

# Productivity & return on investment benchmarking

## Assess drivers of R&D Productivity and develop benchmarks



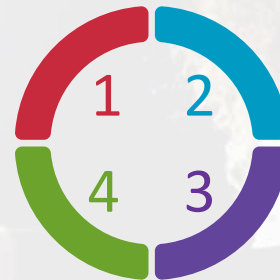
### CLIENT NEED

**Major Japanese pharma Corporate Planning group required insights into R&D productivity trends for a set of peer companies.**

### OUR APPROACH



- Designed an in-depth R&D productivity analysis model
- Integrated R&D, Corporate and Business Development strategy considerations
- Incorporated Evaluate Omnium Risk success rates, development costs and company financials
- Analyzed per-phase productivity across the group of peer companies
- Performed extensive secondary research into R&D strategy and deal-making



### OUTCOMES & VALUE

- Delivered a detailed report on the entire peer group founded on customized analyses of R&D productivity metrics
- Provided key company benchmarking analysis
- Performed detailed assessment of drivers of high and low productivity
- Enabled client to get an holistic assessment of productivity drivers to optimize portfolio focus



### SAMPLE DELIVERABLES

Theme	Company B	Company C	Company D	Company E	Company F
Productivity metrics					
Combined NPV of in-house derived portfolio	xxx	xxx	xxx	xxx	xxx
Sales/R&D spend	xxx	xxx	xxx	xxx	xxx
# successful candidates delivered to clinical dev	xxx	xxx	xxx	xxx	xxx
R&D timescales	xxx	xxx	xxx	xxx	xxx
Portfolio					
Technology (Proportion of Conventional)	xxx	xxx	xxx	xxx	xxx
Main MoA	xxx	xxx	xxx	xxx	xxx
Strategy (Proportion of In-house)	xxx	xxx	xxx	xxx	xxx
New area vs established area for the company	xxx	xxx	xxx	xxx	xxx
Main TA	xxx	xxx	xxx	xxx	xxx

