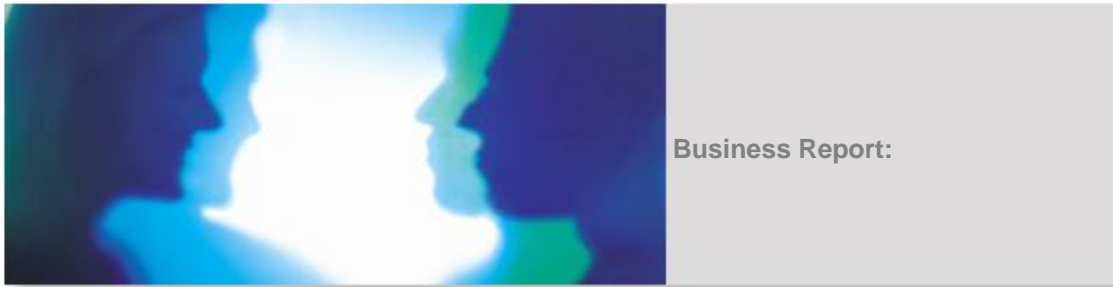




Current Partnering



# BROCHURE: Royalty Financing Terms and Agreements in Pharma, Biotech and Diagnostics

Comprehensive directory of royalty financing deals since 2003  
Royalty financing contract documents  
Royalty financing agreement terms  
Royalty financing agreement structure  
Top Royalty financing deals by value  
Most active Royalty financing dealmakers

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## Report description

The **Royalty Financing Terms and Agreements in Pharma, Biotech and Diagnostics** report provides comprehensive understanding and unprecedented access to the royalty financing agreements entered into by the worlds leading biopharma companies.

The report provides a detailed understand and analysis of how and why companies enter royalty financing 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 and rights transferred – contract documents provide this insight where press releases and databases do not.

This report contains over 150 links to online copies of actual royalty financing 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.

The initial chapters of this report provide an orientation of royalty financing dealmaking and business activities. Chapter 1 provides an introduction to the report, whilst chapter 2 provides an analysis of the trends in royalty financing dealmaking as well as a discussion on the merits and attributes of royalty financing dealmaking.

Chapter 3 provides an overview of the structure of royalty financing deal contracts. The chapter includes numerous case studies to enable understanding of royalty financing deals for royalty assets.

Chapter 4 provides a review of the leading royalty financing deals since 2000. Deals are listed by headline value. 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 all royalty financing agreement contracts since 2003 available in the public domain. The chapter is organized by company A-Z and therapeutic area. 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 royalty financing deals since 2003, including deal value, press release and contract document. The chapter is organized by A-Z.

The report also includes numerous tables and figures that illustrate the trends and activities in royalty financing dealmaking.

In conclusion, this report provides everything a prospective dealmaker needs to know about royalty financing, enabling thorough learning, education and due diligence prior and during the royalty financing dealmaking process.

## Key benefits

**Royalty Financing Terms and Agreements in Pharma, Biotech and Diagnostics** provides the reader with the following key benefits:

- In-depth understanding of royalty financing partnering deal trends since 2000
- Analysis of the structure of royalty financing partnering agreements with numerous real life case studies
- Comprehensive listing of all royalty financing deals since 2003, together with deal terms, value and press release
- Comprehensive access to over 150 actual royalty financing partnering contracts entered into by the world's biopharma companies
- Insight into the terms included in a royalty financing 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

**Royalty Financing Terms and Agreements in Pharma, Biotech and Diagnostics** is intended to provide the reader with an in-depth understanding of the royalty financing trends and structure of deals entered into by leading biopharma companies worldwide.

**Royalty Financing Terms and Agreements in Pharma, Biotech and Diagnostics** includes:

- Trends in royalty financing dealmaking in the biopharma industry since 2000
- Analysis of royalty financing deal structure
- Case studies of real-life royalty financing deals
- Comprehensive listing of royalty financing deals since 2003
- Access to over 150 royalty financing contract documents
- The leading royalty financing deals by value since 2000
- Most active royalty financing dealmakers since 2000
- The leading royalty financing partnering resources

In **Royalty Financing Terms and Agreements in Pharma, Biotech and Diagnostics**, available contracts are listed by:

- Company A-Z
- Headline value
- Therapeutic area

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 **Royalty Financing Terms and Agreements in Pharma, Biotech and Diagnostics** report provides comprehensive access to available contract documents for over 150 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 263 pages.

## Executive Summary

Welcome to the **Royalty Financing Terms and Agreements in Pharma, Biotech and Diagnostics** report.

The report provides a detailed understanding and analysis of how and why companies enter business, royalty financing agreements.

The focus of the report is on partnerships for royalty assets where partners have entered an agreement to dispose of or acquire said assets.

The report provides access to royalty financing deal payment terms as announced between the parties. This data provides useful insight into the payment and other deal terms.

- Royalty assets - where a specialist investment company acquires the rights to future royalty payments in return for payment of a lump sum payment to the licensor for the product

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 and rights transferred – contract documents provide this insight where press releases and databases do not.

This report contains over 150 links to online copies of actual royalty financing 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 acquiring company?
- What is the payment structure for the deal?
- How are sales and payments audited?
- How do the parties work together during transition?
- 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?
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The initial chapters of this report provide an orientation of royalty financing dealmaking and business activities. Chapter 1 provides an introduction to the report, whilst chapter 2 provides an analysis of the trends in royalty financing dealmaking as well as a discussion on the merits and attributes of royalty financing dealmaking.

Chapter 3 provides an overview of the structure of royalty financing deal contracts. The chapter includes numerous case studies to enable understanding of royalty financing deals for royalty assets.

Chapter 4 provides a review of the leading royalty financing deals since 2000. Deals are listed by headline value. Where the deal has an agreement contract published at the SEC a link provides online access to the contract.

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Chapter 6 provides a comprehensive listing of all royalty financing deals since 2003, including deal value, press release and contract document. The chapter is organized by company A-Z.

The report also includes numerous tables and figures that illustrate the trends and activities in royalty financing dealmaking.

In conclusion, this report provides everything a prospective dealmaker needs to know about royalty financing, enabling thorough learning, education and due diligence prior and during the royalty financing dealmaking process.

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# Order Form

## Royalty Financing Terms & Agreements In Pharma, Biotech & Diagnostics, 2<sup>nd</sup> edition

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