

Case Study 5: **Performing due diligence on bionanotechnology investment opportunities**

Situation:

The client (a local financial group) was assessing an investment opportunity in an Australian biotechnology/diagnostics Company. The financial group had limited technical experience and required assistance with the due diligence process, in order to ascertain whether the investment was a sound business proposition.

Approach (through NanoVentures Australia):

The opportunity was assessed by means of reviewing official scientific and commercial documentation from the Company, in addition to extensive discussions with both the technical and commercial executives. Discussions focused on the status of the technology, potential applications, intellectual property portfolio, competitive advantages and markets/end users.

Result:

Following feedback of the findings, the client proceeded with the investment; this has resulted in successful acquisition of a US-based partner and securing of a worldwide customer base.

