

Investment Management

Innovative services for Investors



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ICM Advisors is a highly specialized firm

Valuation
& Technology
Finance

Equity Research
&
Competitive
Intelligence

Innovation
& Technology
transfer

IP
Value Management

ESTABLISHED IN GENEVA in 2002 – 16 YEARS OF OPERATIONS

MISSION

Support Investors and Companies in **extracting economic and financial value from technology, brands and investments** with innovative services, industrial and financial solutions

POSITIONING

- unique skills and experiences (Finance, Industry, Technology, IP)
- highly specialized & innovative industrial professional services portfolio
- roots in Industrial, Research & Innovation leading countries and cities

TRACK RECORD over 700 projects (Large Group, Mid-Corporation, SME, Start-up, Private-Public R&D, Industrial Clusters, Banking and Investors)

ICM Practices & Services

VALUATION & STRATEGY

- Strategic and financial valuation of:
 - Tech-Businesses
 - Brand
 - Technology
 - Patent
 - Know-how
 - In-process R&D
 - Start-up
- Asset value development strategy

TECHNOLOGY FINANCE & MONETIZATION

- Tech & IP Strategic due diligence for investors
- Dismissal
- Aggregation valuation
- IP Asset Monetization
- Tech Financing solutions
- M&A Mid-corporate and SME tech-driven
 - M&A target/scouting
 - Due diligence
 - M&A deal support
 - Post-integration

IP VALUE MANAGEMENT

- Tech& IP Portfolio Assessment and Valuation
- IP Strategy
- Patent Portfolio optimization
- IP Operations
- IP Performance Measurement (IP KPI)
- IP Risk Management
- Licensing

INNOVATION & TECHNOLOGY TRANSFER

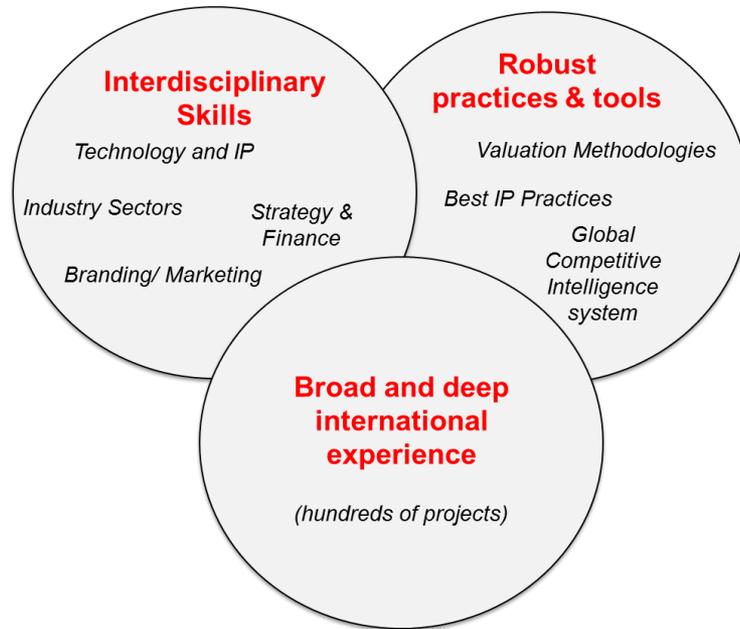
- IRM® (Innovation Relationship Management) Application Platform of best practices, processes and infobases
- Competitive Market & Technology Intelligence
- Technology & IP Management
- Collaborative R&D Management
- Technology transfer management

EQUITY RESEARCH & COMPETITIVE INTELLIGENCE

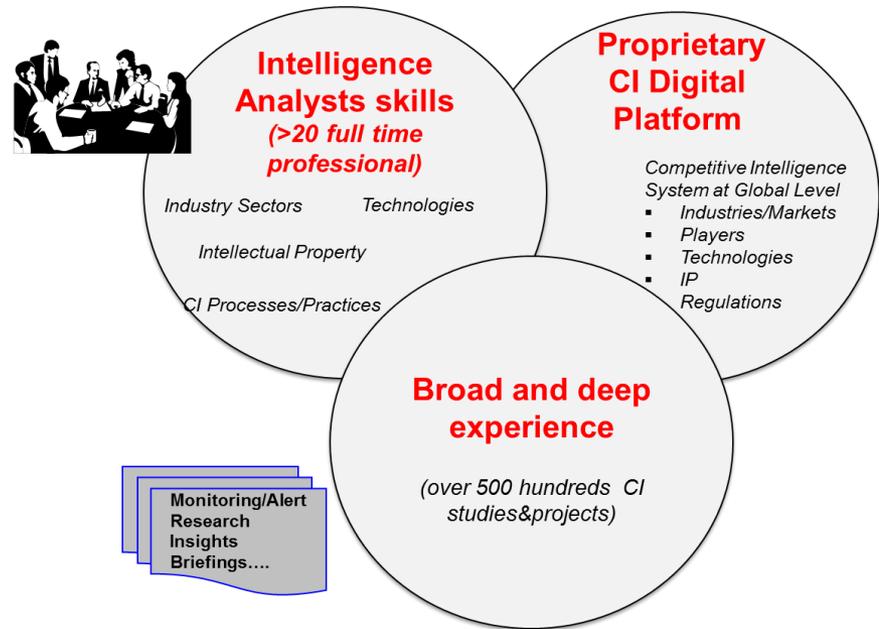
- Distinctive Technology Equity Research & Insights
- Global integrated intelligence of markets, competitors, technology and IP
- Advanced on-line competitive intelligence services:
- Monitoring, briefings, analysis, research, scouting, insights

Unique advisory skills mix and intelligence capabilities

ADVISORY



EQUITY RESEARCH & INTELLIGENCE



ASSETS

- **Skills Mix** – Advisors, Analysts, Industrial Experts
- **Tools** – Robust Methodologies, Best Practices and Advanced Global Competitive Market and Technology Intelligence Systems
- **Experiences** – over 400 hundreds projects since the foundation

INNOVATIVE SERVICE DELIVERY TECHNOLOGIES

- IRM™ (Innovation Relationship Management) Platform – Web-based application environment for Competitive Intelligence, Technology Transfer, Technology/IP Management and Collaborative R&D

Extensive industrial and technology know-how



CLIENT PORTFOLIO

Aerospace	Green Buildings	Pharmaceuticals
Automotive	ICT	Private Equity
Biochips	Life Science	Public & Private Research
Chemistry	Luxury Goods & Services	Secondary Batteries
Cleantech	Materials	Semiconductors
Consumer Goods	Mechatronics	Smart Grid
Electronics	Media/Digital TV	Software
Energy & Environment	Medtech	Telecommunications
Equipment Manufacturing	Optics	Textile/Apparel
Fuel Cells	Packaging	Venture Capital

Roots in Industrial, Research & Innovation leading European countries and regions

Technology & Finance Practice Leadership



Pier Biga is Managing Director and Technology Finance Practice Leader for ICM Advisors and ICM International, leading international professional services network specialized in Technology assets and business Valuation, Valorization and Finance.

Mr. Biga has more than 40 years experience in leading edge global industrial corporations and advisory firms. His specialties include business and Innovation/Technology strategy, business and Intangible Assets valuation, Technology Transfer, Digital Transformation, Corporate and IP Finance.

Mr. Biga has an extensive experience in different industry sectors from high-tech to medium-tech manufacturing, consumer goods, luxury and financial services. He worked at global level with Large Corporations, SMEs, Financial Institutions, Public Research Organizations, Start-ups and Investors.

Previous positions have included: Corporate Director for BNL Bank Group member of Executive Directors Committee, Vice President Financial & Technology strategy Practice for ATKearney Europe, Senior Executive for AT&T Europe, Director of Manufacturing Consultancy for Sesam (Comau-Digital), Partner for Nolan & Norton Company, Professional Services Director for Digital Equipment Corporation and Associate Scientist at CERN.

He has authored a wide array of articles that appeared in industry, business and technology publications. Mr. Biga has led several senior executives/entrepreneurs development programs in leading corporate universities and corporate management schools.

Mr. Biga is graduated in Applied Electronics Physics at Turin University with Computer Science specialization at CERN Geneva. During his professional career has been educated in the best European and USA Public and Corporate Management School.

ICM Services for Investors

ICM Technology Finance Practice – Highlights (1)

- Financial and investment management expertise is a core competence of ICM integrated with its deep specialization in Technology Assets and Intellectual property (IP) Value management
- Since the foundation Technology Finance practice has been the focus of ICM
- Hundreds of IA and IP assets valuation and valorisation have been executed for:
 - equity investments
 - financial transaction
 - collateralization (asset-backed)
 - monetization (sale & licensing)
 - debt restructuring
 - intangible assets value communication
 - asset acquisition
 - company/technology targeting for M&A
- In our financial activities we leverage on Advanced Competitive Market & Technology Intelligence knowhow and technology platform
- For targeting, benchmarking and comparables we do periodic industry, technology and IP research in
 - Consumer goods
 - Industrial goods

ICM Technology Finance Practice – Highlights (2)

- We provide **services** to
 - **Investors**
 - Investments Banks
 - Private Equity
 - Venture Capital
 - Family Offices
 - Commercial banks
 - Government Funds
 - **Companies (Large, Mid-size, SME)**
- We **collaborate** with:
 - **Financial advisors**
 - **M&A Advisors**
 - **Top Legal firms**
 - **Fiscal & Accounting firms**
 - **Investors Relations Agencies**

Investment management support

Technology and Intellectual property portfolio plays a critical role in determining financial value and economical performance

ICM supports investors for different needs and purposes in different situations



Services for Investment Management

Investment opportunities identification

- Market segments and technologies opportunity landscape
- Investment target case for
 - IPO
 - M&A
 - PE
 - VC
 - FO
- Potential target companies

Target qualification and valuation

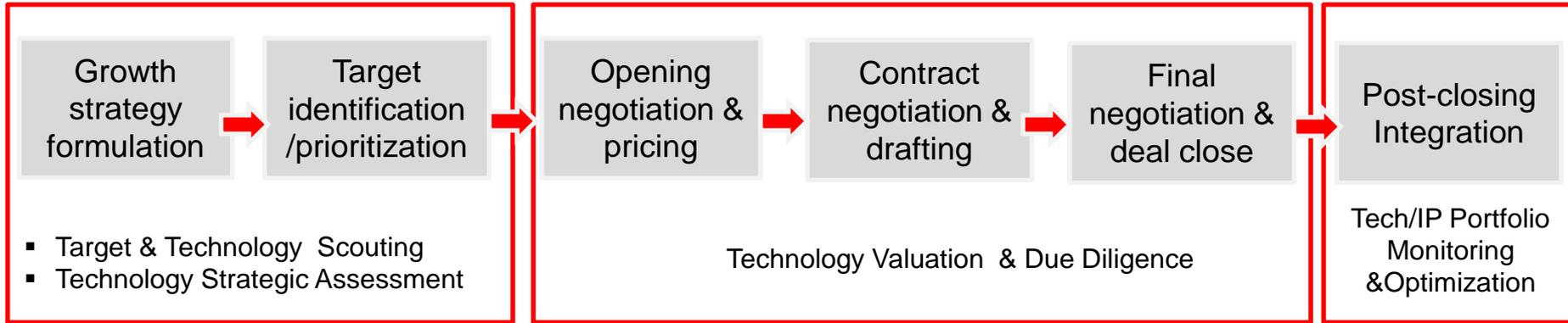
- Technology Equity Research Report: risk / opportunity technology profile
- Technology due-diligence
- Market clearance
- Technology / IP roadmap assessment

Value creation phase

- Monetizing existing technology assets (know-how, patents)
- M&A opportunities
- Technology JVs
- Technology in-licensing
- Technology Value communication (Technology Equity Research update)
- Technology / IP portfolio valuation
- Technology / IP strategy and roadmap
- Technology and IP risk monitoring
- Technology leverage for exit

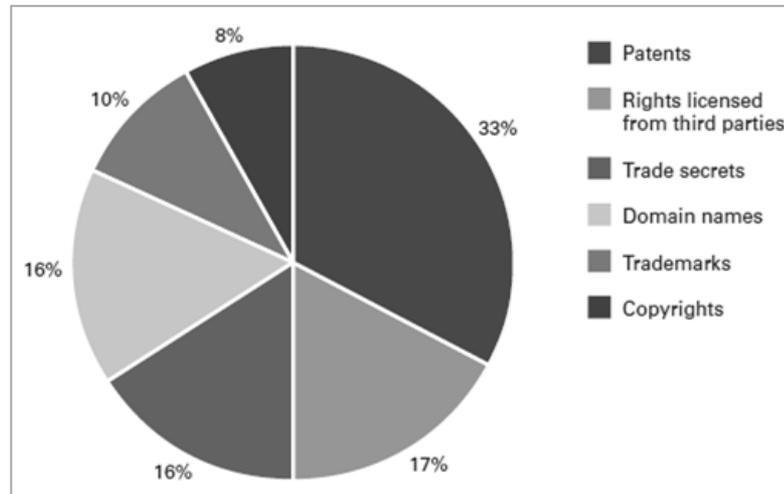
Recurrent Competitive Market & Technology Intelligence

Services & expertise for M&A transactions



Advanced Competitive Intelligence System (Market, Competitors, Players, Technology, IP) /Tech Data Room

Which IP asset is most important in M&A transactions?



Services for companies in the investors' portfolio

TECHNOLOGY EQUITY VALUATION

Technology Assets Competitiveness

- Industrial Product/Process Technologies
- Digital platforms (functionality,... architecture)
- Know-How (Industry, applications, technology)
- Patents
- Trade Secrets

TECH-DRIVEN GROWTH STRATEGIES

Growth options

- New Market Segments
- New services
- New business model
- Acquisitions
- R&D Ventures

FINANCING MODEL AND OPTIONS

- Equity
- Debt
- IPO
- M&A

Technology Equity Research Services

Investments in technological SMEs – the needs of investors (1)

- The European technology-based SMEs base is:
 - Very interesting
 - Underestimated
 - Relatively known
- **The value of SMEs with a high level of innovation is largely due to the quality and potential of technological assets** (know-how, patents, innovation capacity)
- **The problem for the investor is to evaluate this class of assets, the strategies in question and the possible additional opportunities of valorization often not considered**
- Technological assets have a significant value both in-business use and stand-alone
- Experience shows both excessive evaluations of target companies compared to their development potential and undervaluation of the assets themselves
- **Almost all the technology-based listed companies at AIM (UK,IT), Euronext, SDAX and BX Swiss have a business model strongly dependent on the technology** of both product/process and digital platform and its intellectual property

Investments in technological SMEs – the needs of investors (2)

- The quality of the technologies and the patents can influence the value of the shares:
 - **Positively** in cases of launching new innovative products, presence of important royalties of licensing and IP-based business model
 - **Negatively** in the presence of disputes, the resignation of inventors, the presence of innovative high intensity by competition, substitution of technology
- Many of the investments in SMEs are patient capital, investors need to make sure that the company in which they have invested have a technology roadmap that allows them to maintain the competitive advantage, and a management system that ensures full exploitation
- **The coverage of listed SMEs by analysts is currently limited**
- Coverage in general and especially on technological aspects is costly for lack of information and sophisticated intelligence
- **This causes an informational asymmetry that leads to equity stories often incomplete.**
- To attract international investors it is important to improve the communication of the value of these assets

Investments in technological SMEs – key questions from investors

- What are the major technology trends?
- Where competitors are innovating and patenting?
- The company research and innovation is focusing on the right technologies and end-markets?
- How technology innovation reduces product costs/differentiation?
- How to reduce time-to-market?
- Can the technology be licensed or used to build JVs around it?
- What technology acquisition can improve the competitiveness?
- How competitive is the company technology portfolio (know-how, patent, in-process R&D)?
- How strong is the patent portfolio?
- Is there the right technology skills mix and resources?
- How the revenue forecast depends from new product/technology introduction pipeline?
- How the company funds R&D? Does it have the resources from cash flows?
- How the technology risks are managed (people leave, freedom-to-operate, ...)?
- Is there a specific job role devoted to technology exploitation?
- What is the technology potential for new applications/market segments?

**Equity research for SME frequently do not have answer for the above questions:
technology risks are hidden and can jeopardize business plans**

Investments in technological SMEs – risks/opportunities

RISKS

- Impact of technology and patents on development plans
- Level of innovation
- Competitive positioning attachable (substitute technologies, time-to-market, lack of know-how)
- Weak patent portfolio
- Competitive innovation intensity (head-to-head and hidden) in company-specific technologies
- Presence of IP-based contracts
- Sustainability of R&D investments needed to compete
- Market Clearance (Freedom-To-Operate)
- Loss of know-how to exit key inventors
- Weak processes of technology/IP management

OPPORTUNITY

- Technology uniqueness
- Applications potential out of core market
- Possibility of IP-Business Model
- Using the value of technology and IP assets as equity
 - JV
 - Partnership
- Licensing-out
- Licensing-in to reduce time-to-market
- Licensing-in to build a competitive patent portfolio
- Use of technology assets as collateral for financial operations

SME Tech is an innovative service for listed European SMEs and potential IPO

SME Tech aims to enrich the availability of relevant information and evaluations on medium/high-tech driven SMEs for the following objectives:

- Provide relevant elements to support the economic and financial valuation process in the IPO process
- Understand more about the opportunities and risks associated with technological assets (know-how, patents, technologies, in-process R&D, software..) that are critical for the sustainability of the listed SMEs development plans
- Effectively communicating the value of technological assets to the market **by integrating the available Equity Research**
- Monitor enhancement opportunities with integrated market information, competitors, technologies and IP
- Assessing the strength, risks and potential of technological assets and their impact on performance

SME Tech – Technology Equity Report

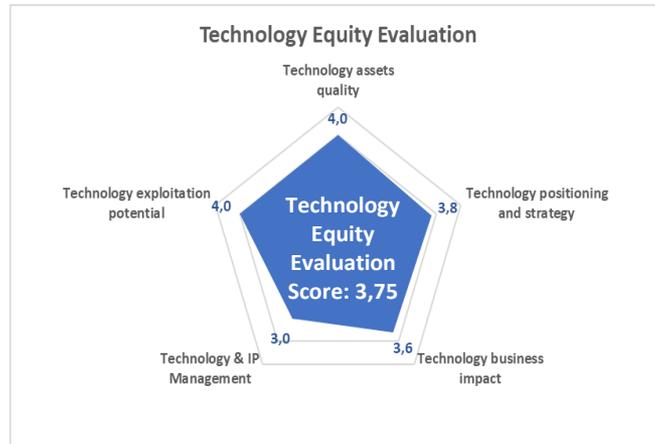
- The *Technology Equity Report*® is a report that contains information and evaluation elements of the technological assets of a SME necessary for the investment management process from identification and evaluation of the opportunity, to listing and to recurrent investor information
- The *Technology Equity Report*® is a document that highlights asset value elements in terms of strength, potential and risk mitigation and their impact on development strategies and economic-financial outcomes
- SME Tech is aimed at:
 - Investors
 - Entities involved in the listing process (Investment, Advisors, Nomad, Specialist,..)
 - Listed and potentially IPO companies
 - Investor Relations firm
 - Banks

The report is structured in the following sections:

- Company profile
- Development strategies
- Key financials
- Evaluation of the technology portfolio (**Technology Equity Score**®)
 - Technology positioning and strategy
 - Technology assets quality
 - Technology business impact
 - Technology & IP management
 - Technology potential
- Impact of technology on development strategy

Technology Equity Research - E-Health

The ABC group is one of the largest European player in the E-Health, E-welfare and well-being sectors



Technology Equity Research

- Impact on company valuation**
- Better qualification of forecast and timing
 - Revenues
 - R&D costs
 - Product/process costs
 - Time-to-market
 - Input for value determination (WACC)
 - Peers and competitors identification quality

- Impact on development strategy**
- Strengths and risks of tech assets
 - IP valorization/monetization opportunity (licensing, JV, partnership, collaborative R&D)

- Impact on value communication to investors**
- Better understanding of quality and potential of the company

Impact on risk governance

Technology financial impact

The existing and in-development technology assets impact on the following dimensions:

- Increase of up/cross-selling revenues on loyal (95%) customer base: 15%
- Cost savings through systems rationalization / integration: 2,5 – 3 M€/year
- Capex/opex flexibility: high due to systems / applications full ownership
- Investments in software development: 13 M€ in 2018
- Total client Cost of Ownership (TCO) competitiveness: generally high, medium in some applications currently in re-engineering phase
- Operating cash flow sustains R&D investments in line with industry

The financial impact of technology assets, capabilities and innovation in delivery business model (cloud, SaaS, hybrid) is already in progress and can significantly improve in next 2-3 years.

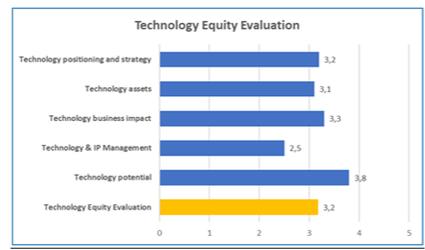
Technology Equity Report – Electrical vehicles (1)

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Technology Equity highlights and evaluation

Technology challenger with high potential

Technology Equity Evaluation (0-5):
3,2 / 5



<2: follower | 2,5: competitive parity | 3-4: challenger | 4-5: technology leader

Industrial process automation

- Important installed base of cutting, welding and sewing machinery
- Customized manufacturing solutions capabilities in multiple process technologies/applications
- Recent know-how acquisition to ride the wave of automation and introduce IoT enablement and new products/services

Technology Positioning and Strategy

Electric products and systems

Technology assets (know-how, IP, collaborative technology innovation)

- Strong product/systems engineering know-how
- Key technologies are patented
- Small patent portfolio compared with equivalent SMEs
- Chinese regulation approval

MAJOR RISK: know-how loss and freedom-to-operate to be checked

Technology business impact

- Technology licensing key for JVs: 12,5% royalty revenue in 2020
- Product technology innovation impact to be defined (need product mix revenues, JV revenues and research & innovation pipeline impact on revenues)

MAJOR RISK: time to market of new product introduction

Technology positioning and strategy

Technology positioning and strategy

Key questions

- What are the major technology trends?
- Where competitors are innovating and patenting?
- The company research and innovation is focusing on the right technologies and end-markets?

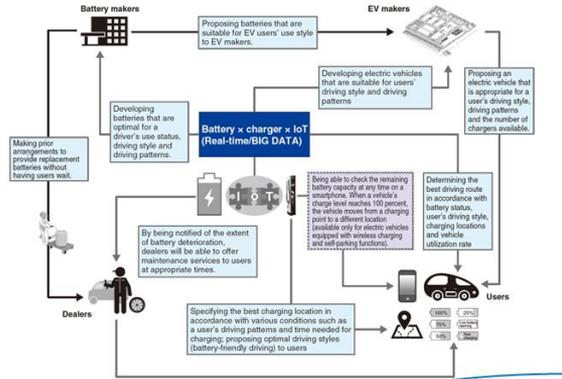
Industrial process automation

The industrial process automation business unit competes in the cutting, welding and sewing machinery market for different materials (non-metal such as: technical fabrics, plastic, composites, PVC, leathers, ...) and end-market applications/products.

Technology Equity Report – Electrical vehicles (2)

Technology trends

Ecosystem IoT implementation for charging stations requires the integration of the whole ecosystem:



Competitors' activities

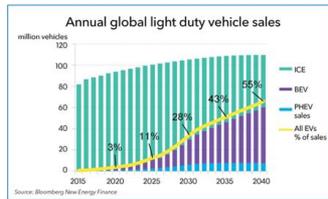
China Several Tier-1 companies are expanding their presence in China to develop green mobility solutions, both directly and through JVs and partnerships:

Company	Activities
Bosch	<ul style="list-style-type: none"> Started construction of new Nanjing plant to manufacture its iBooster for HVs and EVs Plans to produce lithium-ion batteries for HVs at its existing plant Partnered with Baidu, AutoNavi, and NavInfo to develop high-precision street maps for automated driving Supplies BAIC Motor (BAIC) with key parts for autonomous driving and advanced driver-assistance system (ADAS) technologies Partnered with Aiwys in technology areas such as EV systems and autonomous driving Partnered with Xpeng Motors in the area of autonomous driving
Continental	<ul style="list-style-type: none"> Started construction of its Chongqing R&D centre for the development of NEV-related products, etc. Alliance with Baidu for autonomous driving, connected cars, etc. Formed a joint venture with China Unicom Smart Connection to operate as a provider of Intelligent Transportation Systems (ITS) solutions, products and services. Formed a JV with CITC (Sichuan Chengfei Integration Technology Co., Ltd.) to develop and produce 48V battery systems Partnered with FAW Jiefang Auto to launch a new platform for operating telematics services for commercial vehicles Partnering with NIO on EVs and autonomous driving, etc.
ZF	<ul style="list-style-type: none"> Chery's production vehicle with Level 3 automation capability will be equipped with ZF's ProAI processor

Market

MARKET

- The global electric vehicle market was valued at \$119 billion in 2017, and is projected to reach \$567 billion by 2025, growing at a CAGR of 22.3% from 2018 to 2025
- In 2040 55% of global light-duty vehicles sold will be electric: by that time electric vehicles will represent 33% of the global car fleet



Industrial and commercial vehicles

- Industrial and commercial electric vehicles (heavy lifting, as with forklifts) today represent 60% of the value of the electric vehicle market
- This market segment is set to grow 4,5 times in the next decade.
- Among the growth drivers:
 - Regulation in favour of sustainable mobility
 - Investments in R&D
 - Improved component performance (especially batteries)
 - Increasingly numerous and widespread charging infrastructures
 - Decrease in buying prices for consumers
 - Tax incentives

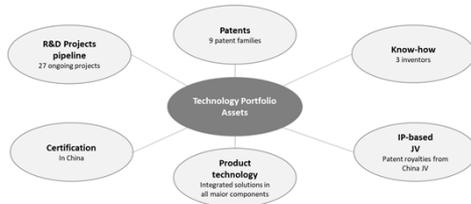
SME Tech - Technology Equity Report – Electrical vehicles (3)

Analysis of technology assets portfolio

Technology assets (know-how, IP, collaborative technology innovation)

Key questions

- How competitive is the company technology portfolio (know-how, patent, in-process R&D)?
- How strong is the patent portfolio?
- Is there the right technology skills mix and resources?



R&D projects pipeline

Business Unit	Project	End Markets	Year of start
	Machine customization project	Hydraulic pipes	

Evaluation of IP portfolio

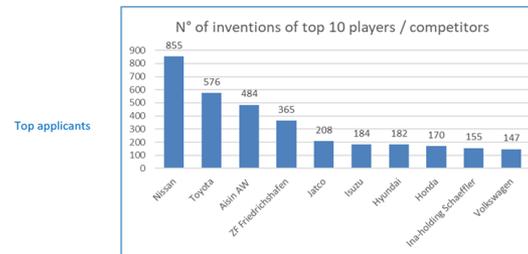
Portfolio strengths – KPI analysis

Portfolio structure	Size (N° of inventions)	9
	Size (N° of patents)	51
	% granted (families with at least 1 granted patent)	100%
Technology	Specialization (% of inventions with the first 3 technological areas IPC 4 digit)	44,4%
	Concentration (% of inventions with the first technological areas IPC 8 digit)	11,1%
	Relevance (3rd parties' forward citations on the first IPC 8 digit)	3
Innovation activity	New filings last 3 years	33,3%
	Trend (CAGR of portfolio in last 3 years)	14%
	Average time to expiration (years)	12,8
Geography	Main countries (% of inventions with at least one patent in main patent offices)	EPO: 22,2%
		USA: 22,2%
		CN: 11,1%
Quality	Forward citations (% of inventions with forward citations)	33,3%
Transferability	High on selected patents	

Innovation activity

Trend in the same technology:

Patenting intensity 2.850 inventions in last 5 years (from 2013)



Other relevant applicants

Other automotive companies:

Subaru	109
Renault	102

Industry expertise & projects track record

Industry expertise & projects track record (1)

INDUSTRY	PROJECTS
<p>PHARMA/BIOTECH</p>	<ul style="list-style-type: none"> ▪ Reproductive genetics <ul style="list-style-type: none"> ▪ IP assessment & Strategy ▪ Accelerator JV design with leading USA University ▪ Cell based therapy oncology <ul style="list-style-type: none"> ▪ In-process R&D Due diligence ▪ Valuation for fund raising ▪ Licensing contract design & closing with Big Pharma ▪ Patent and technology monitoring for patent strategy formulation <ul style="list-style-type: none"> ▪ In-process R&D projects portfolio for partnership ▪ R&D and Technology know-how valuation for partnership ▪ Early-stage R&D project valuation for transfer ▪ World Wide Licensing Strategy ▪ Licensee target & assessment ▪ Licensing royalty valuation ▪ Patent portfolio valuation for start-up ▪ Licensing T&Cs and standard contract design
<p>MEDTECH</p>	<ul style="list-style-type: none"> ▪ IP Landscape for licensing ▪ Wearable technology & IP landscape ▪ Technology and patent assessment for acquisition ▪ Technology commercialisation processes design and set-up for a TTO

Industry expertise & projects track record (2)

INDUSTRY	PROJECTS
DIGITAL & ICT	<ul style="list-style-type: none"> ▪ Customer Communication Management SaaS platform valuation for PE/IPO ▪ SaaS Platform Technology & IP Valuation for funding strategy ▪ E-commerce platform valuation for start-up ▪ R&D project assessment for blockchain technology ▪ E-Logistics Industry and technology briefing for assessing licensing / cooperation partnership ▪ Printing technology platform competitive intelligence for product development ▪ Digital TV Services and Technology strategy ▪ Set-top box and smart card technology licensing ▪ Smart City landscape and visioning
TELECOM	<ul style="list-style-type: none"> ▪ R&D Unit Technology Know-how Assessment ▪ Intangible and IP Assets Valuation
MEDIA	<ul style="list-style-type: none"> ▪ Event study for stock trend analysis ▪ R&D project assessment

Industry expertise & projects track record (3)

INDUSTRY	PROJECTS
ADVANCED MATERIALS NANOTECHNOLOGY COMPOSITES PLASTICS	<ul style="list-style-type: none"> ▪ Market scouting, technology licensing of adhesive superhydrophobic and self-cleaning films
	<ul style="list-style-type: none"> ▪ Technology and IP due diligence and risk analysis ▪ Patent FTO (Freedom-To-Operate) for acquisition ▪ IP assessment for Patent strategy ▪ Patent Transferability Assessment
	<ul style="list-style-type: none"> ▪ Separation of plastic from complex waste products competitive technology intelligence for Private Equity investment ▪ Bio-plastic market & technology analysis for funding

INDUSTRY	PROJECTS
ENERGY	<ul style="list-style-type: none"> ▪ Smart Grid technology data bank for IP strategy ▪ Fusion Technology Patent Portfolio Valuation for IP holding setup ▪ Technology & IP Monitoring, Tech Strategy, Competitive Landscape monitoring for target acquisition ▪ National Energy Cluster strategy
CLEANTECH	<ul style="list-style-type: none"> ▪ Waste Management assets and company valuation for sale ▪ Environmental Dredging Technology and patent valuation ▪ Cleantech cluster Technology & IP assessment ▪ Green Building - Economic Valuation of Intangible Assets/IP and patent portfolio build-up to activate technology transfer

Industry expertise & projects track record (4)

INDUSTRY	PROJECTS
INDUSTRIAL ELECTRONICS PACKAGING STEEL AUTOMOTIVE MECHATRONICS INDUSTRY 4.0	<ul style="list-style-type: none"> ▪ M&A EMS listed company ▪ Technology & know valuation for licensing ▪ Electronics manufacturing business valuation for shareholder exit ▪ EMS Market analysis for M&A targeting
	<ul style="list-style-type: none"> ▪ Patent portfolio assessment, benchmark and economic value contribution ▪ Patent portfolio landscape for investors
	<ul style="list-style-type: none"> ▪ Market and technology scouting for patent licensing-out
	<ul style="list-style-type: none"> ▪ Industrial & IP assessment ▪ IP Strategy ▪ Industrial plan
	<ul style="list-style-type: none"> ▪ Technology know-how and IP valuation for licensing ▪ Technology valuation for vehicle tracking application
	<ul style="list-style-type: none"> ▪ SME Cluster technology/application strategy ▪ Collaborative R&D project valuation ▪ Recurrent Targeting for collaborative R&D ▪ I4.0 Technology licensing-in for Industrial Vending ▪ I4.0 Advanced remote maintenance application valuation

Industry expertise & projects track record (5)

INDUSTRY	PROJECTS
<p style="text-align: center;">AEROSPACE & DEFENSE</p>	<ul style="list-style-type: none">▪ Analysis & structuring of technology/patent portfolio for large aerospace & defense corporation (civil & military aircraft, avionics and space)▪ Multi-year licensing initiative (transferability assessment, technology marketing, licensing deal management of IP portfolio for large aerospace & defense corporation)▪ Technology assessment to identify commercialization potential of the Self-healing of and Recycling Composites technology▪ Technology and IP related monitoring of technology and competition for Aircraft Maintenance Service providing company▪ Technology and IP competitive intelligence services for carbon composite manufacturing company▪ Development of the strategic plan national aerospace industry including mapping of OEM, suppliers, R&D centers, universities and collaborative R&D projects for national platform (ACARE and ESA)▪ Technology valuation (Technology Equity Score) of an aerospace engineering company▪ Technology assessment to identify commercialization potential of the Three-dimensional virtual Space Simulation technology▪ Valuation of the technology capabilities of 34 mechatronics SMEs suppliers in the aerospace market▪ Assessment of IP Portfolio of a special aircraft manufacturer to identify technology clusters for commercialization▪ Value proposition and technology transfer of a high performance welding technology for aerospace light weight materials▪ Identify value proposition of aerospace technologies for automotive applications Technology transfer brokerage for testing device of aerospace coating resistance tests▪ Transferability study for aerospace electrical connector technology. Initiate and management of licensing deal

Industry expertise & projects track record (6)

INDUSTRY	PROJECTS
<p>INVESTORS</p> <p>PRIVATE EQUITY VENTURE CAPITAL FAMILY OFFICE CORPORATE BANKING</p>	<ul style="list-style-type: none">▪ Technology Equity Research for Health Digital services listed company▪ Technology Valuation for several M&A deals▪ Technology and IP Due diligence▪ Technology Intelligence for M&A scouting▪ Technology & IP Risk assessment for M&A deals▪ Freedom-To-Operate FTO for investment decision▪ IP Loan product design and pilot▪ Intangible assets & IP Valuation for debt restructuring▪ Industrial & Technology Score for lending▪ R&D project assessment for automated platform for private investments



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