

# FINANCE *for* GROWTH

## AN IN-DEPTH, FAST-PACED COURSE IN FINANCE & VALUATION IN LIFE SCIENCES & HEALTH

7 Modules in November & December 2024

### PROGRAMME COVERING:

- Financial statement analysis
- Making a convincing business case
- Financial feasibility: calculations & valuation
- Negotiating & VC deal terms
- The time value of money and capital budgeting
- Scaling up: financial requirements and best practice
- Securing an exit: the role of investment bankers

### APPLICATION DEADLINE:

22 October 2024  
Apply soon as places are limited!

### PARTICIPANT PROFILE

- Founders of biotech companies
- Tech Transfer Officers
- Investment Analysts
- Policy makers
- Consultants

### ECTS CREDITED

The course has a study load of 6 ECTS (168 hours). You will receive a certificate of attendance after completing the course.



AN INITIATIVE OF

PROMOTION PARTNER

FOR MORE INFORMATION AND REGISTRATION:

[www.hyphenprojects.nl/f4g](http://www.hyphenprojects.nl/f4g)



## EXPAND YOUR KNOWLEDGE ON FINANCE & VALUATION IN LIFE SCIENCES & HEALTH

Understanding financial concepts and business valuation is of critical importance in Life Sciences & Health. Whether you are an entrepreneur seeking funding for your start-up, a tech transfer officer, a business analyst, consultant or policy advisor who needs to thoroughly evaluate business proposals and business cases, this in-dept crash course will increase your understanding and expand your knowledge as a non-financial on financing and valuating companies in Life Sciences & Health.

This course is organised by Vrije Universiteit Amsterdam. Based upon real case studies within the Life Sciences & Health sector you will learn the ins and outs of the fundamentals of strategic financing, the theory and application of valuation and practical aspects of incorporation.

MODULE	TOPICS	TEACHERS	CONTENT
<b>Module 1. 1 November 2024</b> The basics of strategic funding: market trends and financial statement analysis	Course introduction	Linda van de Burgwal	Introduction to the Finance for Growth course
	Setting the scene for biopharma strategic funding: market trends, drivers & opportunities	Eric Claassen	Explain why the biopharma market differs from traditional markets in terms of financing
	Financial statement analysis	Marc Schauten	What to learn from financial statements? The basics of reading and interpreting balance sheets, profit and loss statements and cash flow statements
<b>Module 2. 8 November 2024</b> Financial feasibility: smart calculations, and financing of early stage ventures	Discounted cash flow analysis	Arjen Siegmann	Conducting smart calculations with a common spreadsheet tool: advanced use of Excel functions
	Non-dilutive funding	Judith Smit	How do I finance a business? Applying the dilutive and non-dilutive funding mix to finance life sciences ventures
<b>Module 3. 15 November 2024</b> Negotiating a deal: the time value of money, capital budgeting, and deal terms	Investment risk and the cost of capital	Marc Schauten Arjen Siegmann	Why the profits in pharma need to be high, or: the time value of money and capital budgeting
	Venture capital deal terms	Harm de Vries	What to look for when negotiating with venture capital? The most often used venture capital deal terms and the most overlooked clauses.
<b>Module 4. 22 November 2024</b> The impact of risk and return: cost of capital and valuation by VCs	Scenarios and real options in biotech investment	Arjen Siegmann	When it might be better to wait. Using real options in the biopharma sector.
	Valuation by VCs	Bart Bergstein	How do venture capitalists value companies before they invest? Experiences from a seasoned investor.
<b>Module 5. 29 November 2024</b> Valuating your company: valuation approach and industry specific margins	Valuation techniques for the firm	Matteo Millone	How to determine the value of a company
	How to scale-up sensibly		How to balance R&D with sales & marketing in the life sciences industry
	Industry specific costs, revenues, margins and risk profiling	Eric Claassen	How to conduct financial calculations for the Life Sciences: industry specific costs, revenues, margins and risk profiling
<b>Module 6. 6 December 2024</b> Securing an exit: valuation of M&A deals and perspectives of investment bankers	Valuing M&A deals	Matteo Millone	How much is my company worth? Applying different techniques to value companies and to evaluate whether investing in a project is financially interesting
	Valuation by investment bankers	Jan De Kerpel	How do investment bankers value companies in order to get to an exit? A real-life example.
<b>Module 7. 15 December 2024</b> Get active: understanding and applying 24 financing modalities while optimizing your company's position	Finding the right capital for your growth	Yves Prevoo	The impact of different financing modalities on the company: what worked for us?
	Financing modalities for the firm	Eric Claassen	Understanding and applying over 24 financing modalities for your firm