

Partnering 2030

Presentation 2024 Results



September 24, 2024

Inpart Summit
User Group Meeting

Sarah Issa
Chief Marketing Officer | **Inpart**





Intro & Purpose

Survey highlights 2022-
2024

2024 Ranking

A study to **support both sides**

Heads of M&A and BD departments from top pharma companies expressed problems and needs that all pointing to an underlying need for evolving information from and about biotechs.



Insights into biotech and their **deals can be game-changers** for top pharma partnering teams.

Biotechs shared frustrations around lack of information or alignment with pharma.

Gap that we wanted to explore.



Find

Where are they looking



Deal

What are they looking for



Alliance

What are the bottlenecks

What is their perception

Methodology

Interviews

10 biotechs (clients)

January

Survey Promotion

Connect & mailing lists
Conferences (BIO, BIO Korea)
Biotech Clusters
Labiotech

March

February

Survey Design

20+ Questions
External experts
Previous trends
In 2024: created a
Academic version of
the survey

September

Data Cleaning & Analysis

Complete submissions
Verified participants

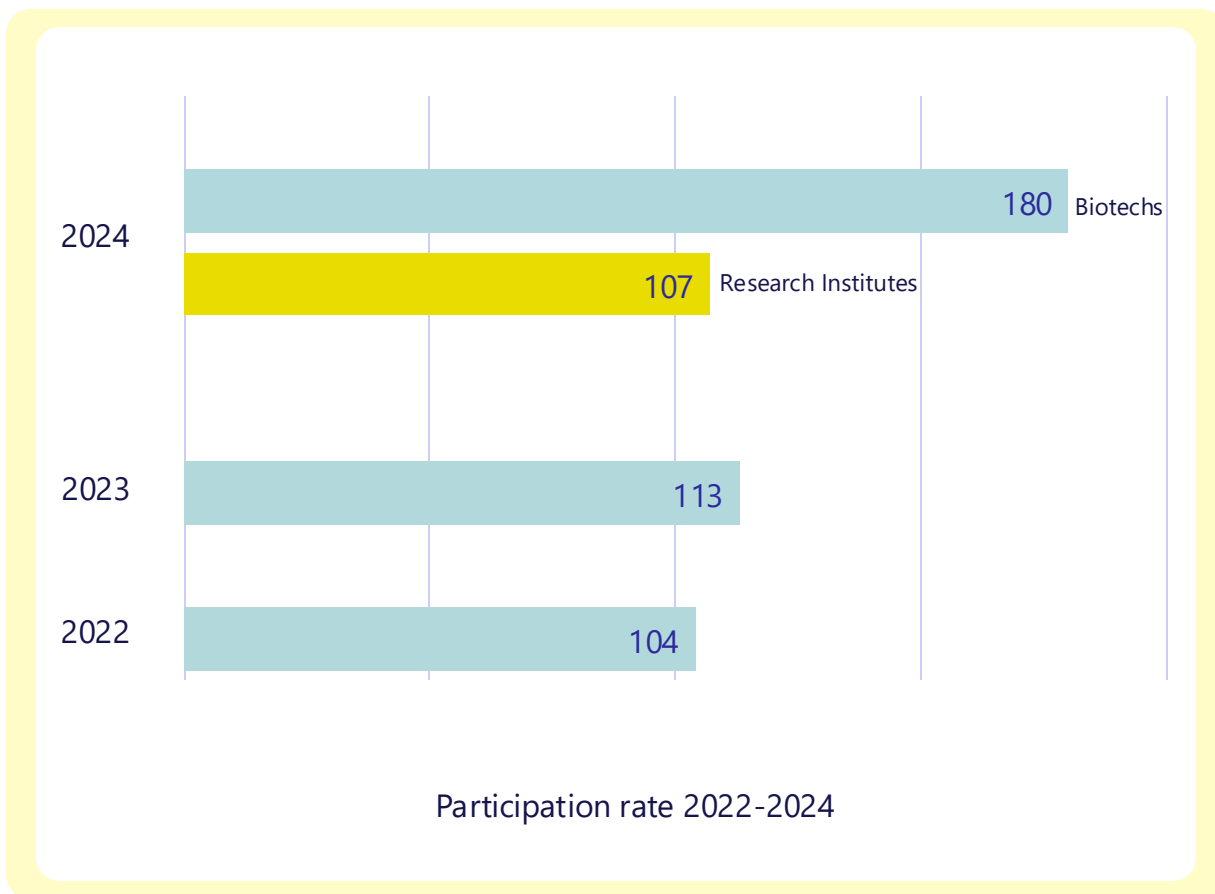
Report Release

Mailing lists
Partners
Clients

October

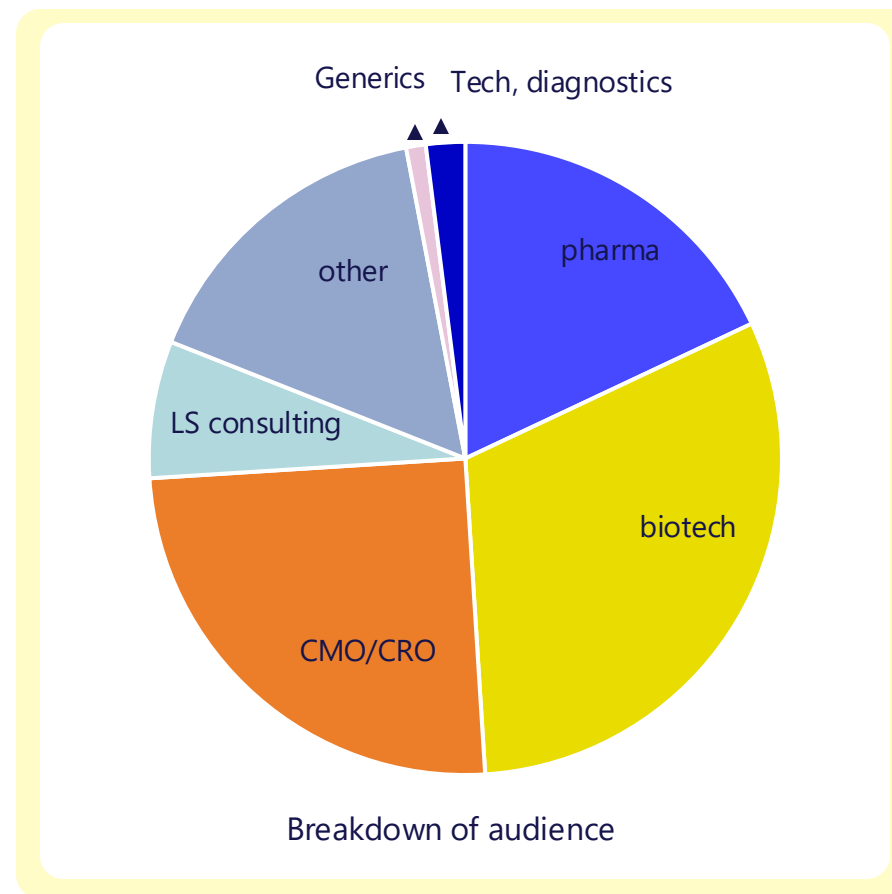
Survey Participation

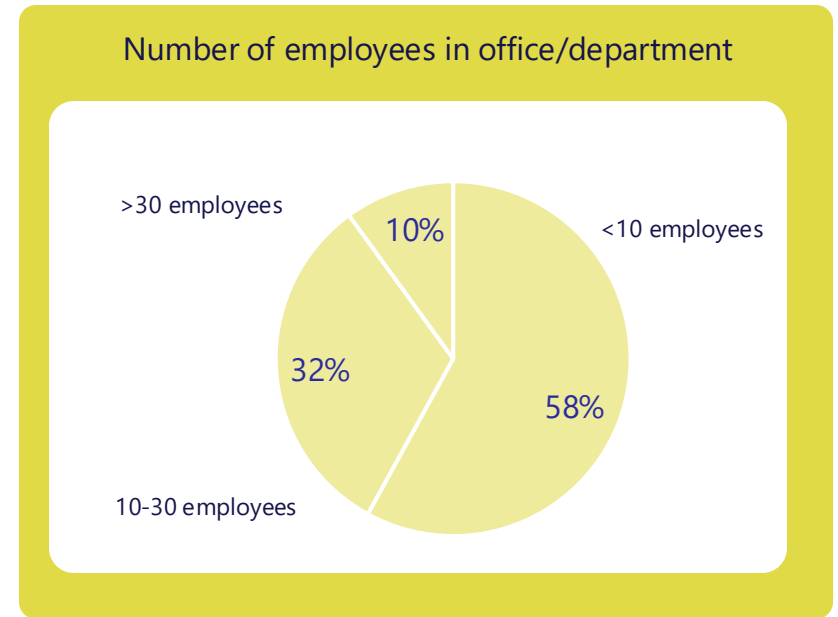
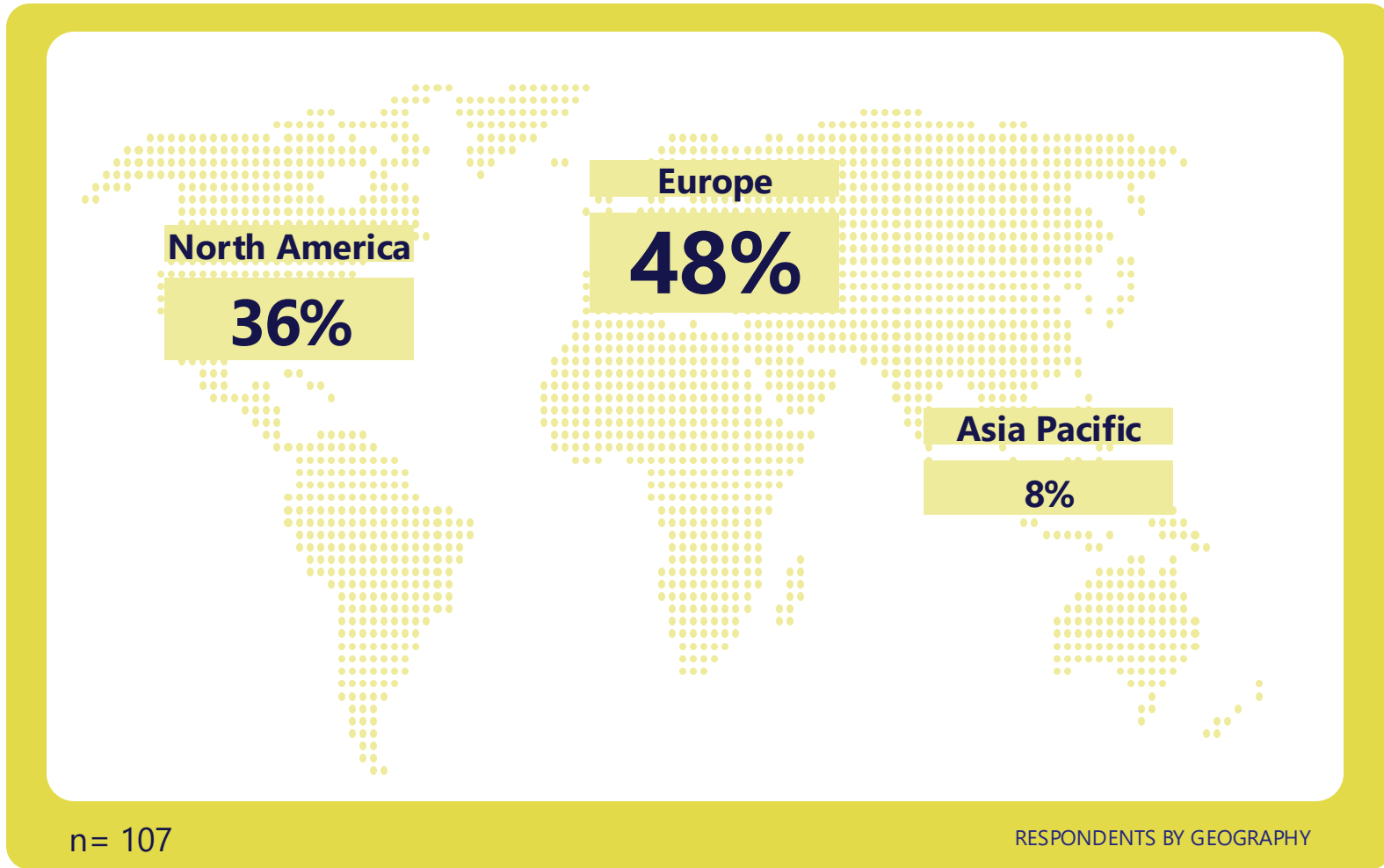
Increased traction and Research Institutes version.

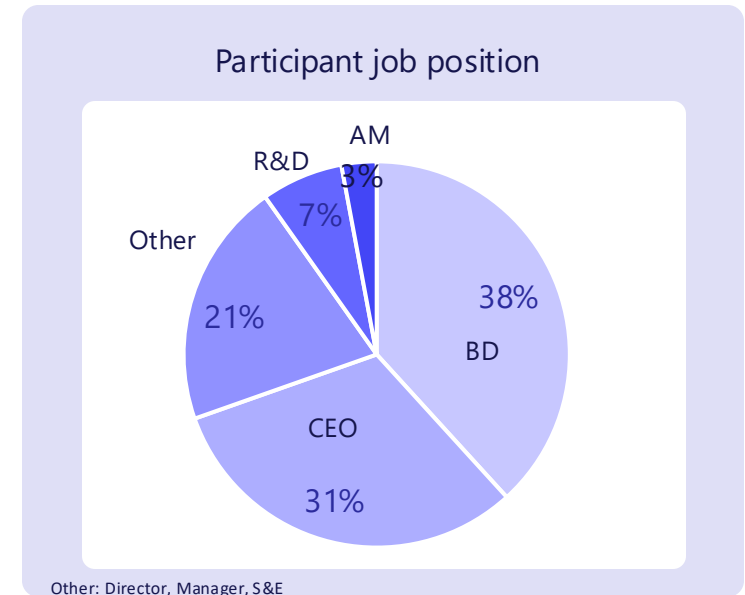
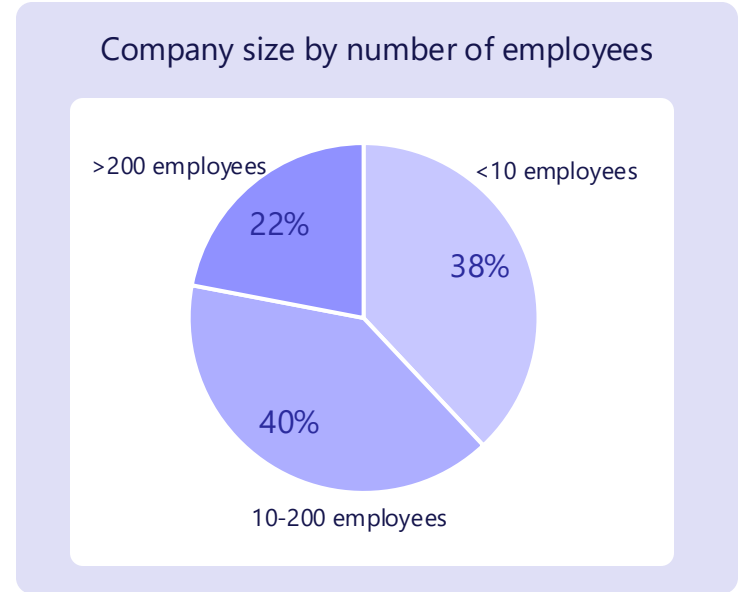
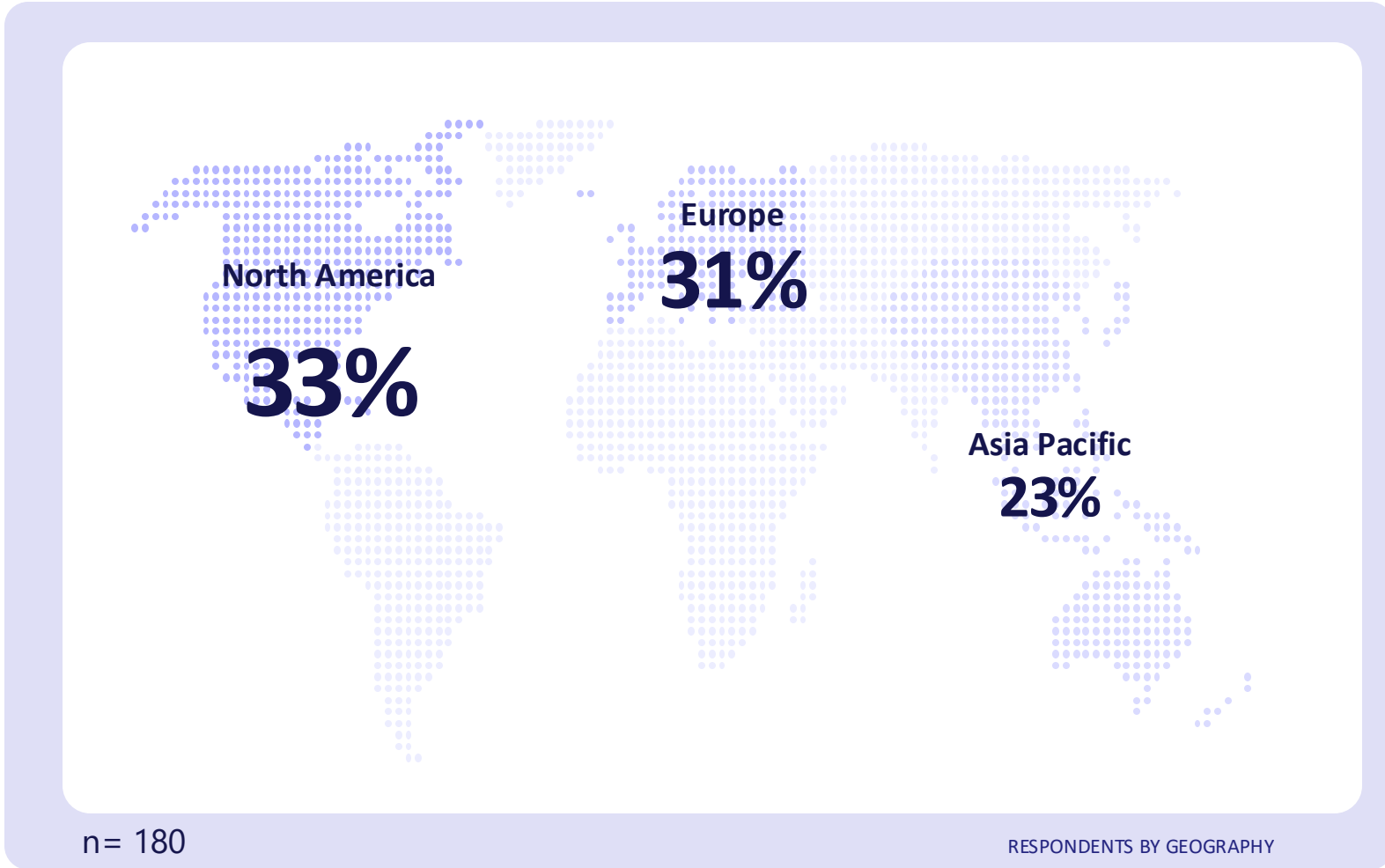


Report Reach

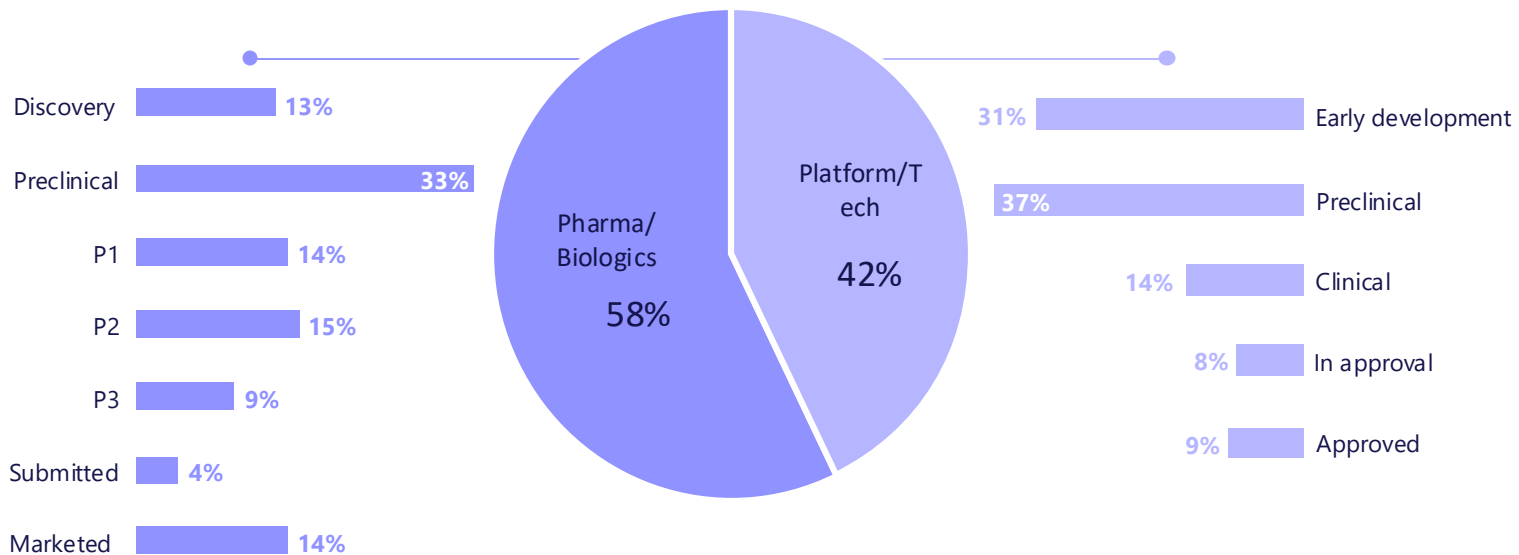
Over +1,000 downloads annually.



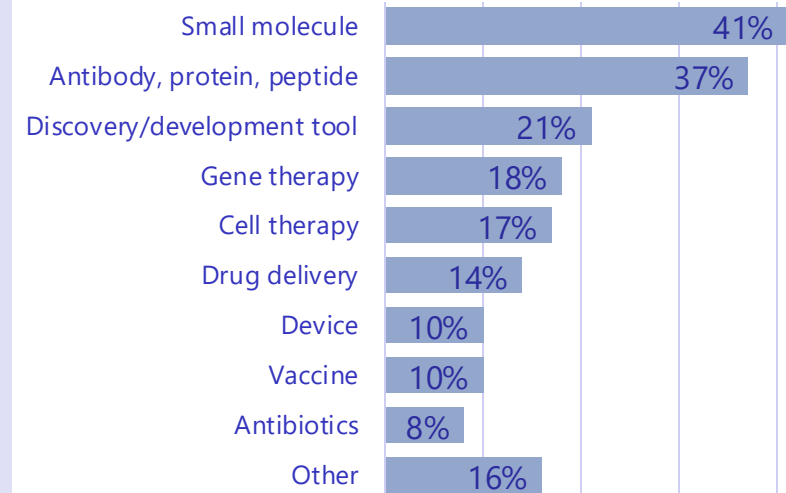




Asset Category & Phase



Asset Type

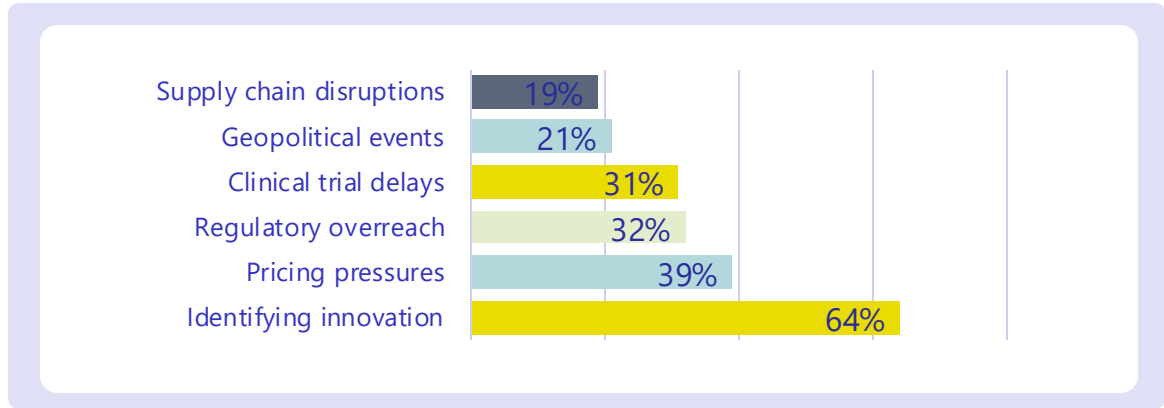


*Other includes: RNA Therapy, Cell-free Protein Synthesis Platform, Food Supplement, Personalized Precision Nutrition, Bioprinting, Oligonucleotide, Diagnostics.

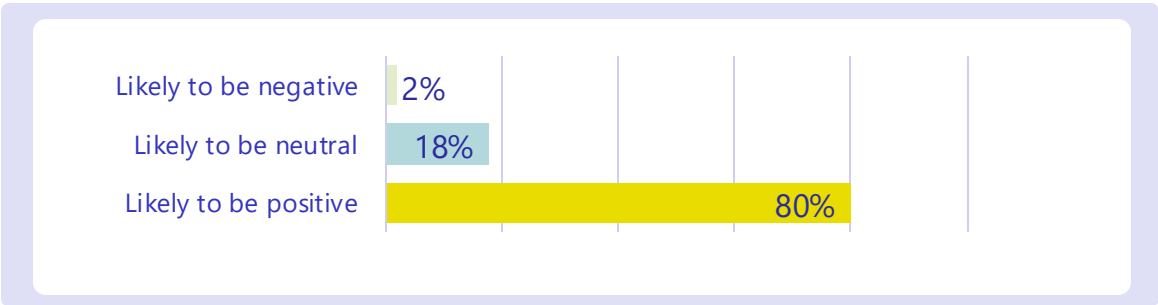
More than half of Biotechs feel that identifying innovation is the greatest challenge in the biopharma industry today. Pricing pressures was identified as the second greatest challenge (39%).

When it comes to AI impact, the vast majority of biotechs (80%) believe that it is likely to be positive.

2024Q: What is the greatest challenge to the biopharma industry today?



2024Q: What is the impact of AI on the industry?



66 out of 107 Research Institutes have reported that AI has had a neutral impact on technology transfer so far while the rest indicated that it's been positive.

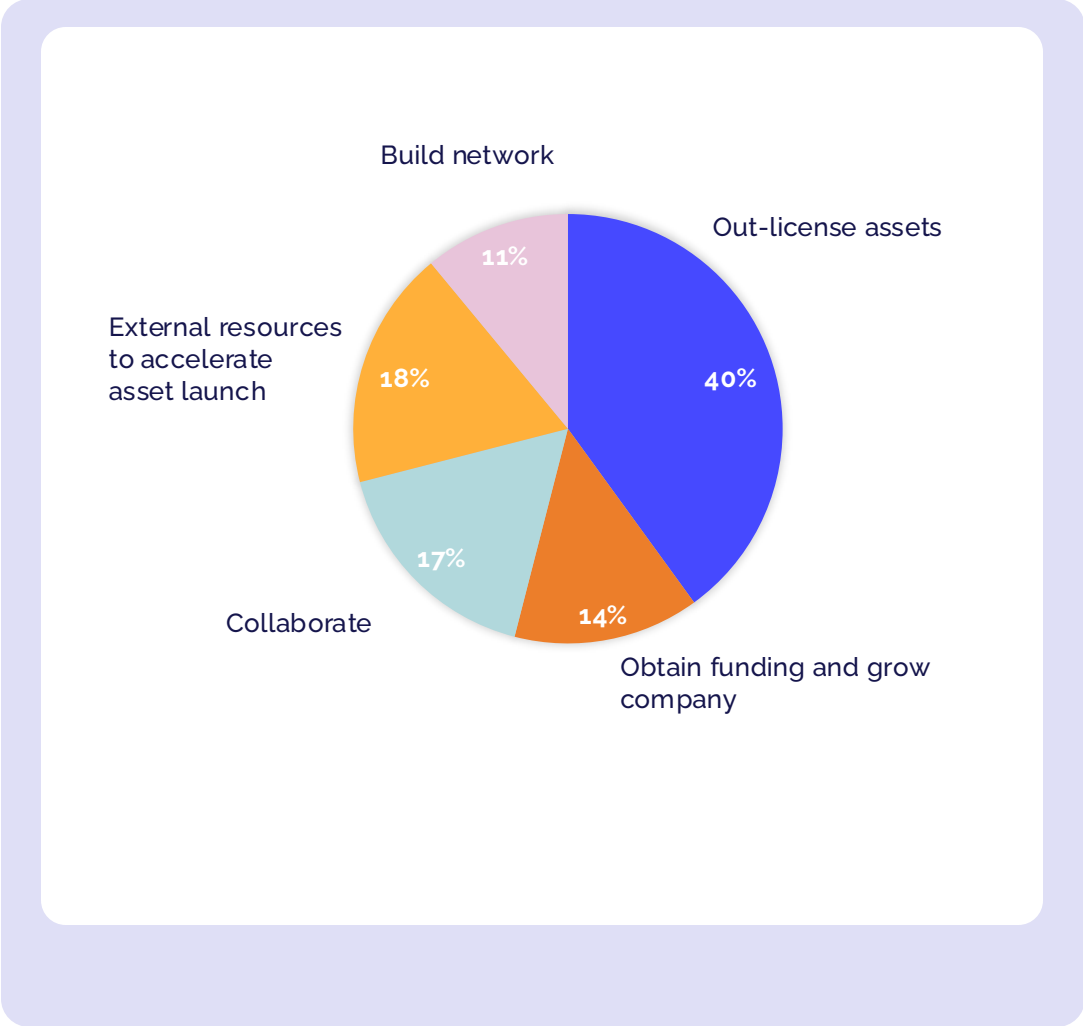


Intro & Purpose

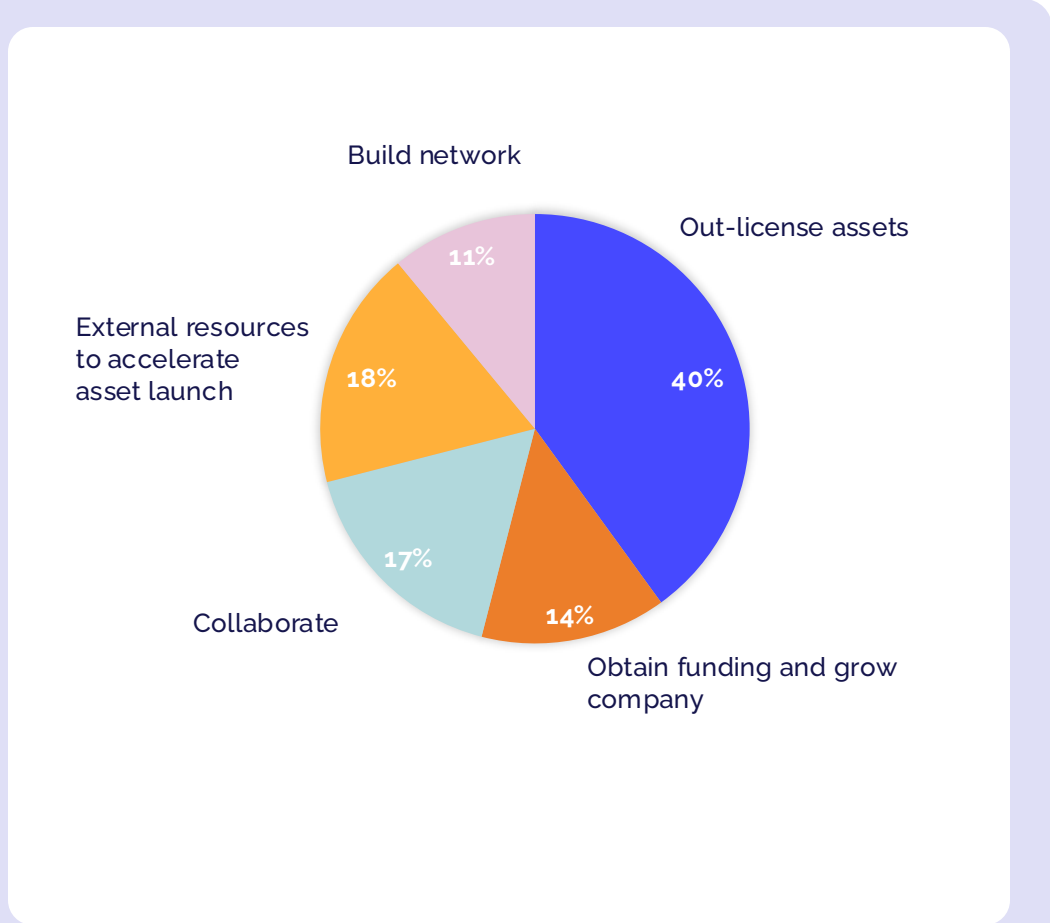
Survey highlights 2022-2024

2024 Ranking

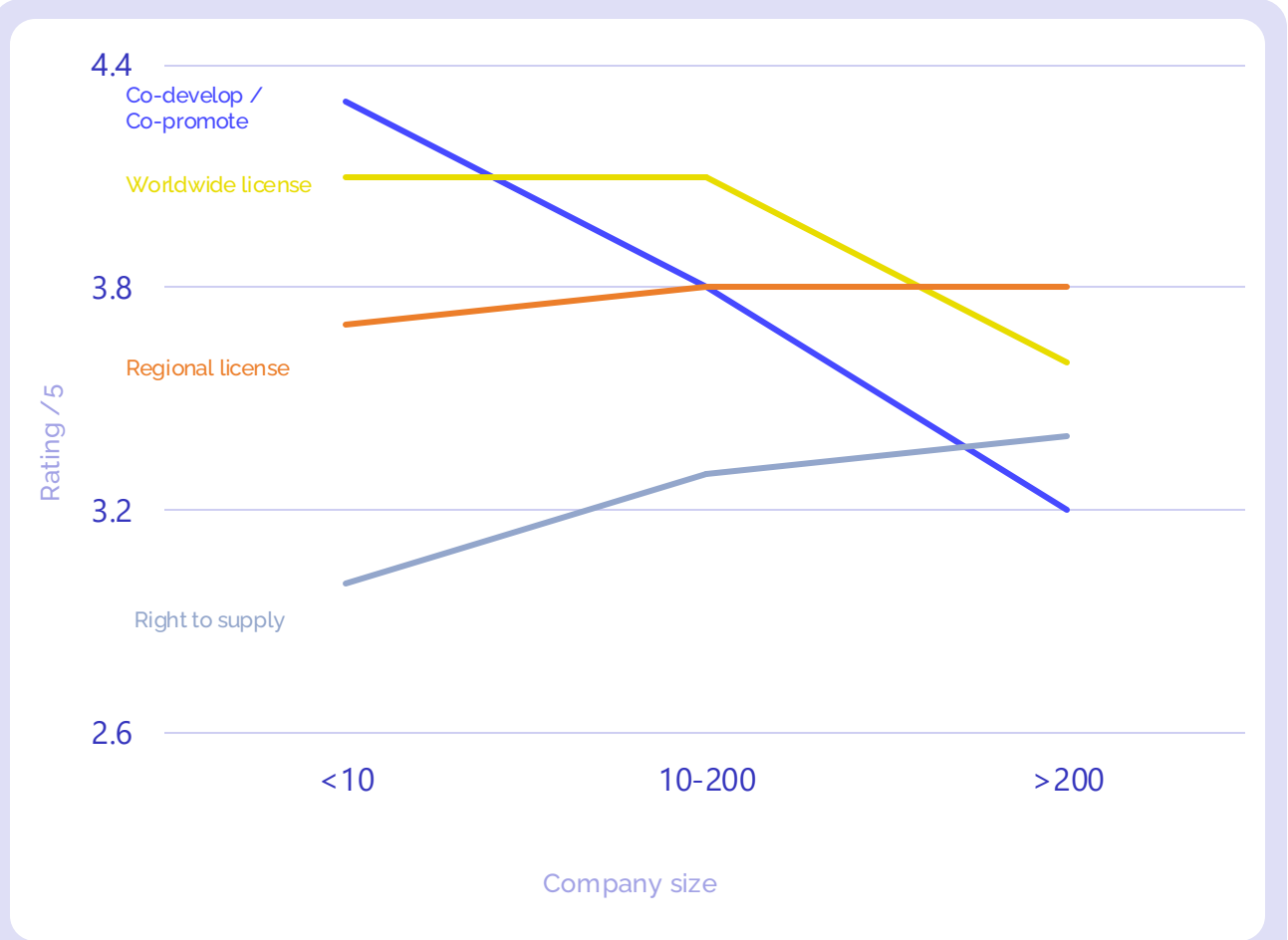
2022Q: What's your primary reason for partnering?



2022Q: What's your primary reason for partnering?



2022Q: What's your preferred Deal Type?



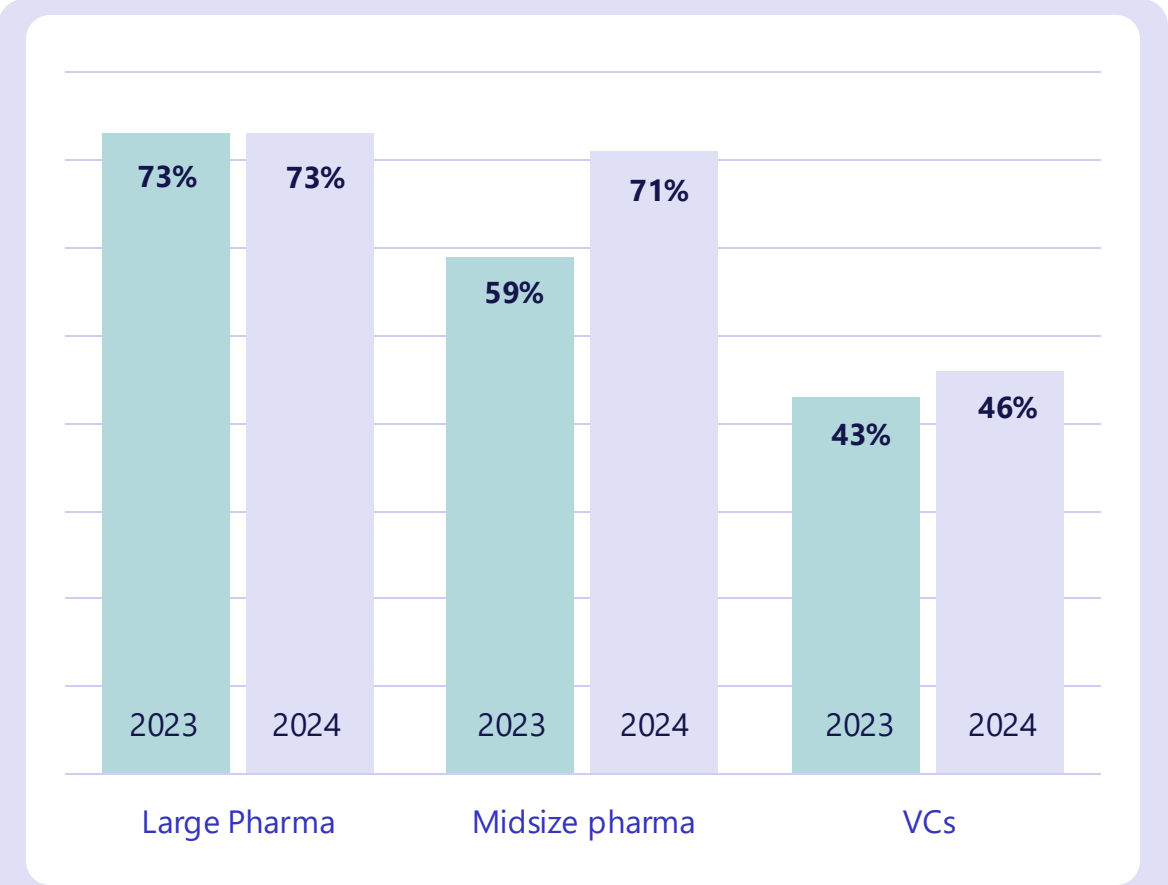
Preferred Deal Type vs Company size

Year on year, large pharma is the preferred partner type. However, VC's and midsize pharma are growing in popularity.

Biotechs report that **midsize pharma are easier to approach than larger ones.**

Research Institutes reported a similar partner profile:
 82% want to work with Large companies
 65% want to work with start-ups
 54% with VCs

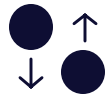
2024Q: Who's your preferred partner types? (multiple)



Biotechs: 2023 vs 2024

Q: What are the main roadblocks you face during each phase of a typical deal?

Finding a Partner



Contacting the Appropriate Person



Unclear partnership strategy or objectives

Unable to book initial meeting

Communication ends abruptly

Other

In Due Diligence



Misaligned Expectations



Process is too resource intensive

Lack of standard procedures and guidelines

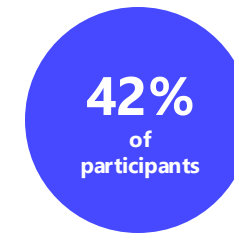
Unbalanced information disclosure

Cumbersome processes

In Alliance Management



Long or Unclear Timelines



Unclear scope or objectives

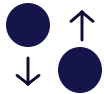
Lack of resources from either side

Lack of cultural fit and communication

Lack of risk and issue management

Q: What is the biggest challenge in finding industry partners to commercialize research at your institute?

Difficulty in Finding the Right Contact Person



Identifying the right match between assets and company's scope.

Networking and relationship-building challenges.

Misalignment Between Academia and Industry



Disconnect between Academic focus vs industry needs and timelines.

Risk Aversion from Industry Partners and preference for high TRL.

Lack of Feedback and Communication from Industry



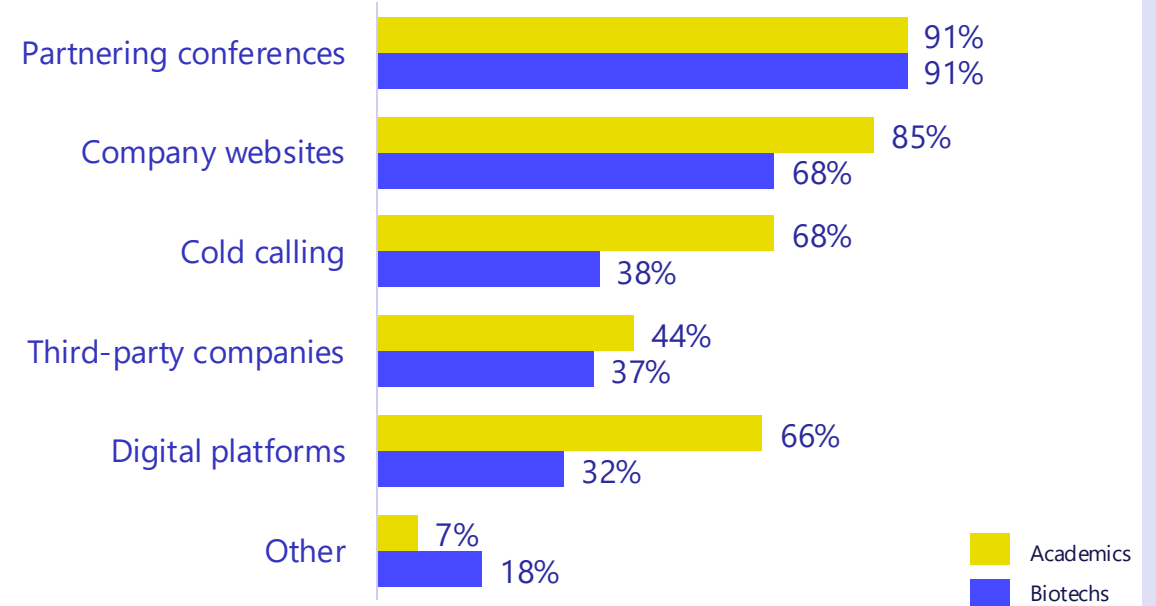
Industry unresponsive to outreach.

Research Institutes expect feedback on triaging decisions from interested companies or, at least, confirmation of receipt and decision.

In 2024, **91% of biopharma companies rely primarily on conferences to connect with partners** and 58% reported it being the most successful channel for meeting partners.

Partnering events are equally popular for Academics. Company websites and digital platforms are the third most popular method to partner, with the latter growing in popularity (68% increase in 2024 for biotechs).

2024Q: What channels do you usually use to find partners?



Other: LinkedIn, personal networks

78%
partnering
conferences

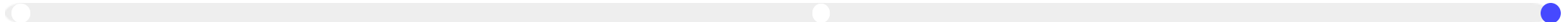
2022

81%
partnering
conferences

2023

91%
partnering
conferences

2024



International conferences are the most popular type and successful (65%) type of event for meeting partners.

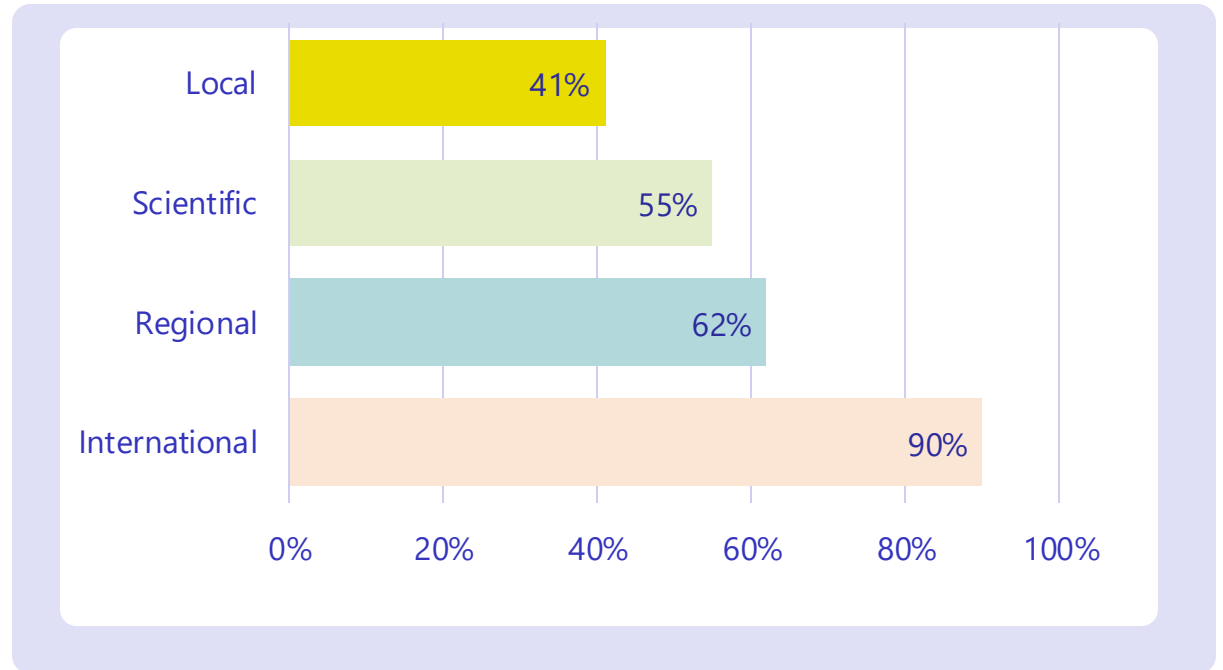
49% of biotechs said that local ones are the least successful type of conference in their experience for meeting partners.

BIO International is the must-attend event of the year for 45% of biotechs that participate in partnering events.



Both Academics and Biotechs reported that even though conferences are the best way to meet partners, they are expensive and time-consuming.

2024Q: What type of partnering conference do you attend?



2024Q: Most popular conference

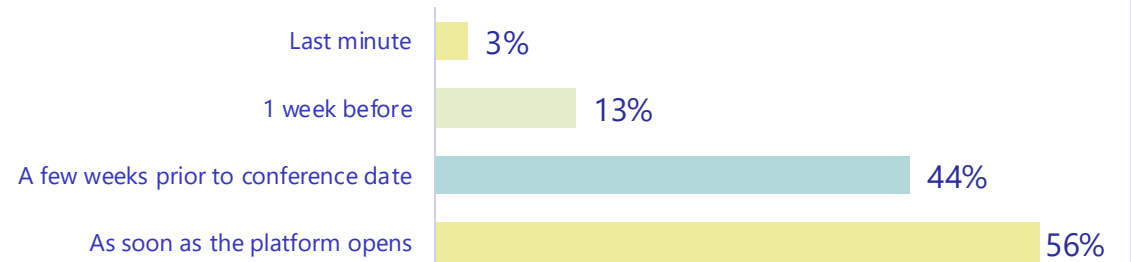
BIO International (45%)

More than **50% of biotechs send their meeting requests as soon as partnering platforms open** and the majority write detailed messages to delegates from select companies that they want to meet with.

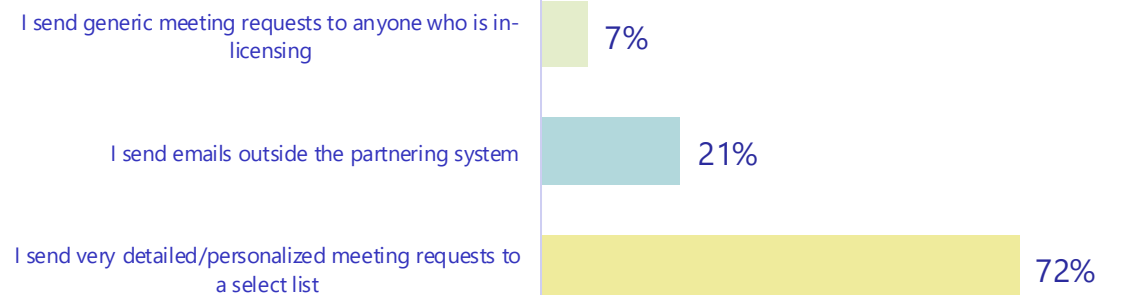


The vast majority (93%) of Institutes send very personalized and targeted meeting requests during conferences.

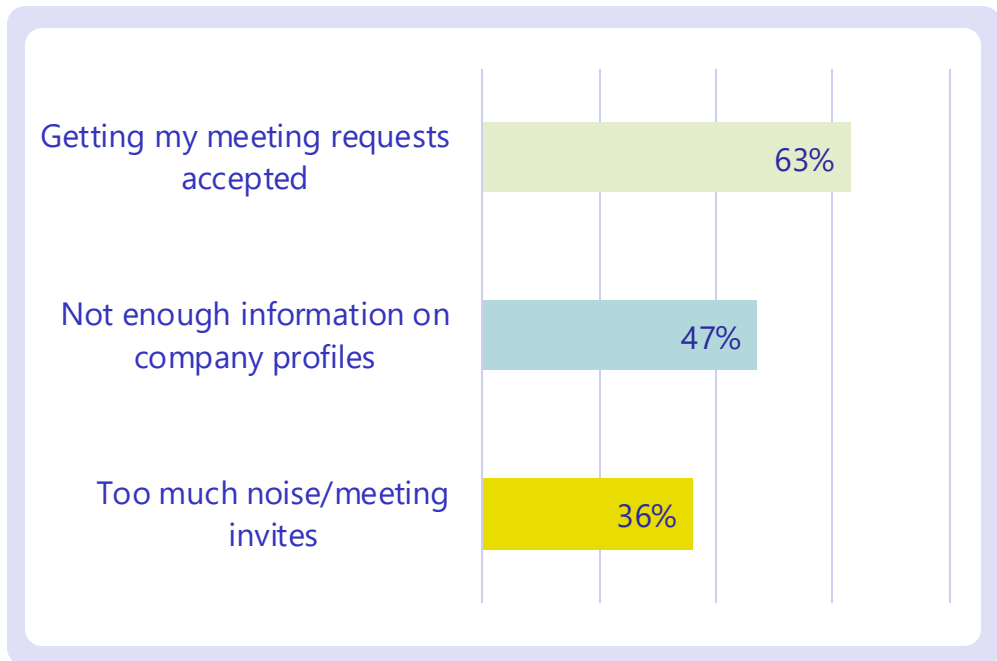
2024Q: When do you start sending meeting requests?



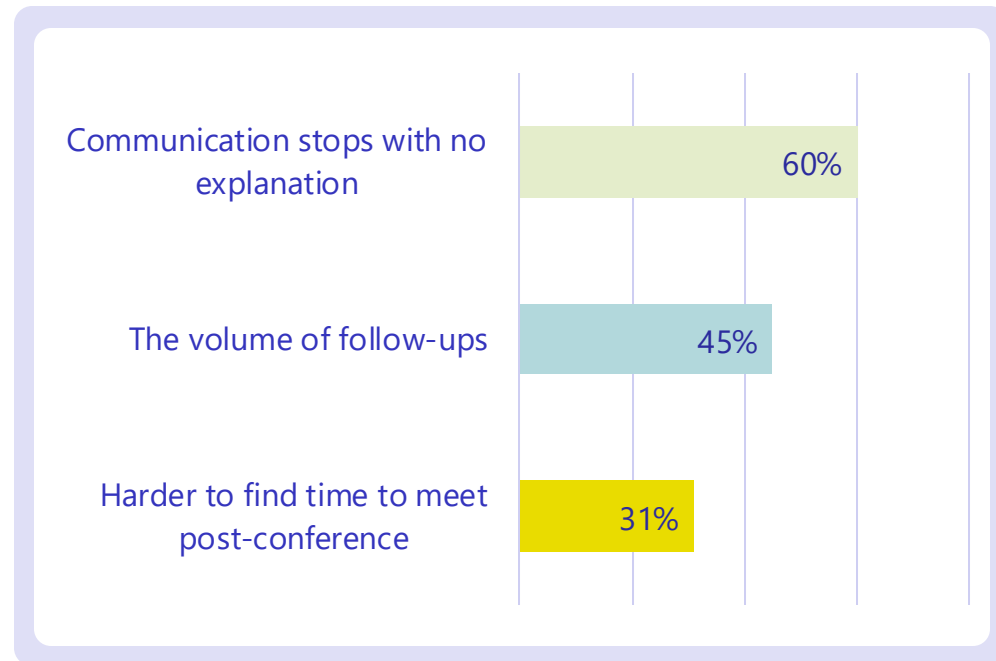
2024Q: How do you primarily proceed with meetings at partnering conferences?



2024Q: What key difficulties do you encounter pre-conference?



2024Q: What key difficulties do you encounter post-conference?



Large pharma only **accepts 20% of meeting requests**

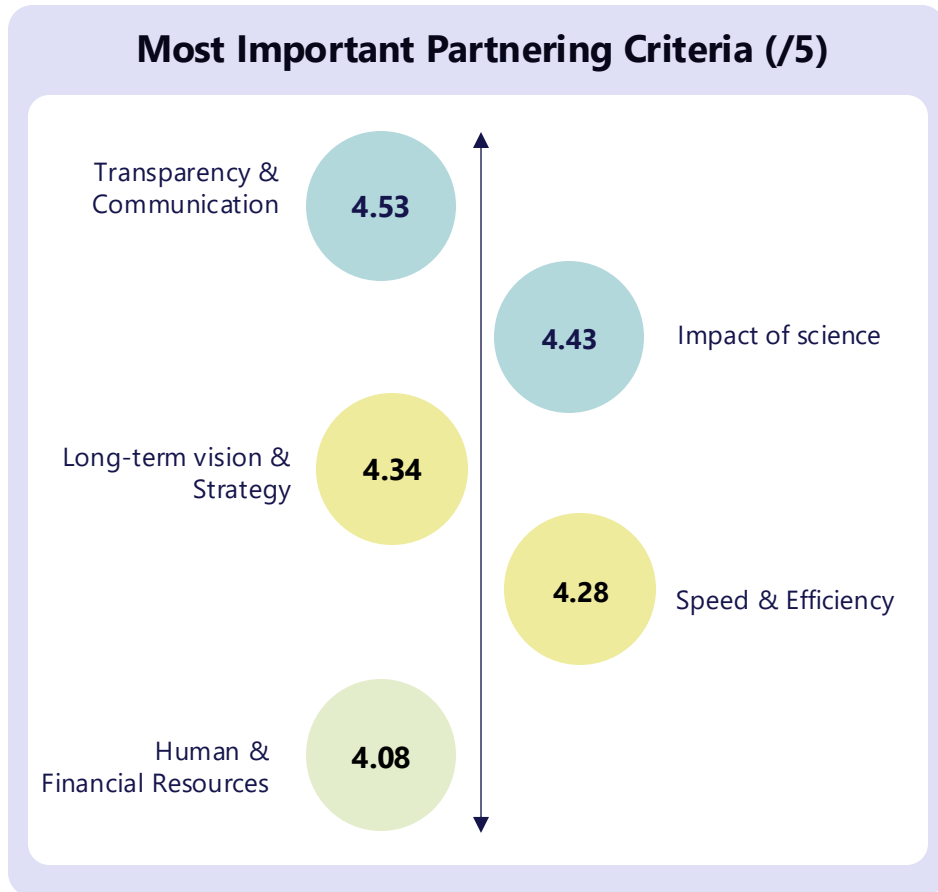


Intro & Purpose

Survey highlights 2022-2024

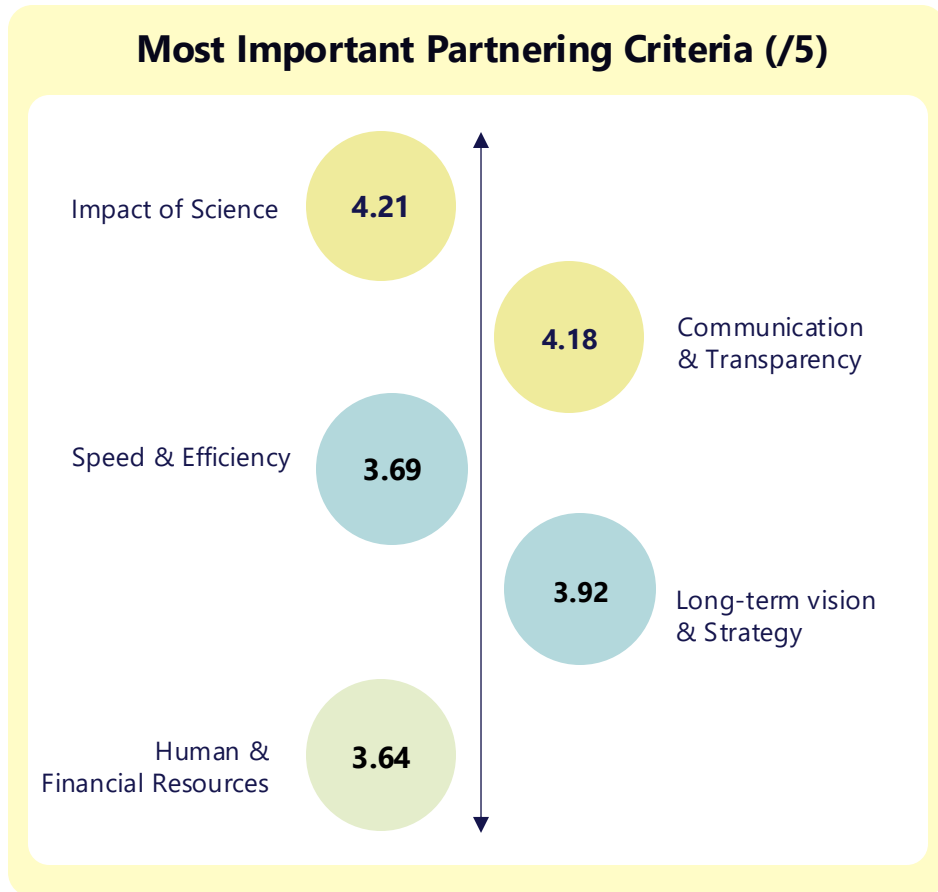
2024 Ranking

Biotechs rate Transparency and Communication as the highest criteria in partners.



| | 1 | 2 | 3 |
|------------------------------|-----------|-------------------|------------|
| Communication & Transparency | J&J | Merck | Eli Lilly |
| Impact of science | Pfizer | Merck, Eli Lilly | Roche |
| Long-term vision & Strategy | Eli Lilly | J&J, Novo Nordisk | Roche |
| Speed & Efficiency | Pfizer | J&J | Merck, AZ |
| Human & Financial Resources | Pfizer | Roche | J&J, Merck |

Academics rate **Impact of Science** as the highest criteria in partners.



| |  |  |  |
|------------------------------|---|---|---|
| Communication & Transparency | J&J | BI | AZ, Bayer, Merck |
| Impact of science | AZ | Moderna | Bayer |
| Long-term vision & Strategy | Pfizer | Novartis | AZ |
| Speed & Efficiency | Bayer, Merck | - | - |
| Human & Financial Resources | J&J | Pfizer | Bayer |

2024 overall rating

| | | | | |
|--------------------|--|------------------|----------------------|------------|
| 1 | | 3.61 | J&J/ Janssen | 208 |
| 2 | | 3.56 | Merck & Co. | 211 |
| 3 | | 3.46 | Novo Nordisk | 190 |
| 4 | | 3.44 | Eli Lilly | 201 |
| 5 | | 3.44 | Boehringer Ingelheim | 193 |
| 6 | | 3.44 | Roche | 209 |
| 7 | | 3.42 | AstraZeneca | 196 |
| 8 | | 3.36 | Pfizer | 215 |
| 9 | | 3.34 | Sanofi | 199 |
| 10 | | 3.32 | Novartis | 211 |
| Overall mean: 3.27 | | # of respondents | | |

Biotechs

2024 overall rating

| | | | |
|--------------------|-------------|----------------------|------------|
| | 3.66 | Merck & Co. | 152 |
| | 3.64 | J&J/ Janssen | 150 |
| | 3.57 | Eli Lilly | 146 |
| | 3.54 | Roche | 150 |
| | 3.54 | Novo Nordisk | 143 |
| | 3.53 | Boehringer Ingelheim | 144 |
| | 3.52 | AstraZeneca | 146 |
| | 3.40 | Pfizer | 153 |
| | 3.37 | Novartis | 150 |
| | 3.37 | Sanofi | 148 |
| Overall mean: 3.34 | | # of respondents | |

62 Biotechs said that they've entered into a partnership with top pharma and rated overall AM experience 3.91/5.

2024 overall rating

Biotechs

2024 overall rating

Academics

2024 overall rating

| | | | | |
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| | | 3.37 | Sanofi | 148 |
| Overall mean: 3.34 | | # of respondents | | |

| | | | | |
|--------------------|--|------------------|----------------------|----|
| | | 3.53 | J&J/ Janssen | 58 |
| | | 3.32 | Merck & Co. | 59 |
| | | 3.27 | Pfizer | 62 |
| | | 3.25 | Sanofi | 51 |
| | | 3.21 | Novo Nordisk | 47 |
| | | 3.20 | Novartis | 61 |
| | | 3.18 | Boehringer Ingelheim | 49 |
| | | 3.17 | Roche | 59 |
| | | 3.16 | CSL | 44 |
| | | 3.13 | GSK | 54 |
| Overall mean: 3.10 | | # of respondents | | |

62 Biotechs said that they've entered into a partnership with top pharma and rated overall AM experience 3.91/5.

2024 overall rating

| | | | | |
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Overall mean: 3.27 # of respondents

62 Biotechs said that they've entered into a partnership with top pharma and rated overall AM experience 3.91/5.

Biotechs

"Focused interest"

"Great company, always provide feedback and interest in a timely manner."

"Responsive, give feedback; organized."

"Interactions with the oncology team have been delightful and clear."

"Somehow, they have managed to maintain relationships and close deals while doing a reorg. Their interests are clear."

"An innovation powerhouse"

"Frequent communication."

"Thoughtful. Involves scientists within oncology in early discussions."

"I am unclear of their strategy."

"Difficult to receive feedback."

"Too often hard to contact or engage with."

Academics

"Responsive, once you find the right contact (challenging)."

"Clear vision, good feedback, robust science knowledge."

"The company negotiator had knowledge and authority to find mutually-acceptable deal terms."

"Very responsive, inquisitive and ready to move fast."

"My favorite company to work with [...] considerate about the university's needs and constraints"

"Excellent university liaison--responsive and takes the time to follow up without prompting."

"Totally non-responsive."

"Quite hierarchical but will move fast if there is strategic alignment."

"Difficult to understand exactly what they may be interested in."

"Stop-and-go negotiations (so, no contact and then urgency)."