

## DFIN CASE STUDY

How Venue enabled a global licensing partnership to accelerate drug treatment development for neuroimmune diseases

Venue<sup>®</sup>  
by **DFIN**

 **APRILBIO**

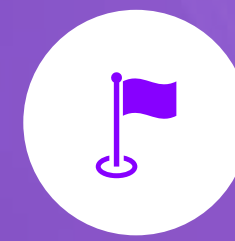
## CORPORATE SNAPSHOT



Established in 2013, AprilBio is a South Korean biopharmaceutical company dedicated to the development of specialized biologics and antibody drugs.



The company's platform technologies include a human phage-display Ab library and anti-Serum Albumin Fab-Associated (SAFA) technology, a versatile building block for half-life extension and generation of novel biological therapeutics.



AprilBio is focused on developing solutions for rare diseases, oncology, autoimmune disorders and inflammatory diseases.

## CHALLENGE

# Securely sharing proprietary data with prospective licensees for licensing due diligence

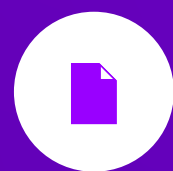
AprilBio needed to confidentially share materials with prospective licensees interested in licensing of AprilBio's novel and well-differentiated asset, which offers significant potential across a wide array of neuroimmune diseases. Security and privacy were of the utmost concern because the shared documents included proprietary and sensitive information such as preclinical data and exclusive R&D findings for new, potent therapies. Using a general-purpose file sharing service was deemed unacceptably risky.



## SOLUTION

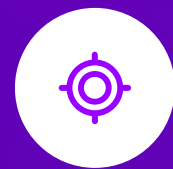
# Secure and purpose-built solution for Life Sciences Business Development and Licensing.

AprilBio decided DFIN's Venue Virtual Data Room solution was the right choice to support the out-licensing due diligence process. Specialized capabilities made it convenient for AprilBio's Business Development team to control disclosures and share confidential documents with prospective licensees. Automatic watermarks for uploaded documents, user access expiration, and advanced reporting features saved valuable time, enabling the launch of the licensing partnership valued at US\$448M and accelerating the drug treatment development for neuroimmune diseases.



### PURPOSE-BUILT SOLUTION

Industry proven to facilitate life sciences operations and deal execution with real-time audit trail



### HIGHEST LEVELS OF PROTECTION

Protects your most sensitive data with secure infrastructure: SOC 2 Type II audits, ISO20007:2013 certification, Multifactor Authentication, Single Sign-on, automatic watermarks, user and document access expiration and more



### INTUITIVE EFFICIENCY

Easy-to-use from day one, simple enough for anyone to utilize without training

## Question & Answer

Q

### Terms and Conditions

In our opinion, the unaudited interim condensed consolidated financial statements contain all adjustments (consisting ...

A

### Investment

The Investor agrees to enter into this contract under the terms and conditions presented below. Amendment, addition, or termination of these terms is subject

Q

### Strategy

The Company will make payments to the Investor according to an agreed upon payment schedule. This schedule is not subject to amendment unless both parties

A

### Deposits and Withdrawals

The investment objectives of the Company are to maximize current income to the extent that such ventures preserve the sustainability of the Company. ...



## Redact Terms

November 1...

Septmeber 2...

REDACT AND SAVE

Our consolidated financial position as of ██████████ the interim results of operations for the three months ended ██████████ and September 30, 2020, and cash flows for 2020. Operating results for the three months ended March 31, 2020 and ██████████ are not necessarily indicative of the results that may be expected for a full year or any future ██████████ schedule is not subject to amend unless both parties agree. ██████████

Venue®

Username

Password

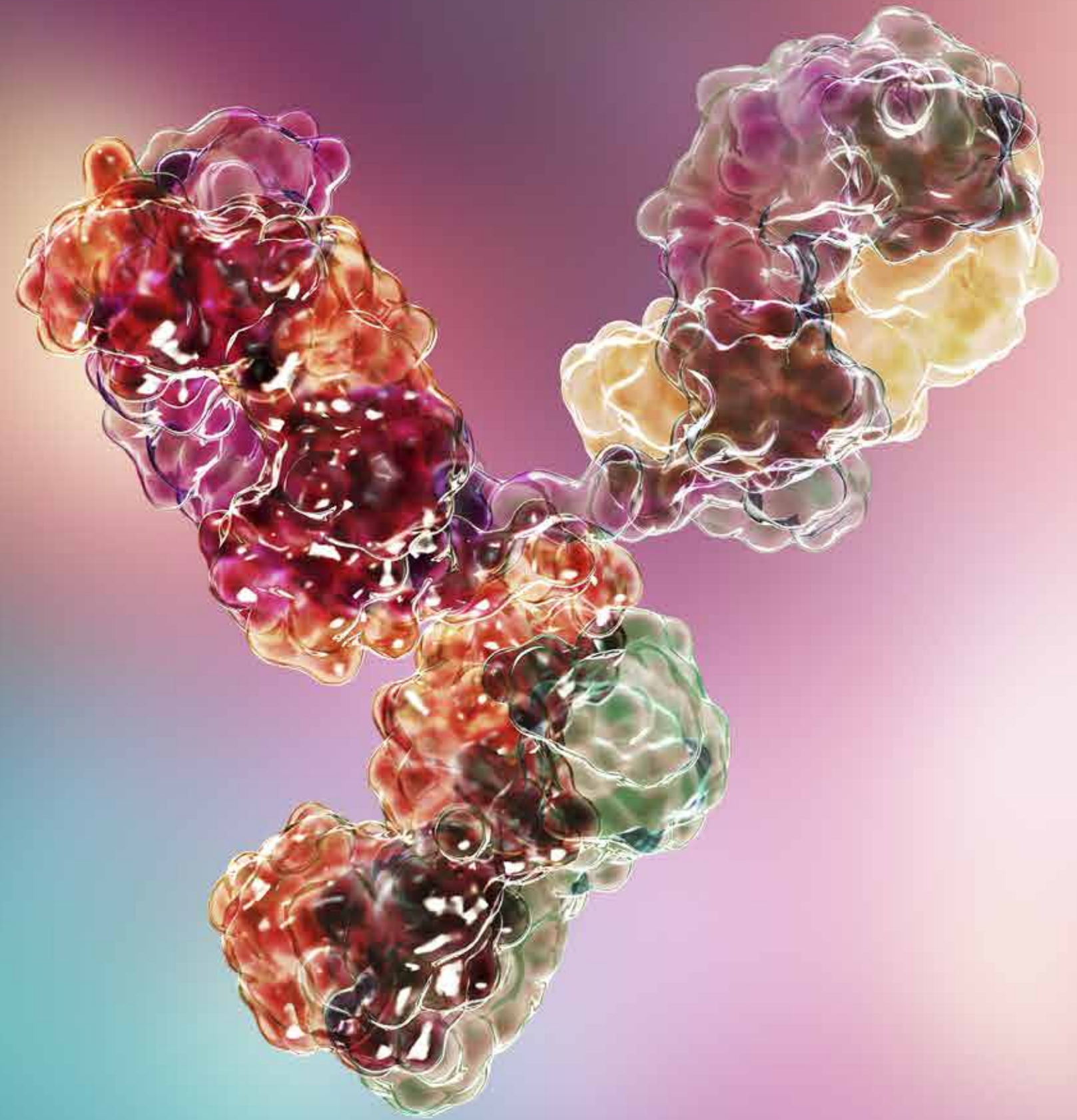
LOGIN

“

“We found Venue during a detailed search for a highly secure document sharing solution. Its user-friendly and comprehensive capabilities helped us to successfully sign a productive licensing agreement. I happily recommend Venue with full confidence to biotech companies working on licensing deals.”

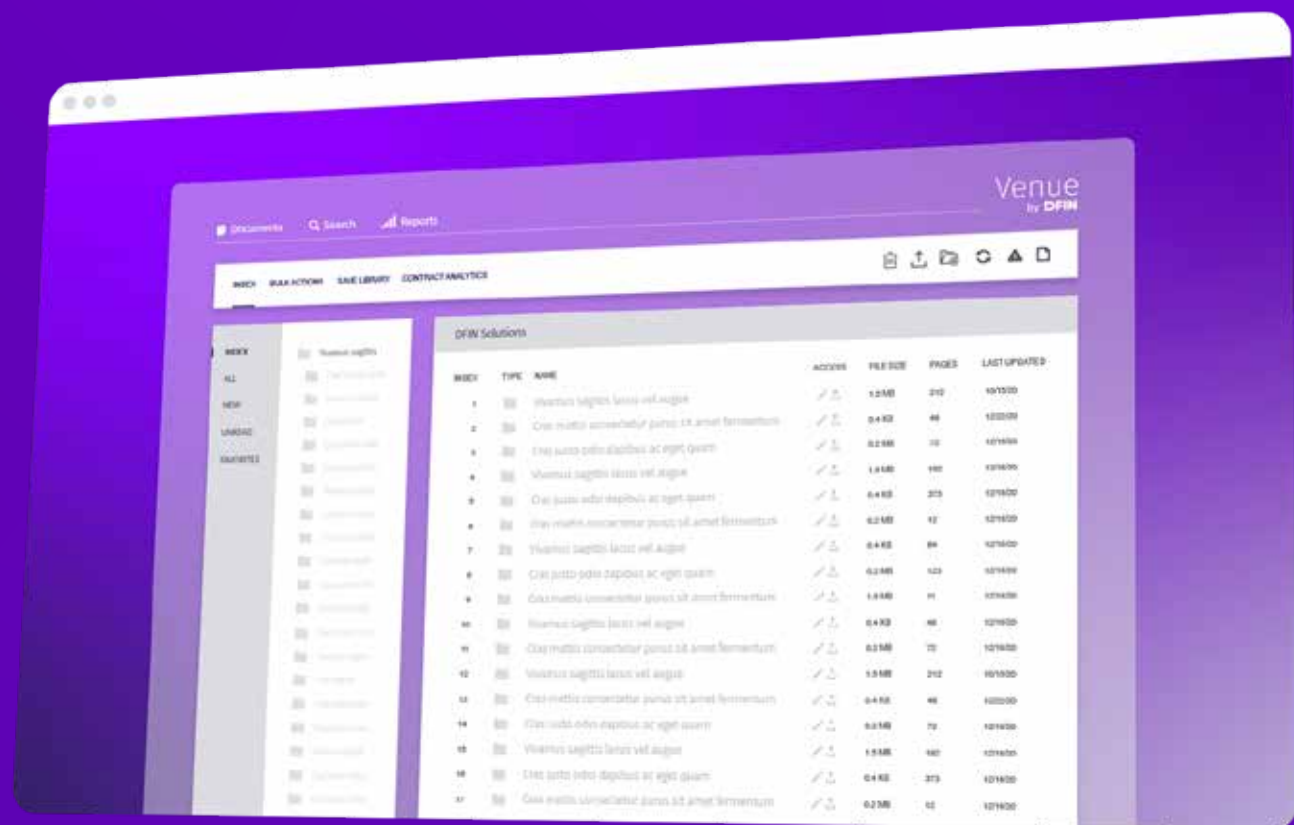
**JAMIE JAEHEUNG LEE**

Chief Development Officer,  
AprilBio





# The virtual data room built for life sciences.



## CONVENIENT

Lightning-quick set up with simple document bulk uploads and folder views



## SECURE

Protects data with encryption, watermarking and anti-malware scans



## EFFICIENT WORKFLOWS

Streamlines workflows to save time, accelerate progress and automate reporting



## INTELLIGENT INSIGHT

Delivers instant reporting on accessed content with real-time analytics



## EXPERT RESOURCES

Dedicated regional project manager and 24/7/365 client support services



# Get in touch.

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