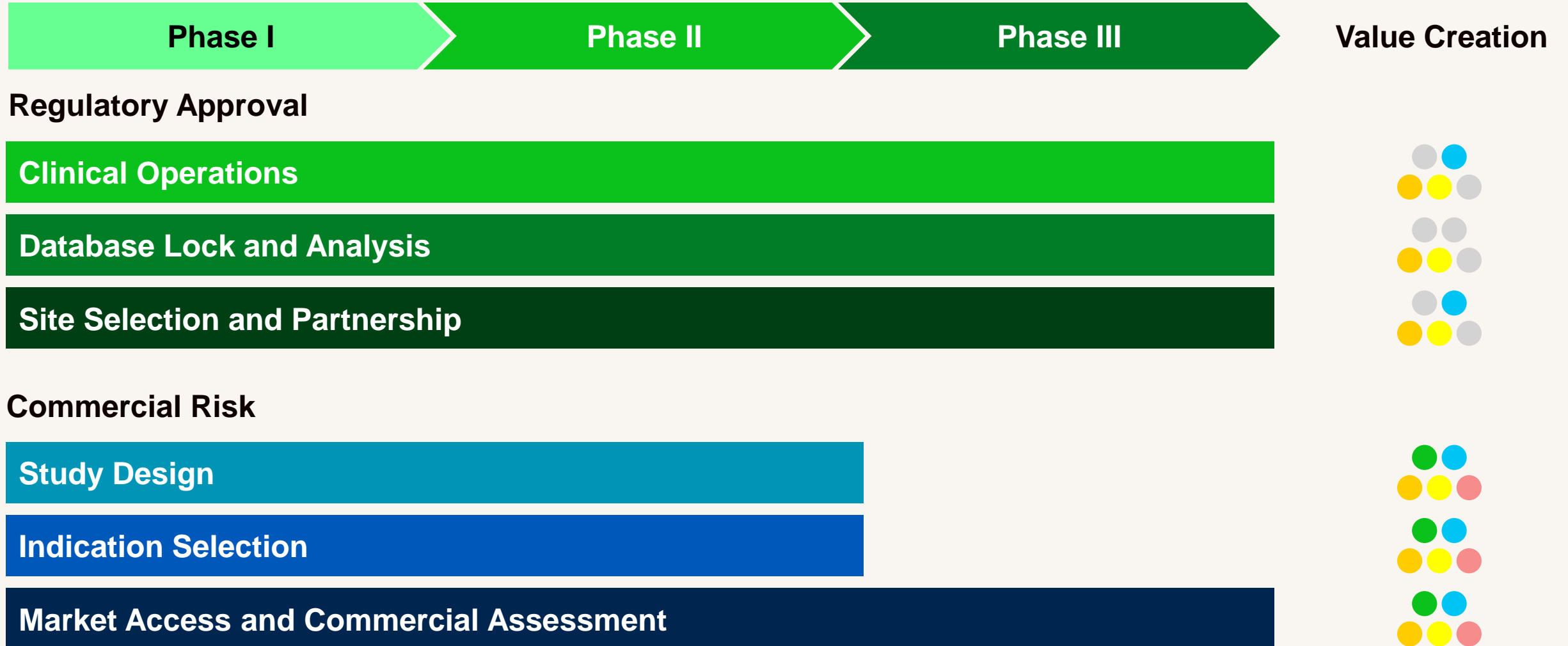
When the road you take makes all the difference



**Regulatory
Approval**

**Value
Maximization**

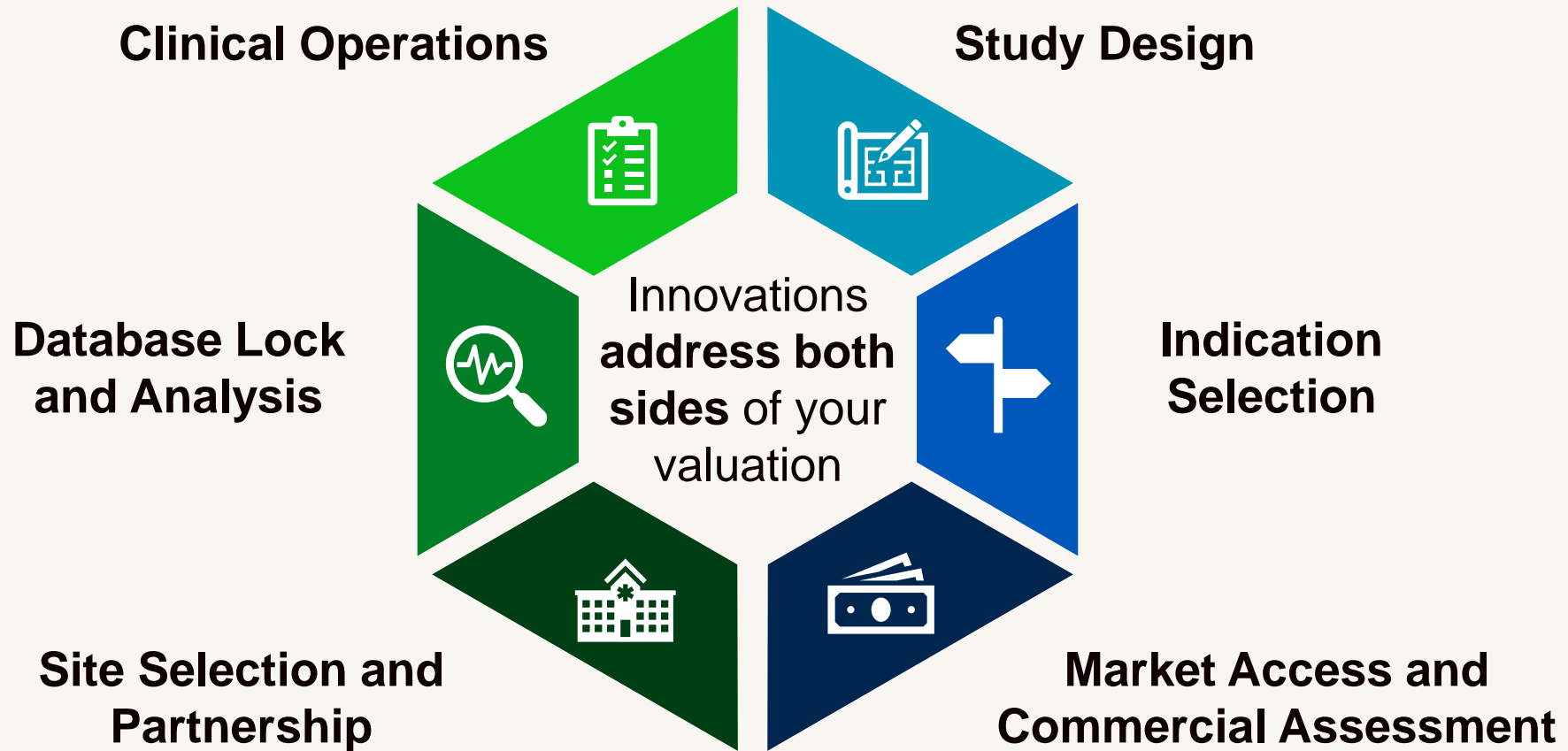
Opportunities to increase valuation



Why leave money on the table?

Regulatory Approval

Commercial Risk



Innovation is change, and change is hard

TECHNOLOGIES

PROCESSES



**DEFINITION OF
SUCCESS**

**CHANGE
MANAGEMENT**

**PARTNERSHIP
MANAGEMENT**



Thank You