

BORIS BOGDAN
RALPH VILLIGER

Valuation in Life Sciences

A Practical Guide

With a Foreword by Steve Burrill

Second Edition

 Springer

Valuation In Life Sciences A Practical Guide

Boris Bogdan, Ralph Villiger



Valuation In Life Sciences A Practical Guide:

Valuation in Life Sciences Boris Bogdan,Ralph Villiger,2008-03-29 This is the first complete guide to valuation in life sciences for industry professionals investors and academics Boris Bogdan and Ralph Villiger introduce the characteristics of drug and medical device development explain how to translate these into the valuation and provide valuable industry data Special emphasis is put on the practicability of the proposed methods by including many hands on examples without compromising on realistic results

Valuation in Life Sciences Boris Bogdan,Ralph Villiger,2010-04-19 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 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 will provide the user with a concise valuation manual providing transparency and practical insight for all dealing with valuation in life sciences project and portfolio managers licensing executives business developers technology transfer managers entrepreneurs investors and analysts The purpose of the book is 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 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 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 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 sciences i.e. success rates costs peak sales and timelines

Intellectual Property Valuation in Biotechnology and Pharmaceuticals ,2025-09-22 Valuing intellectual property IP in the biotechnology and pharmaceutical sectors can be a daunting task but understanding the key takeaways can simplify the process Whether you are new to IP valuation or an experienced innovation management professional the key takeaways presented will guide you through the essentials From valuation methods to market analysis and risk evaluation to collaboration strategies this publication provides the crucial points to consider to unlock the full potential of your biotechnology and pharmaceutical assets

Discounting the Future Liliana Doganova,2024-02-13 A pioneering exploration of the defining traits and contradictions of our relationship to the future through the lens of discounting Forest fires droughts and rising sea levels beg a nagging question have we lost our capacity to act on the future Liliana Doganova's book sheds new light on this anxious query It argues that our relationship to the future has been trapped in the gears of a device called discounting While its incidence remains little known discounting has long been entrenched in market and policy practices shaping the ways firms and governments look to the future and make decisions accordingly Thus a sociological account of discounting formulas has become urgent Discounting means valuing things through the flows of costs and benefits that they are likely to generate in the future with these future flows being literally discounted as they are translated in the

present How have we come to think of the future and of valuation in such terms Building on original empirical research in the historical sociology of discounting Doganova takes us to some of the sites and moments in which discounting took shape and gained momentum valuation of European forests in the eighteenth and nineteenth centuries economic theories devised in the early 1900s debates over business strategies in the postwar era investor state disputes over the nationalization of natural resources and drug development in the biopharmaceutical industry today Weaving these threads together the book pleads for an understanding of discounting as a political technology and of the future as a contested domain **Valuations of**

Early-Stage Companies and Disruptive Technologies Tiran Rothman,2020-11-27 This book will serve as a practical guide for entrepreneurs and investors advisors in constructing and understanding valuations of startups in rapidly shifting industries including the areas of drug development medical devices cyber security and renewable energy For large companies valuation is based on forecasts of free cash flow in technologically driven industries product pipelines can represent a large part of market capitalization The situation is even more critical for small companies committed to a single idea all of their value is linked to a single project Any business transaction or internal proposal to begin or terminate an R D project in which innovative projects are being valued or exchanged requires a realistic valuation of those projects Moreover different projects have very different dynamics Pharmaceuticals have very large lead times and are dependent on patents as well as out licensing agreements In contrast software develops very quickly and IP is hard to value This book will be a guide to building appropriate valuations for companies competing in rapidly shifting industries and offering products under new business models where little precedent exists taking both financial and behavioral issues into consideration **Startups**

and Gazelle Enterprises Salvatore Loprevite,Stefano Marasca,Domenico Nicolò,Marcantonio Ruisi,Claudio Teodori,2025-08-16 Policymakers and scholars have shown growing interest in startups particularly in recent years of economic crisis as nations seek to rebuild their economies and foster employment through entrepreneurship and innovation Many new businesses fail in their early stages due to insufficient access to the financial and managerial resources needed to sustain their expansion Only a few survivors experience substantial growth and contribute significantly to job creation the so called Gazelle enterprises This book delves into this evolving field of research featuring contributions from Italian scholars affiliated with the Startup Study Group of SIDREA the Italian Society of Accounting and Business Administration The authors examine the key factors that influence the success or failure of startups with a focus on identifying enterprises with a high probability of survival and growth The volume also explores related topics such as sustainability performance measurement and valuation of startups Designed to bridge theory and practice this book is a valuable resource for academics and finance professionals alike offering insights into the best practices and strategies that drive successful startups **Intellectual Property Management for Start-ups** Martin A. Bader,Sevim Süzeroğlu-Melchioris,2023-02-16 This book examines intellectual property IP as an important value driver for start ups Businesses of all sizes are inevitably confronted with intellectual

property issues at some point but start ups and their collaborators face unique challenges and opportunities in IP management Identifying generating and exploiting intellectual property can lead to sustainable competitive advantages and avoidance of risks Many start ups sense the complexity of IP management and therefore place their energy elsewhere However the clear conclusion to be drawn from this unique collection of contributions is that putting an IP management strategy in place is critical to the successful development of a business Prof Dr Martin A Bader and Prof Dr Sevim S zero lu Melchior have years of experience as consultants entrepreneurs business owners and researchers where they saw firsthand the need for a comprehensive yet practical resource for start ups and their key stakeholders This book explores different perspectives in dealing with IP from six different angles the start up s view the investor s view the corporation s view the university s view the global IP office s view and the advisor s view Each section consists of chapters written by leading experts from around the globe including Silicon Valley Canada Israel Switzerland Germany Finland France Australia Brazil India Japan Singapore and South Africa Contributors bring practical experience from a wide range of sectors such as information and communication technology software artificial intelligence machine learning cybersecurity industrial automation internet of things life sciences pharma crop science biotech medtech mining sustainability climate tech and even quantum technologies This timely publication serves as a guidebook for entrepreneurs and other key stakeholders in the start up ecosystem It empowers founders to develop their own IP management strategy to mitigate risk create and capture value and lay the groundwork for sustainable growth An essential reference for start ups to achieve business excellence This edited book volume offers valuable insights bringing together perspectives of key stakeholder groups from a wide variety of innovation ecosystems an invaluable resource Carsten Fink Chief Economist World Intellectual Property Organization Geneva A timely book for those wanting a clear overview of the issues the different players encounter in the start up ecosystem A useful resource indeed Congratulations to the editors and team Audrey Yap Managing Partner YUSARN AUDREY LLC Past President LESI Chairman Singapore Innovation Productivity Institute Singapore A must read for all innovators in the start up world It is truly a fantastic book and one I would recommend being bought and read in full Laurence Freeman Professor Adjunct CU Denver Business School Jake Jobs Center for Entrepreneurship Denver Colorado United States div

Environmental Value Transfer: Issues and Methods Ståle Navrud, Richard Ready, 2007-05-11 This volume offers a snapshot of the research that is ongoing in the area of value transfer It provides relevant input for increasing the quality of cost benefit analyses of projects with environmental and health impacts The volume includes papers by some of the most influential authors in the area and covers the latest developments in the field **The Mineral Surveyor & Valuer's Complete Guide** William Lintern, 1898 **Quarterly Index of Additions to the Milwaukee Public Library** Milwaukee Public Library, 1890 **Walford's Guide to Reference Material: Social and historical sciences, philosophy and religion** Albert John Walford, Marilyn Mullay, Priscilla Schlicke, Library Association, 1996 This new edition of Volume II last

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