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GlaxoSmithKline raised its level of in-licensing activity in the second half of 2009

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Both Pharma and Biotech face the same core challenges

Drivers and resistors of licensing

Big Pharma's internal R&D crisis drives licensing quest

Poor returns from Pharma's internal R&D the confounding issue

- Widespread cost-saving measures and essential refocusing central to Big Pharma's streamlined R&D
- Biopharma's needs to collaborate are manifold
- Big Pharma's cash and expertise is essential to advance Biopharma's pipeline candidates
- Alliances allow companies to share the cost and inherent risks of drug development
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- How far can Big Pharma take its cost-cutting strategies?
- Big Pharma's near-term focus
- Late-and mid-stage deal activity set to increase as Pharma looks to offset the patent cliff
- Deals with academia to multiply and become more complex
- Pharma will turn increasingly to universities for early-stage innovation
- Closer collaboration will reduce academic caution
- Niche indications and orphan drugs are attractive licensing propositions
- Smaller patient populations offset by attractive economic incentives
- GlaxoSmithKline and Pfizer show greater concentration on orphan drugs
- Push towards personalized medicine will shape technology deals
- Strategic licensing options available for Pharma in growing diagnostics market
- Big Pharma out-licensing to increase as internal R&D focus is realigned
- Big Pharma divestitures could represent opportunities for smaller companies
- Early-stage deal structure changes highlight Big Pharma's aversion to shouldering risk
- Smaller upfront fees and additional milestone payments replace large opening values for riskier early-stage products
- Option-based deals - a low-cost method of securing rights to potentially innovative early-stage products
- Big Pharma's specialist external arms represent an alternative way to invest in and incorporate innovation
- Big Pharma venture and option funds provide another route to team up with biotechs
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- Deals by stage of development
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