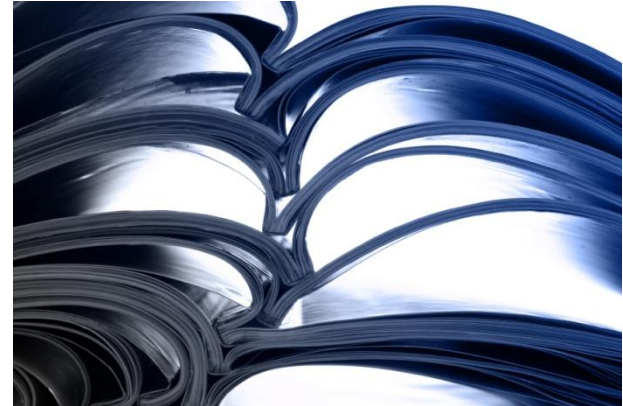


How to use
Technical Due Diligence
to assess an opportunity



What is Technical Due Diligence (TDD)?

- **Thorough assembly** of all relevant facts and their **analysis** in the commercial context
- Provides the **essential background** for decision making
but:
- Does not make predictions
- Can be used to make valuations -
but be careful



What does TDD deliver?

Clear view of the technology underpinning the product or platform and the breadth of applications:

- Nature of the technology platform
- The soundness of the technology
- Confirmation that company analysis of the data is correct
- Comparison with existing technology
- IP context
- Applications of the technology

What does TDD deliver (cont)

- Product pipeline: Stage of development
- First to market? Crowded landscape?
- Is the company is capable of meeting expectations?
- Nature and size of the market
- Regulatory environment



What does TDD involve?

Thorough assessment of:

- Technology platform
- Product pipeline
- Market analysis



1. Technology Platform

What does the technology platform **deliver** in terms of:

- **Standout** technology
- **Potential** to generate products to fill pipeline
- **Capacity** to provide contract services

Can claims concerning the technology platform be **verified**?

2. Product Pipeline

- **Lead product**
 - How close to market
 - Proof of Principle: demonstrated to date?
 - First in class?
- **Clinical trials**
 - Compliance with regulatory standards?
 - Have endpoints been met?
- **Market need:** does the product deliver a
 - Unique solution
 - Competitive advantage
 - Relative value
- **Deliverables:** how are the products
 - Manufactured?
 - Distributed to the market?



3. Market Analysis

Due diligence needs to provide an understanding of the **markets** in which the company operates, which is critical to assessing **market attractiveness, dynamics, drivers & growth opportunities**



Market Analysis (cntd)

Due diligence needs to provide an understanding of:

- Market definition
- Market size
- Historic and forecast growth rates
- Key players: market share, position
- and growth profile
- Key factors influencing competitiveness
- Key market trends and issues – current and emerging



Find out more

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