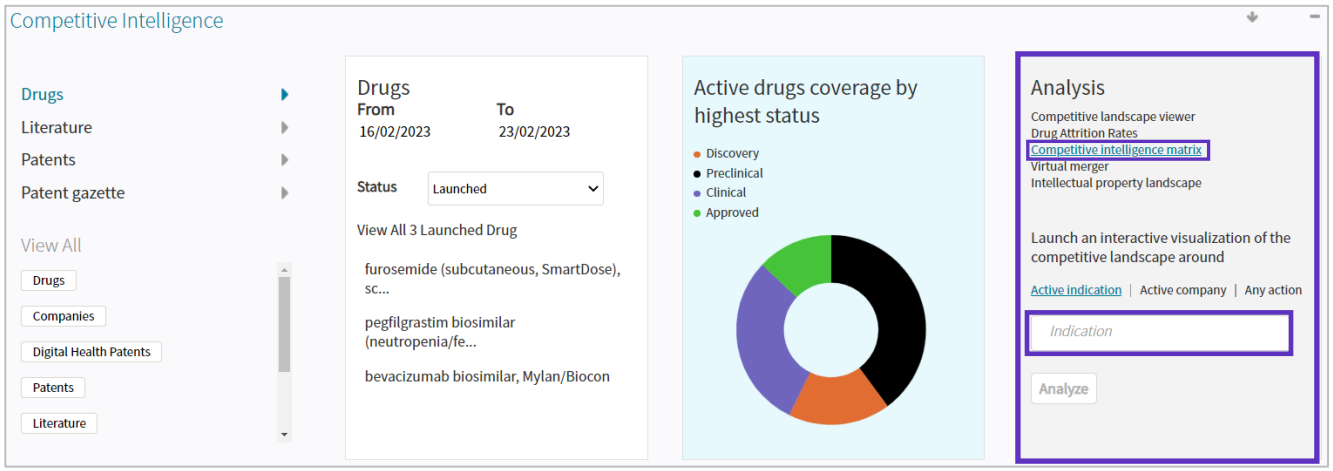
Competitive intelligence matrix

Cortellis Competitive Intelligence

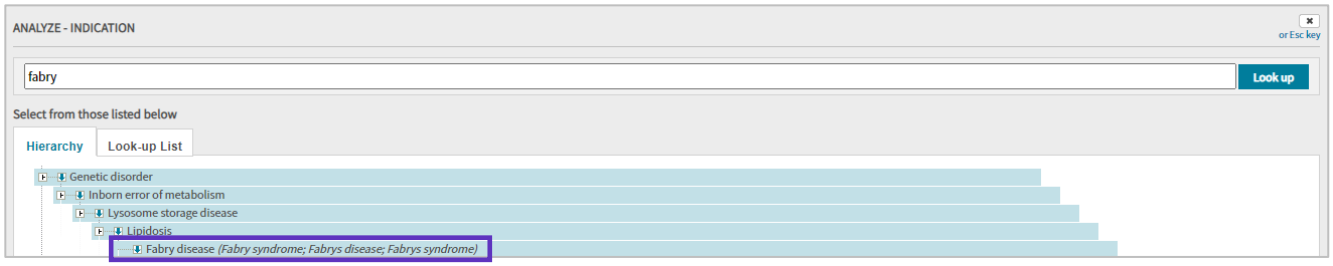
This guide explains how to create charts to analyze drug pipelines for an indication, mechanism of action or company of interest in Cortellis.

Example: Evaluate the drug pipeline and identify the most important mechanisms of action associated to drugs developed for Fabry disease.

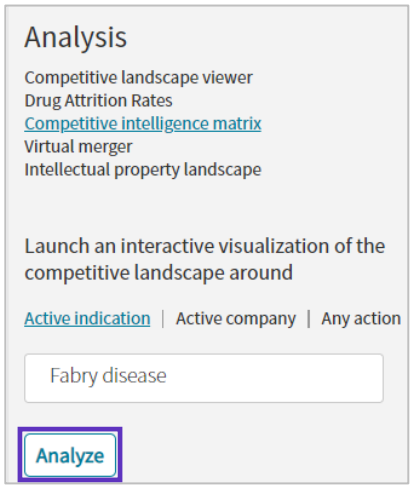
1. From the homepage in Cortellis, go to the 'Analysis' portlet in the 'Competitive Intelligence' menu. Select 'Competitive intelligence matrix' and click 'Indication' in the white box.



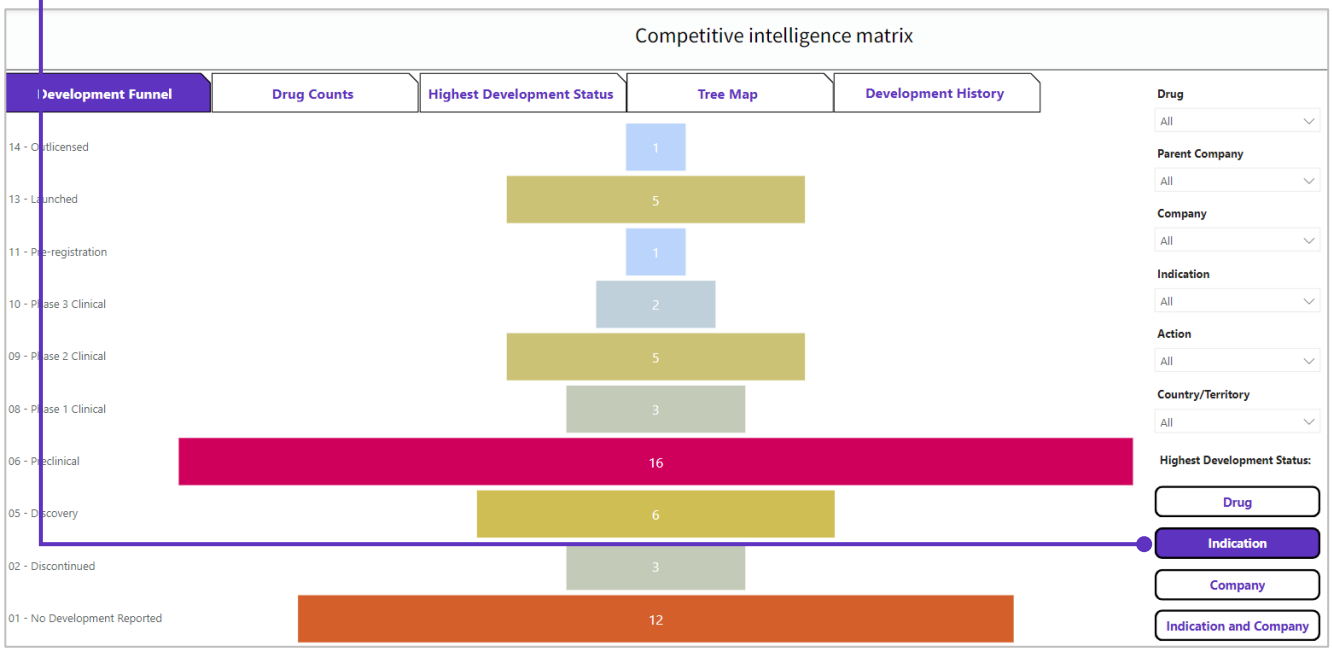
2. Look up 'Fabry' in the ontology tree and click 'Fabry disease'.
   Note: If an indication has sub-terms underneath, those will be included automatically.



3. Click ‘Analyze’



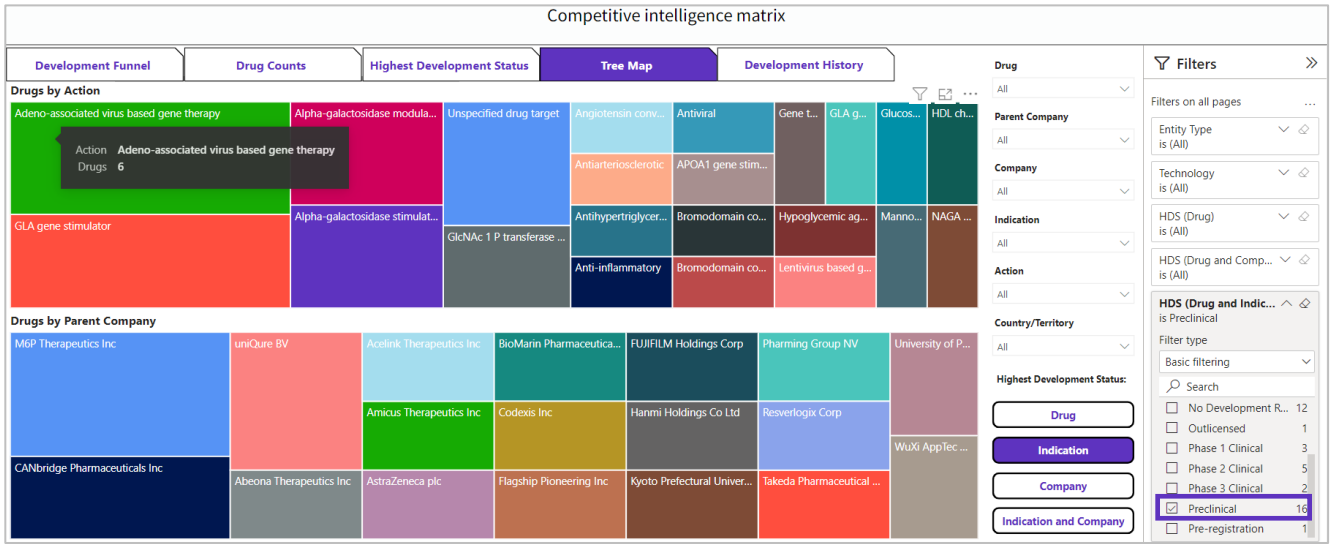
4. The first tab ‘Development Funnel’ allows you to identify the highest phase reached by the drugs retrieved. That phase may be for a different indication.
   Click ‘Indication’ button at the bottom right to display the drugs’ highest phase for Fabry disease. This view will help you quickly learn if the majority of drugs are in early or late stage, for example.



5. The second tab ‘Drug Counts’ helps you identify mechanisms of action competitors are focusing on whereas the ‘Highest development Status’ tab allows you to identify their phases of development.

6. The ‘Tree Map’ tab displays a heat map where you can quickly identify the most important mechanisms of actions for drugs developed for Fabry disease. You can focus on preclinical drugs, for example, by selecting ‘Preclinical’ from the Highest Development Status menu (HSD Drug and Indication) in the filters list on the far right.

7. Hover over one of the sections in the heat map to display the full name of the mechanism of action and the number of associated drugs. In this case, there are 16 drugs in preclinical development for Fabry disease and 6 of them are Adeno-associated virus-based gene therapies.
   Note: one drug may be linked to more than one mechanism of action.



8. The table underneath presents drug names, country and other information indexed by Cortellis editorial team.

Drug	Parent Company	Company	Indication	Country	Status	Actions	Technologies	Highest Development Status
AMT-191	uniQure BV	uniQure BV	Fabry disease	Netherlands	Preclinical	Adeno-associated virus based gene therapy, GLA gene stimulator	Virus recombinant, Infusion, Intravenous formulation	Preclinical
AMT-190	uniQure BV	uniQure BV	Fabry disease	Netherlands	Preclinical	GLA gene stimulator, Adeno-associated virus based gene therapy, NAGA gene stimulator	Infusion, Virus recombinant, Intravenous formulation	Preclinical
GLA gene therapy (next-generation AIM AAV vector, Fabry disease), Abeona Therapeutics	Abeona Therapeutics Inc	Abeona Therapeutics Inc	Fabry disease	US	Preclinical	GLA gene stimulator, Alpha-galactosidase modulator, Adeno-associated virus based gene therapy	Virus recombinant	Preclinical

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