



What's on Pharma's Licensing Wishlist?

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Date of Publication: August 2021

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Asset licensing, mergers, and acquisitions have become an integral pipeline expansion strategy for Pharma. The realization over the past two decades that productivity of internal R&D alone is unsustainable coincides with an increase in discovery collaborations, the in-licensing of early, preclinical, and clinical stage drug candidates, and the acquisition of innovative biotech companies. Concurrently, early partnering can provide many small biotech or pharmaceutical companies with validation and much needed capital for expanding R&D efforts in other areas, enabling diversification of their pipelines, and mitigating risk. Alternatively, acquisition of a biotech by Pharma is an ideal exit strategy for many small companies' initial investors.

What is Pharma searching for?

Stage of asset development, therapeutic area, and asset differentiation are all important factors for gaining the attention of Pharma. Many Pharma companies provide specific web pages that detail their BD interests precisely, while others offer downloadable pdf brochures that publicly disclose their therapeutic area partnering interests.

We assembled a list of 64 pharma companies with market capitalizations of greater than \$10B USD and that provide partnering web pages or pdf's on their websites (Table 1), offered here as a resource. The information provided by Pharmas can indicate either broad descriptions of diseases of interest or more precise details of target indications, modalities, stages of development, and even specific pathways that are considered in scope. We have compiled this information and have provided links to each company's partnering and "therapeutic areas of interest" webpages or their downloadable

content and have listed each company's stated partnering interests as of 07/25/2021.

Which therapeutic areas have the highest probability of attracting attention?

In order to answer this question, we standardized the areas of partnering interest (Table 2) according to those used by a majority of companies or, when there was no commonly used specification, we selected a suitable grouping. Using these standardized groupings, companies indicated 1 - 11 areas of interest, with a mean of 4.9 and a median of 5.0. The most popular areas of partnering interest listed by the 64 Pharma companies were Oncology (67%), Neuroscience (55%), and Immunology (55%), followed by Infectious diseases (45%), Endocrine/Metabolic (41%), Cardiovascular (38%), and Rare/Genetic (27%) (Figure 1).

The greater proportion of companies interested in oncology, immunology, and neuroscience suggests that a biotech company may have a higher probability of attracting the attention of Pharma if its drug development programs target these therapeutic areas. However, while Rare/Genetic diseases are of interest to only 27% of Pharma companies in the filtered list, orphan status protections for these indications can provide additional incentives that often prove to be very attractive to Pharma.

Partnering guidance

Whether or not your company is developing a therapeutic for a 'hot' indication or drug target, it is crucial to be prepared in advance of reaching out to potential partners. The entire partnering process for a pharmaceutical asset can take over a year to complete, depending on a number of factors

such as the type of molecule and disease indication, how advanced the program is in development, what volume of data has to be considered, how competitive the space is, and how complex the deal terms are. Alacrita has considerable experience in supporting companies with partnering and can provide assistance across the entire partnering process.

To ensure your asset is ready for partnering, we recommend the following initial workplan regarding materials preparation and partner screening:

- Build a virtual data room
- Mock due diligence and gap analysis
- Prepare non-confidential (NC) and confidential pitch decks
- Identify and prioritize prospective partners for outreach

Alacrita can assist you with these steps, and our network of expert associates ensures we have the scientific and business expertise on hand to highlight the strengths of your asset and express its value. If you are already in discussions with potential partners, we can provide you with a deal comparables analysis, sales forecast and rNPV asset valuation, and/or transactional support to ensure that deal terms are fair. Alternatively, if your company is in a position to in-license an asset, our team of asset scouting experts can help you source and evaluate assets that meet your search criteria and enable you to diversify your pipeline.

Visit www.alacrita.com for more information.

Table 1. Pharma Partnering Interests

Company	General Partnering Website	Company Areas of Interest Website	Current Areas of Interest
AbbVie Inc	https://www.abbvie.com/partnerships.html	https://www.abbvie.com/partnerships/areas-of-interest.html	Immunology, Oncology, Neuroscience, Cystic Fibrosis, Retinal degeneration, Glaucoma, Body aesthetics (facial and body filling, breast reconstruction/augmentation, and regenerative soft tissue repair), Women's Health, Virology
Alexion Pharmaceuticals Inc	https://alexion.com/our-research/research-partnerships/externally-sponsored-research	https://alexion.com/our-research/research-and-development	Rare diseases in Hematology, Nephrology, Neurology, Metabolic Disorders, breakthrough therapies for rare diseases outside of our core focus.
Alnylam Pharmaceuticals Inc	https://www.alnylam.com/about-alnylam/investigator-initiated-studies/	https://www.alnylam.com/our-science/the-science-of-rnai/	RNAi therapeutics for genetic diseases, cardiometabolic diseases, infectious diseases, and central nervous system (CNS) and ocular diseases
Amgen Inc	https://www.amgen.com/partners/	https://www.amgenbd.com/resource/1610139576000/Brochure_AmgenBD?	Oncology/Hematology, Cardiovascular Disease, Bone Health, Nephrology, Inflammation, Neuroscience
Astellas Pharma Inc	https://www.astellas.com/us/innovation/partnering	https://www.astellas.com/us/innovation/areas-of-interest	Oncology, Urology, Nephrology, Immunology, Neuroscience, Muscle Diseases, ophthalmology, Regenerative Medicine, Vaccines, Gene Therapy
AstraZeneca plc	https://www.astrazeneca.com/Partnering.html	https://www.astrazeneca.com/our-therapy-areas.html	Oncology, Cardiovascular, Renal, Metabolism, Respiratory & Immunology, autoimmunity, infection & vaccines, neuroscience and gastroenterology
Baxter International Inc	https://www.baxter.com/our-story/fueling-collaborative-innovation	https://www.baxter.com/our-story/fueling-collaborative-innovation/baxter-ventures	In-Hospital Solutions and Therapeutics, Medical devices, Diagnostic tools, Renal therapies
Bayer AG	https://pharma.bayer.com/partnering	https://pharma.bayer.com/our-areas-interest	Cardiology, hematology, oncology, women's healthcare, ophthalmology, radiology
BeiGene Ltd	https://www.beigene.com/partnering/partnering-with-beigene	https://www.beigene.com/science-and-product-portfolio/research-development	Cancer (molecular targets), immuno-oncology therapies, combination therapies
Biogen Inc	https://www.biogen.com/en_us/contact.html	https://www.biogen.com/en_us/scientific-expertise.html	MS & neuroimmunology, neuromuscular disorders (SMA, ALS), movement disorders (Parkinson's), Alzheimer's & dementia, ophthalmology, neuropsychiatry, immunology, acute neurology, neuropathic pain
BioMarin Pharmaceutical Inc	https://www.biomarin.com/our-company/funding-and-support/independent-research/	https://www.biomarin.com/products/pipeline	Genetic therapies for rare diseases

Company	General Partnering Site	Company Areas of Interest Site	Current Areas of Interest
Boehringer Ingelheim	https://www.boehringer-ingelheim.com/partnering	https://www.boehringer-ingelheim.com/partnering/working-together/partnering-interests	CardioMetabolic Diseases, CNS Diseases, Immunology, Oncology & Cancer Immunology, Respiratory Diseases, Retinal Health
Bristol Myers Squibb Co	https://www.bms.com/researchers-and-partners/partnering.html	https://www.bms.com/business-development/science-and-technology/areas-of-interest.html	Solid tumors, hematology, cardiovascular, immunology, fibrotic diseases, neuroscience, translational medicine, cell therapy
Celltrion Inc	https://celltrion.com/en-us/contact/customer	https://celltrion.com/en-us/science/rndstudy	Biosimilars (cancer, autoimmune disease, Osteoporosis, Asthma, IBS, dyslipidemia), novel antibody drugs (infectious disease, cancer, autoimmune), vaccines, fusion technology
Chongqing Zhifei Biological Products Co Ltd	http://en.zhifeishengwu.com/about/hzhb/	http://en.zhifeishengwu.com/produce/zy_cp/	Vaccines
Chugai Pharmaceutical Co Ltd	https://www.chugai-pharm.co.jp/english/profile/strengths/index.html	https://www.chugai-pharm.co.jp/english/ir/rd/structure.html	"Technology research and genetic analysis for therapeutic antibodies;
CSL Behring	https://www.cslbehring.com/partnering	https://www.cslbehring.com/r-and-d/r-and-d-capabilities	At Fuji Gotemba Research Laboratories focus on bone and joint, renal, hematologic and immune diseases, cancer"
CSPC Pharmaceutical Group Ltd	https://www.cspc.com.hk/en/contacts/contactus.php	https://www.cspc.com.hk/en/competence/strategies.php	Immunology, Hematology & Thrombosis, Transplant, Respiratory, Cardiovascular & Metabolic
Daiichi Sankyo Co Ltd	https://www.daiichisankyo.com/about_us/partnerships/business_development/index.html https://www.daiichisankyo.com/rd/strategy_operations/open_innovation/	https://www.daiichisankyo.com/rd/strategy_operations/open_innovation/our_interests/	Oncology, autoimmunity, psychiatry and neurology, digestion and metabolism, cardio-cerebrovascular system and anti-infectives
Dr Reddy's Laboratories Ltd	https://www.drreddys.com/partners/prospective-partners/	https://www.drreddys.com/our-products/therapeutic-focus/	Oncology, rare diseases (monogenic, non-monogenic), CNS, ophthalmology, chronic heart failure, immunology
Eisai Co Ltd	https://www.eisai.com/sustainability/partner/partnership/index.html	https://www.eisai.com/company/glimpse/index.html	Oncology, gastroenterology, cardiovascular, anti-diabetic, dermatology, pain
Eli Lilly & Co	https://www.lilly.com/partners/scientific-partnering	https://www.lilly.com/partners/scientific-areas-of-interest	Neurology, Oncology
Fresenius SE & Co KGaA (Fresenius Kabi)	-	https://www.fresenius.com/fresenius-kabi	Loxo Oncology, neurodegenerative disease, pain & migraine, diabetes and related complications, immunology, new therapeutic modalities
Gan & Lee Pharmaceuticals	http://www.ganlee.com/en/index.php?optionid=673	http://www.ganlee.com/en/index.php?optionid=663	I.V. generic drugs, infusion therapies and clinical nutrition products, biosimilars (autoimmune disease, oncology), transfusion technology

Company	General Partnering Site	Company Areas of Interest Site	Current Areas of Interest
Genmab A/S	https://www.genmab.com/partnering/	https://www.genmab.com/research-innovation/antibody-technology-platforms/	Antibody therapeutics (cancer, autoimmune conditions, inflammation, central nervous system conditions and infectious diseases)
Gilead Sciences Inc	https://www.gilead.com/utility/contact/partnership-request	https://www.gilead.com/science-and-medicine/medicines	HIV/AIDS, COVID-19, Liver Disease, Hematology/Oncology, Cardiovascular, Inflammation/Respiratory
GlaxoSmithKline plc	https://www.gsk.com/en-gb/partnerships/	https://www.gsk.com/en-gb/research-and-development/partnerships/our-areas-of-interest/	Respiratory, HIV/Infectious Disease, Vaccines, Oncology, Immune system, Human Genetics, Advanced Technologies
Hansoh Pharmaceutical Group Co Ltd	-	http://www.hspharm.com/product/kang-zhong-liu-list-0.htm	CNS, oncology, anti-infectives, diabetes, gastrointestinal, and cardiovascular
Horizon Therapeutics plc	https://www.horizontherapeutics.com/company/partnering	https://www.horizontherapeutics.com/science/research-development	Endocrinology, Nephrology, Neuroimmunology, Ophthalmology, Rare diseases, Rheumatology
Hualan Biological Engineering Inc	http://english.hualanbio.com/	http://english.hualanbio.com/products/	Blood and vaccine products
Incyte Corp	https://www.incyte.com/what-we-do/collaborate-partners-in-science	https://www.incyte.com/what-we-do/drug-development	Oncology, Inflammation, Autoimmunity
Innovent Biologics Inc	http://innoventbio.com/en/#/cooperate	http://innoventbio.com/en/#/research	Oncology, autoimmune, metabolic diseases, ophthalmology
Japan Tobacco Inc (agreement with Torii Pharmaceutical Co., Ltd. To develop drugs)	https://www.torii.co.jp/en/contact/	https://www.torii.co.jp/en/company/research.html	Glucose and lipid metabolism, immune disorders and inflammation, virus research
Jiangsu Hengrui Medicine Co Ltd (R&D division Shanghai Hengrui Pharmaceutical Co)	http://www.shhrp.com/about/1345730403.html	http://www.shhrp.com/research/1345730683.html	Tumor and diabetes drugs, expand the field of protein and antibody biopharmaceuticals
Johnson & Johnson	https://jninnovation.com/innovation-centers	https://jninnovation.com/partnering/pharmaceuticals	Cardiovascular & Metabolism; Immunology; Infectious Diseases & Vaccines; Neuroscience; Oncology; and Pulmonary Hypertension
Kirin Holdings Co Ltd (Kyowa Kirin division)	https://www.kyowakirin.com/what_we_do/research_collaboration_licensing/index.html	https://www.kyowakirin.com/what_we_do/approach_for_innovation/index.html#anc-h5o-4 https://www.kyowakirin.com/what_we_do/index.html	Therapeutic antibodies (oncology, nephrology, central nervous system and immunology), small molecule drugs, nucleic acid drugs, regenerative medicine

Company	General Partnering Site	Company Areas of Interest Site	Current Areas of Interest
LG Chem Ltd	https://www.lgchem.com/main/index	https://www.lgchem.com/upload/file/introduce/2021_Introduction_of_LGChem_EN1151.pdf	Diabetes, cardiovascular, musculoskeletal, autoimmune, growth hormones, hepatitis B and pentavalent vaccines, aesthetics
Menarini	https://www.menarini.com/en-us/partnering	https://www.menarini.com/en-us/partnering/our-therapeutic-focus-areas	Oncology, CV/Metabolic, Respiratory, Pain, Anti-infectives, dermatology, aesthetic medicine
Merck & Co Inc	https://www.merck.com/licensing/home.html	https://www.merck.com/research/index.html#WhatWereWorkingOn	Oncology, Vaccines, Infectious Diseases, COVID-19, cardio-metabolic disorders
Merck KGaA	https://www.emdgroup.com/en/company/partnering/collaboration/collaboration-in-healthcare.html	https://www.emdgroup.com/en/research/our-approach-to-research-and-development/healthcare/our-r-and-d-areas-of-focus.html	Oncology, Immuno-Oncology, Immunology, Multiple Sclerosis, Fertility
Mitsubishi Tanabe Pharma Corp	https://www.mt-pharma.co.jp/e/sustainability/social/medical_development.html	https://www.mt-pharma.co.jp/e/develop/pipeline.html	CNS, Immuno-inflammation, vaccines, diabetes and diabetic nephropathy
Neurocrine Biosciences Inc	https://www.neurocrine.com/investors/partnerscollaborators/	https://www.neurocrine.com/pipeline/pipeline-overview/	Neurological and endocrine related disorders
Novartis AG	https://www.novartis.com/our-company/novartis-partnering	https://www.novartis.com/our-focus	Oncology, Cardiovascular, Metabolic & Renal Diseases, Immunology & Dermatology, Neuroscience, Ophthalmology, Respiratory Diseases, Cell and Gene Therapy
Novo Nordisk A/S	https://www.novonordisk.com/research-and-development/partner-with-us.html	https://www.novonordisk.com/disease-areas.html	Type 1 Diabetes, Type 2 Diabetes, obesity, growth disorders, hemophilia
Ono Pharmaceutical Co Ltd	https://www.ono-pharma.com/company/rd/licensing.html	https://www.ono.co.jp/eng/rd/philosophy.html	Oncology, Immunology, Neurology, Unmet Medical Needs
Otsuka Holdings Co Ltd	https://www.otsuka.co.jp/en/partnering-and-licensing/inquiry-form/form	https://www.otsuka.co.jp/en/pharmaceutical-business/	Neuroscience, nephrology, autoimmune, oncology, gastrointestinal disorders, cardiovascular diseases, ophthalmology, dermatology
Pfizer Inc	https://www.pfizer.com/partners	https://www.pfizer.com/science/therapeutic-areas	Internal Medicine, Rare Disease, Inflammation & Immunology, Vaccines, Oncology
Recordati SpA	https://www.recordati.com/en/partnering/our_capabilities/	https://www.recordati.com/en/partnering/our_needs/	Urology, Cardiovascular, Metabolic diseases, Gastrointestinal, Allergy, CNS, Rare diseases, particularly in the endocrinology and metabolic areas

Company	General Partnering Site	Company Areas of Interest Site	Current Areas of Interest
Regeneron Pharmaceuticals Inc	https://www.regeneron.com/collaborations	https://www.regeneron.com/research-areas	Oncology and cancer immunotherapy, immunology, infectious diseases, neuroscience, ophthalmology, rare diseases
Roche Holding AG	https://www.roche.com/partnering/about_partnering_at_roche.htm	https://www.roche.com/partnering/pharma-areas-of-interest.htm	Immunology, Oncology, Neuroscience, Rare Diseases, Vaccines, Diabetes, Cardiovascular
Sanofi SA	https://www.sanofi.com/science-and-innovation/partnering/creating-value-together#partnering-with-us	https://www.sanofi.com/-/media/Project/One-Sanofi-Web/Websites/Global/Sanofi-COM/Home/common/docs/science-and-innovation/SAN_Brochure_partnering_2021-Finale.pdf?la=en&hash=A77B0FEF1DD5A29C047DBF67045D5E6E	Hodgkin lymphoma, cutaneous and peripheral T-cell lymphoma (CTCL, PTCL), cancer (breast, lung, bladder, ovarian)
Seagen Inc	https://www.seagen.com/who-we-are/partnerships	https://www.seagen.com/patients-and-caregivers/disease-we-study	Oncology, Neuroscience, Immune-Inflammatory Diseases
Servier	https://servier.com/en/areas-of-expertise/partnering/	https://servier.com/en/areas-of-expertise/research-and-development/therapeutic-areas/	Metabolism and digestive tract, anti-tumor, anti-infective, CNS, cardiovascular, blood diseases, vaccine
Shanghai Fosun Pharmaceutical Group Co Ltd	https://www.fosunpharma.com/en/innovation/alliance.html	https://www.fosunpharma.com/en/product/pharmacy-list.html	Vaccines
Shenzhen Kangtai Biological Products Co Ltd	http://en.biokangtai.com/news/31.html	http://en.biokangtai.com/intro/1.html	Infectious disease, pain CNC (novel mechanisms), novel modalities
Shionogi & Co Ltd	https://www.shionogi.com/global/en/innovation/partnering.html	https://www.shionogi.com/global/en/innovation/randd/drug-discovery/what-we-are-focusing-on.html	Liver disease, tumor, cardiovascular and cerebrovascular disease, orthopedics, digestive system, anti-infection and respiratory diseases
Sino Biopharmaceutical Ltd	http://www.sinobiopharm.com/en/#/career/contact	http://www.sinobiopharm.com/en/#/about/introduce http://www.sinobiopharm.com/en/#/business/medical	CNS, Cardiovascular, Women Health, Dermatology, Ophthalmology, Oncology, Anti-Infectives and Gastro therapies, orphan indications India: CNS disorders, Cardiology, Diabetes and Metabolic disorders, Gastroenterology, Ophthalmology, Oncology, Pain, Rheumatology, Allergy, Asthma and Inflammation and Gynecology
Sun Pharmaceutical Industries Ltd	http://www.sunpharma.com/business-development	https://sunpharma.com/products/	Oncology, Rare Diseases, Neuroscience, and Gastroenterology (GI), Plasma-Derived Therapies, Vaccines

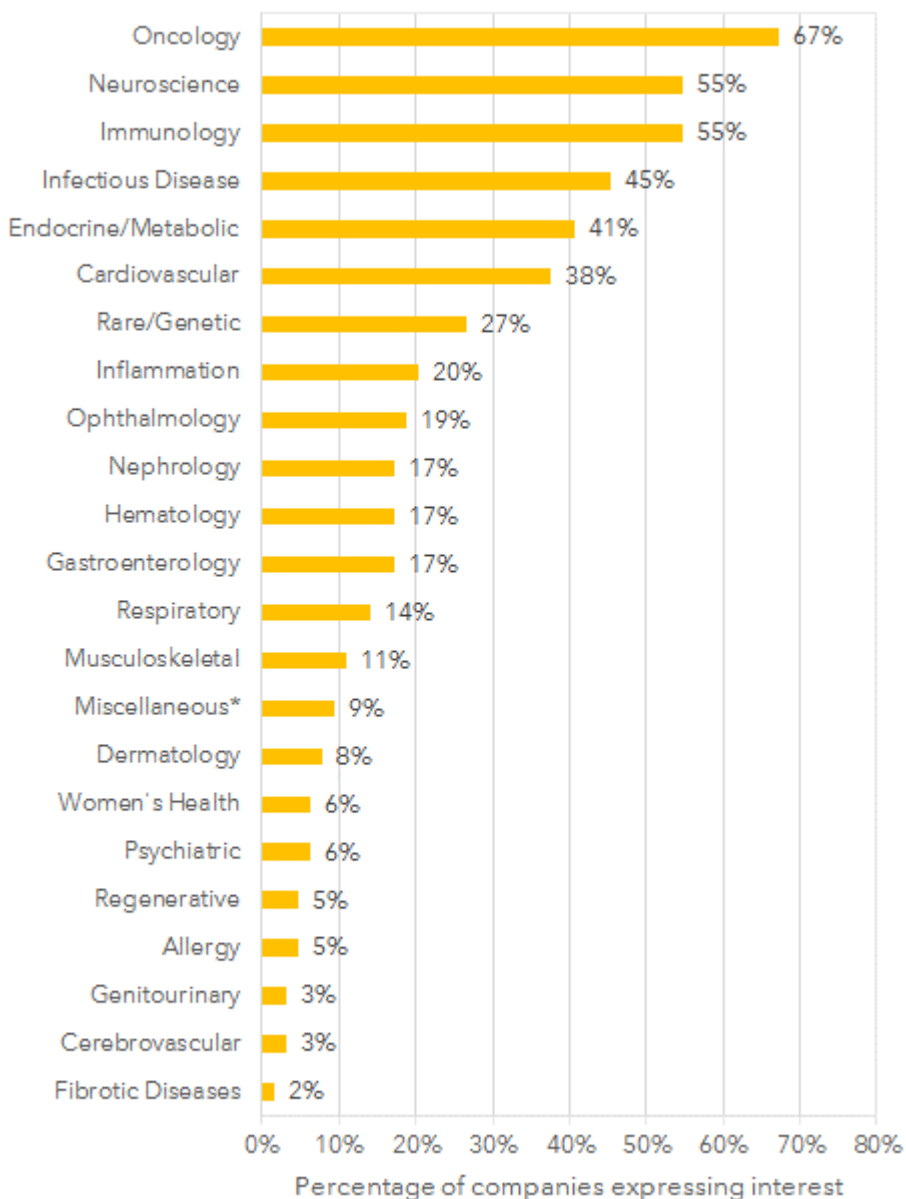
Takeda Pharmaceutical Co Ltd	https://www.takeda.com/what-we-do/alliances-partnerships/	https://www.takeda.com/what-we-do/therapeutic-areas/	Oncology, Rare Diseases, Neuroscience, and Gastroenterology (GI), Plasma-Derived Therapies, Vaccines
Company	General Partnering Site	Company Areas of Interest Site	Current Areas of Interest
Teva Pharmaceutical Industries Ltd	https://www.tevapharm.com/product-focus/teva-api/	https://www.tevapharm.com/product-focus/specialty-therapeutic-areas/	Novel biologics, biosimilars, small molecule specialty medicines (respiratory, pain, migraine and headache, movement and neurodegenerative disorders, and oncology), generics and over-the-counter therapies
UCB SA	https://www.ucb.com/our-company/partnering/	https://www.ucb.com/disease-areas/	Neurology, immunology, rare diseases
Vertex Pharmaceuticals Inc	https://www.vrtx.com/we-are-vertex/collaborations-partnering	https://www.vrtx.com/we-are-vertex/collaborations-partnering#areas-of-interest	Cystic fibrosis, Alpha-1 Antitrypsin Deficiency (AATD), Sickle Cell Disease and Beta Thalassemia, Pain, APOL1-Mediated Kidney Disease, new platform technologies that will enable exploration of new diseases or disease targets
Yunnan Baiyao Group Co Ltd	https://www.linkedin.com/company/yunnan-baiyao-group-co-ltd	https://yunnanbaiyao.co/company-profile/	Chinese patent medicines, Chinese traditional medicines, biological products, health food, cosmetics and beverages, and medical devices
Zai Lab Ltd	http://www.zailaboratory.com/whatwedo/index.aspx#mslide23	http://www.zailaboratory.com/whatwedo/index.aspx#mslide19	Oncology, auto-immune and infectious disease

Table 2. Standardized pharma partnering interests

Company	Allergy	Cardiovascular	Cerebrovascular	Dermatology	Endocrine/Metabolic	Fibrotic Diseases	Gastroenterology	Genitourinary	Hematology	Immunology	Infectious Disease	Inflammation	Miscellaneous*	Musculoskeletal	Nephrology	Neuroscience	Oncology	Ophthalmology	Psychiatric	Rare/Genetic	Regenerative	Respiratory	Women's Health	
AbbVie									Y	Y						Y	Y			Y			Y	
Alexion Pharmaceuticals																					Y			
Alnylam Pharmaceuticals																					Y			
Amgen		Y						Y				Y		Y	Y	Y	Y							
Astellas Pharma							Y		Y	Y				Y	Y	Y	Y	Y		Y	Y			
AstraZeneca		Y			Y		Y		Y	Y					Y	Y	Y						Y	
Baxter International													Y		Y								Y	
Bayer		Y						Y									Y	Y						Y
BeiGene																	Y							
Biogen									Y							Y		Y						
BioMarin Pharmaceutical																					Y			
Boehringer Ingelheim		Y			Y				Y	Y						Y	Y	Y					Y	
Bristol Myers Squibb		Y				Y			Y	Y						Y	Y							
Celltrion	Y	Y							Y	Y				Y			Y							
Chongqing Zhifei Biological Products											Y													
Chugai Pharmaceutical									Y	Y				Y	Y		Y							
CSL Behring		Y			Y				Y	Y												Y	Y	
CSPC Pharmaceutical Group		Y	Y		Y		Y		Y	Y						Y	Y		Y					
Daiichi Sankyo		Y							Y							Y	Y	Y			Y			
Dr Reddy's Laboratories		Y			Y	Y	Y									Y	Y							
Eisai Co																Y	Y							
Eli Lilly					Y				Y							Y	Y							
Fresenius SE					Y				Y				Y				Y							
Gan & Lee Pharmaceuticals					Y																			
Genmab									Y	Y	Y					Y	Y							
Gilead Sciences		Y					Y		Y		Y	Y					Y						Y	
GlaxoSmithKline									Y	Y	Y	Y									Y		Y	
Hansoh Pharmaceutical Group		Y			Y		Y				Y					Y	Y							
Horizon Therapeutics					Y				Y			Y			Y			Y			Y			
Hualan Biological Engineering									Y	Y														
Incyte									Y	Y	Y						Y							
Innovent Biologics					Y				Y								Y	Y						
Japan Tobacco					Y				Y	Y	Y													
Jiangsu Hengrui Medicine					Y				Y								Y							
Johnson & Johnson		Y			Y				Y	Y						Y	Y							
Kirin Holdings									Y						Y	Y	Y					Y		
LG Chem		Y			Y				Y	Y				Y										
Menarini		Y		Y	Y				Y	Y			Y			Y	Y						Y	
Merck		Y			Y				Y	Y						Y	Y						Y	
Merck KGaA									Y							Y	Y							Y
Mitsubishi Tanabe					Y				Y	Y	Y				Y	Y								
Neurocrine Biosciences					Y											Y								
Novartis		Y		Y	Y				Y	Y					Y	Y	Y	Y		Y			Y	
Novo Nordisk					Y			Y																
Ono Pharmaceutical									Y	Y						Y	Y							
Otsuka Holdings		Y		Y			Y		Y	Y					Y	Y	Y	Y	Y					
Pfizer		Y	Y		Y		Y	Y	Y	Y	Y						Y				Y			
Recordati	Y	Y			Y		Y	Y								Y					Y			
Regeneron		Y			Y				Y	Y	Y	Y				Y	Y	Y			Y			
Roche Holding AG									Y	Y	Y					Y	Y	Y			Y			
Sanofi		Y			Y				Y	Y						Y	Y				Y			
Seagen																Y	Y							
Servier									Y			Y				Y	Y		Y					
Shanghai Fosun Pharmaceutical Group		Y			Y		Y		Y		Y					Y	Y							
Shenzhen Kangtai Biological Products											Y													
Shionogi & Co											Y					Y				Y				
Sino Biopharmaceutical		Y	Y				Y				Y	Y	Y				Y						Y	
Sun Pharmaceutical Industries	Y	Y		Y	Y		Y		Y	Y	Y					Y	Y	Y		Y			Y	
Takeda							Y		Y		Y					Y	Y				Y			
Teva													Y	Y		Y	Y						Y	
UCB									Y							Y								
Vertex Pharmaceuticals															Y	Y					Y			
Yunnan Baiyao Group													Y											
Zai Lab									Y	Y							Y							
% of Companies	5%	38%	3%	8%	41%	2%	17%	3%	17%	55%	45%	20%	9%	11%	17%	55%	67%	19%	6%	27%	5%	14%	6%	

*Miscellaneous includes hospital, generics, internal medicine, orthopedics, medical devices, Chinese traditional medicine

Figure 1. Percentage of companies expressing interest in standardized therapeutic areas.



About Alacrita

Alacrita has been consulting with pharmaceutical and biotech enterprises for over 12 years. We are well-established with a track record of successful engagements, across disciplines and disease areas.

Our core team of partners has been carefully assembled with life science executives who have deep domain knowledge and senior business expertise. Each brings at least 20 years of industry experience.

Alacrita partners leverage a network of over 500 senior-level consultants and functional specialists, enabling us to perform over 100 successful client assignments each year in diverse disciplines.

For more information on our expertise please visit www.alacrita.com.

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