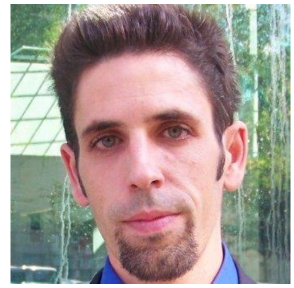
Dr. Jérôme Ehrhart, Life Sciences Investment manager at Conectus



Jérôme holds a PhD in Supramolecular chemistry from the University of Strasbourg, France. After a post-doc experience in the field of nanomedecine, in the field of drug delivery in oncology, he joined an MBA in the management of Pharma/biotech companies in Grenoble School of Management, France, where he began to work on assets valuation issues.

While working as a consultant with ESN Life sciences GmbH, in Basel (Switzerland) his responsibilities included supporting start-ups in their effort of Business development and fundraising, he then developed a simplified but very elaborated rNPV valuation Tool. Currently he is occupying a position as an investment project and licensing manager in a Technology Transfer Office (SATT CONECTUS) in Strasbourg, France.

Abstract

From your valuation to your assets, or from your assets to your valuation?

This workshop will aim at not only using a simplified & elaborated rNPV model but also at understanding various asset features which are usually underestimated for a valuation.

Indeed, asset valuation is more an art than a science. Getting the best value out of your assets is highly dependent on your capacity to comprehensively delineate your valuation assumptions. The most used approach in the healthcare is the r-NPV (risk adjusted Net Present Value). Although considered as standard, this method is far from being accessible and understandable. Most of the available rNPV templates do not include standard values (success rates, duration & clinical trial costs) & the process of finding them to be entered into the model is very cumbersome. This leaves less space for a deep thinking about the key assumptions that could positively leverage the valuation. In addition to that, available models do not consider product specific characteristics (type of compound, regulatory status, Mode of Action…).

Hence, ESN life sciences GmbH has developed a free of charge, user-friendly Excel based model that would guide the user into the task of valuation. This tool already contains various standard values as well as many parameters that could play with the value. In the end, a spreadsheet contains all graphical elements to be used within a valuation document.

So the goal of this workshop will be to get introduced to that model but also to practice on some cases. There will be interactive session & discussion around many parameters included in this model that could be considered within valuation cases.