

August 2014

Latest News from CSA

CSA supports Calculus on its investment in Arcis Biotechnology

Carlton Strategy Advisors has successfully supported Calculus Capital by providing commercial due diligence advisory services in connection with its investment in Arcis Biotechnology, an R&D company with expertise in the development and commercialisation of anti-microbial application technologies.

Headquartered in Daresbury, Arcis will use the funding to develop the business in two areas with considerable potential: BioApps DNA extraction and NemaClear nematocide products.

Arcis's BioApps division provides DNA extraction products which are used for molecular diagnostics. The ability to release (lyse) DNA quickly at low cost, and to stabilise it for amplification and analysis, is a novel development for application within the molecular diagnostics market.



NemaClear, which is derived from the same platform technology, is a turf and plant treatment product. The company has developed a range of nematode suppressants developed for use in the professional groundsmanship sector and potentially more generally in agriculture.

CSA reviewed Arcis' strategic position within each target market sector. A key output of the CSA due diligence process was the commentary and opinion provided to Calculus about the steps taken by the Arcis management team to develop the company's proposition in order to exploit foreseen customer demand.

Alexandra Lindsay, an investment director with Calculus, said of the commercial due diligence; "We have used the services of CSA on a number of occasions across several of the investments made by Calculus in the past few years. CSA communicates well and provides valuable industry sector analysis and insight, which helps us to shape our investment thinking."

People:

- Peter Whitehurst**, CEO, Arcis Biotechnology
- Alexandra Lindsay**, Investment Director, Calculus Capital
- David McClelland**, Director of Carlton Strategy Advisors

CSA is a commercial due diligence and business strategy consultancy with clients across the Private Equity and Corporate Banking sectors. For further information, please contact: info@carlton-advisors.co.uk