

marshall

valuation consulting

stevens



Transfer Pricing Solutions

For Early-stage Life Sciences Intellectual Property

How do pharmaceutical companies value early-stage compounds?

Marshall & Stevens was approached by a longtime pharmaceuticals client to assist in developing a comprehensive solution for all aspects of the company's global transfer pricing needs for compliance with IRC Section 482 and international jurisdictions. The methodology and framework had to be uniquely suited to the special challenges posed by the transfer pricing of early stage life sciences intellectual property.

After more than two years of close collaboration, research, and development with this top-10 global pharma client, Marshall & Stevens provided a sophisticated and dynamic solution:

- + Values portfolios of franchises at different stages of early development, both retrospectively and prospectively, as basis for determining contract terms
 - Royalty rates
 - Up-front payments
 - Milestone payments
 - Expense reimbursement
- + Sound finance fundamentals underlying our valuation methodologies enable full documentation and support for each piece of intellectual property
- + Solution embraced by corporate tax group, securing role for Marshall & Stevens as sole provider of all transfer pricing-related solutions for this client

Our prospective clients with early stage life-sciences intellectual property can benefit by our proprietary expertise, without the up-front investment required to tailor the solution to their unique industry requirements. Other applications include debt financing support, licensing negotiations and sell-side advisory services for life-sciences innovators.

Marshall & Stevens' Intellectual Property valuation staff works in coordination with our other valuation practices to provide our clients with the best analyses of their assets, both tangible and intangible, tailored to the client's specific situation and circumstances, including:

- + Mergers, Acquisitions and Divestitures
- + Financial Compliance
- + FIRPTA
- + Wealth and Tax Transfer Transactions
- + Financings

For over 75 years, Marshall & Stevens has been playing an integral role in business transactions, providing analyses and peace-of-mind to corporate executives, directors, and shareholders. We do not waver on our promise to be timely with our work, communicate openly with our clients, and present well-written reports — all for reasonable fees.



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