

Summary

TECHNOLOGY

Differentiated TAVR technology with clinical evidence supporting expanded indications targeted as “niche” markets.

COMPANY

Private equity firm partnered with a established international cardiovascular company serving emerging regions and markets in need of advanced but affordable cardiovascular solutions.

CHALLENGE

Demonstrate the collective expertise required for navigating complex MedTech investment and delivering strategic value through global transactions.

DUE DILIGENCE – STRUCTURAL HEART/TAVI

Advisor to APAC Private Equity Investment Firm

ENGAGEMENT

Strategic engagement and due diligence on structural heart/TAVR technologies for acquisition and integration with an emerging market cardiovascular company. Primary focus on assessing technological landscape, identifying acquisition targets vs market potential and long-term engagement on seamless integration. Leveraged industry insights and rigorous due diligence to arrive at actionable recommendations and alignment with client’s entry and growth objectives within this high-growth sector.

OUTCOMES

- Comprehensive market and technology assessment of competitive landscape, regulatory environment, and innovation trends as baseline for decision-making.
- Identification and assessment of high-potential assets - with cutting-edge technologies, clinical momentum and strategic fit for integration with client company.
- Risk mitigation vision and framework to overcome potential challenges, regulatory hurdles and market entry barriers with informed decision-making.
- Synergy analysis on how the acquisition would complement existing portfolio , operations and strategy
- Stakeholder engagement to secure informed buy-in, fit and strategic direction. Outcomes collectively ensured ongoing negotiations are grounded in thorough research, alignment, and operational planning.

LESSONS

- Recommended entity demonstrated potential to drive long-term value creation through technological, clinical and economic advantage..
- Outcomes underscored the value of a strategically aligned assessment and integration process that sets a precedent for informed decision-making, strong operations and robust market entry.