

ASSET VALUATION

LIFE SCIENCES PROFESSIONAL SERVICES

Make a better deal, faster. Whichever side of a deal you're on, you want to know what the landscape looks like. What's the true value of the asset in question? How can you be sure you're making the best deal possible?

We can help. Our Asset Valuation Services:

- Leverage insight into leading practices to enable structuring the highest value deal possible
- Benchmark deal size, upfronts, milestones, royalty and equity payments
- Identify potential deal partners by therapeutic area, indication, mechanism, drug class, technology, and stage of development
- Understanding individual potential partners

The Asset Services team puts gold standard Recap deals content in the hands of our experts, who then apply it to your situation. So you can find the right deals – and confidently make the right calls.

Gain expert insight and analyses derived from:

- 34,000+ alliance summaries, providing access to press releases, contracts, analyst-written Deal Snapshots, analyst-written Contract Analyses and access to various types of source documents. Data back to 1973. Updates as released.
- 1,000+ deal snapshots
- 84 percent involving commercial deals and 16% involving university licenses
- Company profiles for 3,700+ organizations
- 27,000+ contracts obtained from public companies filing with the US SEC (redacted versions)
- 4,500+ unredacted SEC-filed contracts

HOW ASSET VALUATION WORKS

When considering or entering into negotiations, both parties will have a critical interest in valuation and seek similar deals as comparators:

- Types of deals
- Deal structure
- What's the value of our asset(s)?
- Average royalty

We leverage the latest market data and trends to help you strengthen your deals and optimize your results.

Our experts have at their disposal the complete catalogue of life sciences business intelligence Thomson Reuters has to offer. This includes the fully indexed Recap IQ Deals Databases, covering biopharma product, technology and platform licensing, and M&A transactions, alongside industry-leading data from the Cortellis suite of solutions. With this information, and their own knowledge derived from working in industry, our Professional Services team are ideally placed to advise you on the true value of assets and deals.

The Professional Services team can also help you:

- Build accurate comparables for deals and alliances
- Create a "short-list" of prospective partners
- Review deal histories of prospective partners
- Develop term sheets
- Leverage the power of Recap's database of deals and pipelines to stay on the right side of market trends

FOR MORE INFORMATION

Learn how Recap can help you do a good deal faster, visit www.recap.com

ABOUT RECAP

Recap from Thomson Reuters aims to provide analysis and advice for biopharmaceutical business development. Recap clients include biotechnology and pharmaceutical companies, universities, investment banking, and venture firms. More than 1,500 organizations utilize Recap's data services. Recap combines extensive deals analysis experience with the breadth of Life Sciences service offerings from Thomson Reuters creating a powerful combination for clients.

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