

THE POWER OF PRESENTING AT BIOTECH SHOWCASE™

In just the past five years, 250 companies that presented at Biotech Showcase have generated deals worth over \$61bn.*



FINANCING

394 unique deals for 190 companies generating **\$14.1bn+** total potential value

IPOs

- 26 companies went public with \$1.7bn+ total disclosed IPOs



ALLIANCES

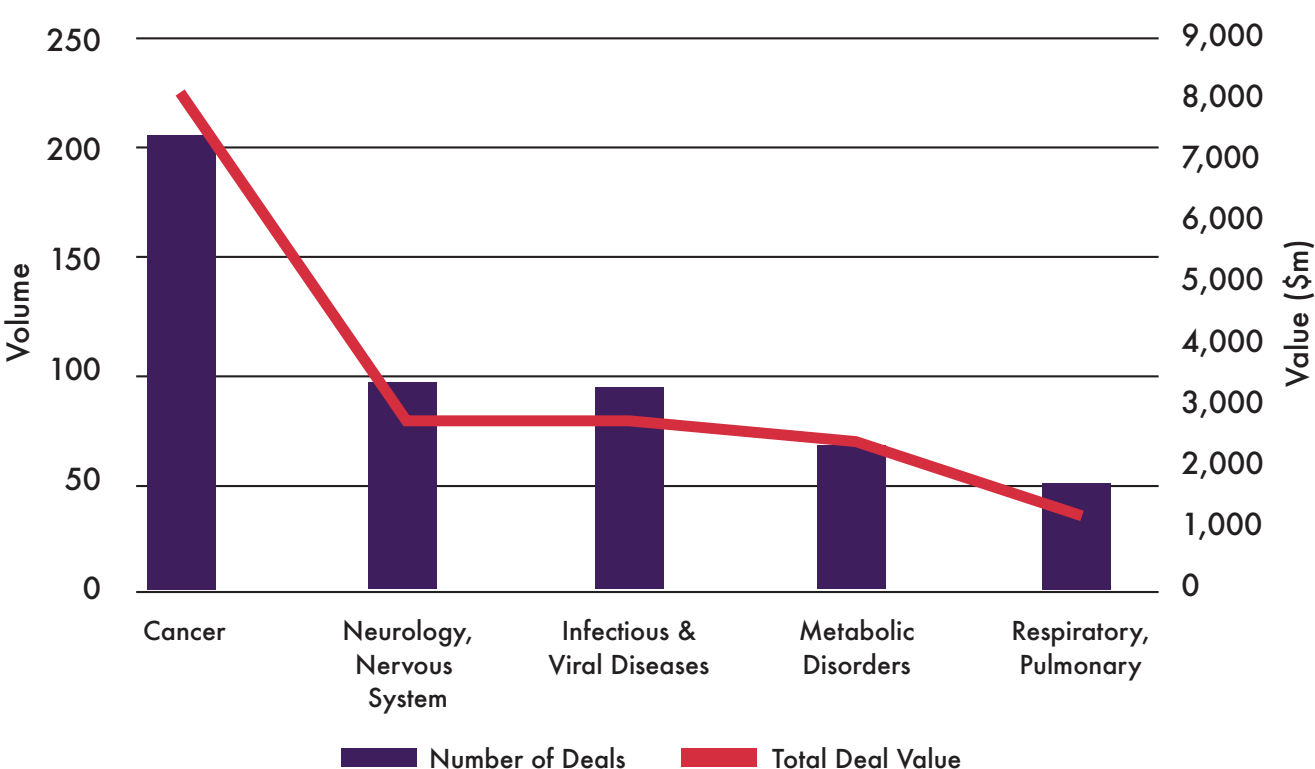
271 unique deals for 160 companies generating **\$47.5bn+** total potential value

ACQUISITIONS

- 29 companies acquired for \$7.9bn+ total potential value

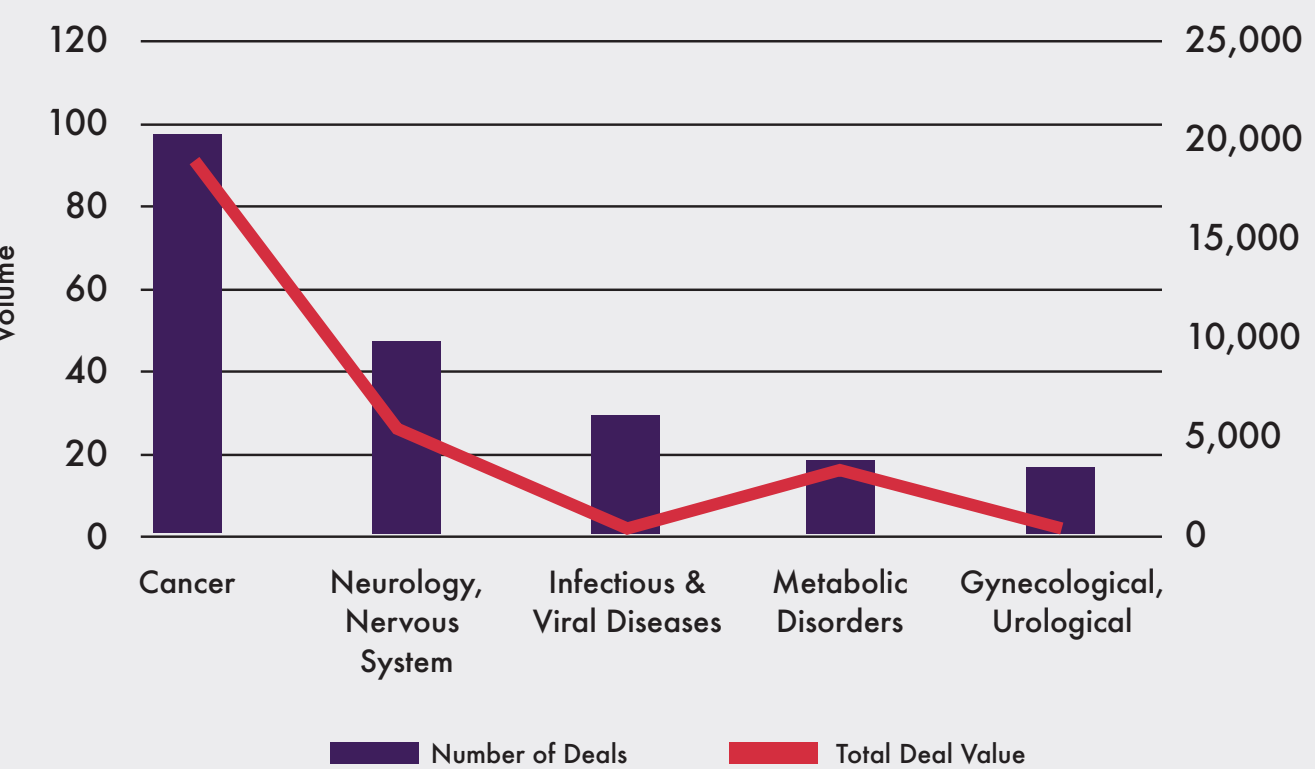
ONCOLOGY LEADS THE WAY IN DEALMAKING ACTIVITY

Financing deals by company therapeutic focus



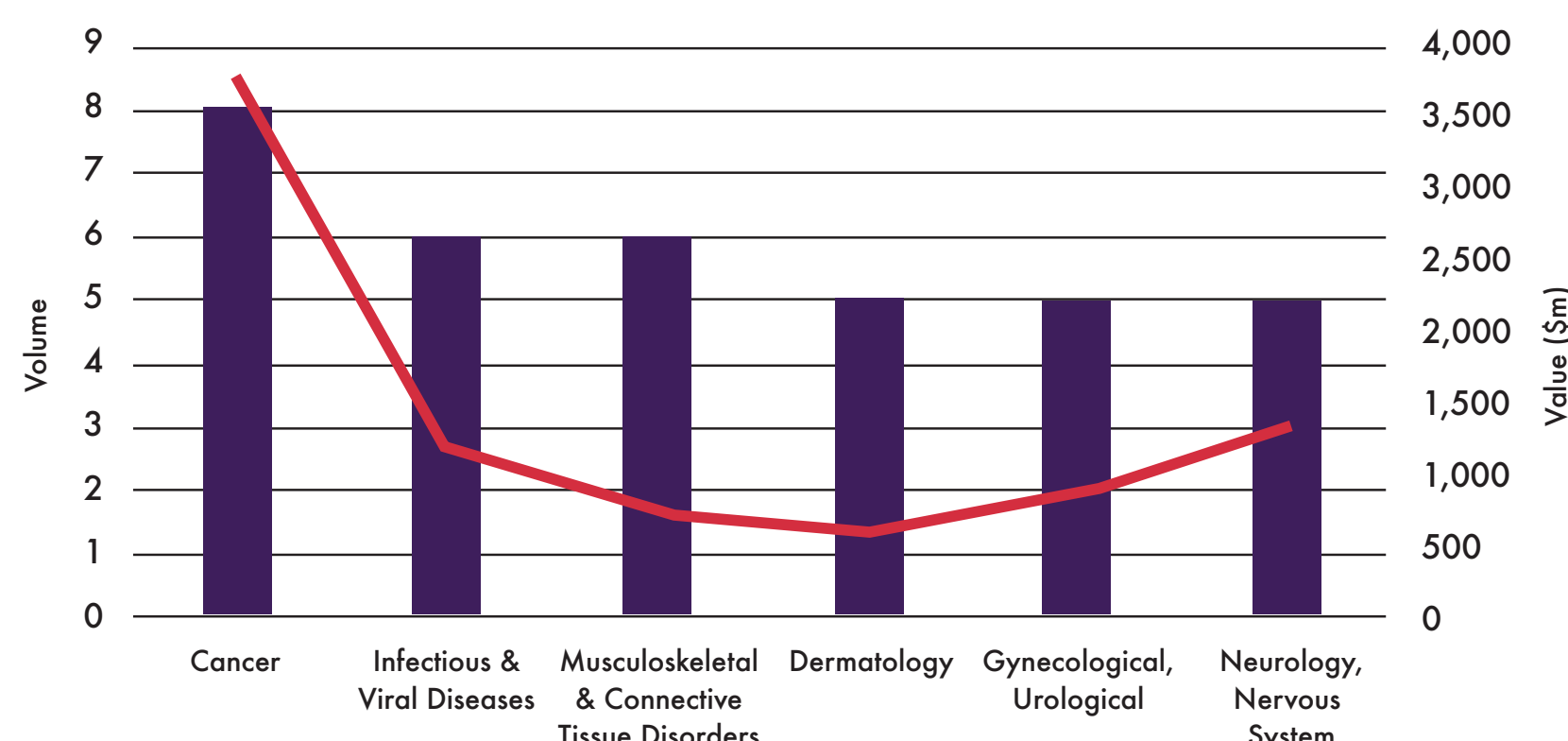
Companies with a therapeutic focus on cancer treatments secured half of the financing deals both by volume and value.

Alliance deals by product therapy focus



Over a third of alliance deals included anti-cancer products, generating 41% of the total potential deal value across all alliance deals.

Acquisitions by company therapeutic focus

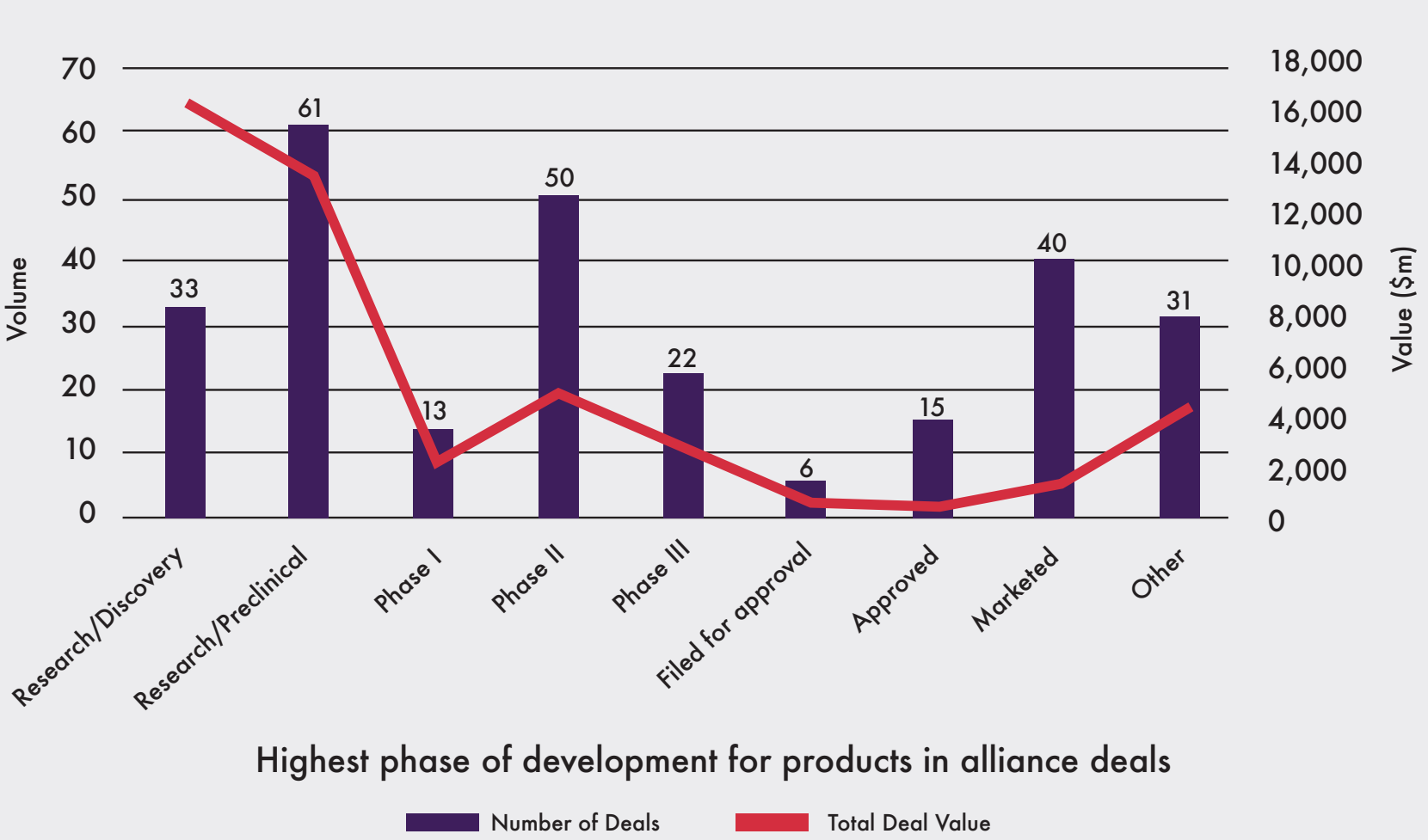


Top 6 therapy areas by deal volume

Number of Acquisitions (blue bars), Total Deal Value (red line)

28% of acquired companies also had a therapeutic focus on cancer, followed by companies focused on infectious diseases and musculoskeletal & connective tissue disorders.

Early-stage products featured heavily across alliance deals



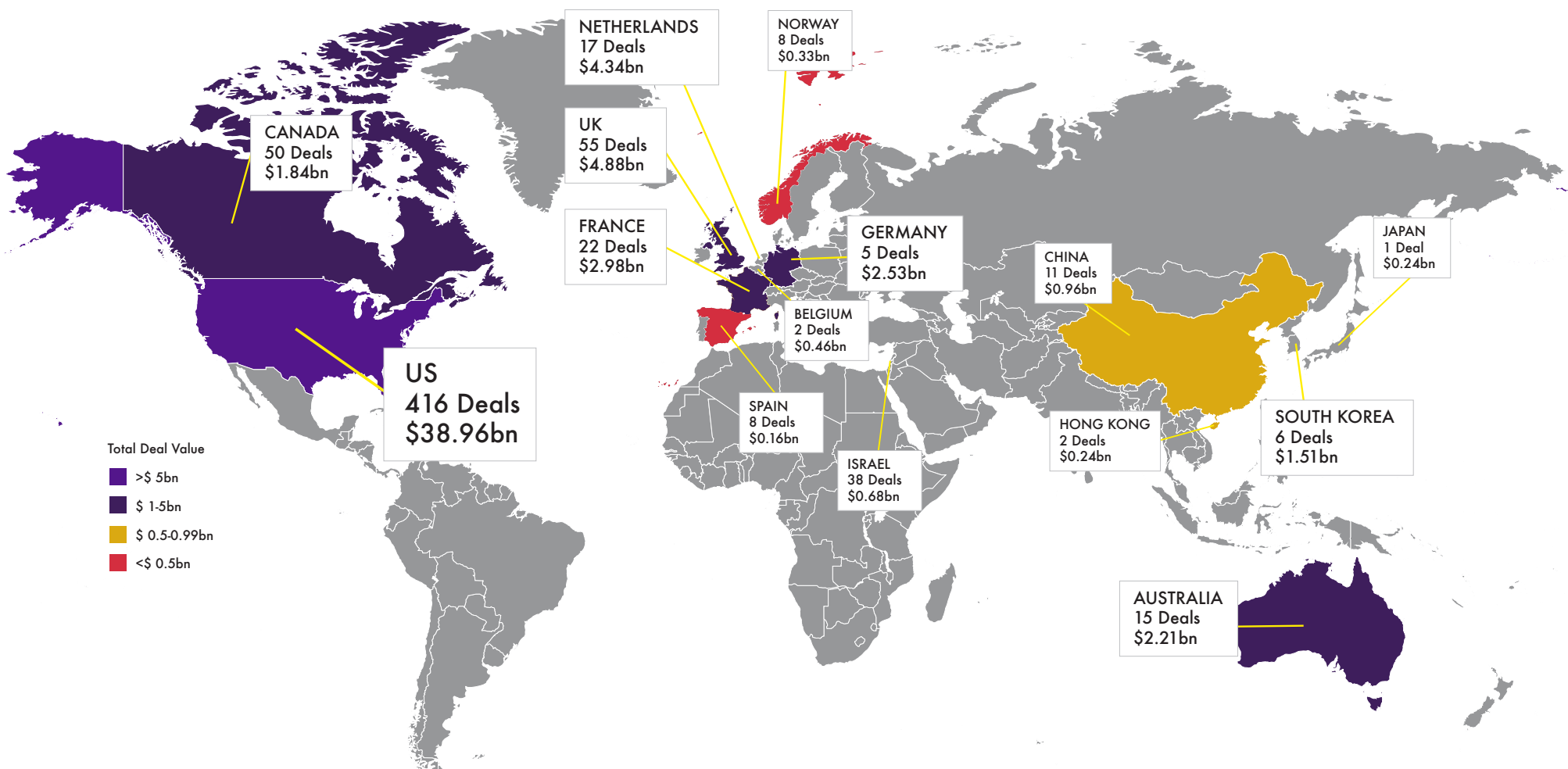
Highest phase of development for products in alliance deals

Number of Deals (blue bars), Total Deal Value (red line)

94 deals included products preclinical or earlier stage assets, accounting for over 60% by value of all alliances (\$30.4bn) and an average total potential value of \$323m per deal.

Phase II products also featured prominently, but with a much lower average potential deal value of \$99m.

US-BASED COMPANIES GENERATED NEARLY \$39BN ACROSS 416 DEALS AMONG TOP 15 COUNTRIES BY TOTAL VALUE OF ALLIANCE AND FINANCING DEALS



By total deal value, the US was followed by the UK (\$4.85bn across 55 deals) and the Netherlands (\$4.34bn across 17 deals)

Sources for all figures and tables: Informa Pharma Intelligence
*Note: The data does not claim that the \$61bn in deals generated were exclusively the result of presenting at Biotech Showcase, but was part of their strategy.