

## RECAP IQ DEAL BUILDER

# HOW DO I IDENTIFY CRITICAL DEAL TERMS?

### USE CASE

I need to identify critical deal terms in alliances that are collaboration agreements between biotech/drug companies for Phase III monoclonals.

### HOW TO CONSTRUCT

Go to the Search > Alliances and construct your search (Parties: "Drug/Biotech"; Agreement Type: "Collaboration"; Technology: "Monoclonals"; Stage: "Phase III"). Then click "Search Now".

### Alliance Search Builder

Enter criteria below to retrieve matching alliances from our database.

[Search Now](#) [Reset Fields](#)

Company:  Subject Text:

Parties:  Agreement Type:   
Technology:  Stage:

Filed Contracts  Deal Snapshot  Financials Disclosed

<b>Agreement Date:</b> From <input type="text"/> mm/yyyy Until <input type="text"/> mm/yyyy	<b>Deal Size:</b> Greater than \$ <input type="text"/> M Less than \$ <input type="text"/> M	<b>Upfront Payment:</b> Greater than \$ <input type="text"/> M Less than \$ <input type="text"/> M	<b>Royalty Rate:</b> Greater than <input type="text"/> % Less than <input type="text"/> %
<b>Equity:</b> Greater than \$ <input type="text"/> M Less than \$ <input type="text"/> M	<b>R &amp; D Payment:</b> Greater than \$ <input type="text"/> M Less than \$ <input type="text"/> M	<b>Total Milestone Payment:</b> Greater than \$ <input type="text"/> M Less than \$ <input type="text"/> M	<b>Profit Split:</b> Greater than <input type="text"/> % Less than <input type="text"/> %

[+ Therapeutic Area:](#)

[+ Licensed Territory:](#)

[+ Contractual Data:](#)

[Search Now](#) [Reset Fields](#)

## RESULTS

A list of alliances meeting the search criteria is found. From the search results, you can:

- Print or download the results to Excel for additional analysis or executive presentation
- Drill into the alliances to identify critical deal terms and for access to:
  - Alliance Summary plus a Deal Snapshot view of the contract terms
  - Press Releases
  - Contracts
  - Contract Analysis
  - Clinical Indications and Patents associated with the deal
  - Similar alliances

Search Results											
										Save Search	
										Modify Search	
										New Search	
8 results.											
+ Search Criteria:											
				Parties	Date	Type	Size	Upfront	Total Milestone	Royalty	Subject
1				Amgen / GlaxoSmithKline	07/2009	Co, L, O, S	\$120.0	CON			Denosumab for postmenopausal osteoporosis in Europe, Australia, New Zealand and Mexico, and oncology in emerging markets
2				MacroGenics / Lilly	10/2007	CoP, Co, E, L, O, Ter	\$1,104.0	\$41.0	\$1,050.0	CON	Teplizumab, humanized anti-CD3 monoclonal antibody, and back-up anti-CD3 compounds for diabetes and autoimmune diseases
3				Amgen / Daiichi Sankyo	07/2007	CoD, Co, CrL, L		\$20.0		CON	Denosumab anti-RANKL mAb for osteoporosis and cancer in Japan
4				Human Genome Sciences / GlaxoSmithKline	08/2006	CoD, CoP, Co, L		\$24.0			Co-Development of Lymphostat-B in SLE
5				Immunomedics / UCB	05/2006	Co, D, L	\$203.0	\$38.0	\$145.0		Epratuzumab (CD-22 MAb) for SLE & autoimmune disease indications
6				Medarex / Bristol-Myers Squibb	11/2004	CoD, CoP, Co, L, O	\$655.0	\$25.0	\$205.0		MDX-010 and MDX-1379 for melanoma WW
7				Celltech / UCB	05/2004	CoD, Co, Lol, L					Term sheet for dev of CDP870
8				IDEC Pharmaceuticals / Schering AG	06/1999	Co, CoD, L, S	\$47.5	\$13.0	\$19.5	15.0%	Zevalin (Y2B8) for non-Hodgkin's lymphoma ex-US