

## RECAP IQ VALUATION ANALYZER

# WHAT COULD WE GET IF WE WAIT TO PARTNER UNTIL A LATER STAGE?

### USE CASE

I'm at a biotech company that develops cancer treatments and we are thinking about partnering at the Discovery stage. How much more could we get if we would wait until Phase III to partner?

### HOW TO CONSTRUCT

Go to Graph > EFR Grapher and construct your search (Therapeutic Area: "Cancer"). Then click "Update Graph".



## RESULTS

Effective Royalty Rates at each Stage at Signing are now displayed.

- Notice that the EFRs go up dramatically from Discovery to Phase III
- Print or download the results to Excel for additional analysis or executive presentation
- Click on either of the nodes at the Stage at Signing and “expand” to see all alliances at that stage displayed below the graph
- Drill into the alliances for access to:
  - Alliance Summary
  - Press Releases
  - Contracts
  - Contract Analysis

