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Approaches to
Valuation of
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Licensing Deals
Pharmaceutical
licensing deals rarely,
if ever, involve a
simple one time
payment, but
encompass multiple
payments and
royalties, and require
long-term cooperation.
Value is created as the

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potential new drug becomes more likely to reach the market and revenue becomes a less distant hope.

Approaches to Valuation of Licensing Deals Pharmaceutical ...

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Tutorial. By Tim Opler,
Benj Garrett and Susan

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Langer. Presented at
Torreya Partners Client
Event, Bridgewater, NJ.
January 2014. View pdf

Publications - Torreya

Valuation of pharma companies requires knowledge not only of traditional valuation tools and calculations, but also of the FDA drug approval process, drug patent status, the prevalence of illnesses drugs are meant to

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treat, and so on.

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**Valuation of Pharma
Companies: 5 Key
Considerations ...**

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Licensing Deals 10 A
variety of methods are
available that purport
to provide valuations of
products and/or
technologies. These
range from arbitrary or
traditional rules of

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thumb, through analyses with various levels of rigour, to somewhat esoteric methods that

Guide to Valuation of Pharmaceutical Licensing Deals

Efficacy analysis - A comparative efficacy assessment that highlights the strong points of your products and identifies the best drugs available for licensing. To help you

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in the out-licensing process, we suggest you efficacy-related key factors and potential indications that differentiate your compound from others.

In-Out Licensing: Product valuation | Anaxomics Biotech SL ...

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from a high-level estimation through to a comprehensive analysis that draws upon extensive primary and secondary market research. We also provide follow-on support to clients and help identify, connect and negotiate with prospective industry partners.

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Biotech Valuations |
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Valuation Methodology
“Standards” are only directional, at best
Examples of standards include values of drugs by phase, value splits to partners, probabilities of success, market share, R&D and sales force costs, upfronts, milestones, royalty rates.

Valuation and Deal Structuring

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A variety of approaches have been developed to evaluate pharmaceutical assets, but two similar yet distinct methods are most commonly used. Venture capitalists and large investment firms typically employ net present value (NPV) calculations while pharmaceutical companies more commonly use risk-adjusted net present value calculations

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Valuing Pharmaceutical Assets: When to Use NPV vs rNPV

) of 20 times at the end of 2015 but subsided to 17 times by the end of 2016. While this multiple is still high, it is in line with historical valuation levels and consistent with what one would expect if biopharma could continue to deliver on

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mid-single-digit sales growth while maintaining current margins (around 30 percent).

Biopharma valuations--onward and upward? | McKinsey

licensing-deal-model_
Drawing on past licensing deals in the biotech space, one can see a major shift in licensing deals strategy. Big pharma is

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placing large bets on early-stage assets that could potentially provide pharma with long-term growth. A major challenge that licensors and licensees face is valuation of such assets.

A Simple Licensing Deal Model for your Biotech Start-Up

Pharmaceutical royalties in licensing deals: No place for the 25 per cent rule of

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thumb ... We have set out to conduct an in-depth analysis of historic market data from the pharmaceutical industry ...

(PDF) Pharmaceutical royalties in licensing deals: No ...

Description. The valuation of a deal is the most challenging aspect in the deal negotiation. The Guide

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to Valuation of
Pharmaceutical
Licensing Deals Report
provides insight and
solutions to the
challenges faced by
deal-makers in the
biopharmaceutical
industry when valuing
projects at various
development stages.
CHAPTER 1
INTRODUCTION.

Guide to Valuation of Pharmaceutical Licensing Deals

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Valuation and design of
pharmaceutical R&D
licensing deals ...

Guozhen Zhao, Wen
Chen, Ensuring Quality
Science From “R” to
“D”: An Optimal
Adoption Strategy for
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Innovation, IEEE ...

Real Options- Based
Analysis in
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Partnerships for
Research and

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Options in ... And M

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**Valuation and
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licensing deals ...**

What are the Main
Valuation Methods?
When valuing a
company as a going
concern, there are
three main valuation
methods used by
industry practitioners:
(1) DCF analysis, (2)
comparable company

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analysis, and (3) precedent transactions. These are the most common methods of valuation used in investment banking. Investment banking is the division of a bank or financial institution ...

Valuation Methods - Three Main Approaches to Value a Business

Licensing agree ments

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Medical Marketing 335
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exit ...

(PDF) Licensing Agreements in the Pharmaceutical Industry

The Expert: David Scott
is well-respected in the
pharmaceutical

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licensing world and is actively in- and out-licensing products for clients in the pharmaceutical, biotech and technology sectors. He also has a strong track record in running successful training courses and workshops, so he combines a hands-on approach to licensing with training ...

The Pharmaceutical Out-licensing Course

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a successful out-licensing deal of a pharmaceutical compound, approaches to valuation of pharmaceutical licensing, bio-pharmaceuticals and medical devices licensing, deals pharmaceutical licensing agreement, drug licensing deals, drug licensing process, Inlicensing, Introduction to Drug R&D, KPE's 1

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outbound deals,
helping our clients
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