BattleFin: GLP-1 Market Overview

May 22, 2024

OZMOSI Pharmaceutical Data Intelligence Platform Sources

Data is automatically collected, cleaned and indexed nightly to feed our models and platforms

Data Inputs
Cleaned and Indexed

- **>600K Clinical Trials**
  (7 registries, including ~130K point-in-time trials)
- **>70K/Year Company Announcements**
- **>1,800 Stock Ticker Info** at point in time
- **>1 million Pharma & Biotech SEC Filings**
- **>10K FDA Orange/Purple Book Approvals**
- **>76 Approval Registries** for ex-US countries

- **>100K PubMed Articles**
  (more than 10K journals)
- **>10K Medicare/Medicaid Products**
- **>500 IND Approvals** since January 2020
- **List of FDA Approval Designations**
  (Fast Track, Accelerated Approval, Breakthrough Status) for over **600** products across **500** Companies

Tech-Based Design Tools
Next-Gen Data Cleaning/Indexing

PRYZM
Pharmaceutical Product Database

Searchable pharmaceutical product database

New

CTLYST
Catalyst Event Tracker

Tomorrow's headlines today

BEAM
Clinical Trial Data

Clinical trial tracking and reporting

KRYSTL
Industry Scan Reporting

Target-based market scans

LENZ
Company Pipeline Summary

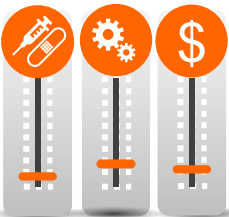Company-level industry pipeline reporting

Coming in 2025: OZMOSI GPT for direct use or integration into client platforms
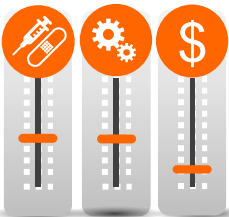
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The current status of the GLP-1 market

GLP-1 drugs have been marketed for nearly 20 years with two main players, but the party is just getting started
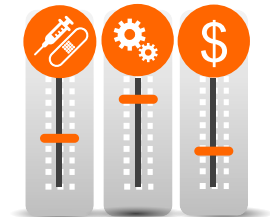
$230 MM
FIRST YEAR SALES

$900 MM
FIRST YEAR SALES

$2,000 MM
FIRST YEAR SALES

Novo Nordisk
Saxenda
(7.0%)•56 weeks

Novo Nordisk
Wegovy
(9.8%)•104 weeks

Eli Lilly
Zepbound
(20.9%)•72 weeks

| 2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Eli Lilly Trulicity *Diabetes*			**AstraZeneca** Bydureon BCise *Diabetes*			**Novo Nordisk** Rybelsus (oral) *Diabetes*		**Eli Lilly** Mounjaro *Diabetes*		**Novo Nordisk** Wegovy *Cardiovascular*
			Novo Nordisk Ozempic *Diabetes*			**Novo Nordisk** Ozempic *Cardiovascular*				
			Novo Nordisk Victoza *Cardiovascular*			**Eli Lilly** Trulicity *Cardiovascular*				

BEAM
CLinical Trial
Data

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GLP-1 market is about to fundamentally shift

39 GLP-1 drugs in development

34 Companies developing GLP-1 drugs

17 Companies based out of China

7 Companies with GLP-1 drugs are Top Pharma

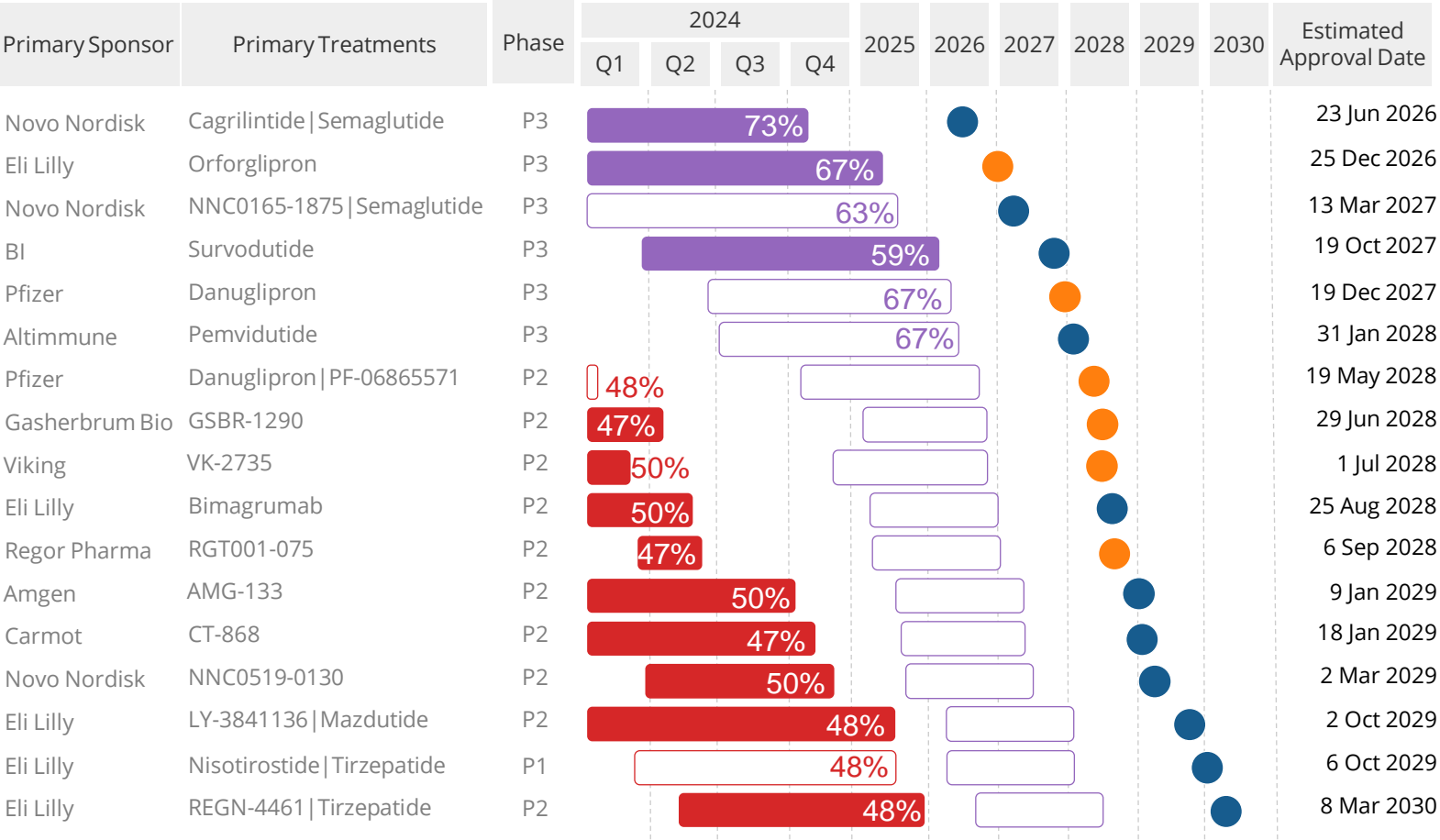**8** Oral versions of GLP-1 drugs are from small companies

Carmot   *Shandong Pharma*
Gasherbrum Bio   *Suzhou Wingtech*
MindRank   *Terns*
Regor Pharma   *Viking*

R&D LANDSCAPE FOR GLP-1 DRUGS IN DEVELOPMENT
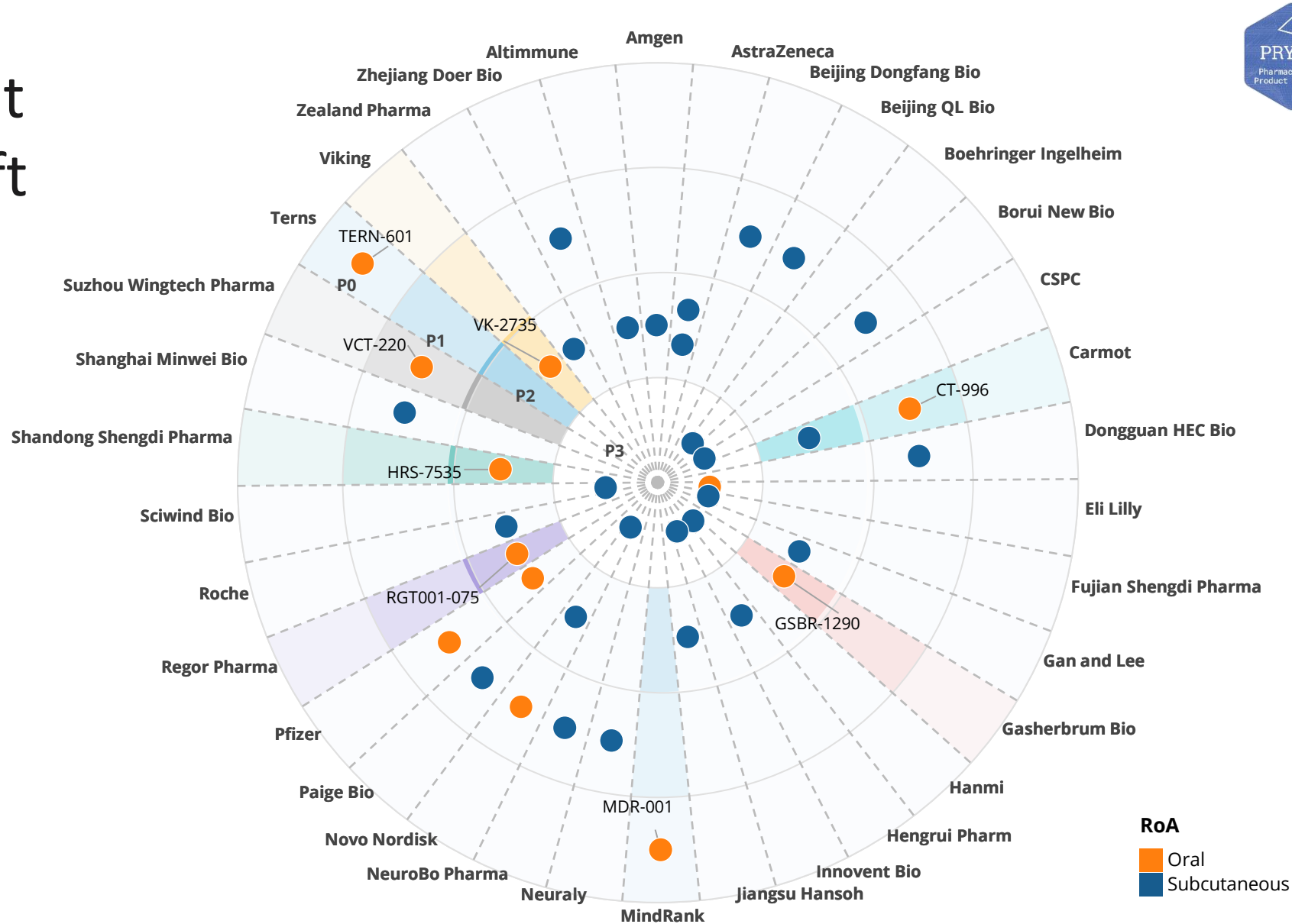
Next GLP-1 launch not anticipated until 2026

First oral product with potential impact not expected until end of 2026

Primary Sponsor	Primary Treatments	Phase	2024				2025	2026	2027	2028	2029	2030	Estimated Approval Date
			Q1	Q2	Q3	Q4							
Novo Nordisk	Cagrilintide|Semaglutide	P3			73%								23 Jun 2026
Eli Lilly	Orforglipron	P3			67%								25 Dec 2026
Novo Nordisk	NNC0165-1875|Semaglutide	P3			63%								13 Mar 2027
BI	Survodutide	P3			59%								19 Oct 2027
Pfizer	Danuglipron	P3			67%								19 Dec 2027
Altimmune	Pemvidutide	P3			67%								31 Jan 2028
Pfizer	Danuglipron|PF-06865571	P2	48%										19 May 2028
Gasherbrum Bio	GSBR-1290	P2	47%										29 Jun 2028
Viking	VK-2735	P2	50%										1 Jul 2028
Eli Lilly	Bimagrumab	P2	50%										25 Aug 2028
Regor Pharma	RGT001-075	P2	47%										6 Sep 2028
Amgen	AMG-133	P2		50%									9 Jan 2029
Carmot	CT-868	P2		47%									18 Jan 2029
Novo Nordisk	NNC0519-0130	P2		50%									2 Mar 2029
Eli Lilly	LY-3841136|Mazdutide	P2		48%									2 Oct 2029
Eli Lilly	Nisotirostide|Tirzepatide	P1		48%									6 Oct 2029
Eli Lilly	REGN-4461|Tirzepatide	P2			48%								8 Mar 2030

R&D Landscape

Summary of Risk & Timing

- As many as 17 potential US launches by end of 2030 – but when we risk-adjust these, we expect closer to 7 actual launches

- One to two launches per year starting in 2026

- Should be seeing our first oral entrant to market by 2027
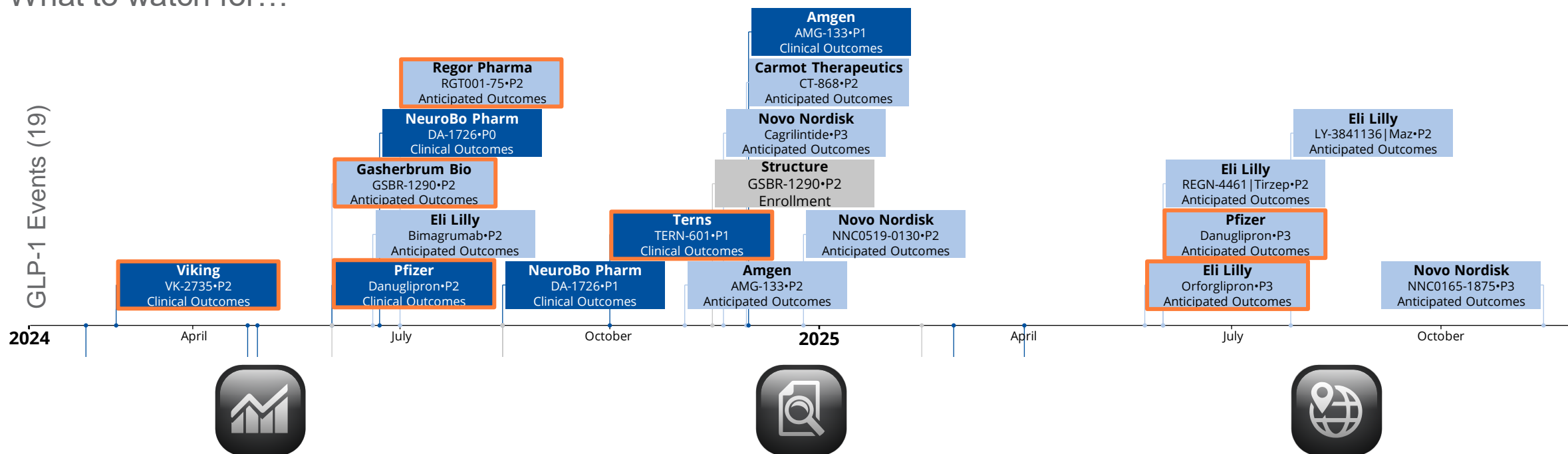
Events Likely to Reshape Market

- Lilly's "glipron" to signal what an oral can deliver, followed by one from Pfizer within a year and potentially four others in 2028

- Not to be outdone by Lilly's Zepbound, Novo Nordisk continues to improve on sub-Q versions with multiple shots on goal thru end of decade

Legend: ● Potential Oral Launch ● Potential Sub-Q Launch | P3 | P2 | P1 | Estimated P3 | Estimated P2

Over a dozen clinical readouts expected by year-end

What to watch for…

GLP-1 Events (19)

Company	Drug	Outcome
Viking	VK-2735•P2	Clinical Outcomes
Pfizer	Danuglipron•P2	Clinical Outcomes
Gasherbrum Bio	GSBR-1290•P2	Anticipated Outcomes
Eli Lilly	Bimagrumab•P2	Anticipated Outcomes
NeuroBo Pharm	DA-1726•P0	Clinical Outcomes
Regor Pharma	RGT001-75•P2	Anticipated Outcomes
NeuroBo Pharm	DA-1726•P1	Clinical Outcomes
Terns	TERN-601•P1	Clinical Outcomes
Amgen	AMG-133•P2	Anticipated Outcomes
Amgen	AMG-133•P1	Clinical Outcomes
Carmot Therapeutics	CT-868•P2	Anticipated Outcomes
Novo Nordisk	Cagrilintide•P3	Anticipated Outcomes
Structure	GSBR-1290•P2	Enrollment
Novo Nordisk	NNC0519-0130•P2	Anticipated Outcomes
Eli Lilly	REGN-4461 | Tirzep•P2	Anticipated Outcomes
Pfizer	Danuglipron•P3	Anticipated Outcomes
Eli Lilly	Orforglipron•P3	Anticipated Outcomes
Eli Lilly	LY-3841136 | Maz•P2	Anticipated Outcomes
Novo Nordisk	NNC0165-1875•P3	Anticipated Outcomes

Timeline: **2024** — April — July — October — **2025** — April — July — October

Market Overview

GLP-1 market is about to fundamentally shift:
- ✓ Greater efficacy
- ✓ Far more competitors
- ✓ Less constrained capacity
- ✓ Lower price points
- ✓ Entry of orals (future maintenance)

AND still expected to be largest biopharm market ever . . . we predict it to reach **$100B annually**

On the Watch

- ✓ No new expected US launches until later in 2025
- ✓ Over a dozen potentially market-moving trial data readouts will happen before year-end 2024

Three P2 oral GLP-1 readouts expected in the next few months from Pfizer, Gasherbrum and Regor

Global Shift

- ✓ Traditional biopharma are not the only companies you need to watch
- ✓ Chinese companies positioned to become major competitors/manufacturers

. . . and venture funding is encroaching on Big Pharma's role on acquiring side

Thank you!

Our Company

CONSULTING SERVICES

- Benchmarking
- Competitive Intelligence
- Market Assessment
- Forecasting
- Portfolio
- Financial Analysis
- Network of Experts

DATA SERVICES

Real-time highly indexed clinical trial database

More than 600,000 total clinical trials covering over 1,000,000 versions across US industry trials

Proprietary Data Included
- ✓ Mapped to over 1,800 tickers
- ✓ Mechanism of action
- ✓ Novel drug / target
- ✓ Disease area
- ✓ Biomarkers
- ✓ Endpoints
- ✓ Stock price impact predictions
- ✓ OZMOSI Pipeline Value Index
- ✓ Probability of success
- ✓ Catalyst event predictions

Data Driven Design and Solutions

The Right Expertise for Your Business Needs

BE/AM

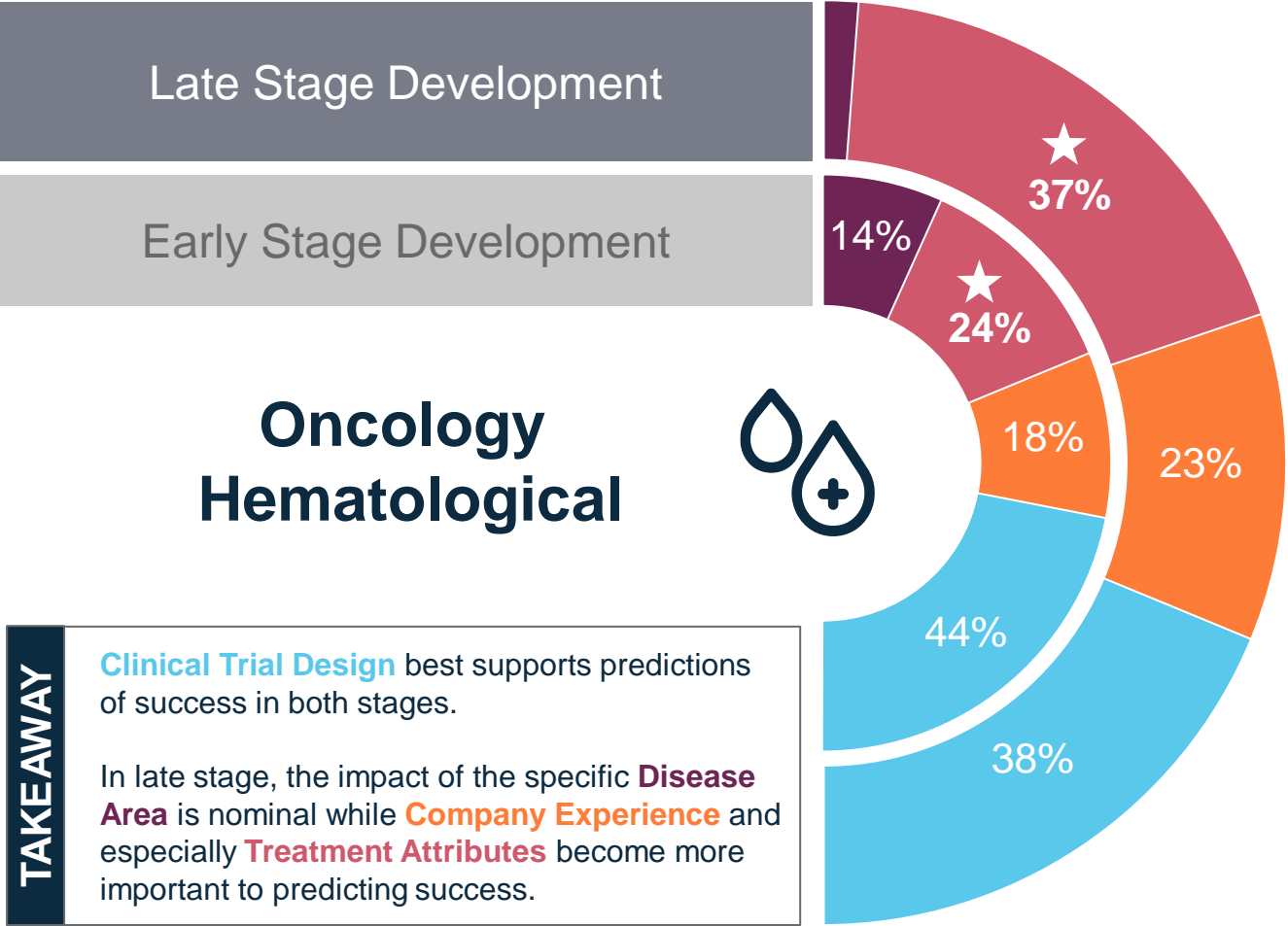ozmosi

Probability of Success Update

The source data for driving our Probability of Success (POS) models is BEAM, the industry's cleanest and consistent point-in-time clinical trial data available. Applying this data, we were able to employ tens of thousands of clinical trials and the data that existed around them at that moment in time for building the most impactful POS data available to date.

We not only provide an estimate of probability of success based on fourteen different factors we predict the likelihood of the product advancing to the next phase with an accuracy ranging in the 70% -80% against a hold out sample.

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NEW!

Next-Gen Probability of Clinical Trial Success
Uncovering multiple industry trends that were previously unavailable

Late Stage Development

Early Stage Development

Oncology Hematological

14%

37% ★

24% ★

18%

23%

44%

38%

TAKEAWAY

Clinical Trial Design best supports predictions of success in both stages.

In late stage, the impact of the specific **Disease Area** is nominal while **Company Experience** and especially **Treatment Attributes** become more important to predicting success.

+ Disease Area

- What disease areas are being addressed?

+ Treatment Attributes

- Is this a lead trail for this treatment
- Is the treatment novel?
- Is the MOA novel?
- What is the modality of the treatment?

+ Company Experience

- How much experience in the specific disease area?
- How much experience overall?
- What is the size of the company?
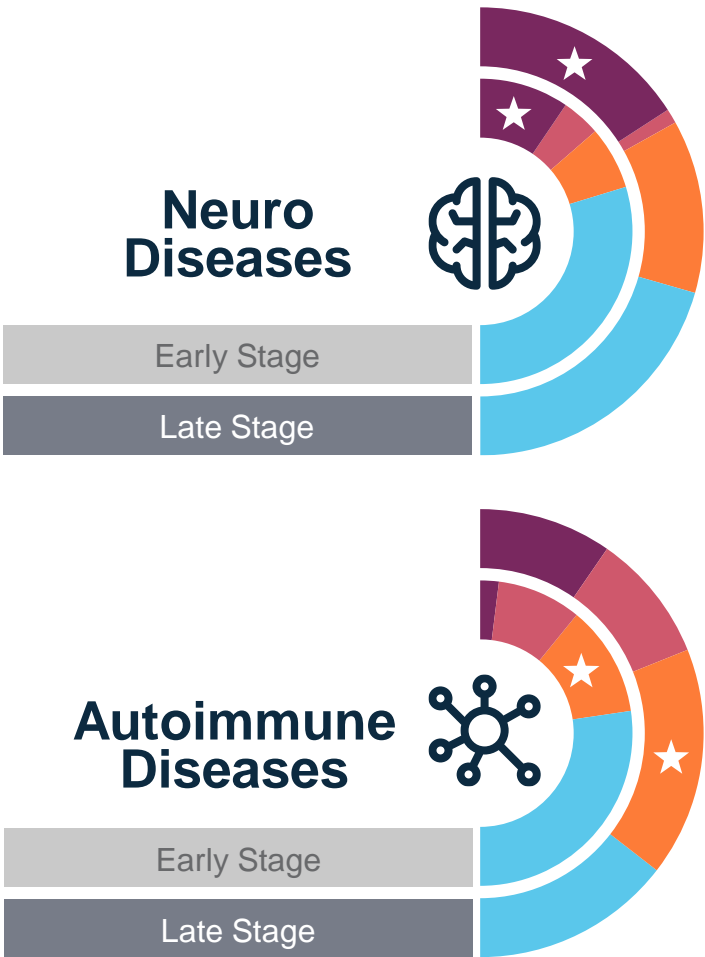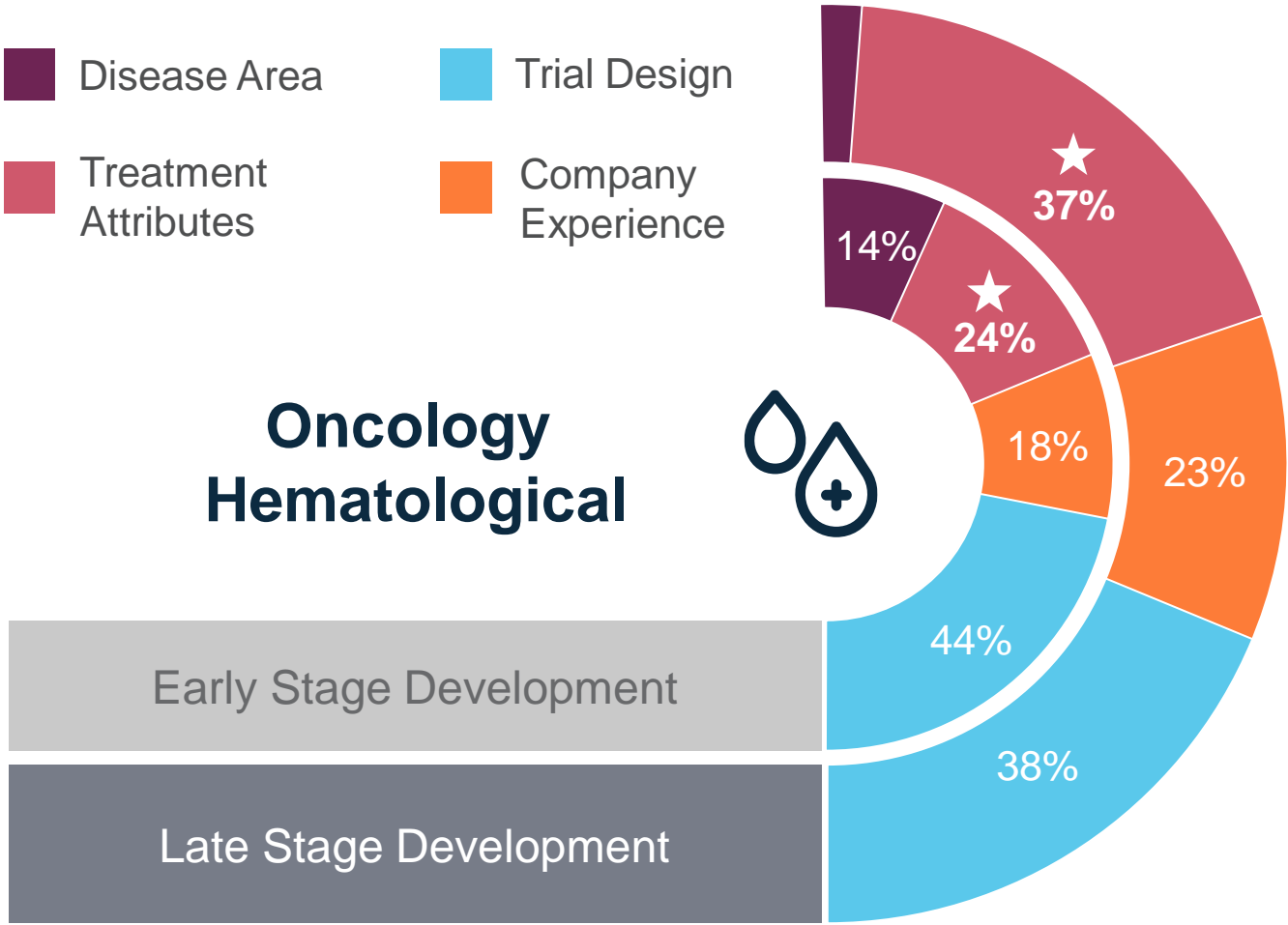- Is this a public or private biotech/pharma company

+ Trial Design

- Is there a comparator?
- Is the treatment used in combination?
- What is the planned trial length?
- How many patients are to be enrolled?
- Is there an industry collaborator?

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Three Breast Cancer Trials With Very Different POS

Traditional POS would be 37% for all three based on traditional industry approach

POS: 35%
Prediction of success: Fail

Trial: NCT02034916
Treatment: Talazoparib
Treatment Modality: Small Molecule
Treatment Novel: Yes
Target Novel: Yes
Lead Trial: Yes
Comparator:: No
Used in Combination: Yes

Risk Description:
The POS prediction of 35% is lower than the average 37% for P2 breast cancer trials. This prediction was driven primarily by the treatment being novel and lead trial.

POS: 49%
Prediction of success: None

Trial: NCT01068704
Treatment:BMS-690514|Letrozole
Treatment Modality: Small Molecule
Treatment Novel: Yes
Target Novel: Yes
Lead Trial: No
Comparator:: No
Used in Combination: Yes

Risk Description:
The POS prediction of 49% is slightly higher than the average 37% for P2 breast cancer trials driven primarily by this not being a lead trial or a novel treatment/target.

POS: 87%
Prediction of success: Succeed

Trial: NCT01401166
Treatment: Trastuzumab
Treatment Modality: Antibody
Treatment Novel: No
Target Novel: No
Lead Trial: No
Comparator:: No
Used in Combination: No

Risk Description:
The POS prediction of 87% is significantly higher than the average 37% for P2 breast cancer trials driven by treatment elements, clinical trial elements and company experience in this indication.

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What Our Clients Are Saying About Our CI Tools...

"*We have struggled for years with ways to analyze and visualize clinical trial data, but with the BEAM tool we can now do that quickly and more easily. This has been a great time savings for our team and allowed us to answer key business questions in a much more timely fashion.*

Director, Competitive Intelligence,
Top 10 Pharmaceutical Company

"*Using all the data at our fingertips in BEAM, we were able to easily and effectively negotiate timelines with our CRO.*

Global Competitive Intelligence Immunology,
Top 10 Pharmaceutical Company

"*With OZMOSI we can integrate our internal knowledge, primary intelligence and judgement with publicly available clinical trial information and work across geographies to maintain a single and evolving source of truth, an aligned vision of clinical trial outcomes and future landscapes. We can filter, analyze and visualize data with just a few clicks and all the different views we create are based on the same underlying assumptions which saves time and helps with credibility.*

Senior Director, Global Competitive Intelligence,
Top 10 Pharmaceutical Company

"*...clearly developed by a team that uses such clinical data on a regular basis. It's well thought out and allows you to access/filter information very quickly.*

There are 2 clear selling points for BEAM: (1) the indexed/curated data, which gives much greater structure and consistency; and (2) the flexible visualization platform that enables you to create the right output for the client.

Global Competitive Insights Leader,
Top 10 Pharmaceutical Company

"*It just occurred to me how powerful this is for collaborating across teams. Now we can keep all of our data in one place.*

Director, Competitive Intelligence,
Top 20 Pharmaceutical Company

"*This is what I always imagined we could have one day*

Director, EU Competitive Intelligence,
Top 10 Pharmaceutical Company

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