



Current Partnering



# BROCHURE: Partnering and M&A Agreements in Pharma and Biotech Yearbook 2010

Bigpharma partnering activity during 2010  
Top partnering deals by value in 2010  
Top M&A deals by value in 2010  
Most active dealmakers 2010  
Comprehensive coverage of every deal announced in 2010

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[www.currentpartnering.com](http://www.currentpartnering.com)

## Report description

The **Partnering and M&A Deals in Pharma and Biotech Yearbook 2010** report provides comprehensive understanding and unprecedented access to the partnering and M&A deals and agreements entered into by the worlds leading healthcare companies during 2010.

Using this report, dealmakers will effectively and efficiently gain insight into the partnering activities of the past year. The report allows you to view all the partnering, alliances and M&A deals announced worldwide.

Chapter 1 provides an introduction to the report, whilst chapters 2 and 3 provide an overview of partnering and M&A trends, respectively, in 2010. The key partnering and M&A deals of 2010 are reviewed.

Chapter 4 analyzes the most active dealmakers in partnering and M&A during 2010.

Chapter 5 provides an overview of the leading deals for 2010 by headline value. The chapter provides covers both partnering and M&A dealmaking during the year.

The main body of the report is provided in chapters 6 and 7. Chapter 6 provides an in-depth review of every bigpharma company provides the reader with a breakdown of that company's dealmaking during 2010 by deal type, stage of development and therapy focus. Each company entry is supplemented with a comprehensive listing of deals entered into during 2010, complete with a hyperlink to the deal record online. Where a contract document is available, this may also be found in the deal record online as filed with the SEC.

Chapter 7 provides a comprehensive directory of partnering and M&A activity during 2010. The deals are listed by deal type, stage of development and therapy focus, allowing easy access to deals and alliances of interest. Every deal record links to an online, live version of the deal record at the Current Agreements deals and alliances database. Where available, deal records also include the contract document as disclosed at the SEC.

One of the key aspects of partnering is conducting due diligence on a partner to determine under what terms a prospective partner agrees to a partnering relationship.

Understanding the flexibility of prospective partners' 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.

In addition, 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 parties ability to derive value from the deal.

In summary, the report provides the reader with the resources necessary to make research and understand the partnerships, alliances and M&A deals of 2010.

## Key benefits

**Partnering and M&A Deals in Pharma and Biotech Yearbook 2010** provides the reader with the following key benefits:

- In-depth understanding of recent dealmaking trends since 2005 to 2010
- Comprehensive access to over 1,500 actual deals entered into by the world's biopharma companies during 2010
- Detailed access to actual partnership and M&A deals and contracts entered into by the leading fifty bigpharma companies
- 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

**Partnering and M&A Deals in Pharma and Biotech Yearbook 2010** is intended to provide the reader with an in-depth understanding and access to partnering and M&A trends and structure of deals entered into by leading companies worldwide.

**Partnering and M&A Deals in Pharma and Biotech Yearbook 2010** includes:

- Trends in dealmaking in the biopharma industry since 2005
- Analysis of partnering and M&A deal structure
- Comprehensive directory of partnering and M&A deals in 2010
- Links to online access to over 1,500 partnering and M&A deals
- The leading partnering and M&A deals by value in 2010
- Most active partnering and M&A dealmakers during 2010

In **Partnering and M&A Deals in Pharma and Biotech Yearbook 2010**, the partnering and M&A deals 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 deal record and where available, the contract document, providing easy access to each contract document on demand.

The **Partnering and M&A Deals in Pharma and Biotech Yearbook 2010** report provides comprehensive links to online access to over 1,500 partnering and M&A deals. Where available, deals also include the contract document as disclosed at the SEC. Analyzing actual contract agreements allows assessment of the following:

- What are the precise companion diagnostics 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 1,100 pages.

## Executive Summary

Welcome to the **Partnering and M&A Agreements in Pharma and Biotech Yearbook 2010**, the definitive guide to pharma and biotech partnering and M&A activity in 2010.

The **Partnering Agreements in Pharma and Biotech Yearbook 2010** report provides the most comprehensive and in-depth insight into the dealmaking activity of the world's pharmaceutical and biotechnology companies.

One of the key aspects of partnering is finding those companies that are potential candidates for the development and commercialization of the next generation of therapies. A lot of resources are spent on finding partners, identifying their interests and making contact to initiate discussions.

Using this report, dealmakers will effectively and efficiently gain insight into the partnering activities of the past year. The report allows you to view all the partnering, alliances and M&A deals announced worldwide.

Chapter 1 provides an introduction to the report, whilst chapters 2 and 3 provide an overview of partnering and M&A trends, respectively, in 2010. The key partnering and M&A deals of 2010 are reviewed.

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Understanding the flexibility of prospective partners' 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.

In addition, 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 parties ability to derive value from the deal.

In summary, the report provides the reader with the resources necessary to make research and understand the partnerships, alliances and M&A deals of 2010.

# Table of contents

## Executive Summary

## Chapter 1 – Introduction

## Chapter 2 – Overview of partnering activity in 2010

- 2.1 Introduction
- 2.2 Key partnering deals of 2010
  - 2.2.1 Sanofi-Aventis – Covance: Development agreement for drug development services
  - 2.2.2 Boehringer Ingelheim – MacroGenics: Research and development, marketing, licensing and option agreement for DART antibody based therapeutics
  - 2.2.3 Cephalon – Mesoblast: Development, licensing and marketing agreement for regenerative medicine therapy
  - 2.2.4 Boston Scientific – Cordis: Settlement and licensing agreement for coronary stent dispute
  - 2.2.5 Boehringer Ingelheim – F-star: Collaborative R&D and licensing agreement for therapeutic antibodies
- 2.3 Partnering deals 2010
- 2.4 Bigpharma partnering deals 2010
- 2.5 Deals by therapy area in 2010
- 2.6 Deals by stage development in 2010
- 2.7 Deals by type in 2010

## Chapter 3 – Overview of M&A activity in 2010

- 3.1 Introduction
- 3.2 Key M&A deals of 2010
  - 3.2.1 Novartis – Nestle – Alcon: Acquisition agreement for remaining equity in Alcon
  - 3.2.2 Proposed acquisition of Genzyme by Sanofi-Aventis: Acquisition agreement for Genzyme - proposed
  - 3.2.3 Merck KgaA – Millipore: Acquisition agreement for Millipore
  - 3.2.4 Teva – Ratiopharm: Acquisition agreement for Ratiopharm
  - 3.2.5 OSI – Astellas: Acquisition agreement for OSI
- 3.3 M&A deals of 2010
- 3.4 Bigpharma M&A deals of 2010

## Chapter 4 – Most active dealmakers in 2010

- 4.1 Introduction
- 4.2 M&A – most active in 2010
- 4.2 Partnering – most active in 2010

## Chapter 5 – Top deals by value in 2010

- 5.1 Introduction
- 5.2 Top partnering deals in 2010
- 5.3 Top M&A deals in 2010

## Chapter 5 – Bigpharma partnering in 2010

- 5.1 How to use company partnering activity profiles
- 5.2 Field definitions
- 5.3 Company profiles and deal activity 2010
  - Abbott
  - Actavis

Alcon Labs  
Allergan  
Amgen  
Apotex  
Astellas  
AstraZeneca  
Baxter International  
Bayer  
Biogen Idec  
Boehringer Ingelheim  
Bristol-Myers Squibb  
Celgene  
Cephalon  
Chugai  
CSL  
Daiichi Sankyo  
Dainippon Sumitomo  
Eisai  
Eli Lilly  
Forest Laboratories  
Genzyme  
Gilead Sciences  
GlaxoSmithKline  
Hospira  
Johnson & Johnson  
Kyowa Hakko Kirin  
Lundbeck  
Meda  
Menarini  
Merck & Co  
Merck KGaA  
Mitsubishi Tanabe  
Mylan  
Novartis  
Novo Nordisk  
Nycomed Pharma  
Otsuka  
Pfizer  
Ratiopharm  
Roche  
Sanofi-Aventis  
Servier  
Shionogi  
Shire  
Takeda  
Teva  
UCB  
Watson

## **Chapter 6 – Partnering directory 2010**

- 6.1. Introduction
- 6.2. Company A-Z
- 6.3. By stage of development
  - Discovery
  - Pre-clinical
  - Phase I
  - Phase II
  - Phase III

- Registration
- Marketed
- 6.4. By deal type
  - Asset and product purchase
  - Collaborative R&D
  - Co-development
  - Co-marketing
  - Co-promotion
  - Development
  - Distribution
  - Evaluation
  - Joint venture
  - Licensing
  - M&A
  - Manufacturing
  - Marketing
  - Option
  - Promotion
  - Research
  - Supply
- 6.5. By therapy area
  - Hospital care
  - Cardiovascular
  - Central nervous system
  - Dental
  - Dermatology
  - Gastrointestinal
  - Genetic disorders
  - Genitourinary
  - Hematology
  - Hormonal disorders
  - Immunology
  - Infection
  - Inflammatory
  - Metabolic
  - Musculoskeletal
  - Oncology
  - Ophthalmics
  - Respiratory
  - Sensory organ
  - Animal health

## **Chapter 7 – Submitting Opportunities to Potential Partners**

- 7.1 Introduction
- 7.2 How to submit an opportunity
- 7.3 Opportunity submission template
- 7.4 Sending emails
- 7.5 Face to face at partnering events
- 7.6 Online submission forms
- 7.7 Forthcoming partnering events in 2011
  - 7.7.1 Forthcoming events

## **Chapter 8 – Resources**

- Further information
- Methodology
- About CurrentAgreements
- About CurrentPartnering

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## TABLE OF FIGURES

- Figure 1: Partnering activity 2005 to 2010
- Figure 2: Bigpharma partnering activity 2005 to 2010
- Figure 3: Partnering activity by therapy focus, 2008 to 2010
- Figure 4: Partnering activity by stage of development, 2008 to 2010
- Figure 5: Partnering activity by deal type, 2008 to 2010
- Figure 6: M&A activity 2005 to 2010
- Figure 7: Bigpharma M&A activity 2005 to 2010
- Figure 8: Leading Bigpharma M&A companies, 2010
- Figure 9: Bigpharma M&A activity – top 50 by pharma sales
- Figure 10: Leading Bigpharma partnering companies, 2010
- Figure 11: Bigpharma partnering activity – top 50 by pharma sales
- Figure 12: Leading partnering deals by value, 2010
- Figure 13: Leading M&A deals involving bigpharma by value, 2010
- Figure 14: Company profile template and definitions used in report
- Figure 15: Abbott partnering deals in 2010
- Figure 16: Abbott M&A deals in 2010
- Figure 17: Actavis partnering deals in 2010
- Figure 18: Actavis M&A deals in 2010
- Figure 19: Alcon partnering deals in 2010
- Figure 20: Alcon M&A deals in 2010
- Figure 21: Allergan partnering deals in 2010
- Figure 22: Allergan M&A deals in 2010
- Figure 23: Amgen partnering deals in 2010
- Figure 24: Amgen M&A deals in 2010
- Figure 25: Apotex partnering deals in 2010
- Figure 26: Apotex M&A deals in 2010
- Figure 27: Astellas partnering deals in 2010
- Figure 28: Astellas M&A deals in 2010
- Figure 29: AstraZeneca partnering deals in 2010
- Figure 30: AstraZeneca M&A deals in 2010
- Figure 31: Baxter partnering deals in 2010
- Figure 32: Baxter M&A deals in 2010
- Figure 33: Bayer partnering deals in 2010
- Figure 34: Bayer M&A deals in 2010
- Figure 35: Biogen Idec partnering deals in 2010
- Figure 36: Biogen Idec M&A deals in 2010
- Figure 37: Boehringer Ingelheim partnering deals in 2010
- Figure 38: Boehringer Ingelheim M&A deals in 2010
- Figure 39: Bristol-Myers Squibb partnering deals in 2010
- Figure 40: Bristol-Myers Squibb M&A deals in 2010
- Figure 41: Celgene partnering deals in 2010
- Figure 42: Celgene M&A deals in 2010
- Figure 43: Cephalon partnering deals in 2010
- Figure 44: Cephalon M&A deals in 2010
- Figure 45: Chugai partnering deals in 2010
- Figure 46: Chugai M&A deals in 2010
- Figure 47: CSL partnering deals in 2010
- Figure 48: CSL M&A deals in 2010
- Figure 49: Daiichi Sankyo partnering deals in 2010
- Figure 50: Daiichi Sankyo M&A deals in 2010
- Figure 51: Dainippon Sumitomo partnering deals in 2010
- Figure 52: Dainippon Sumitomo M&A deals in 2010
- Figure 53: Eisai partnering deals in 2010
- Figure 54: Eisai M&A deals in 2010
- Figure 55: Eli Lilly partnering deals in 2010
- Figure 56: Eli Lilly M&A deals in 2010
- Figure 57: Forest partnering deals in 2010

Figure 58: Forest M&A deals in 2010  
Figure 59: Genzyme partnering deals in 2010  
Figure 60: Genzyme M&A deals in 2010  
Figure 61: Gilead Sciences partnering deals in 2010  
Figure 62: Gilead M&A deals in 2010  
Figure 63: GlaxoSmithKline partnering deals in 2010  
Figure 64: GlaxoSmithKline M&A deals in 2010  
Figure 65: Hospira partnering deals in 2010  
Figure 66: Hospira M&A deals in 2010  
Figure 67: Johnson & Johnson partnering deals in 2010  
Figure 68: Johnson & Johnson M&A deals in 2010  
Figure 69: Kyowa Hakko Kirin partnering deals in 2010  
Figure 70: Kyowa Hakko Kirin M&A deals in 2010  
Figure 71: Lundbeck partnering deals in 2010  
Figure 72: Lundbeck M&A deals in 2010  
Figure 73: Meda partnering deals in 2010  
Figure 74: Meda M&A deals in 2010  
Figure 75: Menarini partnering deals in 2010  
Figure 76: Menarini M&A deals in 2010  
Figure 77: Merck & Co partnering deals in 2010  
Figure 78: Merck & Co M&A deals in 2010  
Figure 79: Merck KgaA partnering deals in 2010  
Figure 80: Merck KgaA M&A deals in 2010  
Figure 81: Mitsubishi Tanabe partnering deals in 2010  
Figure 82: Mitsubishi Tanabe M&A deals in 2010  
Figure 83: Mylan partnering deals in 2010  
Figure 84: Mylan M&A deals in 2010  
Figure 85: Novartis partnering deals in 2010  
Figure 86: Novartis M&A deals in 2010  
Figure 87: Novo Nordisk partnering deals in 2010  
Figure 88: Novo Nordisk M&A deals in 2010  
Figure 89: Nycomed partnering deals in 2010  
Figure 90: Nycomed M&A deals in 2010  
Figure 91: Otsuka partnering deals in 2010  
Figure 92: Otsuka M&A deals in 2010  
Figure 93: Pfizer partnering deals in 2010  
Figure 94: Pfizer M&A deals in 2010  
Figure 95: Ratiopharm partnering deals in 2010  
Figure 96: Ratiopharm M&A deals in 2010  
Figure 97: Roche partnering deals in 2010  
Figure 98: Roche M&A deals in 2010  
Figure 99: Sanofi-Aventis partnering deals in 2010  
Figure 100: Sanofi-Aventis M&A deals in 2010  
Figure 101: Servier partnering deals in 2010  
Figure 102: Servier M&A deals in 2010  
Figure 103: Shionogi partnering deals in 2010  
Figure 104: Shionogi M&A deals in 2010  
Figure 105: Shire partnering deals in 2010  
Figure 106: Shire M&A deals in 2010  
Figure 107: Takeda partnering deals in 2010  
Figure 108: Takeda M&A deals in 2010  
Figure 109: Teva partnering deals in 2010  
Figure 110: Teva M&A deals in 2010  
Figure 111: UCB partnering deals in 2010  
Figure 112: UCB M&A deals in 2010  
Figure 113: Watson partnering deals in 2010  
Figure 114: Watson M&A deals in 2010  
Figure 115: Typical partnering opportunity submission template  
Figure 116: Online partnering resources



# Order Form

## Partnering Agreements in Pharma and Biotech Yearbook 2010

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