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**Clearly defining one's scientific and
technological background before signing a
collaborative deal**





- Chief Executive Officer, Cyprotex PLC – an AiM listed early ADME services company.
- Executive Chairman, Equinox Pharma Ltd – a “spin out” company from Imperial College focussed on Machine Learning hit finding / lead optimisation
- Executive Chairman, Glythera Ltd – a “spin out” company from the University of Bath focussed on development of novel glycosylated protein therapeutics



Introduction – current employment

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- Founding CEO of Argenta Discovery Ltd – a respiratory disease focussed therapeutics company
- CSO of Oxford Asymmetry Ltd (now Evotec) – a combined chemistry service / CNS disease focussed company
- ‘Rescue’ CEO of deltaDOT Ltd – a proteomics / genomic analysis instrumentation company
- Medicinal chemist with GSK and Ciba (Novartis)



Introduction – past employment

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Understanding the difference between data generation, know how, and Intellectual property and their respective value to a potential collaborative partner



Issues related to the generation and management of IP / Patents



Perspective from a data generating service based business (Cyprotex)

Perspective from an IP generating service business (Equinox Pharma)

Perspective from a pure biotech company (Glythera)



Issues related to the generation and management of Patents



- Cyprotex provides early ADME services to pharma and biotech companies
- Cyprotex does not perform any proprietary drug discovery
- All Cyprotex's technical offerings are protected as know how
- Cyprotex assists its collaborators to file their own IP



IP, Patents and Pure Service based businesses





- Service businesses need speed and ease of contract negotiations to establish a flow of deals
- In truth, there is little IP in many service based businesses
- Collaborative partners (in pharma and biotech) do not want service deals encumbered by IP related clauses
- Intellectual property often resides as knowhow within service companies
- It is the service companies duty to provide data to the collaborative partner who will use that data to file their own patents



IP, Patents and Pure Service based businesses





- This case demonstrates that the collaborative partner works with the service company because of its technical expertise and competence (and because its cheaper than doing it in house!).
- There is little or no IP to be transferred / negotiated
- Patents resulting from the data generated are filed / managed by the collaborator
- Service company has no reach through rights



Service company patent / IP strategy



- Equinox Pharma Ltd is a service based business that generates virtual compounds with predicted activities for collaborative partners by screening libraries of compounds with a proprietary machine learning based model derived (cProgol) from an SAR data set
- Here the IP and patent situation is more complex as Equinox is bringing real IP and its own patent portfolio to the service offering



IP, Patents from IP generating Service based businesses



- Collaborators would file their own patents on composition of matter based on the structures identified by Equinox and confirmed by the Collaborator
- IP relating to improvements to the model building technology belongs to Equinox (who actively file patents on this)
- Deal / IP complexity relates to exclusivity fields



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IP, Patents from IP generating Service based businesses



Glythera

- Glythera is a biotech company with novel technology to prepare novel, degradation resistant glycan linked therapeutic proteins
- Such biotech companies vigorously protect their IP
- Collaborative deals which involve preparing new therapeutic proteins are much more complex



IP, Patents from a 'pure' Biotech company



Glythera

- A typical partnering deal would involve:
 - technology access fee
 - fees for work performed
 - fees for achieving technical milestones
 - % of final sales
- Patents on new products belong to collaborator
- Collaborator assumes responsibility for all IP on products



IP, Patents from a 'pure' Biotech company



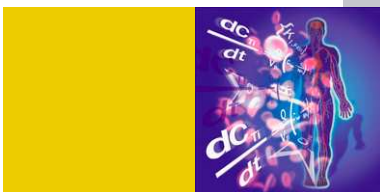
www.cyprotex.com



www.equinoxpharma.com



www.glythera.com



Thank you

