

CUSTOMER RESOURCE CENTER

QUICK GUIDE



Using BCIQ **to Assess Deal Comps**

Use BCIQ to assess deal comps through a variety of data sets including therapeutic areas, deal types and financial terms. An extended set of filters allows you to develop comprehensive reports to analyze and compare deals, helping you get a competitive edge for your future deal terms. Below is an example of a simple use case that will utilize these filters for a deal comps report.



Scenario

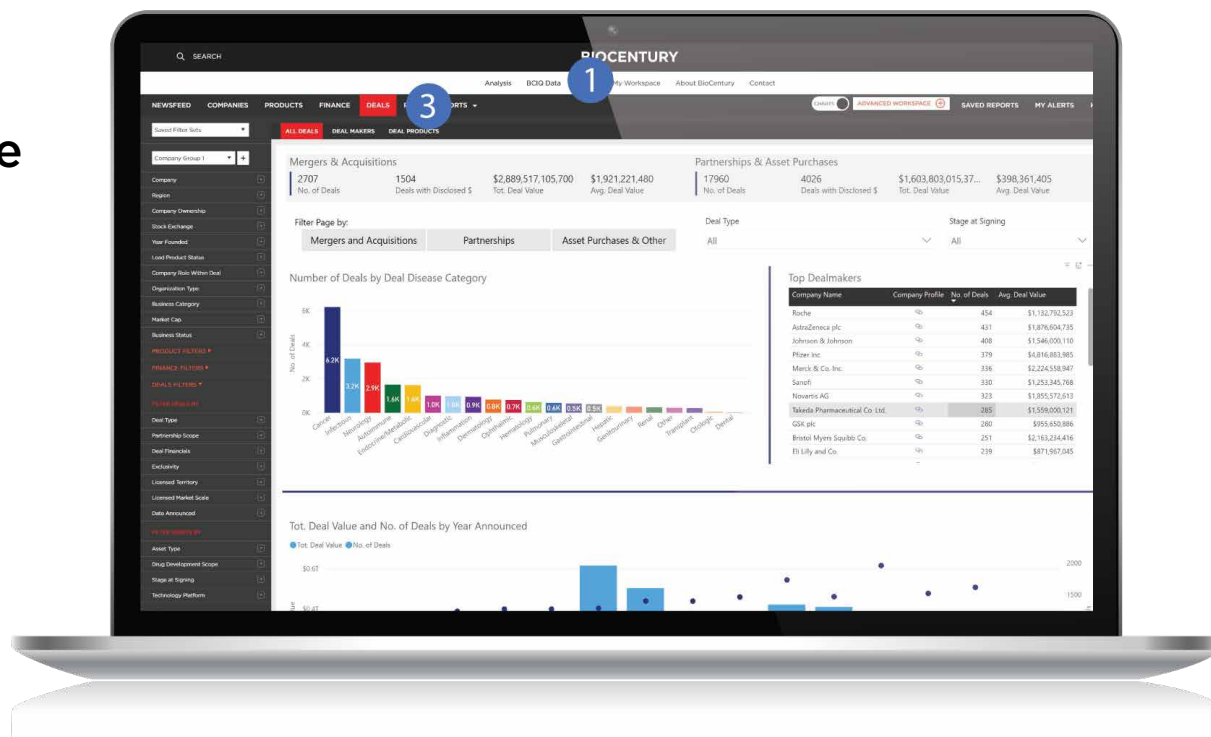
Brian Day is the head of Business Development at an early-stage company that specializes in cancer therapeutics. He wants to view and create potential deal comps.

Use Case

Evaluating Cancer Development and Commercialization deals from 2021 to 2023.

Navigate to Products Module

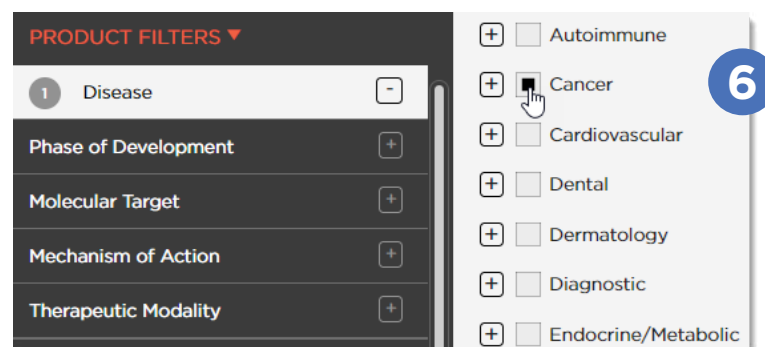
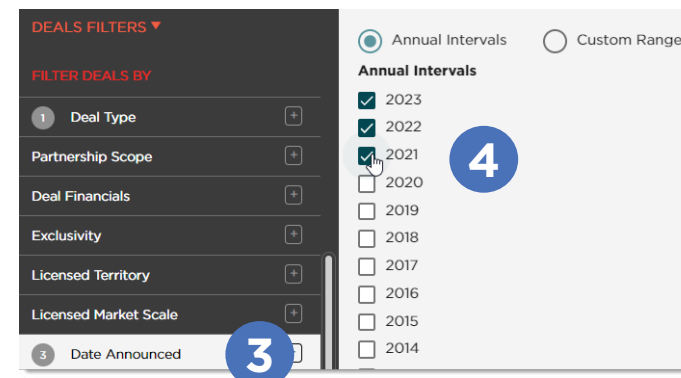
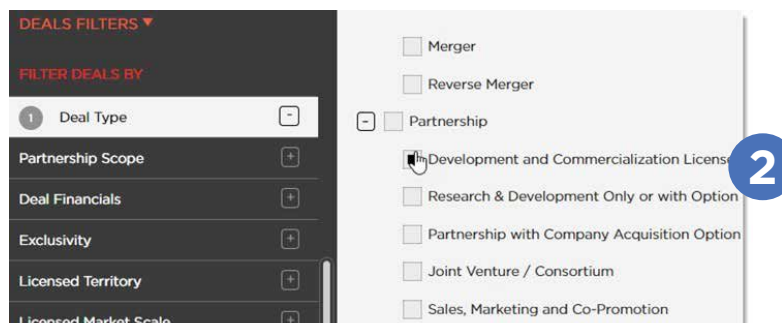
- 1 Click **BCIQ Data** from the navigation bar
- 2 Login (if not already)
- 3 Click on **Deals**



Select Filters

- 1 Ensure you have no active filters or click **Clear Filters**. Confirm you are in the Deals module and find the Deal Type filter on the left-hand scroll menu under the top-level red Deals Filters
- 2 Select **Development and Commercialization License**
- 3 Find and open the **Date Announced** filter
- 4 Select 2021, 2022 and 2023
- 5 Select the top-level red Product Filters on the left to expand it.
- 6 Open the **Disease** filter and select the **Cancer disease** category.

Note: If you want a specific type of Cancer, you can click the + icon next to the box to view all the Cancer Standard Indications and select the one(s) you are interested in or use the search bar at the top of the Disease filters.



Select Filters *cont.*

7 Click **X** or outside of the filter menu to complete the selection. Your Active Filters should now be Development and Commercialization License, 2023, 2022, 2021 and Cancer

8 Your current layout, **Charts View**, will show you Total Deal Value for all the deals with disclosed financials, Average Deal Value, and Top Dealmakers in this space

9 The table at the bottom of the module provides all the information for each deal including companies involved, deal headline, deal profile, total deal value, etc

Note: Data shown were pulled from BCIQ on Aug. 17, 2023

YOUR ACTIVE FILTERS

7

Development and Commercialization License **X** 2021 **X** 2022 **X** 2023 **X** Cancer **X**

Partnerships & Asset Purchases

8

| | | | |
|--------------|-------------------------|-------------------|-----------------|
| 440 | 206 | \$166,126,517,600 | \$806,439,406 |
| No. of Deals | Deals with Disclosed \$ | Tot. Deal Value | Avg. Deal Value |

Deals by Date

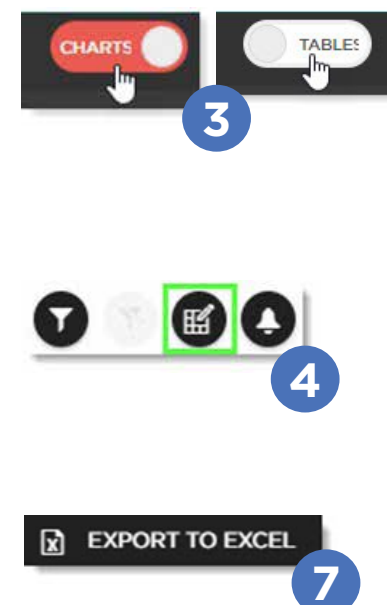
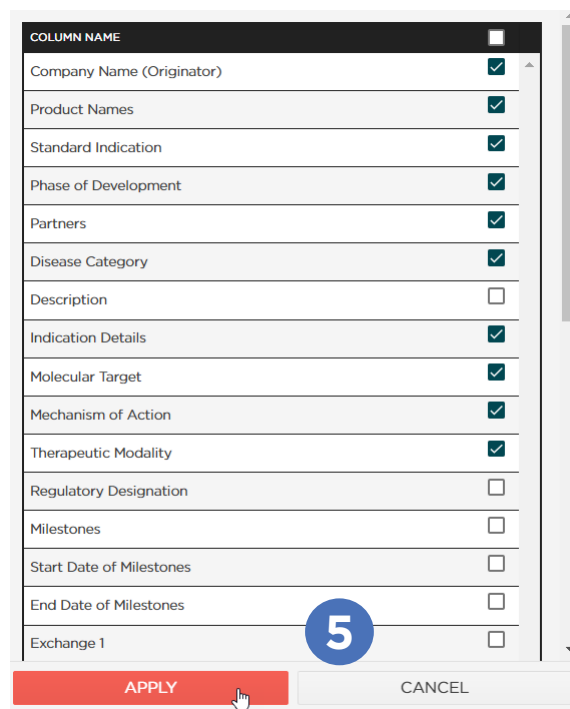
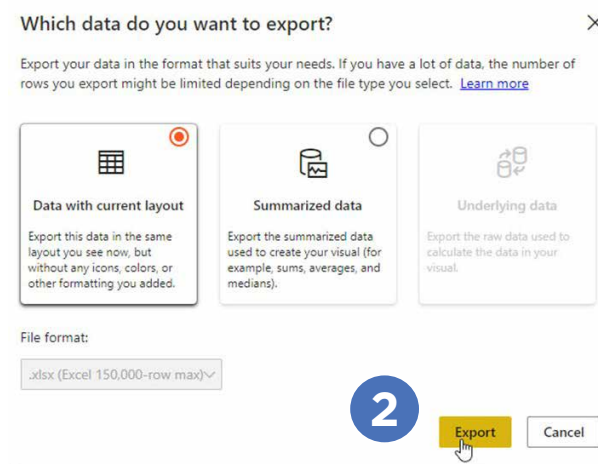
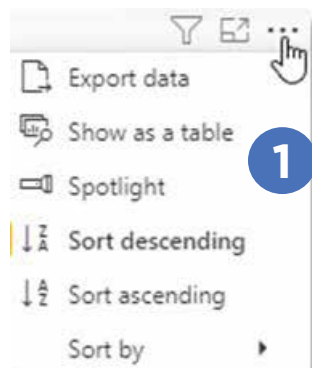
9

| Companies | Headline | Deal Profile | Date Announced | Asset Type | Deal Type |
|--|--|--------------|----------------|---------------------------------|---|
| Merck & Co. Inc. (Licensee) Otsuka Pharmaceutical Co. Ltd. (Licensor) | Astex Expands Drug Discovery Collaboration With MSD | | 8/8/2023 | Pharmaceutical Products | Development and Commercialization License |
| GSK plc (Licensor) Solu Therapeutics Inc. (Licensee) | Solu Therapeutics in-licenses Cytotoxicity Targeting Chimera platform from GSK | | 8/1/2023 | Discovery and Target Technology | Development and Commercialization License |
| GSK plc (Licensor) Solu Therapeutics Inc. (Licensee) | Solu Therapeutics in-licenses Cytotoxicity Targeting Chimera platform from GSK | | 8/1/2023 | Pharmaceutical Products | Development and Commercialization License |
| St. Jude Children's Research Hospital (Licensor) Renaissance Pharma Ltd. (Licensee) | Renaissance Pharma launches today and announces the in-licensing of Hu14.18K322A (Hu14.18) from St. Jude Children's Research Hospital for the treatment of High-Risk Neuroblastoma | | 8/1/2023 | Pharmaceutical Products | Development and Commercialization License |

Access Tables View and Export to Excel

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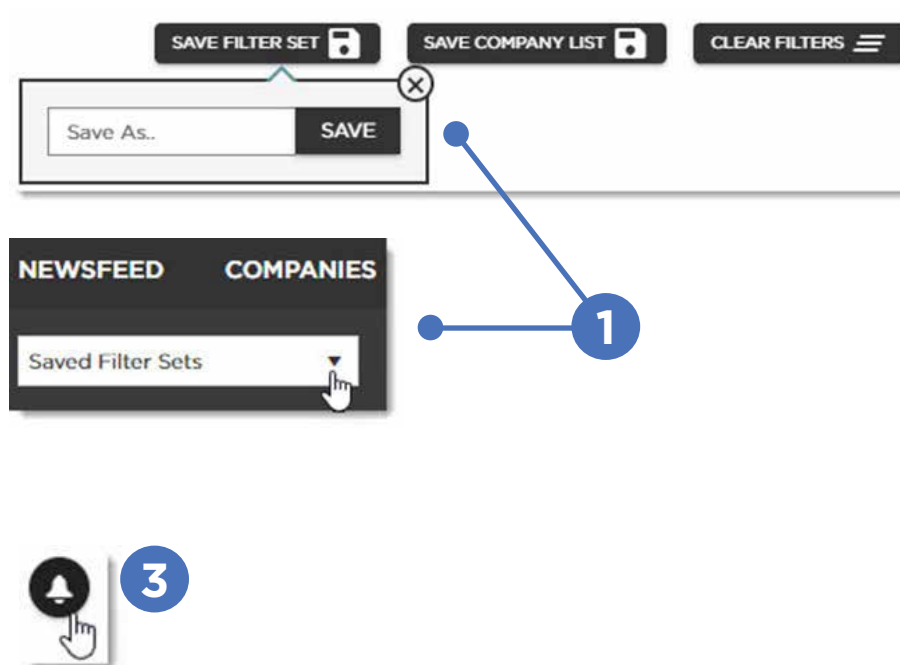
- 1 To export the table to an Excel sheet, hover over any table and click the **three horizontal dots** at the top right corner of the table
- 2 Click **Export data**, then **Export**
- 3 If you would like to customize the table further, you can switch to **Tables view** by clicking **Charts** at the top of the page, which will then display Tables
- 4 Click the **Column Settings** icon located at the top right corner of the table
- 5 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
- 7 Once you are done customizing the table, select **Export to Excel**. The report will automatically download



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.

- 1 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



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