



Indication Prioritization - Inflammatory Indications

Client	A leading pharmaceutical company
Industry	Pharmaceuticals
Products	Products for inflammation and pain indications

Background

- The Client wanted to conduct a therapeutic area (TA) level analysis study to support their R&D strategic team in selecting highly attractive Inflammation indications. Client provided a selective list of inflammatory indications to qualify only a few.

Key Business Questions

- Which are the most attractive inflammatory indications?
- What should be the order of prioritization within the top inflammatory indications?
- Which are the inflammatory indications that could be focused for R&D activities?
- Which are the companies / entities active in this area?
- What is the general market trend observed around this space?

Engagement Scope

1	Indication Level Analysis	2	Indication Mapping & Prioritization	3	Key Finding and Conclusions
	<p>20 inflammatory indications (Indicative list)</p> <ul style="list-style-type: none"> ▪ Peritonitis ▪ Cellulitis ▪ Neuritis ▪ Pericarditis <p>Indication Assessment</p> <ul style="list-style-type: none"> ▪ Pipeline activity ▪ Filing activity ▪ Innovation ▪ Unmet need , etc. 		<ul style="list-style-type: none"> ▪ What do the indication attractiveness map of qualified indications based on innovation index and burden of disease scores infer? ▪ Which are the corporate and academic entities focusing on these indications? ▪ What is overall inflammation market trend vs. the shortlisted indications? 		<ul style="list-style-type: none"> ▪ Which are the go-to indications based on the attractiveness vs. risk? ▪ Which are indications with high level of innovation? ▪ What are the key companies worth adding to the watch list?

Research Methodology

Secondary Research

- Conducted desk research studying treatment guidelines, inflammation related medical societies, company websites, regulatory & reimbursement websites, etc.
- Referred paid data sources such as market research reports, patent, scientific and clinical trial registries/databases, etc.

Primary Research

- Conducted primary research across the value chain to fill research gaps – KOLs, Prescribers, Nursing staff, R&D consultants, Universities, and Technology experts.

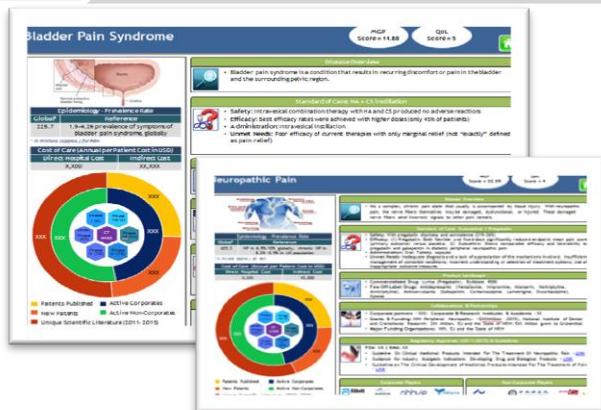
Sample Analysis

Benefits to Client

- Systematic review approach helped the client to reassess internal portfolio and channelize resources on projects with the highest potential and avoid certain development risks.
- Client could identify assets from its portfolio eligible for out-licensing.

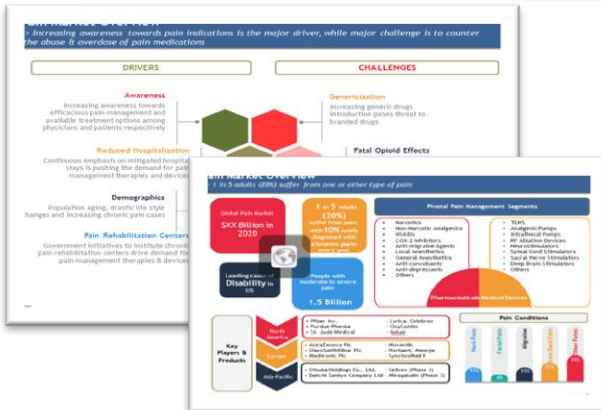
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Indication Level Analysis



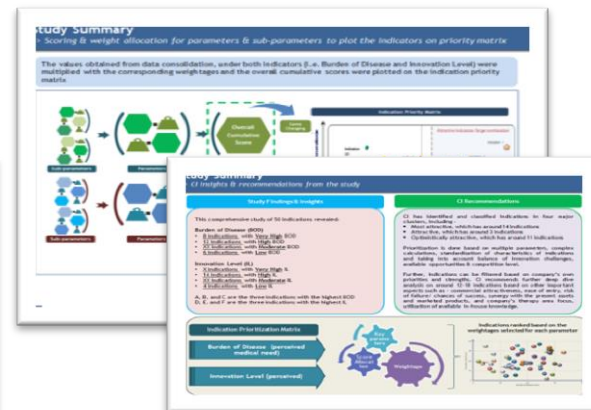
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Indication Mapping & Prioritization



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Key Finding and Conclusions



Thank you

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