



White Paper

ASSET SEARCH & EVALUATION

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 systematic asset search** methodology which utilizes custom algorithms to filter and prioritize 18k+ 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.

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 18,000 drugs or 7,000 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.



SCITARIS Filter & Ranking Criteria	
SCITARIS MoA Score	biotech companies
ww/US rights	territories
SCITARIS Asset Score	Rx sales < \$xx mn
NMEs / NDAs	financially distressed
...	...

2. OPTION SPACE RANKING

In step two we prioritise this option space along three dimensions; a) your firms strategic focus (for example, by asset phase, geographical location or owning firms financial distress), b) our propriety target ranking algorithm which highlights the most interesting targets currently in development, and c) our propriety assets (or company) ranking algorithm which garners small signals from a variety of sources across the industry to flag interesting candidates.



