Press Coverage | August 25, 2026

The Buyers' Wishlist: What Makes a Life Sciences Deal Stack Up?

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Douglas G. Gray

Douglas G. Gray, a partner in Troutman Pepper Locke's Health Care + Life Sciences Practice Group, was quoted in the August 25, 2026, *Life Sciences IP Review* article, "The Buyers' Wishlist: What Makes a Life Sciences Deal Stack Up?"

> Buyers also look at the wider market. Douglas Gray, partner at Troutman Pepper Locke, says this includes whether other biotechs have similar patent-protected molecules or compounds.
>
> "If the market opportunity is large enough, a more narrow patent may not necessarily discourage a buyer, but could reduce the purchase price significantly," he says, pointing to the weight-loss market as an example.

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