

CASE STUDY



Supporting an Investment Advisory Firm in Exploring Strategic Options



• OBJECTIVE AND SCOPE

The client, a boutique investment advisory firm, wanted Benori to assess and suggest strategic options to enhance the value creation of a global healthcare company. The engagement involved:

- Reviewing the company's unique products in blood vessel and cancer treatment
- Identifying market opportunities through analyzing product approvals and international expansion
- Understanding who might want to invest or buy the business
- Exploring whether changing the company's product line or funding approach could support future growth





● APPROACH

We conducted a comprehensive assessment using deep sector expertise and financial insight:

- Mapped product pipelines, approval timelines, and addressable markets
- Benchmarked competitive differentiation and commercialization potential
- Modeled valuation scenarios including sum-of-the-parts and LBO framework



● METHODOLOGY



Secondary
Research



Primary
Research



Data
Modeling



● IMPACT

The research supported the client in:

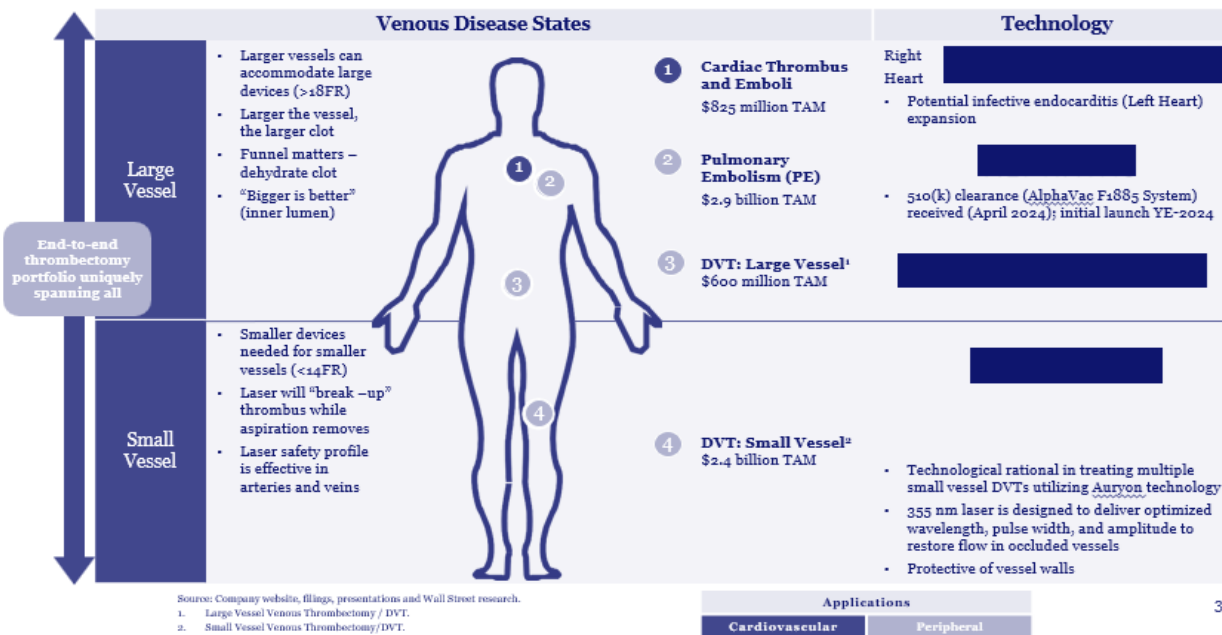
- Gaining clarity on the company's value proposition and strategic differentiation
- Enhancing strategic decision-making by assessing the company's potential value under different scenarios
- Preparing to engage with potential buyers or investors



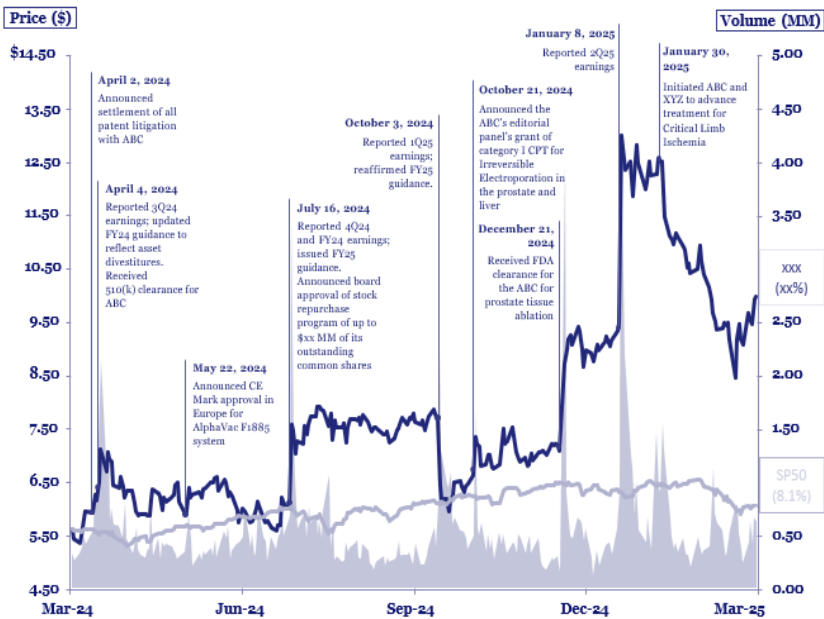


SAMPLE OUTPUT

Areas of Differentiation Where Technology is Superior



LTM Share Price Performance



Share Price (03/21/2025) \$xx

52-Week High \$xx

% of 52-Wk High x%

Fully Diluted Shares (mm)¹ xx

Market Value \$xxx

Plus: Debt -

Proceeds from recent divestitures used to retire all existing debt

Less: Cash (\$xx)

Enterprise Value \$xxx

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