

Overview of Life Science Collaborations

Development and License Agreement

- Biotech licenses product and/or technology to Pharma
- Pharma gets control over whether and how to develop the drug
- Biotech company gets license fees, FTE, development milestones, royalties

Co-Development And/or Co-Promotion

- Biotech has option to:
 - pay portion of clinical development costs of drug
 - right to use sales force to sell the drugs (after approval)
- In return, biotech gets increased royalties or share of the profits

Equal Joint Development

- Pharma pays up-front and milestones
- Biotech can opt out along the way and get royalty
- Equivalent to Contractual Joint Venture

Joint Venture

- Form separate legal entity to pursue business objective
- Parties remain independent but create JV to execute business
- Extremely rare

Licensor Benefits	Licensee Benefits
\$\$\$\$	Pipeline
Development Capital	Source of Novel NMEs
Regulatory Expertise	Franchise Expansion
Commercial Expertise	Franchise Extension (LCM)
Validation of drug or technology	"A blockbuster is not made, it's developed."

