

## RECAP IQ VALUATION ANALYZER

# HOW MUCH SHOULD I EXPECT TO GET WHEN WE PARTNER?

### USE CASE

I'm at a biotech company that develops vaccines and would like to know how much money we can expect to make when we partner with a pharmaceutical company

### HOW TO CONSTRUCT

Go to the Search > Alliances and construct your search (Parties: "Drug/Biotech"; Technology: "Vaccines"). Then click "Search Now".

### EFR 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"/> %



## RESULTS

A list of alliances meeting the search criteria is found and each Deal Size is shown. From the search results, you can:

- Print or download the results to Excel for additional analysis or executive presentation
- View the Effective Royalty Rates at each assumed level of sales (\$200M, \$500M, and \$1B)
- Drill into the alliances for access to:
  - Alliance Summary
  - Press Releases
  - Contracts
  - Contract Analysis
  - Similar alliances

Search Results													
											Save Search	Modify Search	New Search
60 results.													
+ Search Criteria:													
Page 1 of 2   1   2   Next													
			Parties	Date	Type	Size	Upfront	Total Milestone	efr 200	efr 500	efr 1000	Subject	
1			Coley Pharmaceutical Group / GlaxoSmithKline	11/2002	L	\$38.0	\$4.0	\$34.0	10.5%	6.5%	7.3%	Cancer vaccine adjuvants	
2			ArQuile / SmithKline	11/2000	Co, L, R, Ter	\$26.8	\$0.3	\$22.0	5.0%	3.8%	4.4%	Anti-infective & anti-fungal drug discovery	
3			CytRx / Merck	11/2000	L	\$9.0	\$2.0	\$7.0	5.0%	3.5%	4.2%	TranzFect to deliver DNA vaccines	
4			Aviron, MedImmune / Wyeth-Ayerst, Wyeth	01/1999	CoD, L, CoP, S, E, Ter	\$250.5	\$15.0	\$185.5	37.5%	30.2%	31.7%	FluMist influenza vaccine ex-Korea, Australia & New Zealand	
5			Dendreon / Kirin Brewery	12/1998	R, Co, CoD, L, E, O, S, Ter	\$36.0	\$5.0	\$8.0	8.0%	19.0%	21.5%	Provenge (sipuleucel-T) & Mytovenge vaccines in Asia & EU	
6			Cell Genesys / Japan Tobacco	12/1998	CoD, L, S, Lo, Ter	\$128.2	\$15.2	\$55.5	15.0%	15.0%	17.5%	GVAX in NSCLC, kidney and prostate cancers ex-NA	
7			Cistrion Biotechnology, Celltech / Pasteur Merieux Connaught	10/1998	Co, O, L, E, W, Ter	\$32.9	\$7.0	\$24.0	6.0%	6.0%	6.0%	IL-1b for vaccine adjuvant	
8			Corixa / SmithKline	09/1998	O, D, Co, L, E	\$184.7	\$25.9	\$94.5	9.0%	8.3%	8.6%	Ovarian & colon cancer vaccines	
9			Genset / American Cyanamid, Wyeth	08/1998	L	\$10.0	\$5.0	\$5.0	3.0%	3.0%	3.0%	Chlamydia vaccine	
10			Aviron, MedImmune / CSL Limited	06/1998	Co, CoD, L, Di, E, O					30.0%	35.0%	FluMist cold adapted vaccine in Oceania	
11			Acambis / Pasteur Merieux Connaught	04/1998	R, O, L	\$9.7	\$0.1	\$6.7	6.0%	6.0%	6.0%	ChimeriVax technology for H. pylori vaccines	
12			VaxGen / Pasteur Merieux Connaught	04/1998	Lo, L, S					11.1%	12.9%	VaxGen gp120 supply for HIV vaccine	