Global Oncology Partnering 2010-2017: Deal trends, players and financials

Description: The Global Oncology Partnering 2010-2017: Deal trends, players and financials report provides an understanding and access to the oncology partnering deals and agreements entered into by the worlds leading healthcare companies.

Trends in Oncology partnering deals
Financial deal terms for headline, upfront and royalty by stage of development
Oncology partnering agreement structure
Oncology partnering contract documents
Top Oncology deals by value
Most active Oncology dealmakers

The report provides a detailed understanding and analysis of how and why companies enter oncology partnering deals. The majority of deals are development stage whereby the licensee obtains a right or an option right to license the licensors oncology technology. These deals tend to be multicomponent, starting with collaborative R&D, and commercialization of outcomes.

This report provides details of the latest oncology agreements announced in the healthcare sector. Most of the deals included within the report occur when a licensee obtains a right or an option right to license a licensor's product or technology. More often these days these deals tend to be multi-component including both a collaborative R&D and a commercialization of outcomes element.

The report takes readers through the comprehensive Oncology disease deal trends, key players and top deal values allowing the understanding of how, why and under what terms companies are currently entering Oncology deals.

The report presents financial deal terms values for Oncology deals, where available listing by overall headline values, upfront payments, milestones and royalties enabling readers to analyse and benchmark the value of current deals.

The initial chapters of this report provide an orientation of Oncology dealmaking trends.

Chapter 1 provides an introduction to the report.

Chapter 2 provides an overview of the trends in Oncology dealmaking since 2010 covering trends by year, deal type, stage of development, technology type and therapeutic indication.

Chapter 3 includes an analysis of financial deal terms covering headline value, upfront payment, milestone payments and royalty rates.

Chapter 4 provides a review of the leading Oncology deals since 2010. Deals are listed by headline value. The chapter includes the top 25 most active Oncology dealmakers, together with a full listing of deals to which they are a party. Where the deal has an agreement contract published at the SEC a link provides online access to the contract.

Chapter 5 provides comprehensive access to Oncology deals since 2010 where a deal contract is available, providing the user with direct access to contracts as filed with the SEC regulatory authorities. Each deal title links via Weblink to an online version of the deal record contract document, providing easy access to each contract document on demand.

Chapter 6 provides a comprehensive directory of all Oncology partnering deals by specific Oncology target announced since 2010. The chapter is organized by specific Oncology therapeutic target. Each deal title links via Weblink to an online version of the deal record and where available, the contract document, providing easy access to each contract document on demand.

In addition, a comprehensive appendix is provided with each report of all Oncology partnering deals signed
and announced since 2010. The appendices are organized by company A-Z, stage of development at signing, deal type (collaborative R&D, co-promotion, licensing etc) and technology type. Each deal title links via Weblink to an online version of the deal record and where available, the contract document, providing easy access to each contract document on demand.

The report also includes numerous tables and figures that illustrate the trends and activities in Oncology partnering and dealmaking since 2010.

In conclusion, this report provides everything a prospective dealmaker needs to know about partnering in the research, development and commercialization of Oncology technologies and products.

Understanding the flexibility of a prospective partner’s negotiated deals terms provides critical insight into the negotiation process in terms of what you can expect to achieve during the negotiation of terms. Whilst many smaller companies will be seeking details of the payments clauses, the devil is in the detail in terms of how payments are triggered - contract documents provide this insight where press releases and databases do not.

This report contains a comprehensive listing of all oncology partnering deals announced since 2010 including financial terms where available including over 3,500 links to online deal records of actual oncology partnering deals as disclosed by the deal parties. In addition, where available, records include contract documents as submitted to the Securities Exchange Commission by companies and their partners.

Contract documents provide the answers to numerous questions about a prospective partner's flexibility on a wide range of important issues, many of which will have a significant impact on each party's ability to derive value from the deal.

Report scope:

Global Oncology Partnering 2010-2017: Deal trends, players and financials is intended to provide the reader with an in-depth understanding and access to oncology trends and structure of deals entered into by leading companies worldwide.

Global Oncology Partnering 2010-2017: Deal trends, players and financials includes:

Trends in oncology dealmaking in the biopharma industry since 2010
Analysis of oncology deal structure
Access to headline, upfront, milestone and royalty data
Access to over 3,500 oncology deal records
The leading oncology deals by value since 2010


In Global Oncology Partnering 2010-2017: Deal trends, players and financials, the available deals are listed by:

Company A-Z
Headline value
Stage of development at signing
Deal component type
Specific therapy target

Each deal title links via Weblink to an online version of the deal record and where available, the contract document, providing easy access to each contract document on demand.
The Global Oncology Partnering 2010-2017: Deal trends, players and financials report provides comprehensive access to available deals and contract documents for over 3,500 oncology deals. Analyzing actual contract agreements allows assessment of the following:

- What are the precise rights granted or optioned?
- What is actually granted by the agreement to the partner company?
- What exclusivity is granted?
- What is the payment structure for the deal?
- How are the sales and payments audited?
- What is the deal term?
- How are the key terms of the agreement defined?
- How are IPRs handled and owned?
- Who is responsible for commercialization?
- Who is responsible for development, supply, and manufacture?
- How is confidentiality and publication managed?
- How are disputes to be resolved?
- Under what conditions can the deal be terminated?
- What happens when there is a change of ownership?
- What sublicensing and subcontracting provisions have been agreed?
- Which boilerplate clauses does the company insist upon?
- Which boilerplate clauses appear to differ from partner to partner or deal type to deal type?
- Which jurisdiction does the company insist upon for agreement law?

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