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***Financing
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Explores real option theory applied in practice Real options are quickly becoming the valuation and decision-making method of choice for many companies, including oil and gas companies, utilities

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and natural resource
companies, pharmaceutical
and biotech companies,
Internet companies, and many
others. Real Options in
Practice allows readers to
view the world of real options

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from the vantage point of a corporate practitioner applying real option valuation techniques on a regular basis. Expert Marion Brach describes the challenges of implementing a real option

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framework in practice within a corporate setting. Touching on the real options most firms care about, Real Options in Practice identifies the classic types of real options-deferral, abandonment, switching,

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expansion, and compound-and
explores the main concepts
critical to understanding real
option theory. Through
Brach's own three-step real
option valuation method
readers will learn how the

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theory of real options is now being applied to drive better, more profitable corporate decision-making. Marion A. Brach, MD, MBA (Hagen, Germany), has undertaken financial valuation of business

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opportunities and acquisitions using scenario and real option valuation in the biotech industry. A recognized expert on real option theory and practice, Brach received her MBA from the Manchester

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Business School and frequently speaks at real option seminars.

This text provides a thorough treatment of futures, 'plain vanilla' options and swaps as well as the use of exotic

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derivatives and interest rate options for speculation and hedging. Pricing of options using numerical methods such as lattices (BOPM), Monte Carlo simulation and finite difference methods, in addition

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to solutions using continuous time mathematics, are also covered. Real options theory and its use in investment appraisal and in valuing internet and biotechnology companies provide cutting

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edge practical applications.
Practical risk management
issues are examined in depth.
Alternative models for
calculating Value at Risk
(market risk) and credit risk
provide the theoretical basis

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for a practical and timely
overview of these areas of
regulatory policy. This book is
designed for courses in
derivatives and risk
management taken by
specialist MBA, MSc Finance

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students or final year
undergraduates, either as a
stand-alone text or as a follow-
on to Investments: Spot and
Derivatives Markets by the
same authors. The authors
adopt a real-world emphasis

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throughout, and include features such as: * topic boxes, worked examples and learning objectives * Financial Times and Wall Street Journal newspaper extracts and analysis of real world cases *

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Finance, grade: 1,3, Pforzheim
University, course: Corporate
Finance, 25 entries in the
bibliography, language:
English, abstract:
Biotechnology is a more and
more important field of

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research in present. Publicly
we are currently confronted
with many questions about the
rights and wrongs within this
field of science, like how to
handle the issue of gene
manipulation or stem cell

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research. However, biotechnology is more than just an accumulation of ethical questions and science - it is a whole industry and as such interesting for investors. The scope of this paper is not

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dealing with the topics discussed in glossy magazines, but it addresses the issues of corporate finance in biotechnology. In order to get an overview of the industry from a finance point

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of view, the industry has to be portrayed. Hence, this is the topic of chapter two. From the point of the investors, and therefore of the capital markets, the understandability of the segment biotechnology,

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and thus the availability of crucial information has to be ensured. Consequently the transparency of the biotechnology segment and of the individual enterprises, respectively, are the topics of

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the third chapter. The implications of this chapter have a strong impact on the valuation of biotechnological companies and the sector as a whole - a subject dealt with in chapter number four. The fifth

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chapter is concerned with the core topic of this paper and identifies and analyses different sources of finance for biotechnology enterprises. Thereby it is taking the point of view of the biotechnology

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firms and the potential investors. The paper is showing important difficulties and advantages connected with the different approaches. Additionally the chapter also describes and evaluates the

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risks of different options of
investors. The paper is
concluded with a summary of
the findings in chapter six
showing that investing into
biotechno

Janet Yellen, the Fed Chair,

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recently said that the valuations of small-cap biotechnology companies are substantially stretched. Biotechnology is a relatively new science and during the last few years there is an

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increasing number of new
biotech start-up companies
and also M&A activity between
biotech start-ups and large
biotechnology and
pharmaceutical companies.
Few years ago, we observed

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one of the largest acquisitions in the biotech sector, by having Amgen buying Onyx Pharmaceuticals for more than \$9 billion dollars. More recently, Moderna Therapeutics, a biotech

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company developing mRNA
therapeutics, broke the record
of VC funding, raising \$450
million dollars in a single
round of funding, without
having a product in the
market. All these recent events

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raise an important question:
what are the valuation
financial models used in the
biotechnology industry? How
could we value a company
having negative cash flows for
several years, without any

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product in the market? How do we value a company developing a CRISPR therapeutics currently in the preclinical level? Is there any difference on valuating a phase II drug against arthritis

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vs a phase II anti-cancer drug?

This book is aiming to answer these essential questions by describing the key aspects of the drug discovery process, including novel financial models used for valuation of

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biotech companies.

Furthermore, we have created new biotech valuation cases providing to the reader a practical guide for valuation of any biotech product or company.

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Biotechnology Law and
Practice

A Collaborative Effort

A Detailed Look at Senior Debt
Products Available to

Emerging Growth Companies

Contractibility and the Design

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of Research Agreements
Examined Based on the
Example of Research
Conducting Biotechnology
Companies
Alternatives to Venture Capital
Funding

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Reverse Mergers Vs. IPOs

***The Business of Biotechnology:
From the Bench to the Street
thoroughly examines the
existing and future business
challenges for biotechnology,
providing a unique insight into***

the intricate web of critical factors with which biotechnology entrepreneurs must come to terms if they wish to be successful. The book begins with discussions of the evolution of

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***biotechnology;
entrepreneurship in the
biotechnology industry;
university-industry technology
transfer process; and the life
cycle of a biotechnology
company. It considers the***

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***prospects for biotechnology,
from the perspective of a
venture capitalist and human
resource practitioner. There
are separate chapters that deal
with the cloning and
expression of recombinant***

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gene products; developing strategies to reduce the cost-to-produce (CTP) therapeutic proteins; intellectual property protection; and the regulation of commercial biotechnology. The final chapters cover the

***marketing of biotechnology
companies and products; the
performance of biotechnology
stocks; mergers and
acquisitions in the
biotechnology industry, and
prospects for the Japanese and***

***European biotechnology
industry.***

***My journey into this
fascinating field of
biotechnology started about 26
years ago at a small
biotechnology company in***

South San Francisco called Genentech. I was very fortunate to work for the company that begat the biotech industry during its formative years. This experience established a solid

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***foundation from which I could
grow in both the science and
business of biotechnology.
After my fourth year of
working on Oyster Point
Boulevard, a close friend and
colleague left Genentech to***

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join a start-up biotechnology company. Later, he approached me to leave and join him in of all places - Oklahoma. He persisted for at least a year before I seriously considered his proposal. After listening to

their plans, the opportunity suddenly became more and more intriguing. Finally, I took the plunge and joined this entrepreneurial team in cofounding and growing a start-up biotechnology company.

Making that fateful decision to leave the security of a larger company was extremely difficult, but it turned out to be the beginning of an entrepreneurial career that forever changed how I viewed

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***the biotechnology industry.
Since that time, I have been
fortunate to have cofounded
two other biotechnology com-
panies and even participated in
taking one of them public.
During my career in these start-***

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ups, I held a variety of positions, from directing the science, operations, regulatory, and marketing components, to subsequently becoming CEO.

Diploma Thesis from the year

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***2007 in the subject Business
economics - Investment and
Finance, grade: 1,3, Technical
University of Munich (KfW
Stiftungslehrstuhl fur
Entrepreneurial Finance), 148
entries in the bibliography,***

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language: English, abstract: In this book the question of how to overcome specific bottlenecks in financing young biotech companies was posed. The answer is manifold and includes the the usage of the

multitude of financial options. Hence, first, the unique characteristics of the industry were described and specific financial bottlenecks were revealed. The eminence of a major bottleneck, typically in

the seed-phase of a biotech venture, was taken as reason for further elaborations. I based these elaborations primarily upon an analysis of interviews. Several qualitative and predominantly personal

interviews were conducted in the Munich biotech cluster, covering three decisive groups of respondents: biotech executives and founders, venture capital investors and external industry experts. The

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***obtained extensive experiences
were finally collected,
clustered and compared. My
key finding was that this
bottleneck is mainly rooted in
the fact that, when a young
biotech firm leaves the***

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academia, a big money provider (a Venture Capitalist or corporate partner) is often not yet willing to invest. A technological proof-of-concept is demanded by the latter, which is, however, not yet

sufficiently provided by the former. Cluster structures might generally be helpful, but do not change this fundamental logic either. Based on this analysis, and taking into account the many

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other revealed points to improve, I came up with an exhaustive roadmap how to tackle the bottlenecks, covering all major endogenous and exogenous factors. This list of suggestions was

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supplemented with some basic thoughts on biotech finance strategies as also lastly a description of a comprehensive biotech finance cycle."

***The Biotech "Gold Rush" is On!
What are you waiting for? We***

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are entering an explosive new era of medical and scientific discovery and the opportunities are huge for those who grasp the moment This Biotechnology Law and Practice Four book series is

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***the most current, and
informative work of its kind,
and heralded by lawyers,
scientists, and entrepreneurs
as a must-have guidebook
which simplifies complex
issues at the frontiers of the***

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***law and biomedicine. With over
1600 power-packed pages of
bioscience-biotech law,
intellectual property,
biomedicine, pharmaceuticals,
regulatory, business strategies,
and entrepreneurship, these***

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books will launch you into this explosive new field, and you will have a precious asset, which you may routinely consult on your great new quest. Biotech Stocks are on fire! Potentially 100's of new

***little biotech companies will
develop new generations of
medicines and medical devices
while creating vast numbers of
new millionaires.***

***The Business of Bioscience
A Strategic Analysis***

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***Biotechnology in a Global
Economy
Essential Biotech Investment
Guide, The: How To Invest In
The Healthcare Biotechnology
And Life Sciences Sector
Corporate Financing by Selling***

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R&D Options

***The Business of Healthcare
Innovation***

***Fundamentals of the
Biosciences Legal, Regulatory,
Corporate Strategy - Case Law
and Best Practices***

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This invaluable book tells the reader how to invest in the healthcare biotechnology and life sciences sector, one of the fast-growing sectors of the US economy. Aimed at biotech investors as well as

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bioentrepreneurs and venture capitalists, it has been written from the perspectives of risk management and asset management/allocation. It strives to teach readers how to fish, rather than giving them fish. The

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***author has over ten years of Wall Street experience in biotech research, investment banking and asset management. He holds an MBA in Finance and a PhD in Biochemistry.
Now that prohibitions against***

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stem cell research are relaxing, it is time for the field to move forward with the advances that promise to eliminate so much human suffering. However, it would be naïve to ignore the fact that regenerative medicines pose

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a whole new set of challenges to an industry sector that for decades has geared itself to the development and delivery of traditional pharmaceuticals. Still, significant strides are being made. Unique in its focus, The

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***Delivery of Regenerative
Medicines and Their Impact on
Healthcare delves into material
not included in other books.
Edited by Dr. Catherine Prescott
and Professor Dame Julia Polak,
two of the most respected***

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authorities in stem cell research and the business of regenerative medicine, this text presents original firsthand accounts of experts from around the globe. Professor Polak starts by summarizing the progress made

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and the challenges currently facing the field both as a science and an emerging industry. This is followed by topics relevant to regulators, insurers, and investors as well as pharmaceutical and biotech

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researchers. Offering innovative insight on topics rarely covered, this volume: Details various innovative investment models Offers a detailed overview of cell-based products and therapeutic stem cell technologies Examines

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***concerns over safeguarding
intellectual property Looks at
evolving regulations in the U.S.
and Europe Discusses insurance
and risk management and the
establishment of reimbursement
parameters This book reaches***

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***out to inform a wide audience
across government, industry,
and academia. It goes beyond
the usual discussions to help
invigorate the dialogue and
present solutions that must
occur at the crossroads of***

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***technology and commerce for
regenerative medicines to realize
their promise.***

***Plunkett's Biotech & Genetics
Industry Almanac 2007 is a
complete reference guide to the
business side of biotechnology,***

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genetics, proteomics and related services. This new book contains complete profiles of the leading biotech companies, in-depth chapters on trends in genetics, technologies, statistics and finances, a handy glossary and

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reference to the biotech and
genetics industry, is an
absolutely vital addition to your
office. For the first time, in one***

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you'll get all of the data you
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State of the Biotechnology
Industry Today; Biotechnology
funding and investments;***

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***Patents; Biotech activities in
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Therapies; Personalized
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Controversy over Drug Prices;
Stem Cells Research;***

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Regenerative Medicine
Nanotechnology; Agricultural
Biotechnology; Drug Delivery
Systems; BioShield; Ethical
Issues. The book also includes
complete profiles on over 400***

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***Biotech & Genetics companies,
our own unique list of companies
that are the leaders in
biotechnology. These are the
largest, most successful
corporations in all facets of this
exploding business. All of the***

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corporate profile information is indexed and cross-indexed, including contact names, addresses, Internet addresses, fax numbers, toll-free numbers, plus growth and hiring plans, finances, research, marketing,

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export of contact names,***

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***Based on interviews with
successful biotech
entrepreneurs and high-level
investors as well as case
studies, this title provides a
comprehensive overview of***

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current trends in biotech funding. In particular, it illustrates the tensions between both sides based on their different backgrounds and expectations. The book outlines the various funding

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opportunities for the biotech industry and identifies ways for both sides to overcome their existing prejudices in order to successfully thrive in a competitive environment. A must-have for biotech entrepreneurs

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***and investors, as well as
invaluable supplementary
reading for students aspiring to a
career in the industry.***

Real Options in Practice

A Practical Guide

Guiding DOD's Peer Reviewed

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***Medical Research Programs
Corporated Financing by Selling
R & D Options
Financing Development Stage
Biotechnology Companies
Financing Technology's Frontier
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Venture Capital Investments in
U.S. Biotechnology Companies
The first wide-ranging
analysis of business
trends in the
manufacturing segment of***

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the health care

industry.

*Creating Silicon Valleys
in Europe employs
careful empirical
studies of the
biotechnology and*

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*software industries in
the United States and
several European
economies, to examine
the relative success of
policies aimed at
cultivating the 'Silicon*

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*Valley model' of
organizing and financing
companies in Europe.
This comprehensive
analysis is concerned
with the forces shaping
industry structure, as*

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*well as with the
strategic responses,
options and constraints
affecting both the new
biotechnology firms and
established firms such
as pharmaceutical*

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multinationals.

*Beginning with a non-
technical introduction
to biotechnology and its
applications, the author
describes the types of
companies involved in*

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*the commercialization of
biotechnology and how
they are financed. He
then analyzes the
special relationship
between science and
technology, the role of*

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*national governments,
and such factors as
entry barriers and
technological
uncertainty.*

*Primarily intended for
biotechnology graduates,*

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*this handbook provides
an overview of the
requirements,
opportunities and
drawbacks of Biotech
Entrepreneurship, while
also presenting valuable*

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training materials

tailored to the

industrial and market

reality in the European

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Potential investors and

business consultants

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will find essential information on the benefits and potential risks involved in supporting biotech businesses. Further, the book addresses a broad

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*range of Biotechnology
fields, e.g. food
biotech, industrial
biotech, bioinformatics,
animal and human health.
Readers will learn the
essentials of creating*

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*innovations, founding a
biotech start-up,
business management
strategies, and European
funding sources. In
addition, the book
discusses topics such as*

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book offers a
comparative analysis of
different countries'
perspectives and reviews*

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*the status quo in
Western and Eastern
European regions, also
in comparison with other
leading biotech
countries such as the
USA and Canada. A long*

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*list of potentially
profitable biotech start-
up ideas and a
collection of success
stories involving
European companies are
also included. The book*

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*is based on the Erasmus+
Strategic Partnership
project "Supporting
biotechnology students
oriented towards an
entrepreneurial path" (w
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*which involved the
collaboration of Life
Sciences and Economics
departments at higher
education institutions
throughout Western and
Eastern Europe.*

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*Overcoming the
Bottlenecks in Financing
Young Biotech Companies
Companies Find it
Challenging to Justify
Long-term, Risky R&D
Investments,*

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*Particularly in Science-
based Fields Such as
Biotechnology. Maybe
It's Time to Consider a
Different Financing
Model*

Biotechnology Valuation

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*Biotechnology Valuation
& Investing
Financing in Life
Sciences Biotech
Companies
Creating Silicon Valley
in Europe*

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***The Biotechnology
Business***

***The first book to provide a simple
and practical means of valuing
biotech companies The book
begins with a short history of the
biotechnology industry; this is***

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important as although it is about 30 years old, the first company went public only in 1996, so it is possible to plot the course of investment waves and dips It examines the European industry and its evolution, and draws parallels between the similarities and

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***differences between that and the US
Looks at the various companies
which make up the biotech industry
(therapeutic; life sciences; and the
medical technology company) and
gives tools for the investor to
properly evaluate them Praise for
Biotechnology Valuation "Keegan***

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states that the valuation of Biotech companies is as much an art as a science. This brief but comprehensive review of the skills and knowledge required, not of just the financial market and sentiment, but also of the technical attributes of a company and the drug

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development and regulatory hurdles that must be overcome, highlights the importance of the breadth of understanding required. Biotech investing is not for the timid, but it can bring substantial returns. Keegan's book, punctuated with his personal experience and

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opinions, is a good place to start."
***—Chris Blackwell, Chief Executive,
Vectura Group plc "A user-friendly,
yet thorough discussion of a
notoriously difficult topic. Dr
Keegan's book is a fine resource for
both business types and
academicians."*** —***Steve Winokur,***

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***Managing Director,
CanaccordAdams "A highly
readable and comprehensive
explanation of the technical and
commercial parameters that
influence biotechnology companies
at all stages of development,
providing clear context for selection***

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from the toolkit of valuation methodologies the author recommends to assess company and product performance, or ascribe value." —Dr L.M. Allan, Director, Bioscience Enterprise Programme, University of Cambridge "A fabulous approach to

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***a difficult topic." —Deirdre Y.
Gillespie, MD, President & CEO, La
Jolla Pharmaceutical Company
Foreseeing and planning for all of
the possibilities and pitfalls
involved in bringing a
biotechnology innovation from
inception to widespread therapeutic***

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use takes strong managerial skills and a solid grounding in biopharmaceutical research and development procedures.

Unfortunately there has been a dearth of resources for this aspect of the field. Until now. Focusing on the management of healthcare-

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related biotech, from conception through the product's regulatory approval and entire life cycle, Healthcare Biotechnology: A Practical Guide provides a practical, applicable resource to assist all health-care related biotech professionals in their day-to-day

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activities from the lab to the boardroom. Divided into six sections, the book begins with current systems and recent progress and controversy, major players and products, and a comparison with the pharmaceutical industry. It covers

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intellectual property protection and management, the innovation cycle, patent application, commercialization, and competition. Coverage includes funding, partnering, cash-intensive activities, financing alternatives, and the complexities of alliance

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implementation and management. It highlights research, development, and biomanufacturing; and examines clinical trial design and regulations; "fast-track" approvals; and patient recruitment as well as production platforms and processes, costs, strategies, and

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timelines. It investigates marketing including planning, promotion, pricing, supply chain management, and bio-brand lifecycle management. It concludes with tips on running the business, offering diverse biobusiness models and reasonable expectations from

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inception through maturity and decline. An indispensable guide, this book offers more than 40 figures, 220 tables, and 180 references as well as a list of abbreviations and a business plan outline. Each chapter contains 10 questions to reinforce the material

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covered and 10 exercises to challenge the reader and inspire critical thinking. Ancillary materials including solutions manual and over 1000 PowerPoint slides available for qualifying course adoption.

This study examines the value

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relevance of financial statement data and non-financial statement information within and across the pre-IPO venture capital and post-IPO public equity markets. For a sample of U.S. biotechnology firms, I find that financial statements are highly value relevant in the venture

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capital market, and that the signs of the associations between equity values and financial statement data in that market are similar to those in the public equity market, despite significant structural differences between the two. I also find that the value relevance of financial

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statements generally increases as firms mature, consistent with financial statements capturing the increasing intensity of assets-in-place relative to future investment options. In contrast, the value relevance of non-financial statement information decreases as

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firms mature, indicating that in a dynamic sense, financial statements and non-financial statement information of venture-backed pre-IPO biotech companies are information substitutes in valuation, not complements. This study investigates the

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relationship between the evolution of real options values and associated financing policies for Belgian companies in the sector of bio-industries. Each firm's situation regarding the relevant types of real options is stylistically represented through a scenario tree. The

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consumption of a time-to-build or a growth option is respectively considered as a success or a failure in company development.

Empirically, several variables enable us to locate each company along the tree at any time. The study of transitions leads us to

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discover that failures tend to trigger higher leverage, unlike in the trade-off theory. Yet, the increases in debt maturity, in lease and in convertible financing confirm our predictions. Overall, we emphasize evidence of undercapitalization and of proper, yet insufficient, use of hybrid

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***financing by biotech companies.
Financing Strategies and Best
Practices for Designing Your
Business Model, Organizing Your
Company, Attracting Investors &
More
Insights from Entrepreneurs and
Investors***

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Biotech Valuation & Investing

***The Raising Venture Capital for
Biotechnology Companies***

Collection

Introduction to Biotech

Entrepreneurship: From Idea to

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Business

Valuation in Life Sciences

***We analyze how variations
in contractibility affect
the design of contracts in
the context of
biotechnology research***

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agreements. A major concern of firms financing biotechnology research is that the R&D firms might use the funding to subsidize other projects or substitute one project

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for another. We develop a model based on the property-rights theory of the firm that allows for researchers in the R&D firms to pursue multiple projects. When research

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activities are non-verifiable, we show that it is optimal for the financing company to obtain the option right to terminate the research agreement while

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maintaining broad property rights to the terminated project. The option right induces the biotechnology firm researchers not to deviate from the proposed research activities. The

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***contract prevents
opportunistic exercise of
the termination right by
conditioning payments on
the termination of the
agreement. We test the
model empirically using a***

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*new data set on 584
biotechnology research
agreements. We find that
the assignment of
termination and broad
intellectual property
rights to the financing*

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firm occurs in contractually difficult environments in which there is no specifiabile lead product candidate. We also analyze how the contractual design varies

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*with the R&D firm's
financial constraints and
research capacities and
with the type of financing
firm. The additional
empirical results allow us
to distinguish the*

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***property-rights
explanation from
alternative stories, based
on uncertainty and
asymmetric information
about the project quality
or research abilities.***

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Valuation is a hot topic among life sciences professionals. There is no clear understanding on how to use the different valuation approaches and how to determine input

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parameters. Some do not value at all, arguing that it is not possible to get realistic and objective numbers out of it. Some claim it to be an art. In the following chapters we

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*will provide the user with
a concise valuation
manual, providing
transparency and practical
insight for all dealing
with valuation in life
sciences: project and*

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***portfolio managers,
licensing executives,
business developers,
technology transfer
managers, entrep- neurs,
investors, and analysts.
The purpose of the book is***

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*to explain how to apply
discounted cash flow and
real options valuation to
life sciences projects,
i.e. to license contracts,
patents, and firms. We
explain the fundamentals*

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and the pitfalls with case studies so that the reader is capable of performing the valuations on his own and repeat the theory in the exercises and case studies. The book is

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***structured in five parts:
In the first part, the
introduction, we discuss
the role of the players in
the life sciences industry
and their particular
interests. We describe why***

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valuation is important to them, where they need it, and the current problems to it. The second part deals with the input parameters required for valuation in life

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***sciences, i.e. success
rates, costs, peak sales,
and timelines.***

***Observing how frustrating
the process of obtaining
entrepreneurial capital
proves to be, and how***

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*infrequently a deserving
company actually finds the
money it needs, Ron
Peterson wrote this
essential book to show
just how many different
options exist for*

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receiving funding. Plenty of companies in the past found money before the first venture capital fund was ever formed. New companies need to know the highly clever and

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insightful methods that were used then?and are still being used today?along with the latest ideas that are being successfully tried out right now. Funding

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***techniques including
barter, public debt
issues, teaming, utility
coops, TFT, and Special
Purpose Acquisition
Companies (SPACs) are some
of the approaches***

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*discussed in this book.
Alternatives to Venture
Capital Funding provides
hundreds of examples of
how different companies
found their capital,
showing you what*

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professional investors are looking for and how to approach them. Along with scores of references to different sources of investment capital, this book is a ?how-to? for

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*financing a company and
securing its future. About
the Author: Ron Peterson
is the president of Three
Arrows Capital, a
Bethesda, MD investment
banking firm that has*

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*worked with hundreds of
new companies. He is also
the author of Solomon's
Riches, a book on stock
market techniques, and
Technology Transfer in the
Life Sciences. Table of*

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***Contents: Foreword
Introduction CHAPTER 1:
Forming Your Business
Strategy CHAPTER 2:
Designing Your Business
Model CHAPTER 3: Sources
and Tactics for Financing***

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and Organizing a Company

**CHAPTER 4: Where to Turn
for Help CHAPTER 5:**

**Venture Capital CHAPTER 6:
Corporate Capital and
Strategic Partnerships**

CHAPTER 7: Business Angels

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CHAPTER 8: Small Stock Offerings
CHAPTER 9: Public Relations and Your Elevator Speech
CHAPTER 10: Business and Marketing Plans
CHAPTER 11: Biotech, A High-Tech Example

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***APPENDIX A: Federal
Technology Transfer***

***APPENDIX B: Small Stock
Offering Requirements***

Glossary Resources

***Since 1992 the Department
of Defense (DOD), through***

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***the U.S. Army Medical
Research and Material
Command, has received
congressionally earmarked
appropriations for
programs of biomedical
research on prostate,***

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***breast, and ovarian
cancer; neurofibromatosis;
tuberous sclerosis; and
other health problems.
Appropriations for these
Congressionally Directed
Medical Research Programs***

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are used to support peer reviewed extramural research project, training, and infrastructure grants. Congress has become concerned about funding

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increases for these programs given current demands on the military budget. At the request of Congress, the Institute of Medicine (IOM) examined possibilities of

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***augmenting program funding
from alternative sources.
The resulting IOM book,
Strategies to Leverage
Research Funding: Guiding
DOD's Peer Reviewed
Medical Research Programs,***

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focuses on nonfederal and private sector contributions that could extend the appropriated funds without biasing the peer review project selection process.

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***Public Policy Towards New
Technology Industries
From the Bench to the
Street
Strategies to Leverage
Research Funding
Decision-Making Models for***

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***Investors and Advisors
Biotechnology and Capital
Markets Working for the
Poor
Venture Debt Alternatives
& Evaluation Guidelines
What goes into making a***

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Biotechnology Product

"We analyze how variations in contractibility affect the design of contracts in the context of biotechnology research agreements. A major concern of firms financing

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biotechnology research is that the R&D firms might use the funding to subsidize other projects or substitute one project for another. We develop a model based on the property-rights theory of the

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firm that allows for researchers in the R&D firms to pursue multiple projects. When research activities are non-verifiable, we show that it is optimal for the financing company to obtain the option

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right to terminate the research agreement while maintaining broad property rights to the terminated project. The option right induces the biotechnology firm researchers not to deviate from the proposed research

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activities. The contract prevents opportunistic exercise of the termination right by conditioning payments on the termination of the agreement. We test the model empirically using a new data set on 584

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biotechnology research agreements. We find that the assignment of termination and broad intellectual property rights to the financing firm occurs in contractually difficult environments in which there is

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no specifiable lead product candidate. We also analyze how the contractual design varies with the R&D firm's financial constraints and research capacities and with the type of financing firm. The

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additional empirical results
allow us to distinguish the
property-rights explanation
from alternative stories, based
on uncertainty and asymmetric
information about the project
quality or research

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abilities"--National Bureau of
Economic Research web site.
Comercial activity; Industrial
policy; International
competitiveness; Options for
action by congress.

The pervasiveness of research

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agreements between pharmaceutical and biotechnology companies is puzzling, since it is hard to contract on the exact nature of the research activities. A major concern of financing

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companies is that the Ramp;D firms use their funding to subsidize other projects or substitute one project for another. We develop a model based on the property-rights theory of the firm that allows

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for researchers in the Ramp;D firms to pursue multiple tasks. When research activities are non-contractible, we show that it is optimal for the financing company to obtain the option right to terminate the research

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agreement while maintaining the property rights to the terminated project. This right will induce the biotechnology firm researchers not to deviate from the proposed research activities. The contract

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prevents opportunistic exercise of this termination right by conditioning payments on the termination of the agreement. We test the model empirically using a new data set on 584 biotechnology research

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agreements. We find that the assignment of termination and ownership rights to the financing firm occurs in contractually difficult environments in which the parties cannot specify the lead

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product candidate. We employ further empirical tests to distinguish the property-rights explanation from alternative stories, based on uncertainty and asymmetric information about the project quality or

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I propose that pre-IPO venture-backed biotech companies offer a productive new setting through which to discriminate among theories of why firm size and book-to-market

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explain variation in expected stock returns. This is because pre-IPO biotech firms have large and rapidly evolving growth options relative to assets-in-place. Such attributes align closely with the key

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features of Berk, Green and Naik's (1999) model of the endogenous relations between growth options, optimal investment actions and expected equity returns, where firm size and book-to-market

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emerge as sufficient statistics for the aggregate risk of a firm's assets-in-place. Using venture capital investments in pre-IPO U.S. biotech companies during 1992-2001, I find that equity returns between

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financing rounds (round-to-round returns) are reliably negatively related to firm size and positively related to book-to-market ratios. These results are consistent with Berk, Green and Naik's theory.

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They are less consistent with competing explanations such as financial distress, behaviorally biased investors or data snooping.

Challenges and Policy Options
How to Invest in the Healthcare

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Biotechnology & Life Sciences
Sector

Healthcare Biotechnology

The Value Relevance of
Financial Statements in the
Venture Capital Market
Business of Biotechnology

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An Introductory Guide
Development Path and Capital
Structure of Belgian
Biotechnology Firms
Companies in the dynamic
emerging growth markets
such as information

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technology, biotechnology, telecommunications and nanotechnology have long used debt financing, commonly called venture debt, to supplement venture capital equity

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investments to fund their growth. Although the hundreds of millions of dollars of financing provided annually in this market offers valuable economic fuel to these

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companies, the transactions are often consummated inefficiently and at a higher than expected cost. In this book Thomas Annino, President of Thomas Girard

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& Company and former
S.V.P. and General Manager
of GE Capital's market
leading Life Science and
Technology Finance
business, presents a
comprehensive look at the

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venture debt marketplace
for companies in all
industries. Written for
executives, CPA's,
attorneys, venture
investors and other
industry professionals,

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Venture Debt Alternatives
and Evaluation Guidelines
offers a profile of the
marketplace along with a
systematic framework for
approaching the debt
capital markets,

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increasing transaction
transparency and avoiding
common, costly mistakes.
The book includes a rich
array of useful and
practical information
including: • An Overview

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of the Financing Cycle •
Multiple “Debt Done Wrong”
Case Studies illustrating
and analyzing costly, but
avoidable, mistakes made
by emerging growth
companies - hundreds of

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thousands of dollars in
"avoidable costs." •

Analytical Tools for
calculating costs,
comparing proposals and
profiling the risks
assumed by the financing

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source which have proven useful in negotiations. • A Comparative Analysis of Common Debt Products including a chapter focusing on equipment leasing. • Multiple

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Appendices of Composite
Proposal Letters and Debt
Documents with
corresponding analysis and
negotiation tips.

The Raising Venture
Capital for Biotechnology

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Companies Collection is the definitive resource for biotech venture capital and the only reference material you will need for securing venture capital, working

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with VCs, understanding, drafting and negotiating deals or whatever your initiative might be in your partnership with venture capitalists. The collection features twelve

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books, video leadership seminars and VC software, all providing a thorough examination of every aspect of venture capital in the biotech arena. Within these 3,000+ pages

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lies a wealth of critical information that every executive of a biotech company looking to raise capital should have at their fingertips. The volumes feature a plethora

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of expert analysis and indispensable advice on negotiation points and tactics from leading partners at top venture capital firms, and many texts also include the

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insights of top attorneys in the venture capital arena from such firms as Manatt, Phelps & Phillips, Hunton & Williams, Reed Smith and many more. In addition, the collection

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includes examples of 50+ legal documents which delineate and govern venture-based transactions. The Raising Venture Capital for Biotechnology Companies is

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guaranteed to pay for
itself time and again by
providing you with the
best, proven strategies to
help you secure funding
for your biotechnology
company and expertly guide

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you through the steps that will follow. The collection includes: 1) Biotechnology Venture Capital Valuations - Leading VCs on Deal Structures, Negotiations,

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and Best Practices for
Current and Future Rounds
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Points of Venture Capital
Deal Structures,
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and Getting Deals Done; 7)
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and Evaluation Guidelines
- A Comprehensive Look at
the Venture Debt
Marketplace Along With a
Systematic Framework for

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Increasing Transaction
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8) Venture Capital Best
Practices - Leading VCs &

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that help entrepreneurs, CEOs and CFOs learn from the successes and setbacks of other companies in their sectors. Richard Shanley (New York, NY) is a partner in the Health

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This book is a state-of-the-art discussion of what has succeeded (and failed) in the design and implementation of projects and institutions to assist the poor in developing country economies. In Africa especially, far too many people

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are still living under conditions of extreme poverty. The goal of the book is twofold: (1) to identify and assess the key processes through which markets affect the livelihoods of the rural poor; and (2) to propose micro- and macro-level policies and

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innovations to address the problems of inclusion that arise. Featuring contributions from leading scholars and professionals in the field, this volume is timely to all those involved in designing innovative institutions that transfer capital and technologies to low-

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income countries facing the challenges of poverty alleviation and economic development.

We examine reverse mergers (RMs) in the biotechnology industry and find that, when compared to initial public offerings (IPOs), RMs are smaller,

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have significantly lower market valuations relative to size, and generally invest less. We also find that RMs exhibit positive abnormal returns on the announcement date and throughout the first year after the RM event. In looking at liquidity measures,

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we find that RMs tend to be less liquid than IPOs and that illiquidity is greater during the six-month lock-up period following the RM event. Thus, RMs may be an appropriate alternative financing vehicle in capital intensive, high-risk biotechnology companies

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which require accessing deeper and larger pools of investors in public capital markets across multiple milestone periods in a 'pay for progress' environment.

This practice-orientated guide provides comprehensive background knowledge

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for promoters of firms and all others involved in the sphere of biotechnology. Internationally acting professionals deal with subjects from business plan, financing/funding, site selection, patent portfolio, co-operations to long-term perspectives of

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how to prevail in the market. In a final chapter several promoters of firms report about their personal experiences. Apart from promoters of firms this book has also been written for educational organizations (universities), regulatory authorities,

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consulting firms, technology transfer centers, bio-science parks and financing/funding organizations or persons (banks, venture capital providers, other financiers). Book jacket.

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