



Current Partnering



# BROCHURE: Pre-clinical Stage Partnering Terms and Agreements in Pharma, Biotech and Diagnostics

Pre-clinical stage partnering contract documents

Pre-clinical stage partnering agreement terms

- Upfront payments
- Milestones
- Royalties

Pre-clinical stage partnering agreement structure

Top pre-clinical deals by value

Most active pre-clinical stage dealmakers

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## Report description

The **Pre-clinical Stage Partnering Terms and Agreements in Pharma, Biotech and Diagnostics** report detailed understanding and analysis of how and why companies enter pre-clinical stage licensing/business development and other forms of partnering arrangement.

The report provides a detailed understanding and analysis of how and why companies enter pre-clinical stage licensing/business development and other forms of partnering arrangement.

The focus of the report is on partnerships for pre-clinical stage compounds where partners have joined forces to exploit these early stage opportunities. This is an early stage of partnering undertaken by commercial entities with the objective of utilizing lead molecules and pre-clinical compounds to progress into clinical stage pipeline development.

The report provides access to average pre-clinical stage deal payment terms as announced between the parties. This data provides useful insight into the average and range of payments for upfront, milestone and royalty payments agreed for pre-clinical stage deals.

This report contains over 1500 links to online copies of actual pre-clinical stage contract documents as submitted to the Securities Exchange Commission by biopharma companies and their partners.

The initial chapters of this report provide an orientation of pre-clinical stage dealmaking and business activities. Chapter 1 provides an introduction to the report, whilst chapter 2 provides an analysis of the trends in pre-clinical stage partnering as well as a discussion on the merits and attributes of dealmaking at the pre-clinical stage of development.

Chapter 3 provides an overview of the structure of pre-clinical stage partnering deal contracts. The chapter includes numerous case studies to enable understanding of pre-clinical stage partnering deals.

Chapter 4 provides a review of the leading pre-clinical stage partnering deals since 2000. Deals are listed by headline value, signed by bigpharma, most active bigpharma, and most active of all biopharma companies. Where the deal has an agreement contract published at the SEC a link provides online access to the contract.

Chapter 5 provides a comprehensive listing of the top 50 bigpharma companies with a brief summary followed by a comprehensive listing of pre-clinical stage contract documents available in the public domain. Each deal title links via Weblink to an online version of the actual contract document, providing easy access to each contract document on demand.

Chapter 6 provides a comprehensive listing of all pre-clinical stage agreement contracts since 2003 available in the public domain, respectively. Each chapter is organized by company A-Z, therapeutic area, and deal type. Each deal title links via Weblink to an online version of the actual contract document, providing easy access to each contract document on demand.

The report also includes numerous tables and figures that illustrate the trends and activities in pre-clinical stage dealmaking since 2000.

In conclusion, this report provides everything a prospective dealmaker needs to know about pre-clinical stage partnering, enabling thorough learning, education and due diligence prior and during the pre-clinical stage dealmaking process.

## Key benefits

**Pre-clinical Stage Partnering Terms and Agreements in Pharma, Biotech and Diagnostics** provides the reader with the following key benefits:

- In-depth understanding of pre-clinical stage partnering deal trends since 2000
- Analysis of the structure of pre-clinical stage partnering agreements with numerous real life case studies
- Comprehensive access to over 1500 actual pre-clinical stage partnering contracts entered into by the world's biopharma companies
- Detailed access to actual pre-clinical stage partnering contracts entered into by the leading fifty biopharma companies
- Insight into the payment and deal terms included in a pre-clinical stage partnering agreement, together with real world clause examples
- Understand the key deal terms companies have agreed in previous deals
- Undertake due diligence to assess suitability of your proposed deal terms for partner companies

## Report scope

**Pre-clinical Stage Partnering Terms and Agreements in Pharma, Biotech and Diagnostics** is intended to provide the reader with an in-depth understanding of the pre-clinical stage partnering trends and structure of deals entered into by leading biopharma companies worldwide.

**Pre-clinical Stage Partnering Terms and Agreements in Pharma, Biotech and Diagnostics** includes:

- Trends in pre-clinical stage partnering dealmaking in the biopharma industry since 2000
- Analysis of pre-clinical stage partnering deal structure
- Average payment terms for pre-clinical stage deals
- Case studies of real-life pre-clinical stage partnering deals
- Access to over 1000 pre-clinical stage partnering contract documents
- The leading pre-clinical stage partnering deals by value since 2000
- Most active pre-clinical stage partnering dealmakers since 2000
- The leading pre-clinical stage partnering resources

In **Pre-clinical Stage Partnering Terms and Agreements in Pharma, Biotech and Diagnostics**, the available contracts are listed by:

- Company A-Z
- Headline value
- Therapeutic area
- Deal type

Each deal title links via Weblink to an online version of the actual contract document, providing easy access to each contract document on demand.

The **Pre-clinical Stage Partnering Terms and Agreements in Pharma, Biotech and Diagnostics** report provides comprehensive access to available contract documents for over 1500 pre-clinical stage partnering deals. Analyzing actual contract agreements allows assessment of the following:

- What are the precise rights granted or optioned?
- What is actually granted by the agreement to the partner company?
- What exclusivity is granted?
- What is the payment structure for the deal?
- How do milestones align with clinical stage development phases?
- How are sales and payments audited?
- What is the deal term?
- How are the key terms of the agreement defined?
- How are IPRs handled and owned?
- Who is responsible for commercialization?
- Who is responsible for development, supply, and manufacture?
- How is confidentiality and publication managed?
- How are disputes to be resolved?
- Under what conditions can the deal be terminated?
- What happens when there is a change of ownership?
- What sublicensing and subcontracting provisions have been agreed?
- Which boilerplate clauses does the company insist upon?
- Which boilerplate clauses appear to differ from partner to partner or deal type to deal type?
- Which jurisdiction does the company insist upon for agreement law?

**Number of pages:**

The report is comprised of 319 pages.

## Executive Summary

Welcome to the **Pre-clinical Stage Partnering Terms and Agreements in Pharma, Biotech and Diagnostics** report.

The report provides a detailed understanding and analysis of how and why companies enter pre-clinical stage partnering deals.

Understanding the flexibility of a prospective partner's negotiated deals terms provides critical insight into the negotiation process in terms of what you can expect to achieve during the negotiation of terms. Whilst many smaller companies will be seeking details of the payments clauses, the devil is in the detail in terms of how payments are triggered – contract documents provide this insight where press releases and databases do not.

This report contains over 1500 links to online copies of actual clinical stage partnering contract documents as submitted to the Securities Exchange Commission by biopharma companies and their partners.

Contract documents provide the answers to numerous questions about a prospective partner's flexibility on a wide range of important issues, many of which will have a significant impact on each party's ability to derive value from the deal.

For example, analyzing actual company agreements allows assessment of the following:

- What are the precise rights granted?
- What is actually granted by the agreement to the partner company?
- What exclusivity is granted?
- What is the payment structure for the deal?
- How do milestone align with clinical stage development phases?
- How are sales and payments audited?
- What is the deal term?
- How are the key terms of the agreement defined?
- How are IPRs handled and owned?
- Who is responsible for commercialization?
- Who is responsible for development, supply, and manufacture?
- How is confidentiality and publication managed?
- How are disputes to be resolved?
- Under what conditions can the deal be terminated?

- What happens when there is a change of ownership?
- What sublicensing and subcontracting provisions have been agreed?
- Which boilerplate clauses does the company insist upon?
- Which boilerplate clauses appear to differ from partner to partner or deal type to deal type?
- Which jurisdiction does the company insist upon for agreement law?

The initial chapters of this report provide an orientation of clinical stage dealmaking and business activities. Chapter 1 provides an introduction to the report, whilst chapter 2 provides an analysis of the trends in pre-clinical stage partnering as well as a discussion on the merits and attributes of dealmaking at each the stage of pre-clinical development. In addition, the chapter provides review of deal terms including upfront, milestone and royalty rates, as identified in our deal tracking database.

Chapter 3 provides an overview of the structure of pre-clinical stage partnering deal contracts. The chapter includes numerous case studies to enable understanding of both pure deals and multicomponent clinical stage partnering deals.

Chapter 4, provides a review of the leading pre-clinical stage partnering deals since 2000. Deals are listed by headline value, signed by bigpharma, most active bigpharma, and most active of all biopharma companies. Where the deal has an agreement contract published at the SEC a link provides online access to the contract.

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The report also includes numerous tables and figures that illustrate the trends and activities in pre-clinical stage dealmaking since 2000.

In conclusion, this report provides everything a prospective dealmaker needs to know about pre-clinical stage partnering, enabling thorough learning, education and due diligence prior and during the pre-clinical stage dealmaking process.

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Dainippon Sumitomo  
Eisai  
Eli Lilly  
Forest Laboratories  
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