

NOVASECTA SUPPORTS BIOTECH LEADERS TO MAXIMISE VALUE CREATION



Novasecta supports biotech companies to address their strategic and operational opportunities and challenges through corporate strategy development, valuation, value proposition validation and operating model optimisation.



Corporate Strategy Development

Structured analyses of value-creation opportunities to develop compelling, evidence-based corporate strategies that secure buy-in from investors.

A compelling strategy to attract investors:

- An early-stage biotech had to choose between multiple indications and partnering opportunities to advance its two pre-clinical assets
- We evaluated the commercial potential for each asset in each indication, with detailed market and pricing analysis informed by interviews with industry experts
- We developed a clear and robust strategy for prioritising current and future development and partnering efforts, which enabled the company to complete a successful fundraising round

Project Example



Valuation

Evidence-based discounted cash flow modelling and comparables analysis to deliver robust valuations of assets, platforms and companies.

A commercial valuation as the basis for increasing value:

- A new biotech CEO required management alignment on how to create greater value from their clinical assets, discovery-stage technology platform and royalty streams from a portfolio of partnered assets
- We delivered an objective corporate valuation based on a risk-adjusted discounted cash flow model and developed options for increasing the company's value
- We enabled the management team to execute a plan to realise greater value for the company

Project Example

NOVASECTA SUPPORTS BIOTECH LEADERS TO MAXIMISE VALUE CREATION



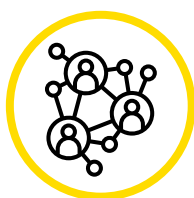
Value Proposition Validation

An outside-in view on the value of biotech companies, assets and platforms, and insight from potential partners to shape successful partnering strategies.

Project Example

Accelerated business development to drive successful partnerships:

- A biotech sought partnerships to progress its two lead assets across various indications
- We created compelling value propositions for the assets, and interviewed potential partners to explore the possibility for a deal and the potential barriers
- We delivered BD insight that informed important decisions on the partnering strategy for both assets



Operating Model Optimisation

Opportunities to optimise ways of working, drive effective decision-making, embed efficient processes and establish productive, collaborative teams.

Project Example

An evolved R&D operating model to manage a growing portfolio:

- A rapidly growing biotech required an improved R&D project operating model to advance its product portfolio
- We conducted discussions with internal stakeholders and external experts, identified the critical needs across project teams and developed tailored recommendations to evolve the R&D operating model
- We established a new operating model that provided clear direction, structure and collaboration across functions and enabled effective management of the portfolio

CONTACT US: Please contact Andrew Bell (abell@novasecta.com) or John Gregson (jgregson@novasecta.com) to learn more about these projects and Novasecta's perspective on maximising value creation in the biotech industry.