Accounting clarity before strategic commitments.

A premium advisory and framework ecosystem for finance leaders navigating licensing, acquisitions, divestments, investments and joint arrangements in life sciences.

Pharma | Biotech | MedTech | Life Sciences | IFRS Advisory

Access frameworks
mioconsult.com/frameworks

Before the transaction becomes an accounting position, understand the consequences.

The hidden financial story inside every deal

Commercial terms create accounting consequences. In complex life sciences transactions, those consequences can determine earnings quality, balance sheet presentation, audit defensibility and board confidence.

The risk is not that finance teams are unaware of accounting standards. The risk is that the accounting consequences are discovered after the commercial architecture is already fixed.

Hidden liabilities

Earnouts, milestone obligations, indemnities and warranty provisions embedded in deal terms.

Earnings volatility

Variable consideration, impairment triggers and fair value movements that reshape P&L after closing.

Governance exposure

Audit committee questions, auditor challenge and restatement risk when judgements are not documented early.

Questions worth answering before signing

- Is this a business combination or an asset acquisition?
- What intangible assets must be recognised and valued?
- What will auditors expect to see in the technical file?
- How will contingent consideration be measured and disclosed?
- Is this a joint arrangement or a strategic investment?
- How will IFRS 18 affect communication of performance?

Accounting analysis belongs before the deal is signed, not after.

Move accounting analysis upstream

MIO Consult GmbH helps organisations understand, document and govern accounting consequences before commitments are made.

The strongest accounting positions are not assembled under audit pressure. They are built while commercial choices are still flexible, when finance, business development and governance stakeholders can evaluate the effect of deal design together.

01

Clarify

Identify the accounting consequences of deal structures before terms are finalised.

02

Quantify

Assess recognition, measurement, valuation and disclosure implications.

03

Document

Prepare position papers, technical memoranda and governance-ready files.

04

Defend

Support management, auditors and audit committees with clear, evidence-based conclusions.

Outcome

A transaction accounting position that is commercially informed, technically grounded and ready for governance scrutiny.

Specialist support across strategic transaction types

Each transaction has its own commercial logic. Each also has accounting consequences that can change how value is recognised, measured and disclosed.

01

Licensing and collaboration

Upfront payments, milestones, royalties, co-development and performance obligation mapping.

02

Acquisitions

Business combinations, asset acquisitions, PPA, goodwill, intangibles and contingent consideration.

03

Divestments and carve-outs

Disposal groups, carve-out financial statements, impairment triggers and discontinued operations.

04

Investments and holdings

Minority stakes, preferred equity, convertibles, control, influence and fair value measurement.

05

Joint arrangements

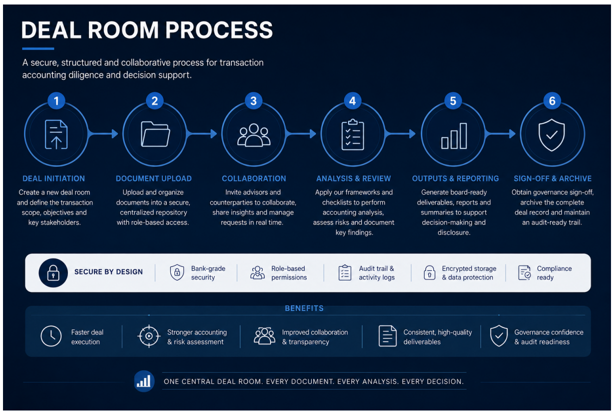
Joint operation vs joint venture classification, equity method application and shared liability exposure.

Typical users

CFOs and Finance Directors | Controllers | Technical Accounting Teams | Business Development | Corporate Development | Legal and Deal Counsel | Audit Committees

From first review to board-ready sign-off

The MIO ecosystem is designed to meet teams where they are: self-guided framework use, deal-specific assessment, governance documentation and active advisory support.



Built for live deal review

The pathway moves finance teams from first-pass framework review into scoped assessment, governance documentation and transaction support.

01

Framework

Identify accounting risk and prepare the first review.

02

Assessment

Clarify transaction type, standards, judgements and audit questions.

03

Position Paper

Document the conclusion, rationale, evidence and alternatives considered.

04

Deal Support

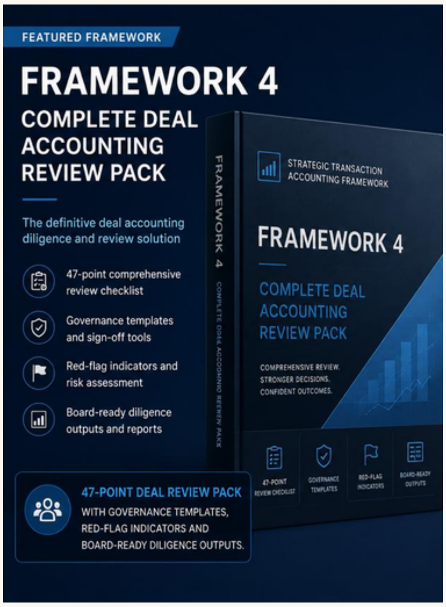
Support negotiation, auditor discussion, board briefing and sign-off.

Strategic principle

The earlier accounting is brought into the transaction process, the more value it can protect.

Practical entry points into advisory engagement

Fixed-price tools give finance teams a structured way to begin. They also create the bridge into deeper transaction advisory when the facts require specialist judgement.

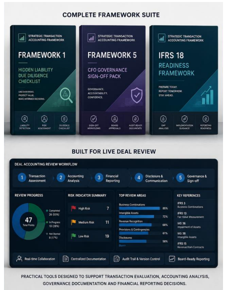


Flagship framework

F4 Complete Deal Accounting Review Pack

47-point deal review pack with governance templates, red-flag indicators and board-ready diligence outputs.

€297 | mioconsult.com/frameworks



F1 **€49**

Hidden Liability Due Diligence Checklist

Deeper review of contingent liabilities, provisions and off-balance sheet exposures.

F5 **€497**

CFO Governance Sign-Off Pack

Board-ready documentation for CFO sign-off on significant accounting judgements.

IFRS 18 **€79**

IFRS 18 Readiness Framework

Structured readiness assessment for categorisation, MPMs and comparative restatement.

Start here

Access the frameworks at mioconsult.com/frameworks

Depth where deal economics meet financial reporting

MIO Consult applies transaction experience across the IFRS topics that most often reshape valuation, governance and communication of performance.

IFRS 3
Business combinations, PPA, goodwill and contingent consideration

IAS 38
In-licensed compounds, acquired IP and innovation assets

IFRS 15
Licensing income, milestones, royalties and commercial arrangements

IFRS 18
Presentation, MPMs, categorisation and transition readiness

IFRS 13
Fair value measurement, Level 3 inputs and sensitivity disclosures

IAS 36
Impairment triggers, CGUs and recoverable amount assessment

IAS 37
Provisions, obligations, indemnities and contingent liabilities

IFRS 10-12
Control, influence, consolidation, associates and disclosures

IFRS 5
Held-for-sale classification, disposal groups and discontinued operations

IAS 27/28
Separate financial statements, associates, joint ventures and equity method

IFRS 18 overlay

Financial Statement Presentation cuts across all transaction types. It affects how income, expenses, management performance measures and comparative periods are communicated.

The work is not complete until it can withstand scrutiny

A technically correct answer must become a documented position: clear enough for management, robust enough for auditors and useful enough for the board.

Position papers

Accounting conclusions for complex transactions, with alternatives considered and rationale documented.

Technical memoranda

Standard references, judgement analysis, measurement basis and disclosure implications.

Board documentation

Audit committee briefing notes and management sign-off support.

Audit readiness

Auditor discussion preparation, technical file organisation and specialist coordination.

Disclosure review

Review of significant estimates, judgements and reporting narratives.

Policy support

Accounting policy papers and control environment support.

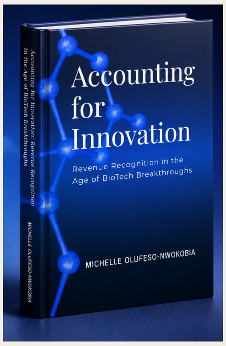
An accounting position is only as strong as the documentation that supports it.

A boutique advisory practice built around specialist judgement

MIO Consult GmbH combines advisory, frameworks, training and thought leadership around one central proposition: accounting consequences should be understood before commitments are made.

Michelle Olufeso-Nwokobia

Specialist in the accounting consequences of strategic transactions across pharma, biotech and MedTech. 25 years of experience spanning pharmaceutical, financial services, telecoms and energy, including Roche AG Basel, Lehman Brothers Europe, Credit Suisse, MCI WorldCom and ExxonMobil.



Accounting for Innovation

Revenue Recognition in the Age of Biotech Breakthroughs

A practitioner guide to revenue recognition, deal accounting and financial reporting for the life sciences sector.

Credibility anchors

Author

Accounting for Innovation, published June 2026.

Facilitator

Executive training and workshops for finance and business development teams.

IFRS 15 co-developer

Comment letters and education sessions delivered to the IASB and FASB, including as a Roche representative, plus EFRAG TEG, Business Europe and SwissHoldings engagement.

> "A rigorous, authoritative and highly practical guide to one of the most complex areas in modern financial reporting."
>
> Geoffrey K. Writes | University of Warwick | Five Stars

Workshop participants via Cel4pharma have included representatives from:

Servier	LEO Pharma	Kyowa Kirin	Boehringer Ingelheim	Sotio

ACCESS FRAMEWORKS. THEN BRING US THE DEAL.

Start with the frameworks.

MIO Consult GmbH gives finance, business development and corporate development teams a practical route from first risk review to advisory support.

01

Explore frameworks

Start with structured tools.

mioconsult.com/frameworks

02

Discuss a transaction

Bring a specific deal question.

info@mioconsult.com

03

Build team capability

Commission a team session.

info@mioconsult.com

“Helping organisations understand the accounting consequences of strategic decisions before commitments are made.”

WEB	EMAIL	LOCATION	BOOK
mioconsult.com	info@mioconsult.com	Rödermark, Germany	michelleolufeso.com