

# Worldwide Preclinical Co-Co Alliance for Small Molecule Compounds for Cancer

## MAT2A, Pol Theta & Werner Helicase Synthetic Lethality Targets for Solid Tumors (6/20)

IDEAYA

- \$100M upfront payment
- \$20M eq at next Ideaya public offering
- Ideays pays early clin dev costs for MAT2A, subject to GSK option
- \$50M option exercise fee for MAT2A
- \$465-485M dev/reg milestones/product
- \$475M sales milestones/product

GSK

\*Ideaya has option to pay 20% of dev costs for MAT2A & WER to obtain US 50% profit split

High Single-digit to Sub-Teen Royalties\*

GSK has straight license to Pol Theta & WER, plus option to MAT2A

# Worldwide Phase II Co-Co Alliance for Checkpoint Inhibitors to Treat Cancer

## Zimberelimab Anti-PD-1, AB154 Anti-TIGIT MAb & Add'l Oncology Programs (5/20)

Arcus

Gilead

- \$175M upfront payment
- \$200M eq (11.5% OS) @ \$33.54/sh
- Gilead option to buy up to 35% OS at higher of \$33.54/sh or 120% FMV
- \$400M in R&D funding over 10 yrs
- \$500M dev/reg milestones AB154
- \$725M in agg opt-in option payments

Arcus may opt-out of dev after Gilead option(s)

50% PS in US if Arcus shares global dev costs

Gilead has option to develop any Arcus I-O compounds at clinical stage

# Worldwide Discovery & Co-Development Alliance for Screening of Oncology Targets

## SNIPRx Synthetic Lethality Technology for CRISPR Screening of Targets (5/20)

Repare

- \$50M upfront payment
- \$15M warrant converted to eq @ IPO
- Repare pays dev costs thru validation
- \$176M in dev/reg milestones/target
- \$125M in sales milestones/target

Bristol-Myers

High Single-digit  
To Low Double-  
digit Royalties

ROFN to add'l Repare  
compounds

# Worldwide Phase II Co-Co Alliance for Oral Compound to Treat B Cell Malignancies

## ME-401 Phosphatidylinositol 3-Kinase Delta Inhibitor for Lymphoma (4/20)

- \$100M upfront payment
- Equal sharing of US dev costs; KKC pays all ex-US dev costs
- \$582.5M in agg milestones

MEI Pharma

Kyowa Kirin

MEI books US sales and has US co-promotion

50% PS in US & Teen royalty in ROW

MEI licensed Japan rights to Kyowa Kirin in 10/18

# Worldwide Discovery Alliance for Novel Cell Therapy to Treat Cancer

## Induced Pluripotent Stem Cell Platform for CAR

### T-cell & NK Therapy (4/20)

- \$50M upfront payment
- \$50M eq @ \$31/share
- Janssen pays all R&D cost thru IND-enabling studies
- \$600M dev/reg milestones 1<sup>st</sup> target
- \$406M dev/reg milestones each 2<sup>nd</sup> – 4<sup>th</sup>
- \$1.2B in agg sales milestones

Fate  
Therapeutics

Janssen

Fate may opt-in for US co-dev and 50% PS for CON share of clinical costs

Double-digit to  
Mid-Teen  
Royalties

# Regional Phase II Co-Development Alliance for Bispecific Antibody to Treat Lymphoma in Greater China

REGN1979 CD20xCD3 Biospecific for Treatment of non-Hodgkin Lymphoma (4/20)

- \$30M upfront payment
- Zai shares dev costs
- \$160M in agg milestones

Regeneron

Zai Lab

Regeneron will supply

CON  
Royalty

# Worldwide Discovery Alliance with Co-Co Option for CD3 Bi-specific Antibody Compounds for Cancer

## Probody CD3 Bi-specific Antibodies for Treatment of Cancer (3/20)

- \$80M upfront payment
- \$10M in initial FTE reimb over 5 yrs
- Astellas pays all R&D costs
- \$1.6B in agg milestones

CytomX

Astellas

\*CytomX has option to share CON % of US dev costs, PS & details if elected prior to 1<sup>st</sup> pivotal trial

High Single-digit to Mid-Teen Royalties\*

Astellas has rights to 3 add'l Targets to add to CD3, plus ROFR for 2 more Targets for add'l fee

# Worldwide Discovery & Co-Dev Alliance for Peptide Therapeutics to Four Immuno-Oncology Targets

## Bicyclic Peptide Platform for Novel Immuno-Oncology Compounds (2/20)

Bicycle  
Therapeutics

- \$30M upfront payment
- Bicycle pays for initial efforts with respect to four targets
- \$10-20M expansion fee for add'l targets
  - GNE pays all subsequent dev costs
- \$200M in Dev/Reg milestones/program
- \$200M in sales milestones/program

Genentech

Mid-Single to  
Low Double-Digit  
Royalties



# Worldwide Discovery & Co-Co Alliance for Stem-Cell Derived CAR-Ts & TCRs to Treat Cancer

## Stem-Cell Derived Allogeneic T-Cell Therapy for Treatment of Cancer (1/20)

Adaptimmune

Astellas

- \$50M upfront payment
- Astellas pays dev costs thru Ph I
  - \$7.5M in sponsored R&D/yr
- \$147.5M in Dev/Reg milestones per unilateral product (or 50% if co-dev\*)
- \$110M in sales milestones/unilateral product

\*Adaptimmune has co-co option for 50% cost & profit sharing after Ph I

Mid-Single to Mid-Teen Royalty

Adaptimmune in-licensed technology from Universal Cells in 11/15; UC was acquired by Astellas in 2/18

# Regional Phase III & Preclinical License for Compounds to Treat Hematologic Malignancies in Greater China

## Uproleselan & GMI-1687 E-selectin Inhibitors for Acute Myeloid Leukemia (1/20)

GlycoMimetics

- \$9M upfront payment
- Apollomics pays all China dev costs
- \$35M in Dev/Reg milestones for Uproleselan
- \$40M in Dev/Reg milestones for GMI-1687
- \$105M in aggregate sales milestones

Apollomics

GlycoMimetics shall supply

High Single Digit to 15% Royalties

# Worldwide Phase I Alliance & License Option for VISTA Pathway Antagonists to Treat Cancer

## CI-8993 Anti-VISTA Monoclonal to Treat Solid Tumors (1/20)

ImmuNext

- \$1.25M upfront payment for option
- \$750K/yr maintenance fee during 4 yr option period & R&D reimb by Curis
  - Curis pays all clinical dev costs
  - \$20M on license option exercise
    - \$88.9M dev/reg milestones
    - \$125M in sales milestones

Curis

High Single Digit  
to Low Double  
Digit Royalty

# Worldwide Phase III Co-Co Alliance for Monoclonal Antibody to Treat Cancer

## MOR208 Tafasitamab Anti-CD19 MAb for Treatment of B Cell Malignancies (1/20)

MorphoSys

Incyte

- \$750M upfront payment
- \$150M equity @ 20% premium
- MorphoSys pays 45% of US/global dev costs; Incyte pays for ROW
- \$545M in Dev/Reg milestones in oncology plus \$205M in Dev/Reg milestones in autoimmune
- \$315M in sales milestones

MorphoSys will price & book sales in US & will detail 50% of calls in Germany for payment per Detail

US PS 50/50;  
Mid-Teen to Mid-Twenties Royalty  
In ROW

# Regional Phase II/III License of Orally Absorbed Cancer Compounds in Greater China

Oral Paclitaxel, Oral Irinotecan, & Tirbanibulin ointment for treatment of cancer (12/19)

- \$30M upfront payment
- Athenex pays CON share of dev costs
- \$110M in Dev/Reg milestones
- \$40M in sales milestones

Athenex

Xiangxue

Low Teens to  
Low Twenties  
Royalty

# Worldwide Discovery & Co-Development Alliance for mRNA-encoded Antibodies to Treat Cancer

## mRNA-based Antibody Therapeutics for Treatment of Cancer (12/19)

CureVac

- \$10M upfront payment
- \$22.2M eq (€20M)
- CureVac shares dev costs up to IND
- \$280M in agg milestones 1<sup>st</sup> product

Genmab

Mid-Single to Low Double-digit Royalties

Genmab has 5 yr option for three add'l mRNA products for \$275-368M in agg milestones/product

# Regional NDA-Filed Co-Co Alliance for Compound to Treat Small Cell Lung Cancer in US

## Lurbinectedin for Treatment of Small Cell Lung Cancer (12/19)

PharmaMar

- \$200M upfront payment
- PharmaMar pays for SCLC trial & any SCLC post-approval commitments
- \$250M in Dev/Reg milestones 1<sup>st</sup>
- CON milestones for add'l indications\*
- \$550M in sales milestones

Jazz  
Pharmaceuticals

PharmaMar to supply;  
PharmaMar has US  
co-promotion option if  
Jazz CoC or fails to  
meet sales targets

High-Teen to  
30% Royalty

\*Jazz option to share dev  
cost of add'l indications or  
pay add'l milestones

# Worldwide Phase I Co-Development Alliance for Inhaled Kinase Inhibitors to Treat COPD & Lung Cancer

## RV1162 iSPERSE Inhaled Delivery of Narrow Spectrum

### Kinase Inhibitor for COPD (12/19)

- \$7.2M upfront payment
- Pulmatrix pays for Ph I in COPD
  - J&J pays \$3.4M for tox study
- J&J pays all dev costs post-option
- \$14M on license option exercise
- \$34M in Dev/Reg milestones
- \$45M in sales milestones

Pulmatrix

Johnson & Johnson

1% to 2%  
Royalty

Respivert, a Janssen subsidiary, licensed IP to Pulmatrix in 6/17 that's now being licensed to J&J



# Regional Phase I License for Oral Small Molecule to Treat Cancer in Greater China & S. Korea

## FLX475 CCR4 Antagonist for Treatment of Cancer (12/19)

RAPT  
Therapeutics

- \$4M upfront payment
- Hanmi pays dev costs in Territory
- \$54M in dev/reg milestones
- \$60M in sales milestones

Hanmi



Low Double Digit  
Royalties

Hanmi has right to supply for its Territory

# Regional Phase II License of CTLA-4 MAb for Use with UGN-201 to Treat Urinary Cancer Ex-Latin America

AGEN1884 Zalifrelimab Anti-CTLA-4 for Treatment of Urinary

Tract Cancers (11/19)

- \$10M upfront payment
- UroGen pays all dev costs in Field
- \$115M in Dev/Reg milestones
- \$85M in sales milestones

Agenus

UroGen

14-20%  
Royalty

Agenus will supply MAb  
for clinical and  
commercial use

# Worldwide Preclinical Co-Development Option for Tri-specific T Cell Engager Compound to Treat Cancer

## HPN217 TriTAC Targeting B-Cell Maturation Antigen for Treatment of Multiple Myeloma (11/19)

Harpoon  
Therapeutics

- \$30M upfront payment
- Harpoon pays dev costs thru first Ph I/II clinical trial
- \$50M dev milestone Ph I/II start
- \$200M on license option exercise
- AbbVie pays dev costs post-option
- \$230M in aggregate milestones

AbbVie

High Single Digit  
to Low Double  
Digit Royalty

# Worldwide Discovery Co-Dev Alliance for Conditioning Regimen to Enhance Stem Cell Transplants

Engineered Toxin Body Platform to Enhance Gene Editing Therapy for Sickle Cell & Beta Thalassemia (11/19)

Molecular  
Templates

- \$23M upfront plus \$15M equity
- MTEM pays R&D on Initial Target
- Vertex pays dev costs post-option & for R&D on 2<sup>nd</sup> target
- \$22M on add'l target option exercise
- \$180M in dev/reg milestones/target
- \$70M in sales milestones/target

Vertex

Mid-Single Digit  
Royalty

# Worldwide Discovery & Co-Development Alliance for Allogeneic Cell Therapy to Treat Hematologic Cancer

## AlloCar Induced Stem Cell Therapeutics for B-Cell Malignancies & Multiple Myeloma (11/19)

Notch  
Therapeutics

- \$10M upfront payment
- \$5M eq for 25% of Notch OS shares
- Allogene pays R&D costs over 5 yrs
  - \$7.25M in research, \$4M in dev milestones, plus \$CON clinical/regulatory
  - \$294M in agg milestones/target

Allogene

Mid to High  
Single-digit  
Royalties

# Regional Co-Dev Alliance for Approved & Development Stage Oncology Compounds in China

Xgeva Denosumab, Kyprolis Carfilzomib & Blincyct Blinatumomab  
for Treatment of Cancer (10/19)

- \$2.8B equity investment by Amgen for 20.5% of OS BeiGene shares
- BeiGene pays share of dev costs for Pipeline Products, up to \$1.25B cap

Amgen

BeiGene

Amgen sets Baseline Price for all Products & pays a royalty to BeiGene for Pipeline Product sales in ROW

50/50  
Profit Split

BeiGene has 5 yr commercialization rights for In-Line Products & 7 yrs for Pipeline Products\*

\* BeiGene has option to retain 1 In-Line & several Pipeline Products for add'l term

# Worldwide Preclinical Co-Development Alliance for Combination T-Cell Compounds to Treat Cancer

## PRIME Technology for Co-expression of IL-7 and CCL19 to Treat Solid Tumors (8/19)

Noile-Immune

- \$2.5M upfront payment
- Each party pays its own dev costs
- Adaptimmune pays all dev costs after license option on a target-by-target basis
- \$312M in agg milestones

Adaptimmune

Mid Single-digit Royalties

# Worldwide Preclinical & Discovery Alliance for Six Small Molecule Compounds to Treat Cancer

## CDK7 Small Molecule for Treatment of Cancer

(7/19)

Aurigene

- \$17.5M upfront payment
- \$32.6M in dev costs by Exelixis
- \$10-12M on license exercise at IND
- \$148.8M in dev/reg milestones/program
- \$280M in sales milestones/program

Exelixis

CON  
Royalties



# Worldwide Phase II License for Biologic to Treat Cancer in Combination with Chemotherapy

## DSTAT Glycosaminoglycan for Treatment of Acute Myeloid Leukemia (7/19)

Cantex

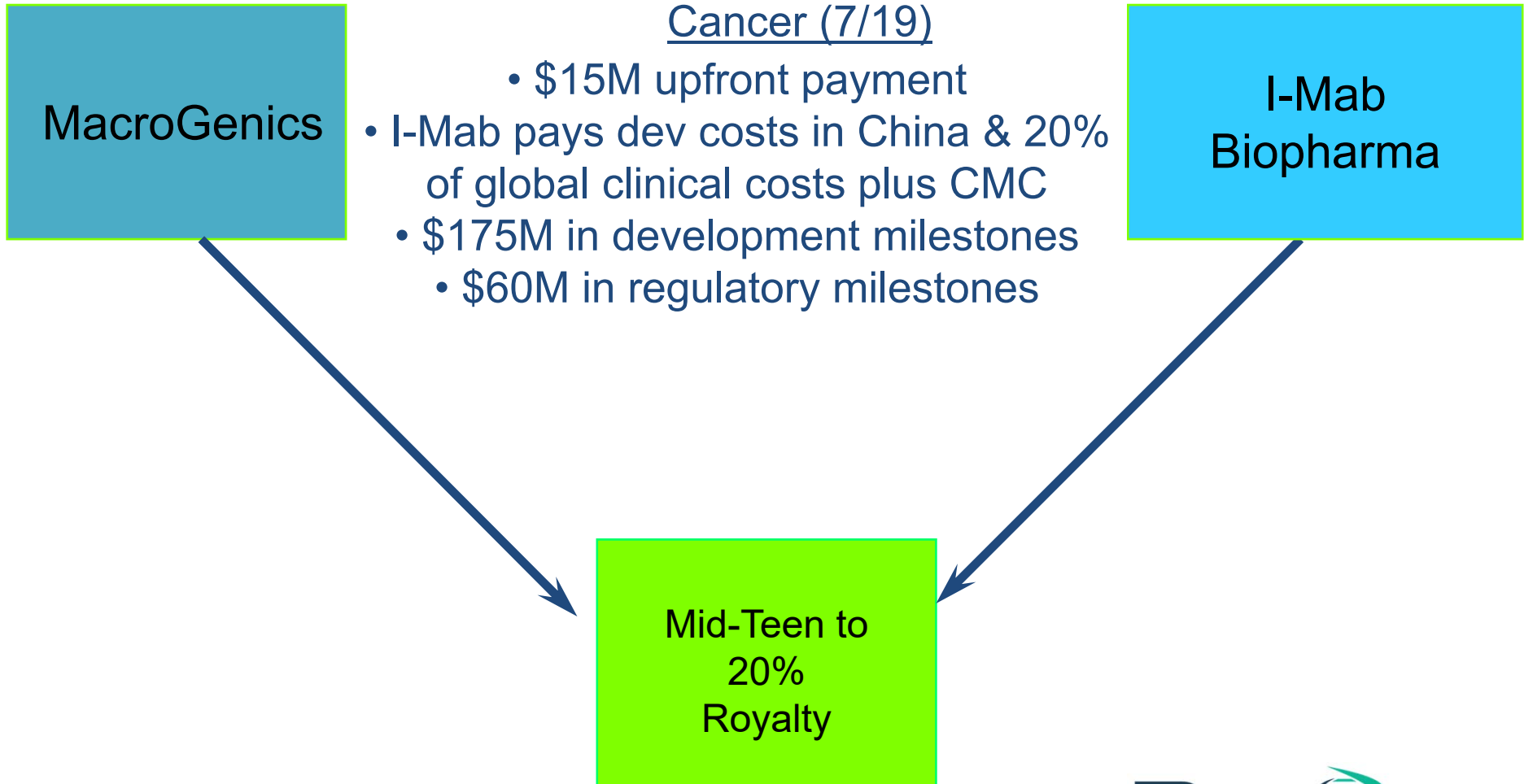
- \$30M upfront payment
- \$35M in Chimerix equity (10M shares)
- Chimerix pays all dev costs
- \$202M in dev/reg milestones
- \$385M in sales milestones

Chimerix

10% to  
High-Teen  
Royalty

# Regional Phase I Co-Dev Alliance for Monoclonal Antibody to Treat Cancer in Greater China

## Enoblituzumab Anti-B7-H3 MAb for Treatment of Cancer (7/19)



# Worldwide Discovery Alliance for Protein Degradation Compounds for Cardio, Oncology & Ob/Gyn Diseases

## PROTAC Technology for Targeted Protein Degradation (6/19)

Arvinas

- \$17.5M upfront payment
- \$32.5M eq @ 15% premium to FMV
- \$12M in sponsored R&D thru 2022
- \$197.5M in dev/reg milestones
- \$490M in sales milestones

Bayer

Mid Single-digit  
To Low Double-  
digit Royalties

Bayer also committed \$56M to separate JV for agricultural disease resistance

**BIO**SCI  
ADVISORS

# Regional Phase III License of Oral Kinase Inhibitor to Treat Gastrointestinal Stromal Tumors in Greater China

## Ripretinib KIT or PDGFRalpha Inhibitor for Treatment of GIST (6/19)

- \$20M upfront payment
- Zai pays all dev costs in Territory
- \$50M in Dev/Reg milestones
- \$135M in sales milestones

Deciphera

Zai Lab

Deciphera supplies bulk Compound for packaging by Zai

Low Teen to High Teen Royalties

# Worldwide Preclinical License Option for Next Generation CD38 Antibody for Cancer

## HexaBody-CD38 for Treatment of Multiple Myeloma & B-cell Lymphoma (6/19)

- Genmab pays all dev costs thru POC
  - \$150M option exercise fee
- Janssen pays all costs post-exercise
  - \$125M in dev/reg milestones

Genmab

Janssen

Genmab developed Darzalex HuMax-CD38 with Janssen via 8/12 alliance

20% Royalty thru 2031, then 13-20% thereafter

# Worldwide Preclinical Alliance for Antibody-Drug Conjugate to Treat Cancer

## ICON-2 Tissue Factor ADC to Treat Solid Tumors

(5/19)

Iconic

- \$7.5M upfront payment
- \$9.8M in preclin dev costs by Exelixis
- \$20M on license exercise at IND
- \$190.6M in dev/reg milestones
- \$262.5M in sales milestones

Exelixis

CON  
Royalties

# Regional Phase III Alliance for Humanized Antibody to Treat Hematologic Cancer & Autoimmune Diseases in Greater China

## Inebilizumab Anti-CD17 for Treatment of Neuromyelitis (5/19)

Viela Bio

- \$15M upfront plus \$5M in 6 months
- Hansoh pays dev costs in Greater China
  - \$2-5M in dev/reg milestones 1<sup>st</sup>
  - \$18M dev/reg milestones add'l
  - \$180M in sales milestones

Hansoh

Low Double-digit  
To Upper Teen  
Royalties

Hansoh has opt-in to co-develop for certain indications in Territory

# Regional Phase III License of Antibody Conjugate to Treat Cancer in Greater China, S. Korea & ASEAN

## Sacituzumab Govitecan ADC Targeting Trop-2 for Breast & Solid Tumors (4/19)

Immunomedics

- \$65M upfront payment
- Everest pays all dev costs that are specific to Territory & Immunomedics pays all global development costs
  - \$60M on FDA approval
- \$180M in add'l dev/reg milestones
  - \$530M in sales milestones

Everest Medicines

Immunomedics will supply for Manu Cost plus CON %

14% to 20% Royalties



# Worldwide Discovery Alliance for Bispecific Antibody to Treat Cancer

## Bispecific Fc Technology for Undisclosed Oncology Target (4/19)

- \$15M upfront payment
- Astellas pays all dev costs
- \$90M in dev/reg milestones
- \$150M in sales milestones

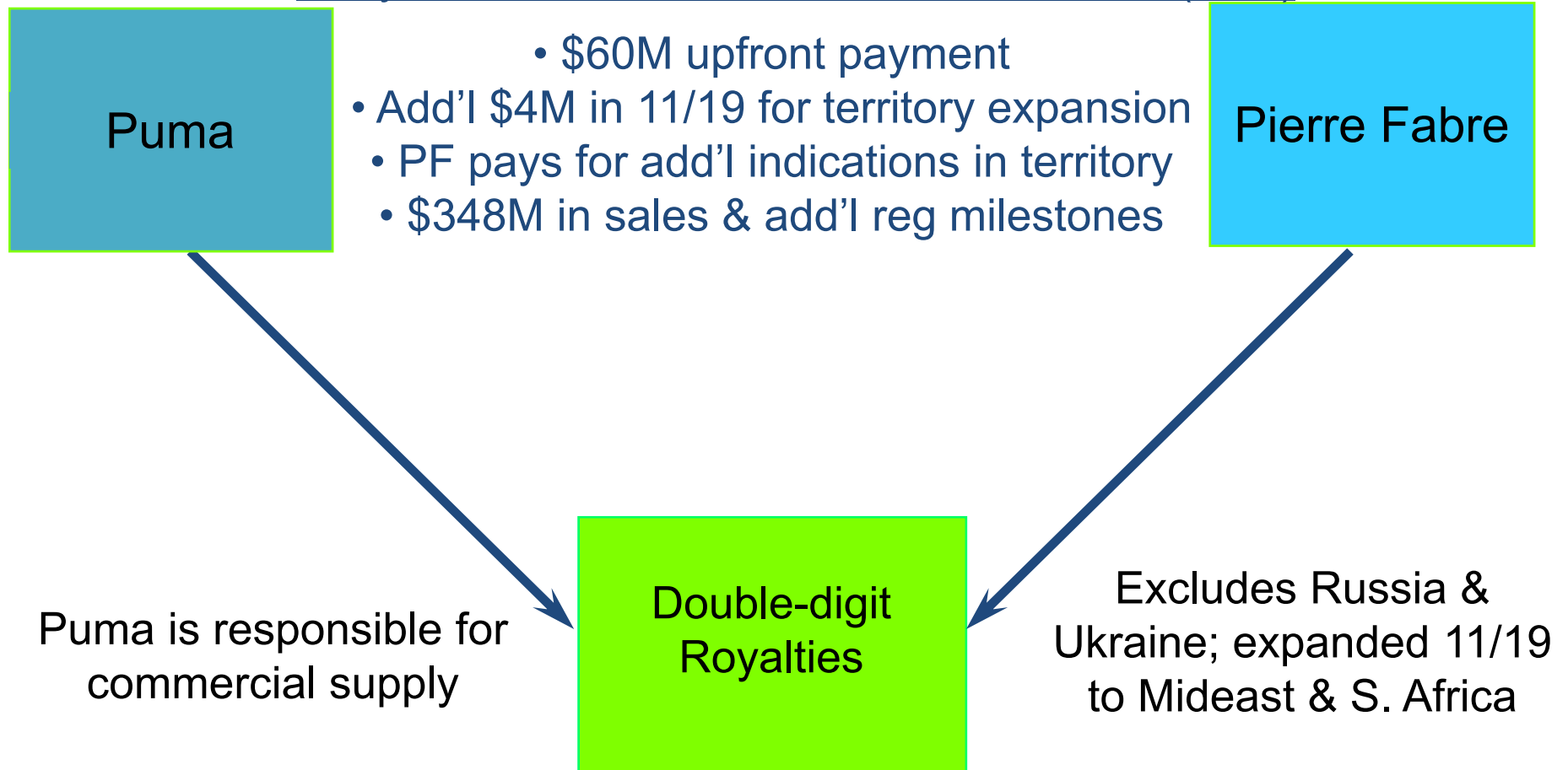
Xencor

Astellas

High Single-digit  
to Low Double-  
digit Royalties

# Regional License of Approved Oral Compound for Breast Cancer in Europe, Africa & Mideast

Nerlynx Neratinib for HER2+ Breast Cancer (3/19)



# Regional Phase II Co-Co Alliance for Antibody Conjugate to Treat HER2+ Breast Cancer Ex-Japan

Enhertu Trastuzumab Deruxtecan ADC for HER2+

Breast Cancer (3/19)

- \$1.35B upfront payment
- Equal sharing of dev costs
  - \$125M on US approval
- \$3.675B in add'l regulatory milestones
- \$1.75B in sales milestones

Daiichi  
Sankyo

AstraZeneca

50/50  
Profit Split

Daiichi books sales in  
the US & certain EU;  
Daiichi supplies

# Worldwide Phase II Co-Co Alliance for Bifunctional Fusion Protein to Treat Cancer

## M7824 Bintrafusp alfa for Treatment of NSCL & Biliary Tract Cancer (2/19)

Merck  
KGaA

- \$342M upfront payment (€300M)
- Equal sharing of dev costs
- \$570M in dev/reg milestones (€500M)
- \$3.3B in approval/sales milestones (€2.9B)

GSK

50/50  
Profit Split

# Regional Phase II Co-Dev Alliance for Oral Compound to Treat Pancreatic Cancer in Greater China & Singapore

## RX-3117 Nucleoside for Treatment of Pancreatic Cancer (2/19)

Rexahn

- \$3M upfront payment
- Parties will share dev costs after Initial Studies in Licensed Territory
- \$126M in dev/reg milestones
- \$100M in sales milestones

BioSense

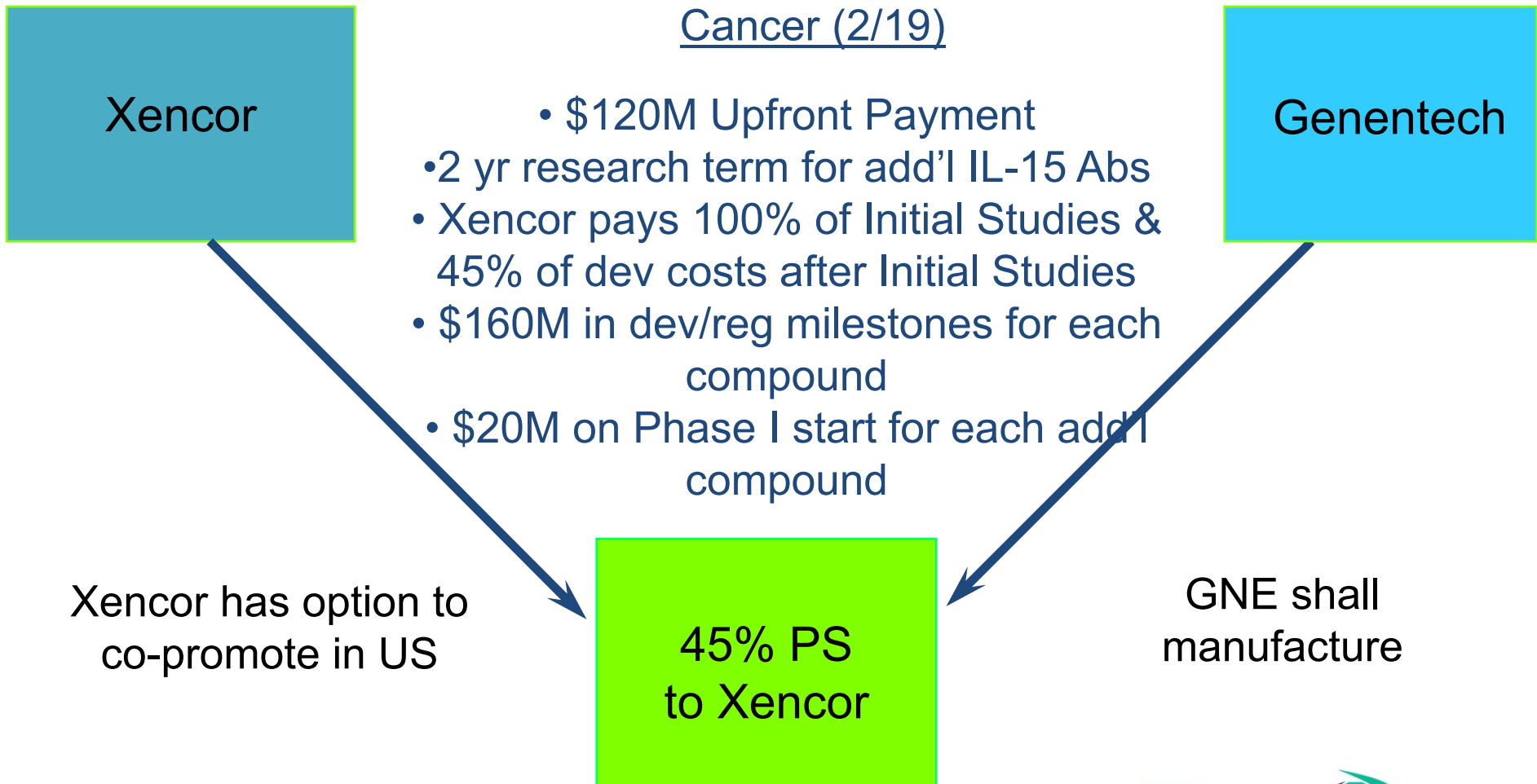
Low Double Digit To Mid-Teen Royalty

BioSense has ROFN for add'l indications in oncology



# Worldwide Preclinical & Discovery Co-Co Alliance for Bispecific Antibodies for Cancer

## XmAb24306 IL-15 Bispecific Cytokine for Treatment of Cancer (2/19)



# Worldwide Discovery & Co-Co Alliance for Five Exosome Therapeutics to Treat Cancer

engEx Platform to NRAS, STAT3 & 3 Add'l  
Cancer Targets (1/19)

Codiak

- \$56M upfront payment
- Codiak pays dev costs thru Ph I trials
  - \$20M in preclinical milestones
- \$200M in Dev/Reg milestones/target

Jazz  
Pharmaceuticals

Codiak has option for NA  
co-commercialization &  
CON profit split for 2  
targets

Mid Single-Digit  
to High-Teen  
Royalties

Four targets identified, with  
Jazz's option to select an  
add'l 5<sup>th</sup> target

# Regional Lead Stage Co-Development Alliance for Small Molecule to Treat Cancer in Asia

## PolQ Polymerase Theta Inhibitor for Breast & Ovarian Cancer (1/19)

Repare

- \$1M upfront payment (¥110M)
- \$13.9M in R&D over 3 yrs (¥1.54B)
- Each pays clinical dev costs in territory
- \$46.5M in dev/reg milestones (¥5.1B)
- \$110M in sales milestones (¥12.1B)

Ono

Repare is responsible for commercial supply

High Single-digit to Low Teen Royalties

Ono has rights in Japan, S. Korea, Taiwan, Macau & ASEAN countries