

IP Due Diligence for Venture Capital



Icos Capital (www.icoscapital.com) is an Amsterdam-based Fund Manager of closed end venture capital funds, with a focus on technologies that promote sustainability of human beings and the environment (Cleantech). The investment team has extensive experience of successfully investing in the next generation of global businesses.

As part of its due diligence process, Icos Capital commissioned Collier IP to undertake an IP-based review of a materials technology business that was seeking development funds. The work involved:

- Assessing the IP landscape close to the technology developed by the business and the activities of competitors
- Reviewing the robustness of the business's patent applications
- Providing a valuation on the basis of market benchmarking, to assess the royalty rate in a proposed IP assignment agreement.

Our work uncovered substantial information about the market place and technology developments on a worldwide basis, previously unknown to Icos Capital, together with third-party patents relevant to the business.

Our valuation took account of the various factors identified from our technology and market analysis and from other licensing deals identified as comparable to that being evaluated. We were then able to provide a royalty benchmark appropriate for finalising the assignment agreement.

***"Your report was excellent and provided just what we needed. This information proved of great value to Icos Capital during negotiations and for the company in their IP / patent roadmap development."* - Nityen Lal, General Partner**

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