

DEAL BUILDER™ AND VALUATION ANALYZER™

SOLUTIONS FOR BUSINESS DEVELOPMENT, LICENSING, CORPORATE STRATEGY, AND FINANCE

Deal Builder and Valuation Analyzer are biopharma business intelligence tools for managing alliance formation, the lifecycle of the alliance, and deal valuations.

Gain new insights into biopharma alliances with access to unredacted, unpublished agreements secured through Freedom of Information Act (FOIA) requests of the Securities and Exchange Commission (SEC). Recap's Alliance Summaries, Deal Snapshots, and Contract Analyses can provide insight into alliances to be able to identify leading practices and critical deal terms, and assist in the development of partnering strategies.

DEAL BUILDER

Prepare for deal negotiations with leading practices on alliance formation, deal comparables, and critical deal terms

Deal Builder is a robust database, updated daily, of over 40,000 biopharma alliances with the underlying contracts and press releases for agreements involving biopharma companies.

Deal Builder can help with the decisions of who to partner with and how to structure the deal.

- Learn leading practices on drafting an alliance
- Locate potential alliance opportunities and conduct due diligence
- Identify deal structure alternatives and critical deal terms

DEAL BUILDER SELECT

Gain further ground on your deal with Deal Builder Select. Available as part of your Recap IQ subscription, Deal Builder Select helps you easily:

- Find precise comparables
- Understand a set of deals in minutes, not hours
- Create your own custom analytics

Data and Analytics

- Smart Summaries that provide the best "decoded" analysis of announced deals available
- 12 key data fields that have been re-indexed with new values to retrieve precise result sets
- New standardized Deal Snapshot that utilizes new high quality data fields including updated financial fields
- Enhanced Excel reports, including presentation tables, user defined pivot tables, and graphical analysis of key financials
- 49 new data fields in the Alliance Summary, including product names, mechanisms of action, asset type, and M&A data related to the target company
- 34 updated fields, including all financial payments, licensees and licensors, transaction types, and Deal Subject

VALUATION ANALYZER

Evaluate current alliance values and shape future deals with post-launch payment data and trends in effective royalty rates by stage at signing

Valuation Analyzer provides access to Recap's Effective Royalty Rate (EFR) Grapher, which benchmarks effective royalty rates for deals by stage of development at signing based on a unique collection of over 2,700 alliances with fully disclosed SEC-filed contracts

Are you finding the optimal royalty rate for your compounds? Valuation Analyzer is the single largest source of royalty rates that have been analyzed and normalized across multiple deal structures.

One important example is determining reasonable sales-based royalties. About 2,535 (33%) of Biotech deals are out-licensing deals for therapeutic compounds in the Lead-to-Approval stage that have sales-based royalties (total value ~\$207B). Valuation Analyzer has detailed royalty information on 982 (39%) of sales-based royalty deals (total value ~\$29B). Even more importantly, Valuation Analyzer's Effective Royalty Rate Grapher allows you to compare various structures of sales-based royalties by using normalized royalties at \$200M, \$500M, and \$1B sales levels, and in addition, you can do these comparisons at Discovery to Filing stages.

A WEALTH OF INFORMATION

- Access to 40,000+ alliance summaries and press releases covering the last three decades for over 4,000 organizations
- Alliance database of over 27,800 SEC-filed contracts tied to 10,800 alliances, 41% supported by 4,500 unredacted contracts
- Over 2,000 contract analyses available only through Recap
- Clinical trial information on 9,000+ indication-specific clinical trials
- Patent information on over 12,500 patent filing
- Over 9,300 employment agreements
- Over 16,200 biocontacts
- Round-by-round financing histories for over 700 companies



DATA-DRIVEN SOLUTIONS FOR CLINICAL DEVELOPMENT

Development Optimizer™

DEVELOPMENT optimizer empowers users to make data-driven drug development decisions by providing access to highly curated data plus analytic capabilities that are distinct in the clinical database marketplace. The result is a powerful business intelligence tool that can help biopharmaceutical R&D executives identify and mitigate risks, analyze key metrics of both success and failure in the drug creation process, prioritize projects and benchmark their own efforts against a relevant peer group of innovative companies.

EXAMPLE OF HOW TO BUILD AN EFR GRAPH WITHIN VALUATION ANALYZER AND ACCESSING THE ALLIANCE DETAIL BEHIND THE GRAPH

Selection criteria to build graph and graph output

Print graph functionality

Color-coded flags to indicate sample size for a particular data point

Click on data point, then "Expand" to show the list of alliances

Download results to Excel

Click on an alliance to drill into the summary and analysis of the alliance

Alliance Summary, Press Release, and Deal Snapshot

Deal Snapshot

Get the Alliance Contract, Contract Analysis, Clinical Indications, and Patents associated with this deal, and a list of the other Similar Alliances

Click on the company or university name

Get the Alliances, Clinical Indications, Patents, Contacts, and Filings associated with this organization

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.

DEAL BUILDER TOOLS

- A robust search builder narrows the search to locate specific types of alliances or contracts.
- A list of Similar Alliances is provided to aid further research and to help quickly identify deal comparables.
- The Download feature allows users to download results to Excel for additional analysis or executive presentations.
- The Deal Drafting Guide, written by the Recap analysts, provides leading practices on how to draft an alliance.

VALUATION ANALYZER TOOLS

- EFR is an analytical tool that Recap has created to capture the diversity of post-launch biopharma deal structures as a way to facilitate comparison of value sharing in alliances.
- Compare trends by commercial or university alliance, by therapeutic area or technology, and with specific alliance scope and financial terms filtering criteria
- Expand the list of alliances behind each EFR data point for further analysis or download for presentations. Then access the alliance contract details behind each of the alliances.
- The NPV Guide, written by the Recap analysts, provides an overview of the key factors that typically go into an NPV calculation and potential risks and other financial variables that may impact clinical development.