

Licensing Experts

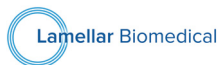
Top tier pharmaceutical companies, biotechs, diagnostics, medtech and life science research companies all trust PharmaVentures to deliver the best licensing deals for their assets. From preparing to enter into a transaction process to deal structuring and negotiations, our industry experience built up over 24 years, coupled with our extensive network, ensures the best access to potential partners for both licensors and licensees. In recent years our clients have successfully transacted assets worth more than \$3Billion.

How do we help?

PharmaVentures employs a structured and proven licensing process that ensures a comprehensive and efficient approach to delivering a successful licensing outcome. We act to both out-license and in-license assets depending upon the requirements of our clients. We offer full service business development and licensing support, executing the entire process from building the proposition through to deal closure or any component part of the process; for example, deal structuring, comparables analysis, term sheet analysis and negotiation. More than 24 years experience in deal making means we are able to access the right people in the most appropriate companies, with propositions that result in successful deals.

Who do we help?

PharmaVentures' clients include major pharmaceutical companies, biotechs, diagnostics, medtechs, healthcare IT companies, universities and technology transfer agencies.



PharmaVentures
Experts in deals and alliances

Adrian Dawkes
Managing Director, PharmaVentures Ltd.

Mobile: +44 (0)7931 428 487
Direct: +44 (0)1865 332701
adrian@pharmaventures.com



PharmaVentures advised MedGenesis on the out-licensing of its GDNF therapeutic for the treatment of Parkinson's disease. Bringing multiple interested parties into a structured process ensured competition for a valuable asset, thereby delivering excellent value for MedGenesis. Our experience and processes ensured the eventual licensee, Pfizer, was the best outcome and one most likely to ensure the treatment would progress to market to be a clinical and commercial success.

ESTEVE

Esteve is a medium sized European pharmaceutical company more used to in-licensing than out-licensing. The company engaged PharmaVentures to assist in outlicensing their Phase II co-crystal drug for acute pain. Bringing multiple global and regional players into the licensing process to generate competitive tension, enabled Esteve to secure a deal for ex-USA rights to the drug with Mundipharma.



India based Pharmaceutical company Dr Reddy's was keen to secure in-market assets specifically for the CIS region. PharmaVentures conducted an extensive search and find process to uncover over 50 companies with suitable assets out of a total of 330. As a result Dr Reddy's was able to conclude a deal with UK based Vitabiotics Ltd. for exclusive marketing rights to two of Vitabiotics leading products – Jointace and Dietrim.



Bergen-Bio is a Norwegian biotech company seeking to in-license a phase I oncology asset from USA based Rigel. Bergen-Bio's strategy was to continue development of the asset to proof of concept and then conduct a second transaction with a pharmaceutical company. PharmaVentures provided valuation, deal structuring and negotiation advice to ensure the in-licensing deal would underpin the company's forward strategy.

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