



Current Partnering



Business Report:

# BROCHURE: Drug Delivery Partnering Agreements In Pharma & Biotech

Trends in drug delivery partnering deals  
Drug delivery partnering agreement structure  
Drug delivery partnering contract documents  
Top drug delivery deals by value  
Most active drug delivery dealmakers

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## Report description

The **Drug Delivery Partnering Agreements in Pharma and Biotech** report provides comprehensive understanding and unprecedented access to the drug delivery partnering agreements entered into by the worlds leading healthcare companies.

The report provides a detailed understanding and analysis of how and why companies enter drug delivery partnering deals. The majority of deals are development stage whereby the licensee obtains a right or an option right to license the licensors drug delivery technology or drug delivery-enabled product candidates. These deals tend to be multicomponent, starting with collaborative R&D, and commercialization of outcomes.

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 800 links to online copies of actual drug delivery 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.

The initial chapters of this report provide an orientation of drug delivery dealmaking and business activities. Chapter 1 provides an introduction to the report, whilst chapter 2 provides an overview of drug delivery dealmaking since 2000. The chapter includes numerous case studies to enable understanding of diagnostic dealmaking.

Chapter 3 provides an overview of the trends in drug delivery dealmaking since 2000.

Chapter 4 provides a review of the leading drug delivery deals since 2003. Deals are listed by headline value, signed by bigpharma, most active bigpharma, most active drug delivery companies, 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 drug delivery 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 listing of the leading 35 drug delivery companies with a brief summary followed by a comprehensive listing of drug delivery 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 7 provides a comprehensive and detailed review of drug delivery 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 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 drug delivery 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 drug delivery technologies and products.

## Key benefits

**Drug Delivery Partnering Agreements in Pharma and Biotech** provides the reader with the following key benefits:

- In-depth understanding of drug delivery deal trends since 2000
- Analysis of the structure of drug delivery agreements with numerous real life case studies
- Comprehensive access to over 800 actual drug delivery contracts entered into by the world's biopharma companies\*
- Detailed access to actual drug delivery contracts enter into by the leading fifty bigpharma companies\*
- Insight into the terms included in a drug delivery 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

**Drug Delivery Partnering Agreements in Pharma and Biotech** is intended to provide the reader with an in-depth understanding of the drug delivery trends and structure of deals entered into by leading companies worldwide.

**Drug Delivery Partnering Agreements in Pharma and Biotech** includes:

- Trends in drug delivery dealmaking in the biopharma industry since 2000
- Analysis of drug delivery deal structure
- Case studies of real-life drug delivery deals
- Access to over 800 drug delivery contract documents
- The leading drug delivery deals by value since 2000
- Most active drug delivery dealmakers since 2000
- The leading drug delivery partnering resources

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

- Company A-Z
- Headline value
- Stage of development at signing
- Deal component type
- Specific therapy 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 **Drug Delivery Partnering Agreements in Pharma and Biotech** report provides comprehensive access to available contract documents for over 800 drug delivery deals. Analyzing actual contract agreements allows assessment of the following:

- What are the precise drug delivery 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 408 pages.

## Executive Summary

Welcome to the **Drug Delivery Partnering Agreements in Pharma and Biotech** report.

The report provides a detailed understanding and analysis of how and why companies enter drug delivery partnering deals. In recent years many drug delivery companies have evolved into specialty pharma companies, providing a sustainable model to build and grow their businesses. As a result the deals in this report are a mix of development deals with larger pharmaceuticals together with commercialization deals to exploit specialty drug delivery company products.

The majority of deals are development stage whereby the licensee obtains a right or an option right to license the licensors drug delivery technology or drug delivery-enabled product candidates. These deals tend to be multicomponent, starting with collaborative R&D, and commercialization of outcomes.

There are also a significant number of late stage and marketed drug delivery 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 is particularly prevalent in drug delivery as partners often rely on drug delivery specialists to manufacture, distribute and supply products to the market.

This report provides details of the latest drug delivery agreements announced in the pharmaceutical and biotech 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 drug delivery partnering contract agreements announced since 2003 including financial terms plus over 800 links to online copies of actual drug delivery 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?
- How are disputes to be resolved?
- Under what conditions can the deal be terminated?
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  - Durect
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Ivax  
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