



Legal Landmarks of a Joint Russian/German Biotech Venture

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Landmarks



Be Creative!

- What is suitable in Pharma also fits in Industrial Biotech!
 - Variety of Deal Structures
 - Variety of Payment/Remuneration Structures

Creativity – Deal Structures

Any combination of all or any:

- M&A Deal, i.e. asset/share acquisition
- Transfer of ownership in certain technology/IP
- Straight (exclusive/non exclusive) technology license
- Joint Venture
- R&D/Commercialisation Collaboration
- Contract Research/fee for service

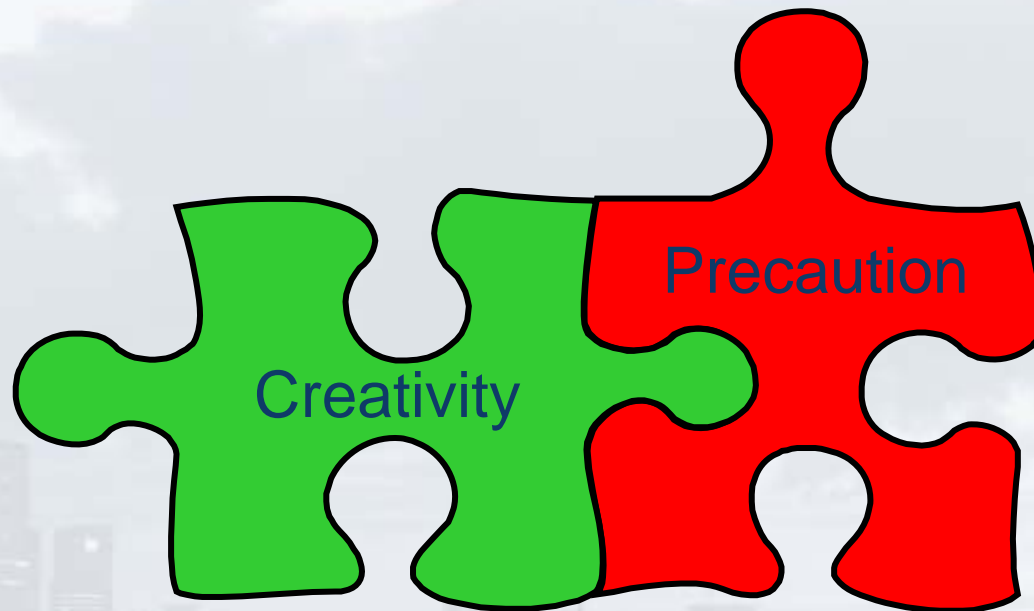
Creativity – Payment Structures

Price/Payments reflect market value (rather than past efforts/expense) and future risk

- Staggered payments
- e.g. upfront, milestone and payments of royalties on sales
- Sharing of ongoing R&D expenses
- Profit sharing arrangements
- Stock purchase elements

Precaution

- Have a budget for legal advise!
- Confidentiality Agreement
- Due Diligence (particularly „tricky“ in IP/Licencing issues)
- Protection against discontinuation by partner



Successful Deal!

В н и м а н и е!
Thank you!

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