BIOCENTURY



Understanding the **Competitive Landscape**

Use BCIQ to explore the ins and outs of your competitive landscape. Easily transition from viewing product data in specific therapeutic areas to deals that involved these products, helping you form a more complete picture of any given market. Below is an example of a use case that will apply various filters to create reports in both the Products and Deals modules.

Scenario

Brian Day is the head of Business Development at a biotech company that specializes in autoimmune therapeutics targeting tumor necrosis factor (TNF) alpha. He wants to see how his company compares to other companies in this space, while also looking for potential partners to collaborate with.

Use Case

Identifying potential early-stage products and companies for out/in-licensing or acquisition based on competitive landscape.

Navigate to Products Module

- Olick BCIQ Data from the navigation bar
- 2 Login (if not already)
- 3 Click on **Products**



- Drugs

- Research

Select Filters

1 Ensure you have no active filters or click **Clear Filters.** Confirm you are in the Products module and find the Disease filter under the top-level red Product Filters

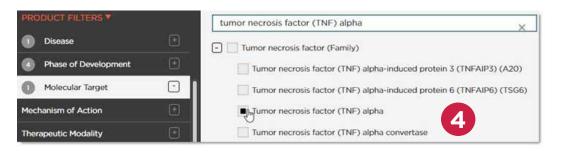
2 Select Autoimmune.

Note: You can click the + icon next to the box to view all the Autoimmune Standard Indications and select the one(s) you are interested in or use the search bar at the top of the Disease filters

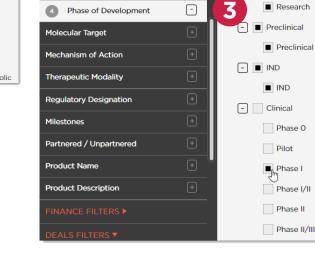
Open the Phase of Development filter. Select Research, Preclinical, IND and Phase I

 Open the Molecular Target filter and type Tumor necrosis factor (TNF) alpha.
 Select the target name

Note: You can select a target family or a specific target within a target family. Use different variations of the target name to ensure that the search covers all possible iterations





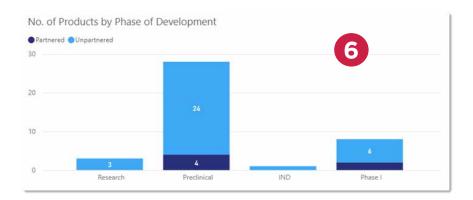


1 Disease

Select Filters cont.

- Click X or outside of the filter menu to complete the selection. Your Active Filters should now be Autoimmune, Research, Preclinical, IND, Phase I and Tumor necrosis factor (TNF) alpha
- 6 Your current layout, **Charts View**, will show you all the current products in the various phases of development selected, both partnered and unpartnered for Autoimmune diseases
- The table at the bottom of the module provides a plethora of information pertaining to the products themselves, including Product Name, Therapeutic Modality, Standard Indication, etc





Pipeline							
Company Name (Originator)	Company Profile	Partners	Product Name	Product Profile	Targets	Therapeutic Modalities	Disease Category
Precigen Inc.	Ø	-	AG014	d)	Tumor necrosis factor (TNF) alpha	Biologic	Autoimmune
Beijing Luzhu Biotechnology Co. Ltd.	ø		Anti-human tumor necrosis factor-alpha monoclonal antibody injection (K3)	Ø	Tumor necrosis factor (TNF) alpha	Antibody 7	Autoimmune
Beijing Luzhu Biotechnology Co. Ltd.	Ø		Anti-human tumor necrosis factor-alpha monoclonal antibody injection (K3)	Ð	Tumor necrosis factor (TNF) alpha	Antibody	Autoimmune
Beijing Luzhu Biotechnology Co. Ltd.	ø		Anti-human tumor necrosis factor-alpha monoclonal antibody injection (K3)	0	Tumor necrosis factor (TNF) alpha	Antibody	Autoimmune
Beijing Luzhu Biotechnology Co. Ltd.	0		Anti-human tumor necrosis factor-alpha monoclonal antibody injection (K3)	a)	Tumor necrosis factor (TNF) alpha	Antibody	Autoimmune
Beijing Luzhu Biotechnology Co. Ltd.	0		Anti-human tumor necrosis factor-alpha monocional antibody injection (K3)	9	Tumor necrosis factor (TNF) alpha	Antibody	Autoimmune
Beijing Luzhu Biotechnology Co. Ltd.	ø		Anti-human tumor necrosis factor-alpha monoclonal antibody injection (K3)	0	Tumor necrosis factor (TNF) alpha	Antibody	Autoimmune
Avaxia Biologics Inc.	0		AVX-470	Ð	Tumor necrosis factor (TNF) alpha	Antibody	Autoimmune

Evaluate Deals

Now that you have seen information about the products, you can evaluate the deals these products have been a part of.

- 1 Click the **Deals module** from the top bar Note: Your active filters will carry over as you transition from one module to the next
- Deals include Mergers & Acquisitions, as well as Partnerships and Asset Purchases.
 Charts view will show you Total Deal Value for all the deals with disclosed financials, Average Deal Value, and Top Dealmakers in this space
- 3 The table at the bottom provides all the information for each deal including Companies involved, Deal Headline, Deal profile, Total Deal Value, etc

					•		SKVED I	REPORTS HY ALERT
	BEAL PRODUCTS							
ACTIVE PETERS								
deservice • Treese	in 🖬 🛛 mainteile 🖬 📟	• These • Tarret	HALTING SALTIN (THE") ABITA					
Aergers & Acqui	sitions			Partnerships & A	Asset Purchases			
13	10			21	7	\$4,345,600	1,000 \$4	520,800,000
No. of Deals	Dealt with Declosed	1\$ Tirt. Deal Value	Aug. Deal Value	No. of Deals	Deals with Disclosed \$	Tot. Deal Val	e A	rg. Deal Villue
Filter Page by:				Deal Type			Stage at Signing	2
Mergers and J	Acquisitions	Partnerships	Asset Purchases & Other	All		10	All	
	1							
homber of Duals	by Deal Disease Cate	and the second se			Top Dealmakers			
	of other order of the	.4			Company Name	Company Profile	No. of Deals A	ing. Ceal Value
165		1.26			Celtrion Inc.	- Q		
30					Bages the	9	1	\$519,333,353
					Ablyns NV.		2	\$3,800,000,000
					Abotech Holdings S.A.	0	3	\$349,800,000
- 20					Johnson & Johnson	- 0	2	\$6.500.000.000
					Kashiv BioSciences LLC	6	2	\$108,000,000
					Memoria Pharmaceuticals Inc.	- 0	2	\$3,476,000,000
60					Play Inc.	10	2	\$11.100.000.000
					Xbrane Biopharma AB	-10	2	\$48,400,000
					ActoGenIX N.V.	0	1	\$72,400,008

Companies	Headline	Deal Profile	Date Announced	Asset Type	Deal Type	Total Deal Value
Celltrion Inc. (Licensee) Rani Therapeutics Holdings Inc. (Licensor)	Rani Therapeutics and Celitrion Expand Partnership to Include Adalimumab Biosimilar for RT-105	Ø	6/5/2023	Pharmaceutical Products	Research & Development Only or with Option	
Alvotech Holdings S.A. (Licensor) Advanz Pharma Corp. Ltd. (Licensee)	Alvotech and Advanz Pharma extend strategic partnership to commercialize five proposed biosimillars in Europe	Ø	5/22/2023	Pharmaceutical Products	Development and Commercialization License	\$345.800.000
Landos Biopharma Inc. (Licensor) Nimmune Biopharma Inc. (Licensee)	Landos Biopharma announces transfer of Lancl portfolio. including Omilancor, LABP-104 and LABP- 111 to Nimmune Biopharma	Ø	2/28/2023	Pharmaceutical Products	Development and Commercialization License	R

Review Companies

If you want to find out more about the companies developing these products, you can hop over to the Companies module.

- Click the Companies module from the top bar
- 2 **Charts View** will show you the types of companies, whether they are Private or Public, their Market Cap Tier, and HQ Location
- 3 The table at the bottom provides information about the companies including Company Name, Business Category, Lead Product Status, Type of Last Financing, etc

Note: Data shown in this Quick Guide were pulled from BCIQ on Aug. 17, 2023

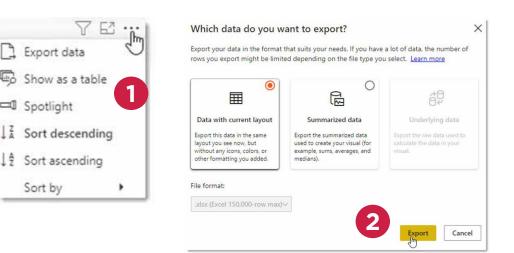


Company Name	Company Profile	Business Category	Year Founded	Lead Product Status	Number of Products (Originated and Partnered)	Type of Last Financing
PrecisemAb Biotech Co. Ltd.	Q.	Antibodies: Cancer	2021	Preclinical	7	
S&K Therapeutics Co. Ltd.	Ø	Autoimmune: Inflammation: Infectious: Computational chemistry/biology		Research	7	
Sorriso Pharmaceuticals Inc.	Ф.	Antibodies: Inflammation	2020	Preclinical	1	Series A rounds
Mabpharm Ltd.	\$	Biosimilars: Cancer: Autoimmune	2018	Phase III	10	IPO
Landos Biopharma Inc.	Ð	Autoimmune: Neurology	2017	Phase II	7	Public equity
SNIPR Biome ApS	9	Cardiovascular: Endocrine/Metabolic	2017	Phase I	6	Series A rounds

Access Tables View and Export to Excel

By downloading and exporting any content or information you agree that as between you and BioCentury that BioCentury is the exclusive owner of the content. You also agree to place this attribution on the content or information as follows: Source: BioCentury Inc. Copyright © 2023 BioCentury Inc. All Rights Reserved.

- To export the table to an Excel sheet, hover over any table and click the **three horizontal** dots at the top right corner of the table
- 2 Click Export data, then Export
- If you would like to customize the table further, you can switch to **Tables view** by clicking **Charts** at the top of the page, which will then display Tables
- 4 Click the Column Settings icon located at the top right corner of the table
- Select the columns you want and deselect the ones you want to remove. Click Apply Note: Each module will have its own set of columns and data that you can select to view and export
- 6 Optionally, rearrange the order of the columns by **dragging** them into your desired order
- Once you are done customizing the table, select Export to Excel. The report will automatically download Copyright © 2023 BioCentury Inc. All Rights Reserved.



COLUMN NAME		
Company Name (Originator)	✓	
Product Names		
Standard Indication	\checkmark	
Phase of Development	\checkmark	
Partners	\checkmark	
Disease Category	\checkmark	
Description		
Indication Details	\checkmark	
Molecular Target	\checkmark	
Mechanism of Action	\checkmark	
Therapeutic Modality	\checkmark	
Regulatory Designation		
Milestones		
Start Date of Milestones		
End Date of Milestones		
Exchange 1		
APPLY	CANCEL	



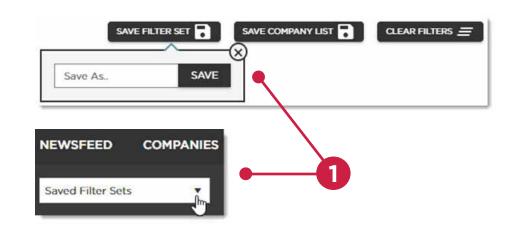


EXPORT TO EXCEL

Save Filter Sets and Alerts

Another advantage of Tables View is that you can save the filter set to be able to return to the report easily.

- Click **Save Filter Set** and enter a name for the report. Click Save Note: You can find all your saved filter sets under Saved Filter Sets at the top of the menu on the left
- 2 Lastly, you can also set up an **email alert** for the report so that you are notified anytime the report changes (i.e., a new product is added in this space)
- 3 Click the **Set Email Alert icon** to the right of the Column Settings icon and enter a name for it. Click Save *Note: The alert will also show up in your newsfeed as a Custom BCIQ Alert. You can access your newsfeed anytime by clicking 'BCIQ Data' from the navigation bar at the top*





Thank you for being a BioCentury subscriber!

Reach us at support@biocentury.com if you have any questions
or would like to request training on our platforms.

Scan the QR code to explore our Customer Resource Center for more quick guides and tutorial videos.

