

# Novasecta partnering case study

The challenge: Our client wanted to expand their geographic reach through creative strategic collaborations with European companies

**Our client: A Japanese big pharma with limited European exposure**

## What we did



Assessed the attractiveness of our client's assets and capabilities to potential European partners

- R&D capabilities & tech expertise
- R&D pipeline strength
- Geographic presence
- Partnering track record



Screened over 100 European companies assessing:

- TA/indication focus,
- available pipeline assets,
- R&D capabilities,
- commercialisation capabilities,
- partnering history



Identified and prioritised deal options for consideration with 24 organisations

## The bespoke outcome



Identified and prioritised deal options for consideration, with 24 organisations



Met with 13 potential partners to assess deal opportunity



Facilitated introductions between our client and key individuals at 7 potential partner organisations