

The Funding Landscape for Small Biopharma Ventures, 2010-2015: Trends, strategies and priorities now available at ReportsandReports

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Dallas, TX: ReportsandReports announce it will carry [The Funding Landscape for Small Biopharma Ventures, 2010-2015: Trends, strategies and priorities](#) Market Research Report in its Store. [Browse complete Report on:](#)
<http://www.reportsandreports.com/market-reports/the-funding-landscape-for-small-biopharma-ventures-2010-2015-tr/> [The funding landscape](#) for small and mid-cap biomedical companies has changed enormously over the past two years, driven by recessive public markets and withdrawal of private equity financing. The cost of raising capital has increased, and investors have become very selective about the type of transactions they participate in. Most small biopharma ventures are struggling to raise funds and maintain enough working capital for their clinical endeavours. As with any negative development, there are greater opportunities for both buyers and sellers. This report investigates the implications of the credit crisis over the next five years and suggests strategies that can improve the chances of raising money without compromising on the inherent strengths of a company or clinical asset. The emerging trends, priorities and strategies of investors are described to help entrepreneurs target the right type of investor and communicate their value proposition in the best possible manner. [Key features of this report](#)
[* The long-term and short-term implications of the credit crisis on investors and entrepreneurs seeking to raise funds from public and private markets.](#)
[* Established and emerging preferences in the actual deal valuation and execution process- both at a conceptual level and in terms of specific inputs that industry professionals will need. Additional insights on the due-diligence process are also provided.](#)
[* Trends associated with "conditional" investments that are better able to share the risks, uncertainties and upsides; especially relevant for alliances between large pharmaceutical companies and smaller biotechnology companies.](#)
[* Insights on the negotiations between deal-makers: their focus areas, issues of concern, preferences in risk-sharing and how these preferences are reflected in the actual deal terms and conditions.](#)
[* Scope of this report](#)
[* Facilitate communication between entrepreneurs and investors by appraising them of each others priorities, areas of concern and operational constraints.](#)
[* Plan in advance by understanding how such priorities, concerns and constraints will evolve over the next five years.](#)
[* Understand the role of large pharmaceutical companies in funding the clinical initiatives of small biopharma players via options-based deal structures that best resolve the conflicting incentives of the two parties.](#)
[* Understand the exit strategies of healthcare investors and tailor asset valuations and negotiation points accordingly.](#)
[* Use the top-line industry "average" data to shape economic assessments and communication.](#)
[* Key Market Issues](#)
[* IPOs are not around anymore and private equity funds are struggling to raise capital and yesteryear's artificially suppressed rates. This has severely restricted the funding options for the majority of small-mid cap biopharmaceutical companies.](#)
[* Large pharmaceutical companies, with their AAA credit ratings and stable cash flows, have become the major source of funds for smaller biotechnology ventures via an array of collaborative arrangements like product licensing, co-development, etc.....](#)
[* This situation](#)

buyout investors 75 Process of getting new investment 77 Term sheets 78 Type of security 79 Board representation 80 Valuation 82 Capital expenditure 83 Single versus multiple investors 84 Investor priorities in the new landscape 85 Market attractiveness and product-market-focus 86 The organization 87 Financials 87 Business plan 88 Assessment of risks 88 Intellectual property protection 89 Chapter 5 Top-line trends in venture financing 92 Summary 92 How to use this chapter 93 Definition of key terms 94 Venture financing 94 Seed 94 Start-up 94 Early stage 95 Growth/expansion capital 95 Later stage 95 Mezzanine 96 Bridge loan 96 Private placement 96 Other 96 Countries attracting the most venture financing 97 Recent trends 98 Conclusions 99 Distribution of venture financing rounds by investment stage 100 Recent trends 101 Further analysis of financing rounds by stage 103 Conclusions 105 Chapter 6 Investment choices of most active firms in 2009 108 Summary 108 Most active venture capital investors in 2009 109 Analysis of investment preferences 110 Therapeutic areas of focus 110 Investment destinations by geography 113 Stage of investments 114 Two types of venture investors 115 Corporate Venture Capital (CVC) funds 116 Emerging role of CVC in Life Sciences 116 Strategic motivations 117 Novartis Venture Fund 119 Novo A/S, Denmark 121 Independent venture capital funds 125 SV Life Sciences 125 Investment focus in 2009 125 Texas Coalition for Capital 127 Chapter 7 Appendix 129 Research methodology 129 Index 132 Browse complete Report on: <http://www.reportsandreports.com/market-reports/the-funding-landscape-for-small-biopharma-ventures-2010-2015-tr/> Browse all [Healthcare Market Research Reports](http://www.reportsandreports.com/market-research/healthcare/) on: <http://www.reportsandreports.com/market-research/healthcare/> Browse all [Business Insights Market Research Reports](http://www.reportsandreports.com/Publishers/business-insights/) on: <http://www.reportsandreports.com/Publishers/business-insights/> Browse all [Latest Report](http://www.reportsandreports.com/LatestReport.aspx) on: <http://www.reportsandreports.com/LatestReport.aspx> Related Reports: [Trends in Unified Communications: Vendor strategies, competitor landscape and market forecasts](http://www.reportsandreports.com/market-reports/trends-in-unified-communications-vendor-strategies-competitor-landscape-and-market-forecasts) <http://www.reportsandreports.com/market-reports/trends-in-unified-communications-vendor-strategies-competitor-landscape-and-market-forecasts> [In Vitro Diagnostics Market - A Hotspot For Venture Capital Funding](http://www.reportsandreports.com/market-reports/in-vitro-diagnostics-market-a-hotspot-for-venture-capital-funding) <http://www.reportsandreports.com/market-reports/in-vitro-diagnostics-market-a-hotspot-for-venture-capital-funding> [U.S. Foodservice Landscape 2010: Restaurant Industry and Consumer Trends, Momentum and Migration, The](http://www.reportsandreports.com/market-reports/us-foodservice-landscape-2010-restaurant-industry-and-consumer-trends-momentum-and-migration) <http://www.reportsandreports.com/market-reports/us-foodservice-landscape-2010-restaurant-industry-and-consumer-trends-momentum-and-migration> About Us: Reports and Reports comprises an online library of 10,000 reports, in-depth market research studies of over 5000 micro markets, and 25 industry specific websites. Our client list boasts almost all well-known publishers of such reports across the globe. We as a third-party reseller of market research reports employ a number of marketing tools, such as press releases, email-marketing and effective search-engine optimization techniques to drive revenues for our clients. We also provide 24/7 online and offline support service to our customers. Contact: Ms. Sunita 7557 Rambler road, Suite 727, Dallas, TX 75231 Tel: +1-888-989-8004 Website: <http://www.reportsandreports.com/> Blog: <http://reportsandreports.wordpress.com/> Blog: <http://reportsandreports.blogspot.com/>