

MARKET REPORT



Global Congestive Heart Failure Partnering 2012 to 2018

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Global Congestive Heart Failure Partnering 2012 to 2018

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Global Congestive Heart Failure Partnering 2012 to 2018

The Global Congestive Heart Failure Partnering since 2012 report provides understanding and access to partnering deals and agreements entered into by the world's leading healthcare companies.

- Trends in partnering deals
- Top deals by value
- Deals listed by company A-Z, industry sector, stage of development, technology type

The report provides understanding and access to the partnering deals and agreements entered into by the world's leading healthcare companies.

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

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 do not.

This data driven report contains multiple links to online copies of actual deals and contract documents as submitted to the Securities Exchange Commission by companies and their partners, where available. 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.

The initial chapters of this report provide an orientation of partnering trends.

Chapter 1 provides an overview of the trends in partnering since 2012, including a summary of deals by industry sector, stage of development, deal type, and technology type.

Chapter 2 provides a review of the top 10 most active companies in the therapy area, including a comprehensive listing of the deals announced by each company.

Chapter 3 provides a comprehensive directory of partnering deals signed and announced since 2012. The chapter is 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.

Chapter 4 provides a listing of partnering deals where a contract document is available alongside the deal record.

Chapters 5 and 6 provide a summary of M&A deals since 2012 where the acquired company is active in the therapy area of interest.

Chapters 7 and 8 provide a summary of financings since 2012 where the financed company is active in the therapy area of interest.

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

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