

Big Pharma's Blueprint for Business Development

June-2025

BioPing - "Ping the Right Partner"

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Top 20 Big Pharma Companies (2024–2025)

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Rank	Company	Headquarters	Key Therapeutic Focus Areas
1	Pfizer	USA	Vaccines, Oncology, Rare Diseases, Inflammation, Internal Med
2	Roche	Switzerland	Oncology, Hematology, Neuroscience, Diagnostics
3	Johnson & Johnson (Janssen)	USA	Immunology, Oncology, Neuroscience, Cardiovascular
4	Merck & Co. (MSD)	USA	Oncology (Keytruda), Vaccines, Infectious Diseases, Cardio
5	Novartis	Switzerland	Neuroscience, Oncology, Ophthalmology, Gene Therapy
6	Sanofi	France	Immunology, Rare Diseases, Vaccines, Diabetes

Top 20 Big Pharma Companies (2024–2025)

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Rank	Company	Headquarters	Key Therapeutic Focus Areas
7	AstraZeneca	UK	Oncology, Respiratory, CVRM, Rare Disease
8	Bristol Myers Squibb	USA	Oncology, Immunology, Fibrosis, Cardiovascular
9	GSK	UK	Infectious Diseases, Vaccines, Immunology
10	AbbVie	USA	Immunology, Oncology, Neuroscience, Eye Care (Allergan)
11	Amgen	USA	Oncology, Bone Health, CV Disease, Biosimilars
12	Takeda	Japan	Rare Diseases, Gastroenterology, Plasma-Derived Therapies
13	Bayer	Germany	Cardiology, Oncology, Women's Health

Source: Company website, online search

Top 20 Big Pharma Companies (2024–2025)

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Rank	Company	Headquarters	Key Therapeutic Focus Areas
14	Eli Lilly	USA	Diabetes, Obesity, Oncology, Neuroscience
15	Novo Nordisk	Denmark	Diabetes, Obesity, Endocrinology
16	Biogen	USA	Neuroscience, MS, Rare Disease
17	Ipsen	France	Neuroscience, Oncology, Rare Diseases
18	UCB	Belgium	Neurology, Immunology
19	Regeneron	USA	Eye Diseases, Oncology, Inflammatory
20	Astellas Pharma	Japan	Oncology, Urology, Gene Therapy, Neurology

Top 20 Big Pharma Partnering Summary

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Company	Focus Areas	Stage Focus	BD Page	Partnering Contact
Pfizer	Oncology, Vaccines, Rare Disease, Internal Med, Obesity	Early-stage + Late-stage (registrational)	https://www.pfizer.com/partners	partnering@pfizer.com
Roche	Oncology, Neurology, Infectious Disease, Ophthalmology	Early to Late-stage + Tech platform deals	https://www.roche.com/partnering.htm	partnering.roche@roche.com
Johnson & Johnson (Janssen)	Oncology, Immunology, Neuroscience, Ophthalmology	Early-stage (J&J Innovation) + Late-stage BD	https://www.jnj.com/innovation/partner-with-us	jnjinnovation@its.jnj.com
Merck & Co. (MSD)	Oncology, Vaccines, Infectious Disease, Cardiology	Early clinical to registrational stage	https://www.merck.com/partnering/	bd@merck.com
Novartis	Gene Therapy, Ophthalmology, Oncology, Neuroscience	Preclinical to Phase 3	https://www.novartis.com/partnering	partnering@novartis.com

Top 20 Big Pharma Partnering Summary

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Company	Focus Areas	Stage Focus	BD Page	Partnering Contact
Sanofi	Immunology, Rare Disease, Vaccines, Hemophilia	Discovery to early clinical	https://www.sanofi.com/en/partnering	partnering@sanofi.com
AstraZeneca	Oncology, CVRM, Respiratory, Rare Disease	Preclinical to Phase 3	https://www.astrazeneca.com/partnering.html	partnering@astrazeneca.com
Bristol Myers Squibb	Oncology, Immunology, Fibrosis, CV	Discovery to Late-stage	https://www.bms.com/about-us/partnering.html	partnering@bms.com
GSK	Vaccines, Infectious Diseases, Immunology	Discovery through Phase 3	https://www.gsk.com/en-gb/partnering/	bd@gsk.com
AbbVie	Immunology, Oncology, Neuroscience, Eye Care	Preclinical to Clinical	https://www.abbvie.com/partners.html	partnering@abbvie.com

Top 20 Big Pharma Partnering Summary

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Company	Focus Areas	Stage Focus	BD Page	Partnering Contact
Amgen	Oncology, Inflammation, CV, Nephrology	Preclinical through Phase 2	https://www.amgenbd.com/	bd@amgen.com
Takeda	Rare Diseases, Gastro, Plasma Therapies	Early to Mid-stage	https://www.takeda.com/what-we-do/partnering/	partnering@takeda.com
Bayer	Cardiology, Oncology, Women's Health	Discovery to Clinical	https://www.bayer.com/en/pharma/partnering	bd@bayer.com
Eli Lilly	Diabetes, Obesity, Oncology, Neuro	Early Discovery to Phase 3	https://www.lilly.com/partnering	partnering@lilly.com
Novo Nordisk	Diabetes, Obesity, Endocrinology	Preclinical to Clinical	https://www.novonordisk.com/partnering.html	partnering@novonordisk.com

Top 20 Big Pharma Partnering Summary

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Company	Focus Areas	Stage Focus	BD Page	Partnering Contact
Biogen	Neuroscience, MS, Rare Disease	Preclinical to Late-stage	https://www.biogen.com/en_us/partnering.html	partnering@biogen.com
Ipsen	Oncology, Neuroscience, Rare Diseases	Early-stage to Mid-stage	https://www.ipsen.com/partnering/	bd@ipsen.com
UCB	Neurology, Immunology	Preclinical to Phase 2	https://www.ucb.com/partners	bd@ucb.com
Regeneron	Oncology, Eye Diseases, Inflammation	Early Discovery to Clinical	https://www.regeneron.com/partnering	partnering@regeneron.com
Astellas Pharma	Oncology, Gene Therapy, Urology	Early-stage through Phase 3	https://www.astellas.com/en/partnering	partnering@astellas.com



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