



# Northwick Partners

Where Strategy meets Science™

BD&L Asset Scouting Framework

# Our Asset Scouting approach is bespoke to each client with business critical fundamentals comprehensively examined and weighted according to client needs

## »»» Northwick Partners Asset Scouting Framework



### Strategic

- **Strategic/Corporate Fit:**
  - Ensure that the assets align with your company's overall business strategy, therapeutic focus, and long-term goals.
- **Commercialization and Market Potential:**
  - Assess the market potential of the asset, considering factors such as addressable patient population, unmet medical needs, competitive landscape, market trends.
- **Market Access and Payor Reimbursement:**
  - Understand the reimbursement landscape for the products in key markets and assess potential challenges & opportunities.
- **Platforms, Technology and Data:**
  - Consider the technology platforms, data assets, and digital capabilities associated with the assets.
- **Patient Access and Advocacy:**
  - Consider Patient access landscape, including potential collaborations with patient advocacy groups to maximise patient capture.
- **Exit Strategy:**
  - Define clear exit strategies, including potential divestiture options or partnerships, if the asset(s) do not meet expectations.



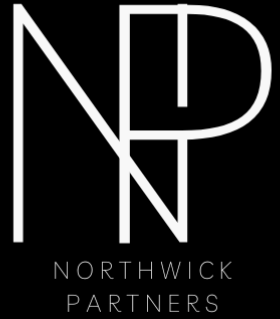
### Operational

- **Development Stage and Risk Profile:**
  - Evaluate the development stage of drugs in the pipeline, considering the level of clinical evidence, regulatory status, and associated development risks, particularly for novel modalities.
- **Operational Integration:**
  - Asses integration planning of acquired assets into your existing operations (supply chain, manufacturing..), addressing potential challenges and ensuring minimal disruption.
- **Quality and Manufacturing:**
  - Assess the quality of manufacturing facilities, adherence to Good Manufacturing Practices (GMP), and the capacity to meet demand presently, and future.
- **Personnel and Talent Retention:**
  - Consider the key personnel associated with the assets, and develop strategies to retain critical talent during and after the acquisition.
- **Financial Due Diligence:**
  - Conduct a comprehensive financial analysis, including revenue projections, cost structures, potential synergies, and any liabilities associated with the assets.



### Regulatory & Legal

- **Intellectual Property (IP) Portfolio:**
  - Analyse the intellectual property surrounding the assets, including patents, exclusivity periods, and freedom to operate.
- **Regulatory Considerations:**
  - Understand the regulatory pathways for approval, potential hurdles, and any outstanding regulatory issues or obligations.
- **Compliance and Legal Considerations:**
  - Evaluate compliance with applicable laws and regulations, potential legal liabilities, and any ongoing or potential litigations.
- **Due Diligence on Partners and Suppliers:**
  - If acquiring another company, assess the quality and relationships of their key partners (e.g., API suppliers) and collaborators (e.g., Academic / NGO)



**Dr Sami Jaffar, Ph.D.**

Managing Partner

[sami.jaffar@northwickpartners.com](mailto:sami.jaffar@northwickpartners.com)

+44 7985 743 343