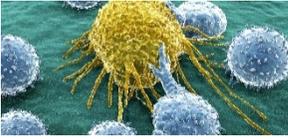


Providing Commercial Diligence for Investors



Biopharma Diligence

- Assisted a private equity firm in forecasting the sales of a large specialty pharma target's portfolio of drugs facing generic competition.
- Evaluated an opioid pain product and the potential for a follow-on anti-abuse formulation for a private equity acquisition.
- Forecasted a 5-year risk-adjusted global revenue forecast for two blockbuster biologic drugs, one in oncology and the other in age-related macular degeneration (AMD).
- Evaluated a diversified pharmaceutical company with both branded and generic products.
- Performed a diligence on a novel IV and orally administered antibiotic in late stage development for treatment of serious gram-positive bacterial infections including MRSA.
- Conducted diligence on a novel topical therapy for onychomycosis.



Medtech Diligence

- Identified and pressure-tested the key drivers of a target's revenue projections to assess the likelihood it would achieve its revenue projections in the US, 5EU and Japan
- Conducted a detailed evaluation of two targets with ophthalmic laser and ultrasound products in the US, France, Germany for a private equity client.
- Screened medical device and supply companies in the US, Japan and Europe to identify potential acquisitions that were affordable and could drive future growth.
- Evaluated the sales prospects of a relatively mature single use disposable facing competitive bidding in the near future.
- Assisted a large medtech company in evaluating whether its sales force could replace much of a target's sales force while maintaining sales growth.
- Evaluated the growth potential of a target medical device company that supplied components for image guided surgery systems.
- Conducted a vendor diligence assignment to estimate the market size and growth rate of a suite of urologist-targeted devices, leveraging extensive qualitative and quantitative research to assess key drivers and potential barriers.



Diagnostics Diligence

- Performed US and international market diligence of a neurologic and gastrointestinal diagnostic company for a private equity investor
- Assisted a private equity client in determining the outlook for a target company in the hospital point-of-care (POC) space.
- Evaluated the growth prospects of a reference lab-based cholesterol biomarker
- Worked with an investment group to assess the market outlook for a company with products in both the life science research (LSR) and clinical diagnostics markets.
- Conducted rapid and extensive research into the urinary incontinence diagnostics market.
- Forecasted the market potential for a cardiovascular diagnostic test already on the market.



Healthcare Services and HIT Diligence

- Engaged by a private equity firm to assist in the due diligence of a vein clinic business. Final deliverables included, and overview of the market, nascent market trends, and an analysis of the impact that new technologies would have.
- Investigated the attractiveness of a specific "roll-up" in medical device contract manufacturing.
- Performed due diligence work on a durable medical equipment distributor focused on cost changes.
- On behalf of a private equity client, the team conducted diligence on the use of clinical information systems in the long-term care setting and assessed the outlook for one specific target relative to competitors.
- Conducted an evaluation of an opportunity in the "eClinical" market, which included software solutions for electronic data capture, patient-reported outcomes and site management systems.