

DRIVE-AB Survey for small and medium biopharmaceutical companies

Thank you for taking approximately 30 minutes to complete this survey.

The data from this survey will be held strictly confidential. Only seven individuals will have access to the raw data. They are: Enrico Baraldi, Francesco Ciabuschi, Carl Anderson Kronlid, Olof Lindahl and Christopher Okhravi (all of Uppsala University) and Jens Plahte and Christine Årdal (of the Norwegian Institute of Public Health). The anonymous, summarized results will be published as well as used as inputs into quantitative simulations to test different incentives. We will send you a copy of the paper when it is published. No organization will be identifiable within the published article.

Your participation, of course, is completely voluntary and has no impact on any interaction with the DRIVE-AB project, its partners, the EU or any government.

In this survey we often refer to your "lead antibacterial project". Please choose one antibacterial project that has to date been one of your company's primary R&D efforts.

Please start by answering the question below.

1) Can you please indicate the name of the antibacterial company you represent?**2) What year was your company established?****3) How many full-time equivalent employees does your company employ today?**

- 1-5
- 6-10
- 11-50
- 51-100
- More than 100
- We are a virtual company with zero full-time equivalent employees.
- I don't know

**4) * What type of antibacterial approach is your company pursuing? Please choose as many categories as apply.**

- Small molecule
- Antibody
- Preventive vaccine
- Phage-based
- Anti-virulence
- Adjunctive therapy
- Other
- I don't know

**5) * Which of the following health applications is your company focusing on?**

- Only human health
- Both human and animal health

- Human, animal and environmental health
 Other
 I don't know



6) In 2014 what share of your R&D budget was outsourced to other organizations?

- Less than 25%
 26-50%
 51-75%
 More than 75%
 We do not outsource our R&D.
 Other
 I don't know



7) What was the annual revenue of your company in 2014?

- € 1 - 99,000
 € 100,000 - 299,000
 € 300,000 - 1 million
 More than € 1 million
 We do not yet have revenues.
 Other
 I don't know



8) * Is your company a spin-off from a university or research institute?

- Yes
 No
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Is your company a spin-off from a university or research institute? " equals "Yes"
-)

9) Which university or institute(s)?



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Is your company a spin-off from a university or research institute? " equals "Yes"
-)

10) Do IP (intellectual property) requirements in relation to this university(ies)/institute(s) rep

- 1 - No obstacles
 2 - Almost no obstacles
 3 - Some obstacles
 4 - Major obstacles
 5 - Extreme obstacles

I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Do IP (intellectual property) requirements in relation to this university (ies)/institute(s) represent an obstacle to pursuing your company goals? " equals "2 - Almost no obstacles"
 - or
 - If "Do IP (intellectual property) requirements in relation to this university (ies)/institute(s) represent an obstacle to pursuing your company goals? " equals "4 - Major obstacles"
 - or
 - If "Do IP (intellectual property) requirements in relation to this university (ies)/institute(s) represent an obstacle to pursuing your company goals? " equals "3 - Some obstacles"
-)

11) In which sense do IP issues represent an obstacle, if applicable?



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The following criteria must be fulfilled for this question to be shown:

- (
 - If "Is your company a spin-off from a university or research institute? " equals "<#na#>I don't know"
 - or
 - If "Is your company a spin-off from a university or research institute? " equals "No"
-)

12) Is your company a spin-off from a large, multinational pharmaceutical company?

- Yes
- No
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Is your company a spin-off from a large, multinational pharmaceutical company? " equals "Yes"
-)

13) Which pharmaceutical company?



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Is your company a spin-off from a large, multinational pharmaceutical company? " equals "Yes"
-)

14) Do IP (intellectual property) requirements in relation to this pharmaceutical company repres

- 1 - No obstacles
- 2 - Almost no obstacles
- 3 - Some obstacles

- 4 - Major obstacles
 5 - Extreme obstacles
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Do IP (intellectual property) requirements in relation to this pharmaceutical company represent an obstacle to pursuing your company goals? " equals "4 - Major obstacles"
 - or
 - If "Do IP (intellectual property) requirements in relation to this pharmaceutical company represent an obstacle to pursuing your company goals? " equals "3 - Some obstacles"
 - or
 - If "Do IP (intellectual property) requirements in relation to this pharmaceutical company represent an obstacle to pursuing your company goals? " equals "2 - Almost no obstacles"
-)

15) In which sense do IP issues represent an obstacle, if applicable?



16) * How many antibacterial LEADS is your company currently pursuing?

- 0
 1 - 10
 11 - 50
 More than 50
 Other
 I don't know

17) * How many antibacterial PROJECTS is your company currently pursuing?

- 1
 2
 3
 More than 3
 Other
 I don't know



18) * What is the source of your company's lead antibiotic project? Please check all that apply.

- Own research
 Academic research
 Research from a research institute
 Research from another pharmaceutical company
 Other
 I don't know



19) What share of your company's financial resources in 2014 were dedicated to your lead antib.

- Less than 25%
 26 - 50%
 51 - 75%

- More than 75%
- Other
- I don't know



20) Is your company's lead antibacterial project taking a broad or a narrow spectrum approach?

- Broad spectrum (both gram positive AND gram negative)
- Narrow spectrum (gram-positive OR gram-negative)
- Pathogen specific
- Too early to know
- Not applicable
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Is your company's lead antibacterial project taking a broad or a narrow spectrum approach?" equals "Broad spectrum (both gram positive AND gram negative)"
-)

21) Please specify the range of this spectrum.



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Is your company's lead antibacterial project taking a broad or a narrow spectrum approach?" equals "Narrow spectrum (gram-positive OR gram-negative)"
 - or
 - If "Is your company's lead antibacterial project taking a broad or a narrow spectrum approach?" equals "Pathogen specific"
-)

22) Please specify which pathogen(s) it is targeting.



23) What degree of novelty does your lead antibacterial project represent?

- A novel class
- Novel mode of action
- Known class
- Other
- I don't know



24) * Does the development and commercial evaluation of your lead antibacterial project assum

- Yes
 No
 Ideally
 Other
 I don't know



25) Does your lead antibacterial project focus on:

- Non-resistant bacteria
 Resistant bacteria that have not yet reached the level of multi-drug resistance
 Multi-drug resistant bacteria
 Other
 I don't know



26) * Which market segment is your company targeting? Please select all that apply.

- Community / General Practitioner
 Hospital
 Other
 I don't know



27) What stage does your company AIM to COMPLETE before out-licensing or selling your lead a

- Lead compound optimization
 Preclinical testing
 Clinical trials Phase I
 Clinical trials Phase II
 Clinical trials Phase III
 Regulatory approval
 We intend to commercialize the product.
 Other
 I don't know



28) Which stages has your company ALREADY completed for its lead antibacterial project? Pleas

- Lead compound identification
 Lead compound optimization
 Preclinical testing
 Clinical trials Phase I
 Clinical trials Phase II
 Clinical trials Phase III
 Regulatory approval
 Other
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound identification "
-)

29) How long did it take your company to complete Lead Compound Identification for your lead :

- Less than 6 months
 6 months – 1 year
 1 year – 2 years
 2 – 4 years
 5 years or more
 Other
 I don't know

**This box is shown in preview only.**

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound identification "
-)

30) Compared to your company expectations at the beginning of Lead Compound Identification,

- 1 - Much shorter than expected
 2 - Slightly shorter than expected
 3 - As long as expected
 4 - Slightly longer than expected
 5 - Much longer than expected
 Other
 I don't know

**This box is shown in preview only.**

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound identification "
-)

31) How much did it cost your company to complete Lead Compound Identification for your lead

- Less than € 100,000
 € 100,001 - € 250,000
 € 250,001 - € 500,000
 € 500,001 - € 999,999
 More than € 1,000,000
 Other
 I don't know

**This box is shown in preview only.**

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound identification "
-)

32) Compared to your company expectations at the beginning of Lead Compound Identification,

- 1 - Much less than expected
 2 - Slightly less than expected

- 3 - As much as expected
 4 - Slightly more than expected
 5 - Much more than expected
 Other
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound optimization "
-)

33) How long did it take your company to complete Lead Compound Optimization for your lead a

- Less than 6 months
 6 months - 1 year
 1 year - 2 years
 2 - 4 years
 5 years or more
 Other
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound optimization "
-)

34) Compared to your company expectations at the beginning of Lead Compound Optimization, t

- 1 - Much shorter than expected
 2 - Slightly shorter than expected
 3 - As long as expected
 4 - Slightly longer than expected
 5 - Much longer than expected
 Other
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound optimization "
-)

35) How much did it cost your company to complete Lead Compound Optimization for your lead i

- Less than € 1 million
 € 1 million - € 5 million
 € 5 million - € 10 million
 € 10 million - € 15 million
 More than € 15 million
 Other

I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Lead compound optimization "
-)

36) Compared to your company expectations at the beginning of Lead Compound Optimization, t

- 1 - Much less than expected
- 2 - Slightly less than expected
- 3 - As much as expected
- 4 - Slightly more than expected
- 5 - Much more than expected
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Preclinical testing "
-)

37) How long did it take your company to complete Preclinical Testing for your lead antibacterial

- Less than 6 months
- 6 months – 1 year
- 1 year – 2 years
- 2 – 4 years
- 5 years or more
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Preclinical testing "
-)

38) Compared to your company expectations at the beginning of Preclinical Testing, the actual d

- 1 - Much shorter than expected
- 2 - Slightly shorter than expected
- 3 - As long as expected
- 4 - Slightly longer than expected
- 5 - Much longer than expected
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Preclinical testing "
-)

39) How much did it cost your company to complete Preclinical Testing for your lead antibacteri

- Less than € 1 million
- € 1 million - € 5 million
- € 5 million - € 10 million
- € 10 million - € 15 million
- More than € 15 million
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Preclinical testing "
-)

40) Compared to your company expectations at the beginning of Preclinical Testing, the actual c

- 1 - Much less than expected
- 2 - Slightly less than expected
- 3 - As much as expected
- 4 - Slightly more than expected
- 5 - Much more than expected
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase I"
-)

41) How long did it take your company to complete Clinical Trials Phase I for your lead antibacte

- Less than 6 months
- 6 months - 1 year
- 1 year - 2 years
- 2 - 4 years
- 5 years or more
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase I"
-)

42) Compared to your company expectations at the beginning of Clinical Trials Phase I, the actu

- 1 - Much shorter than expected
 2 - Slightly shorter than expected
 3 - As long as expected
 4 - Slightly longer than expected
 5 - Much longer than expected
 Other
 I don't know



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The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase I"
-)

43) How much did it cost your company to complete Clinical Trials Phase I for your lead antibact

- Less than € 1 million
 € 1 million - € 5 million
 € 5 million - € 10 million
 € 10 million - € 15 million
 More than € 15 million
 Other
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase I"
-)

44) Compared to your company expectations at the beginning of Clinical Trials Phase I, the actu:

- 1 - Much less than expected
 2 - Slightly less than expected
 3 - As much as expected
 4 - Slightly more than expected
 5 - Much more than expected
 Other
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase II"
-)

45) How long did it take your company to complete Clinical Trials Phase II for your lead antibact

- Less than 6 months
 6 months - 1 year
 1 year - 2 years
 2 - 4 years

- 5 years or more
 Other
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase II"
-)

46) Compared to your company expectations at the beginning of Clinical Trials Phase II, the act

- 1 - Much shorter than expected
 2 - Slightly shorter than expected
 3 - As long as expected
 4 - Slightly longer than expected
 5 - Much longer than expected
 Other
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase II"
-)

47) How much did it cost your company to complete Clinical Trials Phase II for your lead antibac

- Less than € 1 million
 € 1 million - € 5 million
 € 5 million - € 10 million
 € 10 million - € 20 million
 More than € 20 million
 Other
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase II"
-)

48) Compared to your company expectations at the beginning of Clinical Trials Phase II, the act

- 1 - Much less than expected
 2 - Slightly less than expected
 3 - As much as expected
 4 - Slightly more than expected
 5 - Much more than expected
 Other
 I don't know

**This box is shown in preview only.**

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase III"
-)

49) How long did it take your company to complete Clinical Trials Phase III for your lead antibac

- Less than 6 months
- 6 months – 1 year
- 1 year – 2 years
- 2 – 4 years
- 5 years or more
- Other
- I don't know

**This box is shown in preview only.**

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase III"
-)

50) Compared to your company expectations at the beginning of Clinical Trials Phase III, the act

- 1 - Much shorter than expected
- 2 - Slightly shorter than expected
- 3 - As long as expected
- 4 - Slightly longer than expected
- 5 - Much longer than expected
- Other
- I don't know

**This box is shown in preview only.**

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase III"
-)

51) How much did it cost your company to complete Clinical Trials Phase III for your lead antiba

- Less than € 10 million
- € 10 million - € 25 million
- € 25 million - € 50 million
- € 50 million - € 100 million
- More than € 100 million
- Other
- I don't know

**This box is shown in preview only.**

The following criteria must be fulfilled for this question to be shown:

- (

- If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Clinical trials Phase III"

•)

52) Compared to your company expectations at the beginning of Clinical Trials Phase III, the act

- 1 - Much less than expected
- 2 - Slightly less than expected
- 3 - As much as expected
- 4 - Slightly more than expected
- 5 - Much more than expected
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Regulatory approval"

•)

53) How long did it take your company to complete Regulatory Approval for your lead antibacter

- Less than 6 months
- 6 months – 1 year
- 1 year – 2 years
- 2 – 4 years
- 5 years or more
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Regulatory approval"

•)

54) Compared to your company expectations at the beginning of Regulatory Approval, the actual

- 1 - Much shorter than expected
- 2 - Slightly shorter than expected
- 3 - As long as expected
- 4 - Slightly longer than expected
- 5 - Much longer than expected
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Regulatory approval"

•)

55) How much did it cost your company to complete Regulatory Approval for your lead antibacte

- Less than € 1 million
 € 1 million - € 2 million
 € 2 million - € 3 million
 € 3 million - € 4 million
 More than € 4 million
 Other
 I don't know

**This box is shown in preview only.**

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Which stages has your company ALREADY completed for its lead antibacterial project? Please check all that apply." equals "Regulatory approval"
-)

56) Compared to your company expectations at the beginning of Regulatory Approval, the actual

- 1 - Much less than expected
 2 - Slightly less than expected
 3 - As much as expected
 4 - Slightly more than expected
 5 - Much more than expected
 Other
 I don't know

**57) * What stage is your company currently in for your lead antibacterial project?**

- Lead compound identification
 Lead compound optimization
 Preclinical testing
 Clinical trials Phase I
 Clinical trials Phase II
 Clinical trials Phase III
 Regulatory approval
 Other
 I don't know

**This box is shown in preview only.**

The following criteria must be fulfilled for this question to be shown:

- (
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Lead compound identification "
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Preclinical testing "
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Lead compound optimization "
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Regulatory approval"
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Clinical trials Phase II"
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Clinical trials Phase III"
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Clinical trials Phase I"
-)

58) How long do you expect this stage will take to complete from start to finish?

- Less than 6 months
- 6 months – 1 year
- 1 year – 2 years
- 2 – 4 years
- More than 5 years
- Other
- I don't know

**This box is shown in preview only.**

The following criteria must be fulfilled for this question to be shown:

- (
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Lead compound optimization "
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Lead compound identification "
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Preclinical testing "
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Regulatory approval"
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Clinical trials Phase II"
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Clinical trials Phase III"
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Clinical trials Phase I"
-)

59) How much do you expect this stage will cost to complete from start to finish?

- Less than € 1 million
- € 1 million - € 5 million
- € 5 million - € 10 million
- € 10 million - € 20 million
- More than € 20 million
- Other
- I don't know

**This box is shown in preview only.**

The following criteria must be fulfilled for this question to be shown:

- (
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Lead compound identification "
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Lead compound optimization "
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Clinical trials Phase III"
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Clinical trials Phase I"
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Clinical trials Phase II"
 - or
 - If "What stage is your company currently in for your lead antibacterial project?" equals "Preclinical testing "
-)

60) What do you believe is the success rate that your company will transition to the next phase?

- 0 - 25 %
- 26 - 50 %

- 51 - 75 %
 More than 75 %
 Other
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "What do you believe is the success rate that your company will transition to the next phase? " equals "26 - 50 %"
 - or
 - If "What do you believe is the success rate that your company will transition to the next phase? " equals "0 - 25 %"
 - or
 - If "What do you believe is the success rate that your company will transition to the next phase? " equals "More than 75 %"
 - or
 - If "What do you believe is the success rate that your company will transition to the next phase? " equals "51 - 75 %"
-)

61) What is the basis for this success rate? Please check all that apply.

- Previous experience
 Industry standard for our current phase
 Company standard for our current phase
 Analogs from other companies
 Other
 I don't know



62) How much do you expect the NEXT stage of development will cost to complete from start to

- Less than € 1 million
 € 1 million - € 5 million
 € 5 million - € 10 million
 € 10 million - € 20 million
 More than € 20 million
 Other
 I don't know



63) How much total external financing has your company received to date?

- Less than € 500,000
 € 500,000 - € 1 million
 € 1 million - € 5 million
 € 5 million - € 20 million
 € 20 million - € 50 million
 More than € 50 million
 Other
 I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "How much total external financing has your company received to date? " equals "Less than € 500,000"
 - or
 - If "How much total external financing has your company received to date? " equals "€ 500,000 - € 1 million"
 - or

- If "How much total external financing has your company received to date? " equals "More than € 50 million"
 - or
 - If "How much total external financing has your company received to date? " equals "€ 5 million - € 20 million"
 - or
 - If "How much total external financing has your company received to date? " equals "€ 20 million - € 50 million"
 - or
 - If "How much total external financing has your company received to date? " equals "€ 1 million - € 5 million"
-)

64) Can you please specify how much your company has received in the form of GRANTS?

- Less than € 500,000
- € 500,000 - € 1 million
- € 1 million - € 5 million
- € 5 million - € 20 million
- € 20 million - € 50 million
- More than € 50 million
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "How much total external financing has your company received to date? " equals "Less than € 500,000"
 - or
 - If "How much total external financing has your company received to date? " equals "€ 500,000 - € 1 million"
 - or
 - If "How much total external financing has your company received to date? " equals "More than € 50 million"
 - or
 - If "How much total external financing has your company received to date? " equals "€ 5 million - € 20 million"
 - or
 - If "How much total external financing has your company received to date? " equals "€ 20 million - € 50 million"
 - or
 - If "How much total external financing has your company received to date? " equals "€ 1 million - € 5 million"
-)

65) Can you please specify how much your company has received in the form of LOANS?

- Less than € 500,000
- € 500,000 - € 1 million
- € 1 million - € 5 million
- € 5 million - € 20 million
- € 20 million - € 50 million
- More than € 50 million
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "How much total external financing has your company received to date? " equals "Less than € 500,000"
 - or
 - If "How much total external financing has your company received to date? " equals "€ 500,000 - € 1 million"
 - or
 - If "How much total external financing has your company received to date? " equals "More than € 50 million"
 - or
 - If "How much total external financing has your company received to date? " equals "€ 5 million - € 20 million"
 - or

- If "How much total external financing has your company received to date? " equals "€ 20 million - € 50 million"
 - or
 - If "How much total external financing has your company received to date? " equals "€ 1 million - € 5 million"
-)

66) Can you please specify how much your company has received in the form of EQUITY-DILUTIO

- Less than € 500,000
- € 500,000 - € 1 million
- € 1 million - € 5 million
- € 5 million - € 20 million
- € 20 million - € 50 million
- More than € 50 million
- Other
- I don't know



67) What share of equity is still retained today by the company's founders?

- 0 - 25 %
- 26 - 50 %
- 51 - 75 %
- 76 - 99 %
- All equity is still retained by the company's founders.
- Other
- I don't know



68) How long will your current financing support the activities of the company?

- 1 to 6 months
- 7 months to 1 year
- 1 to 3 years
- More than 3 years
- Other
- I don't know



69) Does your company have a specific Net Present Value (NPV) target?

- Yes
- No
- Other
- I don't know



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Does your company have a specific Net Present Value (NPV) target? " equals "Yes"
-)

70) What is your company's target for NPV?



This box is shown in preview only.

The following criteria must be fulfilled for this question to be shown:

- (
 - If "Does your company have a specific Net Present Value (NPV) target? " equals "No"
-)

71) What are your company's reasons for not using a NPV target?



72) How important have the following performance metrics been in securing financing for your c

	1 - Totally unimportant	2 - Somewhat unimportant	3 - Neutral	4 - Somewhat important	5 - Extremely important	I don't know
Profitability (NPV, ROI or other similar indicators)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Time to exit (either IPO or acquisition)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Time to regulatory approval	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



73) Which exit strategies are your company's owners most strongly pursuing? Please check all t

- Exit by IPO
- Exit by acquisition
- Exit by out-licensing
- No exit strategy - We plan to commercialize our products.
- Other
- I don't know



74) How important are collaborations with the following partners for your company?

	1 - Totally unimportant	2 - Somewhat unimportant	3 - Neutral	4 - Somewhat important	5 - Extremely important	I don't know
Academic labs or research institutes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Incubators	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Contract Research Organizations (CROs)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Large, multinational pharmaceutical companies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Diagnostic companies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hospitals and clinical centers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



75) Has your company ever collaborated with any of the following partners? Please check all that apply

- Academic labs or research institutes
- Incubators
- Contract Research Organizations (CROs)
- Large, multinational pharmaceutical companies
- Diagnostic companies
- Hospitals and clinical centers
- Other
- I don't know

**76) Which of the following incentives would most assist your company in developing new antibiotics?**

- A stronger pipeline of antibiotic candidates coming from academia/research institutes
- Significant new grant funding from governments, foundations or patient advocacy groups
- Value-based pricing for antibiotics and antibiotic alternatives
- Direct grants for pre-clinical and clinical development from Private-Public Partnerships (PPPs), such as BARDA
- Tax credits for 50% of clinical development costs (fully refundable)
- Advance market commitments (AMCs) that guarantee a market for a specified product
- Faster approvals by EMA/FDA
- Dramatically lower costs of clinical development
- Significant financial prizes upon registration or for specific milestones
- Significantly improved reimbursement for new, powerful antibiotics
- Post-approval payments to recoup the costs of global registration and establishing a manufacturing base
- 5 years of additional exclusivity after patent expiration (i.e., years 21-25)
- Patent tolling (extending the patent life to compensate for periods held off the market until resistance to other products develops)
- Other
- I don't know

**77) Is there anything else that you would like to tell us?**