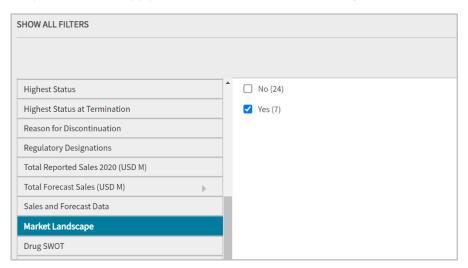


Market Landscape

Cortellis Competitive Intelligence

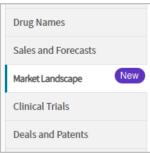
The Market Landscape provides an understanding of the market outlook for a specific active indication.

1. Run your search and apply filters. You can select a filter for drugs with market landscape data.



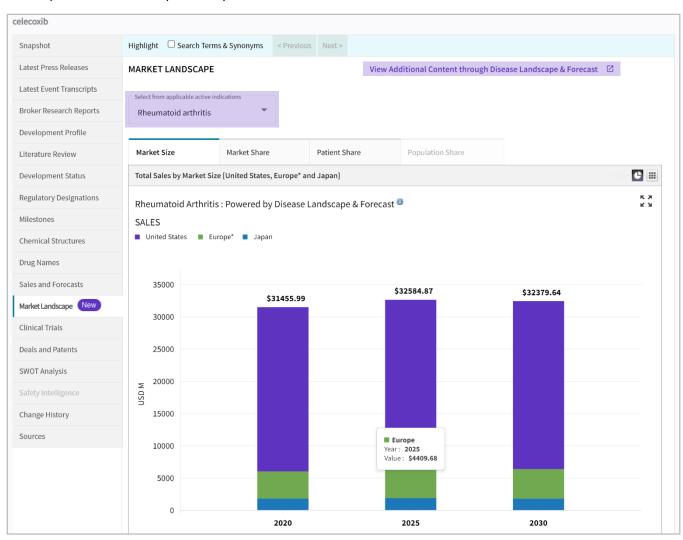
2. Open the drug report of interest and select the Market Landscape tab.





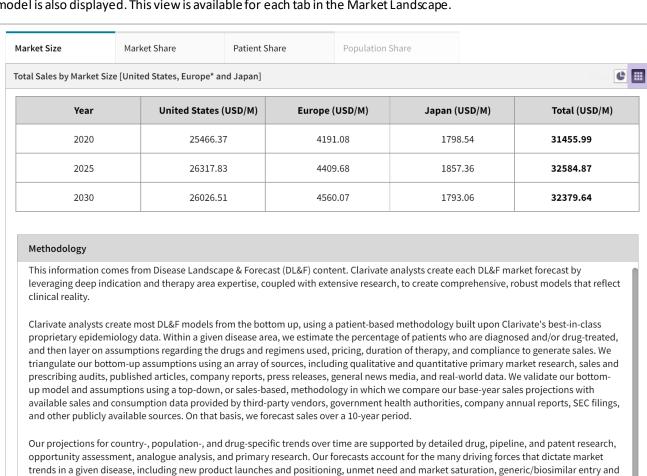


3. **Market Size** is displayed, and provides an understanding of the sales potential for a given active indication. The chart shows sales projections in 5-year increments for the United States, Europe and Japan. Hover over a section in the chart to see the region/country, year, and value. A drop-down up above provides a list of active indications to choose from. Click **View Additional Content through Disease Landscape & Forecast** to access your Disease Landscape & Forecast subscription or if you'd like more information on one.





4. Click the table view icon to see the information in a table. A summary of the methodology used for the forecast model is also displayed. This view is available for each tab in the Market Landscape.



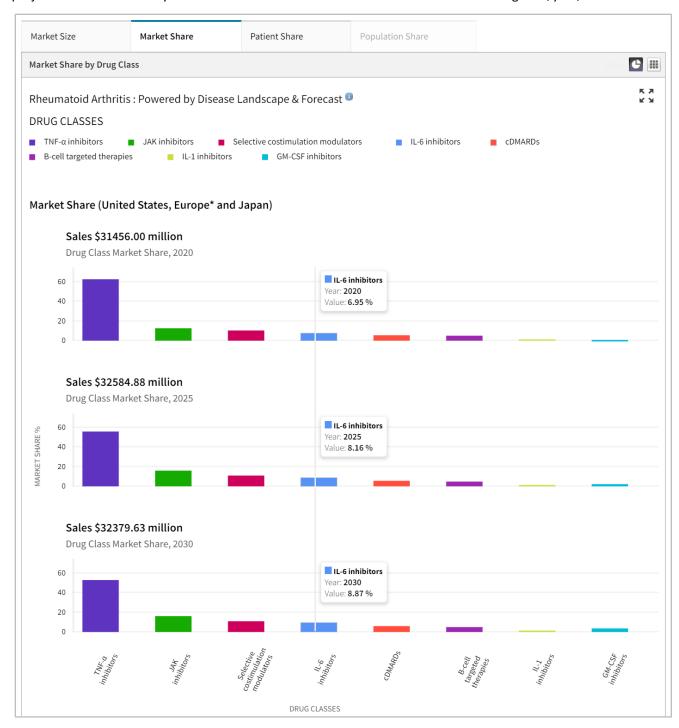
Most DL&F forecasts cover a single disease but some may be segmented by key clinical subpopulations. The geographic focus of DL&F forecasts is the major pharmaceutical markets - i.e., United States, Europe* and Japan. The diseases, populations, and market segments covered may not correspond directly to the Cortellis active indication. *Note that oncology indications do not feature patient share data, and non-oncology indications do not feature population share data.*

erosion patterns, evolving diagnosis and drug-treatment patterns, pipeline competitiveness, physician receptivity, drug-

development/regulatory hurdles, and regional market access factors.



5. Select **Market Share**. This displays sales by drug class. Each color in the chart represents a given drug class and projections are shown in 5-year increments. Hover over a section in the chart to see the drug class, year, and value.



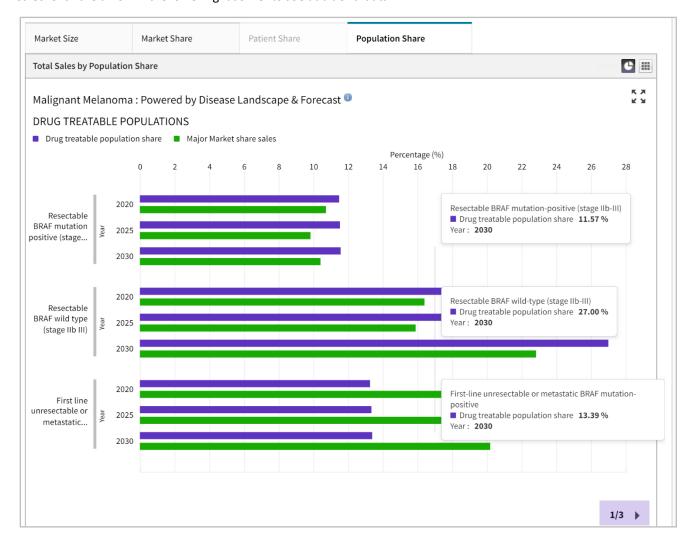


6. Select **Patient Share**. This displays the percentage of drug treated patients by drug class, in 5-year increments. Hover over a section in the chart to see the drug class, year, and value. This data is only available for non-oncology indications.





7. **Population Share** is only available for oncology indications, and data for pembrolizumab is shown below. This displays the percentage of the total drug treatable population by active indication in 5-year increments. Hover over a purple bar in the chart to see the indication, value, and year. Hover over a green bar to see major market share sales. Click the arrow in the lower right corner to see additional data.



For more information, contact Customer Service at LS Product Support.