SCITARIS
BIOPHARMA STRATEGY

White Paper

SCIENCE-DRIVEN ASSET SEARCH & EVALUATION

1. OPTION SPACE GENERATION

In step one we derive licensing or M&A opportunities that fit your specific needs, by semi-automated filtering of over 76,000 drugs and/or 16,000 companies listed in our proprietary database. Based on your input, we customize SCITARIS Filters across various dimensions, including, for example, therapeutic area and modality, development status of key assets, or a company's geographic location and financial distress – **fundamentally we can filter by almost any non-subjective criteria.** This creates our option space to take forward.

2. OPTION SPACE RANKING

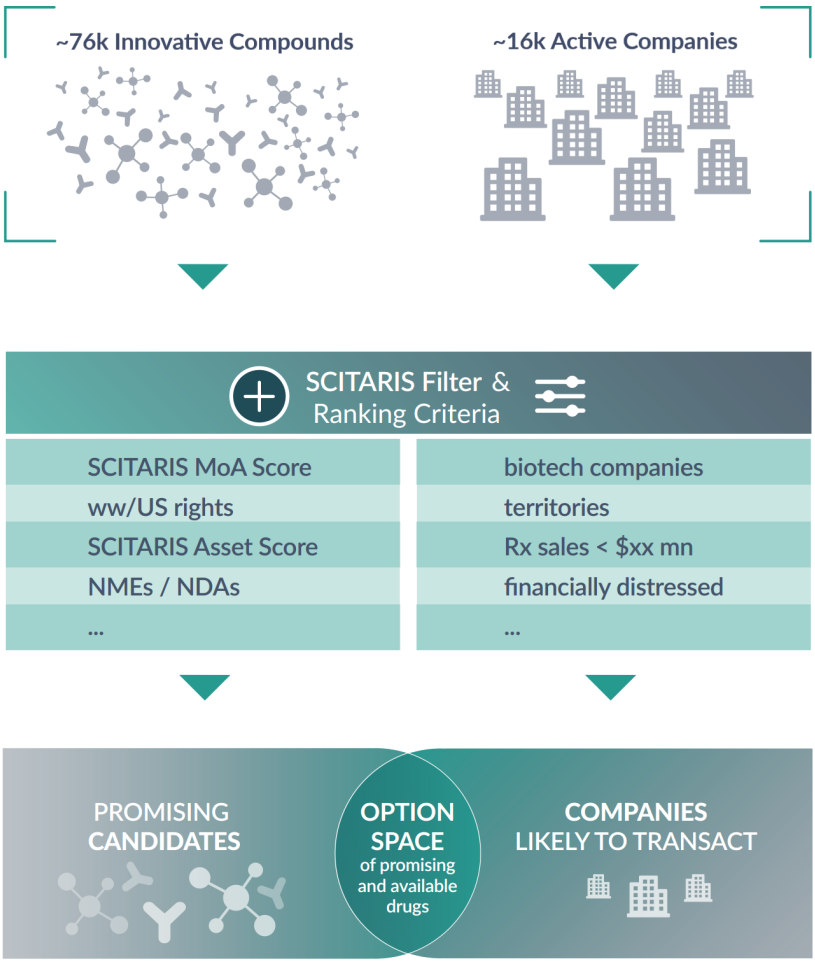
In step two we prioritise this option space along three dimensions; a) your firm's strategic focus (for example, by asset phase, geographical location or owning firms financial distress), b) our **proprietary target ranking algorithm** which is a science-driven approach that highlights the most interesting targets currently in development, and c) our **proprietary assets ranking algorithm** which garners small signals from a variety of sources across the industry to flag interesting

We identify the most attractive BD&L and/or M&A opportunities to fit your strategic goals

Illustrative Project Situation: A US biotech company experienced a series of unexpected setbacks in their pipeline. To mitigate this, they desired to in-license several assets to fill the gaps.

Approach: SCITARIS deployed our four-step **priority science-driven systematic asset search** methodology which utilizes custom algorithms to filter and prioritize 76k+ biopharma drugs in development world-wide, with the top-ranked candidates analyzed first at a high-level and then by comprehensive deep-dive review.

Outcome: The firm presented several candidates to their board and the decision was taken to in-license one. This led to a >15-fold increase in their share price over the next year.



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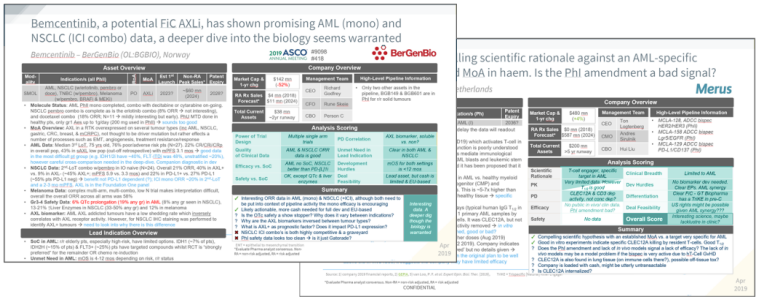
3. HIGH-LEVEL ANALYSIS

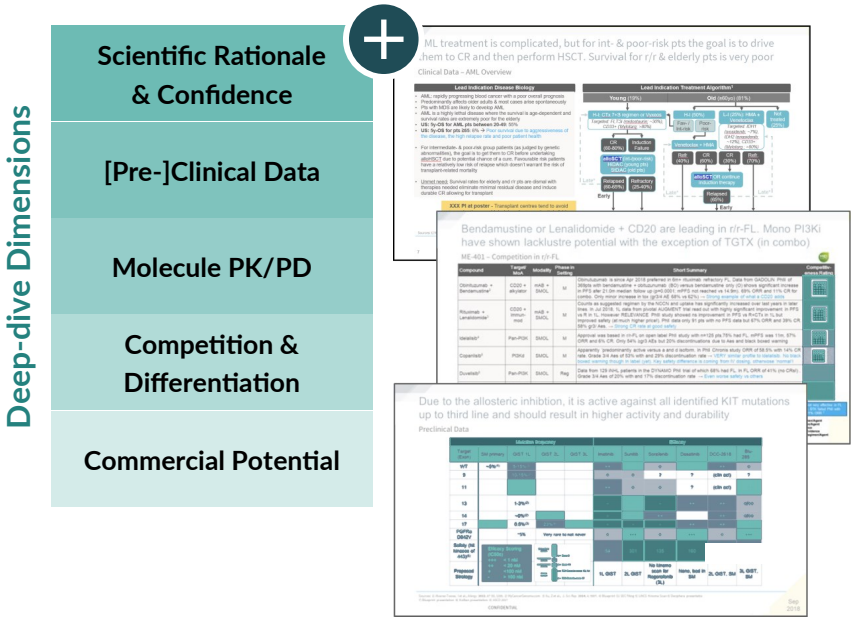
In step three, we perform a 'initial pass high-level' analysis of the most top-ranked candidates across various dimensions, which vary depending your firm's requirements. We then take the most interesting assets from this list and perform a high-level 'one-slider' analysis. For both of these steps, **probability of success, developability and transactability are in the core focus of the analysis**. This facilitates the discussion with your team to answer the question, 'are we fundamentally interested in this opportunity?' to take it forward to the final step.

Asset Name	Company	MoA	Still Active?	US / WW Rights Available?	MoA as Listed?	No Combo Partner?	Weight of Clinical Data	Quality of Clinical Data
Asset 1	Company 1	XYZ	FALSE					
Asset 2	Company 2	ABC	TRUE	TRUE	TRUE	TRUE	High	High
Asset 3	Company 3	DEF	TRUE	TRUE	TRUE	Probably	Low	High
Asset 4	Company 3	GHT	TRUE	TRUE	Maybe	TRUE	Moderate	Low
Asset 5	Company 4	ASD	TRUE	FALSE				
...								



4. DEEP-DIVE REVIEW

In the final step, the prioritized options undergo deep review where **we evaluate all the publicly available data** from the firm's patents to their [non]-clinical data and relevant literature data (e.g. analogous molecules, compounds that modulate the pathway at a different step etc) to pull a view on technical probability of success, development hurdles, differentiation potential and commercial potential. This includes **highlighting of the key risks and how they could potentially be mitigated** by development and/or deal strategy.



Reach out to us today, to learn more about the **customized solutions SCITARIS** can provide to help you grow your business

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