

Services

Afandin's business model focuses on providing expert, independent advice and support to its clients in three core areas:

Growth - providing advice on corporate growth strategies, such as M&A and capital raising, and assisting in due diligence.

Product development - providing strategic product development and project management advice.

Partnering - identifying in- and out-licensing opportunities and potential R&D partnerships, developing and implementing business development strategies, and deal negotiation.

How can we help?

Services for growth

Corporate strategy

Corporate strategy is an essential component of any business. In the biotech/life sciences sector it is imperative that the right corporate strategy is developed and implemented. Afandin can assist clients with a range of corporate strategy needs:

- Reviewing business plans, goals and objectives;
- Reviewing and aligning of strategic plans with corporate strategy;
- Identifying growth and strategic opportunities;
- Developing effective commercialization, funding and exit strategies;
- Positioning companies for international growth; and
- Providing independent, strategic advice at Board and senior management level

M&A

Both of Afandin's principals have had direct experience in the M&A (merger and acquisition) process in the biotech sector. Afandin can provide a comprehensive suite of services covering all aspects of M&A:

- Identifying businesses that are looking for M&A opportunities;
- Planning for mergers, acquisitions, takeovers, divestments;
- Structuring the right transaction and;
- Assisting in due diligence.

Capital raising

Afandin has strong connections to a national and international network of investors constantly looking for investment opportunities in privately-held or publicly-listed biotech/life science companies. Afandin can assist clients by:

- Ensuring the business is “investor ready”;
 - Addressing investment criteria where possible; and
 - Assisting with corporate, business strategy, business reviews, commercial strategy, strategic reviews and indicative valuations.
- Assisting with investor due diligence requirements;
- Introducing companies to sources of capital:
 - Private equity;
 - Capital markets (for e.g., during an IPO); and
 - Royalty financing.

Product development services

Strategic product development

Afandin has direct experience in taking of products through the clinical stages of development and into commercialization. Afandin can assist clients with:

- Reviewing product development strategies;
- Identifying competitor products and markets;
- Positioning products in the global competitive landscape; and
- Ensuring that product development strategies align with corporate strategy.

Project management

In simple terms, project management involves, as a first step, developing a project plan (i.e., defining project goals and objectives, specifying tasks or how goals will be achieved, what resources, budgets are required and timelines for completion). While many companies prepare project plans, they fall down in

implementation. They fail to proactively manage according to the plan and ensure that the project stays on the "critical path". Afandin can assist clients with this process by:

- Identifying and defining project goals and objectives;
- Assisting in the development of project plans; and
- Implementing and managing projects to completion.

Partnering services

Business development support, in- and out-licensing, R&D partnerships

Afandin has in-depth understanding, experience and an extensive track record in the partnering of technologies in the biotech/life sciences sector. Afandin has assisted many clients with in-and out-licensing, R&D partnerships, business development (at all levels) and deal negotiation activities. All of these activities are inter-related and much of the process is common to the spectrum partnering objectives. Afandin can assist clients with:

- Reviewing business development strategy and current approaches;
- Aligning business development goals with corporate goals;
- Prioritizing in- and out-licensing efforts, depending on the stage of development and commercial viability of the product;
- Identifying appropriate target companies for in-and out-licensing activities;
- Developing non-confidential and confidential dossiers;
- Contacting target companies and determining interest;
- Building, managing and maintaining international business development relationships;
- Developing partnering presentations;
- Sourcing product opportunities that are in line with the company's needs; and
- Deal negotiation.

Several of Afandin's engagements require that it effectively acts as an extension of the client company's senior management team, providing a business development support role or, in major engagements, leading the company's business development function.

Why select us

Afandin has the skills, experience and contact network to bring a clear and practical approach to each engagement.

Access

We are always available and happy to discuss your company's business and corporate development needs.

Flexible

We offer a flexible multidisciplinary approach in which our services and resources are tailored to meet individual client needs.

Alert

In addition to being readily available, Afandin prides itself on dealing with clients needs in a responsive, professional manner. Afandin also is proactive in identifying opportunities for its clients that go above and beyond the scope of the engagement.

Network

Afandin provides access to a strong national and international network of life science contacts, stemming from Afandin's combined 30 years plus international business experience and credibility in dealing with pharma, biotech and investment organizations.

Dedicated

Afandin is passionate and committed to supporting the life sciences sector. We aim to understand our clients' needs and leverage all of our expertise to provide a quality service which meets and exceeds clients' expectations.

Independent

Our first and only responsibility is to provide objective, impartial support to our clients.

Novel

Afandin provides a new approach and is transparent with its advice, fees and costs, providing an integrated service that is clear, concise and outcomes-focused.