

# **ESBATech AG Case Study:**

## **Positioning for M&A**

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## ESBATEch AG: Positioning for M&A

### ➤ **Objective**

- Secure U.S. co-lead venture investor, leading to M&A

### ➤ **Investor/public relations/corporate development**

- Development of key messaging around company's core technology platform in antibody fragments, including therapeutic indications, preclinical and clinical results
- Target key audiences to build compelling story around company's lead asset in ophthalmology
- Representation in U.S. for outreach to venture investors, media and corporate partners
- Writing, editing and producing of corporate and product materials
- Secure media and industry analyst opportunities

### ➤ **ROI/results**

- Completed \$40M U.S. round with U.S. co-lead investor (Claus Ventures); spin out of small molecule business into Oncalis AG
- Formulation partner signed for eye drop delivery system
- Position preclinical and early clinical results at key ophthalmology and OA meetings
- **Successful acquisition of ophthalmology assets (up to \$525M) to Alcon (9.14.09)**