



Current Partnering



# BROCHURE: Oncology Partnering Agreements in Pharma, Biotech and Diagnostics

Trends in oncology partnering deals  
Oncology partnering agreement structure  
Oncology partnering contract documents  
Top oncology deals by value  
Most active oncology dealmakers

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## Report description

The **Oncology Partnering Agreements in Pharma, Biotech and Diagnostics** report provides comprehensive understanding and unprecedented access to the oncology partnering agreements entered into by the worlds leading biopharma companies.

The report provides a detailed understand and analysis of how and why companies enter oncology partnering deals. The majority of deals are discovery, preclinical or clinical whereby the licensee obtains a right or an option right to license the licensors oncology technology or product candidates. These deals tend to be multicomponent, starting with collaborative R&D, licensing of outcomes and often retention by the licensor of co-promotion rights.

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 900 links to online copies of actual co-promotion and co-marketing 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 oncology dealmaking and business activities. Chapter 1 provides an introduction to the report, whilst chapter 2 provides an overview of oncology dealmaking since 2000. The chapter includes numerous case studies to enable understanding of oncology dealmaking as well as specific components such a co-promotion and option rights.

Chapter 3 provides an overview of the trends in oncology dealmaking since 2000. Chapter 4 provides a review of the leading oncology 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 oncology contract documents available in the public domain. Where available, 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 and detailed review of oncology partnering deals signed and announced since 2003, where a contract document is available in the public domain. The chapter is organized by company A-Z, stage of development at signing, deal type (collaborative R&D, co-promotion, licensing etc), and specific oncology therapy focus. 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 oncology partnering and dealmaking since 2000.

In conclusion, this report provides everything a prospective dealmaker needs to know about partnering in the research, development and commercialization of oncology technologies, candidate compounds and products.

## Key benefits

**Oncology Partnering Agreements in Pharma, Biotech and Diagnostics** provides the reader with the following key benefits:

- In-depth understanding of oncology deal trends since 2000
- Analysis of the structure of oncology agreements with numerous real life case studies
- Comprehensive access to over 900 actual oncology contracts entered into by the world's biopharma companies\*
- Detailed access to actual oncology contracts entered into by the leading fifty bigpharma companies\*
- Insight into the terms included in an oncology 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

\*Subject to being published via regulatory requirements of the Securities Exchange Commission.

## Report scope

**Oncology Partnering Agreements in Pharma, Biotech and Diagnostics** is intended to provide the reader with an in-depth understanding of the oncology trends and structure of deals entered into by leading biopharma companies worldwide.

**Oncology Partnering Agreements in Pharma, Biotech and Diagnostics** includes:

- Trends in oncology dealmaking in the biopharma industry since 2000
- Analysis of oncology deal structure
- Case studies of real-life oncology deals
- Access to over 900 oncology contract documents
- The leading oncology deals by value since 2000
- Most active oncology dealmakers since 2000
- The leading oncology partnering resources

In **Oncology Partnering Agreements in Pharma, Biotech and Diagnostics**, the available contracts are listed by:

- Company A-Z
- Headline value
- Stage of development at signing
- Deal component type
- Specific oncology target

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 **Oncology Partnering Agreements in Pharma, Biotech and Diagnostics** report provides comprehensive access to available contract documents for over 900 oncology deals. Analyzing actual contract agreements allows assessment of the following:

- What are the precise oncology 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 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 471 pages.

## Executive Summary

Welcome to the **Oncology Partnering Agreements in Pharma, Biotech and Diagnostics** report.

The report provides a detailed understand and analysis of how and why companies enter oncology partnering deals. The majority of deals are discovery, preclinical or clinical whereby the licensee obtains a right or an option right to license the licensors oncology technology or product candidates. These deals tend to be multicomponent, starting with collaborative R&D, licensing of outcomes and often retention by the licensor of co-promotion rights.

A recent development is the increased use by bigpharma of option agreements to enable securing of first right to license promising compounds whilst allowing the licensor the freedom to continue its research efforts independent of bigpharma influence. The benefit for bigpharma is obvious. The benefit for the smaller biotech licensor is securing a potential partner, qualification and endorsement of its technology, leading to increased interest from investors and/or an increase in its equity value.

Oncology partnering is the most active of all therapeutic areas with hundreds of deals announced each year involving bigpharma, biotech, diagnostics and numerous startup companies.

There are also a significant number of late stage and marketed product partnering deals announced each year, where the licensor is seeking a partner to manufacture, supply, market, distribute or co-promote the product to enhance market coverage.

This report provides details of the latest oncology agreements announced in the pharmaceutical, biotechnology and diagnostic sectors.

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 a comprehensive listing of all oncology partnering contract agreements announced since 2003 including financial terms plus over 900 links to online copies of actual oncology contract documents as submitted to the Securities Exchange Commission by 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 is actually granted by the agreement to the partner company?
- What exclusivity is granted?
- What are the precise co-promotion and co-marketing rights granted or optioned?
- What is the payment structure for the deal?
- 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?
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- Under what conditions can the deal be terminated?
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