Clarivate Cortellis™

From bench to bedside

Maximize the value of your research to industry partners

Universities have long sought partnerships with Pharma and Biotech to advance their research, but the license-to-the-highest bidder model has yielded high income for only a few institutions. Most have lost money in the pursuit of unfruitful patents and partnerships. However, there are other options.

Analyzing the landscape of past academic-industry partnerships can help you make smarter partnering decisions to advance healthcare and demonstrate your institution's potential impact on patients' lives.

Fast facts on university drug development

Only a fraction of the drugs that universities develop make it to market.

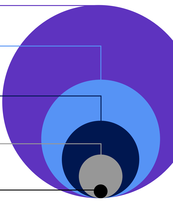
5,267
universities in Cortellis

2,559
own patents related to drug development

1,648
are third party owners of patents related to drug development

804
have drugs in active development

52
of those drugs in active development are on the market



Who has been successful so far and in which disease areas?

U.S. and Mainland China based universities dominate the drug development space, and research around a COVID-19 therapy has quickly become one of the top 10 disease areas.

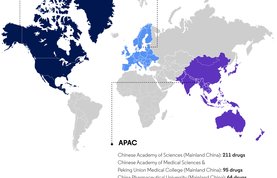
Top 3 universities involved in active drug development per region

North America

University of Texas System (U.S.): **96 drugs**
Johns Hopkins University (U.S.): **86 drugs**
Harvard Medical School (U.S.): **74 drugs**

Europe

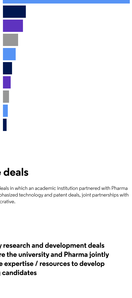
University of Oxford (U.K.): **51 drugs**
University of London (U.K.): **40 drugs**
Karolinska Institutet (Sweden): **29 drugs**



APAC

Chinese Academy of Sciences (Mainland China): **211 drugs**
Chinese Academy of Medical Sciences & Peking Union Medical College (Mainland China): **95 drugs**
China Pharmaceutical University (Mainland China): **64 drugs**

Top 10 targeted indications



A closer look at the deals

Over the last five years, there were 2,107 deals in which an academic institution partnered with Pharma or Biotech. Although universities have emphasized technology and patent deals, joint partnerships with Pharma are much more prevalent – and lucrative.

44% Early research and development deals where the university and Pharma jointly share expertise / resources to develop drug candidates

13% Development and commercialization licensing deals where the Pharma acquires a license from University to develop and market drug(s)

12% Pharma acquired a license to use University's unpatented technology in drug development

8% Pharma acquired an exclusive license to use patent(s) belonging to University

Global deal volume has varied over the last five years

Although the number of deals between Academia and Pharma were starting to increase from 2017 through 2019, deals have significantly dropped in 2020 – likely impacted by the COVID-19 pandemic.

It all comes down to dollars

219 deals with financials available:

$3.3B Cumulative deal size

$15.8M Average deal size

$1M Median deal size

$5.59M Average up-front payment

$225K Median up-front payment

The top deal-makers over the last five years

Not all deal financials are disclosed, but here is what we know about transactions over the last five years.

$525M

Acadia to develop and commercialize Vanderbilt University's drug candidates targeting the muscarinic M1 receptor for CNS disorders, worldwide.

May 2020

$268.8M

Takeda Pharmaceutical and Kyoto University to collaborate on research, development and clinical applications of induced pluripotent stem (iPS) cell technology for several diseases.

April 2020

$201.1M

Biogen and University of Pennsylvania to develop new gene therapies and gene editing technologies for eye, skeletal muscle and CNS conditions.

May 2016

Tips to help you successfully partner with Pharma and Biotech

Benchmark your institution's partnering efforts
Analyze peers' research and partnering efforts to understand which strategy makes sense and differentiate your institution.

Form a compelling and comprehensive story
Get a complete understanding of where your research fits within the larger drug development landscape and how it will fulfill an unmet need for patients.

Perform thorough due diligence
Evaluate deal types, financials, contracts, etc. to better understand what has and hasn't worked before going into a partnering meeting.

All data sourced from Cortellis Competitive Intelligence™ and Cortellis Deals Intelligence™ between June 27, 2020 and July 1, 2020.

Find the best industry partner and maximize the value of your drug research.

Learn how at our website:
clarivate.com/academia

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