

IP Valuation incorporating sustainability aspects

Dennemeyer provided the client with an independent, income-based IP Valuation report incorporating sustainability aspects



Situation

- Our client is a U.S. based technology and manufacturing company dedicated to providing a bridge to sustainable energy solutions to the trucking industry worldwide. The approach enables truck operators to propel their vehicles using electric power during the most inefficient low speed drive cycles
- Our client is on the way to commercialize its technology implemented in products and it is seeking thereby new partners. On the occasion of ongoing investor dialogs, a monetary valuation of the IP was needed
- Their IP portfolio consists of patents, trademarks and substantial proprietary know-how

Approach

- The technical IP portfolio has been analyzed according to IP-relevant legal, technological, and competitive criteria, as well as its contribution to the achievement of the related 13th UN Sustainable Development Goal “Combat climate change”. Together, these criteria provided the parameters for an IP Valuation using the Relief-from-Royalty method
- The hypothetical license value of the Intellectual Property rights and know-how was calculated by Dennemeyer based on our client’s forecasted business figures

Results & Benefits

- The client received as final deliverable a comprehensive, detailed, and financially sound technical expert report according to norms and standards, that helps demonstrate substance and quality to potential investors
- It contained the calculated contextual monetary IP value as well as an explanation of the valuation model and all considered valuation aspects and factors, including our special impact and sustainability valuation factor
- In addition, Dennemeyer prepared a “Management Summary” presentation containing key facts and figures of the IP Valuation project for easy sharing with interested parties, but without disclosing too many details