

The Royalty Rate Report 2012

A Comprehensive Assessment of Valuation in the Pharmaceutical Sector

Key insights into the industry's views on royalty rates and their impact in determining the value of a deal

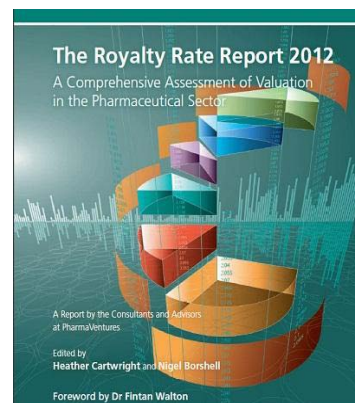
The Royalty Rate Report 2012 is the pharmaceutical and biotech industry's gold standard report on royalty rates.

Overview:

- This report is the definitive guide for the industry and provides in-depth analysis of one of the most important but elusive component of a biopharma deal – the royalty rate.
- The report introduces methods for calculating useful financial data missing from the public domain - essential for dealmakers in benchmarking and determining value in a deal and its relationship with future royalty streams.
- A comprehensive appendix includes PharmaDeals' industry survey and a listing of all royalty reporting deals from the last seven years and more.

Contents:

- A historical overview of royalties, relevance to the biopharma industry and the psychology of royalty structures.
- Thought leadership in determining royalty rates including the concept of effective royalties in the analysis of deal structures and calculating royalty rates in biotechnology deals supported with key opinion leader insight.
- A detailed presentation of key methodologies - benchmarking and expected net present value - used in calculating royalty rates.
- Market data and current trends in royalty rate disclosure by development phase, by indication and by the top 15 large pharma companies.
- Industry perception of royalties including a review of the literature, discussion on tiered royalty rates and critical analysis of the results of the PharmaDeals royalty rates survey.



Key Benefits:

- Know the three key lessons on royalties that you must not ignore. Gain opinions and advice from leading industry dealmakers who share their thoughts on royalty rates.
- Receive guidance on the best methodologies to use including benchmarking and expected net present value when calculating royalty rates for vital decision making.
- Understand the differences in perception of value between biotechs and pharmaceutical companies and how that impacts the value of a deal.
- Review actual royalty rate data supported by case histories to be better informed before negotiating your next deal.

Delivery:

- **One year subscription to Interactive iReport format and single hard copy**
- PharmaDeals iReports offers **full searchability** including **cut and create** your own report.
- **Export** tables, figures and whole chapters into **Excel, PowerPoint and Word**.
- **Nine language automatic translation** – choose to view report in French, German, Chinese, Italia, Spanish, Japanese, Portuguese, Korean or Russian.
- **For more information please visit** www.pharmadeals.net/reports

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