



**HKS  
GROUP**

Life Science Investment Advisory

# Investment Consulting



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## Services of the HKS GROUP

We support innovative companies from the medical-pharmaceutical sector with their financial requirements, by:

- Elaborating individual and tailor-made financing strategies
- Creating the necessary information basis for external investors
- Identifying and pre-selecting suitable investors (national as well as international)
- Approaching selected investors, holding first discussions, and establishing a personal contact between interested potential investors and the client
- Guiding and supporting all negotiations until closure

## The Approach: Systematic

The approach of HKS GROUP concentrates on the specific requirements of each case and always takes into account the client's individual situation. Usually we work swiftly and systematically through the 8 following steps:

- Preparation and analysis
- Questions and answers
- Elaboration and discussion of a suitable strategy
- Preparation of presentations and documents
- Drawing up and discussion of a longlist of suitable investors
- Direct and personal approach of the investors on the longlist
- Generating expressions of interest from investors (shortlist) and establishing the direct contact with the client
- Management and support of negotiations until final signatures

# The Process: Transparent

Usually we proceed - on a mandated basis - as follows:

Steps	Activities	Results
<b>1. Preparation and analysis</b>	Review of documents, business plans, publications, patents, etc.	Deep understanding of: Project, stakeholders, background, objectives, etc.
<b>2. Questions and answers</b>	Discussion and clarification of open questions with the client	Complete transparency and clear understanding of the project
<b>3. Elaboration of strategy</b>	Definition of a suitable strategy and coordination with the client	Narrowing down the investor target group(s) and the way of approaching investors
<b>4. Preparation of documentation</b>	Elaboration of the investment offer and the required supporting materials	Complete documentation ready to be sent to investors
<b>5. Investor long-list</b>	Preparation of an investor longlist according to the strategy (see 3.)	15-30 selected, pre-researched and relevant investors with matching investment preferences
<b>6. Direct approach of investors</b>	Contacting the pre-selected investors, presenting the project, exchange of information	Generation of usually 5-7 seriously interested parties
<b>7. Expressions of interest</b>	Discussions, preliminary negotiations, serious expressions of interest, then establishing direct contact with the client	Submission of 2-4 Letters of Interest, and start of direct talks between investors and client
<b>8. Negotiations and closure</b>	Guiding, supporting and moderating negotiations, according to needs	Closure of a mutually satisfactory investment agreement

## The HKS GROUP

The HKS GROUP is an association of experienced entrepreneurs who are very well connected in the medical and pharmaceutical sector as well as on the investor side - nationally and internationally. After several years of working together on a case-by-case basis, the three partners decided to intensify their cooperation and offer a uniform service package as the HKS GROUP.

We do not work as a classic consulting company, instead we place the highest value on personal and success-oriented cooperation with the client. By success-orientation we understand the short-, medium- and long-term achievement of the client's goals, without any ifs and buts. For this we can draw on our many years of experience - both nationally and internationally - in the medical and pharmaceutical sectors, and in the large, very heterogeneous field of specialised investors and investment firms at home and abroad.

By specialising in companies from the medical, pharmaceutical and healthcare sectors, we focus on an industry segment that is facing major challenges, particularly in Europe. As entrepreneurs, scientists and researchers they need to focus on scientific research and development- and this in a highly competitive environment - and it is not easy for them to access the diverse financing options. This is especially true for young companies that are still in the research and/or approval phase.

In this challenging situation the partners of the HKS Group offer their experience and customised support where it generates the greatest leverage for companies seeking financing.

## The HKS Partners

**Andreas Hopfenblatt**, independent entrepreneur from Freiburg/Germany, and owner/partner of several companies in the medical, renewable energy and healthcare sectors. Very well connected internationally, with a focus on Asia and Africa, for over 20 years. From his own experience in buying, taking over and selling companies, he not only has an international network of contacts but also the ability to bring negotiations to a successful conclusion.

**Klaus H. Kober**, Dipl.-Betriebswirt (Business Administration) has a long-term professional network throughout the German health sector. Since 1981 he has held various management positions in municipal and private hospitals, and for 20 years he has been working successfully as an independent management consultant. His scope of activities includes the entire ecosystem of the health care industry, especially at the interfaces of business, science and politics. In addition, he can look back on many years of teaching assignments at the Universities in Ansbach, Bernburg and Neu-Ulm. Until 2017, he was a member of the Supervisory Board of Directors of Techniker Krankenkasse (a German Health Insurance Company).

**Jürgen Schlichting**, lic.rer.pol. (Economics, University of Freiburg/Germany and Basel/Switzerland). Owner and Managing Director of SBC International GmbH, Switzerland; focus on investment consulting - connecting companies and suitable investors (start-up, growth and project financing). Professional background: After his studies, he worked for several years at Prognos AG Basel in the field of economic policy consulting, then headed internationally financed projects in Latin America, Africa and Asia, and worked as manager of an international consulting company. For the last 20 years, he has been advising companies on positioning themselves in international markets and on implementing sustainable business models.

## Contact

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