

# Pharma Intelligence Center (PIC) - 7 Plus modules provide users a 360-degree view of the industry



## Additional purchase options

Direct Data Solutions (e.g. APIs)

Consulting

CI Trackers / Digital Landscapes

Site Survey

# 2025 Product Enhancements

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# Drugs Intelligence

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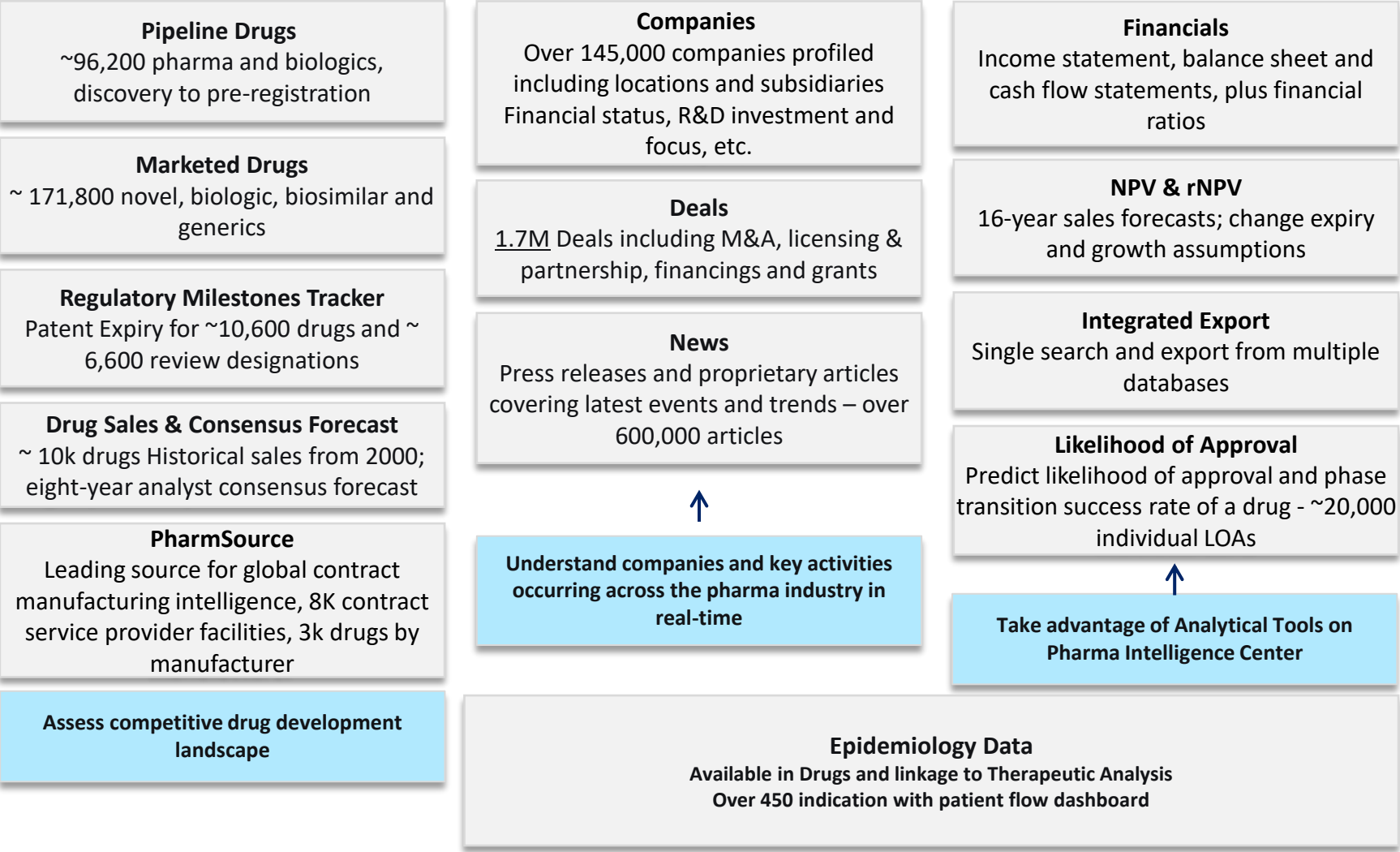
## 2025 Enhanced Features

- 药物获批率LOA/PTSR提供自有评估参数及模型
- 单药投行销售预测提供额外sales geography – China & royalty data
- Risk-adjusted NPV模型升级，结合LOA/PTSR提供可调节在线风险可调整的净现值模型
- 靶点检索升级 Target & Boolean search及外部文献关联
- 新技术检索标签升级
- **Licensing opportunity finder 全网独家\*** 跨境合作机会平台
- Regulatory Milestone 监管里程升级，全面关联专利提供核心专利到期数据及各类型特殊审评资格追踪
- Deals Analytics 交易分析升级提供交易成因分析及交易金额计算 benchmark
- Companies Database 公司档案升级提供storyboard自动生成公司简介及AI智能提问，并可根据检索结果生成客户地图
- **Epidemiology & Market Size 核心优势\*** 提供覆盖全球20个治疗领域近500适应症的流调数据（包括中国）并提供深入patient flow dashboard – 具体参考Therapeutic Analysis板块内容



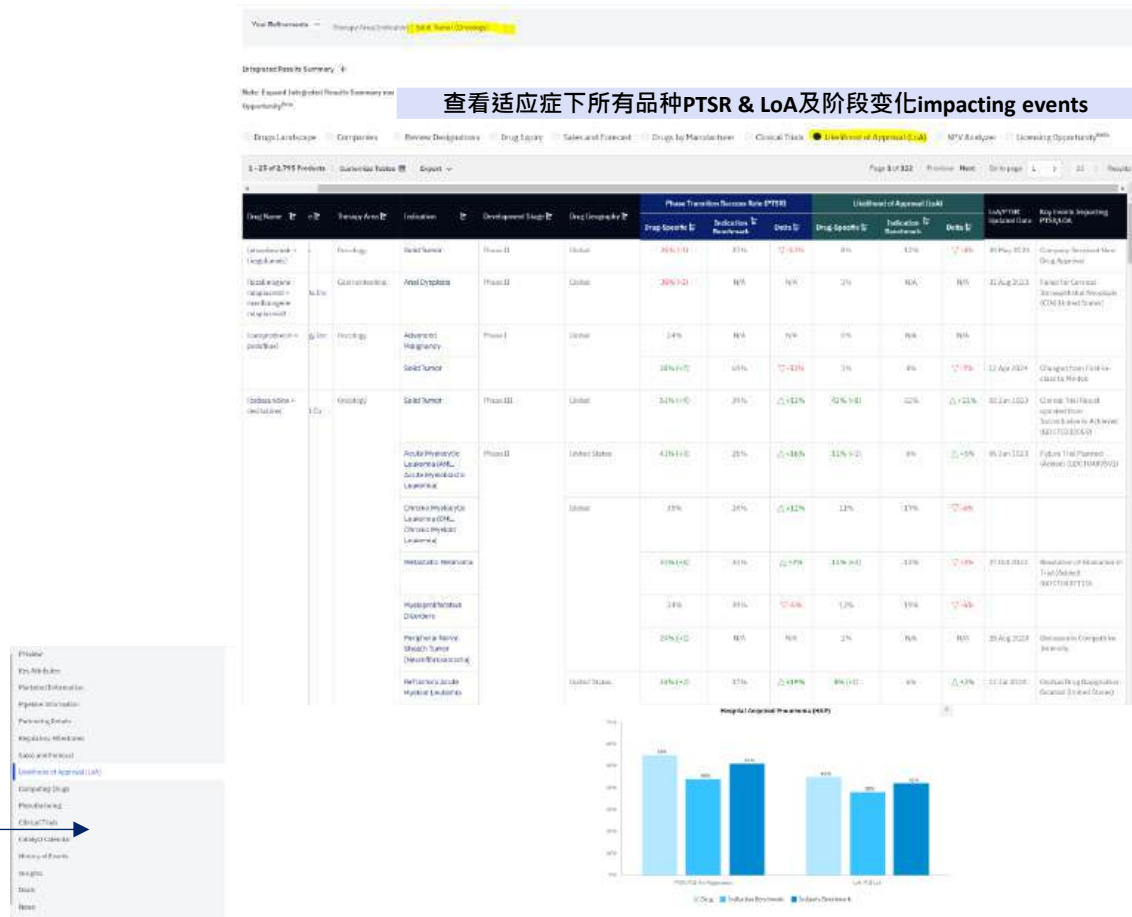
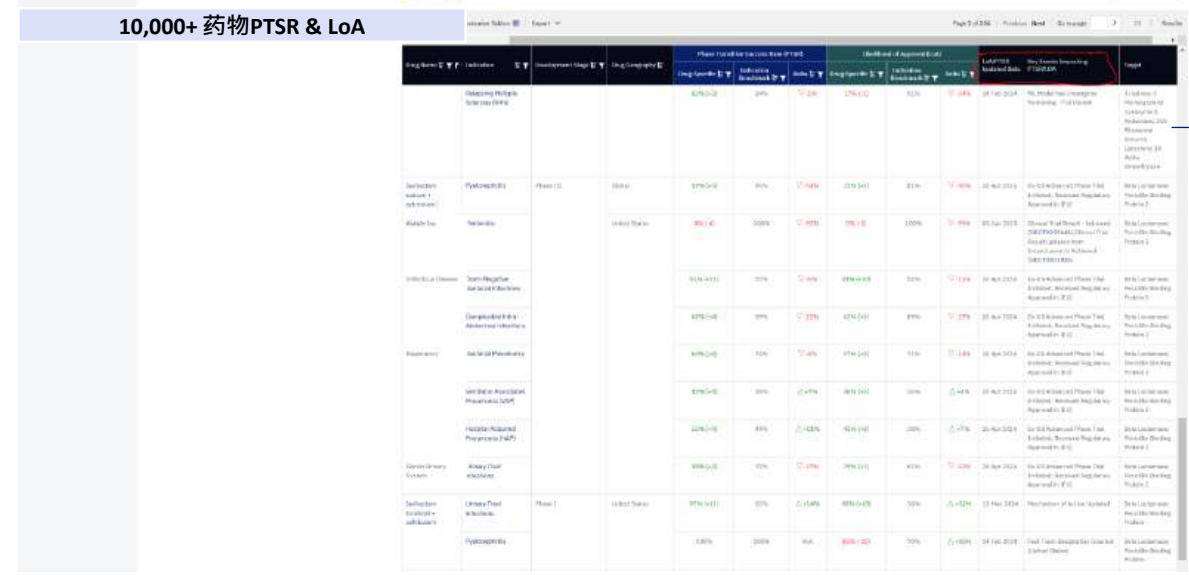
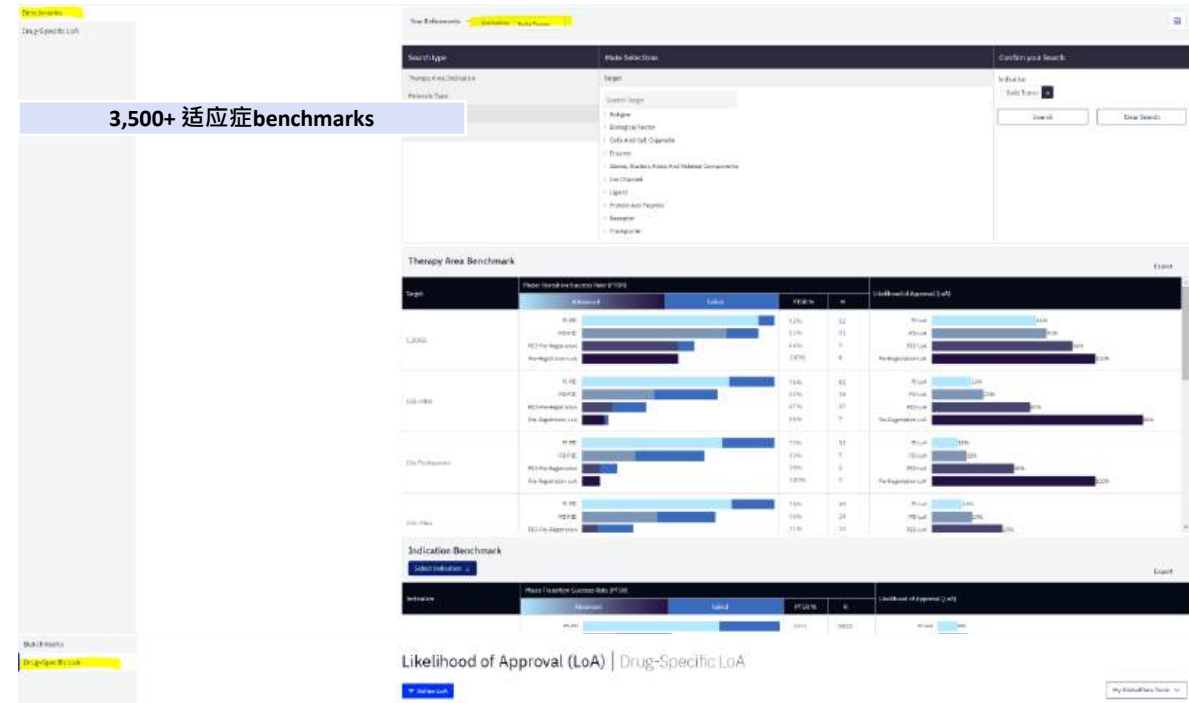
# 板块1：药物/竞品评估 Drugs Intelligence

Global coverage of pipeline drugs, deals, news, deals and companies; marketed drugs across 20+ countries including the US, Europe, LATAM and Asia. Updated daily.



Coverage - Geography		
GLOBAL COVERAGE Pipeline Drugs News, Deals, Companies		
Marketed Drugs		
Europe	US	
	UK	
	Germany	
	France	
	Spain	
	Italy	
	Switzerland	
BRICS	Belgium	
	Japan	
	Brazil	
	Russia	
	India	
Other	China	
	South Africa	
	Mexico	
	Canada	
	South Korea	
	Australia	
	New Zealand	
	Indonesia	
	Israel	

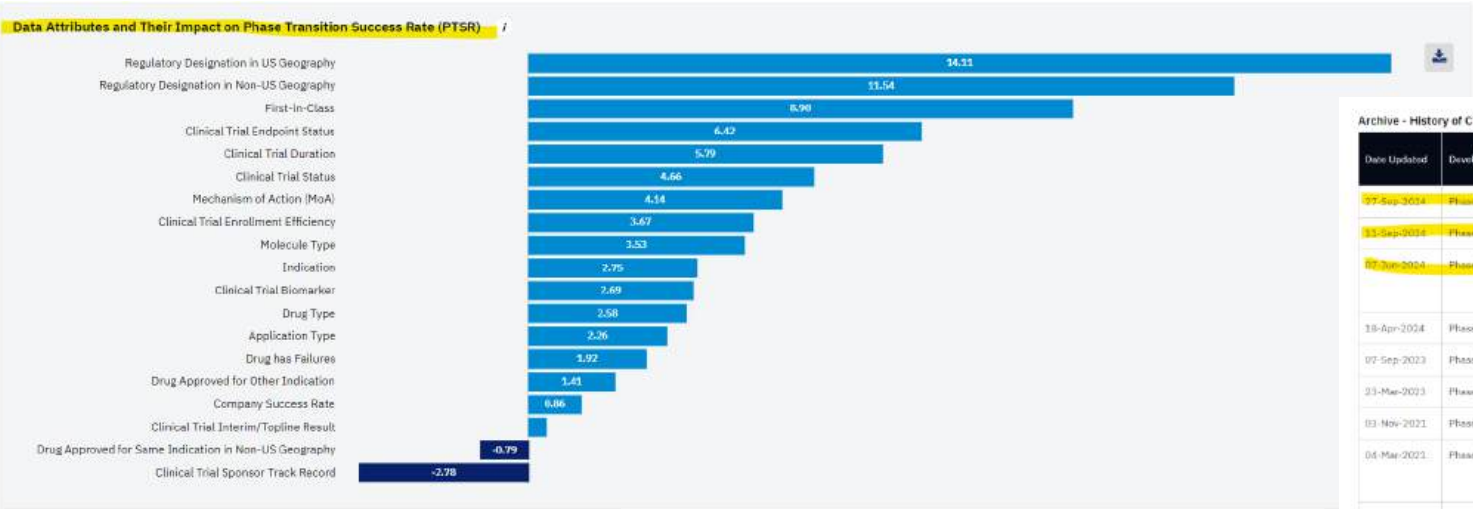
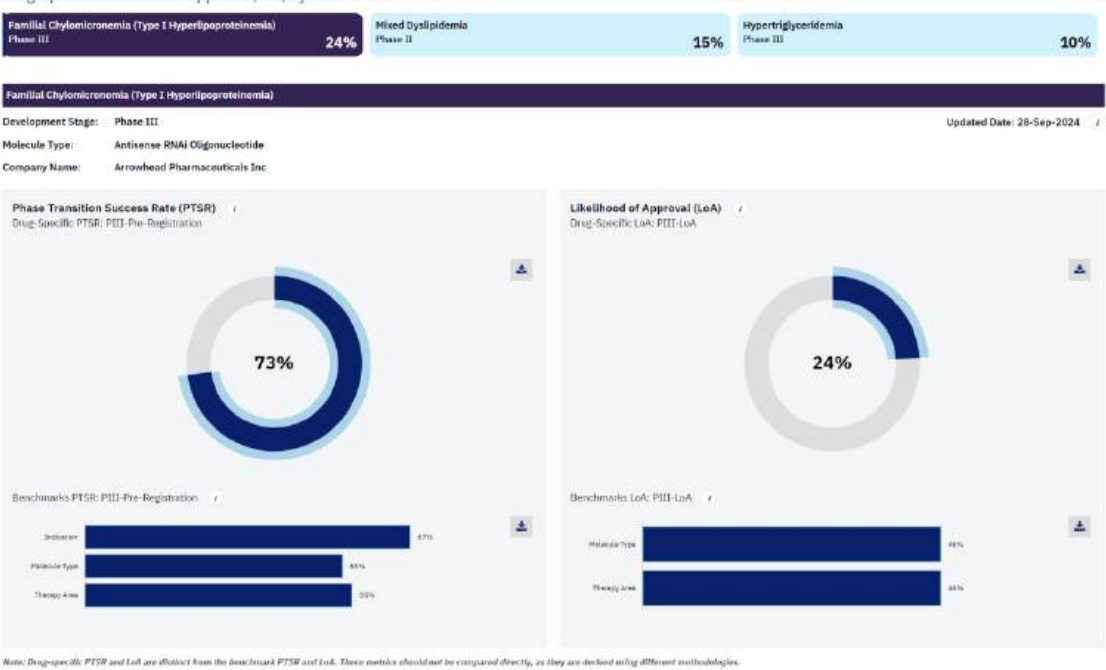
# 示例：针对适应症及单药的Phase Transition Success Rate & Likelihood of Approval Rate



# 新功能示例：PTSR & LoA – Drug per indication 2.0 版本

- Preview
- Key Attributes
- Pipeline Information
- Regulatory Milestones
- Sales and Forecast
- Likelihood of Approval (LoA)**
- Competing Drugs
- Clinical Trials
- Catalyst Calendar
- History of Events
- Insights
- Net Present Value (NPV)
- Details
- News
- History of Changes

最新更新的PTSR/LoA V2.0版本→在药物档案中Drug Profile  
提供药物针对每个适应症的PTSR (v.s. 行业对比benchmarks) 以及 LoA



追溯PTSR/LoA的变化原因（配合sources – 例如关联特定临床试验项目及结果）  
并实时因为重大事件影响而动态更新

Archive - History of Changes				Global Data Insights			
Date Updated	Development Stage	Key Events Impacting PTSR/LoA		Phase Transition Success Rate (PTSR)		Likelihood of Approval (LoA)	
				Previous Value	New Value	Change	Previous
07-Sep-2024	Phase III	PTSR/LoA scores from LoA V1.0 prior to LoA V2.0 model			63%		
11-Sep-2024	Phase III	Breakthrough Therapy Granted (United States)		61%	63%	2%	61%
02-Sep-2024	Phase III	Clinical Trial Result - Achieved (SDCT0322725)		49%	61%	12%	33%
		Ongoing Trial (Added) (SDCT0521464), Trial Status Changed from Ongoing to Completed (SDCT0322725)					
18-Apr-2024	Phase III	Addition of Broker forecasts		47%	49%	2%	30%
07-Sep-2023	Phase III	Orphan Drug Designation Granted (EU)		46%	47%	1%	29%
23-Mar-2023	Phase III	Fast Track Drug Designation Granted (United States)		44%	46%	2%	28%
03-Nov-2021	Phase III	Phase transition from Phase II to Phase III			44%		
04-Mar-2021	Phase II	Clinical Trial Result - Inconclusive		50%	50%	0%	14%
		Trial Status Changed from Ongoing to Completed					
03-Oct-2020	Phase II				50%		

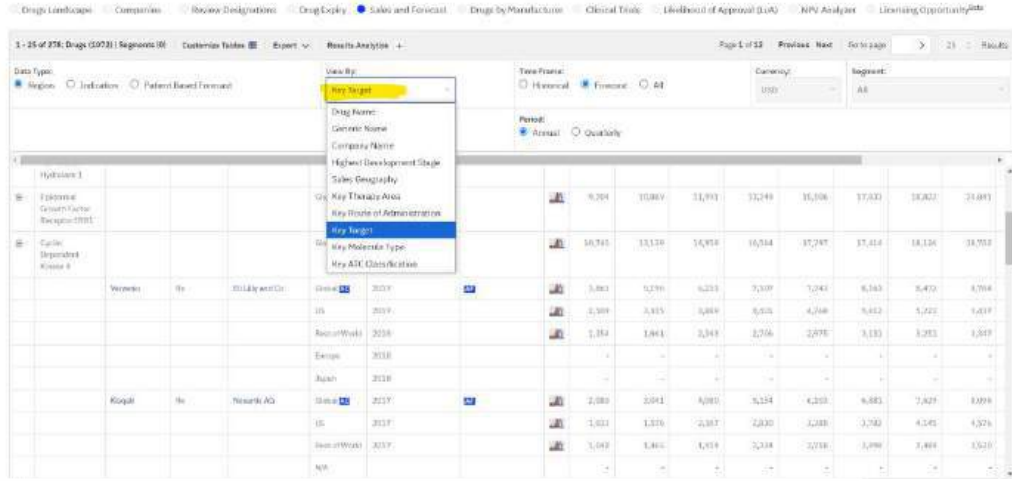
提供PTSR%的具体计算逻辑/考虑因素和内部Modelling中的得分

### 新功能示例：药物靶点直接链接外部文献

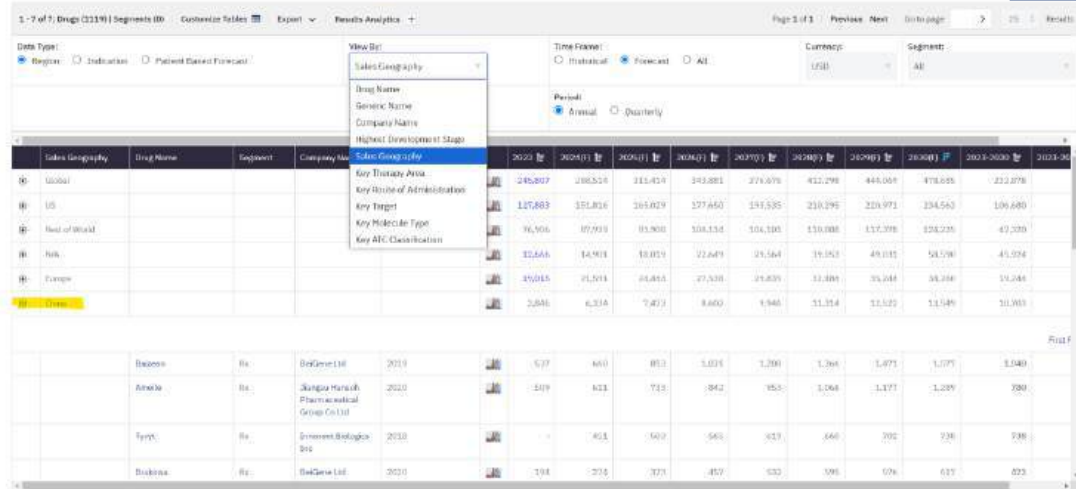
[illegible][illegible][illegible][illegible][illegible]



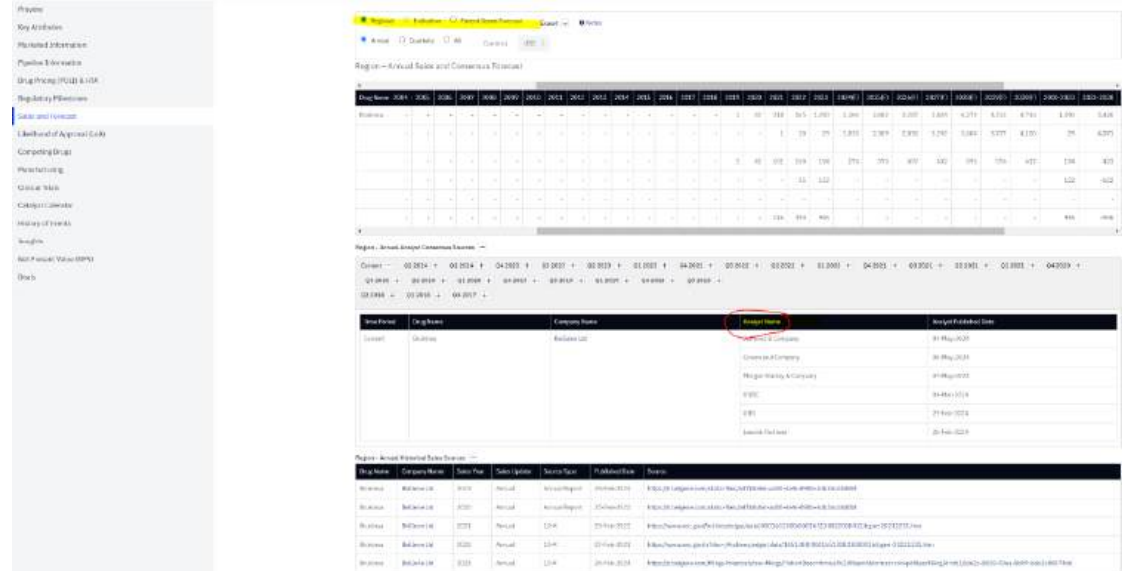
**新功能示例： 投行单药销售预测可view by indication, target, sales region 并增加Geography – China Sales Specific 以及Royalty Data**



全球合作TOP brokers 50+ 每季度提供单药销售预测更新 – 评估靶点及地区市场潜力

[illegible]

新增中国区投行/券商销售预测 每个季度更新并查看投行列表





# 示例：结合投行单药销售预测 + 自有模型LoA (药物获批率分析) - 制定在线可调节risk-adjusted NPV

## FEATURE

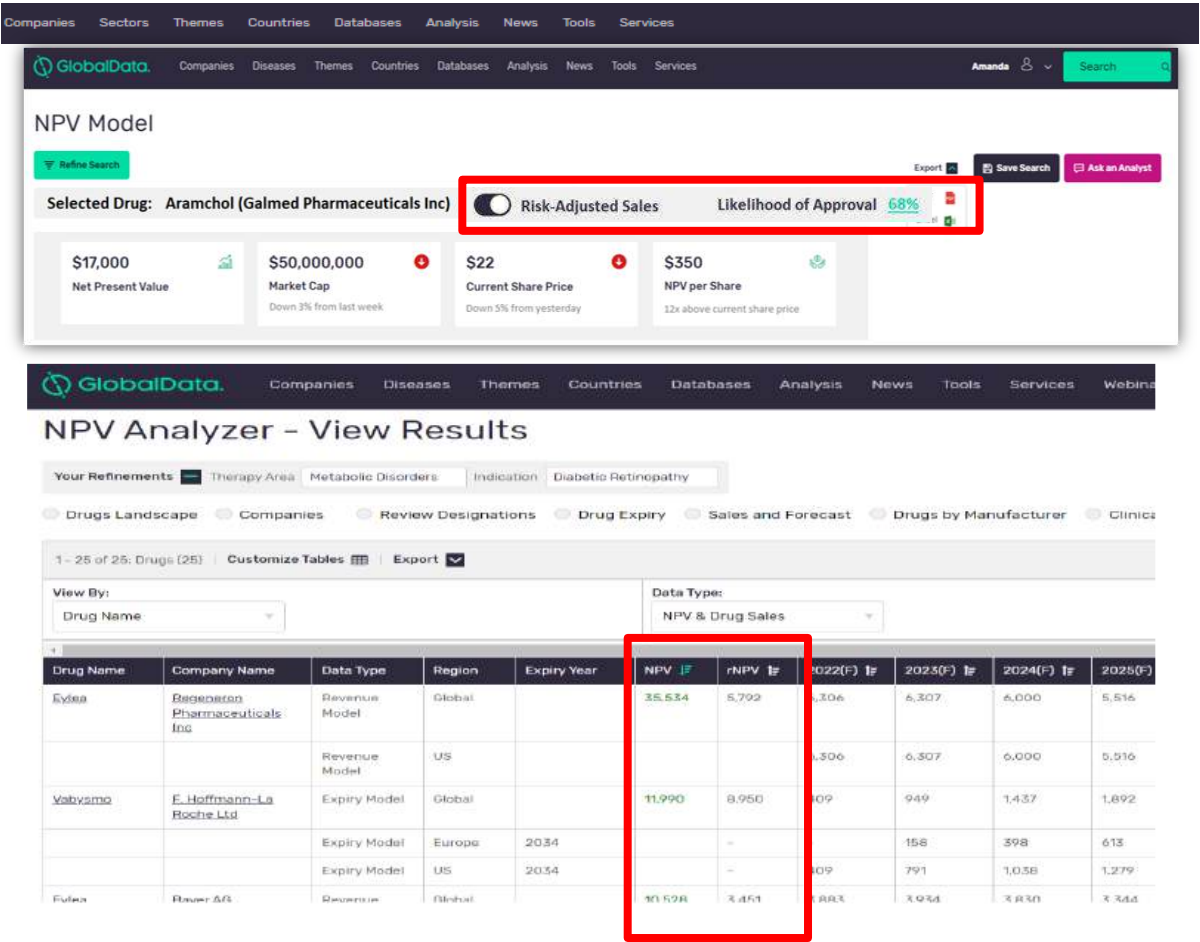
- Enhancement of the NPV tool via the addition of risk-adjusted calculations.
- Incorporation of risk-adjusted trial costs using phase durations and PTSR, plus risk-adjusted revenue forecasts using LoA

## BENEFIT

- Perform analyses by compiling multiple risk-adjusted forecasts/NPVs by drug or company.
- Compare non-risk adjusted forecasts with proprietary, LoA-risk-adjusted forecasts, which represent a more realistic valuation.

## VALUE

- Identify investment targets based on robust NPV analyses.



# 示例：药物检索维度包括药物技术及持续更新的创新科技100+

## Drugs Database

Drug Search

Search Type

Hide all

Therapy Area/Indication

Development Stage

Drug Geography

Route of Administration

Molecule Type

Mechanism of Action

ATC Classification

Drug Type

Mono/Combination Drug

Drug Descriptor

Gene Therapy Vector

Application Type

CAS Number

Chemical Name

Free Text Search

Pipeline Drug Specific

Last Development Stage

Line of Therapy

Recently Added/Updated

Make Selections

Molecule Type

Search Molecule Type

Biologic

Antigenics (Allergen)

Blood Derivative

Cell Therapy

Chemical

Oncolytic Virus

Peptide

Polysaccharide

Protein

Vaccine

Conjugate Vaccine

DNA Vaccine

Inactivated Vaccine

Live Attenuated Vaccine

mRNA Vaccine

Recombinant Vector Vaccine

Subunit Vaccine

Toxoid Vaccine

Oligonucleotide

Polymer

Small Molecule

按照药物技术检索各类型抗体药物及疫苗品种

Drug Search

Search Type

Hide all

Therapy Area/Indication

Development Stage

Drug Geography

Route of Administration

Molecule Type

Target

Mechanism of Action

ATC Classification

Drug Type

Mono/Combination Drug

Drug Descriptor

Application Type

CAS Number

Chemical Name

Free Text Search

Pipeline Drug Specific

Last Development Stage

Line of Therapy

Recently Added/Updated

Make Selections

Drug Descriptor

Search Drug Descriptor

Cancer Vaccine

Dendritic Cell Immunotherapy (DC Vaccine)

Immune Checkpoint Modulator

Allogeneic Therapy

Autologous Therapy

Regenerative Medicine

Stem Cell Therapy

Synthetic

Recombinant

DNA-Based

RNA-Based

microRNA (miRNA)-Based

mRNA-Based

siRNA Therapeutics

Genome Editing

Targeted Therapy

Targeted Protein Degradation (TPD)

Prophylactic Vaccine

Therapeutic Vaccine

Antibiofilm Agents

Adoptive Cell Therapy

Natural Killer (NK) Cell Immunotherapy

T Cell Immunotherapy

Tumor Infiltrating Lymphocyte Immunotherapy (TIL)

Immuno-Oncology

Cancer Vaccine

Immune Checkpoint Modulator

Allogeneic Therapy

Autologous Therapy

按照创新科技分类药物技术100+

Make Selections

Drug Descriptor

Search Drug Descriptor

Cancer Vaccine

Dendritic Cell Immunotherapy (DC Vaccine)

Immune Checkpoint Modulator

Allogeneic Therapy

Autologous Therapy

Regenerative Medicine

Stem Cell Therapy

Synthetic

Recombinant

DNA-Based

RNA-Based

microRNA (miRNA)-Based

mRNA-Based

siRNA Therapeutics

Genome Editing

Targeted Therapy

Targeted Protein Degradation (TPD)

Prophylactic Vaccine

Therapeutic Vaccine

Antibiofilm Agents

Make Selections

Drug Descriptor

Search Drug Descriptor

Genome Editing

Clustered Regularly Interspaced Short Palindromic Repeats (CRISPR) System

Homologous Recombination

Transcription Activator Like Effector Nucleases (TALEN) System

Zinc Finger Nuclease (ZFN) System

Targeted Therapy

Targeted Protein Degradation (TPD)

Deubiquitinating Enzyme Inhibitors

E3/E2/E3 Activators

Molecular Glue

Proteolysis Targeting Chimera (PROTAC)

Selective Androgen Receptor Degradator (SARD)

Selective Estrogen Receptor Degradator (SERD)

Prophylactic Vaccine

Therapeutic Vaccine

Antibiofilm Agents

Antimicrobial Therapy

Antiinflammatory Therapy

Immunomodulatory Therapy

Microbiome Therapy

Make Selections

Drug Descriptor

Search Drug Descriptor

Antimicrobial Therapy

Antibiotic Therapy

Antifungal Therapy

Antiinflammatory Therapy

Immunomodulatory Therapy

Microbiome Therapy

Bacteriocins

Bacteriophage

Fecal Microbiota

Live Biotherapeutic Product (LBP)

Postbiotics

Psychedelic Therapeutics

Multispecific

Bispecific

Trispecific

Non-Opioid Painkiller

Opioid Painkiller

Steroid Therapy

Artificial Intelligence (AI)

Epigenetic Therapeutics

Make Selections

Drug Descriptor

Search Drug Descriptor

Bispecific

Bispecific T Cell Engager (BiTE)

Dual-Affinity Re-Targeting (DART)

Trispecific

Tri Specific NK Cell Engager (TriKE)

Non-Opioid Painkiller

Opioid Painkiller

Steroid Therapy

Artificial Intelligence (AI)

Epigenetic Therapeutics

Cytotoxic Therapy

Antibody Dependent Cellular Cytotoxicity (ADCC)

Cell Based Cytotoxicity

Chemotherapy

Complement Dependent Cytotoxicity (CDC)

Immunotoxins

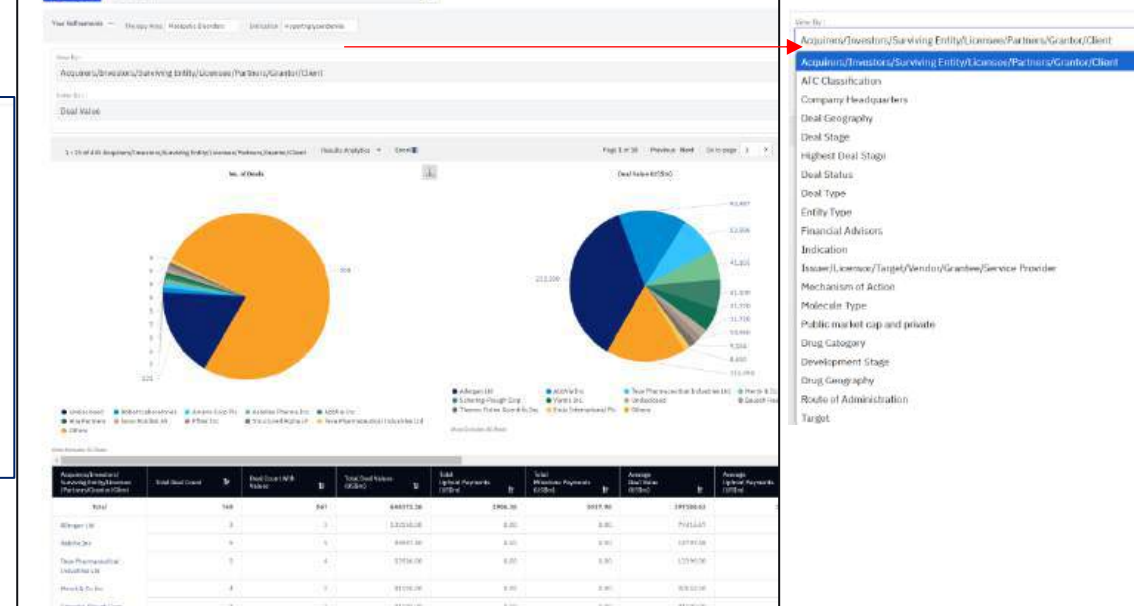
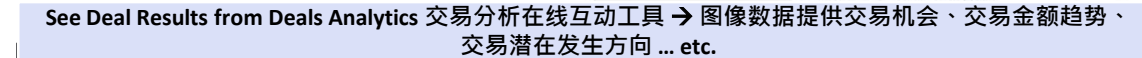
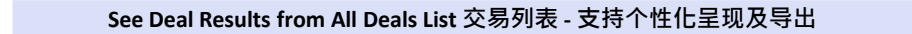
Radiopharmaceutical

Exosome Therapy

RNA Modulator Therapeutics

Splicing Modulator Therapeutics

**See Deal Results from Dashboard 交易检索结果呈现界面**





示例：Storyboard – 关联公司界面自动生成公司简报

Company Information

Overview

Profile

Financials

SWOT Analysis

Research Reports

Signals

Themes

Sector Databases

Pipeline Drugs

Marketed Drugs

Clinical Trials

Regulatory Milestones

Sales and Forecast

Catalyst Calendar

PharmSource

Outsourcing Relationships

Lead Sheet

FDI Projects

Back

Regeneron Pharmaceuticals Inc | Overview

Storyboard

AI Image Gen

Global Data AI

My Global Data Tools

Build Your Own Storyboards

Build Your Own Storyboards

Company Summary

Regeneron Pharmaceuticals Inc (Regeneron) discovers, develops, manufactures, and markets medicines for the treatment of serious medical conditions. Its products are focused on helping patients suffering from cancer, allergic and inflammatory diseases, eye diseases, metabolic and cardiovascular diseases, infectious diseases, neuromuscular diseases, hematologic conditions, pain, and rare diseases. Regeneron develops products using B9 Trap and Velocisite technology platforms, which include VelocImmune, VelociGene, VelociMouse, VelociMab, Veloci-Bi, VelociT, and other related technologies. The company operates manufacturing facilities in Rensselaer, New York, and Limerick. It also collaborates with strategic partners to develop, manufacture and commercialize its products. The company sells its products to specialty pharmacies and distributors. It operates in the US, the Netherlands, Bermuda, Ireland, Spain, India, Japan and the UK. Regeneron is headquartered in Tarrytown, New York, the US.

The company reported revenues of (US Dollars) US\$13,137.2 million for the fiscal year ended December 2023 (FY2023), an increase of 7.8% over FY2022. In FY2023, the company's operating margin was 30.9%, compared to an operating margin of 28.9% in FY2022. In FY2023, the company recorded a net margin of 30.1%, compared to a net margin of 35.6% in FY2022. The company reported revenues of US\$3,547.1 million for the second quarter ended June 2024, an increase of 12.8% over the previous quarter.

Key stats

Headquarters  
United States of America

Website  
www.regeneron.com

Address  
777 Old Saw Mill River Road, Tarrytown, New York, 10593

Telephone  
1 812 370-5000

Revenue Q3(3)  
\$13,137 m

Revenue Q3(3)  
7.76%  
2023 vs 2022

Enterprise Value/Market Cap  
9.07

Company Subtype  
Public Parent

Fiscal Year End  
December

No. of Employees  
13,450

Ticker Symbol  
REGN (NASDAQ)

Net Income (2023)  
\$3,953 m

Net Income (2023)  
-8.87%  
2023 vs 2022

Net Profit Margin  
30.14 %

Net Profit Margin  
-5.50%  
2023 vs 2022

ISIN  
US75886F1075

Show Revenue & Net Income Chart

Latest news

20 SEP 2024

Dupilent (Dupilumab)  
Recommended for EU Approval

17 SEP 2024

Dupilent  
First

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Drugs by Development Stage

Drugs by Therapy Area and Development Stage

Pipeline drugs by Therapy Area and Development Stage

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Clinical Trials by Start Year and Phase (10 Years)

Clinical Trials by Start Year and Therapeutic Area (10 Years)

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Social Media & Ads Competitive Benchmarking

Additional Resources

Click to add notes

Source: GlobalData's Intelligence Center

2



# Other Key Product Enhancements – Drugs Intelligence

## Enhanced Email Alert Formats

邮件推送格式优化

- Easier to digest format to clearly display change in a more tabular format
- Provide some key insight within the email
- Address regular client complains (Avantor, iOnctura, TFS, Alira, etc.)

Alert Title: Ongoing & Planned trials : GlobalData Pharma Intelligence Center D.			
Alerts Summary			
New Trials	1		
Trial Updates	3		
Date	Trial Title	Trial Identifier	Update Details
			Previous Current
18-Aug-23	<a href="#">A Clinical Study of SP-04 in Chemotherapy Induced Peripheral Neuropathy</a>	GDC0396742; GDC30024942	
18-Aug-23	<a href="#">A Clinical Study on Almitrine Bismesylate for Treating COVID-19</a>	GDC0389525; GDC30024022	Coronavirus Disease 2019 (COVID-19); Hypoxemia

## Search & Export Enhancements

自定义导出格式优化

- Work with software to find quicker solutions for:
- Smarter searches within databases and global searching
- Save customize results template (like POLI)
- Increase Export limits
- Save custom export templates
- Boolean Searches throughout



## Private Company Valuation

私有公司估值功能优化

- Create a data science model based on historical data and our equity stake filter to estimate the value of private companies
- Support on pharma valuations

Row Labels	Average of Deal Value (USDm)	Average of Acquired Stake (%)	Count of Acquired Stake (%)
Private Equity	171.249866	43	50
Direct Investment	67.71157774	13	6
Institutional Buy-out (IBO)	1005.378867	85	16
Leveraged Buy-out (LBO)	1065.6652		
Management Buy-in (MBO)	125		
Management Buy-out (MBO)	1073.569	95	1
Secondary Buy-out (SBO)	924.6857471	36	4
(blank)	159.882747	21	23
Grand Total	171.249866	43.2376	50
Logic Outline			
(1) For private companies, look at P/E Deals in the past 7 years. If Acquired Stake is available for any deal (take the most recent), Company Value: Deal Value * 100 / Acquired Stake %			
(2) For private companies, if there are any P/E deals in the past 10 years, assume they are P/E owned. If Deal Level 3 = Direct Investment, IBO, or Secondary Buy Out, assume the average Acq			
(3) Same as above, but if Deal 3 = options above, then use the 4-7% acquired stake.			
Ideas to Explore:			
(a) Calculate option 1 above for a sample of companies where the acquired stake is available			
(b) Collect data on: Deal Stage (Lead), Company Drug Count, Company HQ Country, any other attributes that may correlate with the value of the company			

## Drug Scientific Conference Coverage Expansion

学术会议及早期管线捕捉优化



- Increase the coverage of planned scientific conferences
- Enhance the database integrity by coverage of new drugs and updates
- Focus on early-stage drug coverage
- Provide exclusive insight into new research, clinical trial results, and advancements in drug development



# Other Key Product Enhancements – Drugs Intelligence

## ➤ Drug Search Enhancements

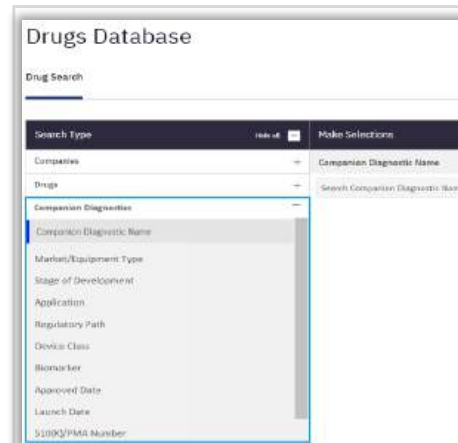
靶点及机制标签检索优化



- Expand Molecule and Descriptor Tags
- Standardization of target taxonomy
- Additional data points such as UniProt, Entrez, Ensemble, and HUGO IDs and hyperlinking these
- Enhancing the global search for critical taxonomies
- Addition of smart searches within a database to cover all attributes

## ➤ Companion Diagnostics

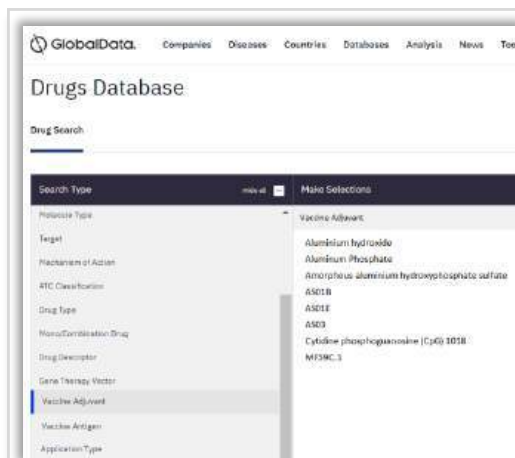
PIC数据库中增加CD覆盖



- CDx provides insights into the market landscape by identifying diagnostic needs for specific therapies
- Provides Competitive landscape by analyzing which drugs are paired with specific diagnostics.
- Ensures GlobalData maintains a competitive edge over competitors

## ➤ Antigen & Adjuvant Search

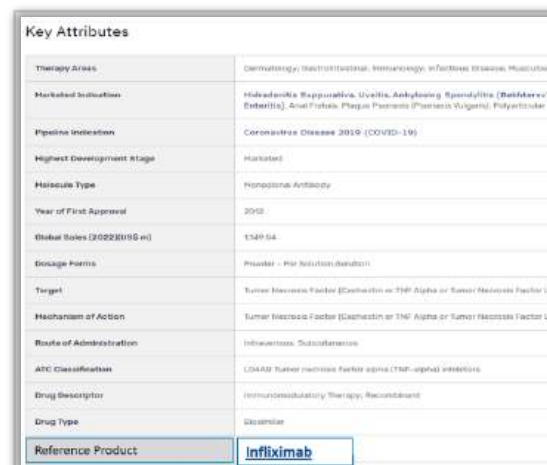
优化对上市疫苗品种的检索条件



- Provide Antigen and Adjuvant details for all Marketed vaccines
- Ensure GlobalData maintains a competitive edge over competitors

## ➤ Reference Listed Drug (RLD) & First Generic Approval

对所有仿制药提供RLD参考

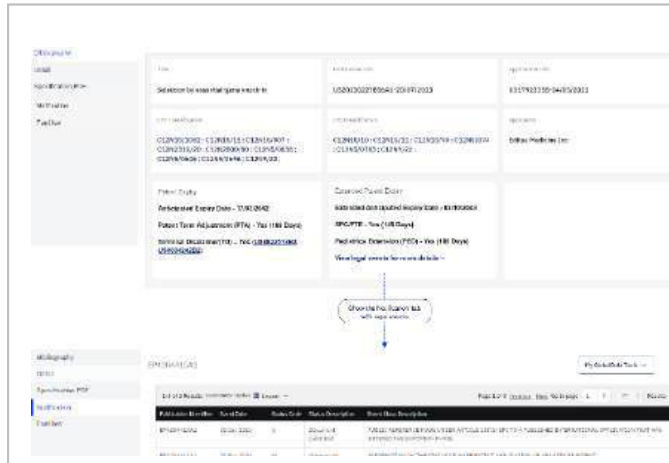


- Provide RLD mapping for all generic drugs with innovator
- Provides Competitive landscape by analyzing RLDs and existing generic versions.
- RLD can be utilized as a benchmark for conducting BE studies required for generic drug approval.

# Other Key Product Enhancements – Patents (beta stage)

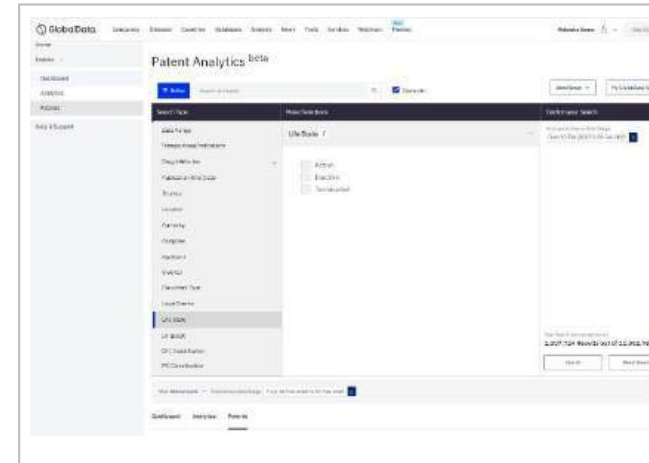
## Patents Analytics planned features

### > Patent Analytics – Anticipated Expiry Dates



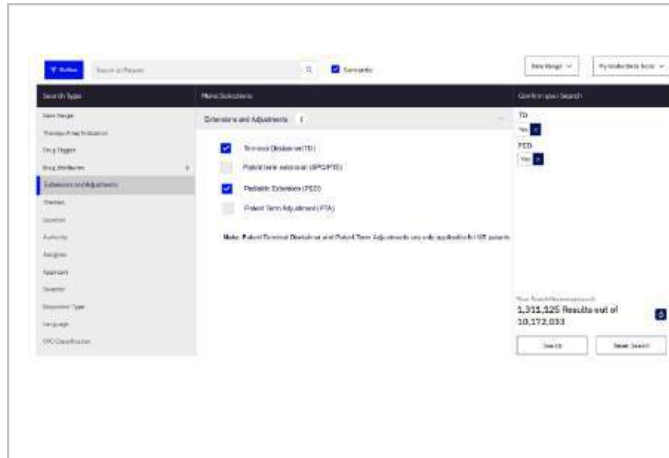
- Anticipated Expiry Date Details and Anticipated expiry dates for patents for all the authorities
- Refinement and analytics based on patent expiry dates

### > Patent Analytics – Life State



- Patent state display in refinement to show current patent state e.g., Active, In-active or Expired/Terminated
- Patents Tagging for Media IC
- Theme, IC and sector tagging updates

### > Patent Analytics – Patent Term Extension and Adjustment Flags



- Patent Term extension and adjustment flags for patents
- SPC/PTE and Paediatric Extensions
- TD and PTA information for US patents

### > Patent Analytics – Sector and Theme Tagging enhancement

1

#### Enhance Theme Tagging

- Target to improve accuracy and patent coverage for themes approved for patents.

2

#### Enhance Sector Tagging

- Enhance sector tagging for uncovered nodes and enhance patent coverage for existing nodes.

3

#### Enhance IC Tagging

- Update IC tagging logic to improve accuracy and increase coverage

# 示例：专利分析板块\*（测试阶段）

## Patent Analytics

### FEATURE

Identify global patenting and technology trends with GlobalData's Patent Analytics.

Access **patent bibliographic information and analysis**, including full specifications and legal event notifications from US and EP. **GlobalData's Patent Analytics** also provides an intelligent **dashboard** covering **patent intelligence** available by sector, theme, company or geography providing focused insight.

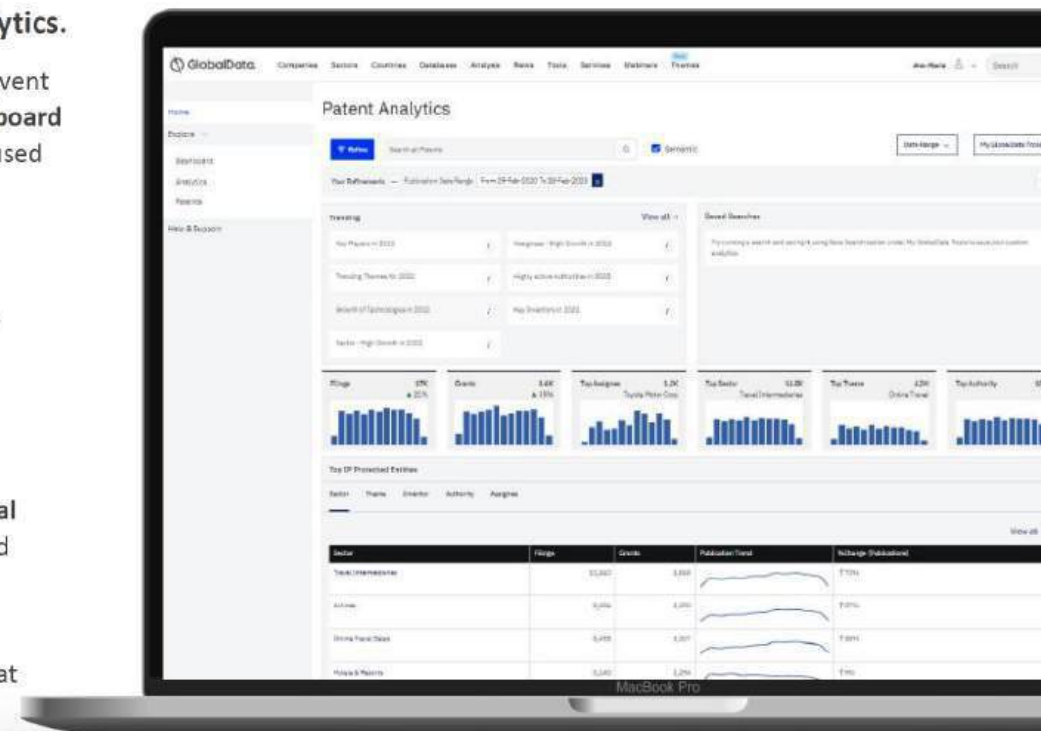
### BENEFITS

Utilize Patent Analytics to gain rapid intelligence into the innovation landscape and make better investment decisions.

- Identify and monitor **key innovation trends**, the **most innovative companies**, potential partners, and **IP portfolios for acquisitions**
- Uncover **competitive innovation strategies** to distinguish your approach. Identify **critical IP investments**, **competitor patent activity**, and **new product development strategy** and determine **potential threats and opportunities**
- **Invest wisely** with the **right IP intelligence** at your fingertips. **Recognize the emerging technologies, start-ups, and tech areas** attracting heavy R&D and patenting activity that will have an impact on your sector
- Monitor **critical trends in IP protection** and most heavily IP protected sectors & themes

### VALUE

- **Prioritize investments** by predicting company valuations and **tracking innovation trends**
- Reshape and **Refresh Your Product Portfolio** by tracking technology development across geographies
- **Minimise time spent tracking patent sources**, access GlobalData's Patent Analytics, an all-in-one platform



101  
Countries  
tracked

60k+  
Company  
portfolios

11.5M+  
Published  
Patent records



# Trials Intelligence

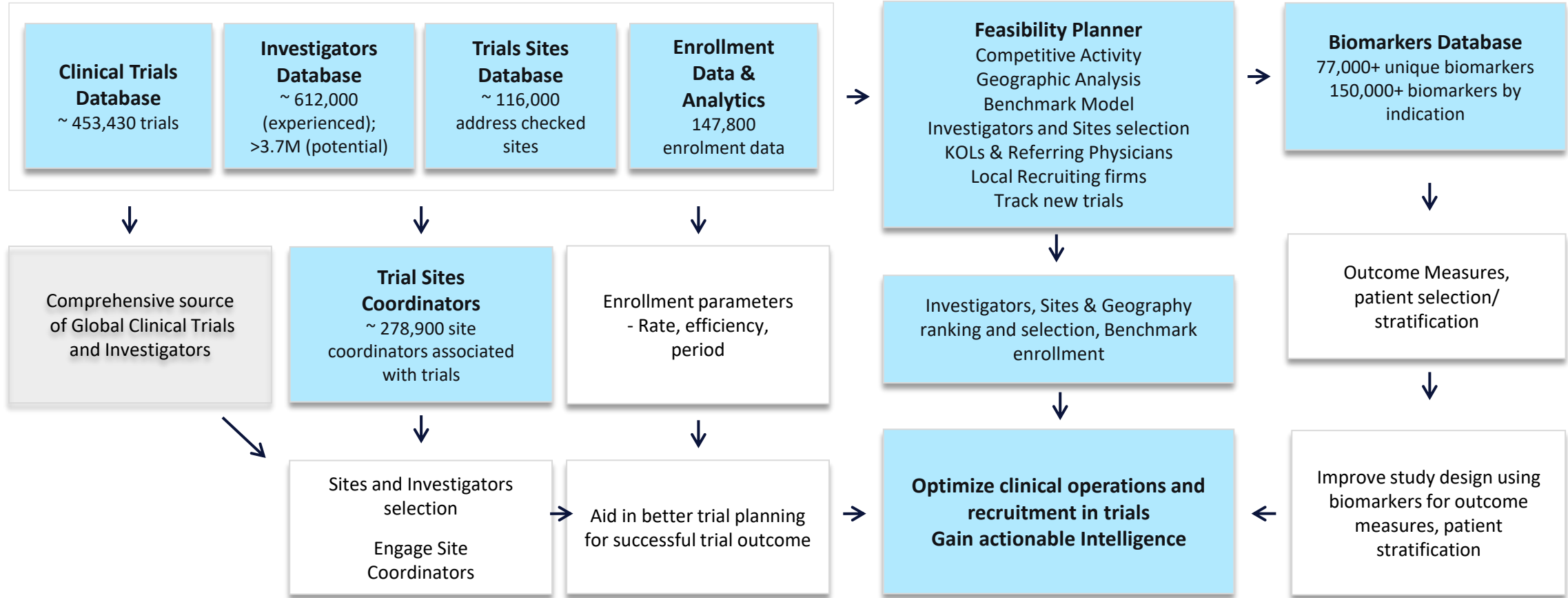
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## 2025 Enhanced Features

- Clinical Trial Cost Estimator 全新临床费用计算工具，提供已完成临床项目费用数据以预测即将开展临床的可能花费
- Enrolment data per country 提供国家/地点维度入组数据
- Feasibility Planner 在线临床可行性评估工具
- **Clinical results comparator 全新工具\*** 可视化对比某个适应症的  
全部最新药效及安全性数据dashboard
- 优化临床检索标签，包括Boolean logic, Line of therapy, etc.
- 全面优化临床试验报告 – 试验结果呈现及渠道覆盖

# Clinical Trials Intelligence – 2025 Snapshot

Global coverage of Clinical Trials Intelligence; 250+ clinical trial registries and 200+ conferences tracked worldwide; tagging of decentralized/virtual trials and enrollment by race/ethnicity. Updated daily.



创建任意想开展/调研的临床Planner e.g. CKD PIII in USA 在线评估、甄选、追踪、提醒及推送可比临床，助力您临床开展规划、甄选、执行全过程

输入任何条件进行临床Planner创建 -  
通过Competitive Activity了解现临床开发情况

根据Recommended Investigators评分推荐合适的PI

直接关联PI profile对背景进行全面查看

### 通过Benchmark Model了解 该Planner条件下所有临床的开展数据及分析

允许Track任何PI的临床开展/入组/申报情况

Track	Investigator Name	Country	State	Phone	Email ID	Clustering Recommendation	Last Reviewed Date
Track 1	Investigator Name	United States	Illinois	1-404-444-1234 / 1-404-444-1235	4044441234@rockwell-inc.org 4044441235@rockwell-inc.org	Yes	01/11/2023
Track 2	Investigator Name	United States	Colorado	1-403-364-4775 / 1-403-356-4768	4033644775@rockwell-inc.org 4033564768@rockwell-inc.org	Yes	11/09/2023
Track 3	Investigator Name	United States	New York	1-718-678-1234 / 1-718-678-1235	6786781234@rockwell-inc.org 6786781235@rockwell-inc.org	Yes	05/10/2023

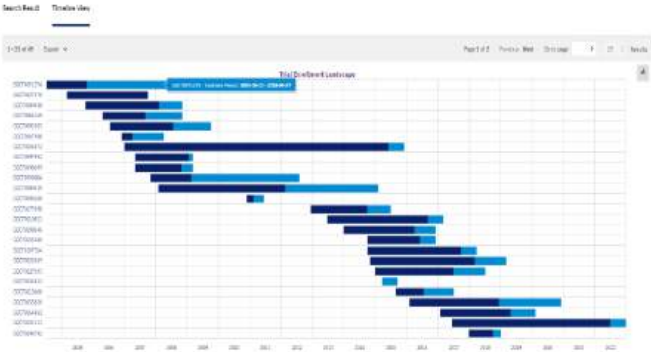


# 示例：Enrolment Data & Analytics – 分析不同适应症不同国家的入组效率

入组模组提供数据界面及分析界面：对适应症不同临床阶段、不同临床状态的入组情况进行动态分析

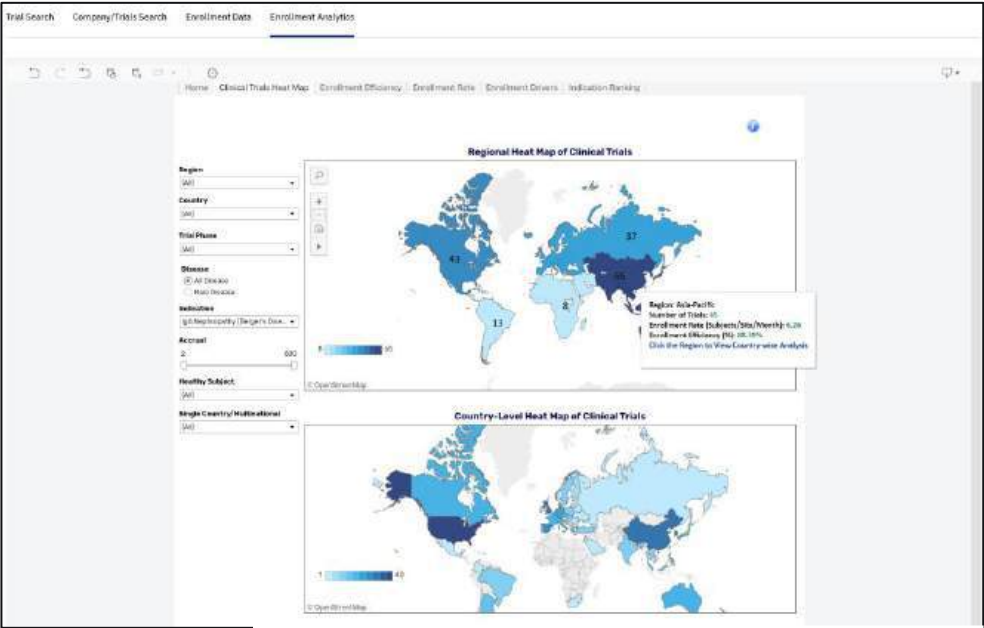
Enrollment Data

	Number of Trials	Mean	Median
No. of Subjects Planned	95	362	90
No. of Subjects Enrolled	39	121	60
No. of Sites	53	46	22
Enrollment Efficiency (%)	38	88.54	100.00
Enrollment Period (in Months)	49	27.66	24.70
Trial Duration (in Months)	56	39.84	37.15
Subjects/Site	53	11.15	4.50
Subjects/Month	49	11.61	3.15
Subjects/Site/Month	46	3.73	0.19

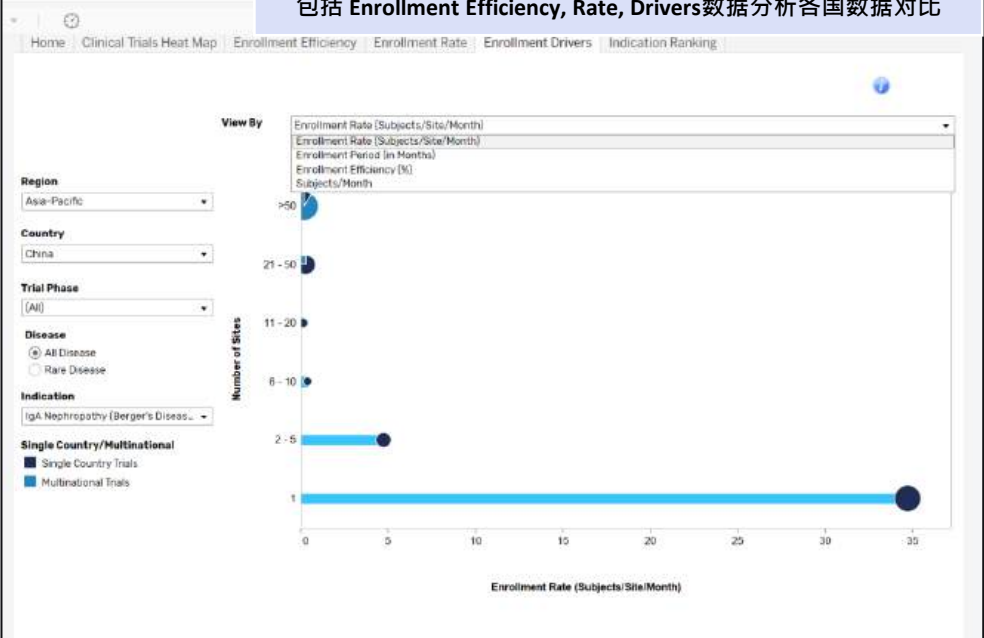


Search Result Timeline View

Select	Trial Title	Trial Identifier	Study Design	Trial Duration (in Months)	Treatment Period (in Months)	Endpoint Status	No. of Sites	Enrollment Rate Parameters		
								Subjects/Site	Subjects/Month	Subjects/Site/Month
<input type="checkbox"/>	Treatment of Immunoglobulin A (IgA) Nephropathy by Angiotensin-converting Enzyme (ACE) Inhibitor	GDC10091274	Controlled; Open-label; Randomized; Single-centered; Treatment	75.87	60.00	Achieved	1	60.00	3.78	3.78
<input type="checkbox"/>	A Study on the Efficacy and Safety of Moxizoline in Patients with IgA Nephropathy	GDC10227470	Active control; Multi-centered; Parallel Assignment; Randomized; Single Blind; Treatment	31.47	0.03	Achieved	8	12.38	3.15	0.39
<input type="checkbox"/>	Oral Treatment with PL-56 in Patients with IgA Nephropathy - An Explorative Study	GDC10089458	Exploratory; Multi-centered; Nonrandomized; Open-label; Single Group Assignment; Treatment; Uncontrolled	37.57	9.00	Achieved	3	3.33	0.56	0.19
<input type="checkbox"/>	Effects of Mycophenolate Mofetil (MMF) on Anti-HLA (human Leukocyte Antigen) Antibody Levels in Patients Awaiting Cadaveric Renal Transplant	GDC10064145	Nonrandomized; Open-label; Single Group Assignment; Single-centered; Treatment	30.73	14.07	Inconclusive	3	45.00	2.70	2.70



包括 Enrollment Efficiency, Rate, Drivers数据分析各国数据对比



# 2024年新增工具：Clinical Trial Cost 临床试验费用估算

Gain insights from historical trial cost estimates for efficient resource allocation, informed trial planning, and streamlined drug development across therapy areas

## Feature

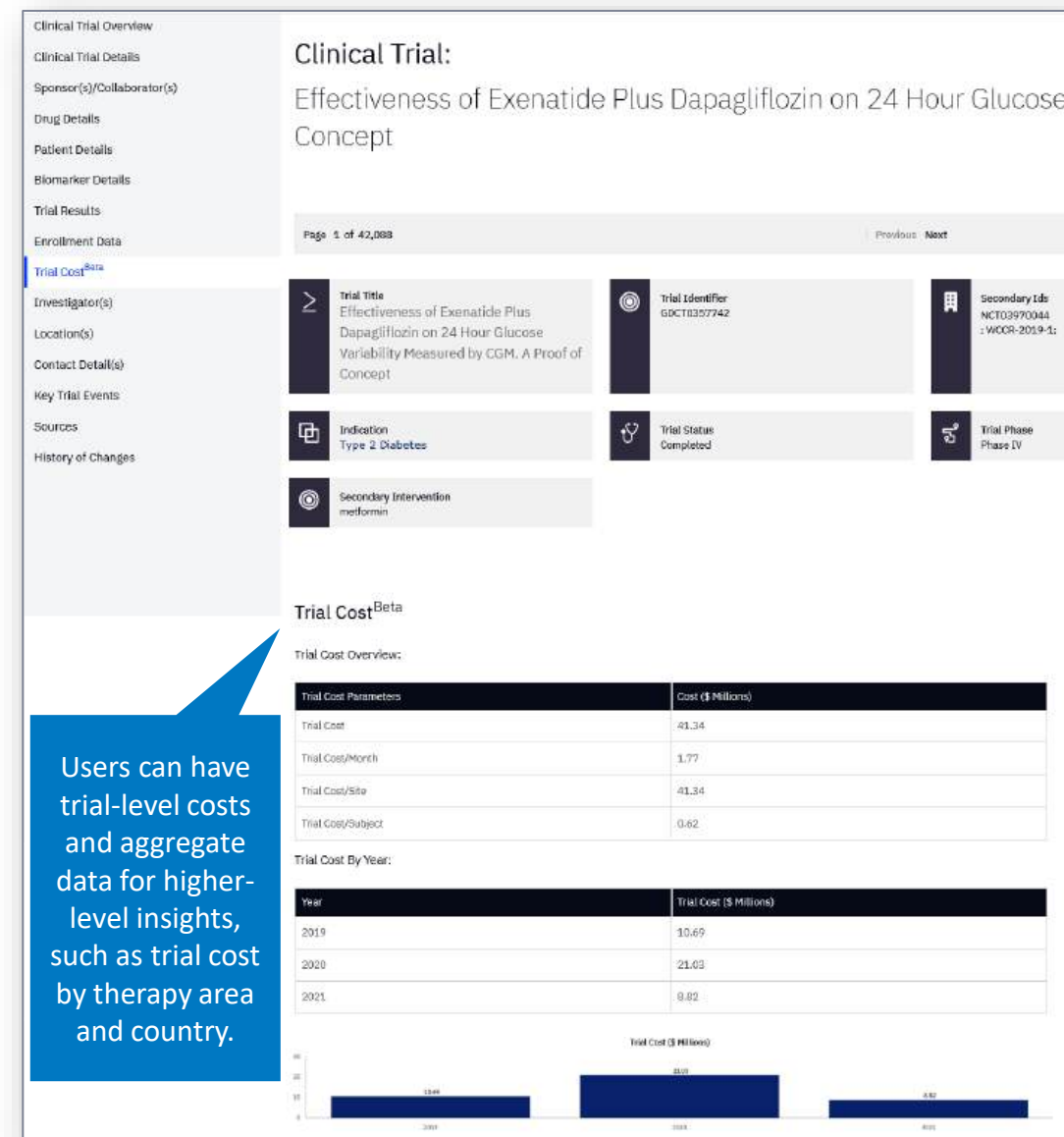
- Provides estimates of clinical trial costs for historical trials based on estimated or actual dates
- Cost data is included into trial profile, integrated results and results analytics of clinical trials

## Benefits

- Allows to get an estimate of clinical trials costs
- Facilitates cost comparison across therapy areas and trials
- Provides cost visibility into clinical trial trends over time


## Value

- Utilizing trial cost estimates empower strategic resource allocation for informed trial planning
- Trial cost data guides efficient drug development and expanding treatments into new or existing therapy areas efficiently



# Other Key Product Enhancements – Clinical Trials Intelligence

## Boolean Searching



Confirm your Search

Therapy Area/Indication

Cardiovascular AND Central Nervous System

Development Stage

Phase II OR Phase III

Molecule Type

Cell Therapy OR Gene Therapy

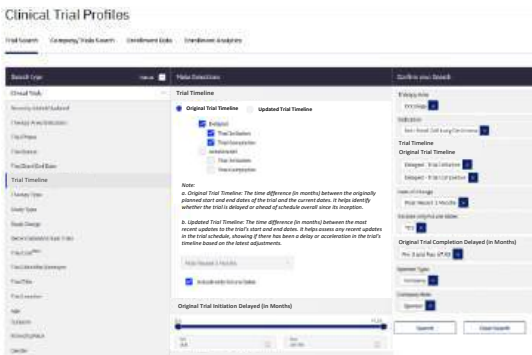
Search Clear Search

临床板块检索条件设定优化

- Effectively filter relevant trials matching the requirements.
- Complex queries can be quickly generated by robust Boolean search panel dynamics (AND, OR, NOT options)

## Trial Timeline

增加临床时间周期坐标优化临床更新追踪、时间安排及设计优化



Clinical Trial Profiles

Trial Search Company/Trials Search Enrollment Data Enrollment Analytics

Trial Timeline

Original Trial Timeline Updated Trial Timeline

Original Trial Timeline

Updated Trial Timeline

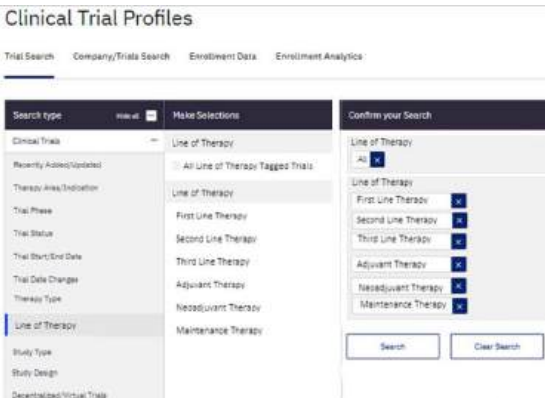
Original Trial Completion Delayed (in Months)

Original Trial Initiation Delayed (in Months)

- Track trial date changes for informed decision-making.
- Benchmark timeline data for efficient planning, risk mitigation, and performance analysis.
- Optimize trial planning to reduce costs and maintain budgets.

## Line of Therapy

临床设计方案检索条件优化



Clinical Trial Profiles

Trial Search Company/Trials Search Enrollment Data Enrollment Analytics

Search Type

Line of Therapy

Line of Therapy

First Line Therapy

Second Line Therapy

Third Line Therapy

Adjuvant Therapy

Neoadjuvant Therapy


Maintenance Therapy

Search Clear Search

- Line of Therapy data assists in targeted trial design for specific patient population
- Provides insights into treatment pathways
- Trial level Line of Therapy analysis helps in benchmarking therapy performance against competitors at each treatment line

## Country-level Enrollment

提供临床入组/国家统计数据模型



Planner Overview

Planning Phase

Competitive Activity

Geographic Analysis

Epidemiology

Benchmark Model

Enrollment Scatter Plot

Key Opinion Leaders

Selection Phase

Investigator Selection

Site Selection

Execution Phase

Improve Subject Accrual

Utilize Referring Physicians

Enrollment by Countries

Country	Enrollment
China	240
India	200
North Macedonia	144
United States	123
Bolivia	121
Italy	114
Argentina	109
Brazil	104
Indonesia	88
Bosnia and Herzegovina	83

View All Countries

- Provide insights regarding country-specific enrollment in a trial.
- Client requirement:** Most of the CRO clients are looking for this level of data which is a key data set for effective trial planning.
- Competitive advantage:** Helps us to uniquely position us to support clients in trial planning.

# New Product Offering – Disease-specific Clinical Results Comparator

Using an intuitive dashboard, quickly generate asset comparisons and charts based on clinical differentiation

## FEATURE

- Excel-based efficacy and safety data obtained from multiple sources, e.g., conferences, GlobalData's Pharma Intelligence Center, peer-reviewed journals, clinicaltrials.gov
- Interactive dashboard for **indirect comparison** of drug efficacy and safety

## BENEFIT

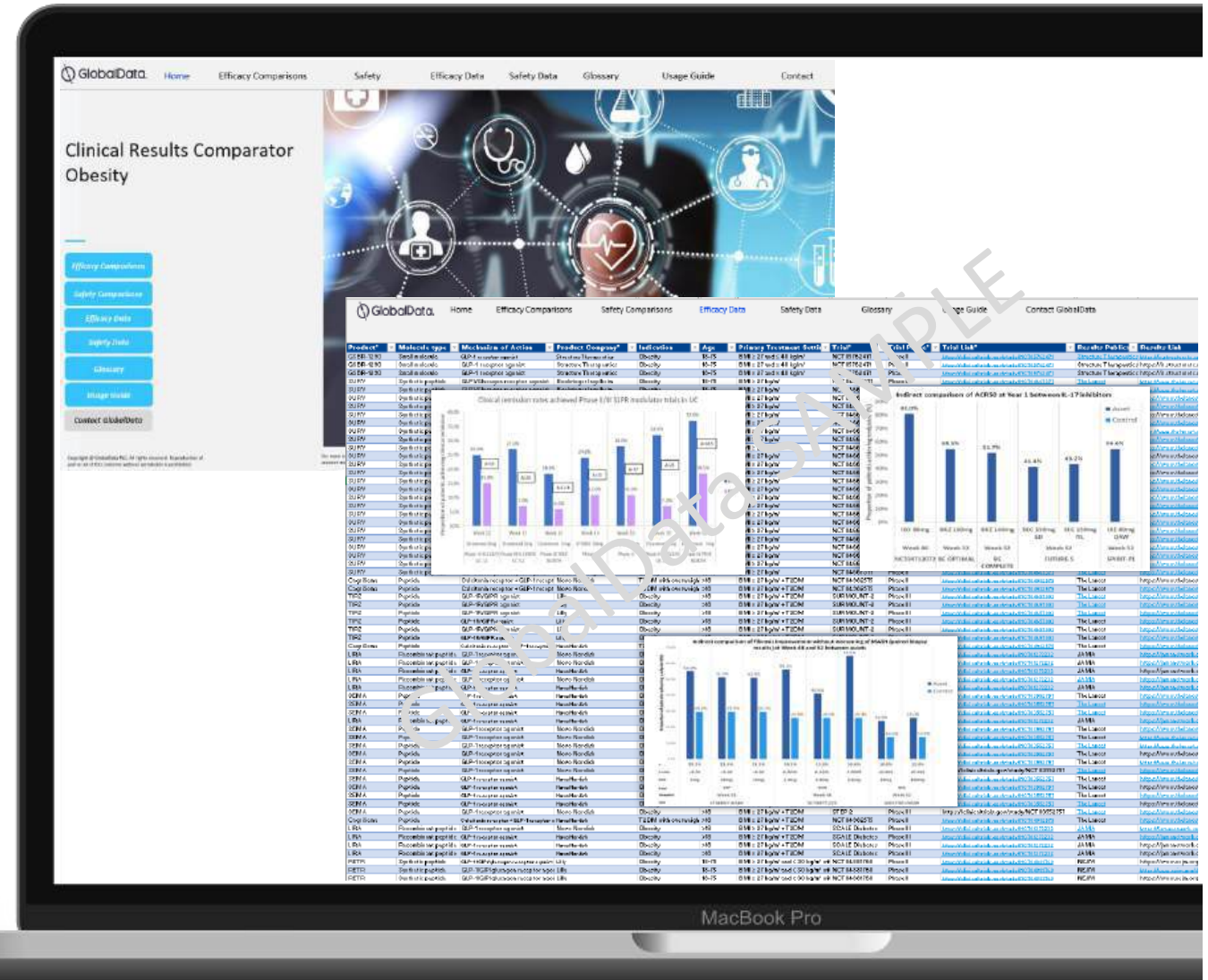
- Allows for quick generation of indirect comparison charts for the assessment of clinical differentiation of assets

## SERVICE

- Updates to the tool following new data publications (4X/year)
  - Major updates following new data reported at conferences
  - Additional updates after key clinical trial results reporting
- Support on the tool's functionality

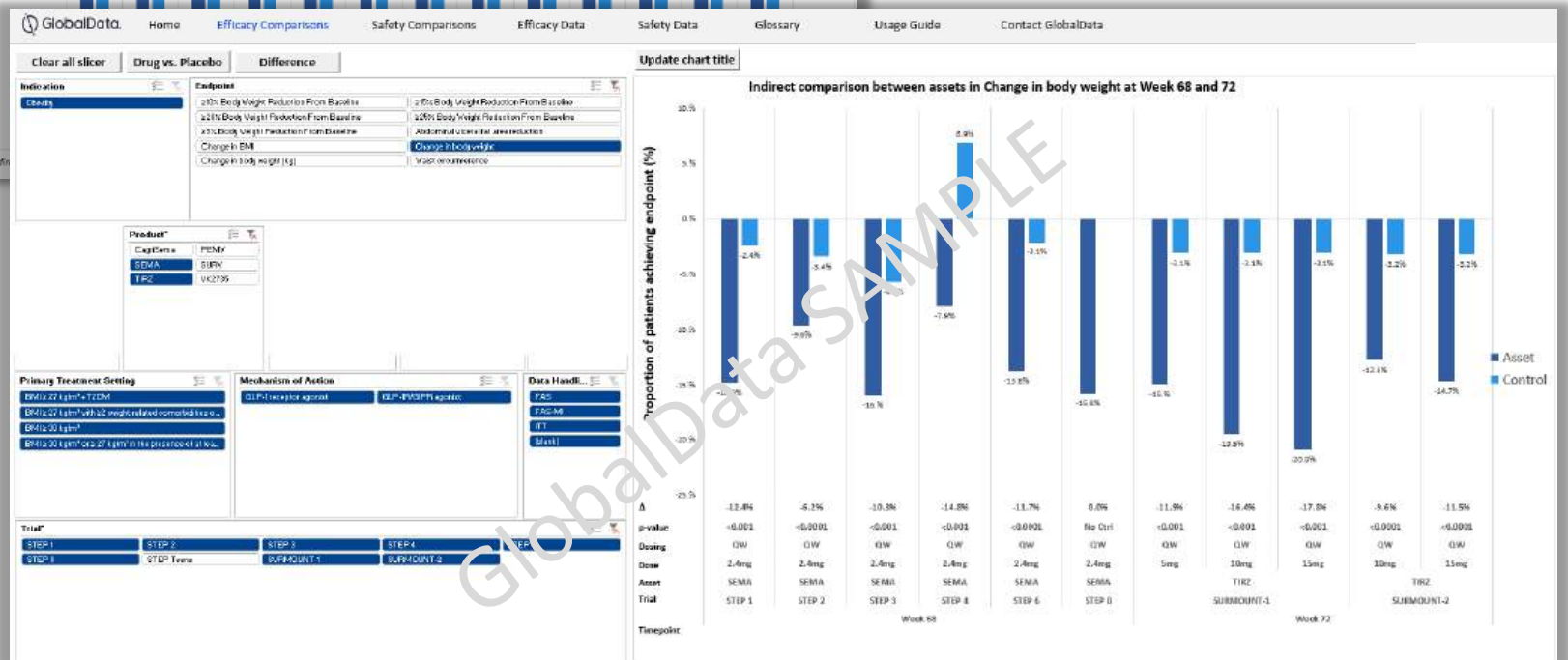
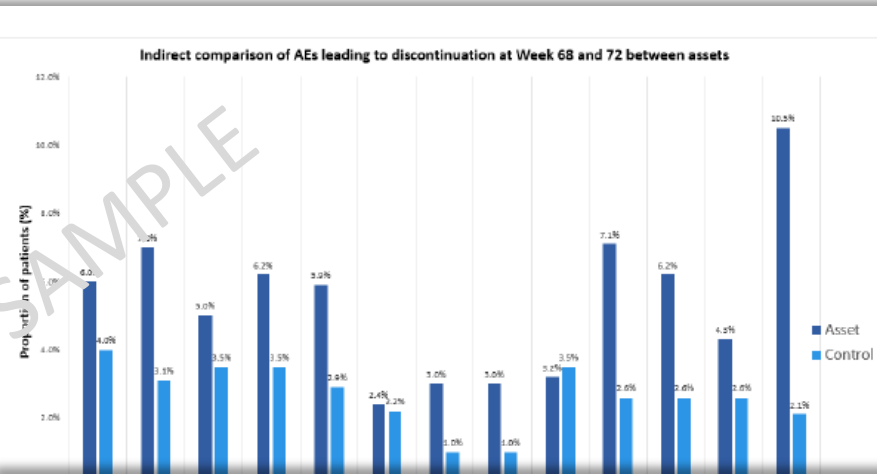
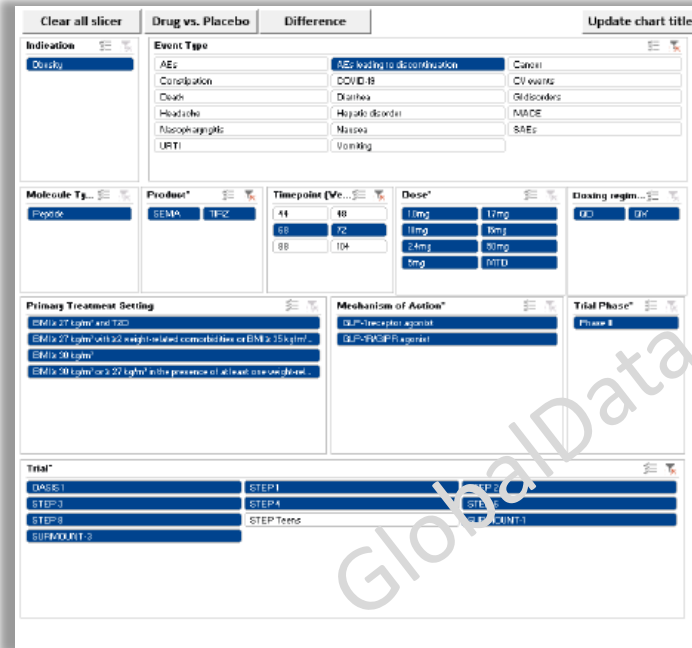
## ADDITIONAL SERVICES

- Tailored support/deliverables by analysts with disease expertise
- Additional custom deliverables
- Versions for other diseases on a custom basis





## Efficacy & Safety Comparisons



# New Product Offering – Disease-specific Clinical Results Comparator

Efficacy and Safety Endpoints for Comparison

Clear all slicer   Drug vs. Placebo   Difference

**Indication**

- CLE (+/- SLE)
- LN
- SLE

**Umbrella endpoint**

- Composite disease activity
- Cutaneous endpoints
- Disease activity
- Disease remission
- Glucocorticoid endpoints
- Joint endpoints
- Renal endpoints

**Endpoint**

≤5 mg/day GC	≤7.5 mg/day GC
≥ 4 Point Reduction From Baseline in SLEDAI-2	≥ 4 Point Reduction From Baseline in SELENA-2
≥2 point reduction in PGA	≥3 consecutive monthly visits in LLDAS
≥5 consecutive monthly visits in LLDAS	≥50% CLASI reduction
≥50% UPCR reduction	≥6 consecutive monthly visits in LLDAS
≥7 consecutive monthly visits in LLDAS	≥70% CLASI reduction
≥9 consecutive monthly visits in LLDAS	≥90% CLASI reduction
	100% CLASI reduction

Selection of efficacy endpoints at granular level

Efficacy endpoints to select top-line outcome measure

Clear all slicer   Drug vs. Placebo   Difference

**Indication**

- CLE (+/- SLE)
- LN
- SLE

**Event Type**

AE leading to Discontinuation	Deaths	All-cause mortality
HZ infections	infections	MACE
Malignancy	Renal disorders	SAEs
Serious infections	Serious treatment-related TEAEs	Severe AE
Severe/serious AE	Severe/serious TEAEs	Study drug-related AE
Study drug-related AE	TEAEs	TEAEs leading to death
TEAEs leading to study drug interruption	TEAEs leading to study termination	TEAEs leading to treatment discontinuation

Safety measures and discontinuation

# New Product Offering – Disease-specific Clinical Results Comparator

Drug and Trial Attributes for Refining Trial Selection for Results Comparison

Selection using  
key drug and trial  
attributes

Molecule type	Product*	Timepoint (Week)	Dose	Trial Phase*
Peptide	CagriSema	12	-	Phase II
Recombinant peptide	GSBR-1290	24	0.6mg	Phase III
Small molecule	LPCN 2401	28	1.2mg	Phase IV
Synthetic peptide	ORFOR	32	1.8mg	
	PHEN+TOP	46	120mg	
	SEMA	52	12mg (ID ...	
	TIRZ	68	15mg/92...	
		88	1mg	

Primary Treatment Setting	Mechanism of Action	Data Handling
BMI ≥ 27 and ≤ 40 kg/m <sup>2</sup>	Androgen receptor agonist + α-to...	FAS
BMI ≥ 27 kg/m <sup>2</sup>	catecholamines transporter inhibi...	FAS-LOCF
BMI ≥ 27 kg/m <sup>2</sup> + 120 M	GLP-1 receptor agonist	FAS-MI
BMI ≥ 27 kg/m <sup>2</sup> and < 30 kg/m <sup>2</sup> with at least one o...	GLP-1/GLP-2 receptor agonist	ITT
BMI ≥ 27 kg/m <sup>2</sup> and < 30 kg/m <sup>2</sup> with at least one w...	GLP-1/glucagon receptor agonist	ITT LOCF
BMI ≥ 27 kg/m <sup>2</sup> and 2 or more obesity related co...	GLP-1R/GIPR agonist	ITT MI
BMI ≥ 27 kg/m <sup>2</sup> with ≥2 weight-related comorbidi...	GLP-1R/GIPR agonist	ITT-MI
BMI ≥ 30 kg/m <sup>2</sup>		LOCF

Trial*				
COR-BMOD	COR-I	COR-II	DREAM	MOMENTUM
NCT00553787	NCT00554216	NCT00793367	NCT02918279	NCT03922945
NCT04134091	NCT04667377	NCT01801760	NCT04982575	NCT05051579
NCT05762471	OASIS 1	SCALE - Sleep Apnoea	SCALE Diabetes	SCALE Maintenance
SCALE Obesity and Prediab...	STEP 1	STEP 2	STEP 3	STEP 4
STEP 5	STEP 6	STEP 7	STEP 8	STEP Teens
SURMOUNT-1	SURMOUNT-2	SURMOUNT-3	SURMOUNT-4	VENTURE

# Therapeutic Analysis

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## 2025 Enhanced Features

- Patient flow dashboard per indication
- Expanding epidemiology coverage – 450+ indications
- Pipeline clinical & commercial analysis with KOLs comments
- Marketed treatments forecast, SWOT with KOLs comments
- Treatment algorithm with clinical guidance
- R&D innovation strategies with target analysis
- Up to 68 markets with 10 yrs forecast
- Broaden coverage of scientific conferences – 300+ trackers



# Therapeutic Analysis Module: 2025 Snapshot

15 distinct product lines

## Market Analysis Reports and Forecasts

In-depth disease market analysis across relevant geographies with >210 granular forecasts



## Rare/Niche Disease Reports and Forecasts

Market analysis, incl. unmet needs analysis and forecasts for ~40 rare/niche diseases



## Cell & Gene Therapy (CGT) Reports

Analysis and forecasts of CGTs across a range of therapy areas incl. oncology, hematology, CNS, ophthalmology, dermatology, respiratory



## Report and Forecast Updates

Reflecting market-impacting changes to the competitive environment in a disease market



## Conference Program Trackers (renamed from Conference Organizing Tools)

Interactive Excel workbook outlining clinical and commercial activity for medical congresses



## Landscape Overview Reports (renamed from Competitive Landscape Reports)

Visual, data-driven analyses of ~170 diseases covering drugs, trials, deals, P&R, future outlook



## 68-Market Forecasts

Country- and indication-specific forecasts



## Modality-focused Reports

Analyses of high-interest industry-relevant topics



## Webinars and Virtual Conferences

Invitation-only presentations by our in-house experts covering hot topics, with analyst Q&A

## Forecast Model

Granular patient-based disease forecasts with interactive patient flow charts



## Conference Reviews

Insightful coverage of key US and EU medical conferences



## Therapy Influencers

~1,600 global digital influencers covering major therapy areas

## Epidemiology Reports and Forecasts

Industry-leading commercial epi forecasts for 445+ indications and >700k sub-populations



## Expert Insights

Insights produced by disease experts covering market-relevant topics, supported with data and primary research

## Global Ads Database

Database of > 183,500 OTC drug advertisements across therapy areas



示例：Therapeutic Analysis 疾病领域分析报告及模型发布计划, 2025发布计划另见附件

2024 Plan

~140 reports and 20 conference planners planned for 2024

- 49 Major Market Analysis and Forecast report and models
- 7 Opportunity Assessment and Forecast reports
- 19 68-Market Analysis and Sales Forecast reports

- 5 Report and Forecast Model updates
- 55 Competitive Landscape reports
- 20 Conference Organizing Tools
- 6 Cell Therapies Market Assessment reports

CVMD

- GLP1-s in T2D and Obesity+\*\*§
- Osteoporosis+\*\*§
- Chronic Kidney Disease+\*\*§
- Type 1 Diabetes+\*\*§
- Heart Failure\*§
- Adrenoleukodystrophy (X-ALD)+^¥
- Acute Coronary Syndrome∅
- Focal Segmental Glomerulosclerosis (FSGS)+^∅
- Glycogen Storage Disorders (GSD)+∅
- Hyperlipidemia+∅

Neurology

- Attention Deficit Hyperactivity Disorder (ADHD)¥
- Amyotrophic Lateral Sclerosis (ALS)^¥
- Migraine\*\*§
- Alzheimer's Disease\*\*§
- Parkinson's Disease\*\*§
- Cell & Gene Therapies in CNS Disorders+‡
- Spinal Muscular Atrophy^¥
- Opioid Use Disorder¥
- Schizophrenia\*
- Friedreich Ataxia+^∅
- Frontotemporal Dementia+^∅
- Hepatic Encephalopathy+^∅
- Limb girdle Muscular Dystrophies (LGMD) +^∅
- MELAS Syndrome+^∅
- Multiple System Atrophy+^∅
- Neurofibromatosis Type+^∅
- Progressive Supranuclear Palsy+^∅
- Rett Syndrome+^∅
- Spinal Cord Injury+∅
- Tay-Sachs Disease+^∅

Immunology

- Bronchiectasis\*¥
- Alopecia Areata\*\*
- COPD\*\*§
- Asthma\*\*§
- Psoriatic Arthritis\*\*§
- Atopic Dermatitis\*\*§
- Plaque Psoriasis\*§
- Cell & Gene Therapies in Dermatology+‡
- Cell & Gene Therapies in Rheumatology+‡
- Cell & Gene Therapies in Gastrointestinal Diseases+‡
- Duchenne Muscular Dystrophy (DMD)^\*¥
- Acute on Chronic Liver Failure Disease (ACLF)+∅
- Alcoholic Hepatitis+∅
- ANCA glomerulonephritis+^∅
- Androgenetic Alopecia+∅
- Celiac Disease∅
- Chronic Spontaneous Urticaria (CSU)+∅
- Dystrophic Epidermolysis Bullosa+^∅
- Familial Adenomatous Polyposis+^∅
- Primary Sclerosing Cholangitis+∅
- Prurigo Nodularis+∅

Oncology

- Multiple Myeloma^\*\*
- Non-Small Cell Lung Cancer (NSCLC)\*\*
- HER2-Positive Breast Cancer\*\*
- B-Cell Non-Hodgkin's Lymphoma\*\*
- Bladder Cancer\*\*
- Prostate Cancer\*\*
- HER2-Negative Breast Cancer\*\*
- Head and Neck Cancer (HNSCC) \*\*
- Cell & Gene Therapies in Hemophilia A & B+^‡
- Triple-Negative Breast Cancer (TNBC) ∅
- Chondrosarcoma∅
- Soft Tissue Sarcoma+^∅
- Esophageal Cancer^∅
- Uveal Melanoma+^∅
- Myelodysplastic Syndromes (MDS)^∅
- Melanoma\*
- Glioblastoma Multiforme (GBM)^\*
- Antibody-Drug Conjugates (ADC)+∅
- Pancreatic Cancer (PDAC)^¥

Analysis: – Conference Organizing Tool (~20 planned from this list)

Conference	Conference Website	Base Plan	Actual/Forecast	Therapy Area
European Crohn's & Colitis Organisation (ECCO)	ECCO	Feb-24	Feb-24	Immunology
American College of Cardiology (ACC)	ACC	Mar-24	Mar-24	CVMD
American Academy of Dermatology (AAD)	AAD	Feb-24	Feb-24	Immunology
16th International Congress on SLE (LUPUS 2024)	LUPUS 2024	Mar-24	Feb-24	Immunology
International Conference on Alzheimer's & Parkinson's Disease (AD-PD)	AD-PD	Mar-24	Feb-24	Neurology
Digestive Disease Week (DDW)	DDW	Apr-24	Apr-24	Immunology
American Academy of Neurology (AAN)	AAN	Apr-24	Mar-24	Neurology
European Society of Clinical Microbiology and Infectious Diseases (ECCMID)	ECCMID	Apr-24	Apr-24	ID
European League Against Rheumatism (EULAR)	EULAR	May-24	May-24	Immunology
American Society for Clinical Oncology (ASCO)	ASCO	May-24	May-24	Oncology
European Hematology Association (EHA)	EHA	May-24	May-24	Oncology
American Thoracic Society (ATS)	ATS	May-24	May-24	Immunology
European Association for the Study of the Liver (EASL)	EASL	Jun-24	Jun-24	Immunology
Congress of the European Academy of Neurology (EAN)	EAN	Jun-24	Jun-24	Neurology
American Diabetes Association (ADA)	ADA	Jun-24	Jun-24	CVMD
European Society of Cardiology (ESC)	ESC	Aug-24	Aug-24	CVMD
European Respiratory Society (ERS)	ERS	Aug-24	Aug-24	Immunology
European Association for the Study of Diabetes (EASD)	EASD	Sep-24	Sep-24	CVMD
American College of Gastroenterology (ACG)	ACG	Oct-24	Oct-24	Immunology
United European Gastroenterology Week (UEGW)	UEGW	Oct-24	Oct-24	Immunology
European Academy of Dermatology & Venereology (EADV)	EADV	Oct-24	Oct-24	Immunology
European Committee for Treatment and Research in Multiple Sclerosis (ECTRIMS)	ECTRIMS	Oct-24	Oct-24	Neurology
European Society for Medical Oncology (ESMO)	ESMO	Oct-24	Oct-24	Oncology
American Academy of Ophthalmology (AAO)	AAO	Oct-24	Oct-24	Ophthalmology
ID Week	ID Week	Oct-24	Oct-24	ID
American Heart Association (AHA)	AHA	Oct-24	Oct-24	CVMD
American Association for the Study of Liver Disease (AASLD)	AASLD	Nov-24	Nov-24	Immunology
American College of Rheumatology (ACR)	ACR	Nov-24	Nov-24	Immunology
American Society of Hematology (ASH)	ASH	Dec-24	Dec-24	Oncology

Infectious Diseases

- Methicillin-Resistant Staphylococcus aureus (MRSA)+\*\*§
- Human Immunodeficiency Virus (HIV)+\*\*§
- Sepsis\*\*§
- Human Papillomavirus (HPV)+\*\*§
- Nontuberculosis Mycobacteria\*¥
- Epstein-Barr Virus (EBV-4) Vaccines+∅
- Gonorrhea+∅
- Hepatitis B+∅
- Hepatitis C∅
- Invasive Candidiasis+∅
- Mycobacterium Tuberculosis+∅
- Rabies Vaccines+∅

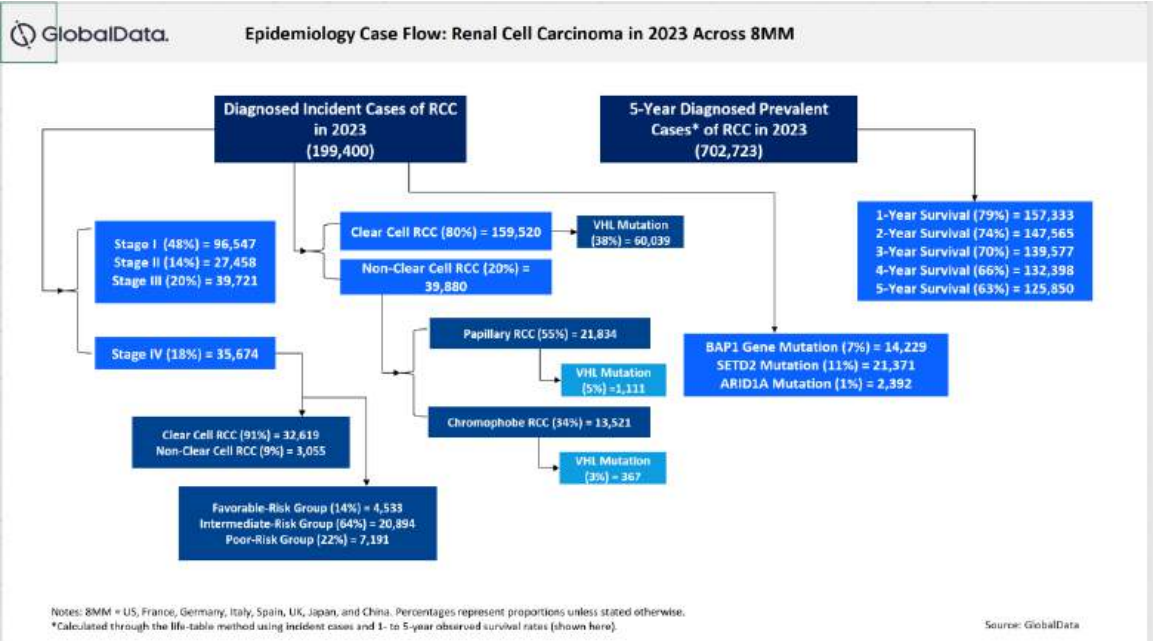
Ophthalmology

- Glaucoma+\*\*§
- Cell & Gene Therapies in Ophthalmology+‡
- Fuchs Endothelial Corneal Dystrophy (FECD)+^∅
- Presbyopia+∅
- Retinitis Pigmentosa+^∅
- Uveitis¥

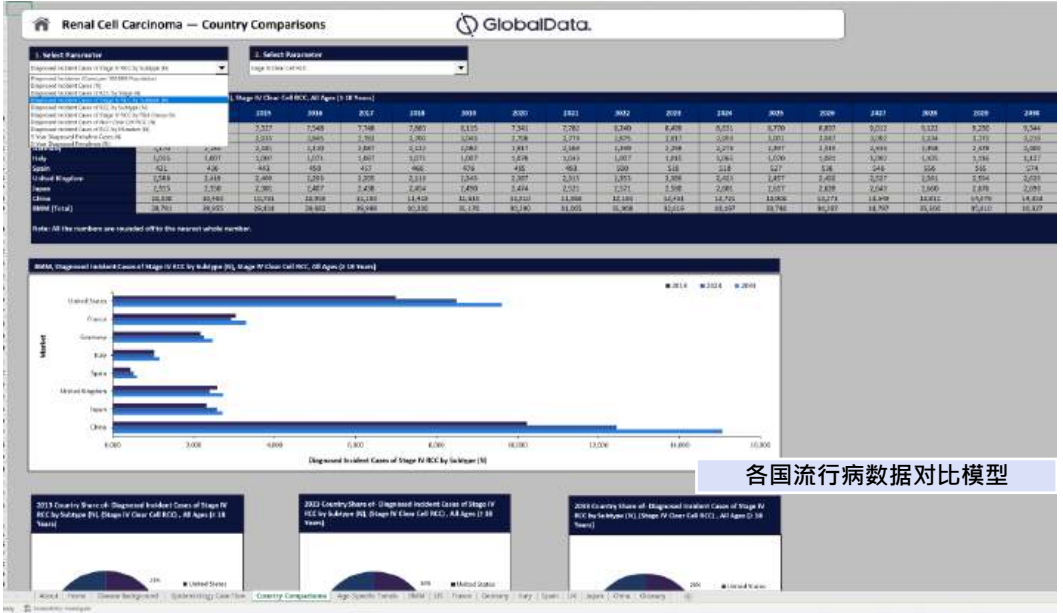
Gender Health

- Female Infertility+\*\*§
- Dysmenorrhea+∅
- Hormone Replacement Therapy+∅
- Polycystic Ovarian Syndrome (PCOS)+∅
- Uterine Leiomyoma (Uterine Fibroids)+∅

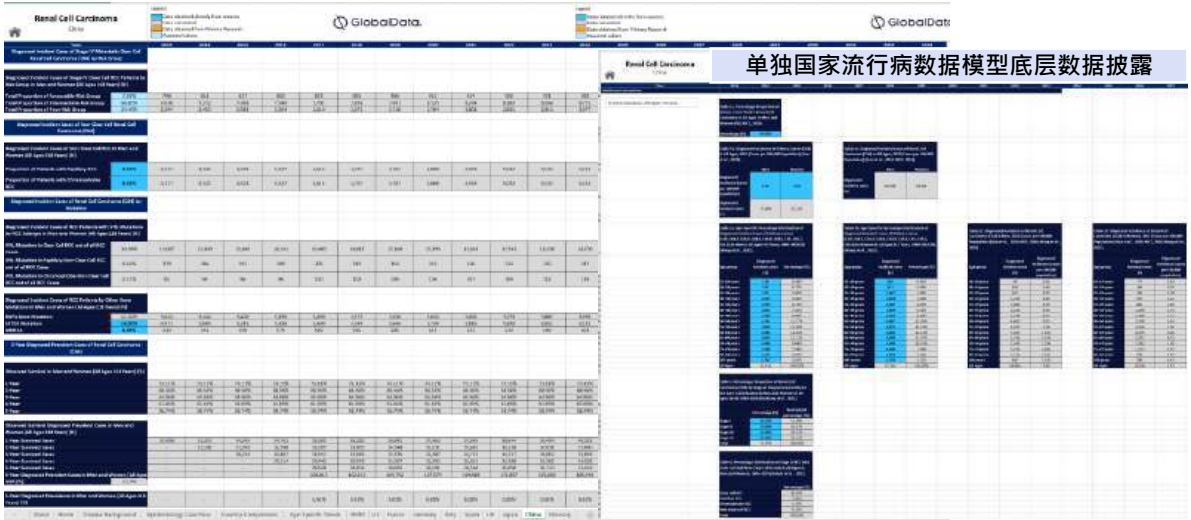
示例：疾病领域分析模型 Therapeutic Analysis – Epi Forecast Model 最全面详实的流行病学数据覆盖



Patient Flow & 最新治疗方案分析



各国流行病数据对比模型



单独国家流行病数据模型底层数据披露

Epidemiology and Market Size

Epidemiology Database Epidemiology Analytics 流调板块覆盖446个适应症UP TO 68国家 持续增加

Global Epidemiology				
# Therapy Name	# Indication	# Rare Diseases	# Countries	# Data Type
20	446	183	68	339



# 示例：疾病领域分析模型 Therapeutic Analysis – Patient-based Forecast Model

## 基于病患用药及独家访谈调研的深度药物评估及估值模型

品种市场预测：基于流行病学的治疗药物各国销售预测模型

管线品种全面梳理及SWOT分析

品种专家看法：KOL访谈及医生用药调研

覆盖8个主要市场国包括中国

开发品种shortlist及是否交易列表

品种评估：临床及商业化指标

基于各国医疗保健支出数据，提供UP TO 68个市场国疾病市场潜力预测



## 示例：疾病领域分析报告 Therapeutic Analysis – 最可视化PPT格式产业/疾病分析报告



GlobalData.

Unique Data. Expert Analysis. Innovative Solutions. One Platform.

# IgA Nephropathy (Berger's Disease): Competitive Landscape

Contents

01. [Key Findings](#)

02. [Disease Overview](#)

03. [Epidemiology Overview](#)

04. [Treatment Overview](#)

05. [Marketed Drugs Assessment](#)

06. [Pricing and Reimbursement Assessment](#)

07. [Pipeline Drugs Assessment](#)

08. [Clinical Trials Assessment](#)

09. [Deals Landscape](#)

10. [Commercial Assessment](#)

11. [Future Market Catalysts](#)

12. [Appendix](#)

Pharma Intelligence Center | GDHC128CL | August

适应症竞争格局分析小报告

**Treatment Paradigm**

**Diagnosis of ADHD**

**US**

Psychoeducation (perform in context of medication management) ↔ Psychosocial (behavior) therapy

↓

Psychopharmacologic treatment

- MPH
- Amphetamines
- Atomoxetine

↓

Review

↓

Try other stimulants

↓

Re-evaluate diagnosis of ADHD

**SEU**

Psychoeducation, advice, and support to child, family, and teacher

↓

Pervasive, severe disability

↓

Psychopharmacologic treatment

- MPH
- Amphetamines

↓

Significant impairment persists

↓

Try other stimulants

↓

Review; add behavior therapy; treat comorbidity; try second-line drugs (e.g., norepinephrine drugs)

**Environmental coordination, psychoeducation**

↓

MPH ↔ Behavior therapy

↓

Review

↓

Specialists (For other drug or therapy)

Source: StarkCollins, adapted from Swanson, 2009

Note: The flowchart highlights when two types of therapy are recommended together: MPH (medication), behavior, family support, MPH, norepinephrine drugs.

Table of Contents

Chronic

**下载编辑格式**

疾病分析报告PPT及下载编辑格式

The image shows the front cover of a report titled "Antibody-Drug Conjugates (ADC): Market Overview". At the top left is the GlobalData logo, which consists of a stylized 'G' inside a circle followed by the text "GlobalData.". Below the logo is the tagline "Unique Data. Expert Analysis. Innovative Solutions. One Platform." in a smaller font. The main title "Antibody-Drug Conjugates (ADC): Market Overview" is prominently displayed in the center in a large, bold, black sans-serif font. To the right of the title, there is a light blue rectangular box containing the Chinese text "技术产业分析" (Technology Industry Analysis) in black. At the bottom left, there is a small blue horizontal line. At the bottom center, the text "Pharma | Report code: GDHCHT474 | March 2024" is written in a small, black font.

### Clinical Trials in Berger's Disease – Enrollment Data

The average mean enrollment efficiency percentage for Phase II trials (including Phase I/IIb) for the drug is more than 50%, and the average mean enrollment efficiency for Phase III trials (including Phase II/III) is over 60%.

	Number of Trials	Mean	Median
No. of Subjects Planned	9	176	150
No. of Subjects Enrolled	-	-	-
No. of Sites	35	35	-
Enrollment Efficiency (%)	-	-	-
Enrollment Period (in Months)	9	18.19	17.67
Total Duration (in Months)	9	42.57	42.00
Subjects/Trial	9	22.88	24.44
Subjects/Month	9	7.51	5.43
Subjects/Trial/Month	9	6.76	4.59

	Number of Trials	Mean	Median
No. of Subjects Planned	3	330	319
No. of Subjects Enrolled	2	302	263
No. of Sites	3	140	133
Enrollment Efficiency (%)	3	47.00	47.00
Enrollment Period (in Months)	3	17.66	12.86
Total Duration (in Months)	3	40.89	40.00
Subjects/Trial	3	330.00	319.00
Subjects/Month	3	8.76	9.50
Subjects/Trial/Month	3	8.89	12.09

### History of Antibody-Drug Conjugate Development

A horizontal timeline illustrating the evolution of antibody-drug conjugates (ADCs) from 1982 to 2024. The timeline features colored circles representing key milestones, each associated with a company logo and a brief description of the event.

- 1982:** Paul Hittis patented the concept of "magic bullets," suggesting that some compounds could selectively target diseased cells.
- 1987:** The first fully synthetic antibody was developed to include no natural antibodies.
- 1994:** Humanized antibodies were developed.
- 1996:** Colloidal science evolved as a potent catalyst for preparation of a DC.
- 1998:** Multitargeted antibodies from the market effectively demonstrated they showed a risk of safety and efficacy.
- 2004:** Kadcyja's ADC was approved. Becoming the first marketed ADC for solid tumors.
- 2005:** Roche (Logo).
- 2006:** Genentech (Logo).
- 2007:** The highest-selling ADC, Herceptin, is reported.
- 2009:** Pfizer (Logo). The world's first commercial ADC, Herceptin Trastuzumab, received FDA accelerated approval for CD20-positive AML.
- 2010:** Seagen (Logo). The first enzyme-generated ADC, Segen's Adcetris, is reported for metastatic DLCL.
- 2011:** Kadcyja became the first ADC to enter ADC sales, with sales exceeding \$1 billion.
- 2012:** ACETRI'S (Logo).
- 2013:** First number of approved ADCs date: US: 11, EU: 9, Japan: 5, China: 4.
- 2014:** MYLSTAR (Logo).
- 2015:** Mylan (Logo).
- 2016:** Mylan (Logo).
- 2017:** Mylan (Logo).
- 2018:** Mylan (Logo).
- 2019:** Mylan (Logo).
- 2020:** Mylan (Logo).
- 2021:** Mylan (Logo).
- 2022:** Mylan (Logo).
- 2023:** Mylan (Logo).
- 2024:** Mylan (Logo).

[illegible]

# New Feature: 68-Market Sales Forecast Extrapolation



- Increases number of markets in GlobalData's sales forecasts from 7-10 major markets (patient-based forecasting) to 68 (sales forecast extrapolation)
- Leverages data on pharmaceutical sales and drug availability from GlobalData's World Markets Healthcare (WMH) & POLI databases
- Includes topline sales forecasts across numerous regions – Africa, APAC, Europe, LATAM, Middle East, and North America



Access topline, disease-specific sales data for an additional 58-61 markets



Compare region-and indication-specific market shares for branded, biosimilar, and generic products



Review sales forecasts from around the world in a single Excel sheet



Build better R&D and investment strategies using indication-specific sales projections from across key emerging markets



Utilize GlobalData's unlocked forecasts for scenario planning

Multiple Sclerosis  
Global - 68-Market

Legend  
Data calculated  
Data from patient-based forecast  
Data modified from GlobalData's system forecast

GlobalData

	2020	2021	2022	2023	2024	2025
Global - 68-Market (68M)	\$ 24,463,108,104	\$ 22,875,275,884	\$23,936,668,513	\$ 26,801,566,276	\$ 26,433,517,682	\$ 28,668,870,9
7 Major Markets (7MM)	\$ 16,927,091,931	\$ 17,871,466,168	\$18,801,772,775	\$ 20,533,617,929	\$ 20,552,534,586	\$ 22,846,000,4
61 Markets (61M)	\$ 5,536,017,174	\$ 5,004,007,218	\$ 5,135,644,633	\$ 5,566,163,629	\$ 5,784,999,090	\$ 6,385,137,2
7MM - Branded Sales	\$ 16,886,750,668	\$ 17,222,903,767	\$18,240,448,281	\$ 20,217,681,171	\$ 20,818,006,888	\$ 21,406,472,4
7MM - Generic Sales	\$ 546,334,262	\$ 647,516,395	\$ 645,085,440	\$ 717,943,080	\$ 823,111,691	\$ 995,163,5
7MM - Total Sales	\$ 16,927,091,931	\$ 17,871,466,168	\$18,801,772,775	\$ 20,533,617,929	\$ 20,552,534,586	\$ 22,846,000,4
61M - Branded Sales	\$ 4,636,498,070	\$ 3,855,001,309	\$ 3,855,852,776	\$ 3,961,563,093	\$ 4,391,746,531	\$ 4,451,438,7
61M - Generic Sales	\$ 899,513,104	\$ 1,189,005,909	\$ 1,240,593,857	\$ 1,404,599,606	\$ 1,573,254,767	\$ 1,871,798,4
61M - Total Sales	\$ 5,536,017,174	\$ 5,044,007,218	\$ 5,136,644,633	\$ 5,366,163,629	\$ 5,764,999,090	\$ 6,323,237,2
68M - Branded Sales	\$ 23,017,253,729	\$ 21,058,955,070	\$22,046,591,108	\$ 22,675,433,505	\$ 24,057,147,174	\$ 25,757,912,1
68M - Generic Sales	\$ 1,446,055,266	\$ 1,816,320,808	\$ 1,890,077,405	\$ 2,122,542,782	\$ 2,376,370,508	\$ 2,866,858,7
68M - Total Sales	\$ 24,463,108,104	\$ 22,875,275,884	\$23,936,668,513	\$ 26,801,566,276	\$ 26,433,517,682	\$ 28,668,870,9
7MM - Share of Branded Sales	75.86%	81.75%	82.33%	82.53%	81.56%	82.5
61M - Share of Branded Sales	30.18%	18.23%	17.47%	17.42%	17.48%	17.4
7MM - Share of Generic Sales	37.79%	35.65%	34.34%	33.82%	34.29%	34.7
61M - Share of Generic Sales	62.21%	64.25%	65.66%	66.18%	65.71%	65.3
Regional/Country Sales (\$M)						
Africa	\$ 81,634,700	\$ 85,665,925	\$ 87,686,260	\$ 90,546,582	\$ 93,595,264	\$ 102,075,6
Algeria	\$ 9,041,426	\$ 10,106,790	\$ 10,553,590	\$ 10,581,254	\$ 11,358,007	\$ 11,758,8
Egypt	\$ 23,577,168	\$ 24,876,800	\$ 25,179,313	\$ 27,072,264	\$ 29,030,969	\$ 31,311,9
Oman	\$ 1,119,800	\$ 1,506,840	\$ 1,442,519	\$ 1,422,390	\$ 1,297,719	\$ 1,194,1
Kenya	\$ 5,216,505	\$ 6,040,461	\$ 6,332,580	\$ 6,535,946	\$ 6,806,503	\$ 7,600,0
Nigeria	\$ 4,223,204	\$ 5,240,271	\$ 5,444,441	\$ 5,314,684	\$ 4,405,207	\$ 7,332,2
South Africa	\$ 37,607,761	\$ 31,248,229	\$ 31,582,286	\$ 34,887,922	\$ 35,881,704	\$ 37,818,7
Uganda	\$ 2,118,496	\$ 2,641,430	\$ 2,580,024	\$ 2,624,041	\$ 2,686,544	\$ 2,955,9
APAC	\$ 1,875,523,425	\$ 1,838,822,026	\$ 1,907,023,666	\$ 2,025,489,173	\$ 2,178,214,652	\$ 2,430,285,8
Australia	\$ 195,892,820	\$ 185,199,994	\$ 183,519,234	\$ 172,818,073	\$ 176,118,242	\$ 190,308,4
China	\$ 821,268,958	\$ 818,869,088	\$ 868,774,250	\$ 952,467,082	\$ 1,044,946,062	\$ 1,136,427,1
Hong Kong	\$ 43,900,410	\$ 46,680,623	\$ 48,480,908	\$ 48,258,051	\$ 41,699,562	\$ 49,576,5
India	\$ 10,014,740	\$ 10,056,056	\$ 10,365,076	\$ 11,739,071	\$ 12,061,111	\$ 14,574,9

MacBook Pro

# New Product Offering: Conference Organizing Tool for Conferences Attended or Covered by GlobalData

## FEATURE

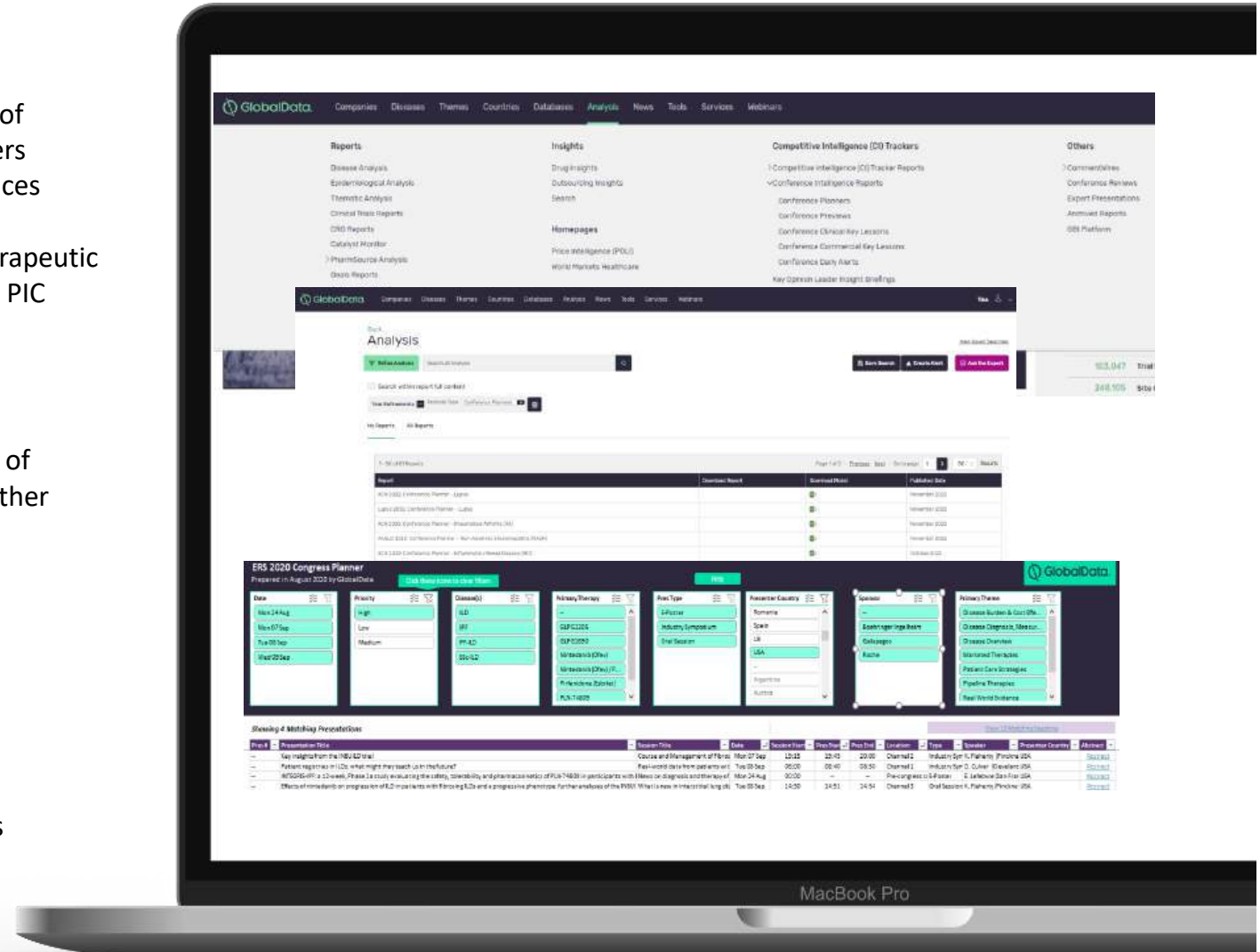
- Leverage GDRC resource to produce a greater number of conference planners – a key product from the CI Trackers portfolio with positive feedback – for medical conferences covered/attended by R&A Team
- Product to be made available to subscribers to the Therapeutic Analysis module and under CI Trackers portfolio on the PIC

## BENEFIT

- Produce ~25 organizers a year – increasing the breadth of deliverables in the Therapeutic Analysis Module – a further enhancement to the Module

## VALUE

- Allow GD to develop a USP vs. competing vendors that provide this type of product (e.g. [Larvol](#)) given the breadth of information that in the Therapeutic Analysis Module





## Analysis: – Conference Organizing Tool (~20 planned from this list)

Conference	Conference Website	Base Plan	Actual/Forecast		Therapy Area
European Crohn's & Colitis Organisation (ECCO)	<a href="#">ECCO</a>	Feb-24	Q1	Feb-24	Immunology
American College of Cardiology (ACC)	<a href="#">ACC</a>	Mar-24		Mar-24	CVMD
American Academy of Dermatology (AAD)	<a href="#">AAD</a>	Feb-24		Feb-24	Immunology
16th International Congress on SLE (LUPUS 2024)	<a href="#">LUPUS 2024</a>	Mar-24		Feb-24	Immunology
International Conference on Alzheimer's & Parkinson's Disease (AD-PD)	<a href="#">AD-PD</a>	Mar-24		Feb-24	Neurology
Digestive Disease Week (DDW)	<a href="#">DDW</a>	Apr-24	Q2	Apr-24	Immunology
American Academy of Neurology (AAN)	<a href="#">AAN</a>	Apr-24		Mar-24	Neurology
European Society of Clinical Microbiology and Infectious Diseases (ECCMID)	<a href="#">ECCMID</a>	Apr-24		Apr-24	ID
European League Against Rheumatism (EULAR)	<a href="#">EULAR</a>	May-24		May-24	Immunology
American Society for Clinical Oncology (ASCO)	<a href="#">ASCO</a>	May-24		May-24	Oncology
European Hematology Association (EHA)	<a href="#">EHA</a>	May-24		May-24	Oncology
American Thoracic Society (ATS)	<a href="#">ATS</a>	May-24		May-24	Immunology
European Association for the Study of the Liver (EASL)	<a href="#">EASL</a>	Jun-24		Jun-24	Immunology
Congress of the European Academy of Neurology (EAN)	<a href="#">EAN</a>	Jun-24		Jun-24	Neurology
American Diabetes Association (ADA)	<a href="#">ADA</a>	Jun-24		Jun-24	CVMD
European Society of Cardiology (ESC)	<a href="#">ESC</a>	Aug-24	Q3	Aug-24	CVMD
European Respiratory Society (ERS)	<a href="#">ERS</a>	Aug-24		Aug-24	Immunology
European Association for the Study of Diabetes (EASD)	<a href="#">EASD</a>	Sep-24		Sep-24	CVMD
American College of Gastroenterology (ACG)	<a href="#">ACG</a>	Oct-24	Q4	Oct-24	Immunology
United European Gastroenterology Week (UEGW)	<a href="#">UEGW</a>	Oct-24		Oct-24	Immunology
European Academy of Dermatology & Venerology (EADV)	<a href="#">EADV</a>	Oct-24		Oct-24	Immunology
European Committee for Treatment and Research in Multiple Sclerosis (ECTRIMS)	<a href="#">ECTRIMS</a>	Oct-24		Oct-24	Neurology
European Society for Medical Oncology (ESMO)	<a href="#">ESMO</a>	Oct-24		Oct-24	Oncology
American Academy of Ophthalmology (AAO)	<a href="#">AAO</a>	Oct-24		Oct-24	Ophthalmology
ID Week	<a href="#">ID Week</a>	Oct-24		Oct-24	ID
American Heart Association (AHA)	<a href="#">AHA</a>	Oct-24		Oct-24	CVMD
American Association for the Study of Liver Disease (AASLD)	<a href="#">AASLD</a>	Nov-24		Nov-24	Immunology
American College of Rheumatology (ACR)	<a href="#">ACR</a>	Nov-24		Nov-24	Immunology
American Society of Hematology (ASH)	<a href="#">ASH</a>	Dec-24		Dec-24	Oncology



# POLI

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药物商业化黄金标准方案

## 2025 Enhanced Features

- 药价数据全面整合药物报告
- 自定义呈现标签、导出形式、在线分析格式
- 检索结果的三种呈现形式：单个产品，品牌情况，治疗费用
- **Medicine Price Prediction (MPP):** Forecast price changes of medicines from time to launch until years after generics/biosimilars are on the market. (To be planned)

# Price Intelligence (POLI) 全球药价及市场准入整合方案

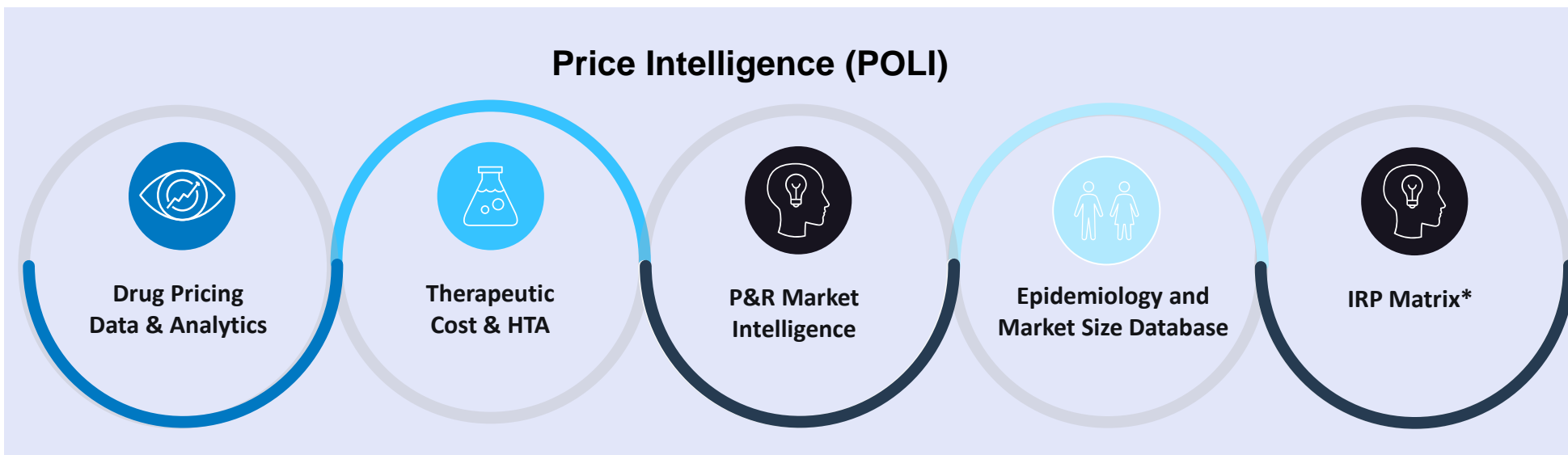
Understand the price-setting and reimbursement mechanisms in various countries.



- Plan your launch-sequencing strategy based on global international reference pricing and post-launch price adjustment rules. 根据全球国际参考定价(IRP)和上市后价格调整规则规划上市顺序战略。
- Find out the latest payer attitudes towards cost-effectiveness evaluations and use that knowledge to shape clinical development programs and reimbursement filings. 了解支付方对成本效益评估的最新态度，并利用这些知识制定临床开发计划和报销申请。
- Optimize market entry strategy and launch sequence based on the experience of similar products in various markets. 根据同类产品在不同市场的经验，优化市场进入策略和上市顺序。
- Prepare for HTA and reimbursement submissions by aligning time-line expectations with updated analytics and adapting your filings accordingly. 根据最新分析结果调整时限预期并相应调整申报材料，为提交 HTA 和报销申请做好准备。

# Price Intelligence (POLI) Subscription Service from GlobalData

The service includes five sections, including qualitative and quantitative data. It is accessible via GlobalData's platform or via API data feeds



**Bringing together our P&R market intelligence with drug pricing data we can unlock additional strategic insights:**

- Track price history fluctuations and identify key pricing events links
- Forecast future price swings and opportunities by analysing trends and market events
- Understand market sensitivity and adjustment speed to market changes (i.e., HTA decisions).

*\* A standardized, quarterly-updated Excel repository of International Reference Pricing (IRP) that can be uploaded into simulation tools is available at an additional cost*

# 案例分析：偏头痛药物定价准入分析

**POLI板块覆盖全球一百万+药物（原研、化药仿制药、生物类似药）**

**80个国家药品价格（出厂、批发、零售）**

**输入generic name or brand name均可，并可进一步界定上市国家、ID编号、剂型、剂量、获批流程、医保状态等等**

**e.g. Rimegepant 药价查询：**除了单独进入POLI板块对药物进行查询之外，现POLI数据整合于药物报告中，可以直接查看药物各国各类药价信息，并关联POLI板块进一步查看相关细节

Previous

Key Attributes

Marketed Information

Pharmaceutical Information

Drug Pricing (POLI) & HTA

Partnering Details

Regulatory Milestones

Sales and Forecast

Likelihood of Approval (LoA)

Comparing Drugs

Manufacturing

Clinical Trials

Company Calendar

History of Events

Drug/Geo

Patent Value (BPM)

Drugs

News

History of Changes

Drug: rimegepant sulfate ODT

My GlobalData Score

Drug Name: rimegepant sulfate ODT

Generic Name: rimegepant sulfate

Brand Name: Rimegepant Gabbro, VYBRA

Company Name: Pfizer Inc

Last Refreshed: 10/10/2023

Drug Pricing (POLI) & HTA

Notes: Pricing details based on generic name and company and are only displayed for those products at top with the drug database.

Get to Drug Pricing (POLI) & HTA

1 - 30 of 18 Records

National Drug ID	Drug Geography	Brand Name	Pack Description	Pricing Date	For Manufacturer Price (USD)	Wholesale Price (USD)	Retail Price (USD)	Discounted Price (USD)	Payable Price (USD)	Payable Status	Payable Type	Exchange Rate	For Manufacturer Price (USD)	Wholesale Price (USD)	Retail Price (USD)	Withdrawn/Not Launched
13448810	Europe	VYBRA	2 ORAL UPHOSPHATE, (SINGLE DOSE, BLISTER, PHOSPHALUPHOS TO MG)	11-Feb-2023	47.28	48.81	49.18	NA	NA	NA	NA	1.0503	44.100	44.46	44.84	NA
12454003	Europe	VYBRA	8 ORAL UPHOSPHATE, (SINGLE DOSE, BLISTER, PHOSPHALUPHOS TO MG)	21-Feb-2023	146.24	150.06	151.09	NA	NA	NA	NA	1.0503	138.04	139.58	140.25	NA
444401	Sweden	VYBRA	8 ORAL UPHOSPHATE, (SINGLE DOSE, BLISTER, PHOSPHALUPHOS TO MG)	10-Feb-2023	125.90	125.90	125.90	NA	NA	NA	NA	0.9793	117.396	117.396	117.396	NA
334861	Sweden	VYBRA	2 ORAL UPHOSPHATE, (SINGLE DOSE, BLISTER, PHOSPHALUPHOS TO MG)	20-Feb-2023	51.87	52.49	52.49	NA	NA	NA	NA	0.9793	49.927	50.58	50.58	NA
00000000	Italy	VYBRA	2 ORAL UPHOSPHATE, (SINGLE DOSE, BLISTER, PHOSPHALUPHOS TO MG)	15-Feb-2023	40.64	41.74	41.74	NA	NA	NA	NA	1.0503	40.41	40.84	41.25	NA
4000000000	Australia	VYBRA	2 ORAL UPHOSPHATE, (SINGLE DOSE, BLISTER, PHOSPHALUPHOS TO MG)	19-Feb-2023	40.27	40.89	40.89	NA	NA	NA	NA	0.9793	38.924	39.22	39.22	NA

Drug Pricing (POLI) & HTA

Related Tools and Platforms

My GlobalData Tools

Drug Pricing (POLI) & HTA

POLI Indicators (Analytics)

POLI Indicators

Search Type

Marketed Drug

Drug Name

Drug Geography

Company Name

Parallel Import

Withdrawn / Not Launched

ATC Code

Dosage Form

Strength

Number of Units

Authorization Procedure

Drug Type

Orphan Drug Designation

Hospital Status

Drug ID

Disease

Therapy Area

Therapy Area / Indication

Stage of Disease

Make Selections

Drug Name

Generic Name

Generic Name

Generic Name

Brand Name

Confirm your Search

Generic Name

RIMEGEPANT

Search

Clear Search



# 案例分析：偏头痛药物定价准入分析

在线自定义管理呈现内容，多种导出排列形式，并可在线进行直观图像分析包括药物各国医保/定价触达时间对比、该药物相关所有HTA及影响分析、药品上市顺序等等

## Drug Pricing (POLI) & HTA – Results

Refine Search

Your Refinements

Generic Name

Currency

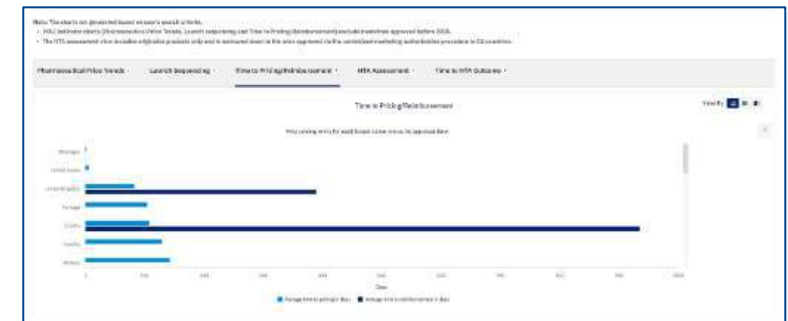
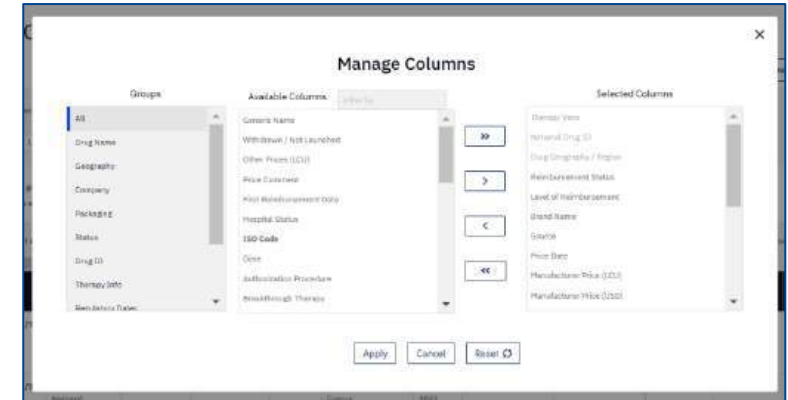
Related Tools and Platforms

My GlobalData Tools

Note: Click on National Drug ID link to get access to the Drug Information page which includes IRP analytics and price history.

Enhanced comparative visualization is available by selecting relevant rows and clicking Comparative Analytics.

1 - 25 of 74   Export   Result Analytics   Comparative Analytics   Manage Columns   Currency: USD - United State   Page 1 of 3   Previous Next Go to page 1 25 Results															
	Therapy View	National Drug ID	Drug Geography / Region	Brand Name	Source	Price Date	Ex-manufacturer Price (LCU)	Wholesale Price (LCU)	Retail Price (LCU)	International Drug ID	Dosage Form	Number of Units	Strength	Strength Comment	Volume
<input type="checkbox"/>	Yes	587729	Sweden National	VYDURA	Dental and Pharmaceutical Benefits Agency (TLV)	20 Feb 2025	SEK 2,677.78 →	SEK 2,749.44 →	SEK 2,866.43 →	EU/1/22/1645/003	ORAL LYOPHILISATE	16	75 MG	75 MG	
<input type="checkbox"/>	Yes	050080011	Italy National	VYDURA	CODIFA - Pharmaceutical Informer	20 Feb 2025	EUR 40.41 →	EUR 45.24 →	EUR 66.35 →	EU/1/22/1645/001	ORAL LYOPHILISATE	2	75 MG	75 MG	
<input type="checkbox"/>	Yes	W69731001-CANAMED	Romania National	VYDURA	Ministry of Health (CANAMED Main List)	20 Feb 2025	RON 201.24 →	RON 221.36 →	RON 270.24 →	EU/1/22/1645/001	ORAL LYOPHILISATE	2	75 MG	75 MG	
<input type="checkbox"/>	Yes	444921	Sweden National	VYDURA	Dental and Pharmaceutical Benefits Agency (TLV)	20 Feb 2025	SEK 1,338.29 →	SEK 1,374.72 →	SEK 1,457.34 →	EU/1/22/1645/002	ORAL LYOPHILISATE	8	75 MG	75 MG	
<input type="checkbox"/>	Yes	534961	Sweden National	VYDURA	Dental and Pharmaceutical Benefits Agency (TLV)	20 Feb 2025	SEK 333.67 →	SEK 343.68 →	SEK 400.52 →	EU/1/22/1645/001	ORAL LYOPHILISATE	2	75 MG	75 MG	
<input type="checkbox"/>	Yes	W69731002-CANAMED	Romania National	VYDURA	Ministry of Health (CANAMED Main List)	20 Feb 2025	RON 837.76 →	RON 867.76 →	RON 984.01 →	EU/1/22/1645/002	ORAL LYOPHILISATE	8	75 MG	75 MG	
<input type="checkbox"/>	Yes	72618-3000-02	United States National	NURTEC	Elsevier Gold Standard	19 Feb 2025	USD 1,028.99 →	USD 1,234.79 →		EU/1/22/1645/002	ORAL LYOPHILISATE	8	75 MG	75 MG	



示例：自定义导出选项，可以包括药物在所有上市国家信息、医保情况、药价（出厂、批发、零售）以及可以选择药价变化历史 up to 10 yrs, HTA 对于药品价格变化影响，以及therapy view – 药物结合治疗周期用药的销售预测

anies Diseases Countries Databases Analysis N

Drug Pricing (POLI) & HTA

Refine Search

Your Refinements Generic Name RIMEGEPANT Currency USD

Note: Click on National Drug ID link to get access to the Drug Info Enhanced comparative visualization is available by selecting rele

1 - 25 of 74 Export Result Analytics Compare

Excel

Advanced Data Export

Export Template

	Yes	587729	Sweden National
	Yes	050080011	Italy National
	Yes	W69731001-CANAMED	Romania National
	Yes	444921	Sweden National
	Yes	534961	Sweden National
	Yes	W69731002-CANAMED	Romania National
	Yes	72618-3000-02	United States National

Basic Information

Select All

Region

Company (Parent)

ISO Code

Strength Comment

Volume Units

Manufacturer Price (LCU)

Wholesale Price (LCU)

Retail Price (LCU)

Company (Subsidiary)

Reimbursement Status

Breakthrough Therapy

ATC Code

Launch Date

First Reimbursement Date

First Price % Change

Manufacturer Price (USD)

DDD Cost (LCU)

Authorization Procedure

Presentation Withdrawn

Exchange Rate

Currency (Local)

DP Price (LCU)

MP Gazzetta Ufficiale Price (LCU)

Discounted Price (Converted)

RP Gazzetta Ufficiale Price (Converted)

International Drug ID

Generic Name

Strength Value

Number of Units

Dose

Manufacturer Recent Price Change

Wholesale Recent Price Change

Retail Recent Price Change

Orphan Drug Designation

Hospital Status

EMA Brand ID

Regulatory Submission Date

First Price Date

Time to Pricing

Currency (Converted)

Wholesale Price (USD)

Defined Daily Dose (DDD)

Price Comment

Presentation Withdrawn Comment

Exchange Rate Date

BIG4 Price (LCU)

NADAC Price (LCU)

ASP Price (LCU)

DP Price (Converted)

MP Gazzetta Ufficiale Price (Converted)

Brand Name

Dosage Form

Strength Unit

Volume

Dose Unit

Manufacturer Calculated

Wholesale Calculated

Retail Calculated

Drug Type

Parallel Import

Therapy Area / Indication

First Approval Date

First Price (LCU)

Time to Reimbursement

Source

Retail Price (USD)

Price Per Unit (LCU)

Price Date

Level of Reimbursement

First Price Change Date

Discounted Price (LCU)

RP Gazzetta Ufficiale Price (LCU)

BIG4 Price (Converted)

NADAC Price (Converted)

ASP Price (Converted)

Price History

HTA Assessments

Therapy View

Export

Clear

New AI Hub

Related Tools and Platforms My GlobalData Tools

Previous Next Go to page 1 25 Results

International Drug ID	Dosage Form	Number of Units
EU/1/22/1645/003	ORAL LYOPHILISATE	16
EU/1/22/1645/001	ORAL LYOPHILISATE	2
EU/1/22/1645/001	ORAL LYOPHILISATE	2
EU/1/22/1645/002	ORAL LYOPHILISATE	8
EU/1/22/1645/001	ORAL LYOPHILISATE	2
EU/1/22/1645/002	ORAL LYOPHILISATE	8
EU/1/22/1645/002	ORAL LYOPHILISATE	8

# 案例分析：偏头痛药物定价准入分析

检索结果表格：1. 点击每个产品的unique ID: National Drug ID

Drug Pricing (POLI) & HTA – Results

Refine Search

Your Refinements

Generic NameRIMEGEPANT

CurrencyUSD

Related Tools and Platforms

My GlobalData Tools

Note: Click on National Drug ID link to get access to the Drug Information page which includes IRP analytics and price history.

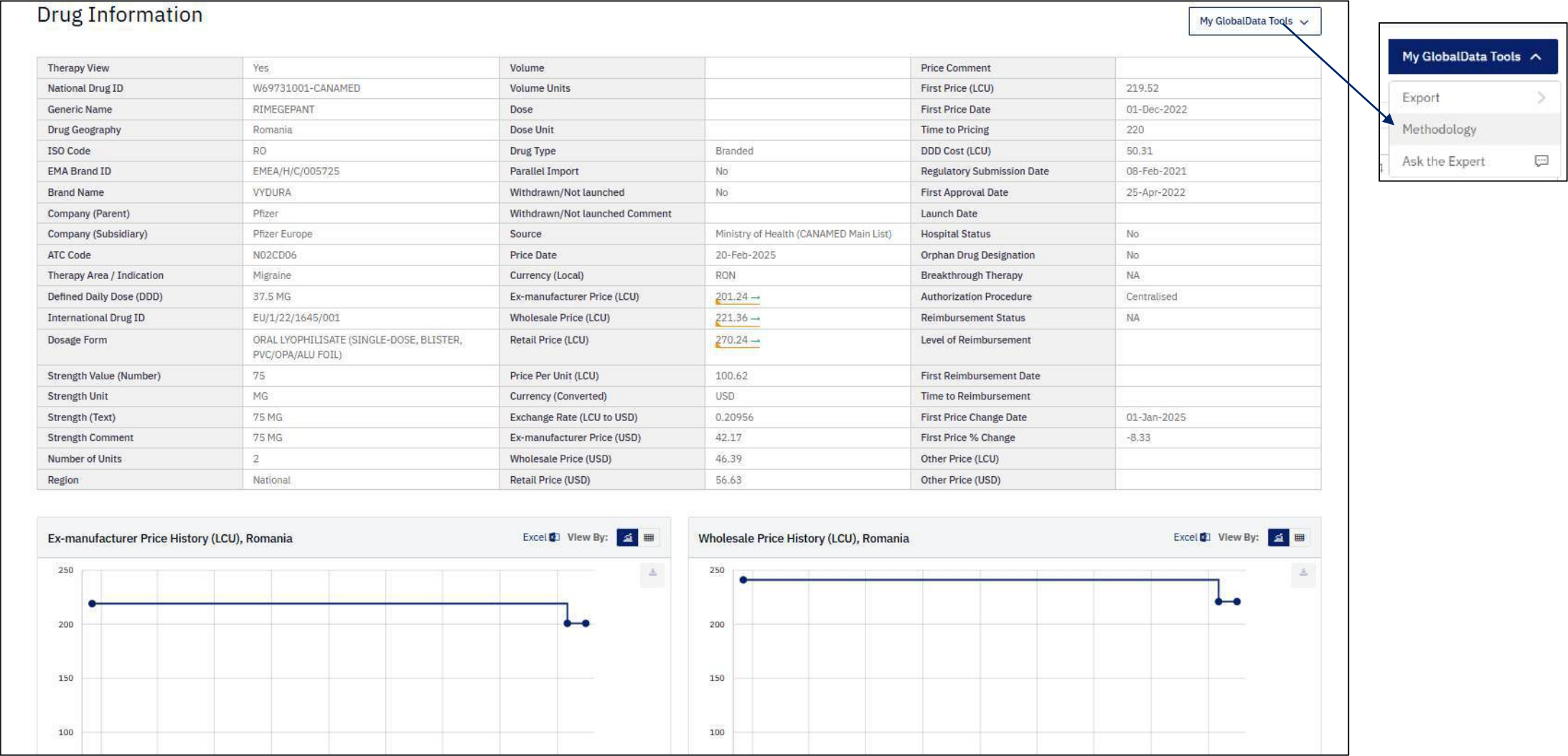
Enhanced comparative visualization is available by selecting relevant rows and clicking Comparative Analytics.

1 - 25 of 74ExportResult AnalyticsComparative AnalyticsManage ColumnsCurrency: USD - United StatePage 1 of 3PreviousNextGo to page125Results

	The View		Geography / Region	Reimbursement Status	Level of Reimbursement	Brand Name	Source	Price Date	Ex-manufacturer Price (LCU)	Ex-manufacturer Price (USD)	Wholesale Price (LCU)	Wholesale Price (USD)	Retail Price (LCU)	Retail Price (USD)	Internal Drug ID
<input type="checkbox"/>	Yes	587729	Sweden National	Yes		VYDURA	Dental and Pharmaceutical Benefits Agency (TLV)	20 Feb 2025	SEK 2,677.78 →	USD 245.31	SEK 2,749.44 →	USD 251.87	SEK 2,866.43	USD 262.59	EU/1/2
<input type="checkbox"/>	Yes	050080011	Italy National	No		VYDURA	CODIFA - Pharmaceutical Informer	20 Feb 2025	EUR 40.41 →	USD 42.64	EUR 45.24 →	USD 47.74	EUR 66.35 →	USD 70.02	EU/1/2
<input type="checkbox"/>	Yes	W69731001-CANAMED	Romania National	NA		VYDURA	Ministry of Health (CANAMED Main List)	20 Feb 2025	RON 201.24 →	USD 42.17	RON 221.36 →	USD 46.39	RON 270.24 →	USD 56.63	EU/1/2
<input type="checkbox"/>	Yes	444921	Sweden National	Yes		VYDURA	Dental and Pharmaceutical Benefits Agency (TLV)	20 Feb 2025	SEK 1,338.29 →	USD 122.60	SEK 1,374.72 →	USD 125.94	SEK 1,457.34	USD 133.51	EU/1/2
<input type="checkbox"/>	Yes	534961	Sweden National	Yes		VYDURA	Dental and Pharmaceutical Benefits Agency (TLV)	20 Feb 2025	SEK 333.67 →	USD 30.57	SEK 343.68 →	USD 31.48	SEK 400.52 →	USD 36.69	EU/1/2
<input type="checkbox"/>	Yes	W69731002-CANAMED	Romania National	NA		VYDURA	Ministry of Health (CANAMED Main List)	20 Feb 2025	RON 837.76 →	USD 175.56	RON 867.76 →	USD 181.85	RON 984.01 →	USD 206.21	EU/1/2

检索结果表格：1. 点击每个产品的unique ID: National Drug ID – 进入单独的产品界面

每个产品都有单独的信息界面，并可以点击右上角的tools查看这个国家的source原始渠道及methodology





**Romania**为例，包括当地语言官方渠道的每月及每年更新数据，点击即可access原始文档

## POLI methodology - Romania

Friday, February 21, 2025 | Methodology

## Attachments

 CANAMED\_monthly\_changes  CANAMED\_yearly  PUBCAT\_monthly\_changes  PUBCAT\_yearly\_changes 

## PharmOnline International database

Help brochure: Romania

Romanian data is updated using two sources CANAMED and PUBCAT. In Romania, the Ministry of Health (MOH) publishes a **yearly file** containing comprehensive CANAMED was last updated on 01 January 2025 (can be found in attached file, dated 19 December 2024, effective from 01 January 2025) and the yearly file of 2023 (can be found in attached file, dated 28 July 2023, effective from 01 August 2023).

Throughout the year, MOH releases **monthly updates** that include modifications, additions of new drugs, and deletions from the yearly file.

The National Catalogue of Medicines (CANAMED) is updated every month and the latest CANAMED file (covering Reference Lists A, B, and Annex 3) is valid from accessed [here](#) (**Step 1:** Go to E-monitor on top left, **Step 2:** select the date February 3, 2025 in calendar, **Step 3:** click on Part 1, number 96 file). The Public Catalogue of Medicines (PUBCAT) is updated every quarter. The latest PUBCAT update is valid from 28 January 2025. The file can be accessed [here](#) (**Step 1:** Go to E-monitor on top left, **Step 2:** select the date January 28, 2025 in calendar, **Step 3:** click on part 1, number 68 file).

The attached files include the yearly files and monthly files for both CANAMED and PUBCAT.

## Methodology

GlobalData POLI uses prices of drugs provided by official sources. The Romanian Ministry of Health is used in Romania.

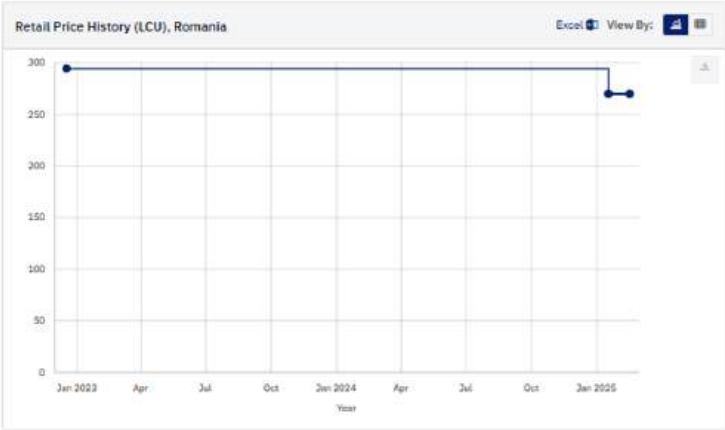
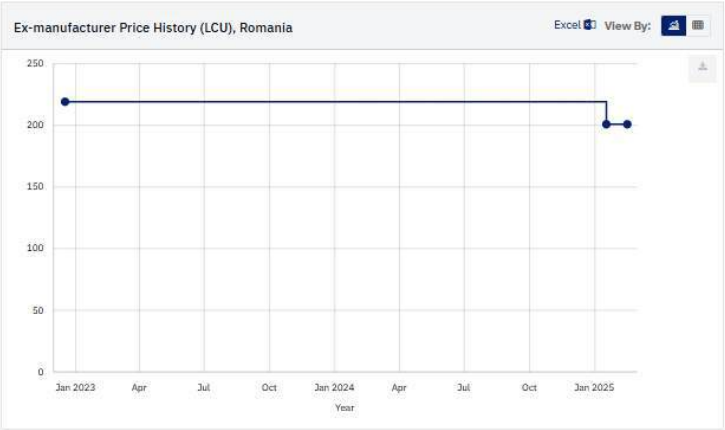
The scope of drugs included in the database is country-dependent: all drugs for which prices are set, all drugs funded and for which prices are set, or a basket of

In Romania, the basket of drugs includes all prescription drugs on the market.

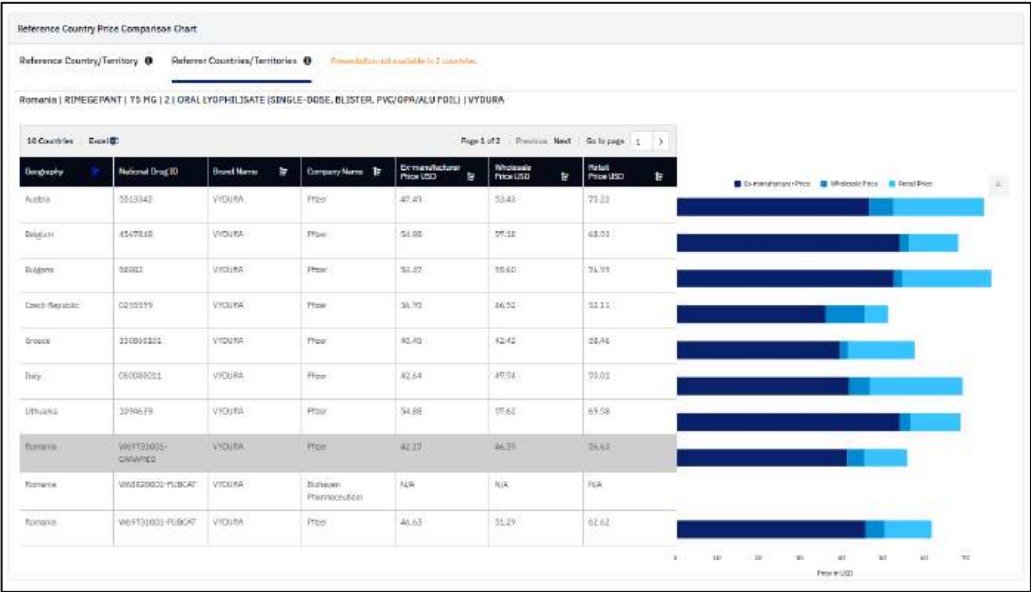
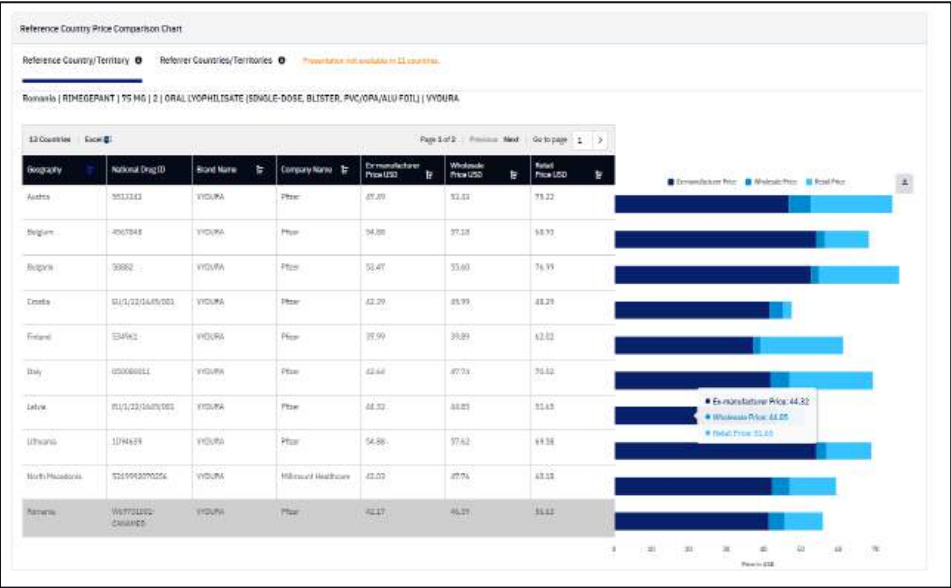
Price calculations			
Source	Ex-manufacturer price	Wholesale price	Retail price, including value-added tax (VAT)
CANAMED - main list	Provided by the source	Provided by the source	Provided by the source
CANAMED - lists A, B & Annex 3	Provided by the source	Estimated by GlobalData	Estimated by GlobalData



每个产品界面还有三种药品价格在特定国家的变化情况，数据追溯up to 10 years



以及同一产品（剂型剂量包装一致 same national ID) 的IRP：即国际参考药价情况，可以看到 Romania有13个reference country即定价时参考哪些国家的药品价格，以及10个referrer国家



# 案例分析：偏头痛药物定价准入分析

回到检索结果表格：2. 点击Brand Name 进入该产品的品牌界面

Drug Pricing (POLI) & HTA – Results

Refine Search

Generic Name

RIMEGEPANT

Currency

USD

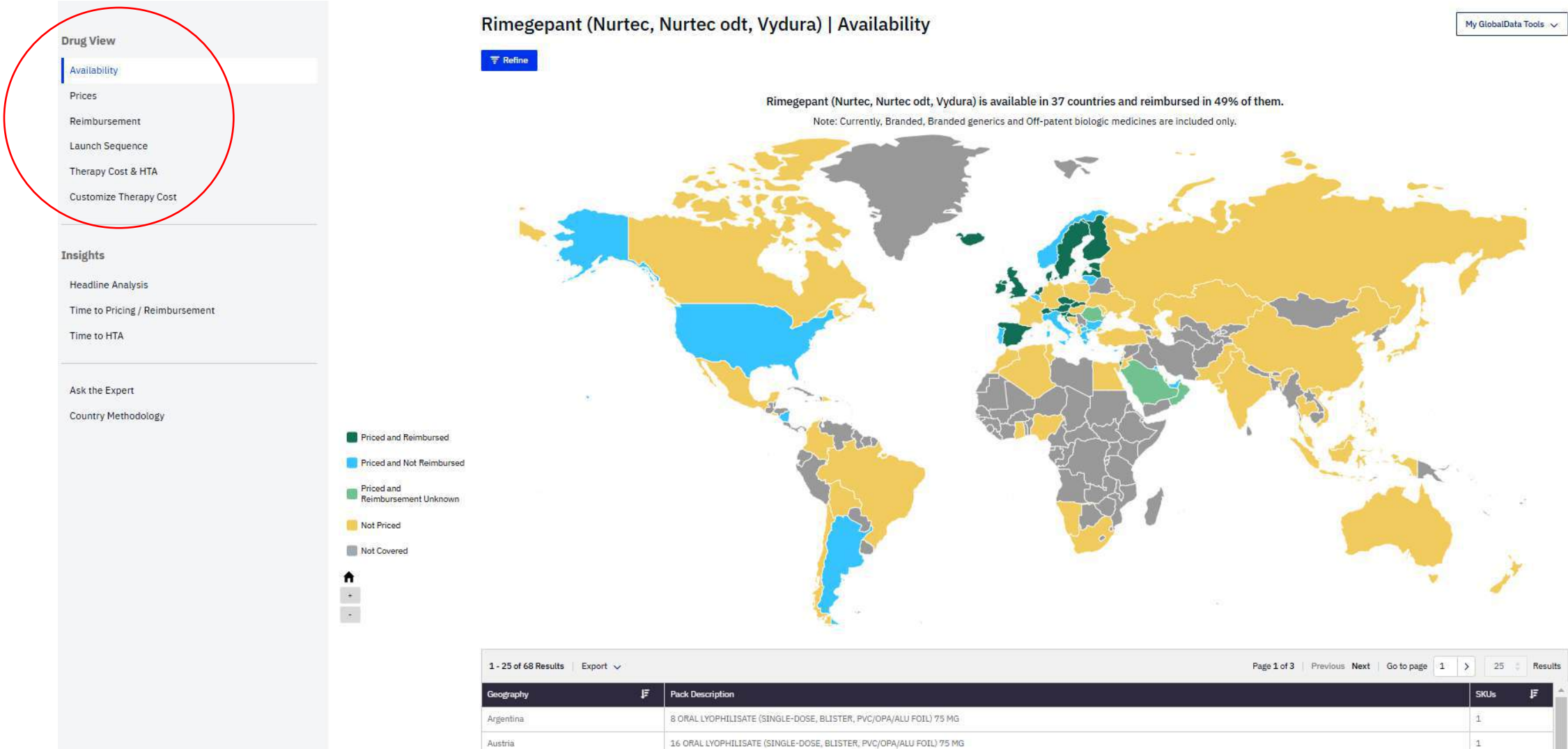
Note: Click on National Drug ID link to get access to the Drug Information page which includes IRP analytics and price history.

Enhanced comparative visualization is available by selecting relevant rows and clicking Comparative Analytics.

1 - 25 of 74 | Export | Result Analytics | Comparative Analytics | Manage Columns | Currency: USD - United States | Page 1 of 3 | Previous | Next | Go to page 1 | 25 | Results

	Yes	587729	Sweden National	Yes		VYDURA	Dental and Pharmaceutical Benefits Agency (TLV)	20 Feb 2025	SEK 2,677.78 →	USD 245.31	SEK 2,749.44 →	USD 251.87	SEK 2,866.43	USD 262.59	EU/1/2		
	Yes	050080011	Italy National	No		VYDURA	CODIFA - Pharmaceutical Informer	20 Feb 2025	EUR 40.41 →	USD 42.64	EUR 45.24 →	USD 47.74	EUR 66.35	USD 70.02	EU/1/2		
	Yes	W69731001-CANAMED	Romanla National	NA		VYDURA	Ministry of Health (CANAMED Main List)	20 Feb 2025	RON 201.24 →	USD 42.17	RON 221.36 →	USD 46.39	RON 270.24 →	USD 56.63	EU/1/2		
	Yes	444921	Sweden National	Yes		VYDURA	Dental and Pharmaceutical Benefits Agency (TLV)	20 Feb 2025	SEK 1,338.29 →	USD 122.60	SEK 1,374.72 →	USD 125.94	SEK 1,457.34	USD 133.51	EU/1/2		
	Yes	534961	Sweden National	Yes		VYDURA	Dental and Pharmaceutical Benefits Agency (TLV)	20 Feb 2025	SEK 333.67 →	USD 30.57	SEK 343.68 →	USD 31.48	SEK 400.52 →	USD 36.69	EU/1/2		
	Yes	W69731002-CANAMED	Romanla National	NA		VYDURA	Ministry of Health (CANAMED Main List)	20 Feb 2025	RON 837.76 →	USD 175.56	RON 867.76 →	USD 181.85	RON 984.01 →	USD 206.21	EU/1/2		

该品牌在全球各国价格及医保情况，若贵司产品与此相似，可以深度参考该药物的商业化战略，包括定价，上市顺序，可触达市场选择，医保获批国家/医保程度， 以及治疗费用计算和HTA影响 – 提供在线计算工具





该品牌在全球各国的三种价格类比：ex-manufacturer price, wholesale, retail price (USD)  
以及 lowest publish price, price per strength unit, DDD cost

Drug View

Availability

Prices

Reimbursement

Launch Sequence

Therapy Cost & HTA

Customize Therapy Cost

Insights

Headline Analysis

Time to Pricing / Reimbursement

Time to HTA

Ask the Expert

Country Methodology

Rimegepant (Nurtec, Nurtec odt, Vydura) | Prices

My GlobalData Tools

Refine

Your Refinements

Parallel Import

No

Pack Type

Most Common Pack

1 - 25 of 27 ResultsResults AnalyticsExport

Page 1 of 2PreviousNextGo to page125Results

Drug Details			Pricing							
			Given By the Source		Calculated - Regulated Margins		Calculated - Unregulated Margins			
Geography	Brand Name	Pack Description	Ex-manufacturer Price (USD)	Wholesale Price (USD)	Retail Price (USD)	Lowest Published Price Type	Lowest Published Price (USD)	Price per Strength Unit (USD)	DDD Cost (USD)	Price Erosion (%)
Switzerland	VYDURA	2 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	56.63		79.95	Ex-Manufacturer	56.63	0.38	14.15	0
Belgium	VYDURA	2 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	54.88	57.18	68.93	Retail	68.93	0.37	13.72	0
Lithuania	VYDURA	2 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	54.88	57.62	69.58	Ex-Manufacturer	54.88	0.37	13.72	0
Luxembourg	VYDURA	2 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	54.88	57.18	66.98	Ex-Manufacturer	54.88	0.37	13.72	0
Bulgaria	VYDURA	2 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	53.47	55.60	76.99	Ex-Manufacturer	53.47	0.36	13.37	0
Slovenia	VYDURA	2 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	48.34	49.40		Wholesale	49.40	0.32	12.08	0
Austria	VYDURA	2 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	47.49	53.43	75.22	Ex-Manufacturer	47.49	0.32	11.87	0
Cyprus	VYDURA	2 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	47.38	48.81	69.19	Retail	69.19	0.32	11.85	0
Portugal	VYDURA	2 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	45.10	48.26	59.49	Retail	59.49	0.30	11.28	0
France	VYDURA	2 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	44.32	45.65	57.11	Retail	57.11	0.30	11.00	0

## 该品牌在全球各国医保情况

### Drug View

Availability

### Prices

Reimbursement

### Launch Sequence

Therapy Cost &amp; HTA

Customize Therapy Cost

## Insights

### Headline Analysis

Time to Pricing / Reimbursement

Time to HTA

## Ask the Expert

Country Methodology

## Rimegepant (Nurtec, Nurtec odt, Vydura) | Reimbursement

My GlobalData Tools ▾

 Refine

Your Refinements —


Parallel Import No

Pack Type












Pack Type	Most Common Pack
-----------	------------------



Rimegepant (Nurtec, Nurtec odt, Vydura) is available in 37 countries and reimbursed in 49% of them.

1 - 25 of 37 Results | Export 

Page 1 of 2   Previous   Next   Go to page   1   >   25   Results

Geography	Reimbursement Status	First Reimbursement Date	Reimbursement Detail	
 Argentina	No			
Geography	Pack Description	Reimbursement Status	First Reimbursement Date	Reimbursement Detail
Argentina	8 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	No		
 Austria	Yes		NO BOX: POSSIBLE SINGLE/INDIVIDUAL REIMBURSEMENT	
Geography	Pack Description	Reimbursement Status	First Reimbursement Date	Reimbursement Detail
Austria	8 ORAL LYOPHILISATE (SINGLE-DOSE, BLISTER, PVC/OPA/ALU FOIL) 75 MG	Yes		NO BOX: POSSIBLE SINGLE/INDIVIDUAL REIMBURSEMENT
 Bahrain	NA			
 Belgium	No			
 Bulgaria	No			
 Croatia	Yes	15 Nov 2024	PARTIALLY REIMBURSED, SUPPLEMENTARY LIST	
 Cyprus	No			
 Czech Republic	Yes	01 Oct 2024	100%	
 Denmark	Yes	16 Oct 2023	RESTRICTED REIMBURSEMENT (SPECIFIC DISEASE)	
 Estonia	Yes	01 Oct 2023	75%	
 Finland	Yes	01 Dec 2023	40%	

### 该品牌在全球各国上市的时间及顺序策略

[illegible]

该品牌产品不同国家对应适应症：治疗费用估算包括perfect use vs. wastage，以及分析HTA 对于价格及治疗费用变化的影响

Drug View

Availability

Prices

Reimbursement

Launch Sequence

Therapy Cost & HTA

Customize Therapy Cost

Insights

Headline Analysis

Time to Pricing / Reimbursement

Time to HTA

Ask the Expert

Country Methodology

Rimegepant (Nurtec, Nurtec odt, Vydura) | Therapy Cost & HTA

My GlobalData Tools

Refine

Note: for better visibility, the graphs are limited to the first indication(s) approved in Australia, France, Germany, Italy, Japan, Spain, UK, and USA. With the assistance of the [Refine Filter](#) option, users can modify the graph to their preferences.

1 - 25 of 39 Results

Results Analytics

Export

Page 1 of 2

Previous

Next

Go to page

1

25

Results

Therapy/Drug Details					Therapy Costs (USD)				HTA Details			
Therapy Area/Indication	Indication Details	Full Indication	Drug Geography	Indication Approval Date	Monthly - Perfect Use	Annual - Perfect Use	Monthly - With Wastage	Annual - With Wastage	Reimbursement	First Positive Decision Date	HTA Outcome	Comment
Migraine	Acute Mono	For the acute treatment of migraine with or without aura in adults.	United States	27 Feb 2020	3,858.60	46,946.30	3,858.60	46,946.30	NA	25 Feb 2020	Comparable or Incremental (C+)	No vote (no price at the time of meeting), with a discount of 5-15% required for the WAC to fall within the recommended value-based pricing benchmark.
Migraine	Acute Mono	Acute treatment	Austria	25 Apr 2022	712.33	8,666.63	712.33	8,666.63	0%		Not yet assessed	
Migraine	Preventive	Preventive	Austria	25 Apr 2022	356.16	4,333.32	356.16	4,333.32	0%		Not yet assessed	
Migraine	Acute Mono	Acute treatment	Bulgaria	25 Apr 2022	802.08	9,758.62	802.08	9,758.62	0%		Not yet assessed	
Migraine	Preventive	Preventive	Bulgaria	25 Apr 2022	400.96	4,878.34	400.96	4,878.34	0%		Not yet assessed	



# 案例分析：偏头痛药物定价准入分析

## 定性分析（独家一手调研）洞察

另外POLI分析师团队（全球100+）每日发布的独家洞察INSIGHT，针对该产品在各国的情况（药价、政策、获批、市场准入etc.）深入分析

Drug View

Availability

Prices

Reimbursement

Launch Sequence

Therapy Cost & HTA

Customize Therapy Cost

Insights

Headline Analysis

Time to Pricing / Reimbursement

Time to HTA

Ask the Expert

Country Methodology

Rimegepant (Nurtec, Nurtec odt, Vydura) | Headline Analysis

1 - 25 of 40 ResultsExport

Page 1 of 2PreviousNextGo to page1>25Results

Title	Published Date
Pfizer Agrees \$60M Settlement for Biohaven Kickback Lawsuit	28 Jan 2025
Spain's CPM Releases Delayed Full November Meeting Notes for Reimbursement Recommendations, Including Prices	27 Jan 2025
Spain's CPM Releases November Technical Note with Positive Reimbursement Recommendations for Libmeldy, Tavimbra, and Talzena	23 Nov 2024
Indianian Maki Announces Addition of Kalfrio/Kalydoro to Reimbursement List, Several Other Originator Therapies to Gain Reimbursement in November	14 Oct 2024
	01 Oct 2024
	04 Sep 2024
	21 Feb 2024
	06 Jan 2024
	03 Jan 2024
	05 Dec 2023
	26 Nov 2023
	18 Oct 2023
	13 Oct 2023
	14 Sep 2023
	12 Sep 2023
	08 Sep 2023
	09 Aug 2023

Clip Report

My GlobalData Tools

Pfizer Agrees \$60M Settlement for Biohaven Kickback Lawsuit

Tuesday, January 28, 2025 | Headline Analysis

Pfizer (US) has agreed to nearly \$60 million to settle claims that its subsidiary Biohaven (US) used illegal kickbacks to drive sales of Nurtec ODT (rimegepant). Nurtec ODT had been FDA approved in 2020 for migraine treatment and quickly generated over 337,000 prescriptions in the first year on the market (see **United States: February 28, 2020: Biohaven's Nurtec becomes first oral CGRP inhibitor to garner FDA approval for acute migraine treatment**). The original lawsuit alleges Nurtec ODT's early success since its approval was attributed to an illegal marketing scheme, claiming Biohaven "showers medical providers with unlawful economic inducements," including compensation for "improper" speaker programs and meals at high-end restaurants. Anti-kickback law forbids offering "anything of value" to encourage the use of drugs covered by federal healthcare programs such as Medicare and Medicaid. Pfizer had ended the speaker programs when it acquired Biohaven in 2022, according to the Department of Justice. Pfizer stated the settlement does not admit to any wrongdoing as the alleged conduct had occurred before Pfizer acquired Biohaven for \$11.6 billion in 2022 (see **United States: May 11, 2022: Pfizer Acquires Biohaven for \$11.6 Billion**).

**Significance:** The Department of Justice has been tackling claims of improper marketing tactics for prescription drugs in recent years. The Pfizer settlement represents part of the Justice Department's ongoing commitment to improving healthcare fraud. Other similar settlements to Pfizer have been reached in recent years. In 2020, Novartis (Switzerland) had agreed \$678 million to settle claims it similarly hosted expensive dinners and speaking fees to drive prescriptions. Biogen (US) signed a \$900 million settlement in 2022 to resolve allegations it had paid for speakers, training fees, consulting fees, and meals to persuade prescribers. Last year, Teva (Israel) agreed a \$450 million deal to settle claims it unlawfully paid Medicare patients co-pays for its multiple sclerosis treatment Copaxone (glatiramer), and conspired to fix the prices of certain generics (see **United States: October 14, 2024: Teva Agrees to \$450M Settlement to Resolve Kickback Allegations**).

Authors: [Cyrus Fan](#) → [Expert Directory](#)

Fields

Geography	United States
Topic	Corporate Strategies; Litigation; Marketing / Advertising
Therapy Area/Indication	Migraine (G43)
Sector	Biopharmaceutical

# 案例分析：偏头痛药物定价准入分析

回到检索结果表格：3. 点击Therapy View: Yes – 进入到每个产品的治疗费用计算

Therapy View

Brand Name

YYDURA

Generic Name

RIMEGEPANT

Geography

Romania

Currency (Local)

RON

National Drug ID

W69731002-CANAMED

Withdrawn / Not Launched, Comment

No

International Drug ID

EU/1/22/1

Dosage Form

ORAL (YOFOL)

Strength (Text)

75 MG

Strength Comment

75 MG

Number of Units

8

Volume

Your Refinements

2 Indications

Export

Manage Columns

Therapy Cost Calculator	Therapy Area	Indication	Stage of Disease	Line of Therapy	Money/Combination	Drugs in Combination	Patient Profile	Label Indication	Average Therapy Cost - Perfect Use	Average Therapy Cost - Wastage
Calculate	Migraine	PREVENTIVE		MONO		ADULT	Preventive treatment of episodic migraine in adults who have at least 4 migraine attacks per month.		19,111.40	104.72
Calculate	Migraine	ACUTE		MONO		ADULT	Acute treatment of migraine with or without aura in adults.		38,222.00	104.72

可根据该产品在特定国家的获批适应症情况，分别计算治疗费用，提供在线计算模型，可调整任意影响参数来计算出最符合自家药物情况的estimated cost

Average Therapy Cost

Brand Name

YYDURA

Active Ingredient

RIMEGEPANT

Geography

Romania

Combination Therapy

Therapy Area

Migraine

Stage Of Disease

PREVENTIVE

Line Of Therapy

Average Therapy Cost

19111.4

Currency

RON

Strength

75

Strength (Unit)

MG

View Saved Calculations

获批的治疗情况 1：Preventive

Save Calculation

Export to Excel

Therapy Cost Results

Calculation Name	Average Therapy Cost	Currency	Average Annual Cost	Price Per Unit	Cost Per Day	Assumptions					
						Average Duration of Use (Total)	Average Duration of Use (Unit)	Assumption Value	Assumption Unit	Dosage Value Phase 1	Dosage Unit Phase 1
GlobalData Values - Perfect Use	19,111.40	RON	19,111.40	104.72	52.36	365.00	day	1	1	75	mg
GlobalData Values - Wastage	19,111.80	RON	19,163.76	104.72	52.36	365.00	day	1	1	75	mg
Custom Calculation1	19,111.40	RON	19,111.40	104.72	52.36	365.00	day	1	1	75	mg

Add Custom Calculation

Calculate

Reset

Average Therapy Cost

Brand Name

YYDURA

Active Ingredient

RIMEGEPANT

Geography

Romania

Combination Therapy

Therapy Area

Migraine

Stage Of Disease

ACUTE

Line Of Therapy

Average Therapy Cost

38222.8

Currency

RON

Strength

75

Strength (Unit)

MG

View Saved Calculations

获批的治疗情况 2：Acute

Save Calculation

Export to Excel

Therapy Cost Results

Calculation Name	Average Therapy Cost	Currency	Average Annual Cost	Price Per Unit	Cost Per Day	Assumptions					
						Average Duration of Use (Total)	Average Duration of Use (Unit)	Assumption Value	Assumption Unit	Dosage Value Phase 1	Dosage Unit Phase 1
GlobalData Values - Perfect Use	38,222.80	RON	38,222.80	104.72	104.72	365.00	day	1	1	75	mg
GlobalData Values - Wastage	38,222.80	RON	38,222.80	104.72	104.72	365.00	day	1	1	75	mg
Custom Calculation1	38,222.80	RON	38,222.80	104.72	104.72	365.00	day	1	1	75	mg

Add Custom Calculation

Calculate

Reset

---

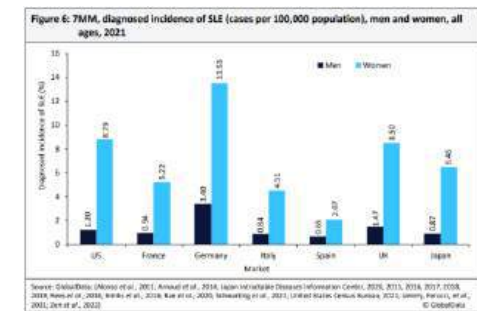
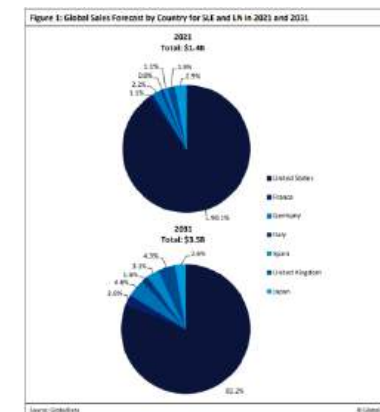
AI Hub – Pharma

# 2025 – Pharma Priorities for AVA 在线即时问答

UPDATD

## Pharma 2025 Plans:

- ❑ Continue to review existing prompts and create additional prompts
- ❑ Improve accuracy of sourcing & responses
- ❑ Enhance UX – sharing, custom exports, etc.
- ❑ Ability to use “related links” to pre-filtered IC pages
- ❑ Translation, additional filtering
- ❑ Develop team culture for “AI First” approach

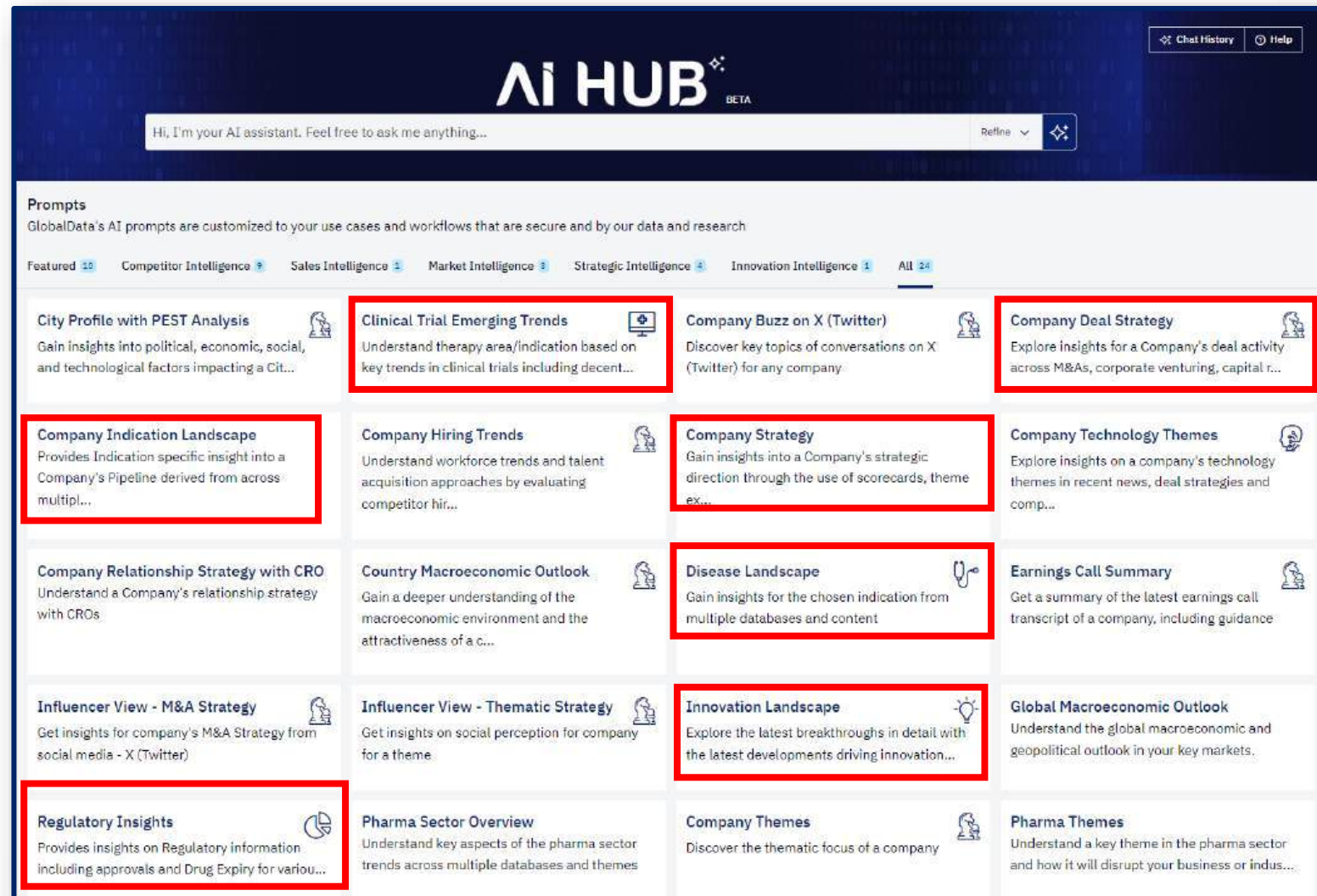


pan, 2021-2031			
	Level of Impact	Type of Impact	
2025	High	↑↑↑	Launch of biosimilar versions of Benlysta. Patent expiry of Benlysta
2026	High	↑↑↑	Launch of Gazyvaro (obinutuzumab)
2027	High	↑↑↑	Launch of Cosenityx
2027	High	↑↑↑	Launch of Sotyktu (sofosbuvir)
2027	High	↑↑↑	Launch of Abatacept
2027	High	↑↑↑	Launch of Infilimab
2028	High	↑↑↑	Launch of Janakumab



# AI HUB: Prompt Cards 智能维度分析

- Prompt cards, curated and validated by expert analysts, offer a series of guided workflows tailored to various specific use cases :
  - Competitor Intelligence
  - Sales Intelligence
  - Market Intelligence
  - Strategic Intelligence
  - Innovation Intelligence
- AI HUB offers 24 unique Prompt Cards
- Each prompt cards contains sub cards to provide in-depth autogenerated insight and analytics.
- Readily downloadable reports with Key tables, Charts and insights.



# Case Study – Company Deal Strategy

仅仅输入任何一个公司名称，就可以一键自动生成公司的交易战略总结报告

Company Deal Strategy

Company (Required)  
Bristol-Myers Squibb Co

Get

Reset

AI Hub • Company Deal Strategy • Bristol-Myers Squibb Co

<

M&A Strategy

Corporate Venturing Strategy

Capital Raising Strategy

Alliances & Partnerships

Advisor Engagements

CXO Intent

>

Title: Bristol-Myers Squibb Co's M&A Strategy

- Over the past 3 years, Bristol-Myers Squibb Co conducted a total of 8 acquisitions, with a cumulative deal value of \$27,340 million [data sources](#).

Notable Acquisitions

Announced	Notable Acquisitions	Overarching Objective
Oct-23	<b>Mirati Therapeutics Inc</b> , United States, (\$4,800 million)	Expansion of oncology portfolio with commercialized lung cancer medicine and promising clinical assets (1)
Dec-23	<b>RayzeBio Inc</b> , United States, (\$4,100 million)	Acquisition of a clinical-stage radiopharmaceutical therapeutics company with a pipeline of potentially first-in-class and best-in-class drug development programs (2)
Jun-22	<b>Turning Point Therapeutics Inc</b> , United States, (\$4,100 million)	Acquisition of a clinical-stage precision oncology company to support medium- to long-term growth strategy (3)
Nov-23	<b>Orum Therapeutics</b> , South Korea, (\$180 million)	Acquisition of ORH-6351 program, a first-in-class, anti-CD33 antibody-enabled GSGT1 degrader for the treatment of patients with acute myeloid leukemia or high-risk myelodysplastic syndromes (4)
Dec-23	<b>Karuna Therapeutics Inc</b> , United States, (\$14,000 million)	Acquisition of a biopharmaceutical company with a novel mechanism of action and differentiated efficacy and safety in the treatment of schizophrenia and Alzheimer's disease psychosis (5)

Implied M&A Strategies

1. Expansion of Oncology Portfolio:

Acquisitions of **Mirati Therapeutics Inc** and **Turning Point Therapeutics Inc** indicate a strategic focus on expanding the company's oncology portfolio [3a](#).

2. Investment in Novel Therapies:

The acquisitions of **RayzeBio Inc** and **Karuna Therapeutics Inc** reflect the company's interest in investing in companies with novel mechanisms of action and differentiated efficacy and safety profiles [3a](#).

3. Geographical Diversification:

The acquisition of **Orum Therapeutics** in South Korea indicates a strategy of geographical diversification (4).

4. Divestment of Manufacturing Assets:

The sale of manufacturing facilities to **LOTTE BIOLOGICS** and **STA Pharmaceutical Co. Ltd. (WuXi STA)** suggests a strategy of divesting non-core assets to focus on

# Case Study: Innovation Landscape

仅仅输入任意一个靶点/机制名称，就可以一键自动生成靶点开发进展总结报告，并关联所有数据库中引用渠道Sources

Innovation Landscape

Interact area (Free text) (Required)  
GLP1R

Get

Reset

AI Hub • Innovation Landscape • GLP1R

<

Market Potential, Drivers and Inhibitors

Startups

Use Cases

Partnerships

Latest Developments

>

Summary: Market Potential, Drivers, and Inhibitors for GLP1R

GLP1R (Glucagon-like peptide-1 receptor) is a target of interest in various fields, including obesity, diabetes, and other diseases. The market potential for GLP1R-based therapies is applications and opportunities for growth. However, there are also some inhibitors and challenges to consider.

Market Potential:

- GLP1R-based therapies have shown promise in treating obesity and associated diseases (1). The market for obesity treatments is growing, and GLP1R agonists have the potential to be treatment options (1).

- GLP1R agonists have been widely used for the treatment of type 2 diabetes, and their effectiveness in managing blood sugar levels has been well-established (2). The market for a substantial, and GLP1R-based therapies have a significant share in this market (2).

- GLP1R-based therapies are being explored for their potential in treating cardiovascular diseases, such as heart disease and chronic kidney disease (3). These diseases are major causes of diabetes, making GLP1R agonists a valuable treatment option (4).

- GLP1R agonists are also being investigated for their potential in treating psychiatric disorders, including depression and anxiety (5). This opens up new opportunities for GLP1R-based therapies.

- GLP1R agonists have shown potential in the treatment of neurodegenerative diseases, such as Alzheimer's and Parkinson's disease (6). This presents a significant opportunity for GLP1R-based therapies in the field of neurology.

Drivers and Inhibitors:

- GLP1R agonists have demonstrated efficacy and safety in clinical studies, making them a preferred treatment option for many healthcare professionals (7). This drives the demand for GLP1R-based therapies in the market.

- The use of GLP1R agonists has been associated with reduced instances of depression and anxiety (8). This positive correlation further supports the use of GLP1R-based therapies in the field of psychiatry.

- GLP1R-based therapies offer the advantage of oral delivery, eliminating the need for painful injections or stomach-upsetting tablets (9). This improves patient compliance and convenience.

- However, there are also inhibitors and challenges to consider. The FDA is currently investigating a potential link between GLP1R agonists and suicidal thoughts and acts (10). While this is a concern, it is important to note that the evidence is still preliminary, and further research is needed to fully understand the risks associated with GLP1R-based therapies.

Structure Therapeutics Reports Fourth Quarter and Full Year ... (1)

Lexaria Ascertains Contract For Next GLP-1 Human Pilot Study (2)

GLP-1RA linked with reduced risk of depression, study claims (3)

GLP1R's beyond obesity and diabetes: Is the sky the limit? (4)

GLP1R's beyond obesity and diabetes: Is the sky the limit? (5)

Lexaria's Patented Technology Improved the Oral Performance (6)

Signal: Lilly searches for new obesity drugs in partnership with... (7)

Structure Therapeutics Provides GDS-1290 Program Update... (8)



## Lead Sheet Intelligence Module

# Lead Sheet/Sales Intelligence – 2025 Snapshot

Lead Sheet will become new Sales Intelligence Solution. Nothing will be lost from Lead Sheet existing data & functionality – only enhancements. Users will have the ability to find and prioritise the best prospects, create account plans and sales enablement content, and engage with the right people at the right moment with right information.

## PLAN

Strategize your sales approach with data-driven insights.



## ENABLE

Tailored sales assets that align and connect with your audience's needs.

## TARGET

Identify and prioritize high-potential prospects effortlessly.



## ENGAGE

Stay informed with real-time insights for smarter engagement.

### Buying Signals (Leads)

Buying Signals on current and future Clinical Trials events, Deals, Regulatory filings and much more  
*(Drugs Intelligence subscription required)*

### Market Planner/Updates

Identify and prioritize markets and understand key trends

### Catalyst Calendar

~60,000 Catalysts covering Clinical Trials, Regulatory and IP events

### Ideal Customer Profiler/ Territory Prioritizer

Generate list of target companies and prioritize

### Contacts

~390,000 Contacts, including C-level, Scientific, Clinical Operations, Commercial etc.

### Company Enablement/ Industry Enablement

Tailored sales assets that align and connect with audience needs

### Catalyst Monitor Reports

Quarterly reports covering the most material catalysts expected in the next quarter with Insights journalist coverage

## Sales Intelligence

Ask AVA

Home

Plan

Market Planner

Market Updates

Target

Ideal Customer Profiler

Territory Prioritizer

Enable

Company Enablement

Industry Enablement

Engage

Buying Signals

Territory Radar

Contacts

Catalyst Calendar

Help Page

Ask An Analyst

*\*This can be complemented with API subscriptions for CRM Integration*

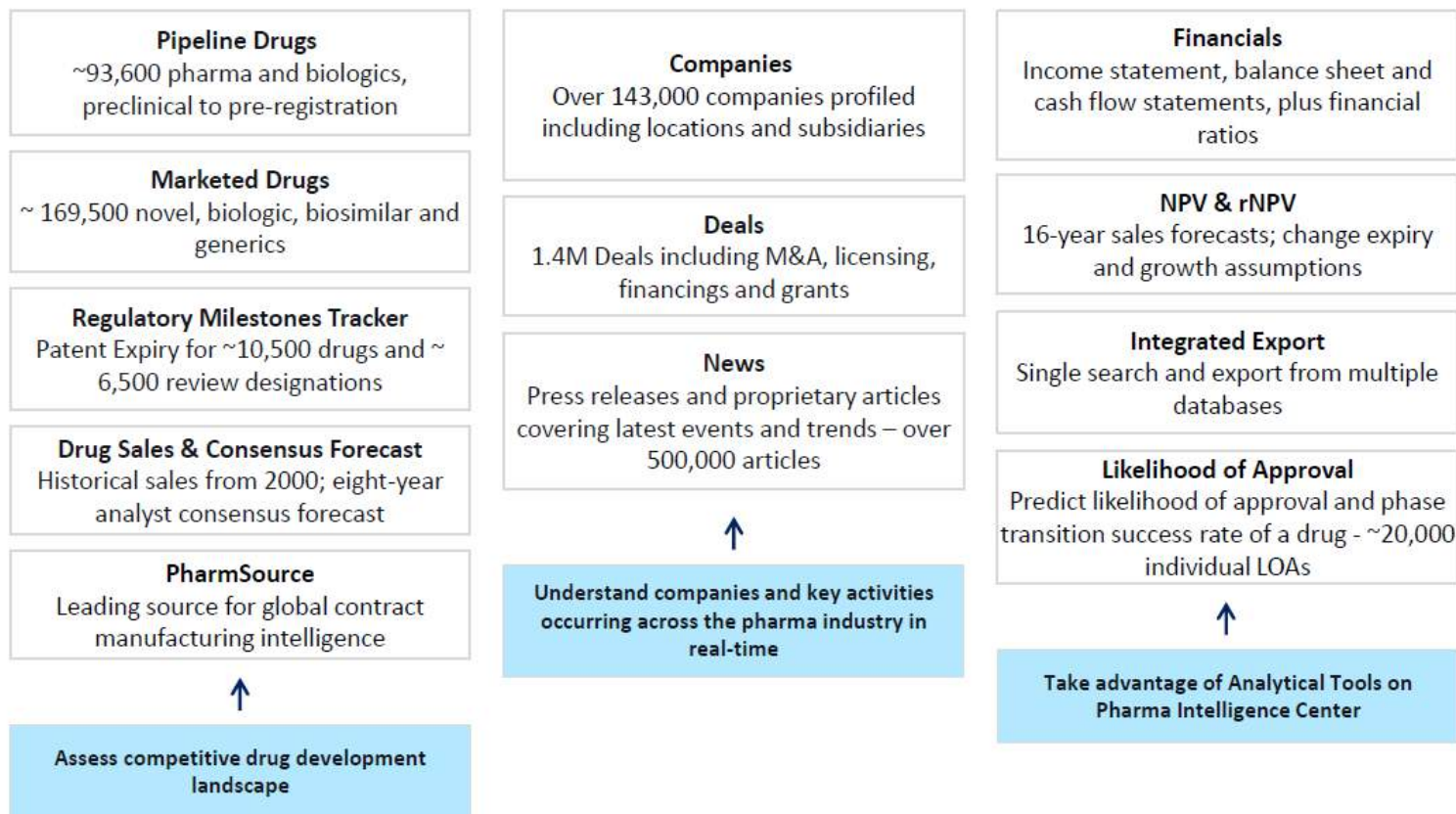





# Fundamental Support to CXOs

## Drugs Intelligence – 2024 Snapshot

Global coverage of pipeline drugs, deals, news, deals and companies; marketed drugs across 20+ countries including the US, Europe, LATAM and Asia. Updated daily.



Coverage - Geography	
GLOBAL COVERAGE Pipeline Drugs News, Deals, Companies	
Marketed Drugs	
Europe	US
	UK
	Germany
	France
	Spain
	Italy
	Switzerland
BRICS	Belgium
	Japan
	Brazil
	Russia
	India
Other	China
	South Africa
	Mexico
	Canada
	South Korea
	Australia
	New Zealand
	Indonesia
	Israel



药物开发  
公司尽调  
财务状况  
生产商信息  
药物监管  
临床成功率

# Exclusive Sources to CXOs

## Lead Sheet – 2024 Snapshot

A user-friendly business development tool that pulls new, daily opportunity triggers across the intelligence center databases that helps users identify when to reach out to certain companies and the key decision makers at those companies that may need services.

**Lead Sheet**  
Leads on current and future Clinical Trials events, Deals, Regulatory filings and much more  
*(Drugs Intelligence subscription required)*

**Catalyst Calendar**  
~90,000 Catalysts covering Clinical Trials, Regulatory and IP events

**Contacts**  
~400,000 Contacts, including C-level, Scientific, Clinical Operations, Commercial etc.

**Catalyst Monitor Reports**  
Monthly reports covering the most material catalysts expected in the next month with Insights journalist coverage

Get Leads and Contacts for your Business Development

*\*This can be complimented with API subscriptions for CRM Integration*

自定义目标市场  
业务线索精准推送  
关键联系人信息  
会议潜在客户追踪  
独家业务机会邀请

**Outsourcing Insights - Results**

▼ Before Search

▼ Your Referrals ▼ Insights Type ▼ Outsourcing Insights

1 - 25 of 4,190    Sort ▼

Headline

Drugsprint Seeks Data-Driven CRO for Phase 1 Trial With Lead Oncology Candidate  
• Search for CRO with AI capabilities for info content identification • Company aims to raise \$100 million in Series D financing. Drugsprint Therapeutics is scheduled to start in H2 2024. Lead CRO...

EVOQ Nano Considers CRO Bids Ahead of Phase 1 Trial for Anti-microbial Silver Nanoparticle Drug EVOQ-210  
• Phase 1 trial is planned to initiate before Q3 2024 • CRO supports for first-in-human study of EVOQ-210 EVOQ Nano is searching for a CRO to support a phase 1 trial according to BioPharmica, the Salt Lake City-based...

Activa Will seek a CMO with Cardiovascular Experience for Dialysis Implant Development  
• Activa is searching for a CMO for commercializing vascular implant technology • Trade is ongoing in the US and Europe for the implantable blood vessel commercialization of its vascular access...

Durin Therapeutics Plans for CRO and CDMO Bids as It Begins Development of Cancer Candidate DHR008  
• Phase 1/2 study initiation planned in November 2024 • Stock market long expertise needed in glycolipid chemistry Durin Therapeutics is seeking CR trial of its candidate DHR008 for solid tumors, etc...

CORRECTION: Amgen Biologics Will seek a CMO for Global Phase 1/2 Trial of SP-604 in Major Depressive Disorder  
• A potential CMO would have 5-10 years of research and development experience • A Phase 1/2 trial would not be expected in H2 2024, followed by a global phase 3 trial in 2024 in major depressive...

Agree Enlists Theradex and Kappell for Early Stage Oncology Trials with DCR-Targeted Drugs  
• Agree is working with Theradex for APO-302L and Kappell for the development of APO-302L • The company predicts trial completion for its Phase 2a service of CROs Theradex Oncology and...

Lead Overview		
Clinical Trials	89 / 905	
Expected Trial Completions	12 / 227	
Expected Trial Initiations	11 / 146	
Expected Trial Results	22 / 70	
Rescue Study	36 / 423	
Trial Results Announced	8 / 39	
Deals	14 / 52	
Insights	1 / 5	
New Companies	0 / 30	
Regulatory	9 / 53	
Approvals	1 / 8	
Expected Approvals/Launches	2 / 25	
Expected Regulatory Filings	0 / 1	
Regulatory Submissions	1 / 3	
Review Designations	5 / 16	
Key Role Changes	5 / 14	
Total Leads	118 / 1,059	

### Lead Sheet Contact Search

Search Type

Lead Sheet Contacts

Recently Added/Updated

Title

Department

Contact Location

Email Available

Contact Name

Company

Company Name/Ticker Symbol

Company Geography

Company Drug Count

Entity Type

Company Revenue

Market Capitalization

Company Highest Development Stage

Drugs

Drug Name

Therapy Area/Indication

Development Stage

Route of Administration

Molecule Type

Drug Geography

Target

Mechanism of Action

ATC Classification

Drug Type

Drug Descriptor

Designation Type

Advanced Company Watchlist

My Watchlist

Department

Search Department

C-Level

Commercial

Corporate Development

Business Development & Licensing

Market Access

Pricing/Reimbursement

Marketing

Scientific/Medical/Research

Research & Development

Regulatory

Safety/Quality

Operations

IT/Data Systems

Manufacturing/Distribution/Supply

Procurement/Outsourcing

Finance

Drug Descriptor

Search Drug Descriptor

Pharmaceuticals

Adoptive Cell Therapy

Immuno-Oncology

Allogeneic Therapy

Autologous Therapy

Regenerative Medicine

Stem Cell Therapy

Synthetic

Recombinant

DNA-Based

RNA-Based

Genome Editing

Targeted Therapy

Targeted Protein Degradation (TPD)

Prophylactic Vaccine

Therapeutic Vaccine

Antibiotic Agents

Antimicrobial Therapy

Anti-inflammatory Therapy

Immunomodulatory Therapy

Microbiome Therapy

Psychiatric Therapeutics

Multispecific

Non-Opioid Painkiller

Opioid Painkiller

Steroid Therapy

Artificial Intelligence (AI)

Epigenetic Therapeutics

Cytotoxic Therapy

Antibody Dependent Cellular Cytotoxicity (ADCC)

Cell Based Cytotoxicity

Chemotherapy

Complement Dependent Cytotoxicity (CDC)

Immunotoxins

Radio-pharmaceutical

Radio Drug Conjugate

Exosome Therapy

# Lead Sheet: actionable leads generated by catalysts and events from clinical and commercial perspectives – approach and pitch via Contacts to find right ppl



## FEATURE

Lead Sheet is a business development tool that will help you to optimise sales efficiently by showing you which prospective account to target, when and why to target them and who to reach out to for each account.

## BENEFITS

- **Robust Leads:** Discover 20+ types of leads, some proprietary, which have been verified by research teams.
- **Key decision-makers:** Gain unlimited access to verified email of C-Level and Executive leads in 20 departments.
- **Prospective accounts:** Benefit from benchmarking metrics, CRO and CMO relationships, new companies added daily and key account uploads.
- **Customizable territories:** Customize by geography, therapeutic area and company type/industry

## New Feature – New Lead Types

- **Growing companies leads** are a good signal for many existing clients and prospects in staffing/recruitment
  - New Office/Building Location
  - Increase in Hiring
- **Conference attendance** is a very valuable lead type for all suppliers and GD has access to great data here

**Lead Sheet**

Lead Overview

- Clinical Trials: 899 / 899
- Deals: 79 / 79
- Insights: 2 / 2
- New Companies: 68 / 68
- Regulatory: 91 / 91
- Key Role Changes: 43 / 43
- Total Leads: 1,197 / 1,197**

Business Development Toolbox

- Customizations
- Create New Territory
- Manage Existing Territories
- My Saved Leads
- For Your Territory
- Account Benchmarking
- Contact Search
- Business Development Tips & Tricks

Narrowing Events by:

Your current search is narrowed to the 86 events that involve ALL of the following...

Matching clinical operations oncology east

Narrow further

By Activity Type

- All categories
- Opinion (0)
- Milestone Activity (0) +
- Results Activity (0) +
- Funding Activity (0) +
- Partnering Activity (0) +
- Other Corporate Activity (86) +

By Company Name

By Company Relationship

By Your Company Lists

By Sponsor Company Location

26 days ago

Conference Participation: Alkermes will be attending CTO East Coast 2016

Thu Jun 16 2016

The Director, Clinical Program Management of Alkermes will be attending the Clinical Operations in Oncology Clinical Trials East Coast 2016 Conference. #CTOEC16

Location: Boston, Massachusetts

Date: July 13 - 14, 2016

Alkermes (Ohio, United States)

Conference Participation: Blueprint Medicines will be attending CTO East Coast 2016

Thu Jun 16 2016

The Senior Director Clinical operations of Blueprint Medicines will be attending the Clinical Operations in Oncology Clinical Trials East Coast 2016 Conference. #CTOEC16

Location: Boston, Massachusetts

Date: July 13 - 14, 2016

Blueprint Medicines (Massachusetts, United States)

Conference Participation: Boston Biomedical, Inc will be attending CTO East Coast 2016

Thu Jun 16 2016



Contacts – fully integrated with other databases to generate prospects within one click

The screenshot displays the 'Lead Sheet Contact Search' interface, which is divided into several sections:

- Search Type:** A sidebar on the left with a 'Hide all' button and a list of filters including 'Lead Sheet Contacts', 'Recently Added/Updated', 'Title', 'Department', 'Contact Location', 'Email Available', 'Contact Name', 'Company', 'Company Name/Ticker Symbol', 'Company Geography', 'Company Drug Count', 'Entity Type', 'Company Revenue', 'Market Capitalization', 'Company Highest Development Stage', 'Drugs', 'Drug Name', 'Therapy Area/Indication', 'Development Stage', 'Route of Administration', 'Molecule Type', 'Drug Geography', 'Target', 'Mechanism of Action', 'ATC Classification', and 'Drug Type'.
- Make Selections:** A central panel with a 'Search Department' input field and a list of departments: 'C-Level', 'Commercial', 'Scientific/Medical/Research', 'Operations', and 'Others'.
- Confirm your Search:** A panel on the right with input fields for 'Department' (set to 'Commercial'), 'Company Revenue (US\$m)' (set to 'Min 1000 and Max 85159'), and 'Therapy Area' (set to 'Cardiovascular'). It includes 'Search' and 'Clear Search' buttons.
- Contacts Search - View Results:** A panel on the far right showing a list of search results with columns for 'Contact Name', 'Title', and 'Company'. The list includes contacts like 'Alexandra S. Roy', 'Alexis Steinfield Link', 'Andrew Thomas', etc.

A blue callout box at the bottom right states: 'Advanced watchlist can also be applied to the GlobalData Database – to generate all contact information for a specific company or drug'.

## Contacts Search - View Results

[Refine Search](#)
My GlobalData Profile >

---

Your Refinements — Department: Commercial | Growth  
 Company Revenue US\$M: Min 1200 and Max 95237    Therapy Area: Cardiovascular

1 - 25 of 66,928    View Options ▾ | Customer Tables ▢ | Export ▾ | ☐ CSOs Only | ☐ CMOs Only    Page 1 of 674   Previous Next Go to page:  15   Results

Contact Name	By Contact By Company	Department	Company	Confirmed Email	Potential Email	Confirmed Country	Last Update Date	Check Link(s)
Ashya Hall	Lead, Group Brand	Marketing	Dick Ltd		ashya.hall@dick.com	India	17 Oct 2024	<a href="#">Find Connections</a>
Alanah E. Roy	Director, Investor Relations - United States	Corporate Development	Argenx SE	argen@argenx.com		Netherlands	17 Oct 2024	<a href="#">Find Connections</a>
Adam Steinfeld Link	Chairman	C-Level	Hypnea SA			Brazil	17 Oct 2024	<a href="#">Find Connections</a>
Andrew Thomas	General Manager, Senior Vice President, Commercial - Australia	Commercial	BBNiplo			United Kingdom	17 Oct 2024	<a href="#">Find Connections</a>
Brendan Cummings	Lead, Brand / Salesperson - United States	Marketing	Ipsen SA		brendan.cummings@ipsen.com	France	17 Oct 2024	<a href="#">Find Connections</a>
Celia Diaz-Arango	Head, Branding, Communication and Digital	Marketing	Hypnea SA	celia.diaz-arango@hypnea.com.br		Brazil	17 Oct 2024	<a href="#">Find Connections</a>
Qingshan Wu	Director, Business Development	Business Development & Licensing	CSRC Pharmaceutical Group Ltd		wuqingshan@mail.acscp.com	China	17 Oct 2024	<a href="#">Find Connections</a>
Oshwin Kambale	Manager, Group Product	Marketing	Allent Laboratories Ltd	oshwin.kambale@allent.com		India	17 Oct 2024	<a href="#">Find Connections</a>
Chimany Koniar	Associate Director	Marketing	Dick Ltd	chimany.koniar@dick.com		India	17 Oct 2024	<a href="#">Find Connections</a>
Danielle Conley	Senior Director, Reg and Patient Access and Operations	Regulatory Affairs	Pfizer Inc		danielle.conley@pfizer.com	United States	17 Oct 2024	<a href="#">Find Connections</a>
Pat Lambourne-Smith	Vice President, GE Disease Area, Oncology	Marketing	Janssen & Johnson	slamoursa@jnj.com		United States	17 Oct 2024	<a href="#">Find Connections</a>
Raviv Rabin	Director, Strategic Planning and Projects	Marketing	Hypnea SA	ravin.rabin@hypnea.com.br		Brazil	17 Oct 2024	<a href="#">Find Connections</a>

Advanced watchlist can also be applied as a searchable filter in Contacts Database – to generate all contacts from a conference delegate list



Catalyst Calendar – integrated into Drug Profile to see all upcoming events of a company or indication or drug in a period of time

## FEATURE

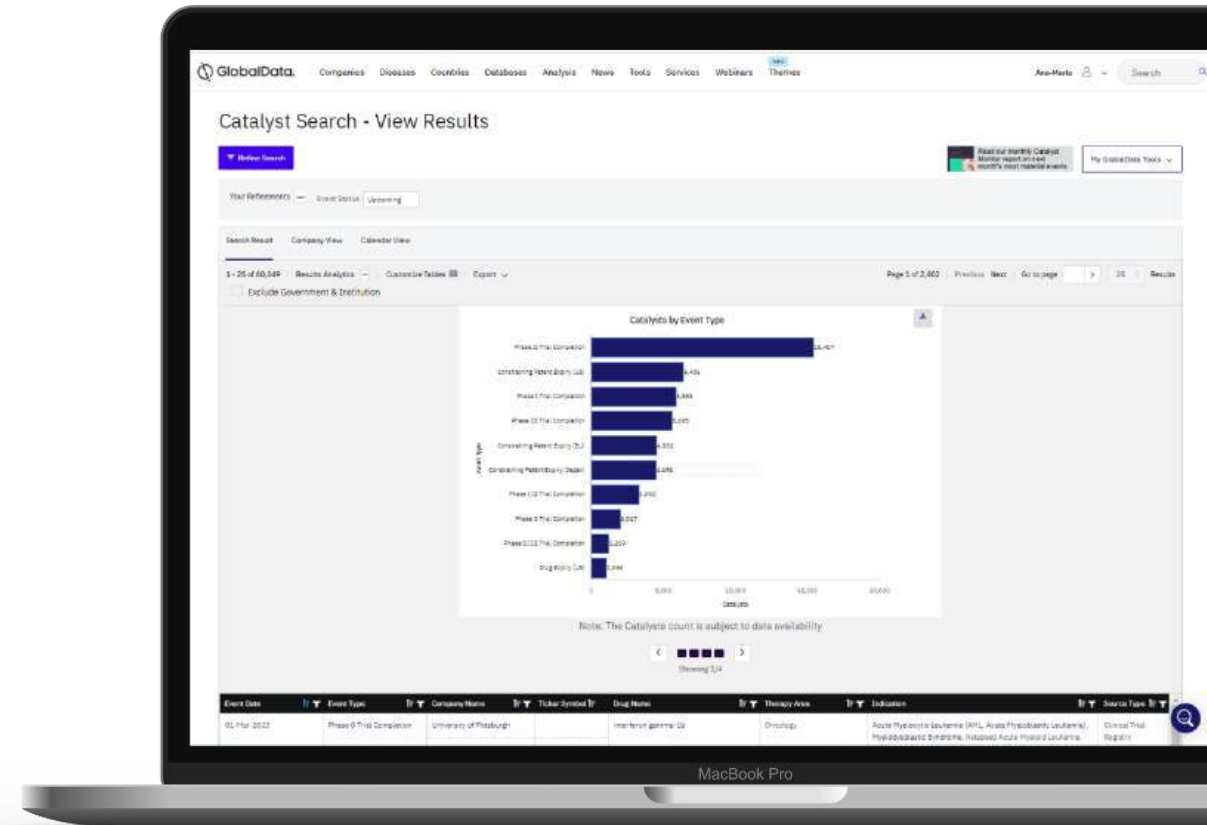
Catalyst Calendar provides forecasted drug development milestones within the Pharma industry including expected timing, expected outcomes and possible financial impacts.

## BENEFITS

- Trial Events for trials conducted globally by a company, university, institute or CRO: Trial Initiation, Trial Completion, Trial Results
- Regulatory Events related to drug filings with regulatory bodies, approvals and commercial launches. This is covered for the US, EU and Japan
- Intellectual Property Events for patent and exclusivity expiry specific to the US, EU and Japan: Constraining Patent Expiry (US/EU/Japan), Drug Expiry (US/EU/Japan), Commercial Launch (US/EU/Japan)

## VALUE

- Proactively evaluate companies and catalyst impacts
- Stay ahead of the competition & improve corporate planning
- Bolster business development with timely opportunities.



# Proprietary Analysis to CXOs



产业格局  
机会捕捉  
外包服务合同  
并购分析  
独家业务邀请

## PharmSource – Analysis

Released by in-house analysts monthly, quarterly, and yearly designated to Service Providers



Report Code: GDS0505MAR

November 2024

### Contract Pharmaceutical Dose Manufacturing Industry: Composition, Size, Market Share, and Outlook – 2024 Edition

Inside:  
Executive Summary  
Players  
Trends  
Industry Analysis  
Value Chain  
Companies  
Appendix  
About the Authors

Related Reports:  
[M&A in the Contract Manufacturing Industry: Implications and Outlook – 2024 Edition](#)  
[New Drug Approvals and Their Contract Manufacturing: 2024 Edition](#)  
[Global AI Trends in Pharmaceutical Manufacturing: 2024 Edition](#)  
[BioPharmaceutical Outsourcing Report – October 2024](#)

Inside:  
Executive Summary  
Players  
Technology Briefing  
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[Global AI Trends in Pharmaceutical Manufacturing: 2024 Edition](#)  
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[M&A in the Contract Manufacturing Industry: Implications and Outlook – 2024 Edition](#)  
[BioPharmaceutical Outsourcing Report – March 2024](#)



Report Code: GDS0009MAR

April 2024

### New Drug Approvals and Their Contract Manufacture: 2024 Edition



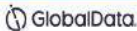
Report Code: GDS0005MAR

June 2024

### M&A in the Contract Manufacturing Industry: Implications and Outlook - 2024 Edition

Inside:  
Executive Summary  
Players  
Technology Briefing  
Trends  
Industry Analysis  
Value Chain  
Companies  
Appendix  
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[M&A in the Contract Manufacturing Industry: Implications and Outlook – 2024 Edition](#)  
[BioPharmaceutical Outsourcing Report – July 2024](#)



October 2024

### PharmSource, a GlobalData Product

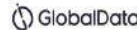
Report Code: GDS04206

#### Contract Manufacturing: Opportunities and Threats – October 2024

Contract Manufacturing: Opportunities and Threats identifies contract manufacturing organizations (CMOs) that might be impacted by key events affecting their clients, including company acquisitions, product acquisitions and licenses, product approvals, late clinical product terminations, and FDA rejections.

Table 1: Contract manufacturing: opportunities and threats – potentially positive

Contractor	Biopharma Company	Event Description	Product	Relationship
Amgen Inc.	Moderna Therapeutics Inc.	Phase 3 Phase II top-line results	Storvick	Strategic API
Amgen Inc.	Pharmaceutical Research and Manufacturers of America (PhRMA)	NCT approval	Ruback	Solid dose manufacture & packaging
Amgen Inc.	Novartis Pharmaceuticals Corp.	EMA approval	Yusko	Solid dose packaging
Amgen Inc.	Novartis Pharmaceuticals Corp.	EMA approval	Yusko	Solid dose packaging
Amgen Inc.	Novartis Pharmaceuticals Corp.	EMA approval	Yusko	Solid dose packaging



October 2024

### PharmSource, a GlobalData Product

Report Code: GDS04206

#### October Quarterly Contract Manufacturing Mergers, Acquisitions, and Financing – Q4 2024

Mergers, Acquisitions, and Financing identifies deals relevant to the biopharmaceutical manufacturing space that were announced during the quarter to date. This includes 100% of company acquisitions and purchases of business units or facilities.

Table 1: Mergers, acquisitions, and financing – Q4 2024

Investor/Acquirer	Target/Company	Deal	Deal Subtype	Deal Value (\$M)
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October 2024

### PharmSource, a GlobalData Product

Report Code: GDS04207

#### Contract Service Agreements – October 2024

Contract Service Agreements identifies deals struck between CMOs and bio/pharma clients for services including API manufacture, dosage form manufacture, packaging, and analytical services.

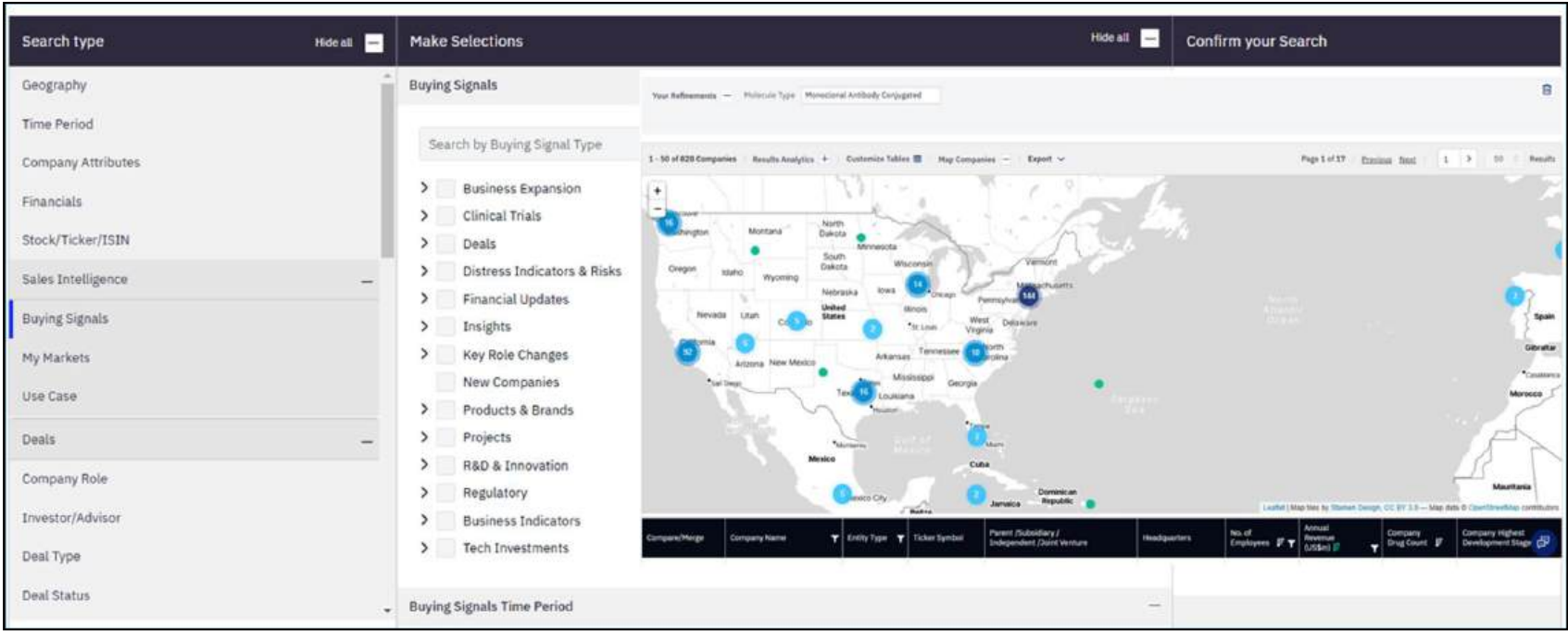
Table 1: Contract service agreements

Contractor	Biopharma Company	Deal	Origin	Number of Sites	Molecule Type
Andigen Inc.	Moderna Therapeutics Inc.	Phase 3 Phase II top-line results	US	1	Gene therapy
Andigen Inc.	Moderna Therapeutics Inc.	Phase 3 Phase II top-line results	US	1	Gene therapy
Andigen Inc.	Moderna Therapeutics Inc.	Phase 3 Phase II top-line results	US	1	Gene therapy
Andigen Inc.	Moderna Therapeutics Inc.	Phase 3 Phase II top-line results	US	1	Gene therapy
Andigen Inc.	Moderna Therapeutics Inc.	Phase 3 Phase II top-line results	US	1	Gene therapy

Client list: CXO (mainly CDMO & CRO) who have focus on overseas markets

<div>PIC (Drugs/Trials + LS)</div> <div><ul style="list-style-type: none"><li>• BD</li><li>• MRKT</li></ul></div>	<div>Thought leadership &amp; Media</div> <div><ul style="list-style-type: none"><li>• MRKT</li><li>• Strategy</li></ul></div>	<div>Custom Support</div> <div><ul style="list-style-type: none"><li>• Strategy</li><li>• C-level</li></ul></div>
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Integration with Sales Intelligence: buying signals from your targeted territories



# CRO案例分析

## Trials Intelligence - Overview

	Description
Clinical Trials	Clinical Trials Database is a comprehensive and fully integrated database of globally conducted clinical trials since 1995.
Investigators	A comprehensive repository of global specialty-based clinical trial investigators.
Trial Sites	Trial Sites database is a comprehensive resource for trial sites associated with the clinical trials conducted globally.
Site Coordinators	A repository of global trial site coordinators sourced from numerous government/non-government sites worldwide alongside clinical research publications, conferences etc.
Enrollment	Enrollment Data module offers the user with trial enrollment and trial timing information for clinical trials conducted globally.
Feasibility Planner	Feasibility Planner Module offers users a unique platform to perform feasibility planning for a clinical trial.
Biomarkers	Provides the information on biomarkers used in human clinical research.



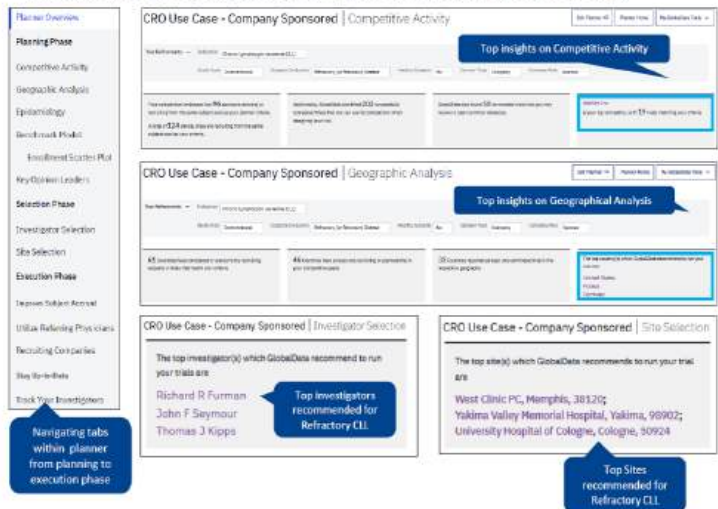
临床运营  
项目管理  
报价方案支持  
可行性分析

### Offering Insights

- Trials Intelligence offering allows clinical operations professionals to make more confident decisions around trial planning, site selection, investigator identification and provide much more comprehensive clinical trial related information with detailed insights.
- Investigator** profile provides a complete view of Investigator overview, performance indicators, clinical trials, trial sites, investigator details, designation details, education details, network, and contact details.
- Site coordinators** advanced search allows user to combine the search with attributes from Site Coordinators, Sites, Clinical Trials and Drugs for more accurate results.
- Feasibility Planner:** A fully integrated analytical tool, that helps in trial planning, benchmarking, and assessment of recommended geography, sites and investigators.
- Biomarkers** database provides the information on biomarkers used in human clinical research. Information is manually curated from clinical trials and scientific literature.
- Use **"Integrated Results Summary"** to get the stats for Drugs, Companies, Investigators, Trial Sites and Site Coordinators associated with the clinical trials retrieved in the search.

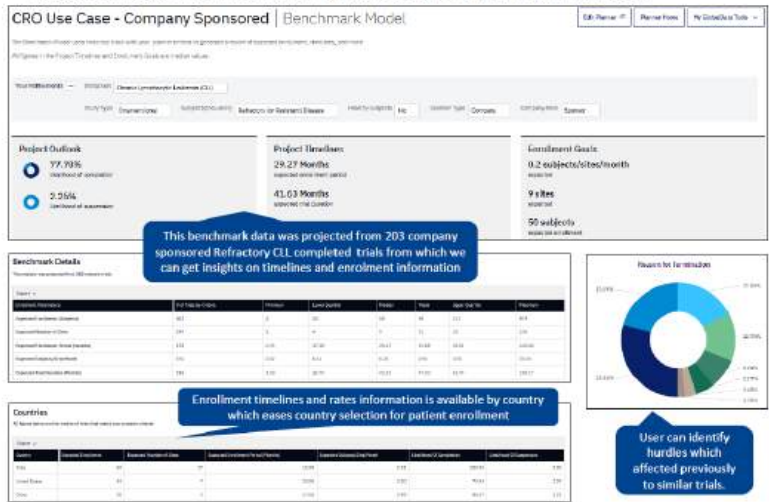
### Feasibility Planner - Use Case 1

#### Top Key Insights on Upcoming Refractory Chronic Lymphocytic Leukemia (CLL) Trial



### Feasibility Planner - Use Case 2

#### Insights on Project Timelines and Enrollment Goals for Upcoming Trial Program



2024 New Feature – Clinical Trial Cost



Case Study: Global Trends in Clinical Trials & Thought Leadership

Client: Leading CRO

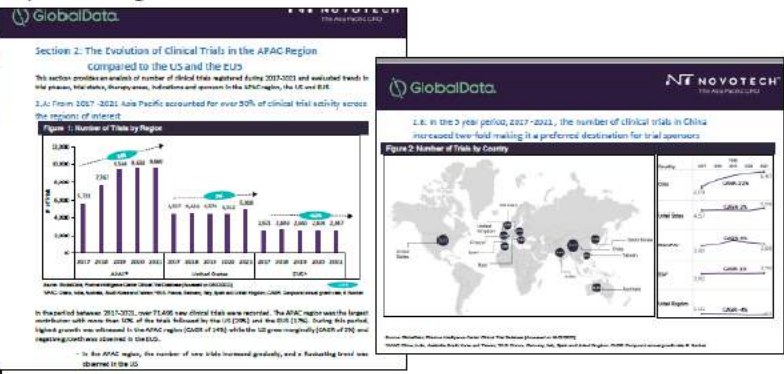
**SITUATION** Our client, a leading CRO Marketing team wanted support with their content generation and to become a thought leader in the field. They specifically needed analysis of the evolution of clinical trials activity, sponsors and new technologies that could impact pharmaceutical clinical development in the APAC region.

**SOLUTION**

- GlobalData Consultants have created multiple corporate presentations, competitive landscapes, and White Papers, now publicly available, on a plethora of topics – including but not limited to:
  - Project 1: Evolution of CT landscape in the APAC region compared to the US and EU5
  - Project 2: China Biotech Landscape and strategies for approval
  - Project 3: State of the Biopharma Industry: where do the opportunities lie?
  - Project 4: Regulation in the US: Simplifying the complex
- PMR with clients own internal (n=5) experts and external (n=7) KOL experts
- Comprehensive insight and analysis during the write up across 3 white papers

**OUTCOME**

- GlobalData is an embedded partner with this client, providing business insights and strategic direction support to enhance their commercial effectiveness and positioning



Navigating the FDA Approval Processes: Capitalize on Regulatory Expertise to Simplify the Complex



Cell and gene therapies: Pipe dream to pipeline



# Pharmaceutical Technology | GlobalData Media 全球研发媒体平台

Media brand owned by GlobalData | Free Digital Pharma Magazine in August – click [here](#).

- Jasper Morley:** [Johnson & Johnson to dominate BiTE market by 2030, forecasts GlobalData](#)
- Shireen Mohammad:** [NewAmsterdam's obicetrapib holds potential to become first CETP inhibitor to advance to clinical practice, says GlobalData](#)
- Yixuan Zhang:** [RCC diagnosed incident cases to reach 230,000 in 8MM by 2033, forecasts GlobalData](#)
- Kajal Jaddoo:** [SC0062 trial results highlight BioCity's potential to differentiate in kidney disease space, says GlobalData](#)
- Eleni Tokali:** [Roche's Vabysmo and Regeneron's Eylea HD to dominate anti-VEGF-A market by 2030, forecasts GlobalData](#)
- Sachin Gharat:** [Majority of UK physicians see continued rise in telemedicine usage, reveals GlobalData](#)
- Stephanie Kurdach:** [Phase III post-marketing commitment study data paves way for usage of Paratek's Nuzyra in other indications, says GlobalData](#)
- Sravani Meka:** [Pipeline Power: Sionna's AbbVie Deal Could Redefine CF Therapeutics](#)
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- Christie Wong:** [Spinal muscular atrophy market across 7MM to grow to \\$3 billion by 2033, forecasts GlobalData](#)
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- Shireen Mohammad:** [Female infertility market across 7MM to grow to \\$2.3 billion by 2033, forecasts GlobalData](#)
- Bharati Prabhakar:** [Total prevalent cases of female infertility to decrease at 0.4% AGR in 7MM during 2023-33, forecasts GlobalData](#)
- Momna Ali:** [Amylyx looks to cover financial gap left by Relyvrio with avexitide deal, says GlobalData](#)
- Sravni Meka:** [Asthma inhaler price cap in US may help pharma companies to secure more loyal customer base, says GlobalData](#)



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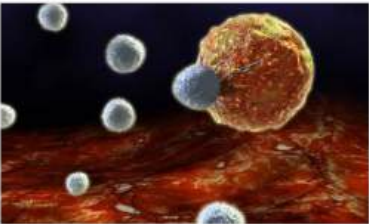


## Optimizing Cell & Gene Therapy Processes

Partner Content

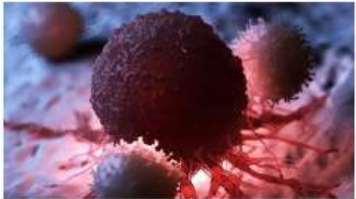
### Navigating the challenges of bringing cell and gene therapies to market

The understanding of cell therapies is rapidly improving, but there remain significant challenges in getting new cell and gene therapies into the market. We'll explore how careful navigation of these challenges, as well as their solutions, can help ensure patients receive essential treatments without delay.



Partner Content

### T-cell manufacturing: When is the right time to automate?



Partner Content

How cell and gene therapy are evolving



## Improving decentralized trials with mobile research nursing

Partner Content

### Clinical trial access in the US: Where are today's trials missing?

We use the latest clinical trial data to map out active site locations and understand how healthcare deserts are affecting clinical trial access in the United States, and how this can be addressed.

Miranda McLaren



Partner Content

Decentralized Clinical Trials for older adults: Mobile research trends and recommendations

Partner Content

Mobile visits are critical for the decentralization of rare disease research



## Accelerating Clinical Trials

Partner Content

### Chronic Lymphocytic Leukaemia: the global clinical trials landscape in 2024

A new Novotech report outlines developing treatments for this cancer, which affects over 121,000 people worldwide. Ongoing research holds transformative potential for patients.



Partner Content

### Non-small cell lung cancer: the global clinical trials landscape 2024



## The next chapter of clinical trial services

Partner Content

### Four key trends in the clinical trial supply chain

Clinical trial supply chains have experienced significant changes in recent years. In the aftermath of the global pandemic, we identify the four key trends in the clinical supply chain and new locations are sought globally.

Partner Content

### The growth of clinical trials in Africa



Partner Content

The growing uses of medicinal cannabis

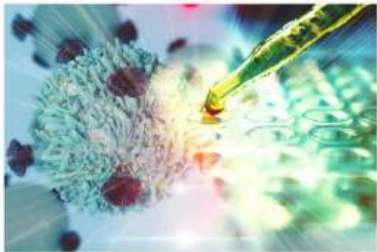


## Trusted clinical trial packaging services

Partner Content

### Medicines access: Unlocking the immense potential in cell and gene therapy

Despite several ground-breaking developments, pharmaceutical and biotech companies are often reluctant or unable to invest in cell and gene therapy. Here, we discuss the key challenges to access and how the potential of these innovative treatments can be unlocked.



Partner Content

### Harnessing the untapped potential of medicines access



Partner Content

### Overcoming regulatory issues with investigational medicinal product labelling

Features

Running low on comparators: navigating drug shortages in oncology clinical trials



## The new era of global patient recruitment

Partner Content

### How to improve referral to consent ratios with Patient Recruitment Platforms (PRPs)

A panel of industry experts recently came together to discuss the benefits of real-time data collection through PRPs in clinical trials. What did they find? Clinical Trials Arena breaks it down for you.

FI Forrest



Partner Content

### PRPs: What is a Patient Recruitment Platform (and why do you need one)?



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### Is patient recruitment out of control?

News

AACR publishes a guide to improving diversity in US clinical trials

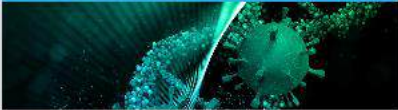


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**Clinical Trial Supply Handbook 2024**


The go-to guide for professionals in the global clinical trial supply space

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8 Feb 12 AM8 Feb 12 AM

LOCATION:

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**Eco Drinks 2025**


Planet-proof the drinks industry through sustainable production practices

STARTEND

22 Jan 8 AM22 Jan 5 PM

LOCATION:  
The Minster Building London

CONFERENCE



**13th Annual Outsourcing in Clinical Trials: Medical Devices Europe 2025**


Hear fresh insight on regulatory changes and hottest technologies impacting European MedTech trials

STARTEND

28 Jan 12 AM29 Jan 12 AM

LOCATION:  
Holiday Inn Munich City Centre, Munich, Germany

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**17th Annual Outsourcing in Clinical Trials West Coast 2025**


Creating a collaborative environment where pharma & biotech leaders can find solutions to current challenges through innovations and partnerships

STARTEND

11 Feb 12 AM12 Feb 12 AM

LOCATION:  
Hyatt Regency San Francisco Airport, Burlingame, CA, USA

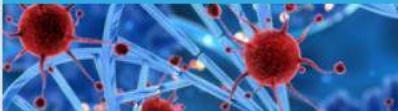
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**19<sup>th</sup> Outsourcing in Clinical Trials & Clinical Trial Supply East Asia 2024**  
3-4 December 2024, Seoul, South Korea



**11<sup>th</sup> Annual Clinical Trials in Oncology Europe 2024**  
3-4 December 2024, Munich, Germany