Leveraging Advanced Partnering Data

September 24, 2024

Inpart Summit
User Group Meeting

Echo Zhang
VP Product Strategy | **Inpart**

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The most important thing about data is that it is:

A Accurate

B Organized

C Integrated

D Actionable

E **All of the above**

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Inpart Deal

Search & evaluation
Finding the right partners faster

Business development
Managing opportunities

Alliance management
Driving alliances towards success

Due diligence
Leveraging compliance best practices

Centralized data & intelligent integrations

Databases: Evaluate Pharma, Inpart Data
Everyday tools: Power BI, Microsoft Outlook
Events: BIO Connector, partnering conferences

Real-time collaborations & reporting

Improve team engagement and alignment
Overview on partnering efforts and pipeline

Data integrity & compliance

Safety and compliance built into workflows

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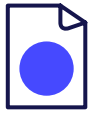
Having good data is challenging – pain points

Entering data is hard and the volume is high

Keeping data from multiple sources up to date is time-consuming

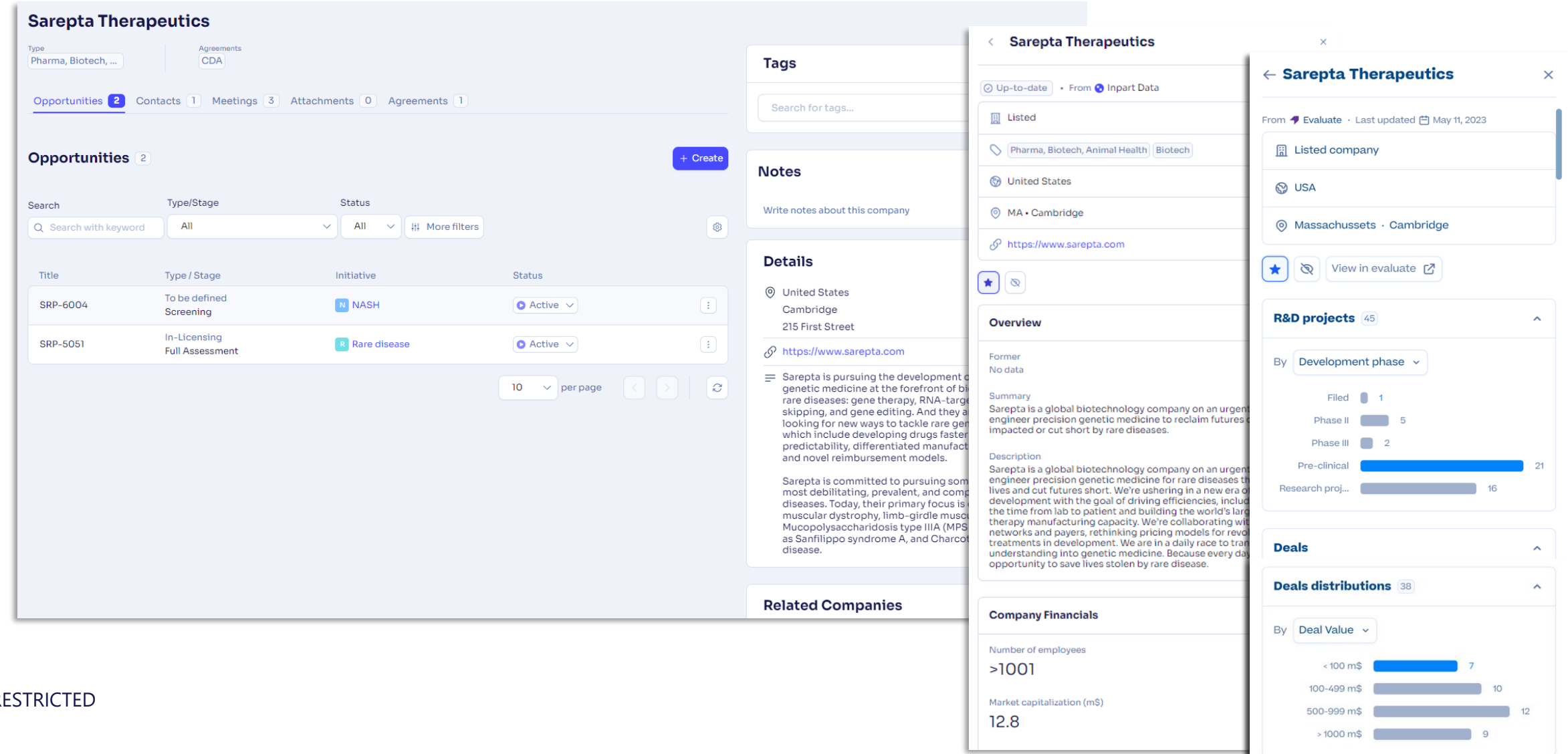
Difficult to democratize data



Challenging to pull reports

Find relevant internal and external data

Instantly find internal and external data on a company for a 360-view



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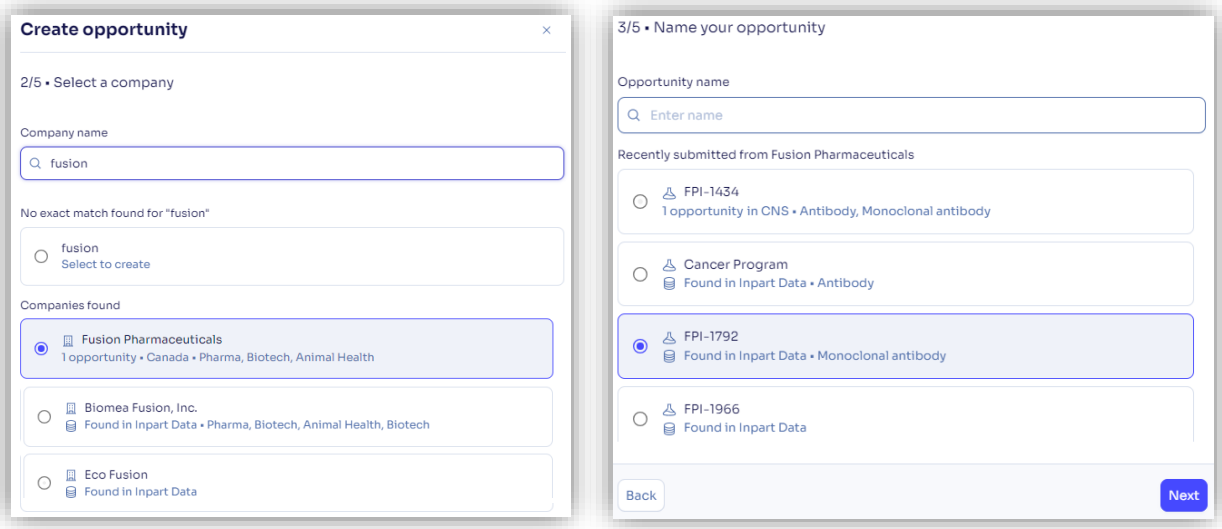
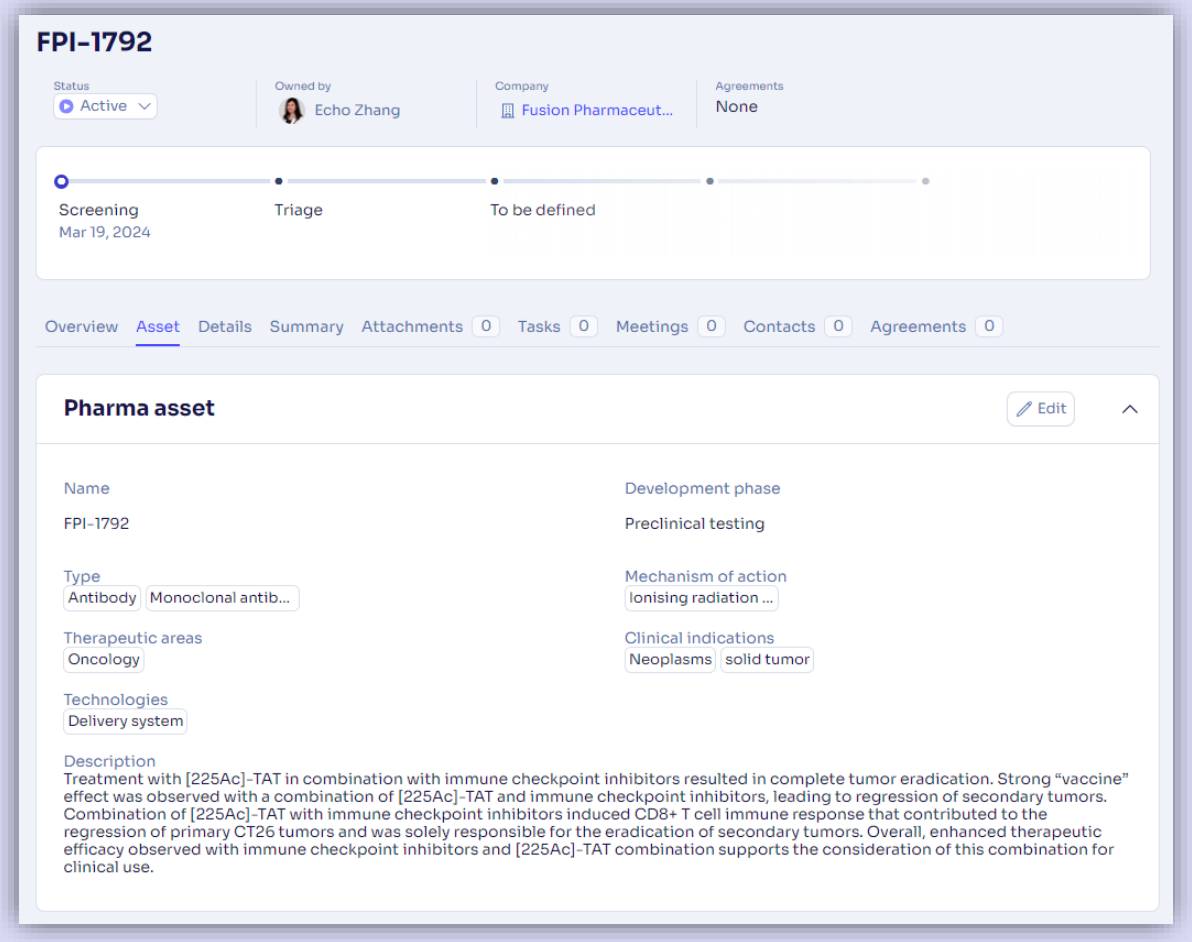
Reduce manual data entry

Simplify opportunity creation by choosing company and asset profiles to use directly from Inpart's curated database





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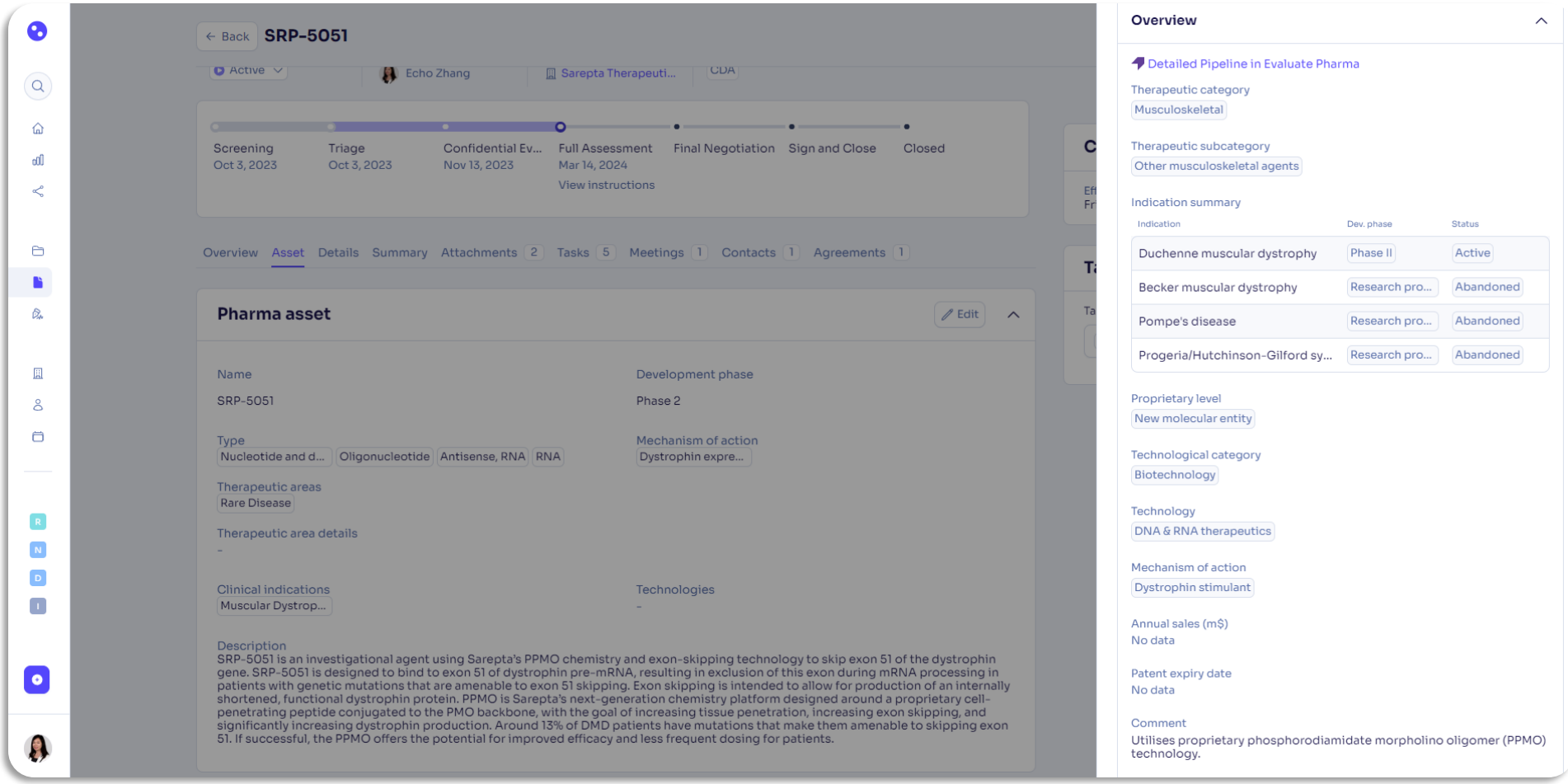
Evaluate your opportunities

Leverage external data to facilitate evaluations of your opportunities



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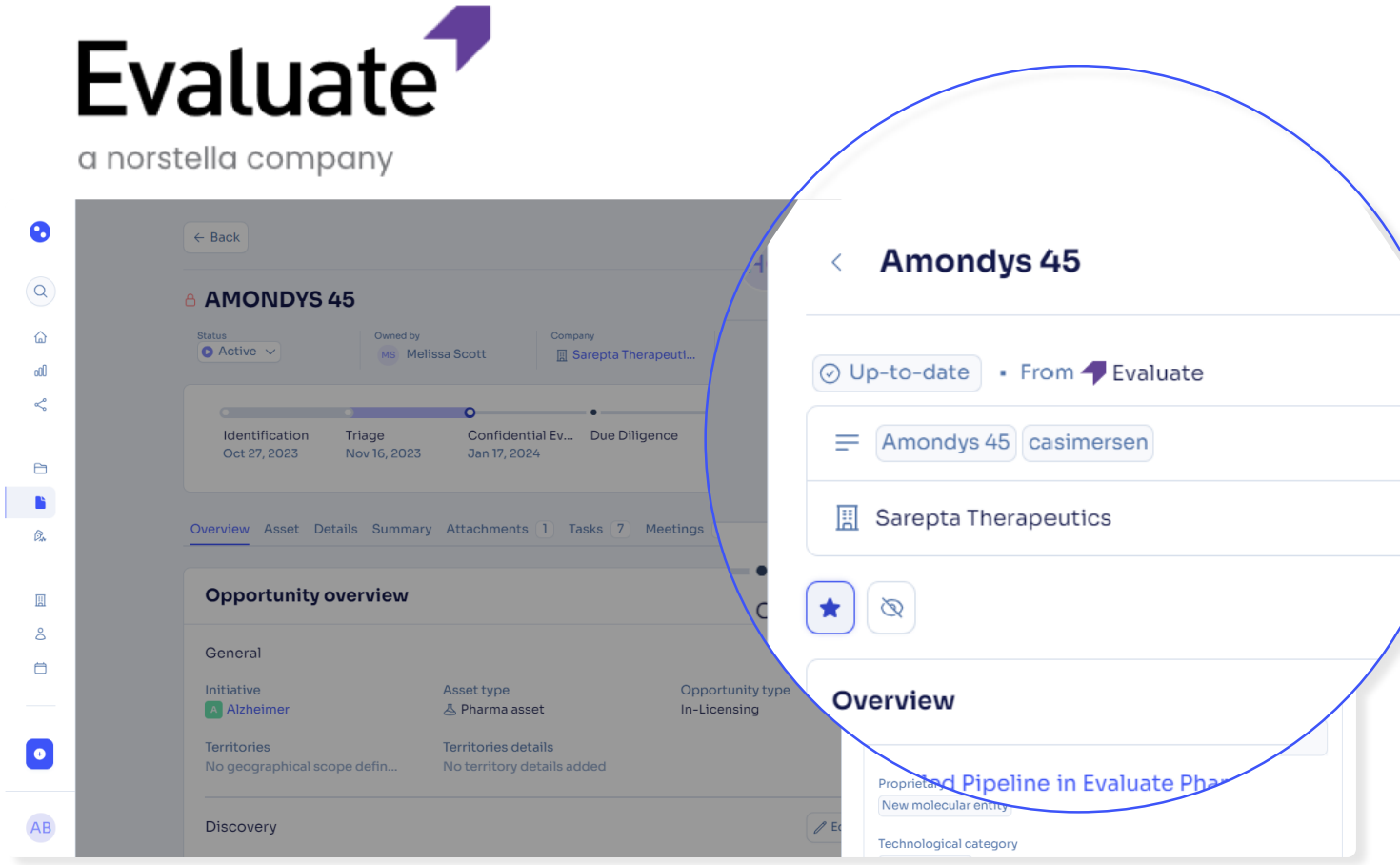
Evaluate your opportunities with Evaluate Pharma

Inpart's algorithms automatically match your opportunities in Inpart Deal to profiles in Evaluate Pharma, providing in-depth data on companies and assets and the context you need to make the right decisions faster

- Empower your teams to make data-driven decisions
- Save time by aggregating your partnering information with external data
- Access up-to-date data directly from the linked opportunities



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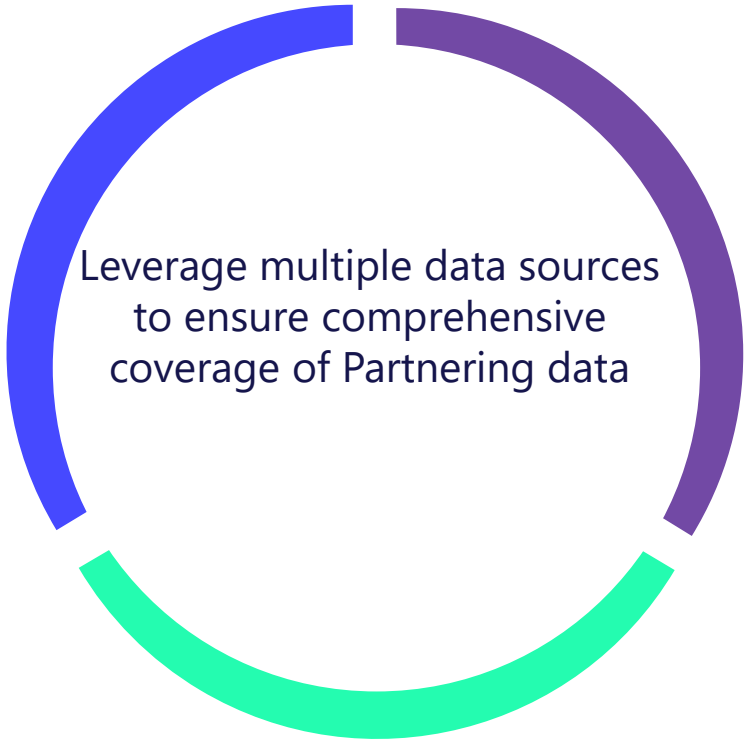
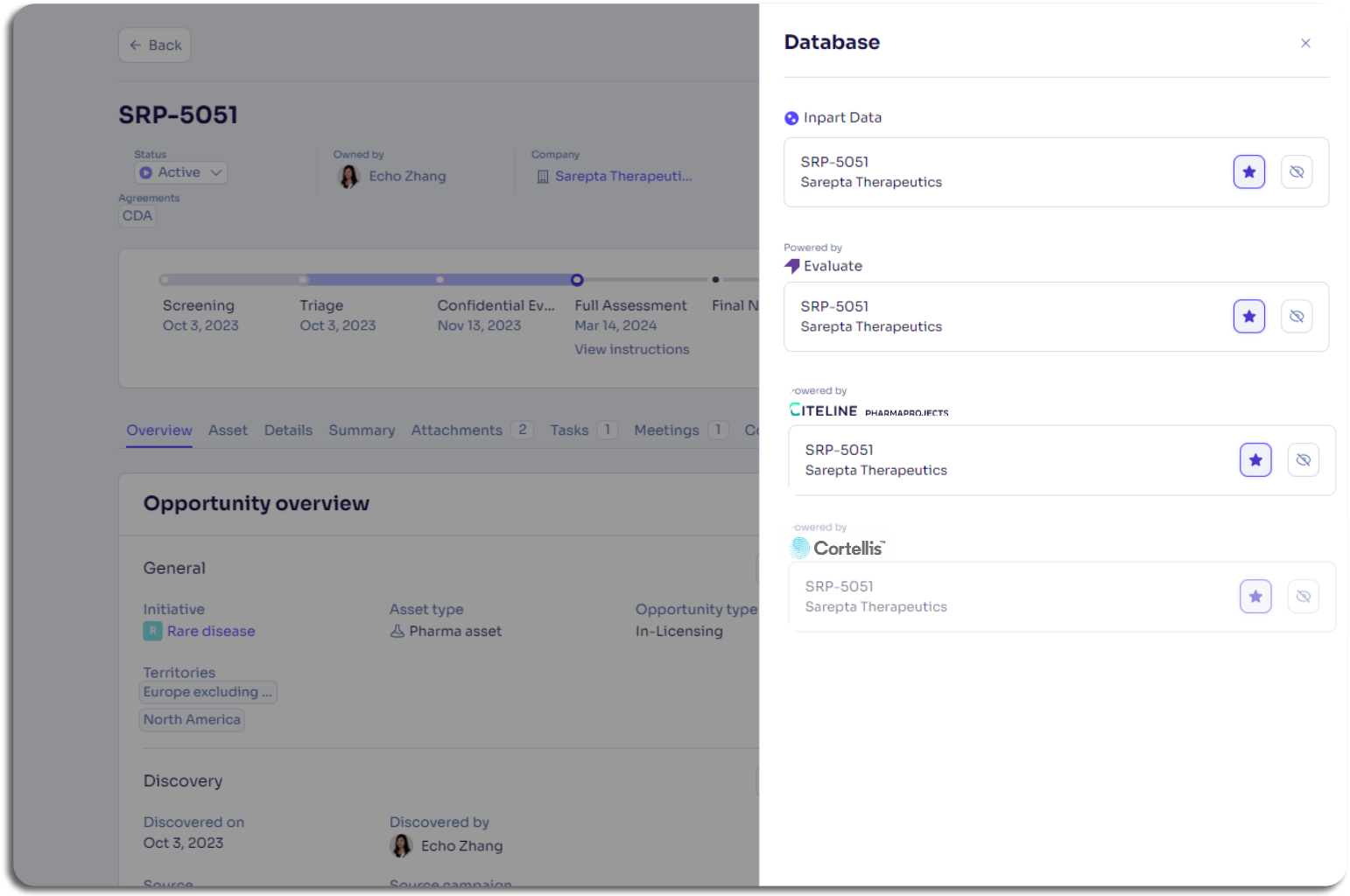
...Coming soon 💫

More data sources for deeper evaluation





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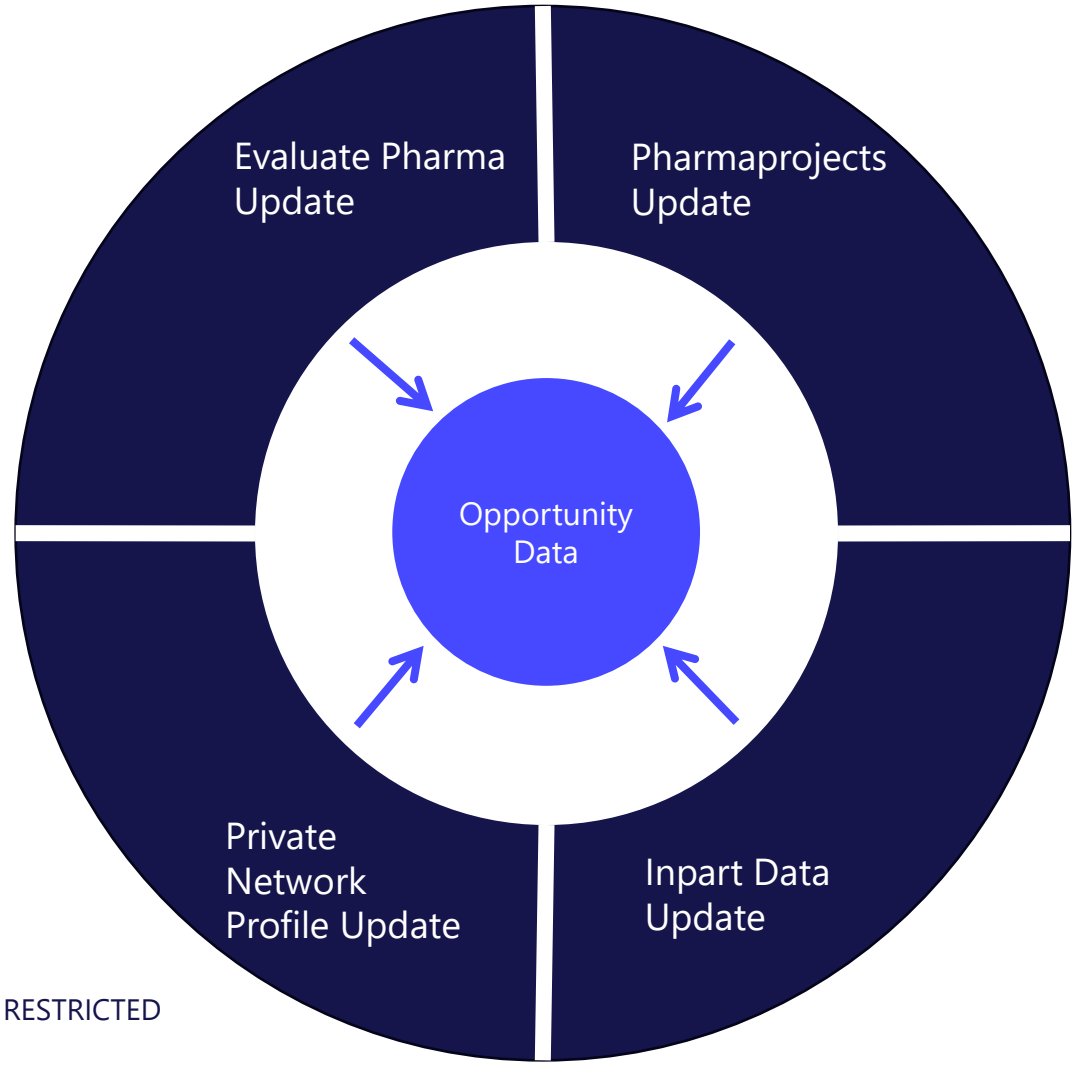
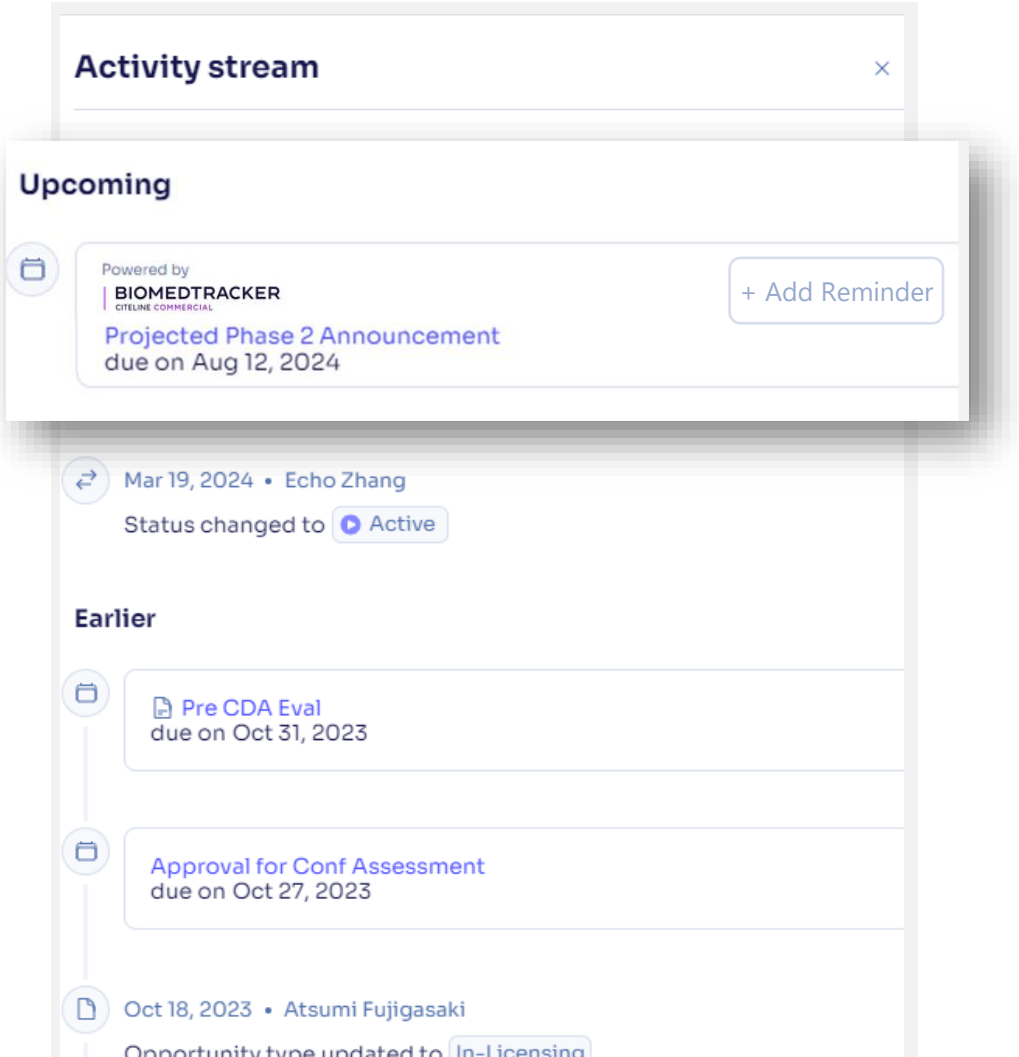
Updating Data

Ensure that your data is up to date through our multiple data integrations and proactively engage with nurtured companies





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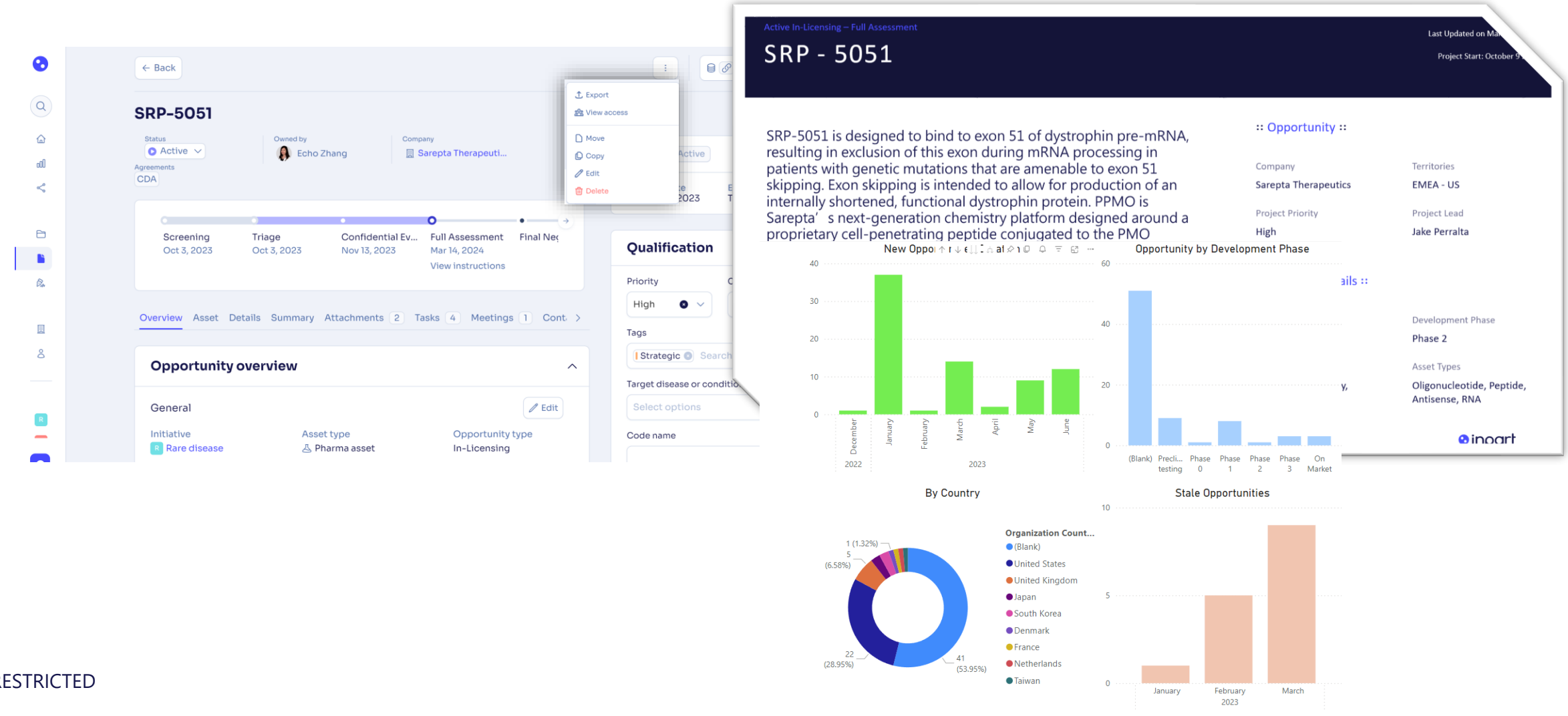
Reporting Automation

Generate presentation-ready reports from guaranteed high quality data to help take data-driven decisions



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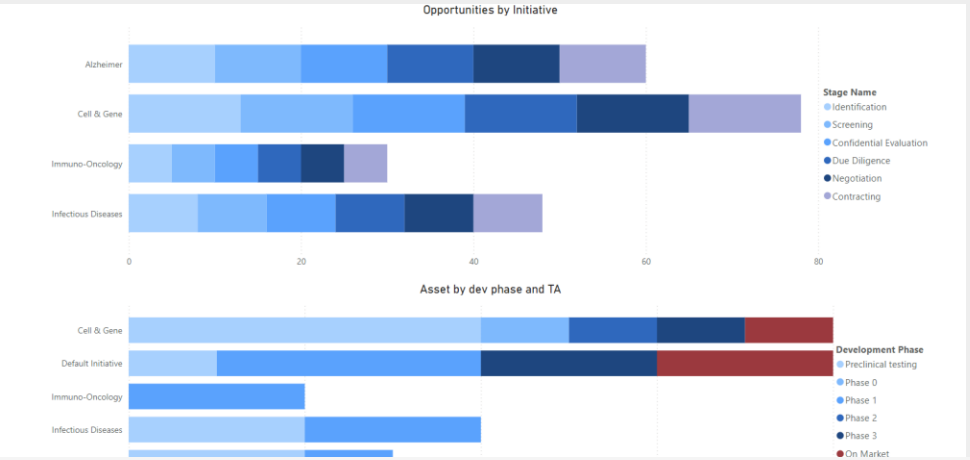

Initiative		Preclinical testing
Alzheimer	10	
Cell & Gene	5	4
COVID-19 Research Collaborations	1	
Immuno-Oncology	3	
Infectious Diseases	4	2
Melanoma	4	2
Respiratory Syncytial Virus	2	
Total	**29**	**8**

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Inpart Summit
User Group Meeting

Sofia Petta MSc
Consultant, Citeline | **Evaluate**

Introduction and Agenda

Sofia Petta MSc

Consultant, Citeline | Evaluate Portfolio Strategy

Advisory Group

One team, one answer

- **Mapping as a service**
- **Norstella and InPart partnership**

Driving objective decision making in BD&L

- **In licensing asset search & screen**
- **Out licensing partner identification**

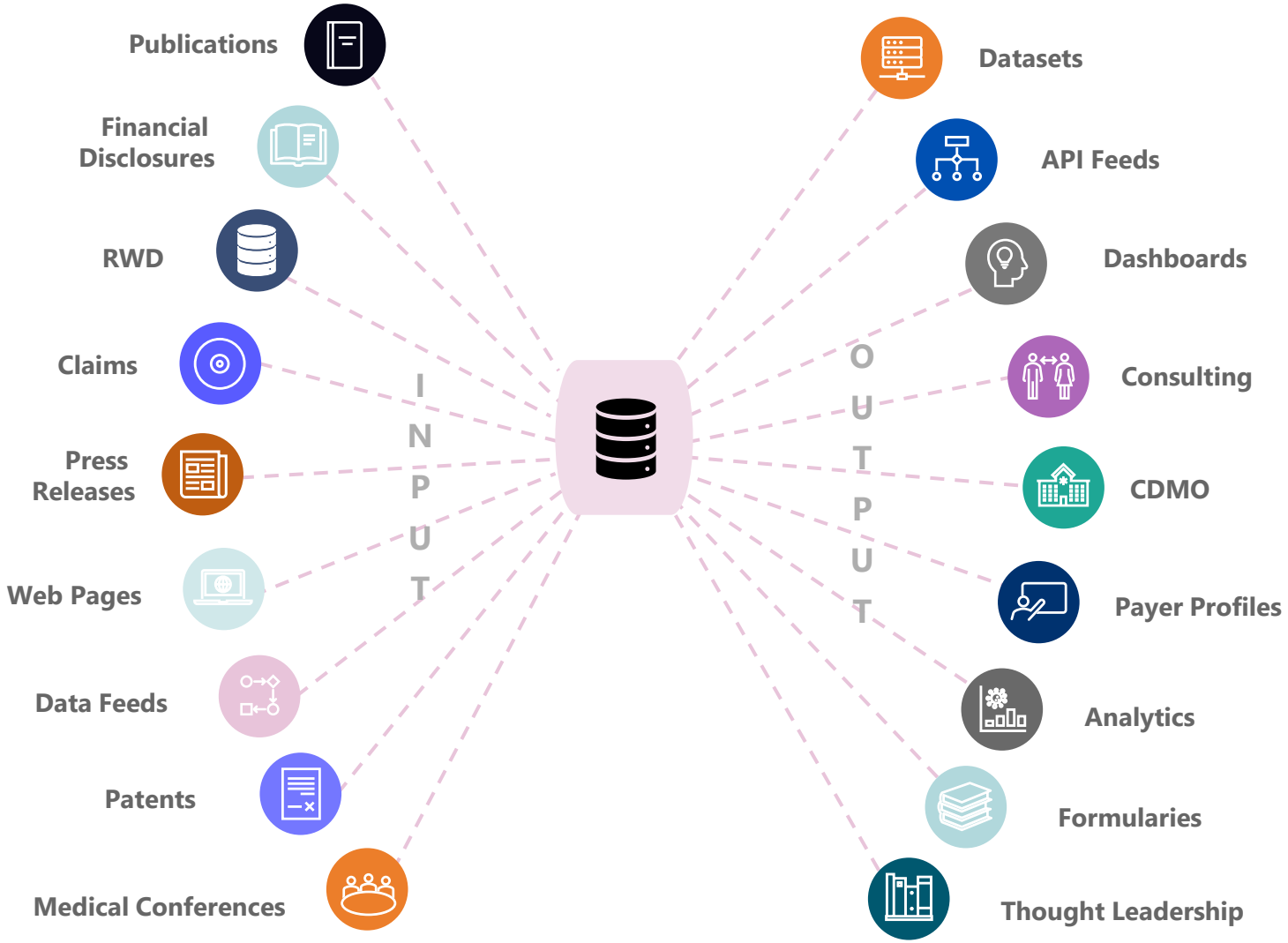
One Team, One Answer

Data that is:

Market-leading in **scope**, **timeliness** & **quality**

Mapped, mastered and **single-sourced**

Available via Snowflake for 3rd party integration



Leverage data from a trusted partner

Norstella Mastered Data

TRIALTROVE
CITELINE CLINICAL

Evaluate Pharma

Evaluate Omnium

BIOMEDTRACKER
CITELINE COMMERCIAL

PHARMAPROJECTS
CITELINE CLINICAL

210k+ Drugs
562k+ Trials
2.7M+ News Events
660k+ Investigators
1M+ Drug/regulatory Events
640k+ Articles
2k+ Formularies
8k+ Drug Forecasts

Delivered via Snowflake

Secure Data Sharing enables the Inpart solutions to seamlessly access the Norstella data universe ensuring the timely delivery of data updates to downstream solutions

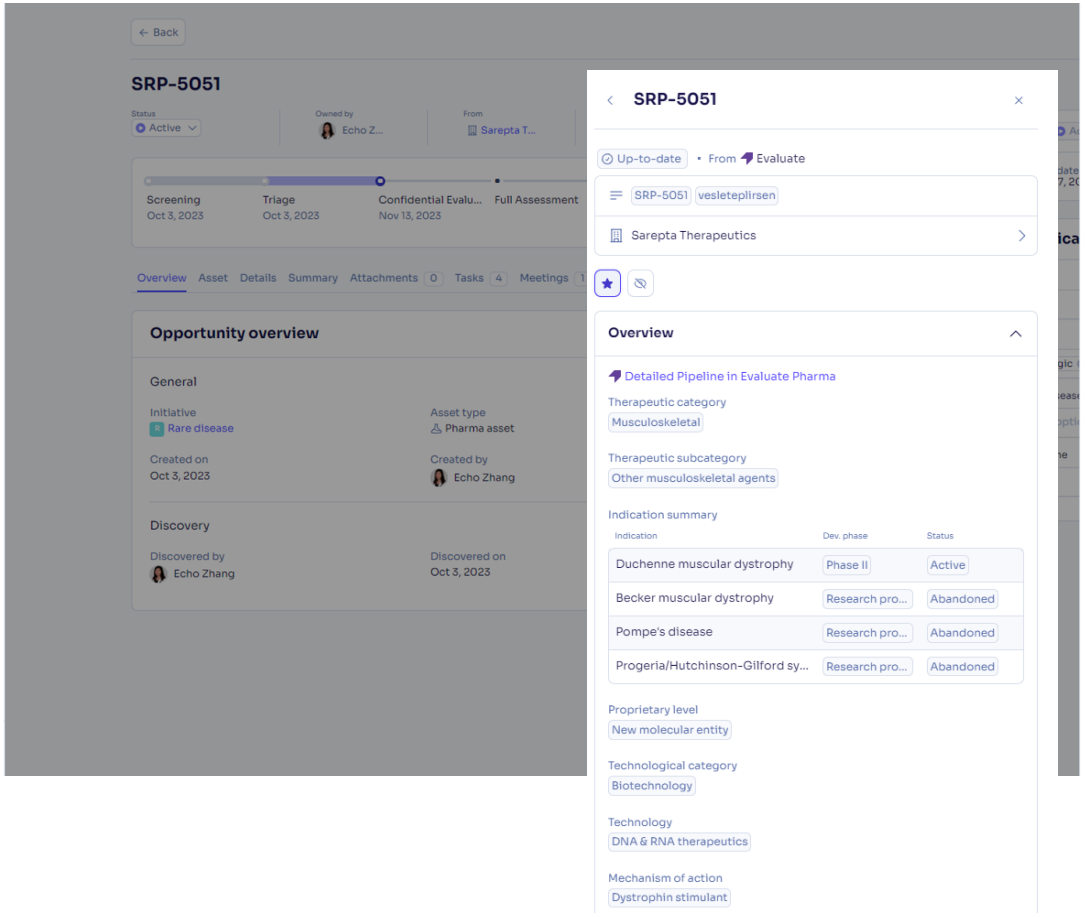
Inpart Integration

Inpart serves Norstella data throughout customer workflows to facilitate data-entry, updates and decision-making

Evaluate data informs insights on Inpart Extended Asset Profiles

Assessing Opportunity Risk | Product Overview & Profile

Product | Indication level (Inpart)



Product Overview | Profile (Evaluate)

Product

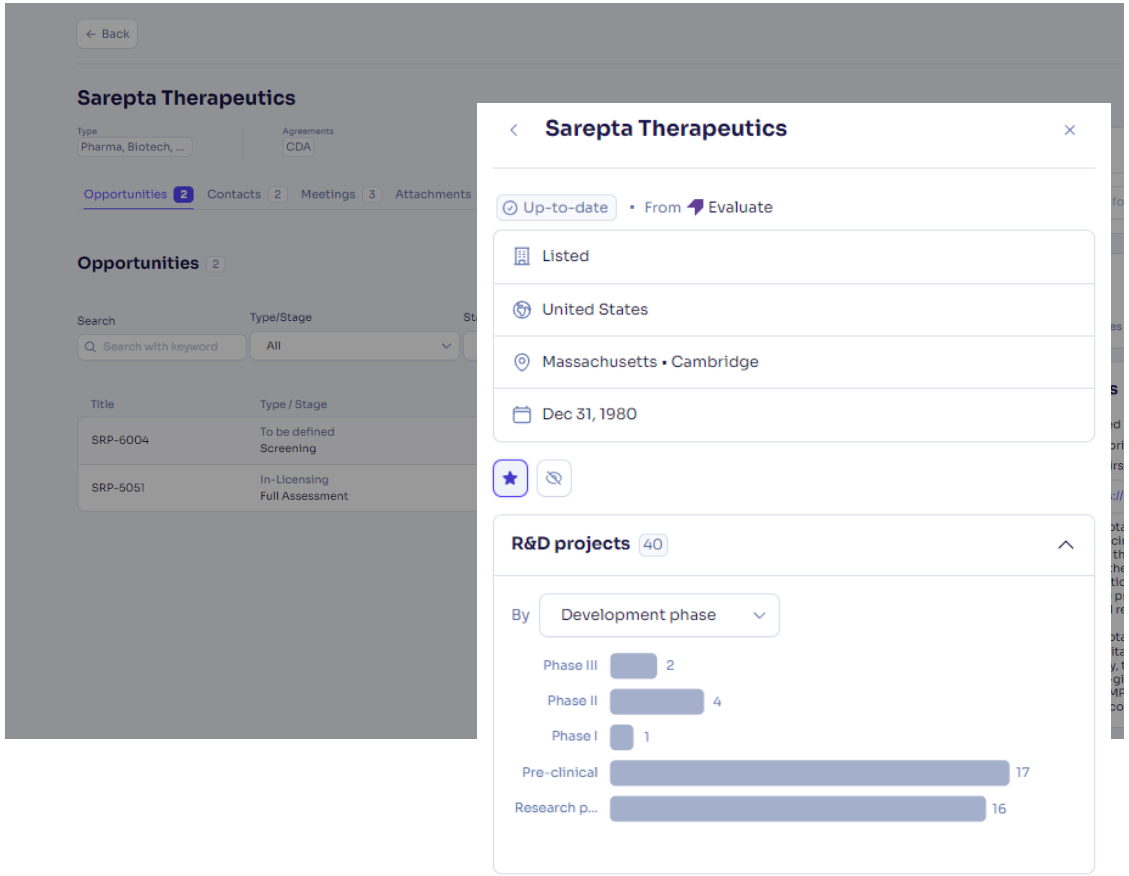
SRP-5051 : Product Overview | Product Profile

All Financial Data in US $ (mln)	
Product	SRP-5051
Company	Sarepta Therapeutics
WW Product Profile	SRP-5051 (vesleteplirsen) is an Exon 51 skipping antisense in R&D (Phase II) by Sarepta Therapeutics. In 2030, WW consensus sales are forecast to reach $175.5 million. Sales of SRP-5051 will account for 0.7% of WW sales for products in EphMRA code M5X (All Other Musculoskeletal Products) in 2030. This product is due to launch WW in Dec 2025. In 2030 it will account for 4.6% of Sarepta Therapeutics's sales. SRP-5051 is currently in R&D (Phase II) (WW Status) for: Duchenne muscular dystrophy [Phase II]; Becker muscular dystrophy [Abandoned - Research project]; Pompe's disease [Abandoned - Research project]; Progeria/Hutchinson-Gilford syndrome [Abandoned - Research project].
Strategy	Organic
Product Status	Active
WW Market Status (Current)	R&D
WW Phase (Current)	Phase II
Generic Name	vesleteplirsen
Other Brand Names	-
Research Codes	PPMO; SRP-5051
Technology	DNA & RNA therapeutics
Pharmacological Class	Exon 51 skipping antisense
Therapeutic Category	Musculoskeletal
Therapeutic Subcategory	Other musculoskeletal agents
EphMRA ATC Code Level 1	M (Musculo-Skeletal System)
EphMRA ATC Code Level 2	M5 (Other Drugs for Disorders of the Musculo-Skeletal System)
EphMRA ATC Code Level 3	M5X (All Other Musculoskeletal Products)
EphMRA ATC Code Level 4	M5X (All Other Musculoskeletal Products)
Biological/Chemical	Biological (BLA)
Therapy Type	Monotherapy
Company's Classification	RNA-targeted therapies PPMO
Originator	Sarepta Therapeutics
Licensee	-
Markets	WW
Routes of Admin.	Injection

Assessing Development Risk and Combining metrics

Identify risk and evaluate potential companies or assets in a company portfolio with a single view of the Company profile overview page

Inpart extended profile



Company Profile Overview (Evaluate)

Company

Sarepta Therapeutics : Company Overview | Summary

Company Profile

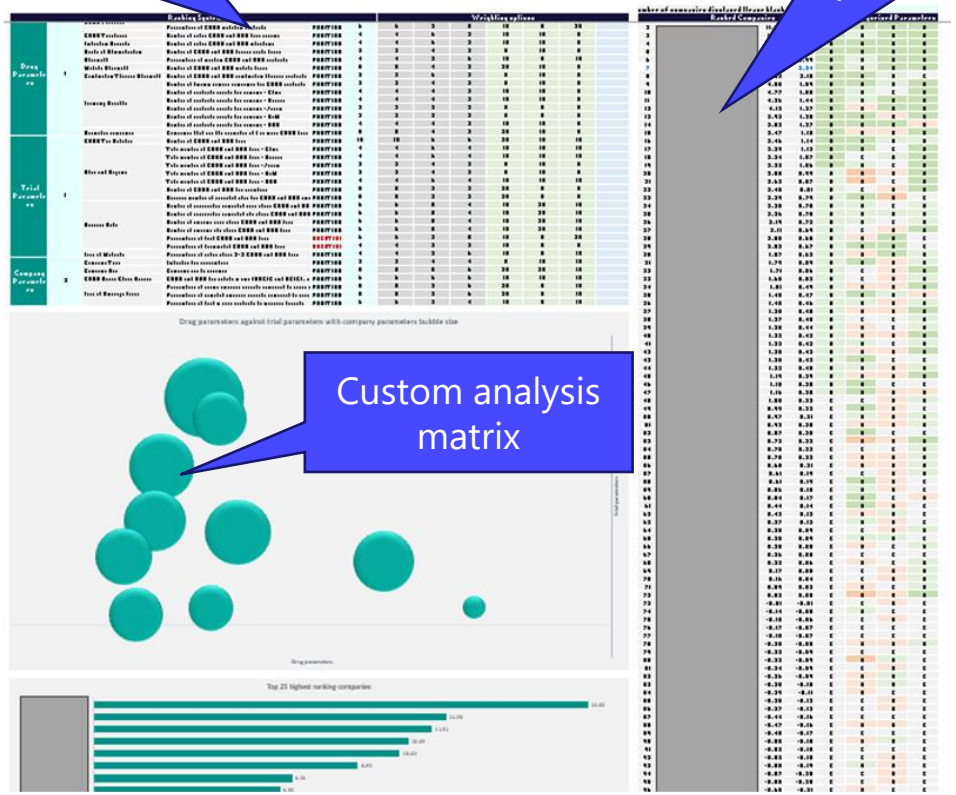
Company	Sarepta Therapeutics
Active or Inactive Company	Active
Listed or Private Company	Listed
Company Classification	Biotechnology
City	Cambridge
State/ Region	Massachusetts
Country	USA
Profile (cell note)	Profile
Evaluate subscriber coverage	Coverage of Sarepta Therapeutics (Active | Listed) includes: EvaluatePharma® product portfolio; clinical trials; historic financials; venture financing; consensus forecast model; news; company profile.
Marketed	4
Approved	-
R&D Project Count by Phase	Phase III: 2, Phase II: 4, Phase I: 1, Pre-clinical: 17, Research project: 16
R&D Project Count by Therapy Area	Cardiovascular: 1, Central Nervous System: 10, Immunomodulators: 1, Musculoskeletal: 27, Various: 1
R&D Project Count by Technology	Biotechnology: 40
Established Date	12/31/1980
IPO Date	6/3/1997
Ticker	SRPT
Exchange	NASDAQ
ISIN	US8036071004
Former Names	AntiVirals; AVI BioPharma
Acquirer Company	
Company Website	Website

Discovering the next blockbuster

Whether there is a need to support near term revenue generation in a major market or ensure early access to lock in on an innovative product, Norstella offer data driven asset search screen based on market leading commercial and clinical databases

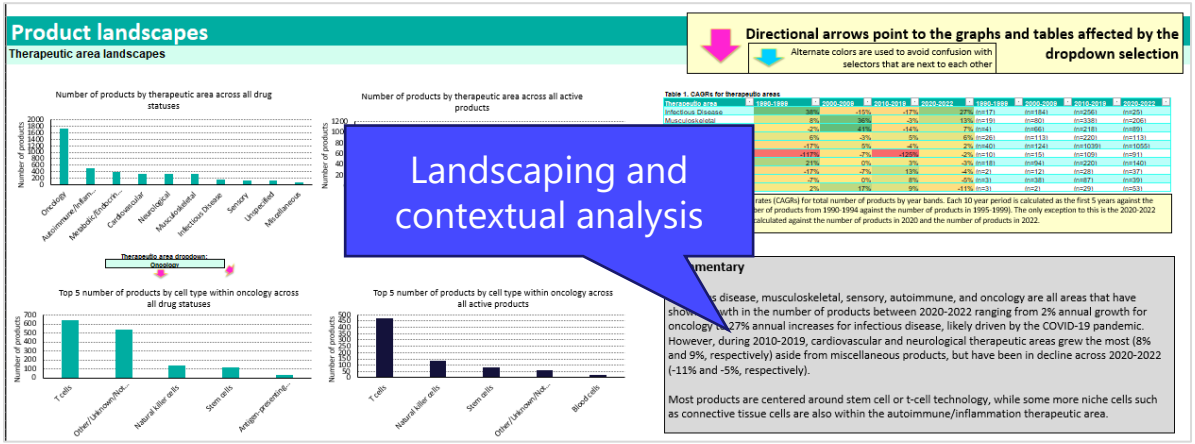
Dynamic weighted prioritization

Asset lists with objective, comparative scoring



Custom analysis matrix

Profiling and recommendations

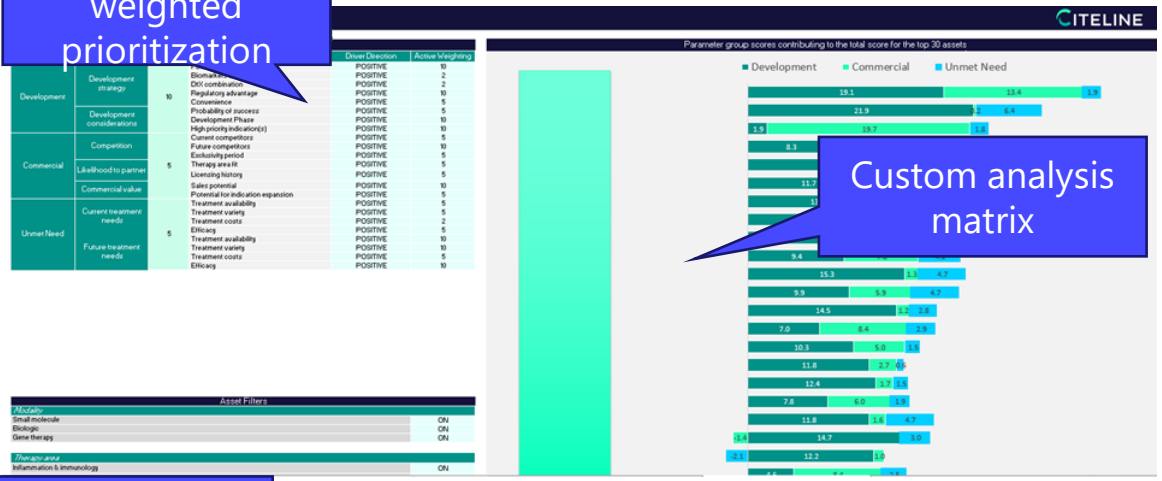


Landscaping and contextual analysis

Out licensing partner identification

The full suite of Norstella databases contribute to the selection and dynamic prioritization of potential licensee companies. Models are created to be open to changing priorities and scenarios for out-licensing

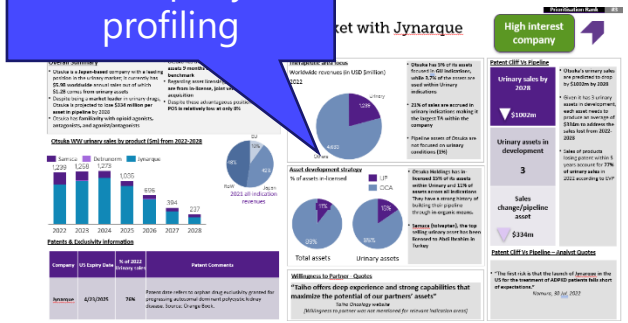
Dynamic weighted prioritization



Custom analysis matrix

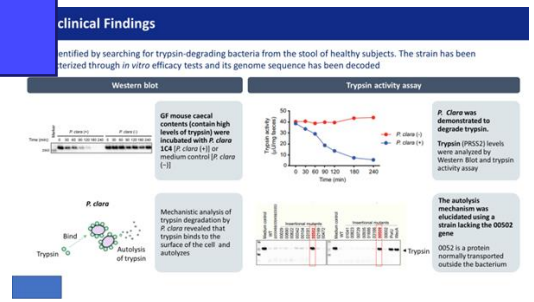
Pitch deck optimization

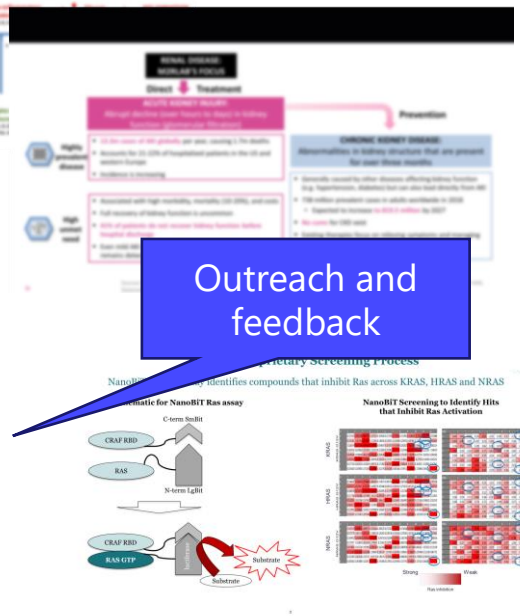
Company profiling



Objective analysis

Outreach and feedback





Takeaways and note on H2

It is more important than ever for dealmakers to have a roadmap for inorganic growth. Be prepared is our message

- Moving beyond these macro level trends, Norstella provides end to end BD&L support driven by mapped, mastered and singled sourced data
- These data feed quantitative asset and company level metrics enable rapid identification, accurate evaluation of target assets, potential licensing partners and much more
- Citeline | Evaluate consultants partner with clients to derive insights from the data and combine outcomes with real world experience to facilitate truly objective decision making

For questions, please contact:

Sofia Petta MSc

Consultant, Citeline | Evaluate

Portfolio Strategy Advisory Group

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