

SUCCESS STORY

KTW Technology

The customer

KTW Technologies & Systems offers technical solutions for the high-tech industry for the application in aerospace, medical and automotive industries

Business need

For attracting investors, KTW needed to illustrate their intangible assets in monetary value.

Solution

Dennemeyer performed an IP valuation with a total value of EUR 7.5 million

The Challenge

This project's specific challenge was to calculate the economic value of the KTW selected Intellectual Property portfolio. This portfolio comprises technical Intellectual Property rights (granted patents, patent applications, utility models), and know-how, both own and in-licensed. These intangible assets need to be represented in a single monetary value while maintaining a detailed explanation of IP in light of technology, legal scope and business case.

At a glance

Illustration of the intangible assets in an economical manner

A plausible and feasible explanation for investors

Increased appreciation of the inherent strengths and weaknesses of the IP portfolio

The solution

The solution was a monetary valuation of Intellectual Property (IP), which provides a structured, thorough and multifaceted analysis of the economic value of KTW selected IP portfolio.

Business results

Dennemeyer provided KTW with an objective value of EUR 7.5 million within a comprehensive, financially sound technical expert report. This independent opinion helps KTW to make its technology feasible and understandable for investors and strengthen the competitive position in the negotiation.

IP Valuation roll-out

The IP valuation aimed to identify the economic value of the relevant IP portfolio. Dennemeyer uses the relief-from-royalty valuation method that complies with the latest standards (IDW S5, DIN/ISO, IVS 210). This method defines the patent and know-how value as the saved royalties the IP owner would have to pay to an independent third party if this party were the IP owner. Thus, this approach is based on calculating a hypothetical royalty payment flow. It allows us to illustrate the technology's economic value in terms of IP-relevant legal, technological and competitive criteria.

The customer

KTW Technology & KTW Systems (hereafter referred to as KTW) combines German engineering skills and international top management knowledge from various sectors. The technology of KTW is real-time valves that can be used wherever flow is present, regardless of whether it is air, gasses, water, or viscous media, including a wide range of pressure and flow. Therefore, these valves are the answer to all existing problems in the valve market. In addition, KTW market its Titan Matrix Composites (TMC) technology and High Vacuum Laser Welding. TMC was implemented in TOYOTA Formula1 engines, and the Russian Aerospace Center VIAM is now developing turbine parts. KTW emerged new applications, such as highly durable hip implants or rotors and shafts for e-hybrid engines. KTW's High Vacuum Laser Welding innovative technology, which KTW sells as a service and as a machine solution, directly addresses the main disadvantages of established technologies, especially electron beam welding (such as investments, process costs, X-rays, process times).