



PharmaPlus Consultancy BV

PharmaPlus Deal Financials - Research Institute Sublicensing

Free sample

Source: PharmaPlus Consultancy BV

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GENERAL INFORMATION

Licensors	University of California
Licensee	Aduro Biotech
Year of last IPO-filing	2015
Year of deal closure	2014
Currency	USD

COMPOUND DETAILS

Compound details	CDN molecules that activate STING receptor for therapeutic and/or prophylactic of use in humans
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DEAL TERMS (mln)

Upfront	amount	0.05
Milestones regulatory	amount	1.75
	remarks	1.5 for 1st indication; 0.25 for each additional indication
Royalties % on net sales	amount	N/A
	remarks	Low single-digit
Sublicensing %	amount	N/A
	remarks	Low single digit to low thirties depending on stage of development
Territory		worldwide

GENERAL INFORMATION

Licensors	Aduro Biotech
Licensee	Novartis
Year	2015
Currency	USD

COMPOUND DETAILS

Compound name	ADU-S100
Compound details	STING agonists - cyclic dinucleotides (CDNs)

DISEASE AREAS

Disease Area	Oncology
Indication	N/A
Phase	preclin

DEAL TERMS (mln)

Upfront	amount	200
Milestones regulatory	amount	500
	remarks	250 development milestones; 250 regulatory approval milestones
Profit sharing	% licensor	50
	% licensee	50
	remarks	USA; Europe and Japan Aduro:Novartis = 45:55
Royalties % on net sales	amount	N/A
	remarks	Outside USA, Europe, Japan: mid-teens
Equity	amount	50
	remarks	25 upon signing license agreement; 25 later
Territory		worldwide
Territory outside		USA
Overall remarks		Drug discovery and development cyclic dinucleotides as STING agonists; cost sharing worldwide Aduro:Novartis=38:62; Aduro right to reduce cost sharing USA, specific countries Europe and Japan by 50%, leading to reduction profit sharing by 50%

PharmaPlus Consultancy BV

PharmaPlus Consultancy BV is a strategic consulting and biopharmaceutical business development company. We work with biotech and pharmaceutical companies and non-profit research organizations. We focus on products and technologies with strong innovation and intellectual property.

We facilitate early stage (preclinical-clinical phase II) licensing deals based on strategic technology analysis and consulting, business development and deal negotiation. We uniquely combine our full consultancy services with technology scouting, university licensing deal reports and two distinctive online licensing databases.

Our approach balances new and innovative as well as traditional solutions to your key objectives. We offer our services on a worldwide basis and work with an international network of partners. We are totally committed and work based on a review of your needs, goals and challenges.

Our expertise

- Technology screening
- Licensing opportunity identification
- Patent portfolio analysis
- In-licensing & out-licensing
- Partnering strategy
- Non-confidential teasers
- Partner identification
- Licensing negotiations
- Unpublished Pharma Patent Applications database - early stage partnering database
- Biotechgate Licensing Deals database - online licensing deal financials database
- University Licensing deal database extracts

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