

# White paper: Collaboration of Venture Valuation and Ferring Pharmaceuticals

**Switzerland, March 2019:** Venture Valuation has been working with Ferring Pharmaceutical supporting the company with external, third-party product/ asset valuations of potential in-licensing opportunities. After Ferring had identified a specific opportunity and deemed interesting to move it forward in the internal evaluation process, Venture Valuation was mandated to review the product / opportunity from an external point of view. Venture Valuation provided Ferring with a report covering the following analysis (depending on the stage of the product):

- Product Overview
- Target Patient Population
- Product Development
- Regulatory Considerations
- Manufacturing
- Intellectual Property
- Market Overview
- Competitive Landscape
- Product Pricing

From this broad risk- and opportunity analysis, Venture Valuation provided Ferring with a detailed rNPV valuation including estimation of product sales and potential licensing deal terms (front-loaded and back-loaded). The licensing terms were supported by benchmarking deals to provide an additional comprehensive decision making tool complementing the internal analysis of the asset by Ferring.

Products reviewed range from early pre-clinical stage to phase II clinical trial stage and targeted the indications Ferring focuses on.

As a world leader in reproductive medicine Ferring are actively seeking collaborations that will advance science and medicine with the committed goal of helping people around the world build families and live better lives. Ferring are looking for collaborations within:

- Novel Fertility treatments, technologies and support services
- High quality treatments to support every stage of the reproductive cycle.
- Innovative treatments and solutions to meet unmet needs of woman and babies in pregnancy and childbirth.
- Novel treatments and solution to help women suffering from poorly managed gynecological solutions.

You can get in contact with Ferring and start collaborating on <https://www.ferring.com/en/collaborate-with-us/>

### **About Ferring Pharmaceuticals**

Ferring Pharmaceuticals is a research-driven, specialty biopharmaceutical group committed to helping people around the world build families and live better lives. Headquartered in Saint-Prex, Switzerland, Ferring is a leader in reproductive medicine and women's health, and in specialty areas within gastroenterology and urology. Ferring has been developing treatments for mothers and babies for over 50 years. Today, over one third of the company's research and development investment goes towards finding innovative and personalised healthcare solutions to help mothers and babies, from conception to birth. Founded in 1950, Ferring now employs approximately 6,500 people worldwide, has its own operating subsidiaries in nearly 60 countries and markets its products in 110 countries.

Learn more at [www.ferring.com](http://www.ferring.com), or connect with us on [Twitter](#), [Facebook](#), [Instagram](#), [LinkedIn](#) and [YouTube](#).

### **About Venture Valuation AG**

Venture Valuation specializes in independent, third-party assessment and valuation of biotechnology, pharma and med-tech companies. Services are provided in the form of independent Valuation Reports to entrepreneurs (seed to pre-IPO) and investors. Venture Valuation offers company valuations / fairness opinions for financing rounds, M&A and IPOs as well as product valuations as a basis for licensing deals. Working for investors, Venture Valuation also provides portfolio valuations. With offices in Switzerland, Ireland, UK, Canada, USA and Asia, Venture Valuation has an experienced team of scientists and business professionals with expertise in finance, biotechnology, pharmaceutical, IP and regulatory. Venture Valuation also runs the Business Development asset and deals database Biotechgate and the partnering software HelloPartnering.

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