



The Quarterly Rx: Q2 2025 U.S. Biopharma Recap

July 2025

William Blair

Q2 2025 U.S. Biopharma Market Summary – Key Takeaways

The quarter opened with post-“Liberation Day” weakness and closed with lingering uncertainty, as the biopharma sector faces shifting tariff and drug pricing policies. A modest rise in public company M&A provided some liquidity, while investors await clarity on potential rate cuts and geopolitical tensions in the second half of 2025



2025 Proving to be Another Challenging Vintage

- Overall sentiment in biotech remains mixed as market participants look for clarity on macroeconomic, geopolitical, and sector-specific issues, including FDA/HHS agenda and policies, Most Favored Nation (MFN) implementation, tariffs, and interest rates
- While the XBI closed the quarter up 2%, it continues to lag broader market indices and is down 9% in H1 2025
- Healthcare/biotech-dedicated funds have experienced approximately \$8.3 billion of net outflows in 2025, doubling since March 31, 2025



Private Investors Waiting for the Proof-of-Concept Pour

- Private financing activity slowed in Q2 2025, with 52 deals announced for \$4.1 billion in total proceeds; H1 2025 activity down 16% by deal volume and 18% by total proceeds raised vs. H1 2024
- 62% of all private financings in H1 2025 for clinical-stage stories as investors prioritize more de-risked opportunities
- “Crossover” activity remained muted with only seven financings announced raising \$610 million in total proceeds; median crossover deal size dropped to just \$90 million, the first time since Q4 2020 that it has dipped below \$100 million



Biotech IPOs in a Long Decant

- Q2 2025 marked the first quarter in 15 years without a biotech IPO and we’re now in the longest drought since the Great Financial Crisis
- Secondary activity came to a halt in April 2025 and has been slow to recover the remainder of the quarter, with only 28 financings announced in Q2 2025, raising \$4.0 billion in total proceeds; there has been a 63% and 69% decrease in deal volume and total proceeds, respectively, in H1 2025 compared to H1 2024
- Catalysts continue to drive most of SMID-cap activity in Q2 2025 with 79% of secondary activity catalyzed by clinical data and/or regulatory updates
- PIPEs/RDs remain a preferred capital raising strategy for companies, with 50% of PIPE/RD activity announced concurrently with a catalyst



The Barrel’s Empty – and so is the Pipeline

- Only one reverse merger announced in Q2 2025, as investors advocate for rapid wind downs and returns of capital following clinical setbacks, leading to a notable increase in take privates for cash and distributions of excess cash this quarter
- 32 additional public SMID-cap companies announced a pipeline prioritization and/or workforce reduction in Q2 2025, of which 23 have over \$100M in cash; 35% of public biopharma companies have <1 year of cash runway, with 161 companies still trading at negative enterprise value



Strategies Remain Focused on Blending, not Bottling

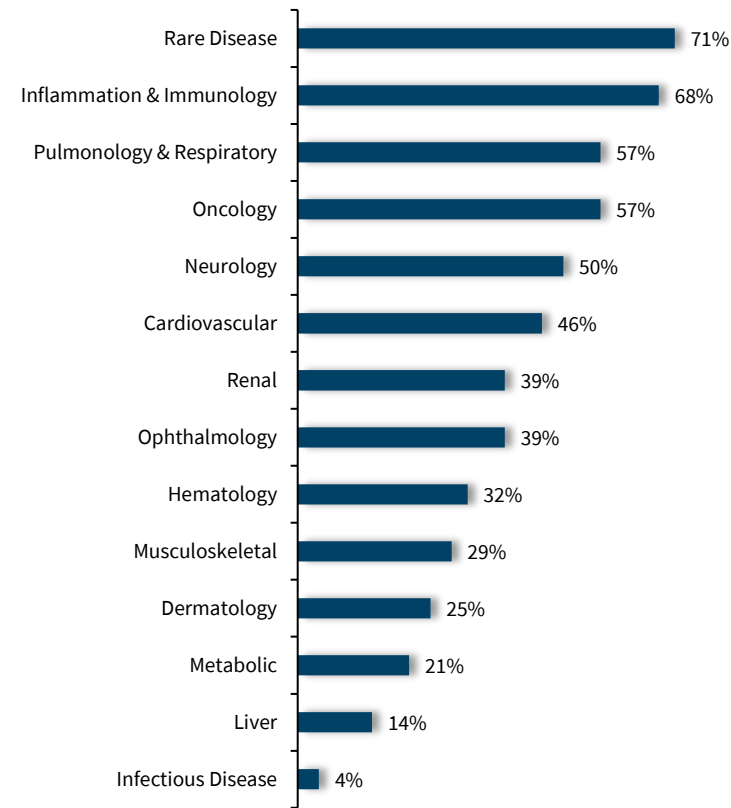
- Large M&A rebounded slightly, with seven >\$1B+ deals announced in Q2 2025; Blueprint/Sanofi was the largest deal this quarter representing \$9.5 billion in total deal value
- Steady pace of smaller, public M&A this quarter, which has helped provide liquidity to investors and consolidate distressed companies
- While overall partnering volume is down, partnering activity in Q2 2025 generated \$5.1 billion in total upfront payments, driven by large licensing transactions in the PD-(L)1 x VEGF space
- Large and small biopharma companies continue to partner with Asia for innovation, accounting for \$1.9 billion of upfront value this quarter, however NewCo launches with Asia-originated assets slowed in Q2 2025

2025 Mid-Year Investor Survey

Shifting investor preferences on therapeutic indications/modalities as next-gen clinical datasets evolve; expectations for a broad biopharma recovery in 2025 have tempered as macroeconomic and regulatory headwinds persist

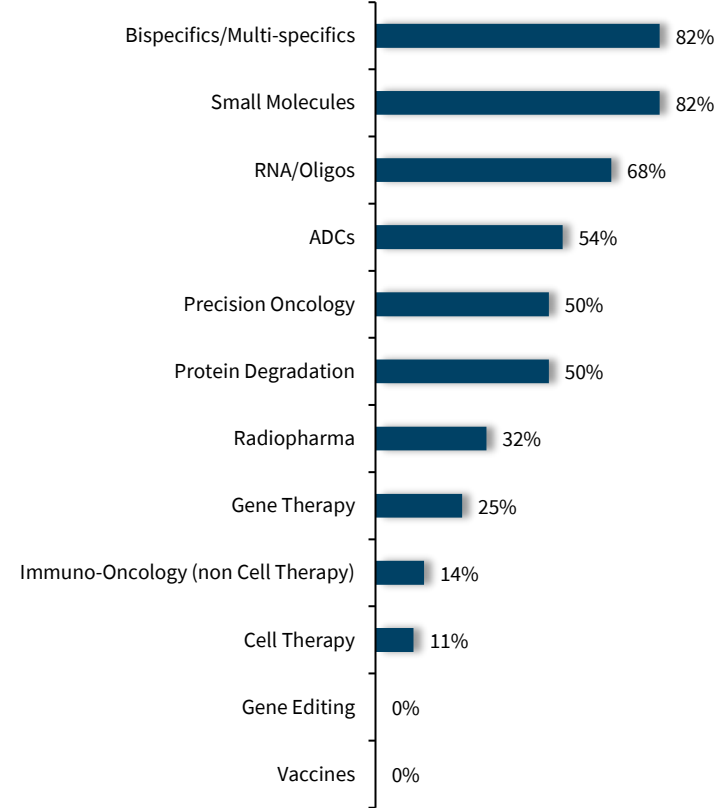
Meaningful Uptick in Interest for Rare Disease & Respiratory Indications While Some Investor “Fatigue” with Metabolic

(% of Respondents Indicating Interest in the Below Indications)



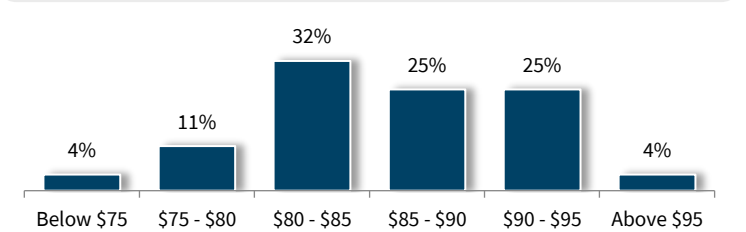
Small Molecules and Bi/Multi-specifics Remain Favored; Increased Skepticism Around Genetic Medicines

(% of Respondents Indicating Interest in the Below Modalities)

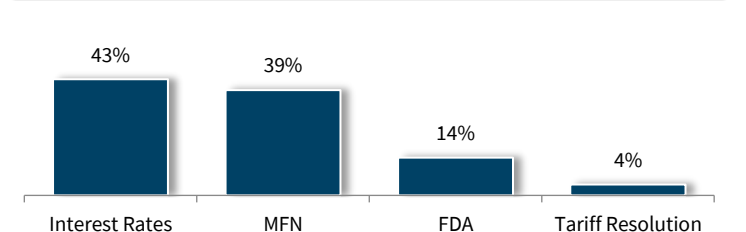


Market to Remain Rangebound as Investors Await Clarity on Rates/MFN; Clear Preference for Distressed Companies to Wind Down and Return Excess Cash

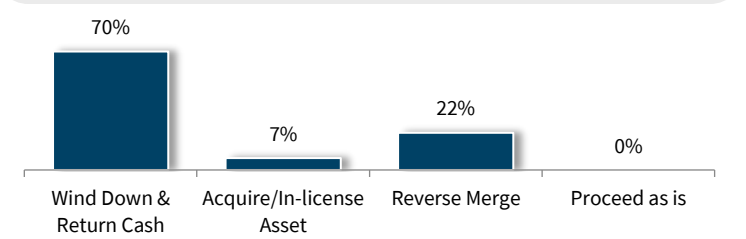
Current Expectation for Where XBI Ends 2025?



What Are You Looking for Most Clarity on for Biopharma?



What Should Distressed Public Biopharmas do with Excess Cash?

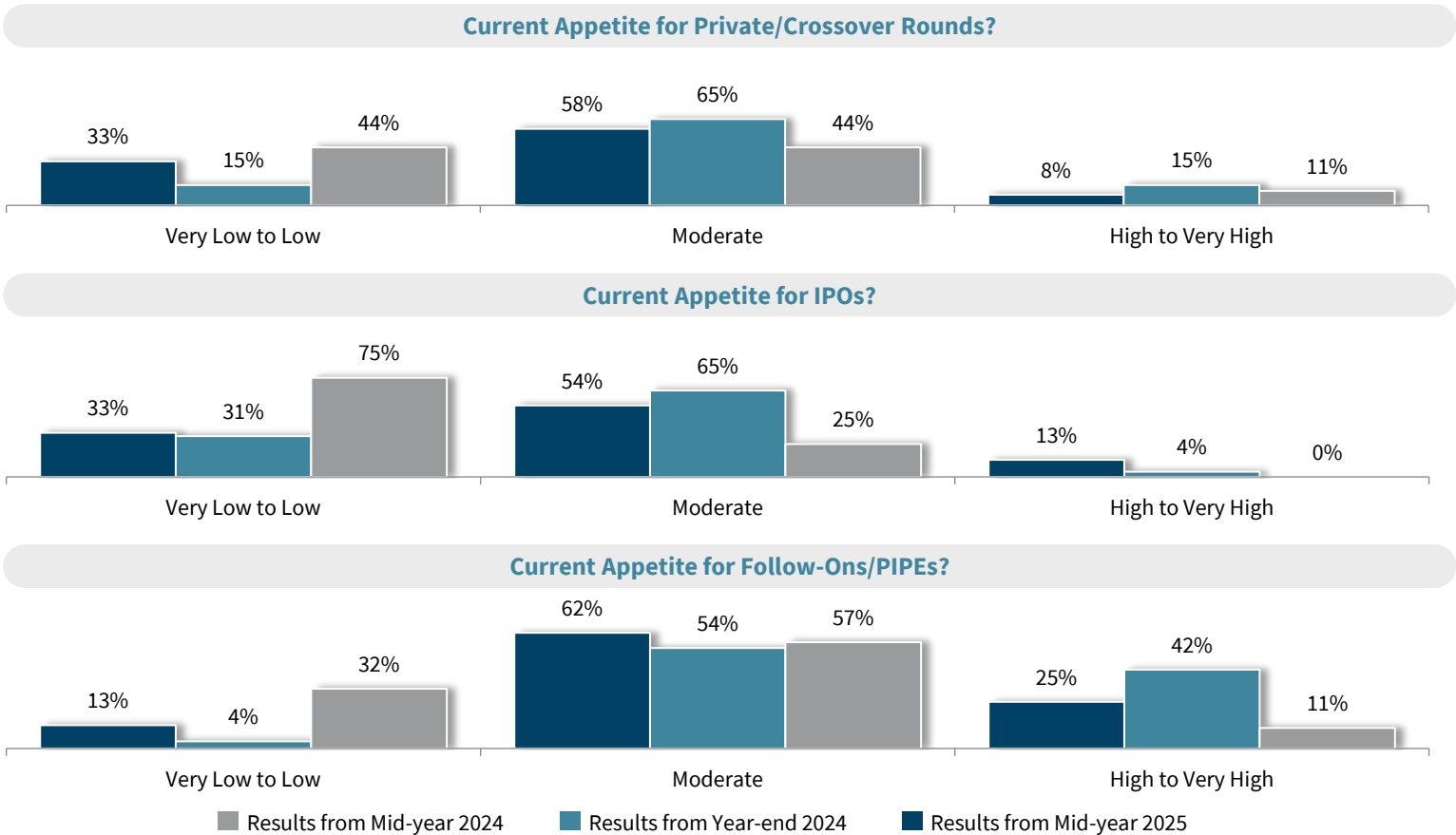


Note: Survey results based on responses gathered from individual investors at 28 unique funds which included mutual funds, long/short hedge funds, healthcare specialist funds, generalist long-only funds, and venture capital firms. Survey conducted the weeks of June 16 and 23, 2025.

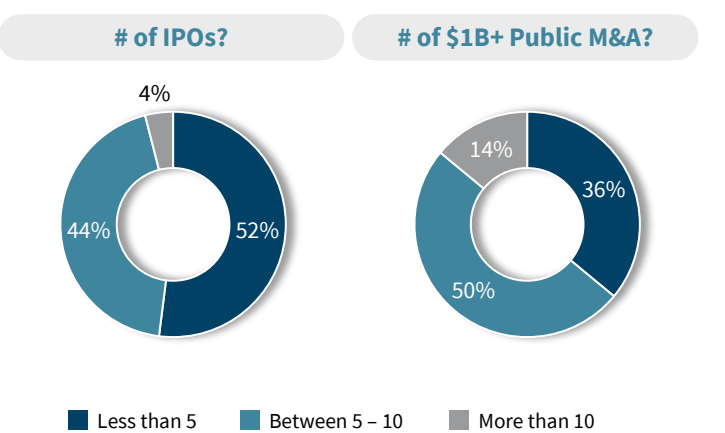
2025 Mid-Year Investor Survey (cont'd)

Investors remain interested in follow-on opportunities in both the private and public markets but are currently apprehensive about IPOs; appetite squarely focused on mid/late-stage clinical programs

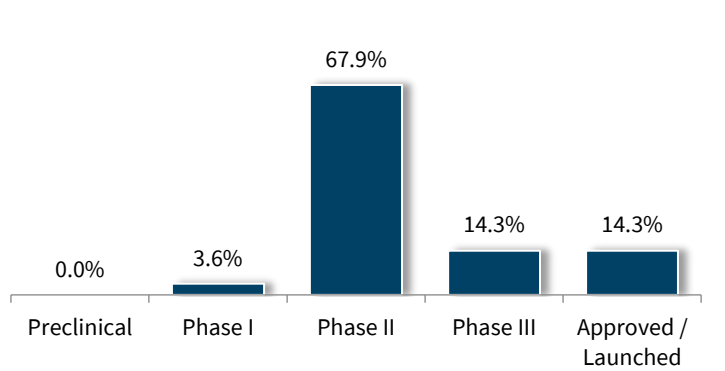
Investor Appetite for Private Financings and Follow-ons Similar to Year-End 2024, while Interest in IPOs is Muted



Investors Marginally More Optimistic About M&A Activity in H2 2025 than H2 2024; Strong Preference for Mid/Late-Stage



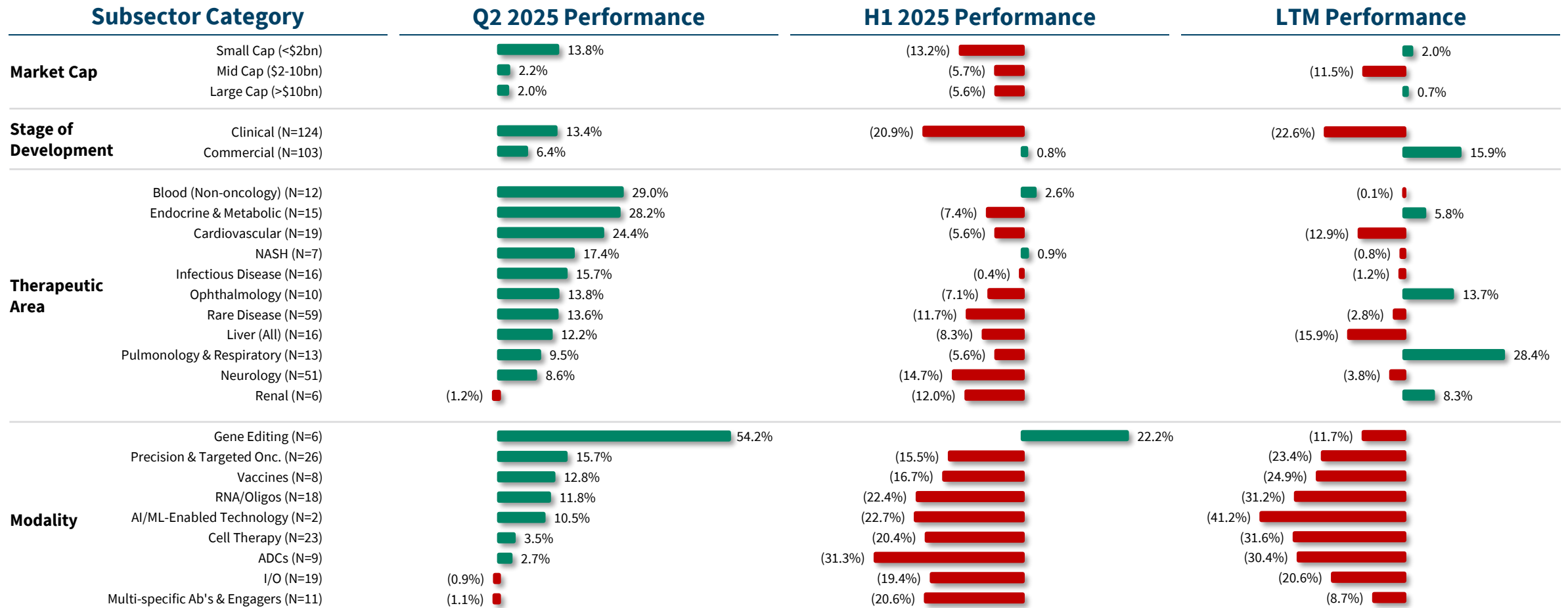
Stage of Development Most Exciting for a Public Biopharma?



Note: Survey results based on responses gathered from individual investors at 28 unique funds which included mutual funds, long/short hedge funds, healthcare specialist funds, generalist long-only funds, and venture capital firms. Survey conducted the weeks of June 16 and 23, 2025.

NBI® Subsector Market Performance

- Small-cap and clinical-stage companies rebounded in Q2 but still trail YTD
- Despite limited investor enthusiasm for gene editing in our survey, it was the only modality to outperform in both Q2 2025 and YTD – buoyed by Verve’s acquisition by Lilly



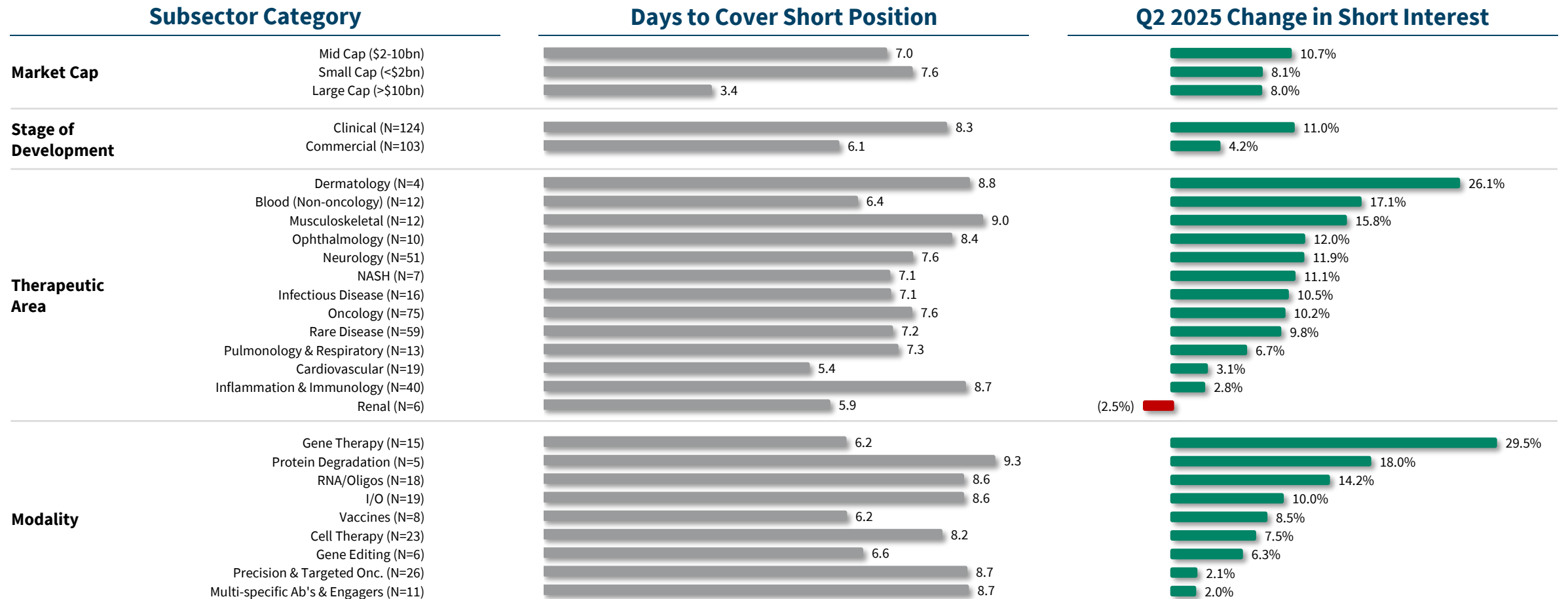
Source: FactSet and William Blair internal reporting. Therapeutic area and modality based on William Blair analysis.

Note: Market capitalizations are as of the first trading day of each graph's performance period. YTD = Year-to-date. LTM = Last twelve months.

Subsector indices are equally weighted and averaged. Includes NBI® constituents' as of June 27, 2025, and excludes non-therapeutic focused companies in the NBI®.

NBI® Subsector Q2 2025 Short Interest Trends

Short interest largely increased across market caps, therapeutic areas, and modalities in Q2 2025, with gene therapy-focused companies experiencing the steepest increases as investors continue to grapple with ongoing pressures facing the biopharma sector

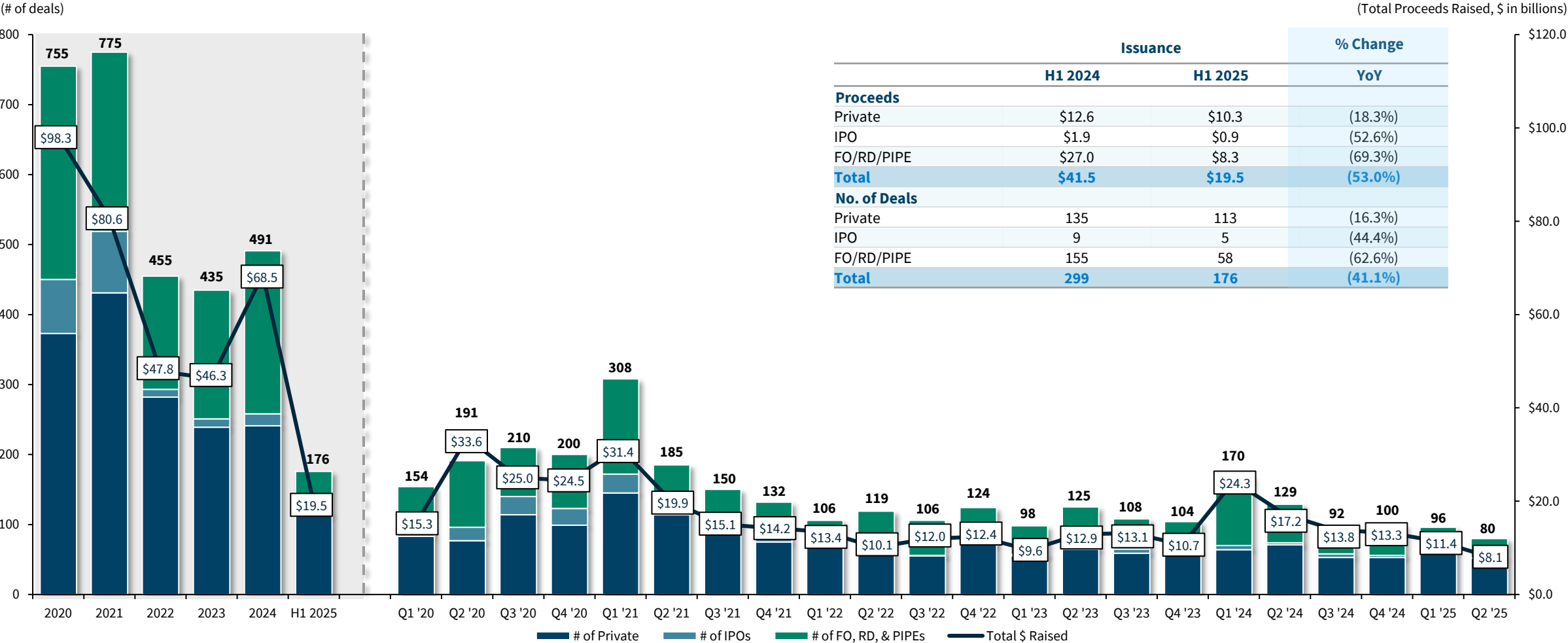


Source: FactSet, CapIQ, and William Blair internal reporting.

Note: NBI® constituents are equally weighted and averaged. Excludes non-therapeutic focused companies in the NBI®. Market capitalizations are as of the first trading day of the quarter. Days to cover short position calculated as total number of shares shorted / 3-month ADTV. Days to cover short position as of 6/13/25 settlement date. Short interest change measured from 3/31/25 to 6/13/25 settlement dates.

Snapshot of Overall Biopharma Equity Financing Environment

H1 2025 financing activity was subdued, down 53% year-over-year, as investor confidence continues to be dampened by FDA regulatory uncertainty, drug pricing pressures, limited IPO visibility, and persistent macroeconomic and geopolitical volatility

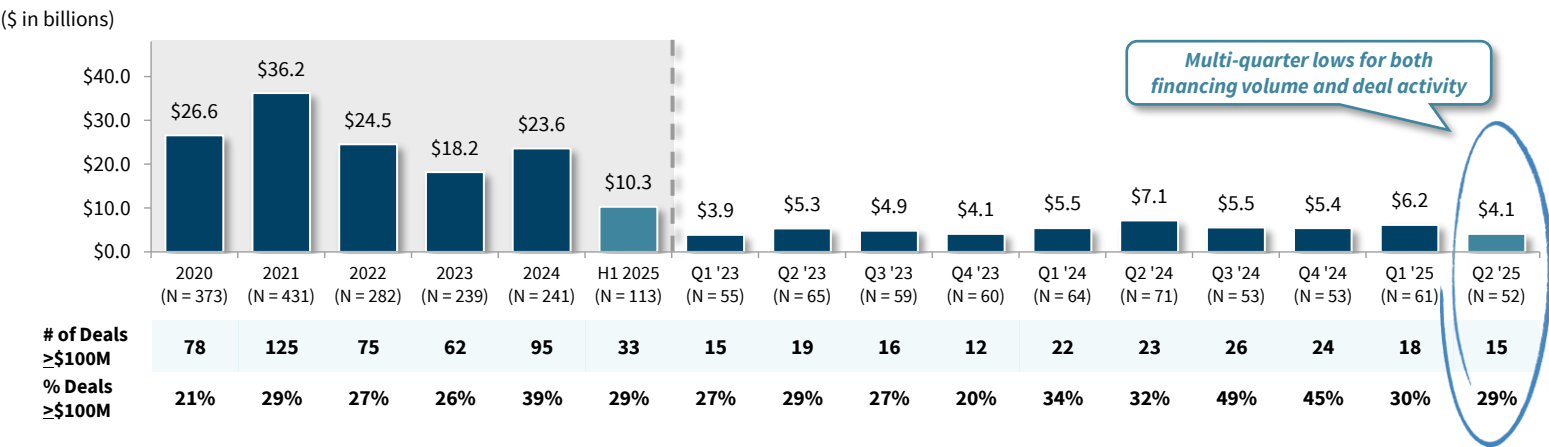


Note: Includes IPOs (\$25M+), and follow-ons, registered directs, and PIPEs (\$20M+). “Private Biotech Financings” refers to Series A or later rounds, including extensions, with disclosed deal sizes of \$20M or more and involving at least one U.S./EU healthcare investor.
Source: CapIQ, FactSet Research Systems, and Dealogic as of June 27, 2025.

Biopharma Private Financialings Trends

- Following a relatively strong Q1, private financing activity has dampened in Q2 2025 with only \$4.1B in total proceeds raised across 52 financings
- The financing environment remains most challenging for preclinical companies, with 62% of this quarter’s financings raised by clinical-stage companies

Total Proceeds and Deal Volume

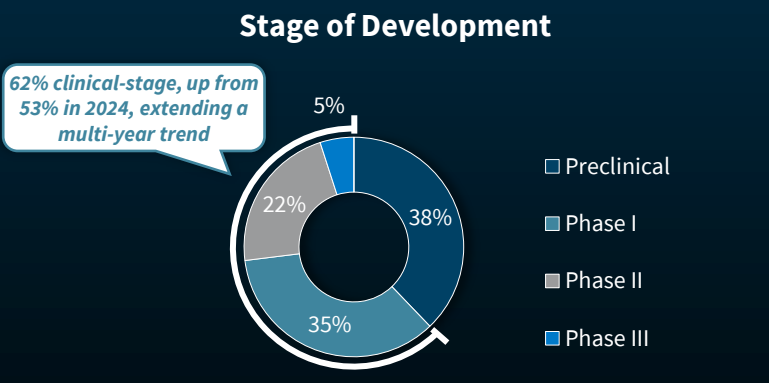
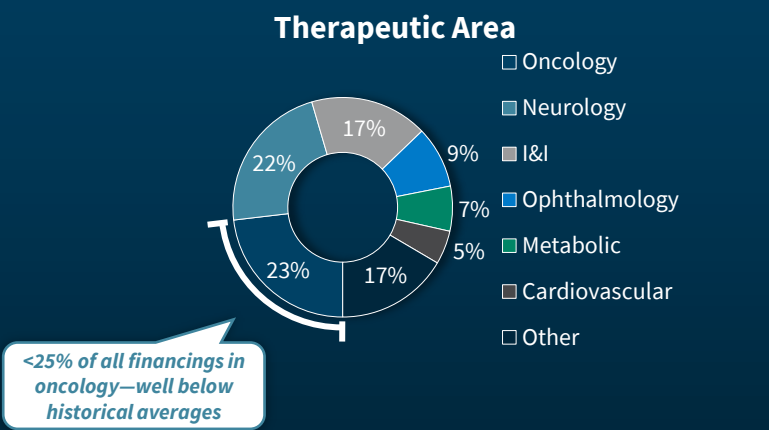


Analysis by Series Round

(\$ in millions, deal size represents mean, includes extension rounds)

Series Round	2023				2024				H1 2025			
	Deal Size	Series Count	% Ext. Rounds	% Clin. Stage	Deal Size	Series Count	% Ext. Rounds	% Clin. Stage	Deal Size	Series Count	% Ext. Rounds	% Clin. Stage
Series A	\$64	105	20%	27%	\$100	101	16%	33%	\$97	46	15%	43%
Series B	\$77	81	22%	49%	\$86	80	20%	59%	\$76	36	17%	64%
Series C	\$106	31	16%	81%	\$100	40	13%	78%	\$92	17	6%	76%
Series D+	\$84	22	5%	86%	\$129	20	0%	85%	\$105	14	14%	100%
All Rounds	\$76	239	19%	47%	\$98	241	15%	53%	\$91	113	14%	62%

H1 2025 Analysis by TA and Stage








Source: CapIQ, PitchBook Data, Inc., and SEC Filings as of June 27, 2025.
Note: Includes Series A and later private financing deals and extension rounds with a minimum disclosed deal size of \$20M, involving at least one U.S./EU healthcare investor.
Ext = Extensions.

Biopharma Crossover Financing Trends

- Q2 2025 extends Q1's slowdown, tempering the crossover comeback seen in 2024, with just 7 deals at a median size of \$90M
- Successful crossover "exits" skew towards later-stage and metabolic companies as well as high science cell & gene therapy

Q2 2025 Crossovers

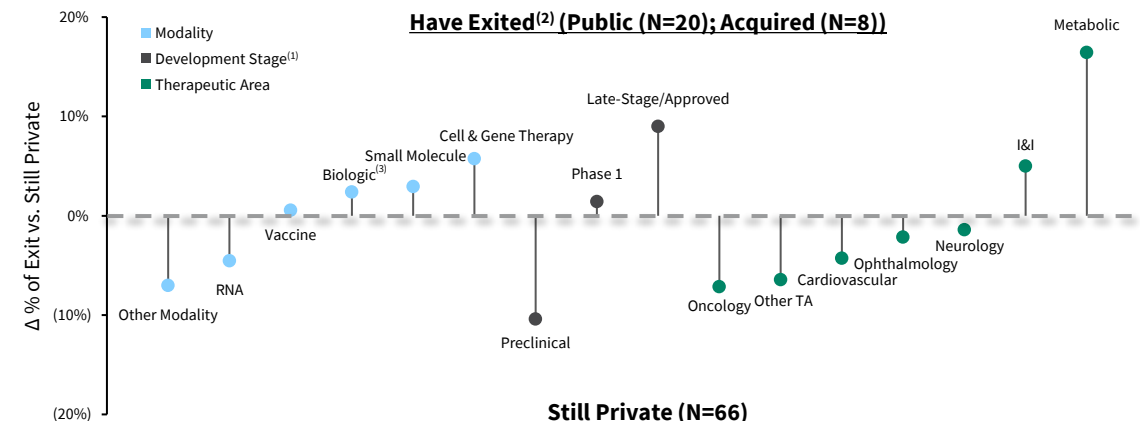
Deal Date	Company	Series	Deal Size	Lead Investors	Days Since Prior Round	Stage	Modality	Therapeutic Area
04/02/25	 ATSENA THERAPEUTICS	Series C	\$150	 BainCapital	548	Phase I/II	Gene Therapy	Ophthalmology
04/03/25	 NEURONA THERAPEUTICS	Series F	\$102	 Fidelity  SOLEUS CAPITAL  THE COLUMN GROUP  Viking	420	Phase I/II	Cell Therapy	Neurology
06/24/25	 Neuron	Series D	\$97	ND	1,182	Phase II	Small Molecule	Neurology
04/15/25	 Attovia	Series C	\$90	 DEEP TRACK CAPITAL	341	Phase I	Antibody	I&I
06/02/25	 SPYGLASS PHARMA	Series D	\$75	 SANDS CAPITAL	693	Phase I/II	Drug Delivery / Small Molecule	Ophthalmology
04/10/25	 Imbria	Series B	\$59	 DEEP TRACK CAPITAL	1,723	Phase II	Small Molecule	Cardiovascular
05/22/25	 Fore	Series D – Extension	\$38	ND	652	Phase II	Small Molecule	Oncology

Crossover Deals Analysis

Quarter	Number of Deals	Median Deal Size	Median Pre-Money	Median Step-Up
Q2 '25	7	\$90	\$190	1.0x
Q1 '25	7	\$110	\$284	1.0x
Q4 '24	13	\$120	\$335	1.5x
Q3 '24	11	\$120	\$299	1.1x
Q2 '24	15	\$133	\$206	1.3x
Q1 '24	9	\$175	\$274	0.6x
Q4 '23	5	\$165	\$184	1.0x
Q3 '23	11	\$150	\$244	1.2x
Q2 '23	7	\$150	\$389	1.2x
Q1 '23	9	\$135	\$150	1.3x

Median crossover deal size dropped below \$100 million for the first time since Q4 2020

Crossover Financing Outcomes: 2023 to H1 2025





























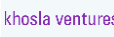







Source: CapIQ, PitchBook Data, Inc., and SEC Filings as of June 30, 2025.

Note: Includes crossover rounds for companies that have completed an IPO as well as crossover rounds where the next round of financing will likely be an IPO: either a \$50M+ raise (Series B onwards) or a \$100M+ raise (Series A) with multiple crossover and/or large mutual funds in the syndicate). Lead asset information shown.

(1) Development stage at time of crossover round announcement. (2) Exit defined by companies acquired or currently public following their crossover round. (3) Biologics include antibodies, ADCs, proteins, and peptides.

H1 2025 Biopharma Private Financings Most Active Investors

Investor capital deployment in H1 2025 reflects a bifurcated trend vs. H1 2024: strategic investors such as Novo, Eli Lilly, and Sanofi increased deployment, while the traditionally most active investors – such as RA Capital, ARCH, and GV – moderated their pace

Company	Deal Count	Series				Δ H1'24 Count	% New Investments	% Deals Lead	Recent ⁽¹⁾ Fundraise
		A	B	C	D+				
 NOVO HOLDINGS ⁽²⁾	12	8	2	2	0	+5	58%	50%	
 Lilly ⁽³⁾	11	9	1	0	1	+6	91%	0%	
 SANOFI VENTURES ⁽²⁾	11	2	5	4	0	+5	64%	36%	
 ORBIMED	10	4	3	1	2	(3)	60%	30%	
 RACAPITAL	10	3	2	3	2	(6)	20%	30%	
 CORMORANT ASSET MANAGEMENT	8	1	2	3	2	(1)	25%	38%	✓
 FORBION	7	3	2	2	0	(1)	43%	86%	✓
 NEA	7	2	2	1	2	+3	57%	57%	
 ARCH VENTURE PARTNERS	6	3	1	2	0	(5)	50%	50%	✓
 JEITO	6	3	2	1	0	+5	100%	67%	
 ABINGWORTH	5	2	0	3	0	+4	60%	40%	
Company	Deal Count	Series				Δ H1'24 Count	% New Investments	% Deals Lead	Recent ⁽¹⁾ Fundraise
		A	B	C	D+				
 BLUE OWL	5	1	1	1	2	+1	100%	40%	
 CANAAN	5	2	2	0	1	-	40%	0%	✓
 CATALIO	5	1	3	1	0	-	60%	0%	
 DC	5	3	1	1	0	+2	40%	60%	✓
 rtw	5	2	1	2	0	(1)	60%	0%	
 BainCapital	4	2	0	2	0	+2	75%	75%	✓
 BVF	4	3	0	1	0	+1	50%	50%	
 CLAYSTBIO	4	1	2	0	1	+4	50%	50%	
 DEEP TRACK	4	0	2	2	0	(1)	75%	50%	
 EOT Life Sciences	4	1	3	0	0	+2	75%	75%	
 FORESITE	4	1	1	1	1	(5)	50%	25%	✓
Company	Deal Count	Series				Δ H1'24 Count	% New Investments	% Deals Lead	Recent ⁽¹⁾ Fundraise
		A	B	C	D+				
 F-PRIME	4	2	2	0	0	(3)	50%	25%	
 FRAZIER	4	3	0	1	0	(3)	75%	75%	✓
 G/	4	3	1	0	0	(6)	75%	25%	
 HBM Healthcare Investments	4	0	1	1	2	+2	25%	25%	
 khosla ventures	4	2	2	0	0	+2	75%	25%	
 LIFEARC VENTURES	4	3	1	0	0	+4	75%	50%	
 OMEGA FUNDS	4	3	0	1	0	-	100%	50%	
 QIMING	4	1	2	1	0	+4	50%	0%	
 SAMSARA BIOCAPITAL	4	0	1	2	1	-	25%	25%	
 Schroders capital	4	2	1	0	1	+1	25%	0%	
 SV HEALTH INVESTORS	4	2	1	1	0	+1	25%	50%	✓
 THE COLUMN GROUP	4	0	1	1	2	(2)	0%	75%	

Source: CapIQ, PitchBook Data, Inc., FactSet, and SEC Filings as of June 27, 2025.

Note: Includes Series A and later private financing deals and extension rounds with a minimum disclosed deal size of \$20M, involving at least one U.S./EU healthcare investor.

(1) Represents new publicly disclosed fund raises completed in 2024 and 2025.

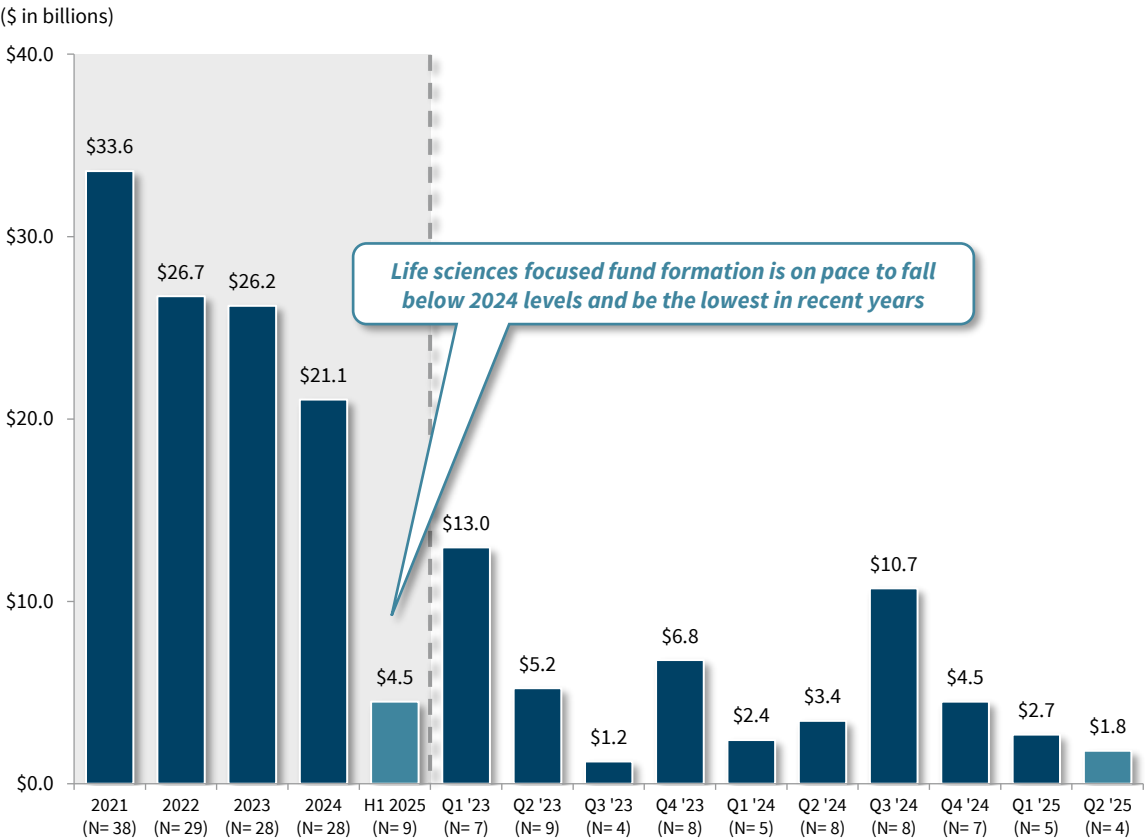
(2) Includes investments from parent company.

(3) Includes investments from Lilly Ventures.

Life Sciences Fund Formation Trends

- After several strong years, life sciences fund formation in 2025 is on pace to fall below 2024 levels – marking a multi-year low
- Life sciences funds raised just over \$1.8B in new capital in Q2 2025 – 33% lower than the \$2.7B raised the previous quarter
- LPs are applying increased scrutiny to life sciences fund formation, prioritizing differentiated strategies, capital efficiency, and clear paths to liquidity

Life Sciences Fund Formation (2021–H1 2025)



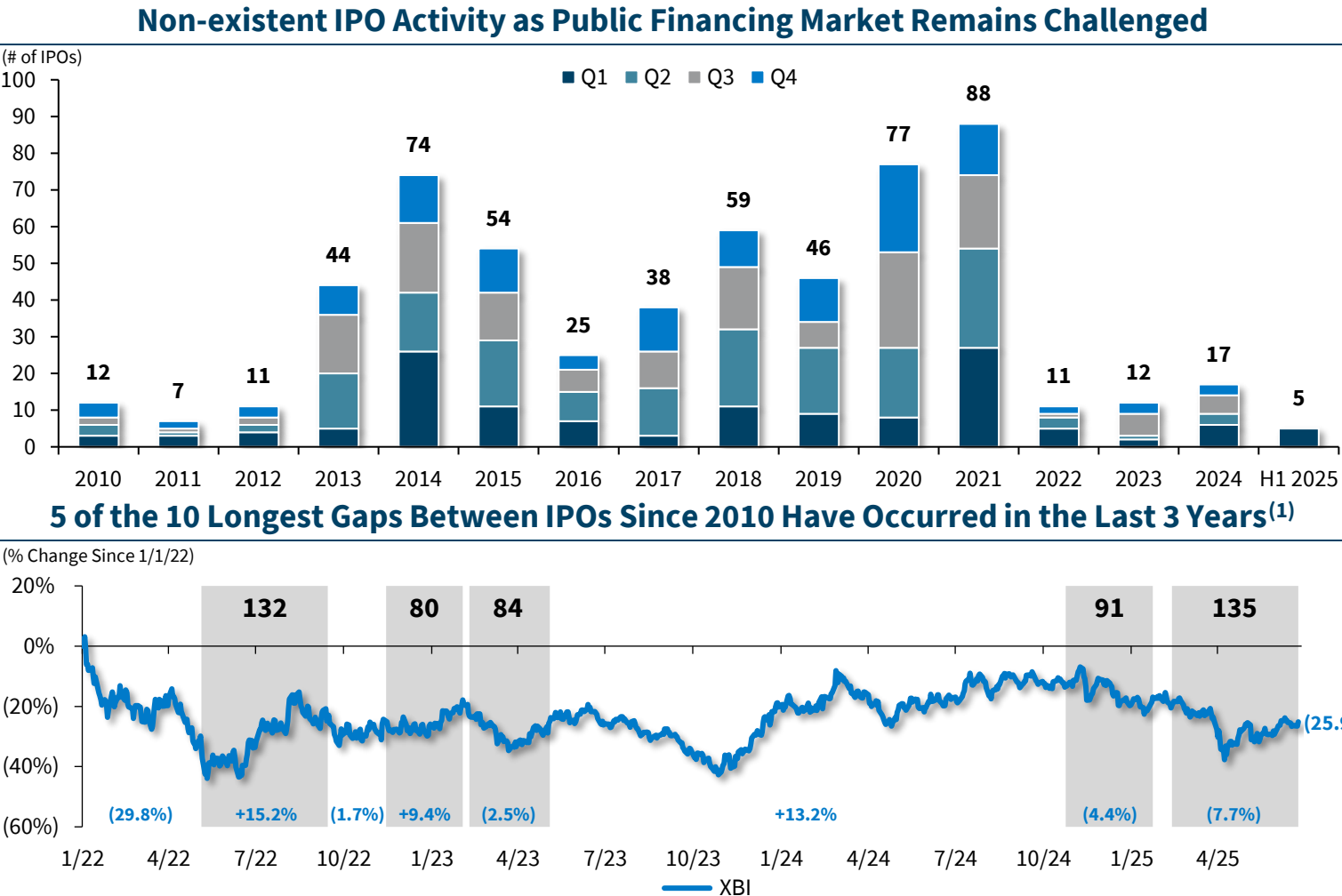
Q2 2025 New Funds Closed

Investor	Fund Name	Close Date	Location	Fund Size (\$M)
DEERFIELD®	Deerfield's Healthcare Innovations Fund III	05/05/25	New York, NY	\$600
VIVO CAPITAL	Vivo Opportunity Fund	05/07/25	Palo Alto, CA	\$740 ⁽¹⁾
SV HEALTH INVESTORS	Dementia Discovery Fund II	05/20/25	Boston, MA	\$269
Amplify	Amplify Bio Fund I	06/05/25	Menlo Park, CA	\$200

Source: PitchBook Data, Inc., and internal William Blair research as of June 27, 2025.
Note: Includes most recent publicly disclosed fund raise over \$100M in size for investors/funds focused on US-biopharma investments, including broader healthcare funds with life sciences investment personnel.
(1) Additional fundraising for the third cycle of Vivo Capital's evergreen Vivo Opportunity Fund.

Biopharma IPO Trends

Biopharma IPO activity came to a standstill in Q2 2025, marking the first quarter in 15 years without a single pricing, the longest drought since the Great Financial Crisis



Ongoing IPO Drought Longest in Last 15 Years

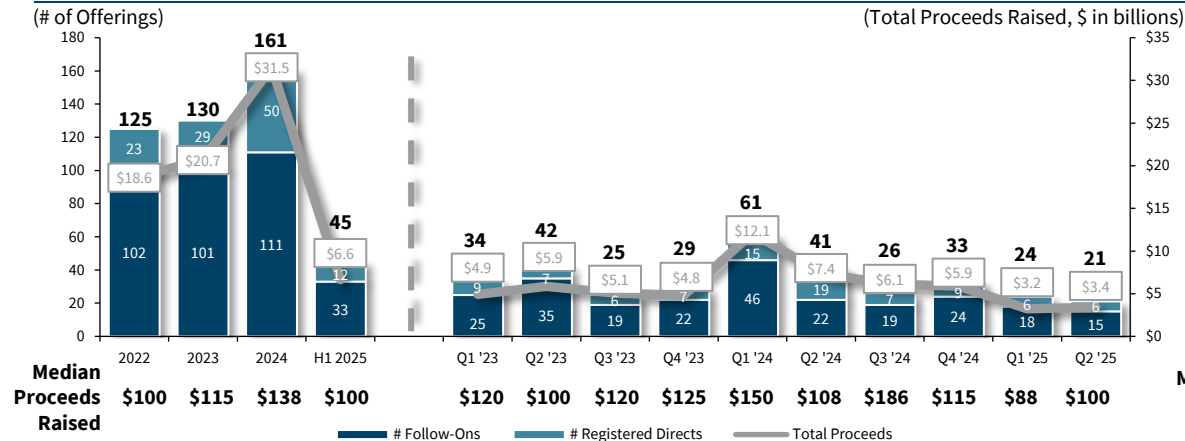
IPOs		Days Between	Start Period
	→	135*	Feb-25
	→	132	May-22
	→	110	Oct-12
	→	105	Jul-11
	→	103	Apr-10
	→	100	Apr-11
	→	91	Oct-24
	→	84	Feb-23
	→	80	Nov-22
	→	77	Jan-17

Source: Dealogic and Factset Research Systems as of June 27, 2025.
Note: Includes U.S. IPOs only and excludes IPOs raising less than \$25.0 million in gross proceeds. Asterisk (*) denotes ongoing.
(1) Shaded area denotes one of the top 10 largest IPO pricing gaps since 2010.

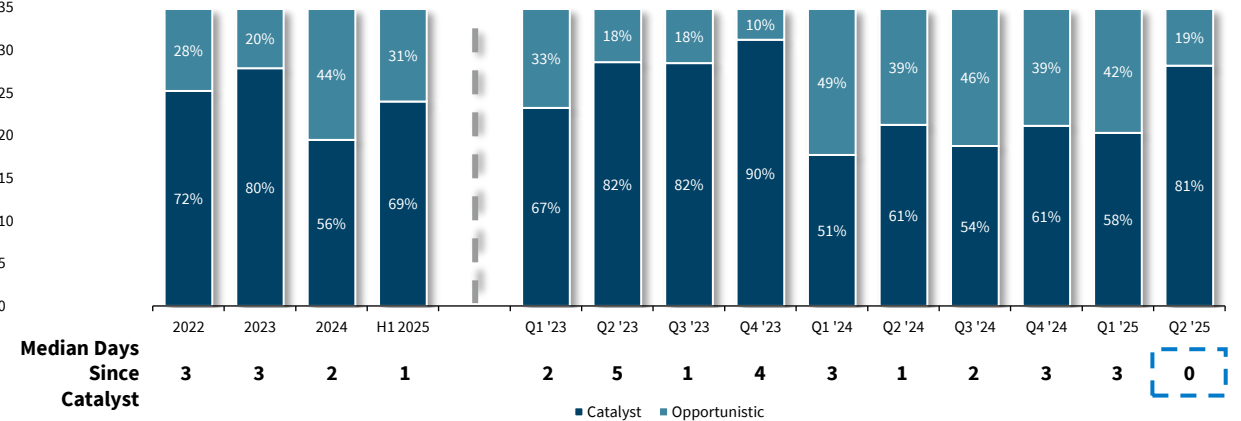
Biopharma Follow-on & Registered Direct Trends

Secondary issuance stalled in April 2025 amid tariff concerns and economic uncertainty. Activity resumed modestly in May and June as markets stabilized, but issuers remain cautious. Investor selectivity and valuation discipline remain high, suggesting capital access currently hinges on tangible progress rather than market momentum

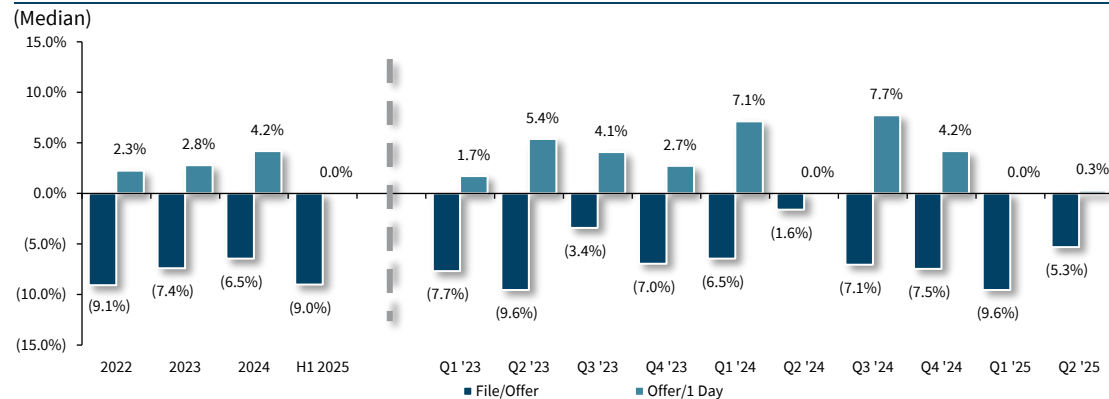
Deal Volume and Proceeds



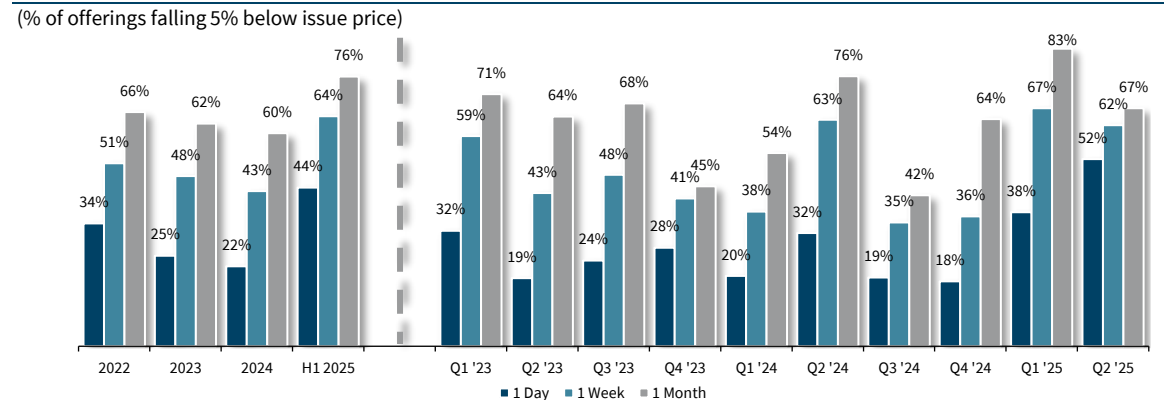
81% of Offerings Catalyst Driven, Though Sample Size has Decreased



Discounts Tightened As Issuers Announced Offerings Concurrently With Catalysts



1-Day Performance Worsens from Q1; 2025 Still Lags Behind Previous Years



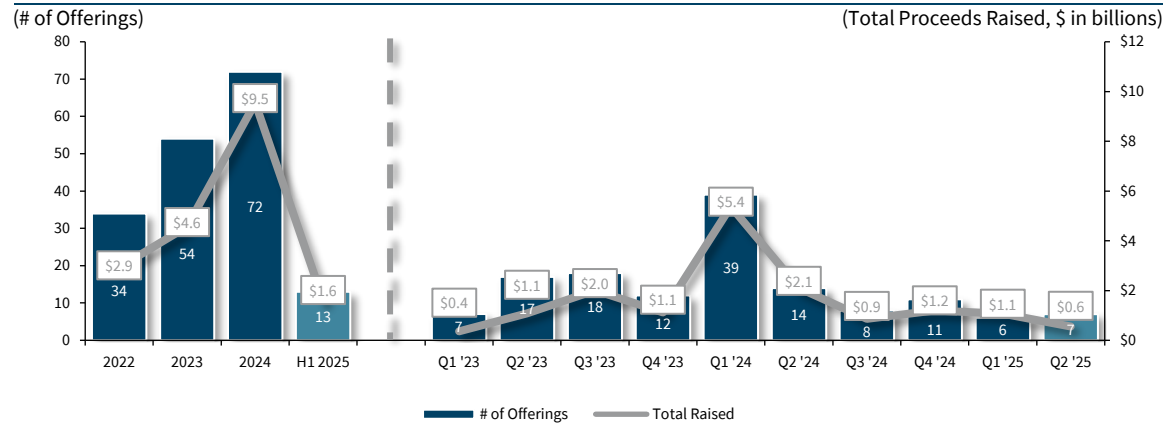
Source: Dealogic as of June 27, 2025.

Note: Includes fully marketed follow-on offerings, confidentially marketed follow-on offerings, bought deals, and registered directs. Excludes offerings with gross proceeds below \$20 million. Median Pricing and Performance includes offerings with warrants.

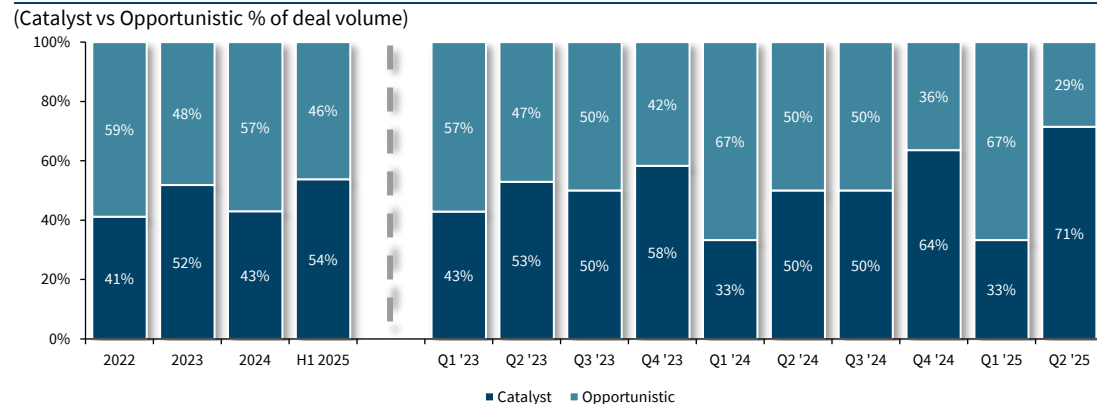
Biopharma PIPE Trends

PIPE activity remained subdued in Q2 2025, with only seven deals announced. Despite the low volume, market reception was favorable – six of the seven transactions traded above issue price on their first day post announcement

Deal Volume and Proceeds



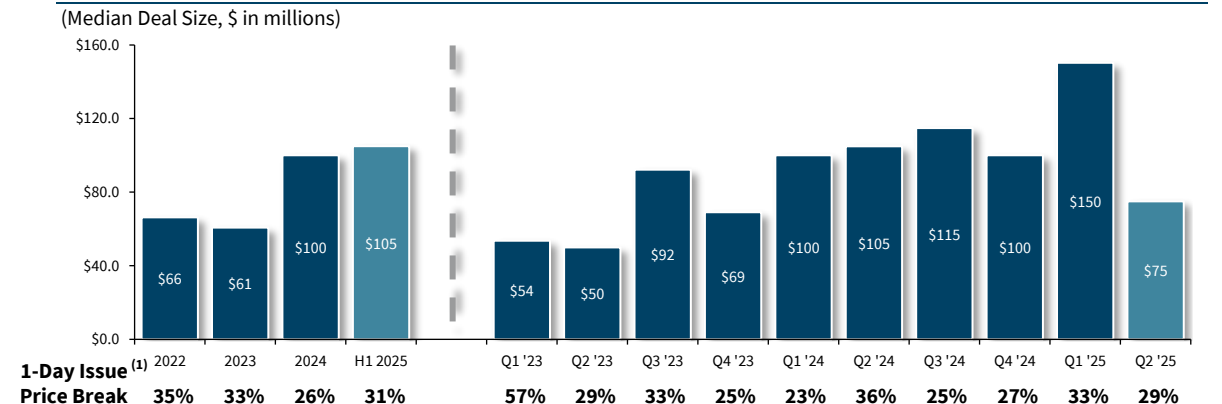
Catalysts Back in Favor, Though Sample Size Remains Small



Market Has Supported Early-Stage PIPE Offerings Regardless of Size

Pricing Date	Company	Deal Value	1-Day Return	Stage of Development	Catalyst/ Opportunistic	Days Since Catalyst	Announced Concurrently
6/25/25	VOR	\$175	+121.8%	Phase III	Catalyst	0	✓
5/28/25	ORIC	\$125	+22.6%	Phase Ib	Catalyst	0	✓
5/27/25	LEXEO therapeutics	\$80	(6.3%)	Phase I/II	Catalyst	50	✗
4/25/25	VERASTEM ONCOLOGY	\$75	+7.1%	NDA Submitted	Opportunistic	NA	✗
6/12/25	ADC	\$46	+4.0%	Marketed	Catalyst	0	✓
6/2/25	atai LIFE SCIENCES	\$30	+35.3%	Phase II	Catalyst	0	✓
4/30/25	TriSalus LIFE SCIENCES	\$22	+28.3%	Phase I	Opportunistic	NA	✗

Offering Size Halves; Aftermarket Performance Improves from Q1



Source: Dealogic as of June 27, 2025.

Note: Excludes offerings with gross proceeds below \$20 million.

(1) Includes transactions where intra-day low fell more than 5.0% below offer price.













Venture Debt in Biopharma

Venture debt⁽¹⁾ continues to gain momentum as volatility in the public equity markets has made it a more attractive financing source

Market Overview

- Increased volatility in the public equity markets from macroeconomic and geopolitical uncertainty during the second quarter of 2025 has allowed venture debt to stand out by offering certainty of close and minimal dilution, among other benefits
- Venture debt has become an increasingly attractive financing solution for borrowers seeking sources of capital outside of traditional equity investments
- An uptick in the number of venture debt lenders has led to a more competitive market with improved structures and terms for high-quality, performing companies
- Borrowers are raising capital with thinner equity cushion, made possible by direct lenders who do not face the same regulatory pressures as commercial banks
- However, companies facing growth headwinds are not getting the same looks as their high-performing counterparts as lenders patiently pick their spots, waiting for high-quality deals to emerge before deploying capital
- With a significant amount of dry powder available, venture debt will continue to be an attractive source of capital in 2025 as enthusiasm for the product remains high for borrowers and lenders alike

H1 2025 Venture Debt⁽¹⁾ Financings for Public Biopharma Companies

(\$ in millions)				Interest Rate	LTM at Close ⁽³⁾		Market Cap at Close	Debt / Mkt Cap	Facility / Mkt Cap	Phase of Development
Date	Company	Available at Close	Total Facility ⁽²⁾		Revenue	EBITDA				
6/11/25	 Cogent Biosciences	\$50	\$400	9.07%	\$0	(\$286)	\$827	6.0%	48.4%	Phase III
6/3/25	 Vera Therapeutics	\$75	\$500	9.27%	\$0	(\$193)	\$1,971	3.8%	25.4%	Phase III
5/13/25	 Axsome	\$370	\$570	9.07%	\$432	(\$231)	\$5,218	5.7%	10.9%	Marketed
5/13/25	 Altimmune	\$15	\$100	9.95%	\$0	(\$98)	\$467	3.2%	21.4%	Phase III Ready
5/09/25	 Neumora	\$40	\$125	10.45%	\$0	(\$274)	\$107	37.3%	116.6%	Phase III
4/21/25	 INVIVO	\$0	\$30	13.25%	\$37	(\$146)	\$67	0.0%	44.6%	Marketed
3/31/25	 MoonLake	\$75	\$500	8.95%	\$0	(\$169)	\$2,470	3.0%	20.2%	Phase III
3/26/25	 SAVARA	\$30	\$200	8.95%	\$0	(\$103)	\$566	5.3%	35.4%	Phase III
3/12/25	 ARMATA PHARMACEUTICALS	\$10	\$10	14.00%	\$5	(\$40)	\$68	14.6%	14.6%	Phase III Ready
3/5/25	 CalciMedica	\$10	\$33	12.75%	\$0	(\$22)	\$29	34.8%	113.2%	Phase II
3/4/25	 Nuvation Bio	\$0	\$100	10.32%	\$8	(\$167)	\$613	0.0%	16.3%	NDA Filed
1/13/25	 INHIBRX	\$100	\$150	9.95%	\$2	(\$301)	\$197	50.6%	76.0%	Phase II/III
Mean		\$65	\$226	10.50%	\$40	(\$169)	\$1,050	13.7%	45.2%	
Median		\$35	\$138	9.95%	\$0	(\$168)	\$516	5.5%	30.4%	
Minimum		\$0	\$10	8.95%	\$0	(\$301)	\$29	0.0%	10.9%	
Maximum		\$370	\$570	14.00%	\$432	(\$22)	\$5,218	50.6%	116.6%	

Source: CapIQ, PitchBook Data, Inc., and SEC filings as of June 27, 2025.

(1) "Venture debt" defined here as debt to borrowers who do not yet have positive cash flow.

























(2) Represents total commitment and includes undrawn revolvers and additional tranches of debt / delayed draw facilities.

(3) LTM financials at time of close are as calculated by CapIQ.







Strategic Alternatives Resulting in More Returning of Capital

Cash-rich shells returning excess capital to investors has become the “new normal” following strategic alternatives reviews, either through “take privates” for cash or distributions of excess cash

H1 2025 Strategic Alternatives Outcomes









Outcome Type	Q1 2025	Q2 2025	Total
Reverse Merger Traditional reverse mergers with private companies	 / 	 / 	2 Deals
Other Strategic Outcomes Includes program or full company buyouts, mergers, and/or in-licensings following strategic alternatives review	 / 	 /   / 	3 Deals
Take Private for Cash Acquisitions of cash-heavy companies		 /   /   / 	3 Deals
Return of Capital Excess cash return to shareholders through dividend, often including concurrent liquidation		 /   (2)	3 Co.'s
Chapter 11 / Closure Voluntary delisting/liquidation/bankruptcy These companies did not have excess cash to distribute to shareholders at closure	  	 	5 Co.'s
# of Outcomes	5	11	16

Outcomes of Cash-Heavy, Distressed Co's

Company	Outcome Date	Outcome Type	Strategic Review Time (Days)	Net Cash (\$M) ⁽¹⁾	Activist 13D Filing
	06/09/25	Take Private	52	\$49	✓
	06/09/25	Return of Capital (ROC) ⁽²⁾	60	\$375 ⁽²⁾	✓
	05/28/25	Liquidation/ROC	15	\$619	✓
	05/01/25	Take Private	168	\$88	✗
	04/14/25	Liquidation/ROC	62	\$246	✗
	04/02/25	Take Private	65	\$81	✓
			Median: 61	Total: ~\$1.5B	Yes: 67%

Strategic review timeline accelerating - decision to return capital announced after just 15 days

Q2 2025 Biopharma Restructuring Announcements (N=32)

Pipeline Prioritizations			
			
			
			
			
			

Restructurings Following Clinical/Regulatory Setbacks					
					
					

Source: SEC Filings, Company Press Releases, and William Blair analysis as of June 27, 2025.

Note: * indicates companies which recently announced or have an ongoing strategic alternatives process. Restructuring announcements only include U.S.-listed SMID-cap biopharmas.

(1) Includes lease liabilities in total debt.

(2) Keros plans to return \$375M in capital to existing shareholders and continue operations and development of KER-065.

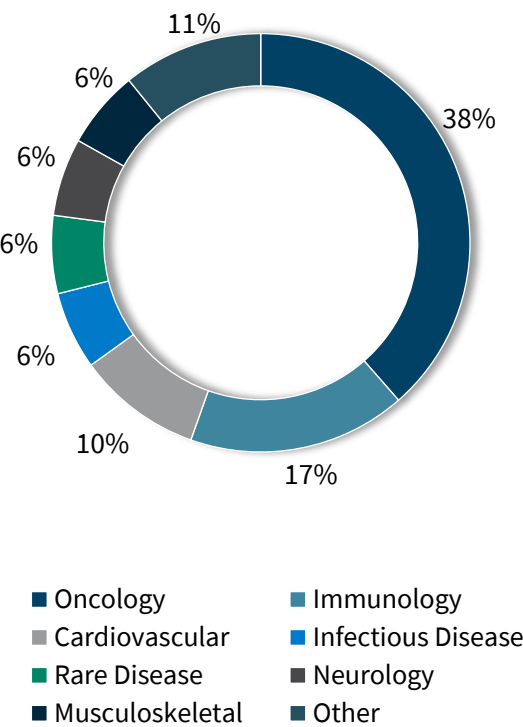
Q2 2025 SMID-Cap Clinical Catalysts Analysis

- Six of the top 10 movers raised catalyst-driven equity offerings concurrent with or following data announcements
- Six of the top 10 worst performers were “positive” data updates and notably, XLO raised equity concurrent with data
- Three of the top 10 catalysts this quarter were in the anti-infective space
- Three major safety related events this quarter in the gene therapy/editing space further tempered investor enthusiasm

Key Takeaways

- William Blair analyzed 83 key clinical data readouts in Q2 2025 for U.S.-listed SMID-cap biopharma companies
- Average stock price performance for “positive” clinical data (N=72):
 - 1-day performance: **+9.5%**
 - 1-week performance: **+11.4%**
- Average stock price performance for “negative” clinical data (N=11):
 - 1-day performance: **(23.7%)**
 - 1-week performance: **(24.2%)**
- ~\$10.2 billion in cumulative 1-day market cap **lost** across all SMID-cap clinical catalysts driven by Summit / Akeso’s HARMONi-2 and HARMONi data and Sarepta’s second patient death
 - Insmed was the largest positive catalyst with ~\$3.7 billion gained in 1-day market cap

Breakdown by Therapeutic Area



Top 10 Positive/Negative Movers

(1-Day Share Price Change)

Top Performers			Worst Performers		
Catalyst Type			Catalyst Type		
SPRO ⁽¹⁾	245%	Phase III Data	PRTA	(30%)	Phase III Data
NKTR	156%	Phase IIb Data	SMMT	(31%)	Phase III Data
CTMX	129%	Interim Phase I Data	XLO	(35%)	Interim Phase II Data
CDTX	114%	Phase IIb Data	SMMT ⁽²⁾	(36%)	Interim Phase III Data
ARMP	46%	Phase Ib/IIa Data	BCAX	(41%)	Interim Phase I/Ib Data
VERA	46%	Phase III Data	SRPT	(42%)	Patient Death / Pause of Confirmatory Trial
IMMP	34%	Phase IIb Data	CMPS	(49%)	Phase III Data
KYMR	33%	Phase I Data	ALT	(50%)	Phase IIb Data
ORIC	32%	Phase Ib Data	IFRX	(60%)	Interim Phase III Data
MRUS	29%	Interim Phase II Data	RCKT	(63%)	Pivotal Phase II Safety Event / Clinical Hold

Executed Equity Offering Concurrent with or Post-Data

Source: FactSet, Company press releases, SEC Filings and William Blair analysis as of June 30, 2025.

Note: Includes biopharma companies listed on major U.S. exchanges with market capitalization >\$25M and <\$30 billion at the time of catalyst. Positive/negative based on Company press releases.

(1) In partnership with GSK.

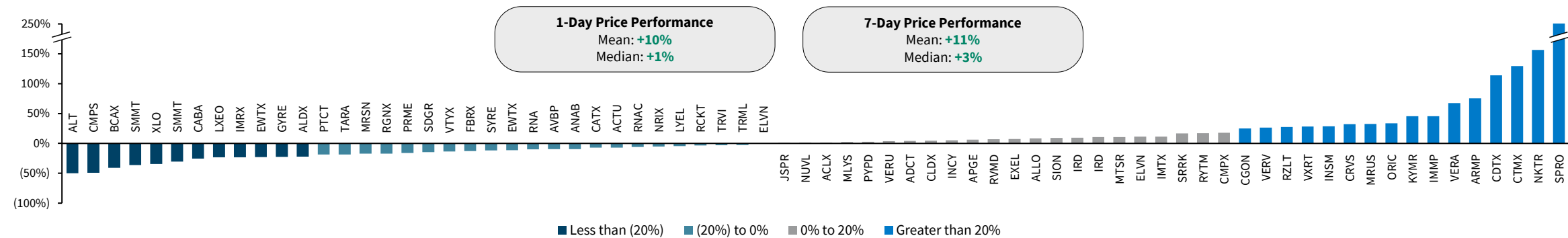
(2) Based on Akeso’s interim overall survival analysis from HARMONi-2 trial.

Q2 2025 Positive/Negative Clinical Catalyst Performance Detail

22% of positive clinical catalysts had a >20% one-day stock price movement, while 64% of negative clinical catalysts experienced a one-day price decline greater than 20%

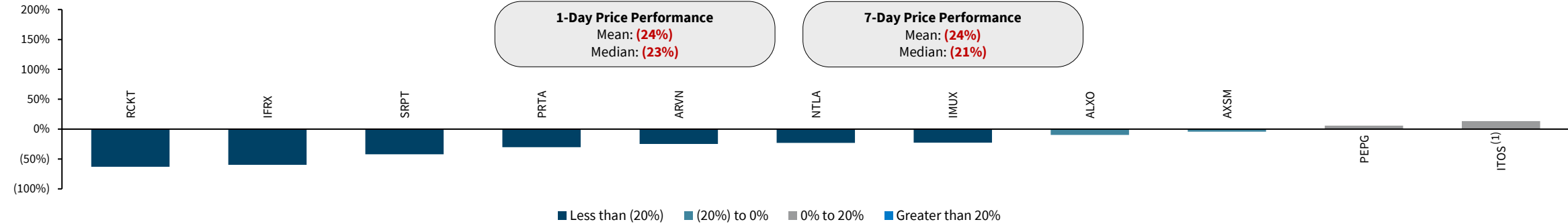
Performance Following a Positive Clinical Catalyst

(1-Day Share Price Change, N = 72)



Performance Following a Negative Clinical Catalyst

(1-Day Share Price Change, N = 11)

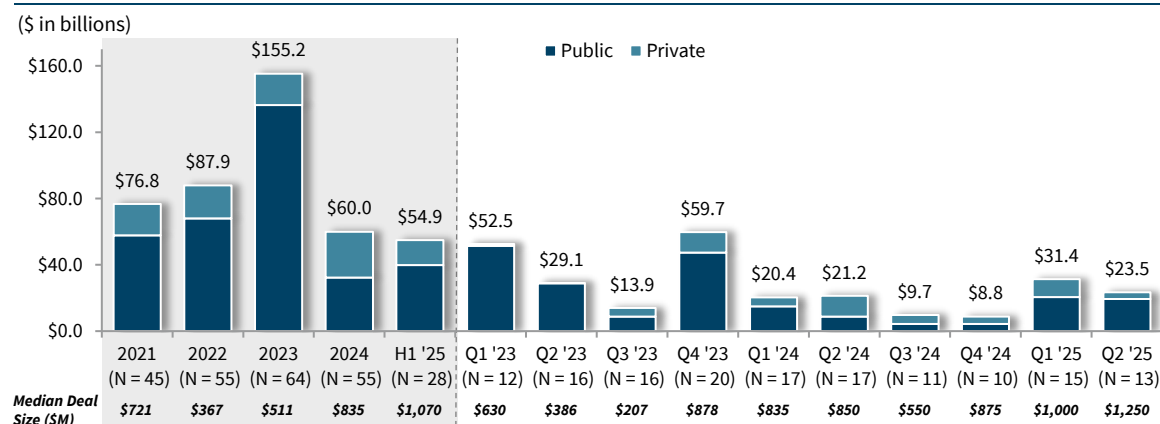


Source: FactSet, Company press releases, SEC Filings and William Blair analysis as of June 27, 2025.
Note: Includes biopharma companies listed on major U.S. exchanges with market capitalization >\$25M and <\$30 billion at the time of catalyst. Positive/negative based on Company press releases.
(1) Announced concurrent with plans to pursue strategic alternatives.

Q2 2025 Biopharma M&A Recap

- 13 deals announced for ~\$23.5 billion in total deal value in Q2 2025
- Despite reaching a 10-year low in 2024, there has been a steady pace of public M&A in Q2 2025, with a particular focus on smaller deals and more distressed assets

Total Deal Value & Volume



Key Takeaways

- Median deal terms for Q2 2025 M&A activity:
 - Total Deal Value:** \$1,250M in Q2 2025 (vs. \$1,000M in Q1 2025)
 - Upfront (Cash + Equity):** \$800M in Q2 2025 (vs. \$428M in Q1 2025)
 - Milestones:** \$350M in Q2 2025 (vs. \$150M in Q1 2025)
- Sanofi acquired Blueprint Medicines and Vigil Neuroscience for \$9.5B and \$588M in total deal value, respectively – contributing to roughly half of total deal value in Q2 2025
 - Tang Capital-backed Concentra continued to acquire distressed assets including Elevation, Kronos, and Allakos
- Pace of public company M&A increased this quarter; for deals \$500m+ in total deal value (N=7), 71% had CVRs and median premium paid was 34% as buyers and sellers look to bridge valuations
- Private activity slowed this quarter, with just two deals announced in Q2 2025, after four consecutive quarters of private M&A equaling or outpacing public M&A volume
- Excluding Concentra-acquisitions, clinical-stage assets were the primary targets for M&A in Q2 2025, representing 70% of deals; as expected though, the largest deals (Blueprint and Springworks) were for commercial-stage companies

Q2 2025 M&A Activity Detail

(\$ in millions)

Public Company Transactions									
Date	Target	Acquiror	Total Deal Value	Upfront Cash	Upfront Equity	Premium to Last Unaffected Date	Phase	Therapeutic Area	Modality
06/17/25	Verve	Lilly	\$1,300	\$1,000	-	67%	Phase Ib	Cardiovascular	Gene Editing
06/16/25	Sage Therapeutics	Supernus	\$795	\$561	-	27%	Marketed	Neurology	Small Molecule
06/12/25	CureVac	BioNTech	\$1,250	-	\$1,250	34%	Phase I	Oncology, Infectious Disease	mRNA
06/09/25	Elevation Oncology	Concentra Biosciences	\$21	\$21	-	13%	Preclinical	Oncology	ADC
06/02/25	Blueprint Medicines	Sanofi	\$9,500	\$9,100	\$9,100	27%	Marketed	Immunology, Rare Disease	Small Molecule
05/21/25	Vigil Neuro	Sanofi	\$588	\$470	\$470	246%	Phase I	Neurology	Small Molecule
05/16/25	Inozyme	BiOMarin	\$270	\$270	\$270	182%	Phase III	Rare Disease, Musculoskeletal	Fusion Protein
05/01/25	Kronos Bio	Concentra Biosciences	\$35	\$35	\$35	(36%)	Phase II	Oncology	Small Molecule
04/30/25	Regulus	Novartis	\$1,700	\$800	\$800	108%	Phase Ib	Renal	Oligo
04/28/25	SpringWorks	Merck	\$3,900	\$3,900	\$3,900	5%	Marketed	Oncology	Small Molecule
04/02/25	Allakos	Concentra Biosciences	\$30	\$30	\$30	50%	Phase I	Immunology	Monoclonal Antibody






Private Company Transactions

Date	Target	Acquiror	Total Deal Value	Total Upfront	Phase	Therapeutic Area	Modality
06/30/25	Capstan Therapeutics	Abbvie	\$2,100	\$2,100	Phase I	Immunology	In vivo CAR-T
05/14/25	Boston Pharmaceuticals (efimosfermin)	GSK	\$2,000	\$1,200	Phase II	Hepatology	Fusion Protein

Summary of Investor Capital Returned from Q2 2025 Public Biopharma Acquisitions

Public biopharma acquisitions announced in Q2 2025 freed up an estimated \$11.7 billion in institutional investor capital, largely driven by Sanofi's acquisition of Blueprint Medicines

(\$ in millions)

#	Institution	Total Estimated Capital Returned to Fund ⁽¹⁾					
1	BlackRock Fund Advisors	\$970.7	✓	✓	✓	✓	✓
2	T. Rowe Price Associates, Inc. (IM)	\$808.6	✓	✓	✓	✓	
3	Fidelity Management & Research Co. LLC	\$676.0	✓	✓	✓	✓	✓
4	Avoro Capital Advisor LLC	\$496.7	✓				
5	Wellington Management Co. LLP	\$383.3	✓		✓	✓	
6	JPMorgan Investment Management, Inc.	\$263.6	✓		✓	✓	✓
7	Woodline Partners LP	\$201.6	✓	✓	✓	✓	✓
8	Pictet Asset Management SA	\$201.6	✓		✓		
9	T. Rowe Price Investment Management, Inc.	\$194.2	✓			✓	
10	William Blair Investment Management LLC	\$192.7	✓				✓
11	Macquarie Investment Management	\$168.2	✓	✓	✓		✓
12	AllianceBernstein LP	\$159.8	✓	✓	✓	✓	
13	Polar Capital LLP	\$152.1	✓		✓		
14	BlackRock Advisors LLC	\$143.7	✓	✓	✓	✓	✓
15	Millennium Management LLC	\$135.1	✓	✓	✓	✓	✓
16	Rock Springs Capital Management LP	\$133.8	✓		✓	✓	✓
17	Alkeon Capital Management LLC	\$116.2	✓				
18	Hood River Capital Management LLC	\$116.1	✓			✓	
19	American Century Investment Management	\$113.6	✓	✓	✓	✓	✓
20	Eventide Asset Management LLC	\$111.3	✓				
21	Federated Global Investment Management	\$110.7		✓		✓	
22	BVF Partners LP	\$104.6		✓		✓	✓
23	Norges Bank Investment Management	\$101.3	✓		✓	✓	
24	ClearBridge Investments LLC	\$86.6	✓				
25	Casdin Capital LLC	\$84.1	✓			✓	
26	Columbia Management Co. LLC	\$79.4	✓		✓	✓	
27	Brown Advisory LLC	\$75.0	✓				
28	Voya Investment Management Co. LLC	\$72.7	✓	✓	✓	✓	
29	ArrowMark Colorado Holdings LLC	\$70.9			✓		✓
30	AHL Partners LLP	\$66.3	✓		✓		✓

Source: FactSet and William Blair Analysis as of June 27, 2025.

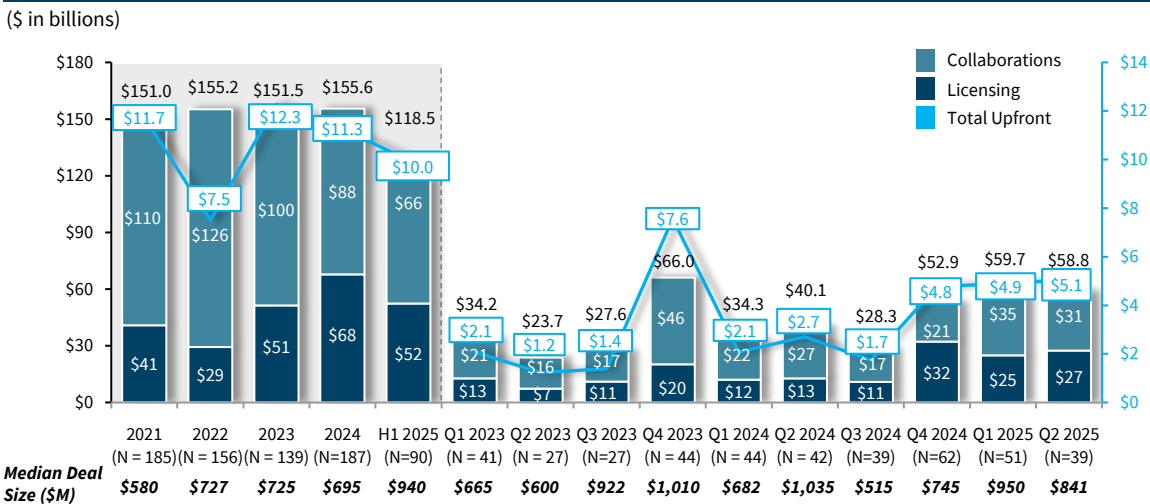
Note: The analysis does not include insiders, index funds, private brokerages, retail, strategic investors, and non-filers. \$ value position calculated based on Q1 2025 publicly disclosed institutional ownership of target company multiplied by announced per share acquisition price, excluding contingencies. Excludes deals <\$500 million in upfront cash.

(1) Total estimated capital in millions returned to fund based on the cumulative \$ value position of all target companies for shareholders.

Q2 2025 Biopharma Partnership Trends

While the number of partnerships is down, overall transaction values have increased with Q2 2025 accounting for ~\$5.1B in upfront and ~\$60B in TDV; BMJ and PFE’s PD-(L)1 x VEGF partnerships represent the two largest upfronts this quarter

Total Deal Value and Volume



Key Takeaways

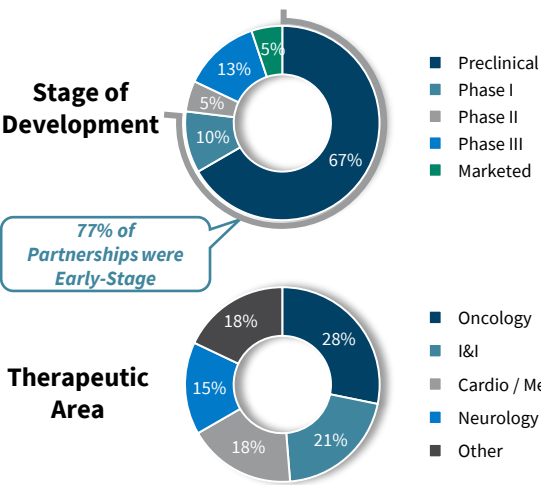
Licensing (N=20)

- Median deal terms for licensing agreements in Q2 2025:
 - Total Deal Value:** \$731M in Q2 2025 (vs. \$833M in Q1 2025)
 - Upfront (Cash+Equity):** \$80M in Q2 2025 (vs. \$46M in Q1 2025)
 - Milestones:** \$1,050M in Q2 2025 (vs. \$874M in Q1 2025)
- Antibody-related licensings comprised 55% of deals in Q2 2025, slightly up from 50% of such transactions in Q1 2025
- 50% of licensings were preclinical in Q2 2025, compared to only 32% in Q1 2025

Collaborations (N=19)

- Median deal terms for collaborations in Q2 2025:
 - Total Deal Value:** \$942M in Q2 2025 (vs. \$1,058M in Q1 2025)
 - Upfront (Cash+Equity):** \$71M in Q2 2025 (vs. \$70M in Q1 2025)
 - Milestones:** \$1,000M in Q2 2025 (vs. \$1,125M in Q1 2025)
- Oligo / RNA-related deals represented 26% of collabs in Q2 2025, up from only 11% in Q1 2025
- 89% of collaborations were early-stage in Q2 2025, with a median upfront of \$47M (down from \$52M in Q1 2025)

Breakdown of Deals in Q2 2025



Most Active Partners in Q2 2025

(\$ in millions)

Partner	Total Upfront	Total TDV
Lilly	\$31	\$5,016
Boehringer Ingelheim	\$12	\$923
Bristol Myers Squibb	\$1,850	\$12,450
Novo Nordisk	\$200	\$3,012
Roche	\$140	\$2,870
Sanofi	\$125	\$2,468
AbbVie	\$335	ND
Astellas	\$130	\$1,540
AstraZeneca	\$110	\$5,330
Gilead	\$85	\$750
GSK	\$149	\$2,821
Merck	ND	\$493
Novartis	\$25	\$775

Top 5 Partnerships by Total Upfront in Q2 2025

(\$ in millions)

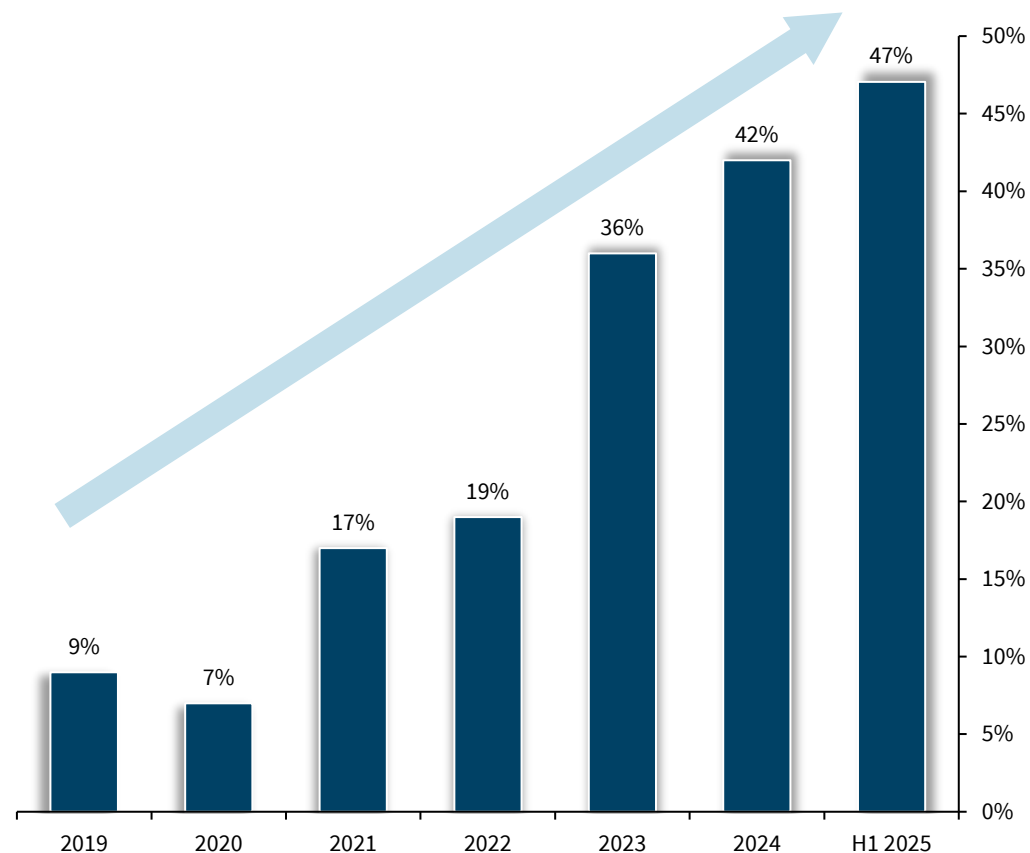
Date	Licensor	Licensee	Total Deal Value	Total Upfront	Milestones	Phase	Therapeutic Area	Modality	Target(s)
06/02/25	Biontech	Bristol Myers Squibb	\$11,100	\$1,500	\$9,600	Phase III	Oncology	Bispecific Antibody	PD-L1xVEGF
05/19/25	3SBio	Pfizer	\$6,150	\$1,350	\$4,800	Phase III	Oncology	Bispecific Antibody	PD-1xVEGF
06/10/25	Philachem	Bristol Myers Squibb	\$1,350	\$350	\$1,000	Phase I	Oncology	Radiopharma	ACP3
05/14/25	ADARx	AbbVie	ND	\$335	ND	Discovery	I&I, Neurology, Oncology	siRNA	ND
06/03/25	Septerna	Novo Nordisk	\$2,200	\$200	\$2,000	Discovery	Cardio-metabolic	Small Molecule	GLP-1, GIP, GCG

Asia's Growing Role as an Important Innovation Engine for the West

- Assets originated in Asia drove over \$5.3 billion⁽¹⁾ in upfront payments since 2024 as large pharma companies increasingly look there for assets, with the majority of activity focused on fast follower / best-in-class programs for validated targets
- No NewCo launches centered on Asian assets, compared to 6 launches in Q1 2025; SMID-cap licensing activity remains active

Large Pharma is Sourcing Half of External Molecules from Asia⁽²⁾

(% of large pharma in-licensing activity)



Q2 2025 Activity with Asian Licensors⁽³⁾

Large Pharma Asset-Focused Licensings

6/23/2025 HARBOUR BIOMED \$670M (\$47M Upfront) Bispecific Antibody Preclinical Target: BCMaxCD3	5/19/2025 三生制药 \$6,150M (\$1,350M Upfront) Bispecific Antibody Phase III Target: PD-1xVEGF	6/2/2025 HANSOH PHARMA \$2,010M (\$80M Upfront) Small Molecule Phase III Target: GLP1, GIP
5/30/2025 EVOPPOINT Biosciences \$1,540M (\$130M Upfront) ADC Phase I Target: CLDN 18.2		

SMID-Cap/Other Asset-Focused Licensings

6/26/2025 Mabwell \$571M (\$25M Upfront) Monoclonal Antibody Phase I Target: IL-11	6/25/2025 RemeGen Biosciences \$4,125M (\$125M Upfront) Protein Phase III Target: BAFF, APRIL	6/16/2025 Simcere \$745M (Upfront ND) ADC Phase I Target: CDH6, ND
6/4/2025 智翔金泰 GENRIX BIO \$712M (\$20M Upfront) Bispecific Antibody Phase II Target: BCMaxCD3	5/27/2025 EpimAb Biosciences \$210M (Upfront ND) Bispecific Antibody Preclinical Target: CD3xKLK2	5/15/2025 CSPC Cipla \$1,065M (\$15M Upfront) Small Molecule Marketed Target: Top1
4/29/2025 Henlius \$332M (\$31M Upfront) Monoclonal Antibody Marketed Target: CTLA-4	4/23/2025 QYuns \$555M (\$10M Upfront) Bispecific Antibody Preclinical Target: ND	4/17/2025 VelaVigo \$440M (Upfront ND) Bispecific Antibody Preclinical Target: IGF-1xTSHR

Source: Company press releases and SEC filings as of June 27, 2025.

(1) Includes upfront payments from asset-focused partnerships and asset acquisitions involving a large pharma licensee and Asia-headquartered licensor occurring since 2024. Upfronts include near-term milestones.

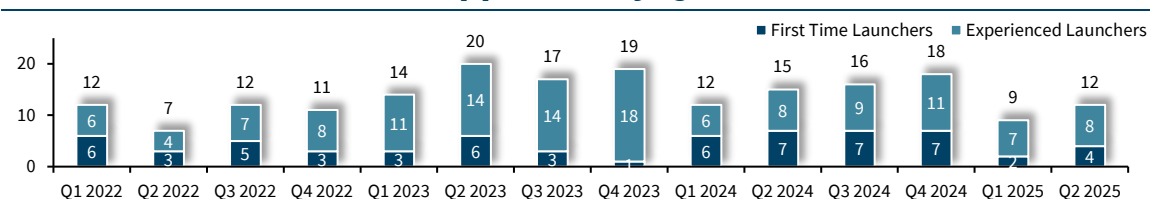
(2) Includes asset-focused partnerships and asset acquisitions with an upfront size of at least \$50 million, involving large pharma licensees and Asia-headquartered licensors.

(3) Licensing transactions ordered by upfront payment size. New company formations shown in order of total deal size. ND = Not Disclosed. NewCo = new company.

FDA Approval and First-Time Launcher (FTL) Trends

- Twelve new FDA approvals in Q2 2025 (4 FTLs and 8 experienced launchers)
- FTLs from the last two years continue to have strong launches, with over half beating consensus estimates in Q1 2025⁽¹⁾
- 2/6 SMID-CAP PDUFA decisions in Q2 2025 resulted in a CRL or RTF

FDA Approvals by Quarter



Q2 2025 SMID-Cap PDUFA Outcomes

Company	Product	Indication	Modality	Outcome	Outcome Date	Evaluating Body ⁽²⁾
Aldeyra	Reproxalap	Dry eye disease	Small Molecule	Complete Response Letter	4/3/2025	D
Abeona	Zevaskyn	RDEB	Gene Therapy	FDA Approval	4/29/2025	B
Verastem	Avmapki	KRAS-mutant ovarian cancer	Small Molecule	FDA Approval	5/8/2025	D
Savara	Molbreevi	Pulmonary alveolar proteinosis	Protein	Refusal to File	5/27/2025	B
Nuvation	Ibtrozi	Advanced ROS-1+ NSCLC	Small Molecule	FDA Approval	6/11/2025	D
Urogen	UGN-102	Low-grade NMIBC	Small Molecule	FDA Approval	6/12/2025	D

Select Upcoming 2025 SMID-Cap PDUFA Dates

Company	Product	Indication	Modality	PDUFA Date	Evaluating Body ⁽²⁾
KalVista	Sebetralstat	Hereditary angioedema	Small Molecule	7/11/2025 (4-wk delay)	D
Replimune	RP1	Advanced melanoma	Oncolytic Virus	7/22/2025	B
PTC	Sepiapterin	Phenylketonuria	Small Molecule	7/29/2025	D
Lenz	Aceclidine	Presbyopia	Small Molecule	8/8/2025	D
Insmed	Brensocatic	Non-cystic fibrosis bronchiectasis	Small Molecule	8/12/2025	D
Tonix	TNX-102	Fibromyalgia	Small Molecule	8/15/2025	D
Jazz	Dordaviprone	H3 K27M-mutant diffuse glioma	Small Molecule	8/18/2025	D
Ultragenyx	UX111	MPS type IIIA	Gene Therapy	8/18/2025	B
PTC	Vatiquinone	Friedreich's ataxia	Small Molecule	8/19/2025	D
Ionis	Donidalorsen	Hereditary angioedema	Oligonucleotide	8/21/2025	B
Outlook	ONS-5010	Wet AMD	Antibody	8/27/2025	B
Precigen	PRGN-2012	Recurrent respiratory papillomatosis	Gene Therapy	8/27/2025	B
Capricor	Deramiciol	Duchenne muscular dystrophy	Cell Therapy	8/31/2025	B
Scholar Rock	Apitegromab	Spinal muscular atrophy	Antibody	9/22/2025	B
Crinetics	Paltusotine	Acromegaly	Small Molecule	9/25/2025	D
Fortress	CUTX-101	Menkes disease	Small Molecule	9/30/2025	D
Biohaven	Troriluzole	Spinocerebellar ataxia	Small Molecule	Q4 2025 (delay)	D
Glaukos	Epioxia	Keratoconus	Cell Therapy	10/20/2025	B
Arrowhead	Plozasiran	Familial chylomicronemia syndrome	RNAi	11/18/2025	B
Ascendis	Transcon CNP	Achondroplasia	Peptide	11/30/2025	B
Kura	Ziftomenib	Relapsed or refractory NPM1-mutant AML	Small Molecule	11/30/2025	D
Innoviva	Zoliflodacin	Uncomplicated gonorrhea	Small Molecule	12/15/2025	D
Cytokinetics	Aficanten	oHCM	Small Molecule	12/26/2025 (delay)	D
Corcept	Relacorilant	Cushing's syndrome	Small Molecule	12/30/2025	D




























53% of Recent FTLs Beat Q1 2025 Consensus Estimates⁽¹⁾

Product	Company	Indication	2025 Share Price %Δ	Share Price %Δ Since Approval	Approval Date	Q1 2025 Sales (\$M)	Sales vs. Consensus Estimates				
							0%	100%	200%	300%	400%
Aucatzyl	Autolus	Acute lymphocytic leukemia	(2%)	(38%)	11/8/2024	\$9	360%				
Niktimvo	Syndax	Graft vs host disease (GvHD)	(32%)	(54%)	8/14/2024	\$14	289%				
Ohtuvayre	Verona Pharma	General respiratory tract infections	102%	539%	6/26/2024	\$76	158%				
Miplyffa	ZEVRA THERAPEUTICS	Niemann-Pick disease	8%	12%	9/20/2024	\$17	143%				
Rezdiffra	Madrigal	NASH	(3%)	23%	3/14/2024	\$137	124%				
Xdemvy	TARSUS	Demodex blepharitis	(27%)	124%	7/25/2023	\$78	109%				
Anktiva	ImmunityBio	BCG-Unresponsive Non-Muscle Invasive Bladder Cancer	5%	(45%)	4/22/2024	\$17	106%				
Lumryz	Avadel	Cataplexy or excessive daytime sleepiness	(12%)	-	5/1/2023	\$53	103%				
Mean (N=8)			5%	80%		\$50					
Median			(2%)	12%		\$35					

Source: FDA.gov, Company press releases, SEC Filings, FactSet, and William Blair analysis as of June 27, 2025.
Note: Reflects approvals and PDUFAs of NCEs/NMEs that are submitted via BLA/NDA (excluding diagnostics, biosimilars, generics, source plasma and 505b2s without clinical trial data). PDUFAs do not include label extensions or supplemental applications.
(1) As a percentage of FTLs approved in 2023-2025YTD with disclosed Q1 2025 product sales. Consensus estimates reflect the most recent forecasts for Q1 2025 product sales prior to earnings release.
(2) D = CDER Evaluation. B = CBER Evaluation.

Large Pharma Reactions to Potential Tariffs

Pharma companies have accelerated efforts to onshore manufacturing in response to the looming threat of sector-specific import tariffs under the Trump administration, although disclosures of near-term financial exposure have been limited to date

Company	Tariff-Related Guidance		Manufacturing-Related Guidance	
	Near-Term Tariff Exposure (\$M)	Additional Commentary	\$ Committed to Increase U.S. Manufacturing Footprint (\$B)	Time Horizon (Years)
 Johnson & Johnson	\$400M	"[J&J's tariff cost] includes the China tariffs, as well as the China retaliatory tariffs..."	 \$55	4
 Roche	ND	"Four of Roche's medicines make up 92% of its potential exposure...Roche expects to mitigate...by increasing the volume of manufacturing stateside."	 \$50	5
 Bristol Myers Squibb	ND	"...our exposure...reflected in [2025] guidance...we'll have to wait for the specifics..."	 \$40	5
 Takeda	ND	"...50% of total revenue is from the U.S...imports into the U.S. is only 8%-10% of our total U.S. revenue..."	 \$30	5
 Lilly	ND	"...tariffing...could have a transient effect for Lilly, but probably not a long-term one."	 \$27	NA
 NOVARTIS	ND	"...our guidance fully accounts for any potential tariffs...feel comfortable we can manage it this year and in the medium term..."	 \$23	5
 MERCK	\$200M	"...\$200M...relates to the existing tariffs that have been announced...[we have] started to change and rebalance our supply chain strategy..."	 \$21	4
 GILEAD	ND	"...vast majority of Gilead's IP is in the U.S....more than 80% of Gilead's profits are recognized in the U.S."	 \$11	5
 abbvie	\$30M	"...we have absorbed aesthetics impact [of tariffs] in [our] guidance."	 \$10	10
 REGENERON	ND	"...any potential impact from sector-specific tariffs is not quantifiable at this time due to uncertainty around details..."	 \$7	10
 AMGEN	ND	"While it's premature to speculate...outcomes of tariffs...we've proven our ability to adapt..."	 \$1	ND
 AstraZeneca	ND	"...our supply chains for China and the U.S. are largely segregated...our exposure to the current China tariffs...is not material..."	ND	ND
 GSK	ND	"...our guidance for this year [has tariffs factored in]...we have multiple levers at our disposal to both navigate and mitigate this."	ND	ND
 novo nordisk	ND	"...tariffs...do not materially change our outlook for 2025...increase of tariffs...may have a negative impact on Novo Nordisk"	ND	ND
 Pfizer	\$150M	"...we will try to mitigate it by transferring from manufacturing sites outside to...here."	ND	ND
 sanofi	ND	"At this stage, we have no specifics to share regarding U.S. tariffs [exposure]...tariffs...have factored in...guidance for FY 2025."	ND	ND
Total: ~\$800M			Total: ~\$280B	Median: 5 Years

William Blair Biopharma Investment Banking Team

Biopharma Investment Banking



John Sonnier
Managing Director
jsonnier@williamblair.com



Christian Hodneland, Ph.D.
Managing Director
chodneland@williamblair.com



Jason Arnold
Managing Director
jarnold@williamblair.com



Terence Tan
Managing Director
ttan@williamblair.com



Eason Hahm
Director
ehahm@williamblair.com

Healthcare Equity Capital Markets



Steve Maletzky
Managing Director,
Head of Capital Markets
smaletzky@williamblair.com



Rakhee Bhagat
Managing Director
rbhagat@williamblair.com



Kevin Eisele
Managing Director
keisele@williamblair.com



Ilya Blanter
Managing Director,
Head of Equity-Linked Capital Markets
iblanter@williamblair.com

Healthcare M&A Advisory



Eugene Kim
Managing Director
ekim@williamblair.com



Rich McDonald
Managing Director
Head of Healthcare Trading
rmcdonald@williamblair.com



Shantha Ozgen
Managing Director
Life Sciences Sales Specialist
sozgen@williamblair.com



Darren Bank
Managing Director,
Head of Healthcare Leveraged Finance
dbank@williamblair.com

Healthcare Sales & Trading

Healthcare Leveraged Finance

Disclaimer

“William Blair” is a trade name for William Blair & Company, L.L.C., William Blair Investment Management, LLC and William Blair International, Ltd. William Blair & Company, L.L.C. and William Blair Investment Management, LLC are each a Delaware company and regulated by the Securities and Exchange Commission. William Blair & Company, L.L.C. is also regulated by The Financial Industry Regulatory Authority and other principal exchanges. William Blair International, Ltd is authorized and regulated by the Financial Conduct Authority (“FCA”) in the United Kingdom. William Blair only offers products and services where it is permitted to do so. Some of these products and services are only offered to persons or institutions situated in the United States and are not offered to persons or institutions outside the United States. This material has been approved for distribution in the United Kingdom by William Blair International, Ltd. Regulated by the Financial Conduct Authority (FCA), and is directed only at, and is only made available to, persons falling within COB 3.5 and 3.6 of the FCA Handbook (being “Eligible Counterparties” and Professional Clients). This Document is not to be distributed or passed on at any “Retail Clients.” No persons other than persons to whom this document is directed should rely on it or its contents or use it as the basis to make an investment decision.

This document including, without limitation, to the statistical information within, is provided for informational purposes only. The material in this document is based, in part, on information from third-party sources that we believe are reliable, though have not been independently verified by William Blair. We do not represent that it is fully accurate or complete, and it should not be relied upon as such. The information should not be viewed as an investment, legal, or other advice, nor should it be relied on in making an investment or other decisions.

The “SPDR S&P Biotech ETF (XBI)” is a product of S&P Dow Jones Indices LLC or its affiliates (“SPDJI”) and has been licensed for use by William Blair & Co, LLC. Standard & Poor’s® and S&P® are registered trademarks of Standard & Poor’s Financial Services LLC (“S&P”); Dow Jones® is a registered trademark of Dow Jones Trademark Holdings LLC (“Dow Jones”) and these trademarks have been licensed for use by SPDJI and sublicensed for certain purposes by William Blair & Co, LLC. William Blair & Co, LLC’s product is not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, their respective affiliates and none of such parties make any representation regarding the advisability of investing in such product(s) nor do they have any liability for any errors, omissions, or interruptions of the SPDR S&P Biotech ETF (XBI).