



CASE STUDY

Profiling Potential Target Companies to Track Opportunities for a Healthcare Investor





OBJECTIVE AND SCOPE

The client, a UK-based investor, specialising in the healthcare and life sciences sector, was looking to create and maintain database of potential target companies and partners. It sought Benori's support to:

- Review and augment information on existing target companies
- Review and augment information on service providers, including individual industry experts, professional advisors, lenders, LPs and GPs
- Update the database on a regular basis





APPROACH



Our approach was to consolidate the lists of contacts and leads, categorising them to identify information gaps. We then conducted secondary research through company websites, reports, and third-party databases to track, verify, and augment client data requirements. The collated data was prepared to help track and profile potential partners, suppliers, and competitors.



METHODOLOGY



**Secondary
Research**



**Primary
Research**



**Data
Modelling**





IMPACT

The research helped the client in:

- Developing a detailed client database and classifying its portfolio to identify sector-relevant clients
- Implementing a one-stop platform to search for any potential company or contact across all service lines



SAMPLE OUTPUT

Database of Companies

DealID	Company Name	Type	Sub-Type	Business Description	Owner	Website	City	State/County	Country	EBTDA (M)	HQ Address	Sub-Sector	Last Company Financial	Last Ctr
955993	XYZ LLC Ltd.	Capital Provider	Venture Capital	-	-	-	-	-	-	-	-	-	-	-
955994	XYZ LLC Ltd.	Operating Company	Private - PE	-	-	-	Stockholm	Stockholm	Sweden	-	-	MedTech	-	-
955995	XYZ LLC Ltd.	Capital Provider	Venture Capital	-	-	-	Wilmington	Delaware	United States	-	-	-	-	-
955996	XYZ LLC Ltd.	Operating Company	Public	-	-	-	Berlin	Brandenburg	Germany	-	-	Advisory and Data	Actual	9/31/2023
955997	XYZ LLC Ltd.	Capital Provider	Venture Capital	-	-	-	Manchester	England	United Kingdom	-	-	-	-	-
955998	XYZ LLC Ltd.	Operating Company	Private - PE	-	-	-	Valencia	-	Spain	-	-	Providers	-	-
955999	XYZ LLC Ltd.	Service Provider	Executive Search Firm	-	-	-	London	England	United Kingdom	-	-	Advisory and Data	-	-
956000	XYZ LLC Ltd.	LP	Person Fund	-	-	-	London	England	United Kingdom	-	-	-	-	-
956001	XYZ LLC Ltd.	Service Provider	Business Broker	-	-	-	London	England	United Kingdom	1,550	-	Advisory and Data	Actual	5/8/2023
956002	XYZ LLC Ltd.	Operating Company	Private - Other	-	-	-	New Providence	New Jersey	United States	-	-	Biopharma	-	-
956003	XYZ LLC Ltd.	Operating Company	Private - Other	-	-	-	Buckinghamham	England	United Kingdom	-	-	Advisory and Data	-	-
956004	XYZ LLC Ltd.	Operating Company	Private - Founder	-	-	-	Boston	Massachusetts	United States	-	-	HealthTech	-	-
956005	XYZ LLC Ltd.	Operating Company	Private - Founder	-	-	-	Shanghai	-	China	-	-	Biopharma	-	-
956006	XYZ LLC Ltd.	Operating Company	Private - Other	-	-	-	Ann Arbor	Michigan	United States	-	-	Biopharma	-	-
956007	XYZ LLC Ltd.	Operating Company	Private - Other	-	-	-	Franklin	Tennessee	United States	-	-	HealthTech	-	-
956008	XYZ LLC Ltd.	Operating Company	Private - PE	-	-	-	Stockholm	-	Sweden	-	-	Biopharma	-	-
956009	XYZ LLC Ltd.	Operating Company	Business Unit	-	-	-	Paris	Île-de-France	France	-	-	Life Science Tools / Diagnostics	-	-
956010	XYZ LLC Ltd.	Operating Company	Business Unit	-	-	-	Köln	Germany	Germany	-	-	Biopharma	Actual	12/31/2023
956011	XYZ LLC Ltd.	Operating Company	Private - Other	-	-	-	Hanover	Vermont	United States	-	-	MedTech	-	-
956012	XYZ LLC Ltd.	Operating Company	Private - PE	-	-	-	Leicestershire	United Kingdom	-	-	-	Providers	-	-
956013	XYZ LLC Ltd.	Operating Company	Private - PE	-	-	-	Milan	Lombardy	Italy	-	-	Biopharma	-	-
956014	XYZ LLC Ltd.	Operating Company	Business Unit	-	-	-	London	England	United Kingdom	-	-	Advisory and Data	-	-
956015	XYZ LLC Ltd.	Capital Provider	Lender - Private Credit	-	-	-	London	England	United Kingdom	-	-	-	Actual	9/30/2022
956016	XYZ LLC Ltd.	Operating Company	Private - Founder	-	-	-	Madrid	-	Spain	-	-	MedTech	-	-
956017	XYZ LLC Ltd.	Operating Company	Private - Other	-	-	-	Berlin	-	Germany	-	-	Biopharma	-	-
956018	XYZ LLC Ltd.	Operating Company	Private - Other	-	-	-	Aliso Viejo	California	United States	-	-	Providers	-	-
956019	XYZ LLC Ltd.	Operating Company	Private - PE	-	-	-	Augsburg	Bavaria	Germany	-	-	Providers	-	-
956020	XYZ LLC Ltd.	Operating Company	Private - Founder	-	-	-	Evry	-	France	-	-	Biopharma	-	-
956021	XYZ LLC Ltd.	Operating Company	Private - Founder	-	-	-	Havertown	Pennsylvania	United States	-	-	Biopharma	-	-
956022	XYZ LLC Ltd.	Operating Company	Private - Other	-	-	-	Geneva	-	Switzerland	-	-	Biopharma	-	-
956023	XYZ LLC Ltd.	Operating Company	Private - PE	-	-	-	Deft	-	Netherlands	-	-	MedTech	-	-
956024	XYZ LLC Ltd.	Operating Company	Private - Other	-	-	-	Melbourne	Florida	United States	-	-	Biopharma	-	-
956025	XYZ LLC Ltd.	Capital Provider	Private Equity	-	-	-	Avonlea	Florida	United States	-	-	-	-	-
956026	XYZ LLC Ltd.	Operating Company	Public	-	-	-	Manchester	England	United Kingdom	-	-	Life Science Tools / Diagnostics	Actual	6/30/2023
956027	XYZ LLC Ltd.	Operating Company	Private - Other	-	-	-	Union County	New Jersey	United States	-	-	Biopharma	-	-
956028	XYZ LLC Ltd.	Capital Provider	Private Equity	-	-	-	Brussels	Brussels-Capital Region	Belgium	-	-	-	-	-
956029	XYZ LLC Ltd.	Service Provider	Investment Bank	-	-	-	New York	New York	United States	-	-	Advisory and Data	-	-
956030	XYZ LLC Ltd.	Service Provider	Consulting Firm	-	-	-	Dubai	United Arab Emirates	-	-	-	Advisory and Data	-	-
956031	XYZ LLC Ltd.	Service Provider	Investment Bank	-	-	-	Los Angeles	California	United States	-	-	Advisory and Data	-	-

Service Providers

Sl. No	DealID	Full Name	Address	Address Type (Individual/HQ)	Company	Contact Type	Job Title	Email	Bus
<div style="display: flex; justify-content: space-between;"> Total Contacts: 466 <div style="border: 1px solid black; padding: 2px;"> Color Coding </div> <div style="border: 1px solid black; padding: 2px;"> New Changes vs Export Data Contact's current/prior company has no connection with Healthcare sector </div> </div>									
121	7857890	XYZ BALMAN	-	Individual Office Address	Health Advances	Consultant	Partner	-	-
122	7857891	XYZ BALMAN	-	Individual Office Address	BC Partners	Private Equity	Partner	-	444
123	7857891	XYZ BALMAN	-	Individual Office Address	Tertanus Group	Consultant	Board Member	-	-
124	7857891	XYZ BALMAN	-	Individual Office Address	Houlihan Lokey	Investment Banker	Managing Director	-	413
125	8794021	XYZ BALMAN	-	Individual Office Address	McKinsey & Company	Consultant	Partner	-	-
126	7857889	XYZ BALMAN	-	Individual Office Address	Meredi KGA	Consultant	Head Global Health, Bioethics and Digital Ethics	-	489
127	7857889	XYZ BALMAN	-	HQ	AION Labs	Management	Member Board Of Directors	-	-
128	7857889	XYZ BALMAN	-	HQ	HUYA Bioscience International	Management	President, CEO & Executive Chair	-	-
129	7857889	XYZ BALMAN	-	HQ	OES Europe	Investment Banker	Managing Partner	-	-
130	7857890	XYZ BALMAN	-	Individual Office Address	Citi	Investment Banker	Director	-	412
131	7857891	XYZ BALMAN	-	Individual Office Address	NEPC, LLC	Consultant	Senior Investment Director	-	444
132	7857891	XYZ BALMAN	-	Individual Office Address	Reis Partners LLP	Consultant	Founding Partner	-	444
133	7857892	XYZ BALMAN	-	Individual Office Address	Rothschild	Investment Banker	Partner	-	444
134	7857892	XYZ BALMAN	-	Individual Office Address	Quintet Sciences	-	Chief Scientific Officer	-	-
135	7857893	XYZ BALMAN	-	Individual Office Address	Mose	Attorney	Senior Attorney	-	413
136	7857893	XYZ BALMAN	-	Individual Office Address	Rothschild	Investment Banker	Partner	-	444
137	7857894	XYZ BALMAN	-	Individual Office Address	Rothschild	Investment Banker	Managing Director	-	444
138	7857894	XYZ BALMAN	-	Individual Office Address	Saffrona Partners	Venture Capital	Partner	-	444
139	7857894	XYZ BALMAN	-	Individual Office Address	Stirling Pharma Solutions	-	CEO	-	444

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