**Deals and M&A**

**Biotech and Medtech 2018**

**1013 partnership deals worldwide**

- Oncology (36%)  
- Neurorology (12%)  
- Infectious diseases (9%)  
- Gastro/intestine (7%)  
- Immunology (6%)  
- Others (28%)  

36% of deals in oncology  
13% in neurology

- 36% antibodies  
- 15% protein / peptide / Ez  
- 34% cell therapy  
- 9% biomarker  
- 9% Gene therapy  
- 8% DNA / RNA

54% of deals for biologics  
28% for small molecules  
7% for screening  
6% for diagnostics

**Stage of program at signing and deal type**

- 43% of deals are licensing agreements  
- 20% are R&D only

**American companies are present in 7 out of 10 top deals**

**Top 3 deals worldwide**

| #1 | $5.8 Bn | BMS (US) / Roche (Switzerland) |
| #2 | $5 Bn | AbbVie (US) / Shire (UK) |
| #3 | $3.7 Bn | Merck (US) / Sanofi (France) |

**Top 3 deals with French biotech**

| #1 | $705 M | AbbVie (US) / Peviva (France) |
| #2 | $660 M | Roche (US) / Pasteur (France) |
| #3 | $590 M | BMS (US) / Sanofi (France) |

**Facts & Figures**

- **115 M&A operations worldwide**  
  - 95 acquisitions  
  - 20 mergers

**Main therapeutic areas of companies**

- 36% in oncology  
- 13% in neurology  
- 12% in immune system  
- 10% in metabolism

**51% of deals for biologics**  
**33% for small molecules**  
**15% for diagnostics**

**Stage of target company at signing**

- 25% antibodies  
- 25% cell therapy  
- 20% protein / peptide / Ez  
- 15% viral  
- 5% biomarker  
- 5% DNA / RNA  
- 5% Gene therapy

**Top 3 M&A operations**

| #1 | $62 Bn | Shire (UK) bought by Takeda (Japan) |
| #2 | $11.6 Bn | Bioreverativ (US) bought by Sanofi (France) |
| #3 | $9 Bn | Juno (US) bought by GSK (UK) |

**Total worth > $144 Bn**

- Average deal value $2 Bn  
- Median value $402 M

**2018 france biotech**

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Source: BNP Paribas (March 2018)  
Based on deals that operations were announced (March 2018)