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# Citeline

## R&D Intelligence Suite

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# Agenda

- Pharma intelligence Solutions
  - Trialtrove
  - Trialpredict
  - Sitetrove
  - Chinatrove
  - Pharmaprojects
  - Datamonitor Healthcare
  - Biomedtracker
  - Meddevicetracker
  - Pharmapremia
  - Medtrack
  - Strategic Transactions
  - Pharma consulting

**R&D Intelligence Suite**

**Commercial Intelligence Suite**

**This Presentation:**

- Citeline Overview
- Ask the Analyst
- Solution demo
  - Pharmaprojects
  - Trialtrove
- Next Generation Design
- Training and Client Services

- Medtrack Overview
- Coverage
- Capabilities
- Sources

# Enterprise-wide Solution Suite for R&D Intelligence

| | |
|---|---|
| Trialtrove | The most comprehensive, accurate, up-to-date source of clinical trials intelligence |
| Trialpredict | Your source for actual and predictive enrollment and trial duration data |
| Sitetrove | Expand your range & understanding of potential investigators, and better target country site selection |
| Chinatrove | Your resource for qualified clinical trial sites in China |
| Pharmaprojects | Track the global R&D pipeline – from bench to patient with the most trusted drug development database |

- **Fully integrated trials, drugs, investigators and sites intelligence**
- **One-time registration, lets users access from anywhere**
- **Robust alerting system with real time updates**

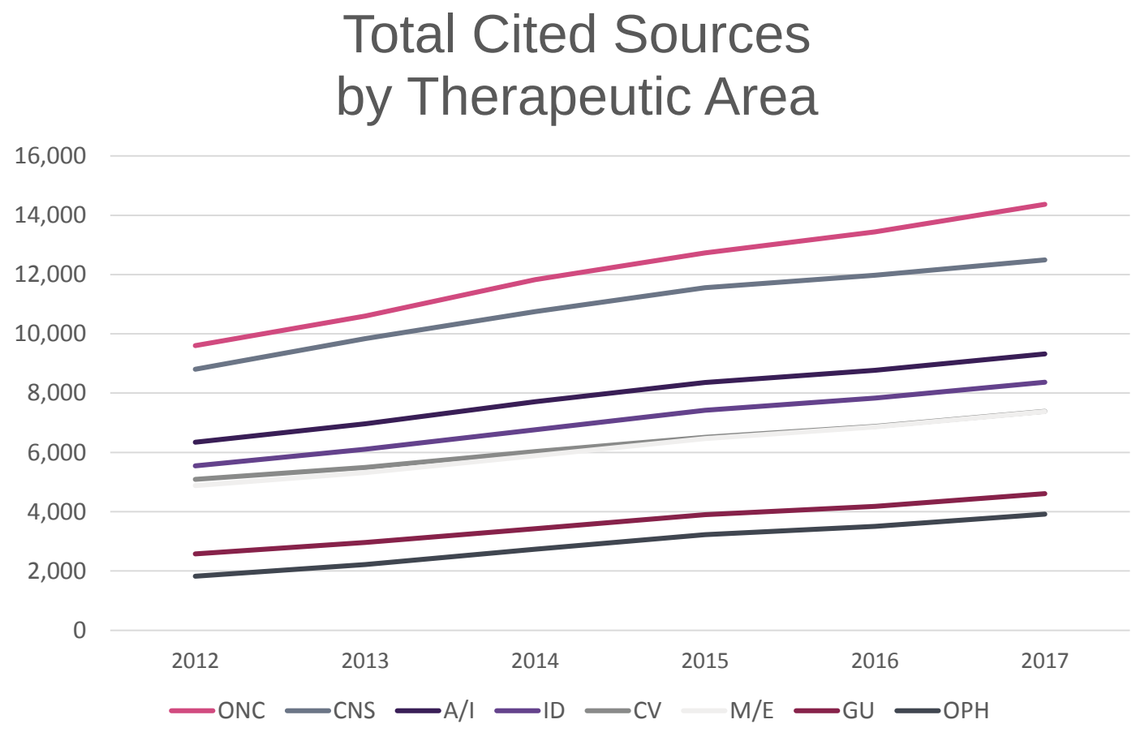
# Citeline covers the entire public domain

## Major Sources - 40,000+ unique sources to date and growing!

- 70+ country, regional and multinational trial registries (clinicaltrials.gov, EUCTR, Japic)
- Other trials listings sources (Sponsor company registries, cooperative groups, major medical centers)
- 4,800+ companies (full coverage of pipeline, news, investor and other pages)
- All major medical meetings (250+)
- News feeds, investor presentations, SEC filings, annual reports
- Health Authority webpages
- Medical journal publication and portals
- USAN and INN lists, eMolecules, ChemSpider, and ChemIDplus
- Online resources such as Gene (formerly EntrezGene), PubMed, Espacenet

# Adds extensive, additional sources for comprehensive coverage

- Information from *not* so obvious sources **giving you an edge:**
  - Research center web sites
  - Community hospital web sites
  - University protocol/IRB approval lists
  - Patient advocacy web sites
  - Primary research




- Constantly refreshed.
- We source 100% of the data, for easy transparency and effortless validation

# Rigorous editorial process transforms data into knowledge

## Unmatched data

Encompassing global clinical trials, investigators and sites, and drug development pipelines

## Validated, enhanced, and augmented by industry experts

## Pared with direct, unlimited Analyst support

### Capture

>40,000 web pages

- Event-based updates
- Recurring key source reviews
- Recurring record reviews

### Create

Human intelligence is the differentiator

### Enhance

Content enriched by industry & therapeutic experts

### Augment

Supplemental content

### Deliver

Integrated platform with seamless navigation between: drugs, trials, enrollment and study timing, investigators and sites

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# Ask the Analyst

# On-Demand Expert Assistance

# Direct Access to our Industry-Leading Expert Analysts

**Over 250 experts (including PhD and MS degrees) with deep industry experience, who understand your needs and challenges**

Expertise on-demand – personalized, actionable intelligence exclusively for subscribers, including assistance with customized data collection and analysis

Rapid responses – supporting decision-making that can't wait with transparent methodology and source citation

Expanded research support leveraging content from the full Pharma Intelligence portfolio

## Included As Part Of Your Subscription

Ask the Analyst

# Knowledgeable answers from experienced people

## Have a tough question?

Just *“Ask the Analyst”* with the click of a button

You receive **individualized support** for your specific need from analysts who compile and verify clinical trial intelligence data every day.

**Trialtrove**

**I’m looking for the number of ongoing or planned Avastin trials in the EU or Japan- including their start dates, end dates and the target enrolment for each of these trials.**

**Ask the Analyst**

**Pharmaprojects**

**I’d like the latest on the mechanism of action of AB-024**
**(I have heard that it may be an EGFR antagonist.)**

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# Powerful clinical trial intelligence you can rely on

## The Most Comprehensive Source For Pharmaceutical Clinical Trials Intelligence

The right data on competitive trial activity can help you make better and faster decisions about your clinical trial investment, strategy and execution – this is why you need Trialtrove

Trialtrove provides a deep understanding of the competitive landscape in your focused areas of research, and is supported by expert therapeutic area analysts

Maximize your potential for successful clinical trials with the most trusted, current, and comprehensive source for pharmaceutical R&D intelligence

# **Trialtrove**: Master The Clinical Trial Landscape

## With Trialtrove You're Able To:

- ✓ Improve your protocol development by analyzing current trends in trial designs and outcomes
- ✓ Anticipate competitive threats and strategic direction and understand landscapes and opportunities
- ✓ Gather data on trial benchmarks and metrics, enrollment success, study timelines, targeted patient populations, and geographic distribution
- ✓ Research market trends and perform gap analyses
- ✓ Select the right countries for your trials by looking at current, past and future trial activity
- ✓ Understand the clinical strategies your competitors are using and their likely development timelines
- ✓ Save time with all the trial intelligence you need in a single, easy-to-use system
- ✓ Gain in-depth insight into the global trial landscape and competitive trends by disease

## Delivering unparalleled trial coverage

**273,000+**
Clinical trials

**165+**
Countries in all geographic areas

**235+**
Diseases in eight major therapeutic areas

**40,000+**
Public data sources to inform carefully curated content that offers specific therapeutic area analysis

**250+**
Full-time experts tracking and analyzing trial activity

# Trialpredict

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Your source for actual and predictive trial duration data

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Trial timing data enables you to better assess the competition as well as effectively plan, budget, monitor and evaluate your clinical trial program.

Provides actual duration data for 50,700+ trials and actual treatment period durations for 96,000+ trials

Delivers predictions for trials with unknown enrollment and/or treatment periods

Features a Build and Analyze Interface that creates a hypothetical trial and generate timing predictions

# **Trialpredict**: Get accurate trial timing data to stay ahead of the competition

## With Trialpredict You're Able To Answer the Following Questions:

- ✓ We have little experience in disease x – what would a likely enrollment period look like?
- ✓ What has been the average number of patients/site/month for trials with similar characteristics to mine?
- ✓ Which trials are about to open enrollment at the same time as mine?
- ✓ Which trials have failed because of enrollment and what were their timelines?
- ✓ When will competitive trials complete thus freeing up potential patient populations?
- ✓ What are the comparative treatment periods of similar trials that I can use for budgeting purposes?

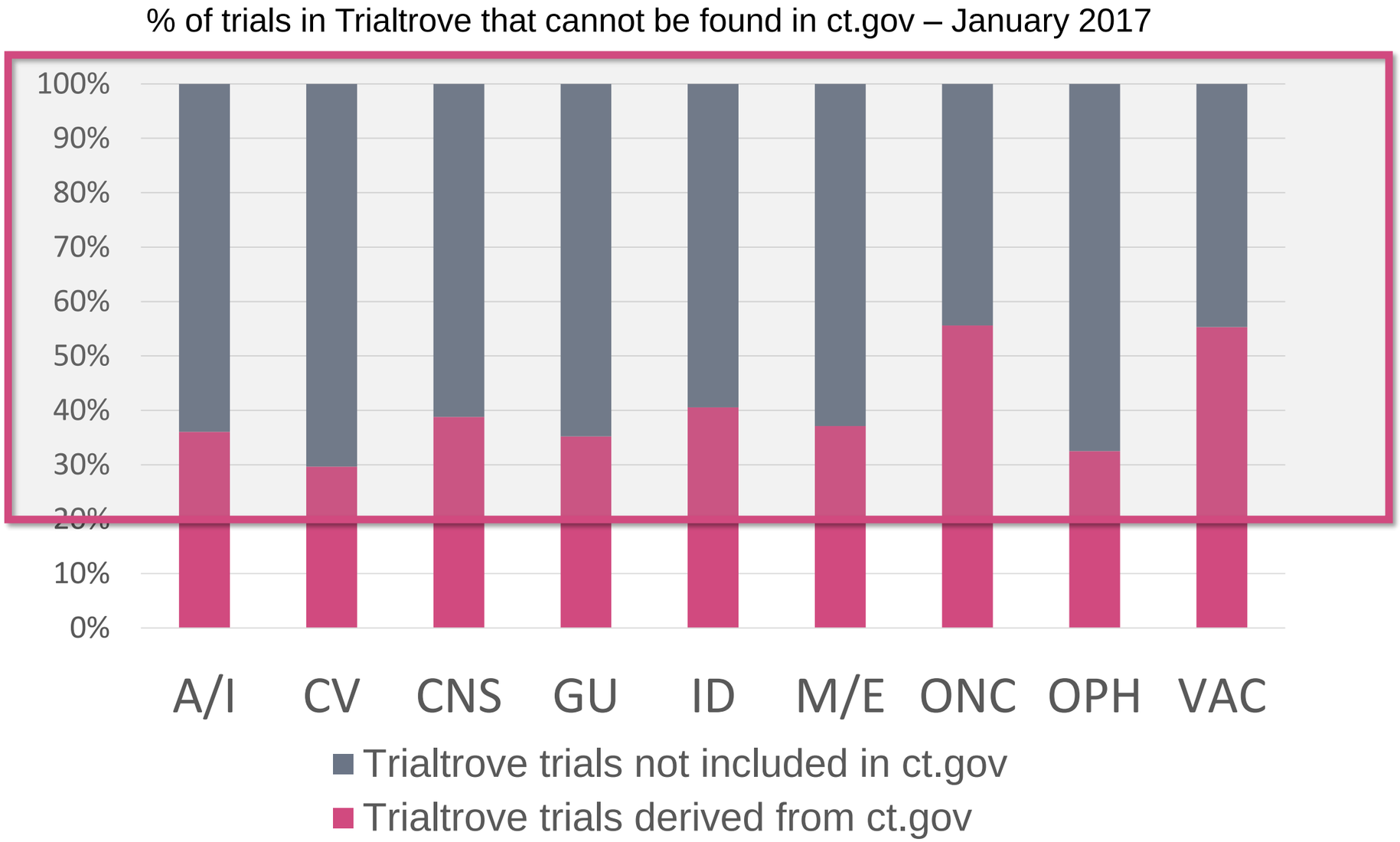
## Comprehensive Trial Timing on a Powerful Platform:

Actual enrolment duration data for
**65,000+ trials**

Actual treatment duration data for
**115,000+ trials**

**Ranks 10 trial attributes**
for each Therapeutic Area and Phase to build the benchmark data set
(Minimum of 7 trials and 2 drivers needed)

# Trialtrove vs. clinicaltrials.gov: How much intelligence are you willing to do without?



Pharmaprojects

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# Powerful drug development intelligence you can rely on – the industry's most trusted drug development database

## Use The Power Of Over 35 Years Of Data To Discover Global Trends Impacting Today's Drug Development Industry

Trusted and informed strategic insights on key diseases, companies, drugs and market trends

Large-scale primary research studies with physicians, payers and key opinion leaders, and secondary research vetted by skilled analysts

Comprehensive reports and interactive events-adjusted forecasts provide a clear and actionable view of the market landscape

# **Pharmaprojects**: Comprehensive clinical trial intelligence

## With Pharmaprojects You're Able To:

- ✓ Optimize business development and licensing strategies while identifying new opportunities
- ✓ Assess the competitive landscape with various attributes including company, disease, mechanism and target
- ✓ Analyze historical drug development trends
- ✓ Identify new therapeutic strategies
- ✓ Analyze major market events such as discontinuations, launches, approvals, etc.
- ✓ Identify drugs with similar chemical structures or mechanisms
- ✓ Identify indications that have been studied with a certain product origin (such as a biologic)
- ✓ Identify drugs and indications that have been studied with a certain target (such as PD-L1)

The industry's latest, most accurate global drug pipeline database:

Leveraging 40,000+
public sources and carefully curated content that offers specific therapeutic area analysis

69,000+
drug profiles

including 15,000
drugs in active development

35+ years
of historical development data – the industry's most robust database

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Track companies from discovery through patent expiry, loss of market exclusivity and generic entry

# Make Informed Decisions On Partnership Agreements, Licensing Deals And Potential Mergers With Medtrack's Comprehensive Look At The Global Pharma And Biotech Business Landscape

**End-to-end reporting on business developments in the biotech and pharma industry:** Analyze deals, review company financials, view patents, or look up individual contact information, all with a single tool

**Find new opportunities and get the competitive edge:** Visualize large, complex datasets to identify trends and unearth market insights, including top-down surveys of entire markets or bottom-up analysis of key players

**Leverage insights from Medtrack's global analyst team:** Our Ask-the-Analyst service puts you in direct contact with our global analyst team who will assist you in finding the exact information you need to move your project forward

# **Medtrack**: Powering sales, licensing and M&A activity for the life sciences industry

## How Medtrack Works:

- Medtrack tracks the activities of all the healthcare players, from contract manufacturing, to R&D, to technologies, to chemical manufacturers – and monitors their products, deals, financials, patents, company contacts, and more.
- Medtrack brings together a huge range of information within a single tool so that you can get what you need from a single search.
- Hone in on your specific industry interest and deliver customized results, with flexible export options, using our One View tool

## Medtrack Helps You:

- ✓ Identify drug development partners
- ✓ Build market models and sales forecast
- ✓ Analyse research and development spending
- ✓ Screen potential licensing and investment opportunities
- ✓ Ensure accurate valuations of products and technologies
- ✓ Identify and evaluate new CMO and CRO projects

## Medtrack’s ever-expanding datasets pull from tens of thousands of sources, and span:

**1,800+**
Indications

**181,000+**
Drugs

**2,500+**
drug delivery technologies

**44,000+**
company profiles

**143,000+**
Deals

**248,000+**
management profile

# Medtrack Sources & Update Frequency

- Information is updated daily in Medtrack and data is mined through a proprietary methodology.
- Sources include: Company websites, SEC filings, annual and quarterly reports, investor presentations, analyst call transcripts, news sources focused on finance, pharmaceuticals, biotechnology, etc.
- There is a mix of industry-wide sources and sources for particular sectors (ex. manufacturing and outsourcing) and regions (ex. Asia-Pacific, or hotbeds in the US).
- Clinicaltrials.gov, EMEA, FDA, Orphanet, Medline Plus, hundreds of scientific and technical journals, and websites related to drug information, chemical information, medical conferences, etc. are utilized to uncover new drugs.
- In addition to industry breakdown, company information includes management profiles and contact information, as well as financials and SEC documents on publicly traded companies.
- Currently all available country-specific patent registries are used to determine drug patents. Medtrack also mines major government websites (FDA, NICE, EMEA).
- Drug-delivery-specific industry websites are used to identify new DD companies and technologies.
- Analyst reports from major investment banks and the equity-research departments of financial firms and institutions are used for forecasting product sales; and sites focused exclusively on R&D and deal activity in pharma, contract pharmaceutical development and financial investments are scanned for new deal information.

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# Customer Support

# Dedicated to making your life easier

## Training

- Customized company-wide training
- Citeline Certification
- Interactive team training/job role specific
- Quick Start training
- Product specific training
- Advanced training including data manipulation
- Recorded training, quick clips and FAQs
- Onsite training for groups of 10 or more

## Enterprise-wide Support

Central point of contact

- client.services@citeline.com

- client.services@medtrack.com

- General inquiries
- Product access
- Personalized technical support
- Export and product enhancement assistance/training
- Client feedback and product suggestions

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