

SAMPLE

# Immunotherapy in Oncology

## Startup identification

*What are the startups that have emerged in  
Onco-Immunotherapy?*

June 2020

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*We Know Technology, We Know Patents*



# INTRODUCTION

## Objectives of the report

The objective of the report is to provide a list of identified startups working in immunotherapy for oncology and a description of their patents, their products, and the key people working there.

### This report will help you to:

- ✓ Identify new business opportunities
- ✓ Identify new competitors
- ✓ Understand key trends, opportunities and perspectives

### Why using patents to identify startups ?

- *Detecting hidden players* – Looking at patent documents makes it possible to identify companies that do not communicate much or even at all. It is a good way to detect companies that could not be found using more conventional methods (e.g. trade fairs, conferences, web searches, etc.).
- *Assessing the technology* – Technology is one of the keys to a startup's success and being able to understand and assess it is highly valuable. The specification of a patent document includes a lot of technical information that can be used to determine the advantages brought by new inventions. The patent claims can also be used to determine the protection the applicant is asking for, and therefore where its interest resides.
- *Identifying the key people* – The success of a startup is strongly linked to the team that composes it. It is therefore important to know the founders and inventors to assess the odds of its success. Patents enable the identification of inventors inside the companies. These inventors are technical experts who have laid the foundation of the technology the startup is developing. Describing the background of key people can help in understanding the startup project, and their history can reveal the extent of the know-how they have accumulated.



Startup identification



Technology assessment



Company's key people

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# Sample slides (1/2)

**SAMPLE**



**This report includes a description of the key people involved in each selected startup.**

## Sample slides (2/2)

**SAMPLE**



## OVERVIEW ANALYSIS

**This table shows location, pipeline, last fundraising and segmentation for each identified startup.**



# ORDER FORM

## Immunotherapy in Oncology

Startup identification – June 2020

Ref.:KM20004



### SHIP TO

Name (Mr/Ms/Dr/Pr):

Job Title:

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2.5 The person receiving the Products on behalf of the Buyer shall immediately verify the quality of the Products and their conformity to the order. Any claim for apparent defects or for non-conformity shall be

sent in writing to the Seller within 8 days of receipt of the Products. For this purpose, the Buyer agrees to produce sufficient evidence of such defects.

2.6 No return of Products shall be accepted without prior information to the Seller, even in case of delayed delivery. Any Product returned to the Seller without providing prior information to the Seller as required under article 2.5 shall remain at the Buyer’s risk.

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3.2 Payments due by the Buyer shall be sent by cheque payable to Knowmade, PayPal or by electronic transfer to the following account:

Banque Populaire Méditerranée, CAP 3000 Quartier du lac, 06700 St Laurent du Var, France

BIC or SWIFT code: CCBPFRPPMAR

IBAN: : FR76 1460 7003 6360 6214 5695 139

To ensure the payments, the Seller reserves the right to request down payments from the Buyer. In this case, the need of down payments will be mentioned on the order.

3.3 Payment is due by the Buyer to the Seller within 30 days from invoice date, except in the case of a particular written agreement. If the Buyer fails to pay within this time and fails to contact the Seller, the latter shall be entitled to invoice interest in arrears based on the annual rate Refi of the «BCE» + 7 points, in accordance with article L. 441-6 of the French Commercial Code. Our publications (report, database, tool...) are delivered only after reception of the payment.

3.4 In the event of termination of the contract, or of misconduct, during the contract, the Seller will have the right to invoice at the stage in progress, and to take legal action for damages.

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4.1 The Buyer or any other individual or legal person acting on its behalf, being a business user buying the Products for its business activities, shall be solely responsible for choosing the Products and for the use and interpretations he makes of the documents it purchases, of the results he obtains, and of the advice and acts it deduces thereof.

4.2 The Seller shall only be liable for (i) direct and (ii) foreseeable pecuniary loss, caused by the Products or arising from a material breach of this agreement

4.3 In no event shall the Seller be liable for:

a) damages of any kind, including without limitation, incidental or consequential damages (including, but not limited to, damages for loss of profits, business interruption and loss of programs or information) arising out of the use of or inability to use the Seller’s website or the Products, or any information provided on the website, or in the Products;

b) any claim attributable to errors, omissions or other inaccuracies in the Product or interpretations thereof.

4.4 All the information contained in the Products has been obtained from sources believed to be reliable. The Seller does not warrant the accuracy, completeness adequacy or reliability of such information, which cannot be guaranteed to be free from errors.

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4.6 In the case where, after inspection, it is acknowledged that the Products contain defects, the Seller undertakes to replace the defective products as far as the supplies allow and without indemnities or compensation of any kind for labor costs, delays, loss caused or any other reason. The replacement is guaranteed for a maximum of two months starting from the delivery date. Any replacement is excluded for any event as set out in article 5 below.

4.7 The deadlines that the Seller is asked to state for the mailing of the Products are given for information only and are not guaranteed. If such deadlines are not met, it shall not lead to any damages or cancellation of the orders, except for non-acceptable delays exceeding [4] months from the stated deadline, without information from the Seller. In such case only, the Buyer shall be entitled to ask for a reimbursement of its first down payment to the exclusion of any further damages.

4.8 The Seller does not make any warranties, express or implied, including, without limitation, those of

saleability and fitness for a particular purpose, with respect to the Products. Although the Seller shall take reasonable steps to screen Products for infection of viruses, worms, Trojan horses or other codes containing contaminating or destructive properties before making the Products available, the Seller cannot guarantee that any Product will be free from infection.

## 5. FORCE MAJEURE

The Seller shall not be liable for any delay in performance directly or indirectly caused by or resulting from acts of nature, fire, flood, accident, riot, war, government intervention, embargoes, strikes, labor difficulties, equipment failure, late deliveries by suppliers or other difficulties which are beyond the control, and not the fault of the Seller.

## 6. PROTECTION OF THE SELLER’S intellectual property

6.1 All intellectual property rights attached to the Products are and remain the property of the Seller and are protected under French and international copyright law and conventions.

6.2 The Buyer agreed not to disclose, copy, reproduce, redistribute, resell or publish the Product, or any part of it to any other party other than employees of its company. The Buyer shall have the right to use the Products solely for its own internal information purposes. In particular, the Buyer shall therefore not use the Product for purposes such as:

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- use in any timesharing, service bureau, bulletin board or similar arrangement or public display;

- Posting any Product to any other online service (including bulletin boards or the Internet);

- Licensing, leasing, selling, offering for sale or assigning the Product.

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The Seller may, from time to time, update these Terms and Conditions and the Buyer, is deemed to have accepted the latest version of these terms and conditions, provided they have been communicated to him in due time.

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