

LICENSING TRENDS IN ORPHAN DRUGS

6 800
RARE DISEASES



COLLECTIVELY IMPACTING AN ESTIMATED
25 MILLION
PEOPLE IN THE US ALONE.

ORPHAN DISEASES HAVE GOTTEN MUCH ATTENTION IN RECENT YEARS:



Since 2009, the FDA granted orphan designations to well over 1,000 drugs, a 50% increase from the previous 5 years.

CONSIDERABLE REVENUE POTENTIAL OF DEVELOPING ORPHAN DRUGS:



ORPHAN LICENSING AGREEMENTS HAVE SEEN UNIQUE TRENDS IN TERMS OF DEAL VALUES AND ROYALTIES:



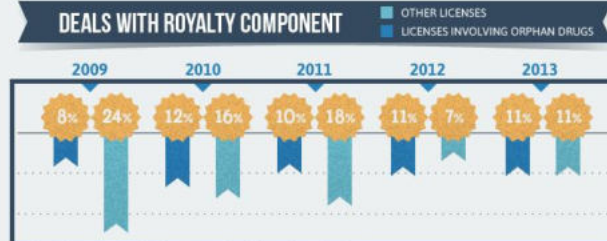
Licenses involving orphan drugs have surpassed other drug deals since 2010.

AVERAGE DEAL VALUE



*Since 2011 the number of deals with a royalty component in the orphan space have increased, especially in 2013.

DEALS WITH ROYALTY COMPONENT



*Phase II has proven to be the sweet spot for in-licensing orphan drugs. In the last 5 years, 20% of orphan deals took place at this point, compared to about half that for other deals.

LICENSES INVOLVING ORPHAN DRUGS

OTHER DRUGS



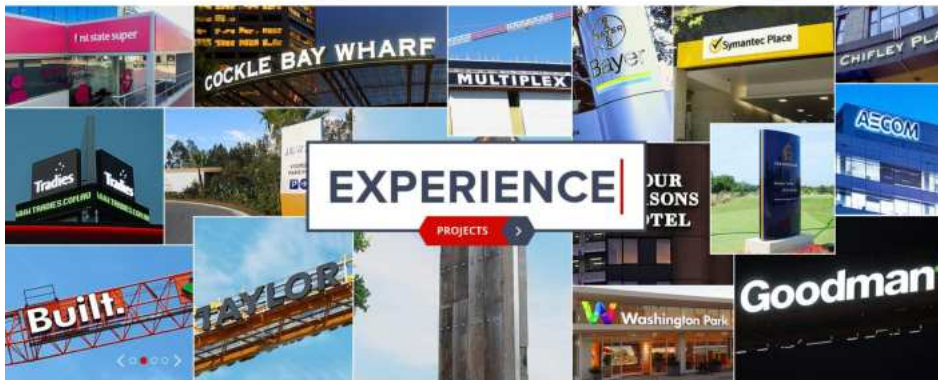
COMPANIES IN-LICENSING ORPHAN DRUGS





ABS
Abdomen, Behavior, Shared Experiences

FIT FOR BUSINESS



EXPERIENCE

PROJECTS >

Since

1960


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Maria Lucas
Project Manager, Greenland



HOW THE FORTH METHOD DOUBLES YOUR INNOVATION EFFECTIVENESS

 So, How do we come up with new groundbreaking ideas?

THE WORLD CHANGES FASTER AND PRODUCT LIFECYCLES

The number of years to reach



-  Electricity **50**
-  Radio **38**
-  Facebook **2**
-  Internet **4**
-  Ipad **3**
-  TV **13**

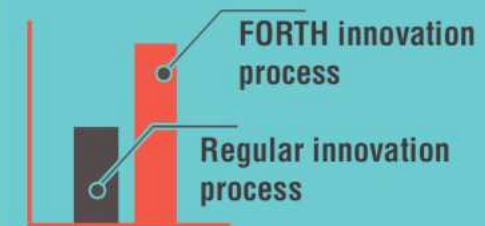
Product lifecycle diminish with a factor **4** in **50 years.**



- The FORTH innovation methodology structures the chaotic start of innovation, creates **3-5 mini new business cases** and fosters a culture for innovation in an expedition of **20 weeks.**
- FORTH users in industry, services and governmental organizations are very satisfied. **Score 8,1 (on a 10-point scale).**

Source: Scientific research, 10 FORTH cases

THE FORTH METHODOLOGY DOUBLES YOUR INNOVATION EFFECTIVENESS



Regular innovation process

37.5% of the screened ideas are launched.

FORTH innovation process

77% of the 'mini new business cases' are launched.

AS A MANAGER YOU GET LOST EASY

-  We cannot change our habits.
-  We are not creative.
-  We fear failure.
-  We struggle to get inside the head of our customers.
-  Our innovation process is chaos.
-  Our short-term mindset rules.

STRENGTHS OF THE FORTH METHOD

- 1** Systematic. 
- 2** Fosters internal cooperation. 
- 3** Closely connects the end-customer. 
- 4** Generates tangible business cases. 
- 5** Increases your innovation effectiveness. 
- 6** Fosters a culture for innovation. 

Innovate the expedition way ➔ www.forth-innovation.com

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