

RECAP IQ VALUATION ANALYZER

WHERE CAN I FIND INFORMATION TO HELP DETERMINE WHEN TO PARTNER?

USE CASE

I am in business development at a company developing treatments for cancer and would like to determine when we should partner.

HOW TO CONSTRUCT

Go to Graph > EFR Grapher. Set Therapeutic Area: "Cancer". Then click "Update Graph".



RESULTS

Effective Royalty Rates for Cancer deals at each Stage at Signing are shown

- Hold your cursor above each Stage to see the EFR at each assumed level of sales (\$200M, \$500M, and \$1B)
- While holding your cursor above the Stage, click on Expand to display a list of each of the companies that comprise that stage
- Drill down into the list that appears below the graph to research particular Cancer alliances at that Stage

