

Advanced Therapies

REGENERATIVE MEDICINE FINALLY FEELS THE LOVE

Investment in regenerative medicine – cell therapies, gene therapies, tissue engineering, and other advanced therapies – is booming. That was one of the key takeaways from the Alliance for Regenerative Medicine’s third annual *Regen Med Investor Day*, held in New York in late March.

ARM chairman Edward Lanphier, also the president and CEO of **Sangamo BioSciences Inc.**, opened the day with an overview of industry financials. He noted that the sector is getting a lot of investor “mindshare” compared with just two years ago, as well as vigorous interest from corporate partners, particularly for gene therapy and the “white hot” CAR-T (chimeric antigen receptor T-cell) space.

“2014 was an incredible year for equity and corporate partnering,” Lanphier said. “That gas in the tank has given the sector a great start to 2015.”

Indeed, the money flowing into advanced therapies has increased significantly over the past 15 months, and it’s up across the board: venture capital, public equity, and proceeds from partnerships

forged with Big Pharma and Big Biotech. Lanphier presented data showing that venture capital investments in regenerative medicine nearly doubled from 2013 to 2014; IPO money nearly tripled. Perhaps most stunning, up-front partnership payments rose from \$42 million in 2013 to \$323 million in 2014, fueled by deals like **Pfizer Inc.’s** CAR-T tie-up with **Collectis SA**, which came with \$80 million up front. Up-front totals are already at \$373 million for just the first three months of 2015. (See *Exhibit 1*.)

There’s every reason to believe that 2015 will be an even bigger year, given the spate of deals that have occurred since the ARM meeting. **Collectis’** IPO netted \$212 million in late March and **SanBio Co. Ltd.** raised \$68 million from its early April IPO. On April 7,

less than a year after closing its \$104 million Series A round, **Adaptimmune Therapeutics PLC** filed for a \$150 million IPO. (See “*Biotech IPOs: High Tide*” — *START-UP*, April 2015.)

And in its first major gene therapy deal, **Bristol-Myers Squibb Co.** paid \$50 million up front in early April for exclusive rights to **uniQure NV’s** gene therapy technology for use against 10 cardiovascular targets. The potential value of the deal is \$569 million, according to Informa’s *Strategic Transactions*.

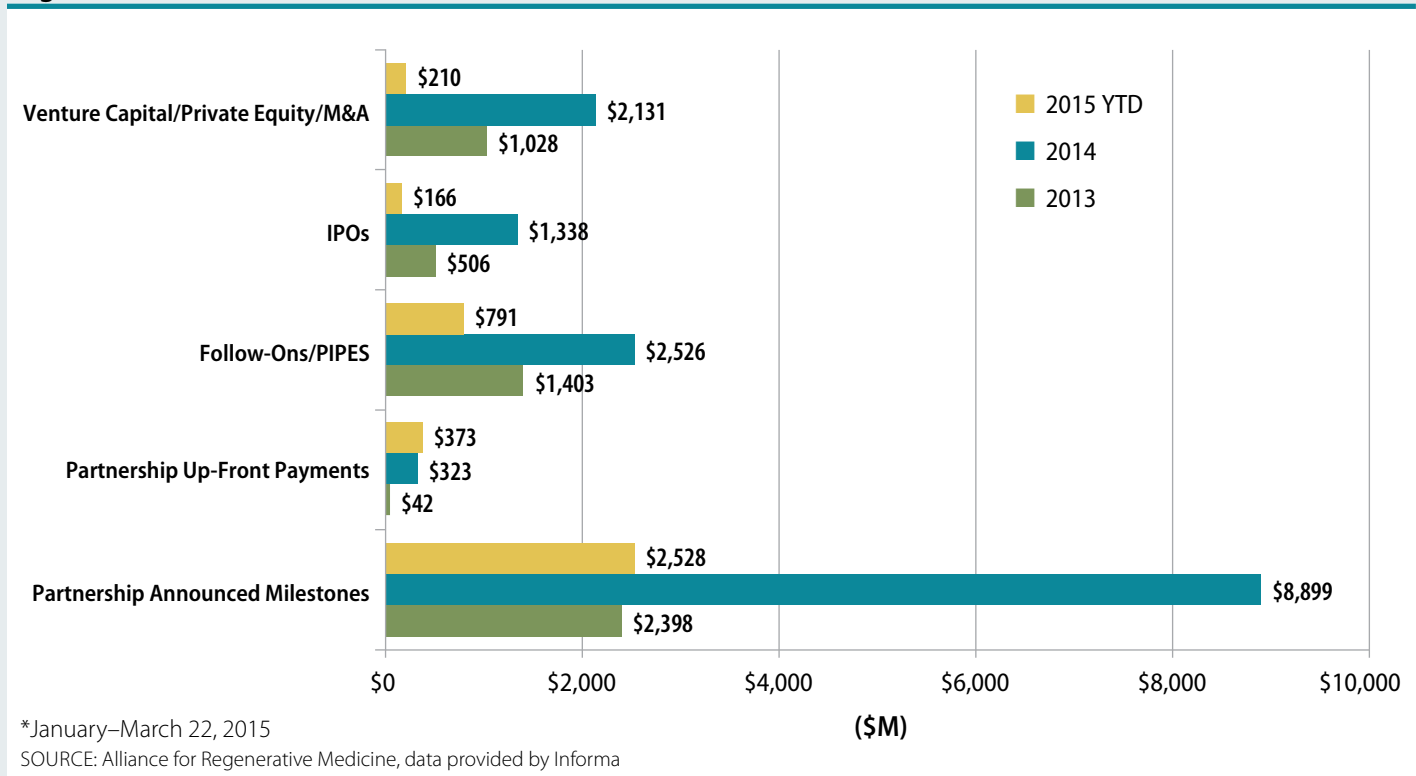
Investor Day speakers and attendees expressed the same sentiment: with several key clinical approvals anticipated in the coming year, regenerative medicine is coming into its own. Decades of impressive research will finally start to have a meaningful impact on patients’ lives.

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by Nancy Dvorin

Exhibit 1

Regenerative Medicine Financial Performance, 2013–2015*



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