

Biotech Corporate Finance House of the Year – UK

Camden Associates

Camden Associates is a corporate finance house with a particular specialty in international financing and a special emphasis on the following sectors: biotech, tech, real estate, as well as junior mining and exploration companies.

Camden is delighted to have been named Biotech Corporate Finance House of the Year – UK for the second year running.

We strive to develop trust with our clients through thorough and detailed consultation. This is what permits us to generate appropriate investment ideas and value-added services.

The more detailed our understanding of our clients' needs and objectives, the better positioned we are to meet them.

Aligning the interests of all parties involved in a transaction which is what creates in the end optimal value creation.

Our ability to generate original, quality ideas for clients and investor positions us ahead of the competition.

Working effectively with businesses throughout their growth cycle is one of Camden's key strengths. It enables us to support our clients from the early stages of their businesses' development right through to their chosen exit event.

Based on the company's business plan, we advise on financing structures and prepare information materials. We will solicit offers from suitable sources and manage the negotiation process. Securing optimal terms from the most appropriate financing partners is our goal.

The process of raising money is always time-consuming and can be especially daunting for entrepreneurs. Camden aims to ensure that the relationship between the management and its long-term financing partners remains productive.

You will get a different perspective from us. Few investment advisory boutiques focused on the mid-market can combine advice on international M&A and corporate finance with capital markets expertise.

Whether you are a private or public company, our aim is to use our experience, international reach and sector expertise for your benefit. Theravectys, a French private company intent on becoming a world leader in vaccines, or Inovio, an American-listed company pioneering novel vaccine technologies are good examples of our international reach.

Fact File



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Lawyers Choice Award: Insurance Broker of the Year – Germany

Dr. Ihlas GmbH

Dr. Ihlas GmbH is an insurance broker specialized in financial lines, with clients belonging to the top companies and financial institutions.

We provide services for risk managers, in-house brokers, procurement and in-house counsels. We develop and improve wordings as a Wholesale Broker.

It feels so great to have been named Insurance Broker of the Year again. We could get used to it! But we have only a short moment left to celebrate. The summer holidays are quite near and the market is trying hard to get everything done in advance of the World Cup.

This award creates happiness. They empower to overcome the next challenge, which is already waiting just around the corner. Within our network we may distinguish ourselves clearly.

As a niche player we have specialized in financial lines only, especially directors & officers, representations & warranties, employment practices, fiduciary and commercial crime. The campaign for Cyber gets stronger each year but only few buyers come.

Dr. Ihlas GmbH is linked to a passion for research. We share and publish regularly. That is unusual in a broker market where every-

one claims to have the "top secret best terms and conditions." We have service and quality targets prior to sales. The world wants to be deceived and our job starts sometimes with delivering sobering facts.

Insurance brokers and risk managers are our clients. They look for our expertise where they need non-standard services and products.

Our brand is based on recommendations and qualifications. These can be viewed at: www.dr-ihlas.com/en/references.html.

Over the past 12 months, the market has continued to soften, the capacity is cheap and the growing financial lines business is shopper's paradise.

Fact File

DR. IHLAS GMBH
Financial Lines Versicherungsmakler



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