



CLIENT STORY | SUPPORT TO EVALUATE AND FACILITATE BIOTECH PLATFORM PARTNERSHIPS IN INDIA

Region :
INDIA

Consulting Services :
TRANSACTION SUPPORT / PARTNER EVALUATION

CLIENT SITUATION

- The client, an US based biotech player had developed a high yield technology platform for protein/biopharmaceutical production
- Client was already out-licensing the technology to biopharma companies for protein production
- Client was further interested in investing and developing bio-similars (up to the IND stage) using the protein expression system , and partnering with Pharma companies interested in entering this business

OUR APPROACH

- Avalon prepared a background document on the Indian biopharma sector with profiles of all the leading players outlining their current activities and future plans related to bio-pharma/ protein production
- Preliminary discussions were held with key decision makers in these companies highlighting the proposition and understanding their interest levels in the proposition
- Prioritized a set of companies to hold detailed discussions with client. The players included comprised Traditional Pharma companies, biotech-start ups, Vaccine makers, Drug Discovery and Development Services companies etc
- Prepared the detailed proposition pack for client Jointly conducting the discussions along with client and presenting the proposition pack
- Facilitated discussions on various structuring options for out-licensing / co-development
- Evaluated various partnership options on the table and prioritizing attractive ones to pursue

OUR RECOMMENDATION/ IMPACT

- The exercise helped the client prioritize a set of companies to pursue meetings/discussions
- Discussions were facilitated on joint development partnerships / out licensing deals
- Prioritize among various partnership options