



VENTURE VALUATION
GLOBAL VALUATION SERVICES

The Valuation Experts

Company Valuation

RESI Europe, March 2026

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www.venturevaluation.com



Overview

- **Biotech financing challenges**
- Company valuation approaches
- Conclusion

Company

SERVICES



VENTURE VALUATION
GLOBAL VALUATION SERVICES



HELLO PARTNERING
SPEED DATING FOR BUSINESS

OFFICES

HQ: Zurich with offices in Europe, North America and Asia

EMPLOYEES

40+ people in Switzerland (8) / UK & Ireland (8) / USA & Canada (3) / Malaysia (5) / India (18)

CLIENTS

Fundraising companies as well as Investors such as Novartis Venture Fund, GSK, European Investment Bank, 4SC, Arpida / Evolva, Ferring.

Biotech Associations / Governments like BioFloria, Medicon Valley, Ausbiotech, BIO Deutschland, Maryland, Montreal Invivo, etc.

Biotechgate.com



1) Business Development Database

- Licensing assets and products (90'000)
- Licensing agreements / terms (45'000)
- Financing rounds (35'000)
- Company profiles (65'000)
- Clinical trials (1m+)

2) Investors database (LSN)

3) White label solution for clusters and association

Reports

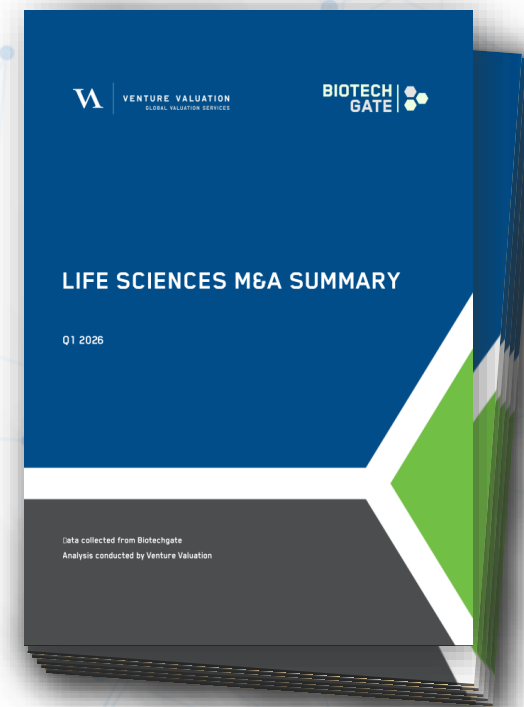
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Get additional information



VC funding rounds

Licensing deals

M&A transactions



Latest report

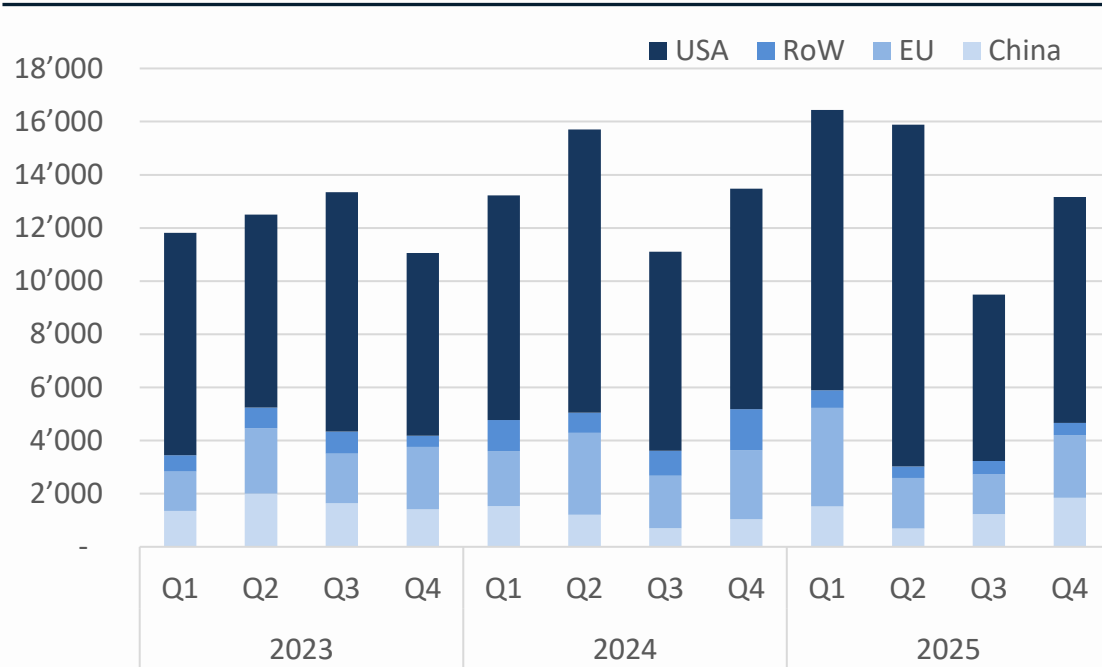
Dec 2025

Feb 2026

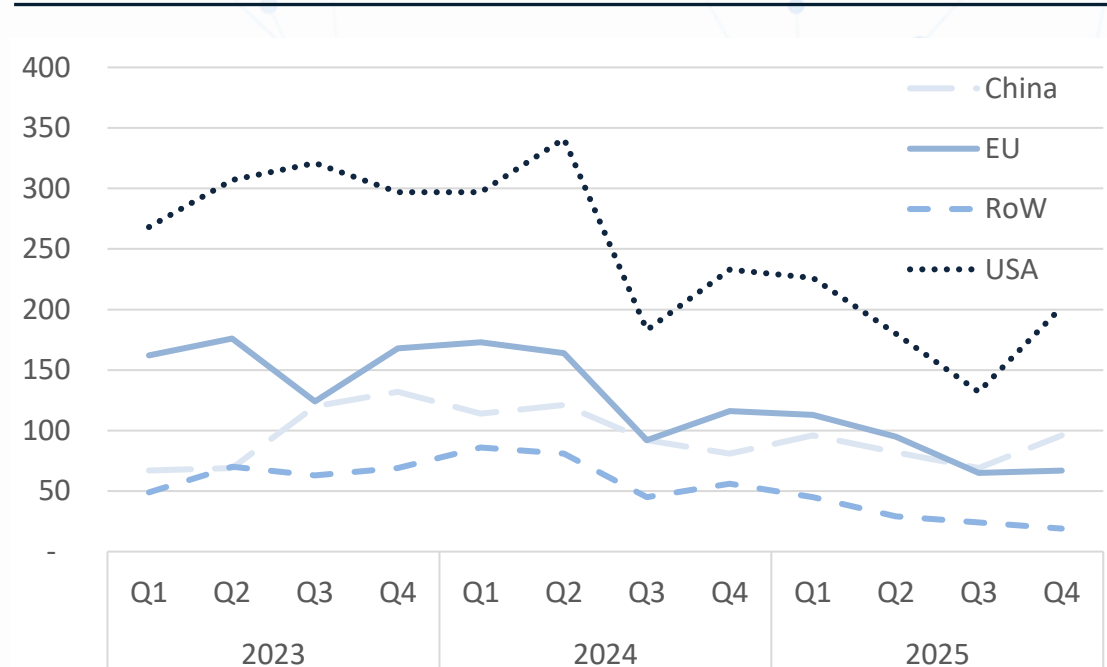
Jan 2026

Global biotech VC funding

Total amount raised, [\$m]



Number of deals



Comments:

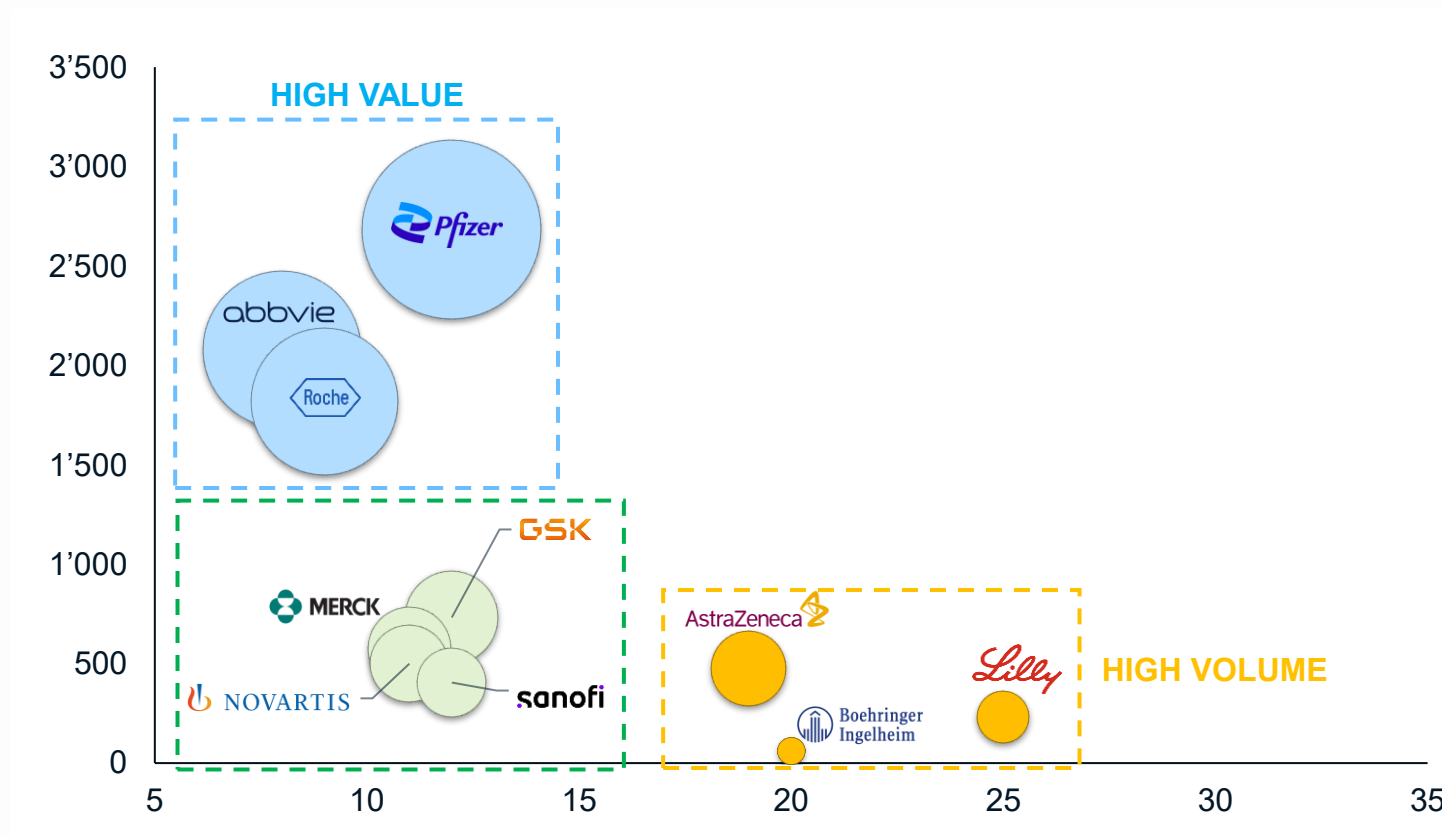
- **US-led funding surge** peaks in Q2 2025.
- **European recovery remains volatile** despite Q4 2025 rebound.
- **China with the highest amount in Q4 2025** since Q2 2023.
- Q1 2026 looked like Q4 2026, but

Source: Biotechgate Financing Report – Mar 2026 and Biotechgate.com

Top licensees strategies

Upfront Cash, \$m

Number of Deals



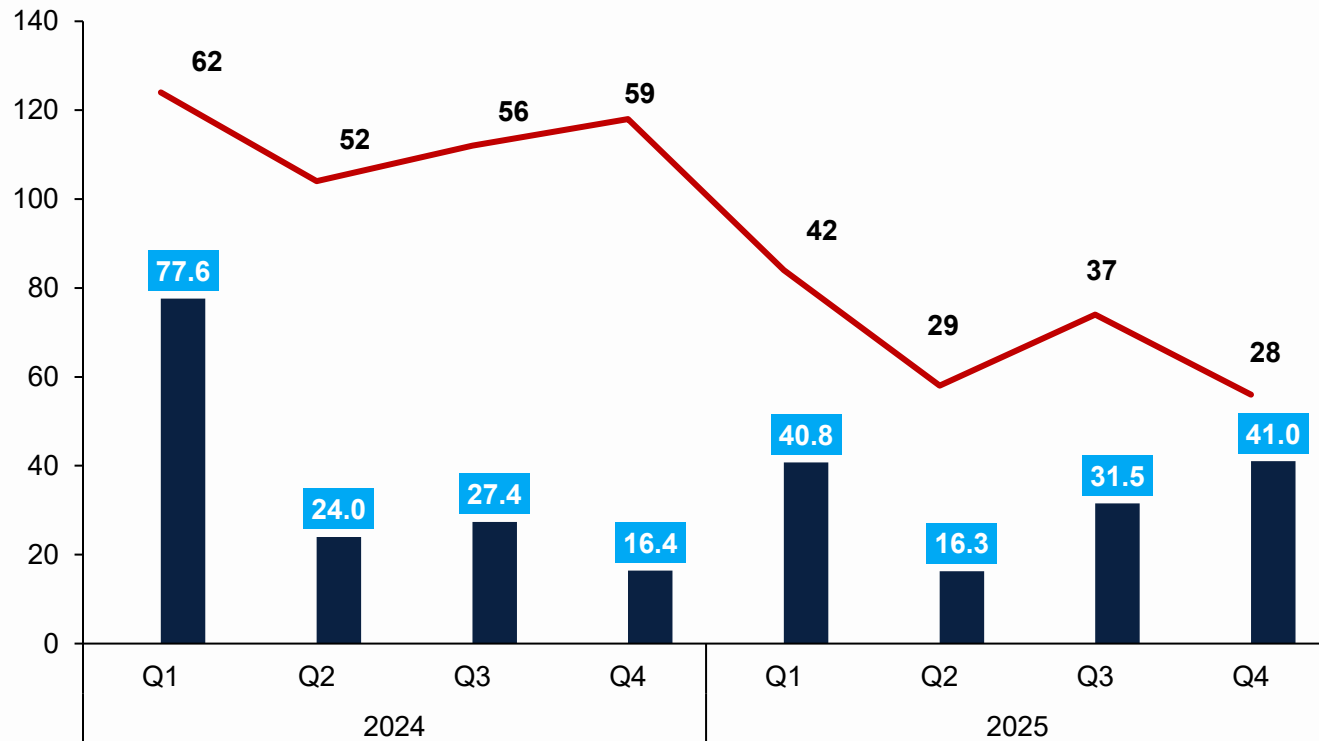
Comments

- **High-value leadership:** Pfizer, AbbVie, and Roche lead in upfront capital deployment.
- **Volume-driven expansion:** Eli Lilly and Boehringer Ingelheim focus on high deal counts.
- **Mid-tier stability:** GSK, Merck, Sanofi and Novartis maintain a balanced risk-and-growth approach.

M&A values and deals

Total Value, \$bn

Number of Deals



Comments

- **Value-led growth:** Total M&A value rose 30% in Q4 to \$41.0bn.
- **Strategic concentration:** Volume declined from 37 to 28 deals, favouring larger assets.
- **Robust annual finish:** 2025 concluded with a total deal value of \$129.6bn (2024: \$145.4bn)

Fundraising challenges

- Limited exits (IPOs)
- Pricing under pressure (drug prices, tariffs)
- Interest rates
- Investors focus on existing portfolio
- General risk adversity of market due to uncertainty

Raising money is a challenge for most companies

There are more projects than available funding



How do companies cope with fundraising challenges?

- Corporate Investors and Family Offices more important
 - Product / Project financing by VCs
 - Early out-licensing
 - Public money is very important where available
 - Fee for Service as a way of financing innovation
 - Offer, what investors are looking for
- **Go to appropriate investor / own due diligence**

Equity Finance

	Venture Capital	Corporate Investors	Family Offices	Business Angels
Size	> USD 5 m	Open	Open	< USD 2m
Company type	High risk / potential	Strategic fit, innovative	Service component, opportunistic	Seed / early stage
Total capital requirement	High	High	Medium	Low
Exit	Set 5-10 years	M&A	Long-term partner	Medium term

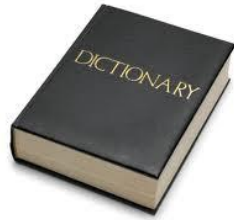
Dos for Investor preparation

- You need a Business plan
- Be specific. Substantiate statements with market data
- Summarize and properly structure financial information
- Show how much money you need; how do you spend it
- Network like crazy
- Do reference checks on the investor (previous investments)

Overview

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- **Company valuation approaches**
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Why valuation?



- **Value:** implies the inherent worth of a specific thing
- **Price:** depending on the market (supply / demand); whatever somebody is prepared to pay

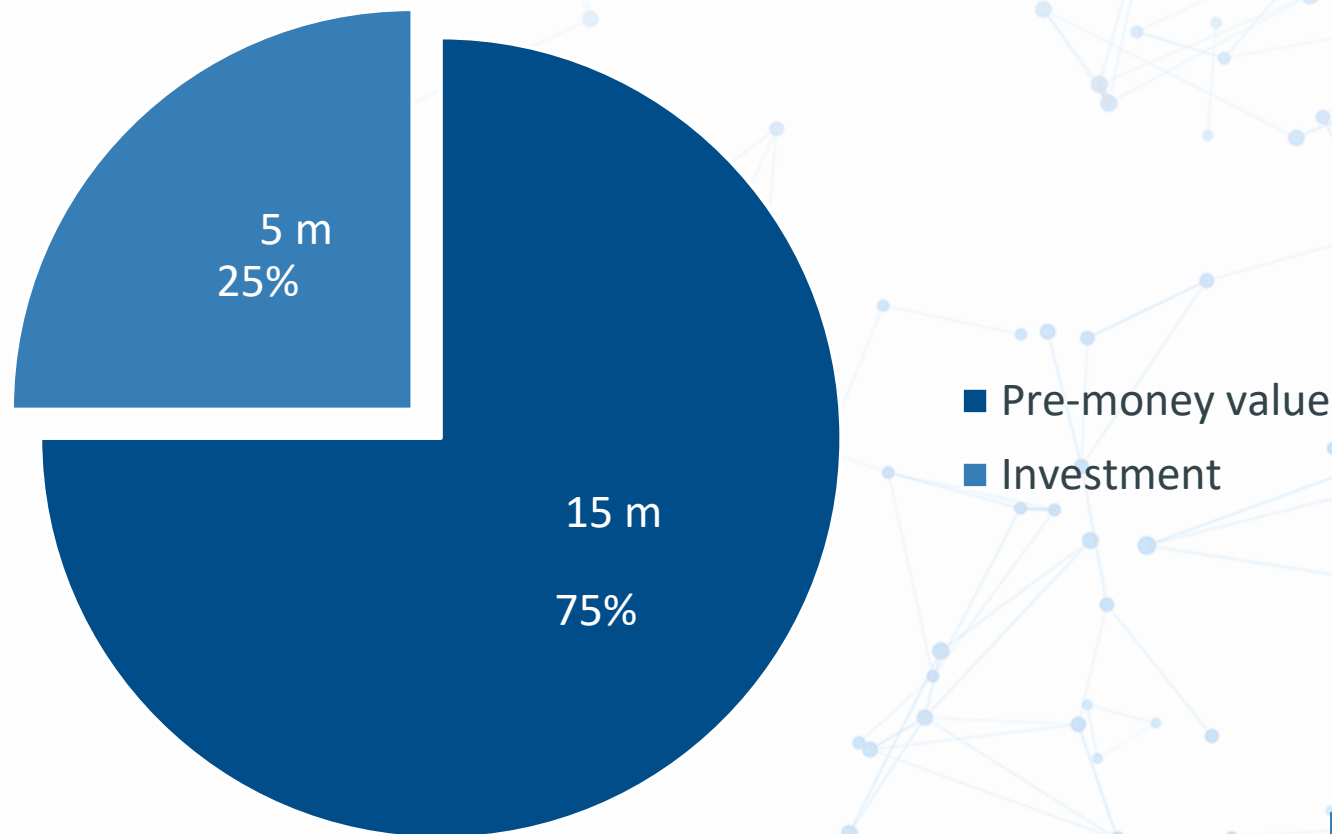
"Price is what you pay. Value is what you get."

By Warren Buffett

→ **Provide basis for negotiation, investment decision, fair share price**

Why Valuation

- Value before investment (pre -money value): USD 15 m
- Investment: USD 5 m
- Value after investment (post-money value): USD 20 m
- Share Investor:
 $5\text{ m} / 20\text{ m} = 25\%$



Life Science Valuation



- Valuation is key issue for Biotech / LS companies
- Complex technology and IP situations
- Very difficult (high uncertainties, risk)
- High potential for investors
- Long investment cycle
- Traditional valuation methods unsuited

Mind-set of Investors



- Take high risk, but expect high returns
- Pressure from investors
- Compete in capital market

	Probability of failure	Return
Government Bond (10 year)	0%	4%
Bonds	5%	7%
Blue Chip Company	10%	9%
Tech company (Nasdaq)	50%	20%
Biotechnology Company	80%	50%

Valuation Approaches



- **Operations-based methods:**

Business plan, fundamentals

- **Market-based methods:**

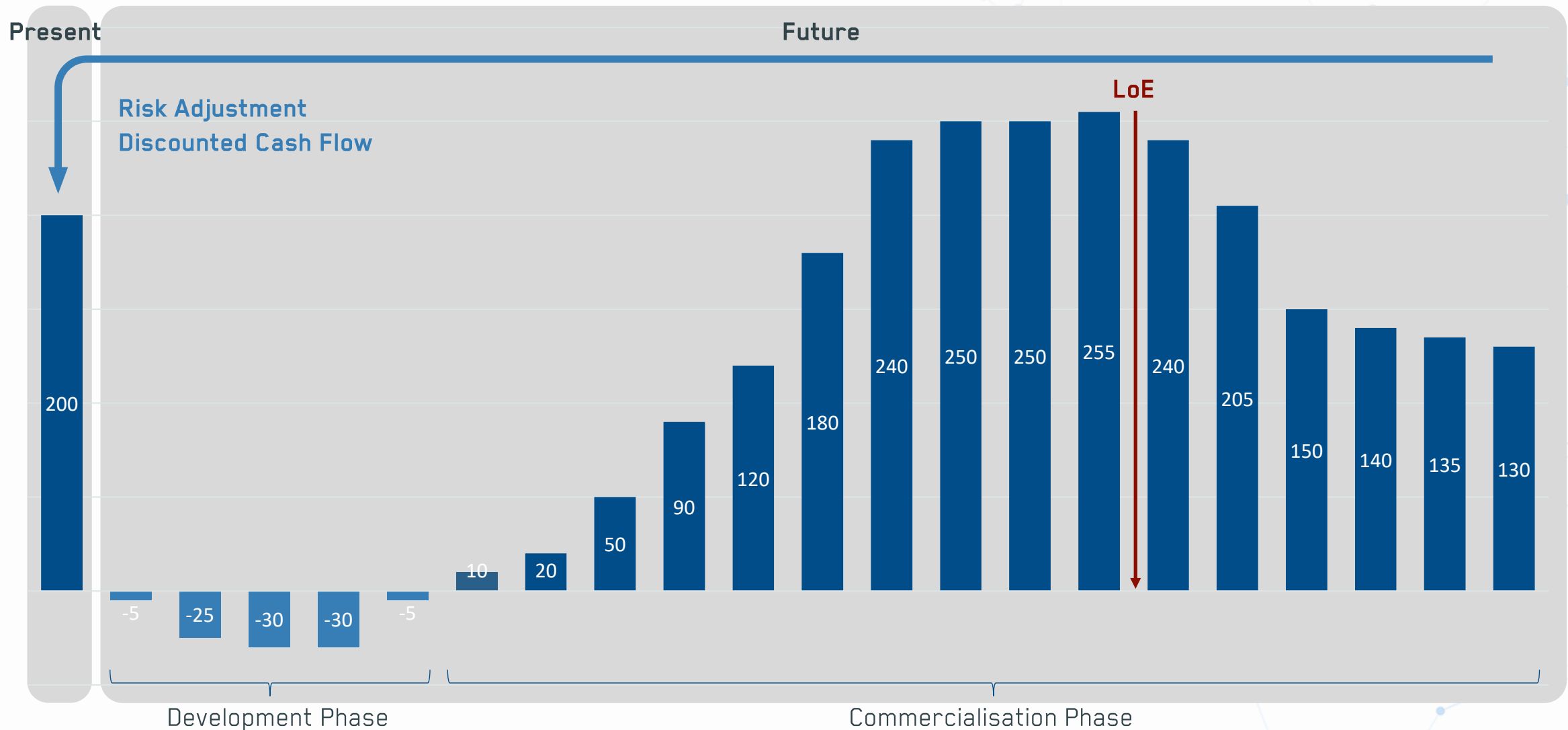
Price, trends, comparison difficulties

Discounted Cash Flow	Operations Methods
rNPV	
Real Options	
Venture Capital Method	Mixed Method
Market Comparables	Market Methods
Comparable Transactions	

There is no "right method"

Combination of different methods

Risk adjusted Net Present Value (rNPV)



5 Steps rNPV



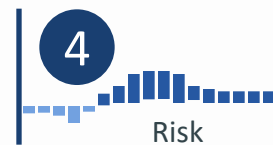
Determine Cash Flows in Development Phase



Determine Cash Flows in Market Phase



Discount with Discount rate



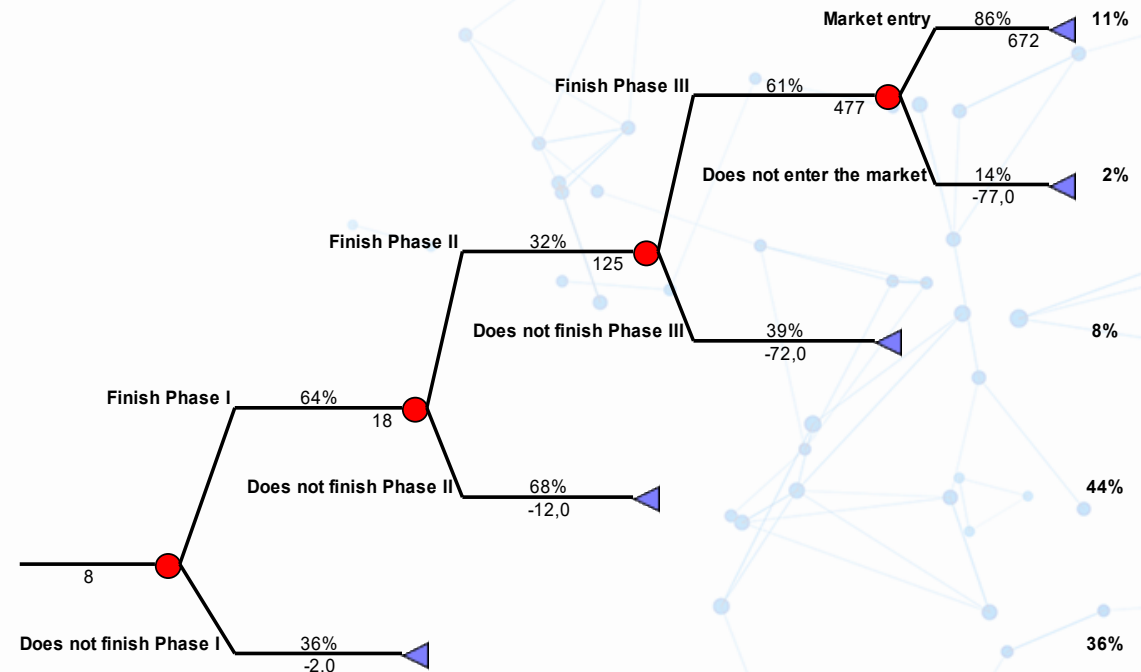
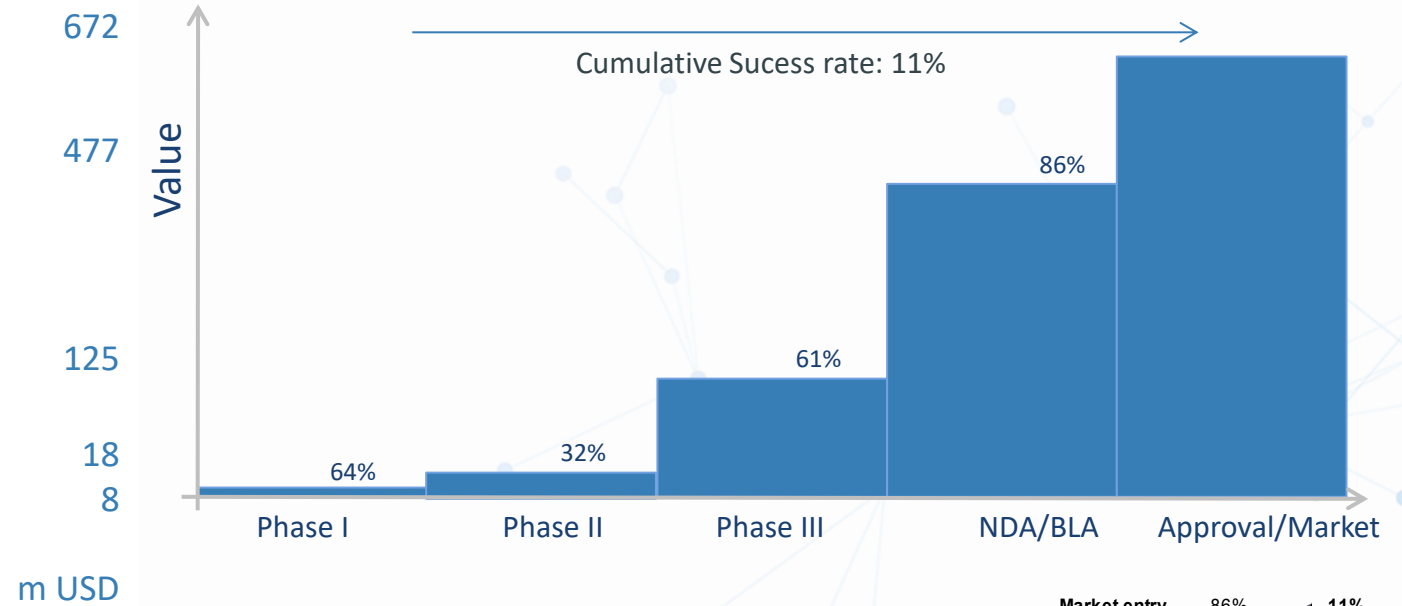
Adjust for Risk



Sum discounted cash flows

Adjustment for risk

- rNPV → risk adjustment
- Probability to reach next clinical stage
- Value today / future
- Licensing deal terms



Licensing Deal terms

- Front/ back-loading a deal can heavily influence deal structure
- Deal terms dependent on needs of both parties

In USD m	Payment of	rNPV* (or up-front)
Up-front	1 m	1 m
Finish Pre-clinical	1 m	0.44 m
Finish Phase I	1 m	70'000
Finish Phase II	1 m	17'000
Finish Phase III	1 m	8'000
Approval / Enter market	1 m	5'000
Royalties	1%	0.70 m

* Time value of money and Risk adjusted

Deal Value examples



Scynexis Inc. (USA) out-licensed Brexafemme (*infectious disease - Candidiasis*) phase III to **GSK plc** (UK) in 2023



=> **Deal value: USD 593m**

- Up-front: USD 90m
- Regulatory & Commercial milestones: USD 260m & USD 243m
- Royalties: ~ 5%-15%



ABL Bio (Korea) out-licensed ABL301 (Parkinson) pre-clinical to **Sanofi** (France) in 2022

=> **Deal value: USD 1'060m**

- Up-front: USD 75m
- Near-term regulatory milestones: USD 45m
- Other regulatory and commercial sales milestones: USD 940m
- Royalties: yes



SANOFI

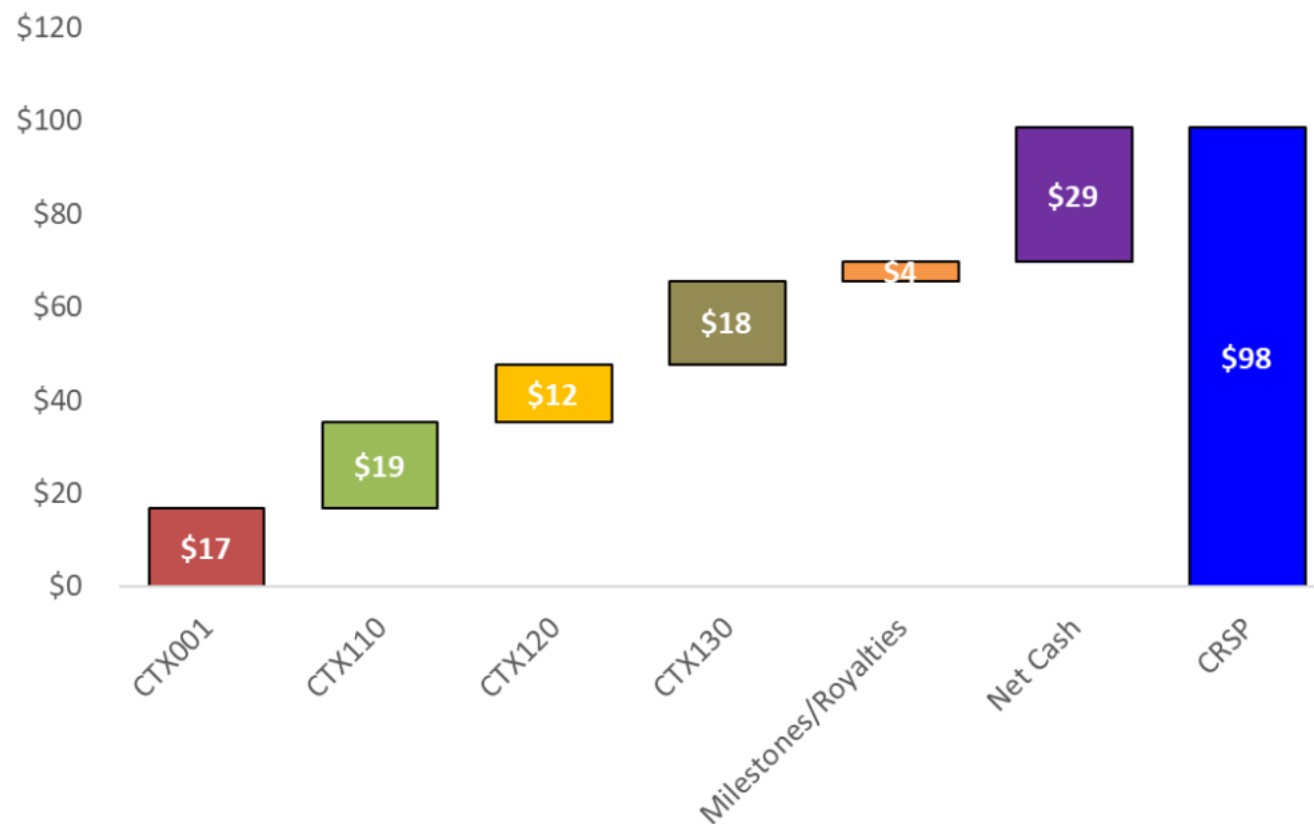
Licensing deal split

In USD	Scynexis Inc. (USA) GSK plc (UK)		ABL Bio (Korea) Sanofi (France)		
		Phase III (PoS)	1'060m	Pre-clinical (PoS)	
Deal Value**	593m		1'060m		
Up-front	90m	100%	75m	100%	
Early regulatory milestones (finish ph I)*			45m	29%	
Later regulatory milestones (finish ph III)*	260m	64%	940m	300m*	8%
Commercial milestones (first sales)*	234m	59%		640m*	4%
rNPV (risk adjusted & discounted)	226m		82m		

* Venture Valuation simplified assumptions; ** Royalties not included

Company Valuation – Sum of parts for CRISPR Therapeutics

Exhibit 9: Sum-of-the-Parts DCF Valuation



Source: BMO Capital Markets estimates

Exhibit 10: Company DCF Analysis – Base Case of \$98

Valuation		
NPV CTX001	\$1,295	\$17
NPV CTX110	\$1,427	\$19
NPV CTX120	\$952	\$12
NPV CTX130	\$1,387	\$18
NPV Other	\$309	\$4
Enterprise Value	\$5,371	\$70
<i>% TV / Total NPV</i>	<i>65%</i>	
(+) Cash & Cash Equivalents	\$2,221	\$29
(-) Debt	\$0	\$0
Implied Equity Value	\$7,592	
Diluted Shares	77.1	
Implied Fully Diluted Share Price		\$98
% Implied upside/(downside)		69%
Market Price		\$58.11
Date of Market Price		6/14/2022

Source: BMO Capital Markets estimates; FactSet

Comparable Methods

For most Biotechs you cannot use: P/E, EV/EBITDA, EV/EBIT, EV/Sales



Company Value: USD 50 m

50 employees

Ratio



- R&D expenditure
- Employees
- Money raised
- Product in development (p I, p II, p III)



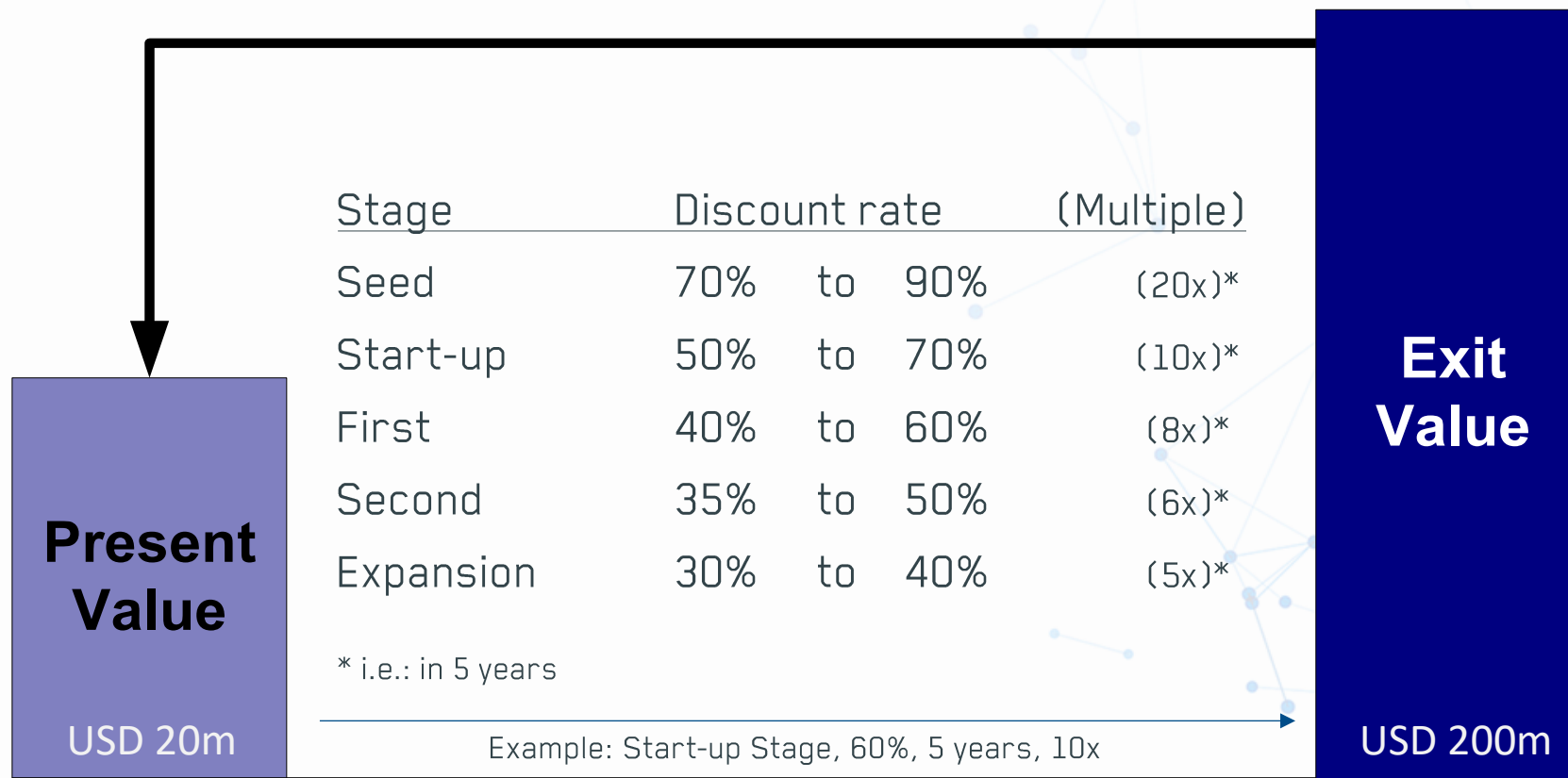
10 employees

⇒ Company Value:

USD 10 m*

* $(50/50) \times 10 \text{ m} = 10 \text{ m}$

Venture Capital Method



Present
today

Future
year 1 —————> Exit year

Overview

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- **Conclusion**

Conclusion



- Think outside the box / be creative
- Finding investor is a numbers game
- Use grants and non-dilutive funding
 - ... but keep focus
- Valuation is all about the assumptions
- Price vs. Value
- Reduce the risk to increase value

THE VALUATION EXPERTS

Thank you for listening!

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