

Partnering A Platform Technology Today When Companies Want A Drug Tomorrow



October 16, 2012

Panelists



Hemmie Chang, Esq.
Chair, Licensing & Strategic Alliances
Group, Partner, Life Sciences Group



Jonathan Goldman
Senior Director, Business Development &
New Product Planning



Jigar Raythatha
Head of Corporate Development



Kevin Sin
Head of Oncology Partnering



David L. Snitman, Ph.D.
Chief Operating Officer &
Vice President, Business Development

2012 Changes in Funding Sources

Increase due mainly to investments in medical device
and diagnostics companies

Drug development / therapeutics remained flat

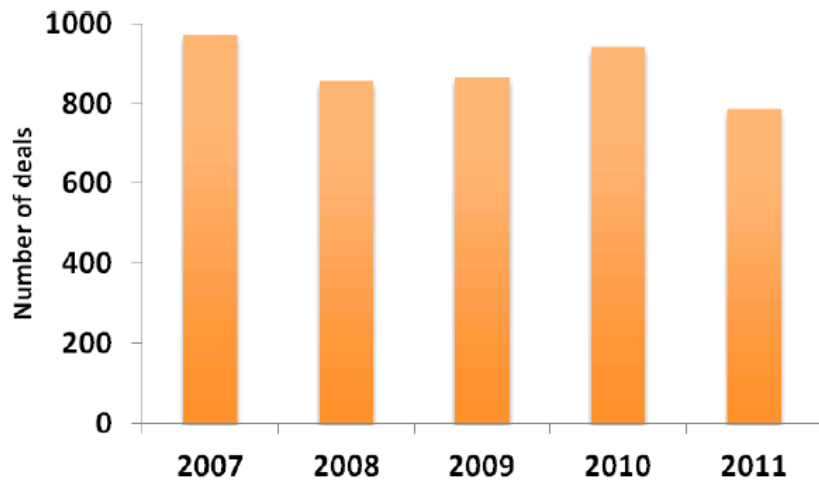
July 2012 Life Sciences Scorecard (USD M)

	2012*	2011*	% Change		2012*	2011*	% Change
Global Venture Capital	7,214	5,809	24.2	Global Debt Offerings	14,037	29,004	-51.6
U.S. VC	5,410	4,355	24.2	U.S. Debt	9,734	15,484	-37.1
IPOs (21 in 2012 v. 35 in 2011)	1,511	3,241	-53.4	Global Other Debt	12,481	9,119	36.9
U.S. IPOs (11 in 2012 v. 13 in 2011)	771	1,111	-30.6	U.S. Other Debt	11,056	3,511	214.9
Global PIPEs	3,696	2,400	54.0	Total Global Public Financings	37,434	51,919	-27.9
U.S. PIPEs	947	1,052	-10.0	Total U.S. Public Financings	27,601	25,406	8.6
Global Follow-ons*	4,664	7,673	-39.2	Global Partnering	19,585	22,825	-14.2
U.S. Follow-ons*	4,165	4,051	2.8	U.S. Partner/Licenser	12,130	14,478	-16.2
Global Other Equity	1,045	482	116.9	Global M&A	78,191	126,311	-38.1
U.S. Other Equity	928	198	369.9	M&A, U.S. Target	57,296	67,752	-15.4

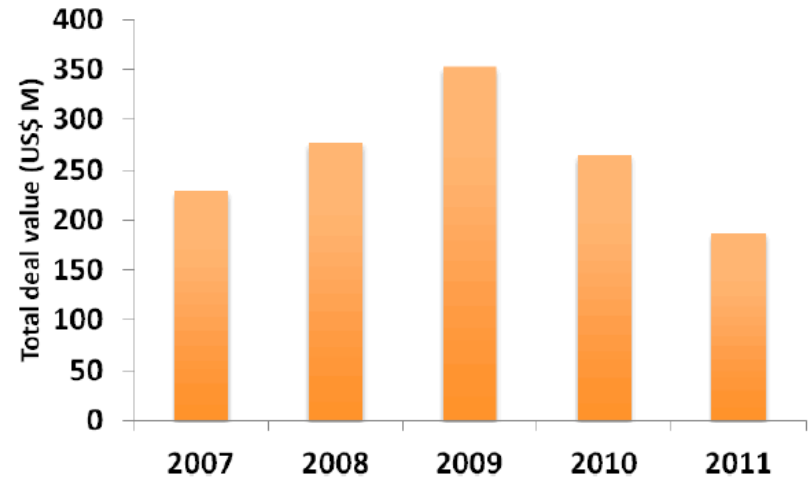
Source: The Burrill Report, Vol. 2, Issue 9, September 2012

Pharma Licensing Trends 2007 - 2011

Number of Licensing Deals



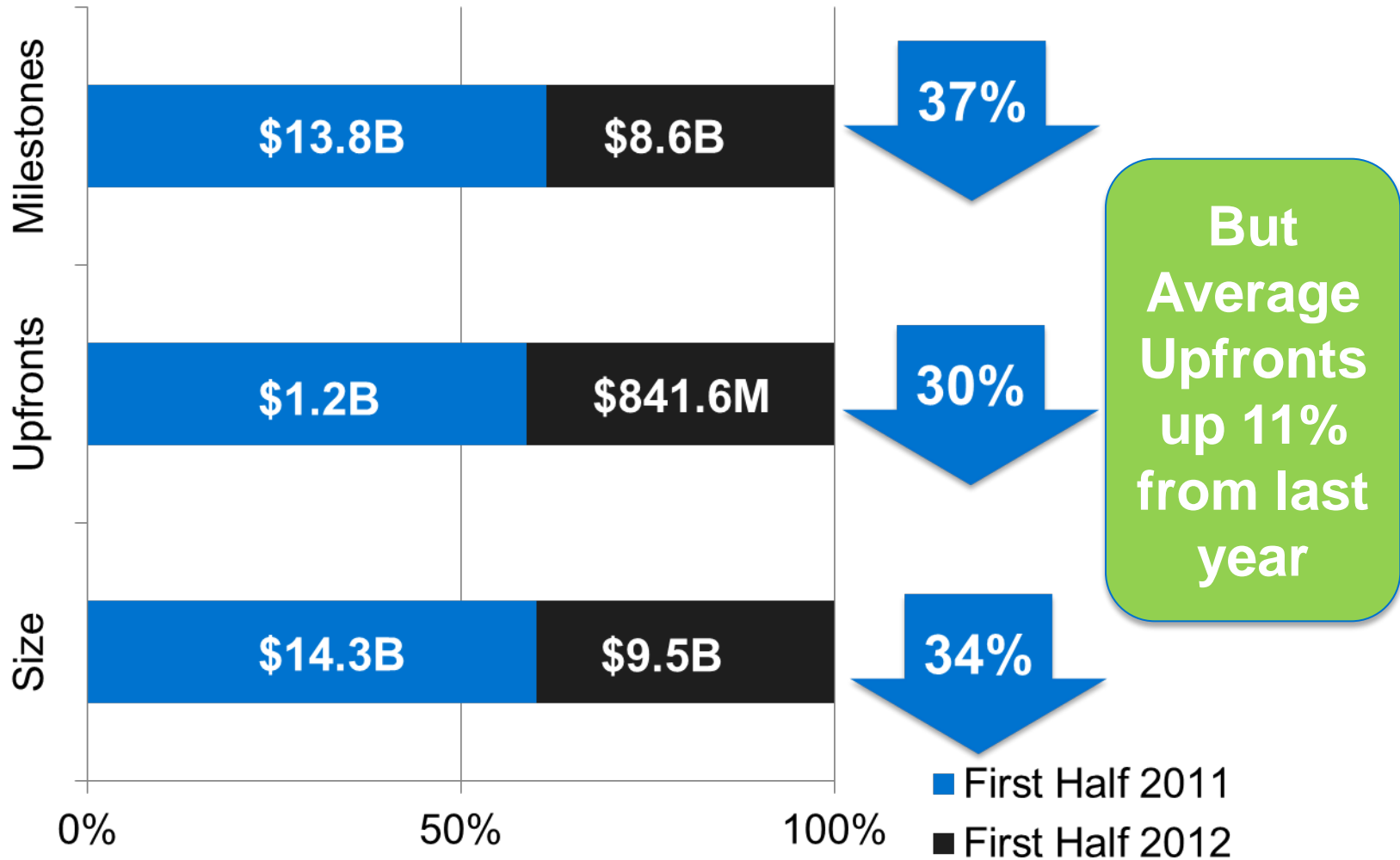
Average Total Value of Licensing Deals



Source: Cartwright, H, A Review of Deal Making in 2011, Pharma Deals Review, Vol. 2012 Issue 1

2012 Licensing Activity on the Decline

**Aggregate Spend for JVs and Licenses
Products and Platform Technologies**



Source: Deloitte Recap Webinar Series, August 14, 2012

Changes in 2012 Deal Activity

Licenses & JVs – Products or Platform Technologies

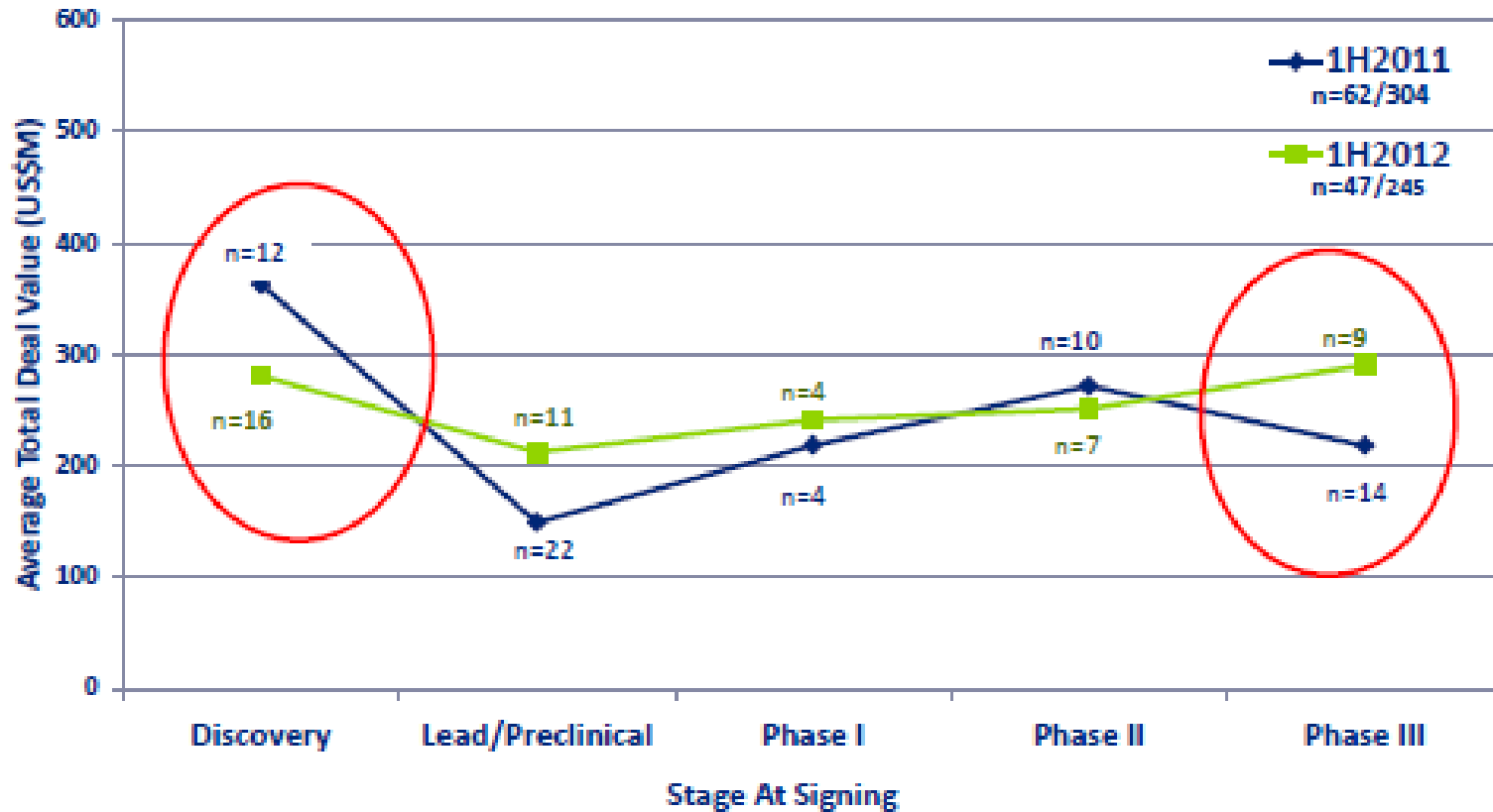


Source: Deloitte Recap Webinar Series, August 14, 2012

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2012 Changes in Deal Size

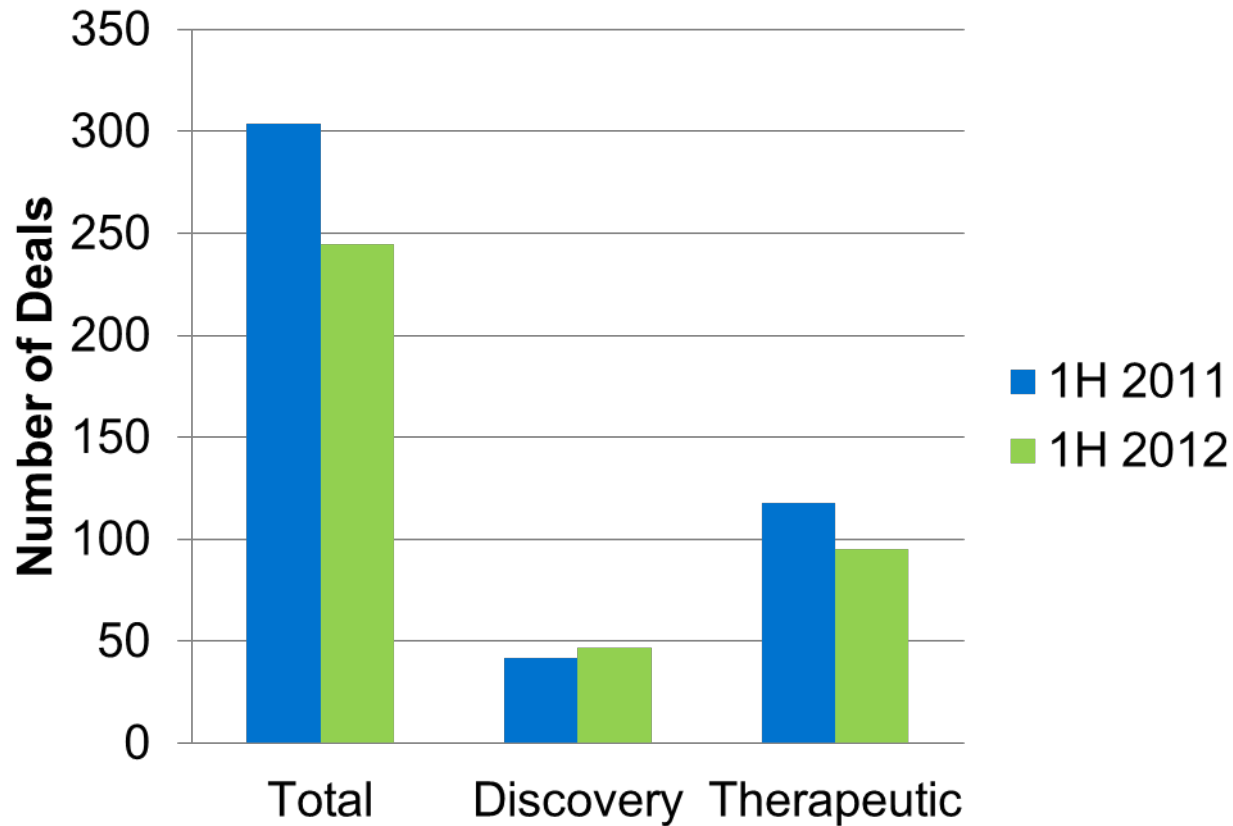
Discovery Platform Technologies or Therapeutic Products – Average Potential Size by Stage at Signing



Source: Deloitte Recap Webinar Series, August 14, 2012

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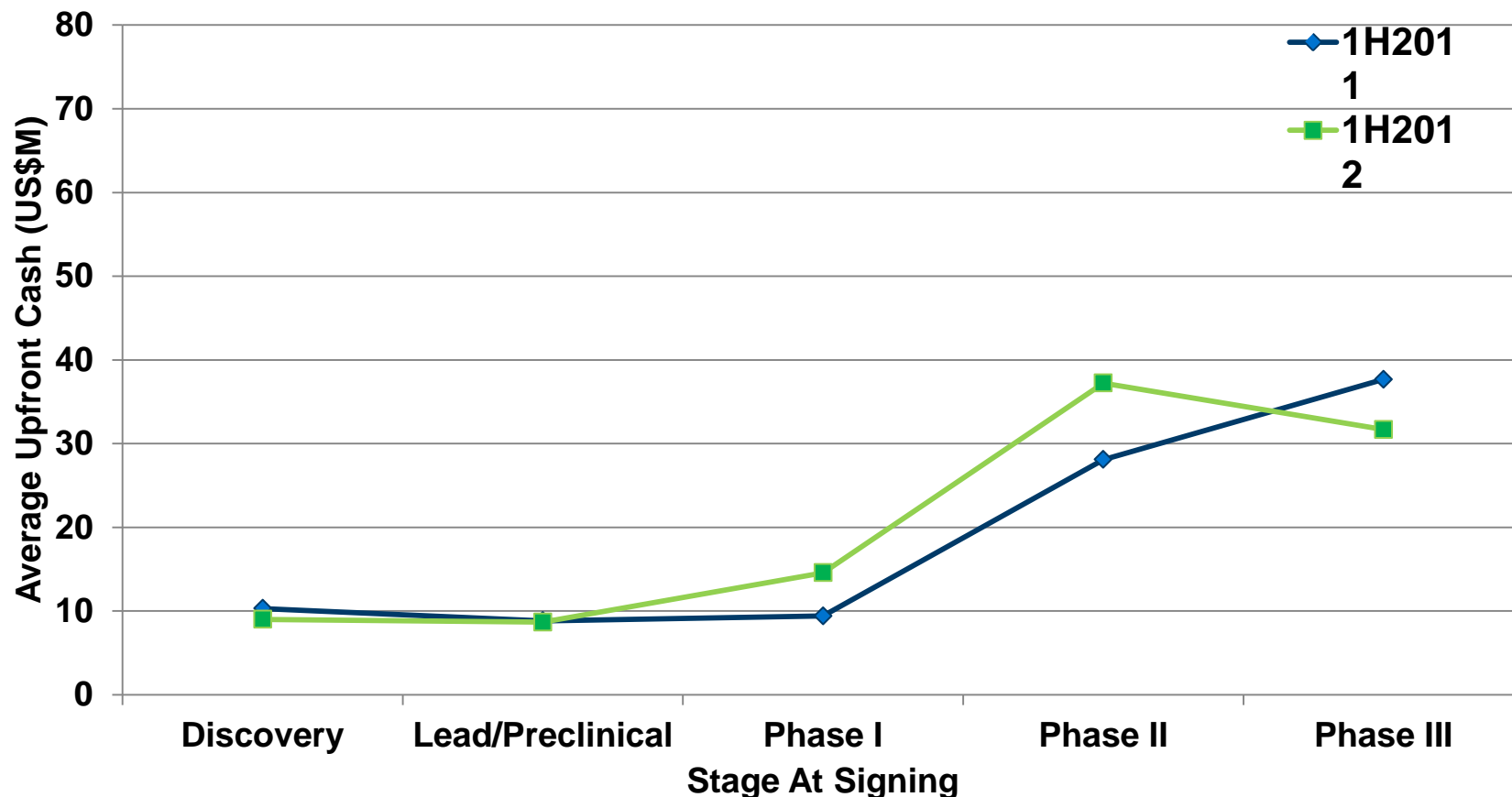
2012 Changes in Platform vs. Therapeutic Deals



Source: Deloitte Recap LLC's DEAL Builder

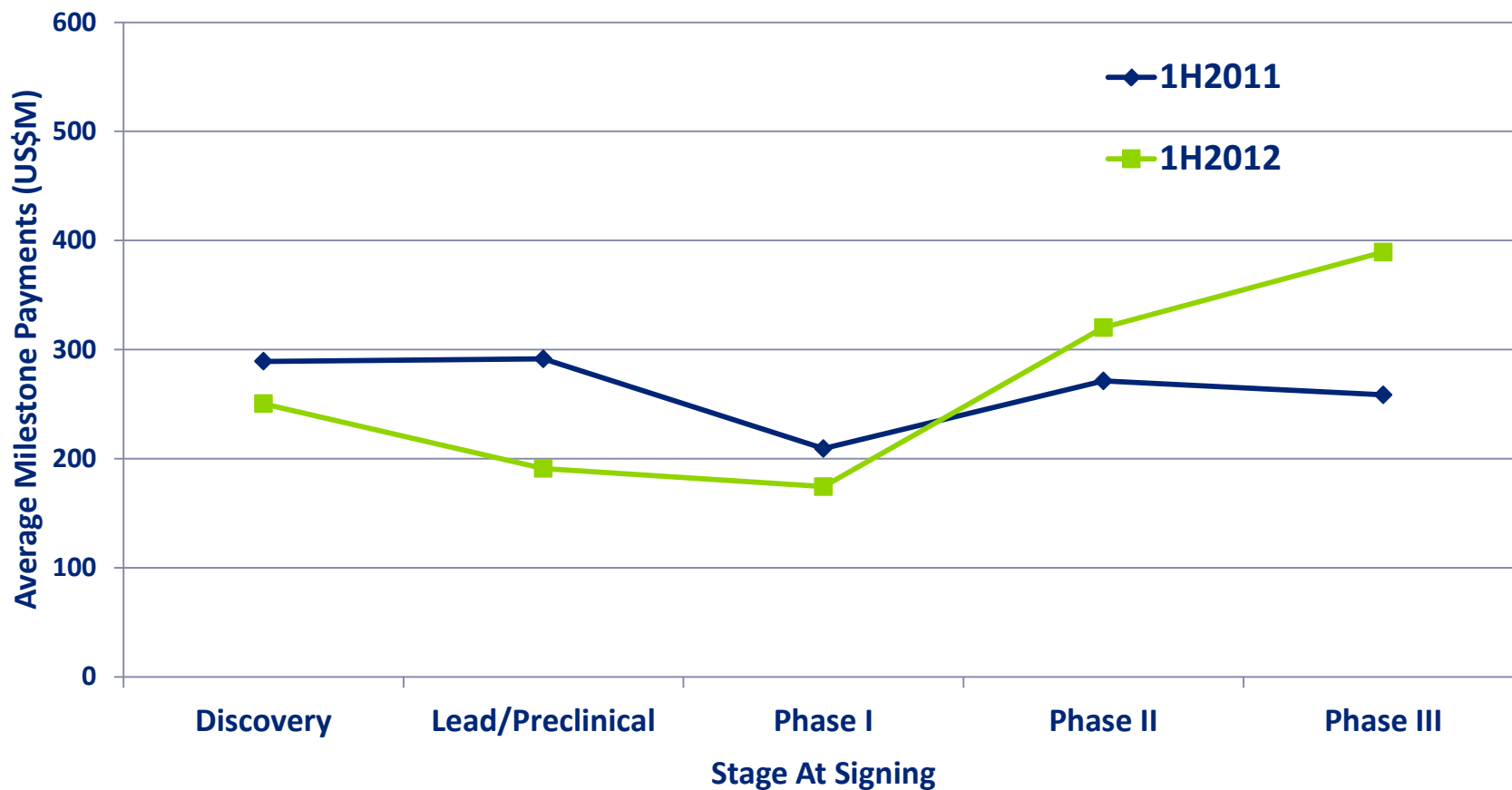
2012 Changes in Upfronts

Discovery Platform Technologies and Therapeutic Products – Average Upfront Payments by Stage at Signing



2012 Changes in Milestones

Discovery Platform Technologies and Therapeutic Products –
Average Milestone Payments by Stage at Signing



Source: Deloitte Recap Webinar Series, August 14, 2012

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Discussion

Q&A

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