



Strategy & Performance

Life Sciences. Market Reality. Measurable Impact.

# FROM SCIENTIFIC POTENTIAL TO INVESTMENT PERFORMANCE.

Select the right assets. Build the right leadership. Fund the right milestones. Create sustainable enterprise value.

VC / PE / FAMILY OFFICES

# FUND THE NEXT PROOF POINT. NOT THE NEXT PROMISE.

Link capital deployment to verified milestones, capital efficiency, cash runway and measurable risk reduction. Financing rounds should support the next meaningful value inflection point, not simply prolong operations.



**Capital discipline  
accelerates value creation.**

# MARKET ENTRY DOES NOT EQUAL MARKET SUCCESS.

Successful launches in Europe and the United States require evidence-based positioning, commercialization capabilities, customer intelligence, partnerships, operating readiness and disciplined execution.



**Approvals open doors.**  
**Execution creates the business.**

# TWO ASSET CLASSES. TWO RISK PROFILES. **ONE INVESTMENT DISCIPLINE.**

MedTech and Biotech have different development cycles, clinical evidence requirements, regulatory pathways and capital needs. Both require evidence-driven investment decisions.



**Different paths. Same need for  
disciplined value creation.**

# BUILD ENTERPRISE VALUE BEFORE YOU PLAN THE EXIT.

Sustainable enterprise value emerges from validated science, capable management, credible commercialization, attractive economics and strategic buyer relevance. Exit readiness should be developed early.



**Better businesses  
create better exits.**

# SCIENTIFIC EXCELLENCE IS NOT EXECUTIVE LEADERSHIP.

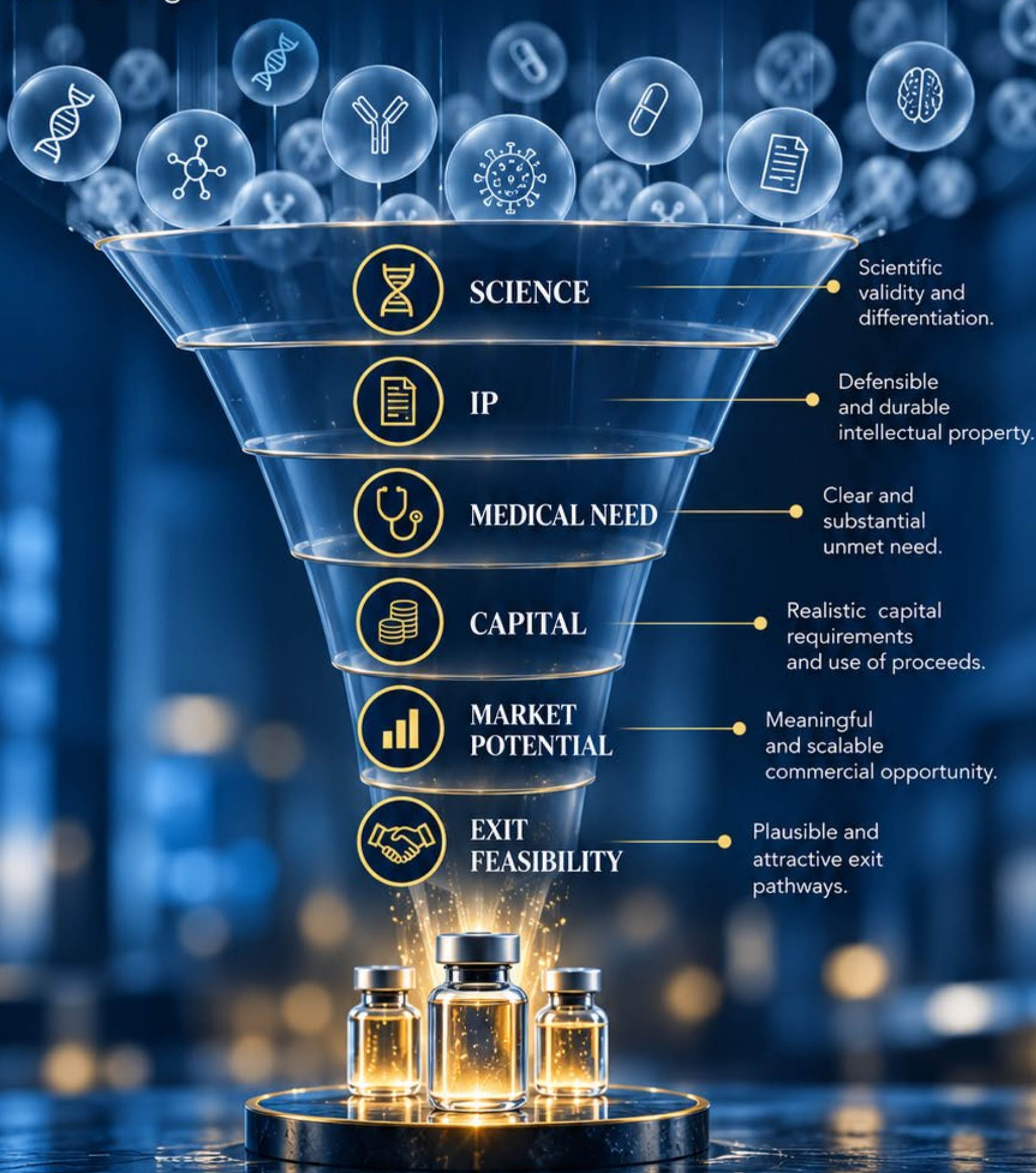
Brilliant founders do not automatically possess the leadership capabilities required to build a commercially successful business. Management assessment, governance, executive recruitment, coaching and interim leadership can become decisive value drivers.



The right science needs  
**the right leaders.**

# THE NEXT BREAKTHROUGH IS NOT ALWAYS THE BEST INVESTMENT.

Great innovation and great investments are not synonymous. Scientific plausibility, defensible IP, unmet medical need, capital requirements, market potential and exit feasibility must all align.



Hidden strengths. Hidden deal-breakers.  
**Better investment selection.**

# BEYOND THE PITCH DECK. INTO INVESTMENT REALITY.

Challenge the assumptions before committing the capital. Evaluate science, IP position, clinical evidence, regulatory feasibility, market access, economics, leadership and execution capacity.



## Execution

Evaluate operational capabilities and go-to-market readiness.



## Science

Assess the robustness, differentiation and translational potential.



## IP

Evaluate freedom to operate, patent strength and longevity.



## Leadership

Assess experience, track record and strategic alignment.



## Clinical Evidence

Validate the quality, consistency and real-world relevance.



## Economics

Model value, pricing scenarios and return potential.



## Market Access

Understand payer dynamics, reimbursement and adoption potential.



## Regulatory

Assess pathway, feasibility, timing and global complexity.



**Strategic and commercial due diligence  
for better decisions.**

# APPROVAL IS A MILESTONE. ADOPTION IS THE BUSINESS.

A development asset must navigate the correct regulatory route and establish an economically credible pathway to real-world adoption.

## Biotech / Biopharma



## MedTech / Diagnostics / Digital Health



The right pathway determines  
**both timing and value.**

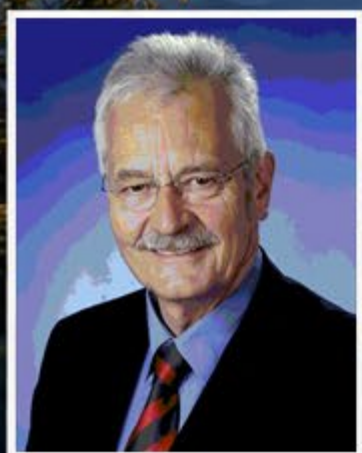


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# YOU BRING THE CAPITAL. WE HELP CREATE THE VALUE.

Scientific understanding. Strategic  
assessment. Leadership support.  
Commercial value creation.



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A CLEARER VIEW.  
A STRONGER  
TOMORROW.**