

## Deal Values and Benchmarking

09.00 - 09.15

### Introduction

09.15 - 10.30

### A review of current deal trends and values from primary data sources :

Analysis from the Medius deal survey :-

where deals are being done : the partners, therapeutic fields,  
the stage of development and financial terms.

11.00 - 12.30

### Getting behind the headline value : a case study

In depth consideration of a recent deal analysing the return to each partner

13.30 - 15.00

### Valuation—what is the technology worth ?

Step by step analysis of a typical early stage deal e.g. pre-clinical or phase I

15.30 - 17.00

### Valuation—what is the product worth ?

Step by step analysis of a late stage deal e.g. phase III or marketed product

17.00 - 17.15

### Review and close