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Valuation in Life Sciences: A Practical Guide

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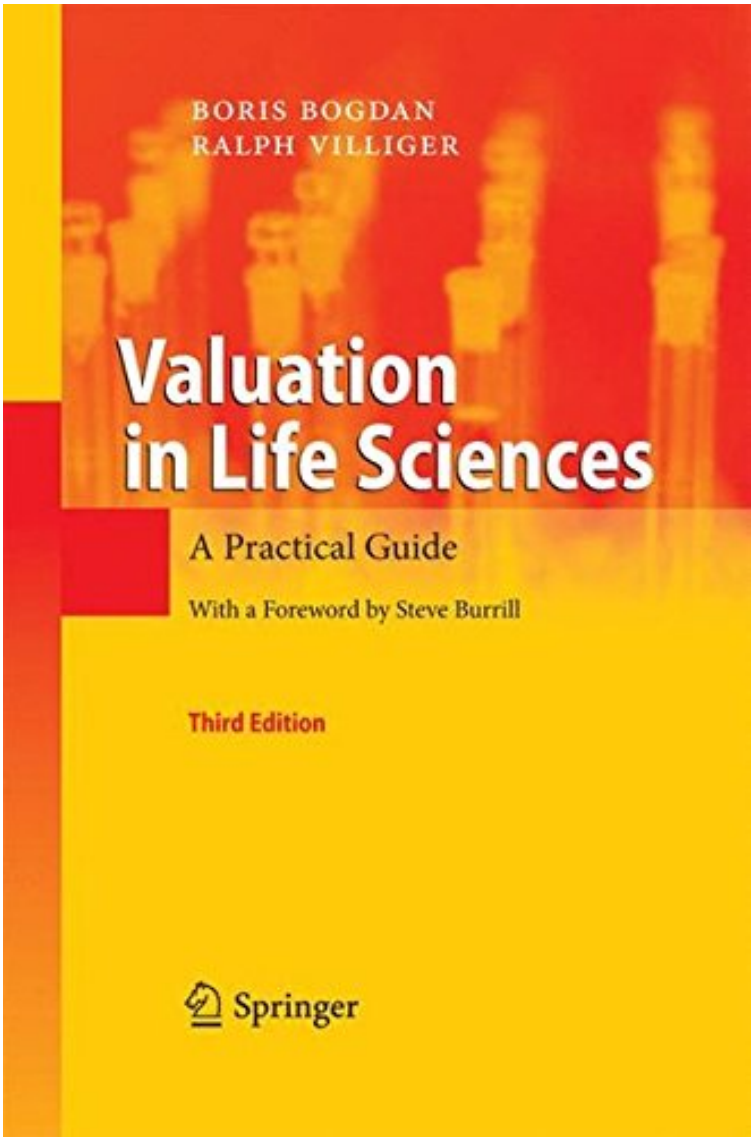

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#752014 in Books Bogdan Boris 2014-10-30 2014-10-31Original language:EnglishPDF # 1 9.25 x .87 x 6.10l, 1.19 #File Name: 3642425844370 pagesValuation in Life Sciences A Practical Guide | File size: 44.Mb

Boris Bogdan, Ralph Villiger : Valuation in Life Sciences: A Practical Guide before purchasing it in order to gage whether or not it would be worth my time, and all praised Valuation in Life Sciences: A Practical Guide:

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 val- tion 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, entrep- neurs, investors, and analysts. The purpose of the book is to explain how to apply discounted cash flow and real options valuation to life sciences p- jects, i.e. to license contracts, patents, and firms. We explain the fun- mentals 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 p- ticular 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.

From the reviews:"Valuation in Life Sciences: A Practical Guide leads readers step by step through the theory of life sciences valuation. it is an important read for biotech investors. It is the first book of its kind that combines industry data and valuation theory together with practical advice. It includes valuation techniques and tools that allow investors to pick undervalued biotech stocks." (GEN genetic engineering news, February, 2007)"Valuation in Life Sciences: A Practical Guide opens up the black box and describes, step by step, a relatively simple procedure for quantitative valuation in life sciences. The book guides the reader through the recommended procedure of quantitative valuation . This book is recommended to those who would like to acquire a profound understanding of quantitative valuation and use a simple spreadsheet approach of their own cases." (Rudolf Gygax, Nature Biotechnology, Vol. 25 (9), 2007)"This book provides some interesting examples for business development and licensing executives of where ROV may be used. For the general reader and business development executive there is a good explanation of ROV and its applications in life science . The book may also be of interest to biotechnology company business development executives and university technology transfer officers . this book is essential reading as it not only provides the mathematical theory but also the applications in different types of deals." (Roger Davies, Business Development Licensing Journal, Issue 4, 2007)From the reviews of the third edition:The content and discussion contained in Valuation in Life Sciences is excellent. The Swiss authors provide a practical guide to what mathematical tools gives meaningful valuations . Recommended for anyone planning to be involved in the development of a biotech venture. (C. Mathews, , December, 2010)The authors always keep the necessary rigour to make the book a valuable reference to professionals such as business developers, investment bankers, or analysts. it an excellent textbook for students as well. Valuation in Life Sciences addresses also the financial beginner with guided and easy-to-understand examples in Excel. I highly recommend the book to everyone in financial biotech. (, November, 2009)This book is an excellent overview of business development valuation and great for those who want to catch up on some techniques and tools. It gives an accurate picture of BD in pharma. For those in the business it remains a very valuable tool. (J. Serres, , March, 2009)From the Back CoverThis book 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. After guiding the reader through the theory of valuation, including DCF, decision trees, and real options, the authors demonstrate how to value projects, patents, licences, firms, and stocks on real-life examples, even treating complex licence and company structures. Special emphasis is put on the practicability of the proposed methods by including many hands-on examples, without compromising on realistic results. The 3rd edition of the successful work includes new studies about success rates and about drug development in the biotech industry andtheir influence on valuation.