

# Critical Guidance and Connections for a Private Equity Firm Considering Acquisition of a Radiopharmaceuticals Company



A major private equity firm based in New York City, was considering a large investment in a multi-national corporation that is a major player in the development, manufacture, and supply of radiopharmaceutical products used in the diagnosis and treatment of cancer and other diseases.

To properly evaluate the opportunity, the private equity firm needed to find consultants who could advise it on the strength and future potential of corporation operating in the radiopharmaceuticals space.

The firm had considered a number of consultants, but did not find the experience and expertise it was looking for until it discovered TBG.

## The Challenge for TBG

The task that TBG was asked to take on was multifaceted, complex, and high pressure.

- The project would require expertise in radiopharmaceuticals, regulatory affairs, and due diligence
- At stake was a potential deal valued at several hundred million dollars.
- TBG would need to deliver within weeks
- The client firm was using renowned, world-class resources for other facets of the exercise and TBG would need to demonstrate that it, too, was world class.

## The Details

- The client: A major private equity firm based in New York City
- The client's question: Should it move forward with a potential acquisition of a multi-national radiopharmaceuticals company?
- The task for TBG: Investigate, analyze, and report on the strength and future potential of the radiopharmaceuticals company
- Duration of the assignment: 6 weeks

## The TBG Solution

TBG's integrated, multi-discipline, concierge-style health sciences consulting team would be broadly engaged. TBG experts in radiopharmaceuticals, regulatory affairs, and due diligence would all be at the table. In addition to executing on their individual aspects of the assignment, they would connect and collaborate daily in working toward a comprehensive assessment.

Part of the due diligence assignment included the need to understand the potential for competitive radiopharmaceutical products in the market place. To address this, TBG sister company Bracken Data was engaged to take a critical look at relevant clinical trial activity, project future NDAs, and forecast future activity in radiopharmaceuticals.

Finally, TBG Managing Partner Colin Miller would introduce the client firm's team to eight key opinion leaders in radiopharmaceuticals and facilitate the key conversations that followed.

## TBG Services and Deliverables:

- Analysis, insight, and guidance from a Regulatory perspective
- Insight and guidance regarding science, technology, and products
- Fast-tracked connections to KOLs in radiopharmaceuticals
- Facilitating and leading conversations between the client and KOLs
- An exhaustive competitive report on 6 different radiopharmaceutical products, including insights on the cost/benefit of each.

## The Results

Thanks to the reports and insights provided by TBG — in addition to the meetings with key opinion leaders that TBG facilitated — the client team had the benefit of all relevant information and insights regarding the strength and promise of the deal it was considering and acted with confidence.

Furthermore, the firm has expressed interest in working with TBG on future projects.

## The Takeaway

Whether you are managing complex, high-pressure, high-value projects on a global stage or something more modest, you can trust the team at TBG to vigorously attack your challenge with a multi-faceted yet integrated approach that allows you to thoroughly understand the opportunities and threats in front of you, and move forward with confidence.

