Buchanan
Ingersoll·Rooney

Buchanan's Drug Target Analysis for Investors

A Strategy for Investing in the Drugs of the Future

Driven by incredible advancements in science and technology, the life sciences industry has quickly become the next frontier for game-changing investment. However, to enable this rapid innovation and bring tomorrow's pharmaceuticals and biotechnologies to life, investors need to understand the complexities of the Intellectual Property (IP) and Food and Drug Administration (FDA) issues surrounding a particular market or drug product. Sound information drives asset valuation.

Buchanan's Drug Target Analysis Includes Both Intellectual Property + FDA Perspectives

Knowing which drugs or technologies to invest in requires a strong combination of both IP and FDA knowledge. Our firm is unique in that we have deep bench strength in both practices, with attorneys who collaborate for our Life Sciences clients on a daily basis. This rare combination allows for a comprehensive work product without the time and cost of obtaining analyses from two boutique firms.

We have helped investors:

- Assess a target company's platform technologies, including IP and FDA protections
- Identify high-potential drugs and technologies where investment can have the most impact
- Categorize and highlight market-access obstacles
- Manage the investment process, detect potential barriers to entry, and assess the role of generic competition
- Research, analyze and create customized drug acquisition strategies

Our Comprehensive Solution

Knowing whether a drug company, technology platform, or individual product is worth the investment is not a guessing game – it takes significant experience working through the drug-approval process and up-to-the-minute insights into the fast-evolving pharmaceutical landscape. With our Drug Target Analysis, we highlight potential risks and map out the legal and regulatory steps required to both get and keep products on the market. Our detailed report helps investors maximize opportunities for successful investment.

With our Drug Target Analysis, you get:

- A Deep-Dive Analysis that includes:
  - A situational overview of a target company's portfolio and the broader pharmaceutical landscape
  - A competitive analysis of the drug market and where opportunities and vulnerabilities may lie
  - A comprehensive breakdown of FDA regulatory barriers and opportunities, including exclusivity or bioequivalence requirements
  - A summary of clinical trials being conducted that suggest activity within that drug's product category
  - A patent review of Orange Book-listed patents (or an entire patent portfolio), including patents filed and any ongoing patent litigation
  - A roadmap of various market-entry scenarios for competing products, including potential timing
- An easy-to-digest Executive Summary of our review
- A final customized Drug Target Analysis Report based on your investment potential and risk profile – a unique offering that combines all of our insights and analysis and that is directed to your investment goals
- And, if you choose to move forward, we can assist with all aspects of due diligence, patent prosecution and litigation, and FDA strategies.

Our Work in Action

Working with a company looking to acquire a brand drug company, we helped our client assess remaining patent and exclusivity life and identified companies with interest in the particular product space. We assessed patents for their vulnerability to legal challenge, addressing the most and least likely scenarios to generic market entry. We worked with the client's entire team of experts to ensure seamless coverage of all critical due diligence issues. We delivered an analysis of each product in the portfolio and briefed the client's owners and investors, allowing the client to make a strategic decision about whether to pursue the deal.

The Buchanan Advantage

To conduct a customized investment analysis of this depth and acuity requires a strong, seamless blend of IP and FDA prowess. Our patent and FDA lawyers collaborate on a daily basis, working together to serve clients under our multi-practice Life Sciences umbrella.

Our dedicated FDA practice understands both the business and the science of developing and marketing FDA-regulated products. Our relationships and experience working with the FDA can be paramount to the success of any drug. Few firms can match the level of knowledge, scientific understanding and FDA experience we offer, including having a team member who was a former FDA associate chief legal counsel. In addition, we have appeared before most of FDA's drug-reviewing divisions within the Center for Drug Evaluation and Research (CDER) and Center for Biologics Evaluation and Research (CBER). Our Life Sciences IP team has extensive experience in patent portfolio development, strategic patent prosecution and patent litigation, as well as counseling clients on potential FDA implications. Our team includes pharmaceutical patent lawyers who have worked at the United States Patent and Trademark Office (USPTO), as well as individuals who have worked within FDA's Office of Generic Drugs.

Looking for your own Drug Target Analysis? We're Here to Help.

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