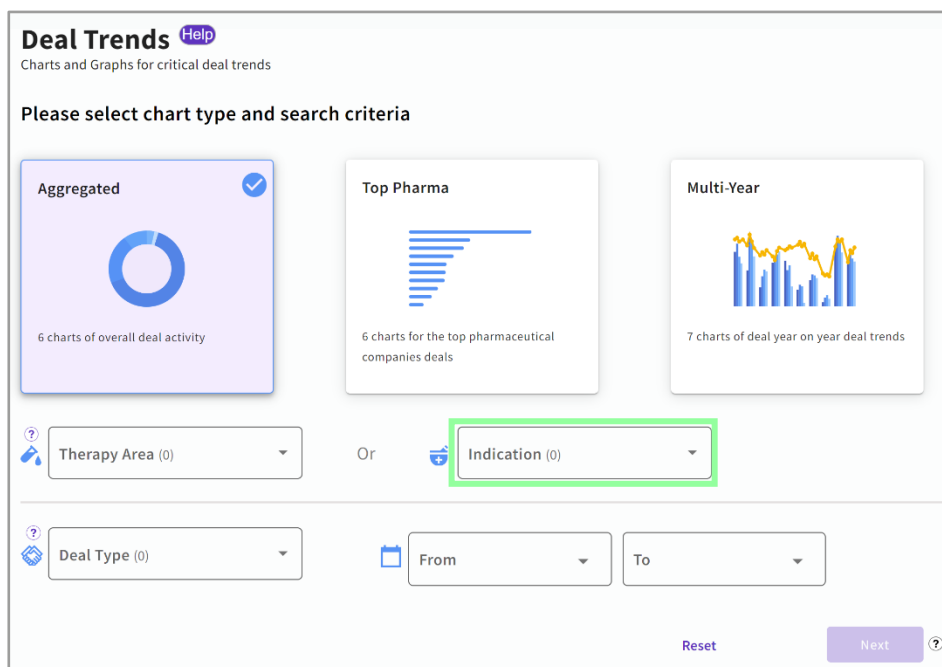
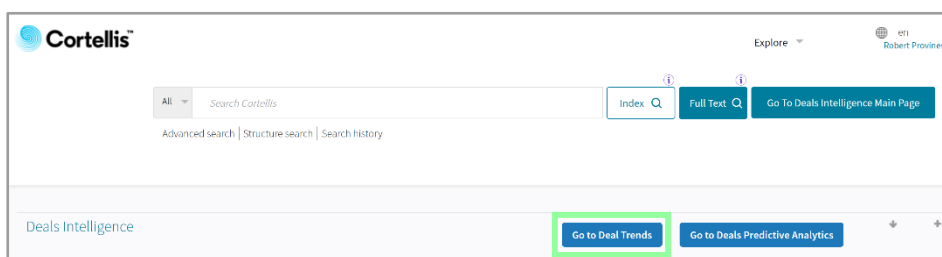


Deal Trends Quick Guide

The Deal Trends tool allows you to quickly and easily visualize over 130K deals to understand the deals landscape, monitor deal activity, and support dealmaking preparations.

Example: Examine 5 years of total deal value and volume for lung tumor deals. Identify the top players in this space by deal volume and quickly see who they've done deals with. View the number of deals by lung tumor sub-types, such as non-small-cell lung cancer and metastatic non-small-cell lung cancer.

1. On the Cortellis homepage, in the Deals Intelligence area, click **Go to Deal Trends**.
2. The **Aggregated** chart type is automatically selected. Click **Indication** and enter lung tumor. Select the term in the list and click **Select**.



Browse Indications

lung tumor

A-Z

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z 0-9 All

Deselect All

☒ Lung tumor

Your Selection (1/10)

You can select upto 10 indications for a given trends search.

Lung tumor

Cancel

Select

3. For **Deal Type**, select all values. For dates, select **From** Jan 2018 **to** Dec 2022.

4. Click **Next**.

Deal Trends

Charts and Graphs for critical deal trends

Please select chart type and search criteria

Aggregated

6 charts of overall deal activity

Top Pharma

6 charts for the top pharmaceutical companies deals

Multi-Year

7 charts of deal year on year deal trends

Therapy Area (0)

Or

Indication (1)

Lung tumor

Deal Type (8)

Asset Purchases, Commercial, Fu...

From

Jan 2018

To

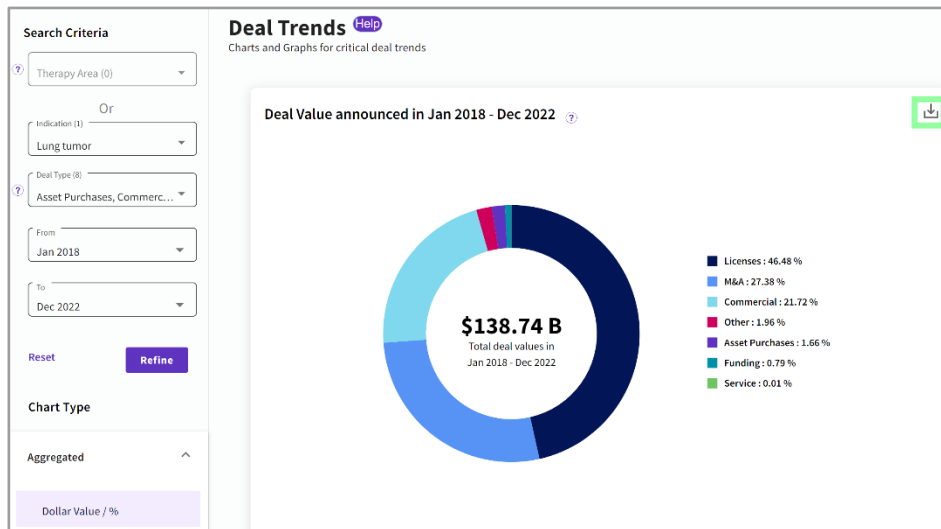
Dec 2022

Reset

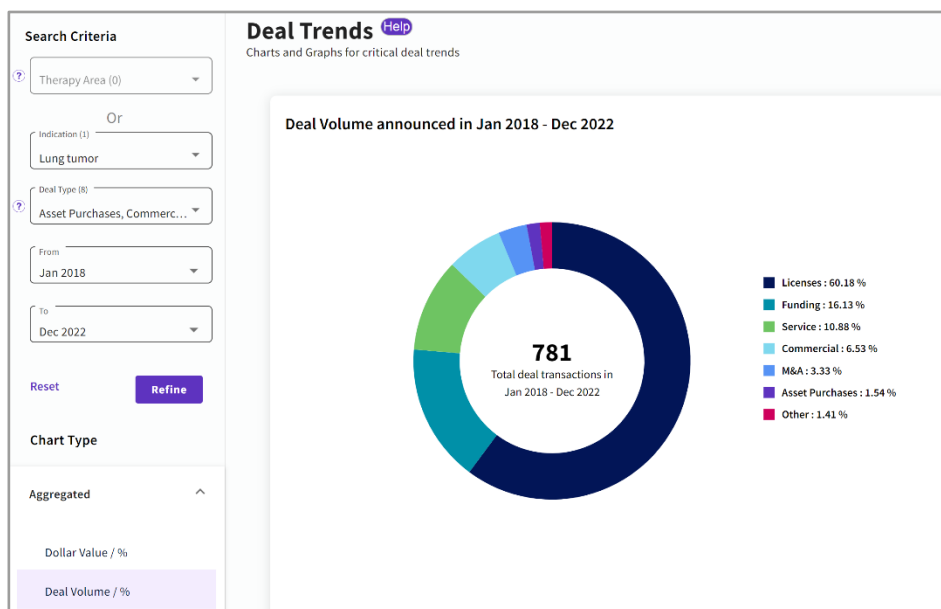
Next

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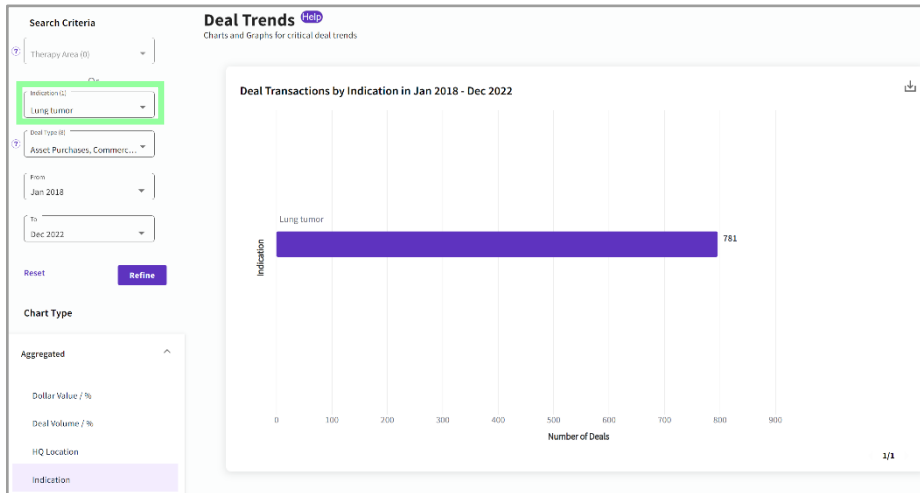
5. The **Dollar Value / %** chart is displayed. This shows the aggregate value of deals, broken out by deal type. Charts can be downloaded by clicking the Download icon.



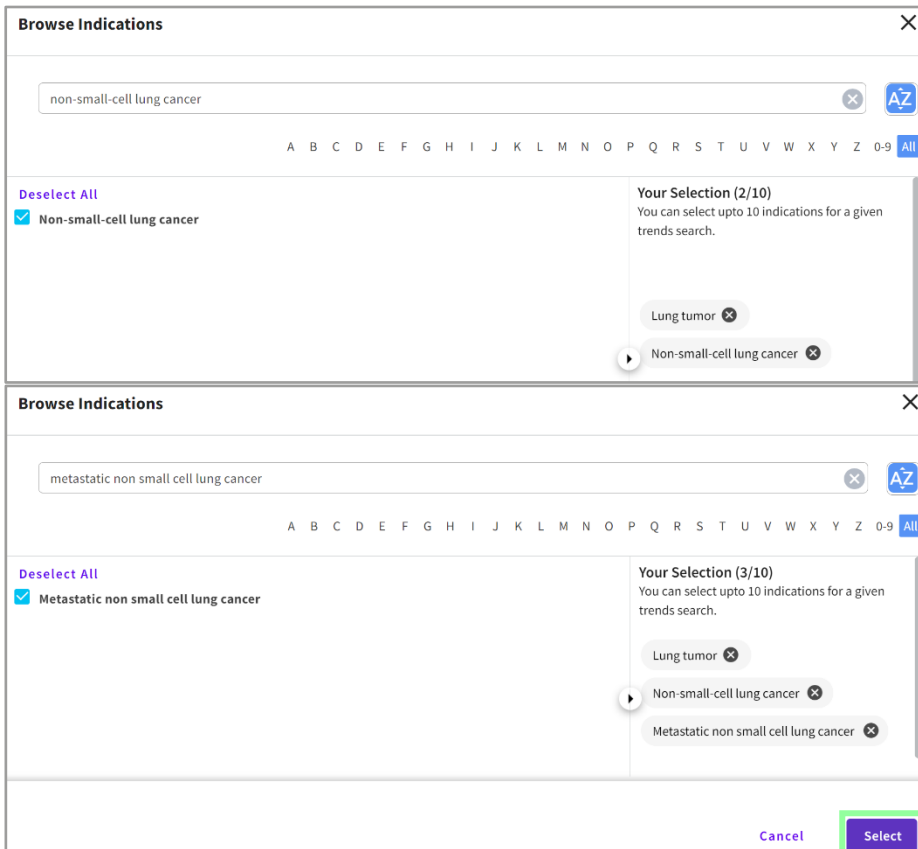
6. Select the **Deal Volume / %** chart. This shows the aggregate number of deals, broken out by deal type.



7. Select the **Indication** chart. This shows the aggregate number of deals by indication. Sub-types of lung tumor are automatically included in this number. You can display the number of deals for sub-types by modifying the **Indication** selections. Click the **Indication** drop-down.

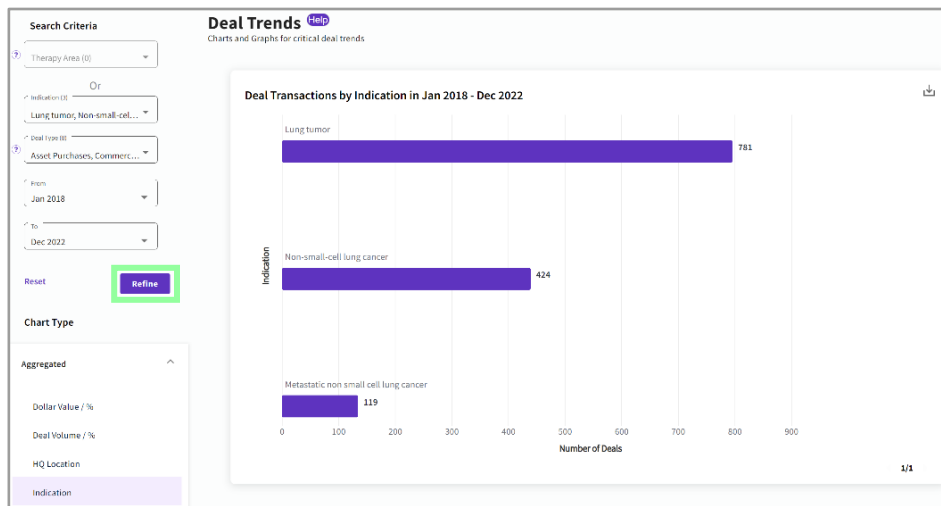


8. Look up and select *non-small-cell lung cancer*. Then look up and select *metastatic non small cell lung cancer*. Click the **Select** button.

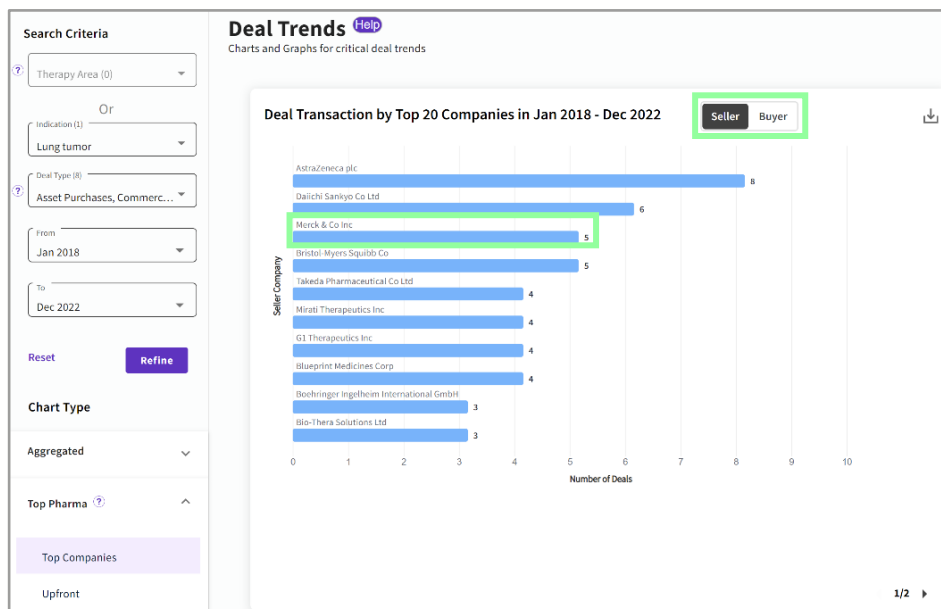


The first screenshot shows the 'Browse Indications' dialog box. The search bar contains 'non-small-cell lung cancer'. Below the search bar, there is a list of letters A-Z and '0-9' with an 'All' button. On the left, under 'Deselect All', the checkbox for 'Non-small-cell lung cancer' is checked. On the right, under 'Your Selection (2/10)', there is a list of selected items: 'Lung tumor' and 'Non-small-cell lung cancer'. The second screenshot shows the same dialog box, but the search bar now contains 'metastatic non small cell lung cancer'. The 'Deselect All' section now shows 'Metastatic non small cell lung cancer' checked. The 'Your Selection (3/10)' section now shows three items: 'Lung tumor', 'Non-small-cell lung cancer', and 'Metastatic non small cell lung cancer'. At the bottom right, there are 'Cancel' and 'Select' buttons, with the 'Select' button highlighted with a green box.

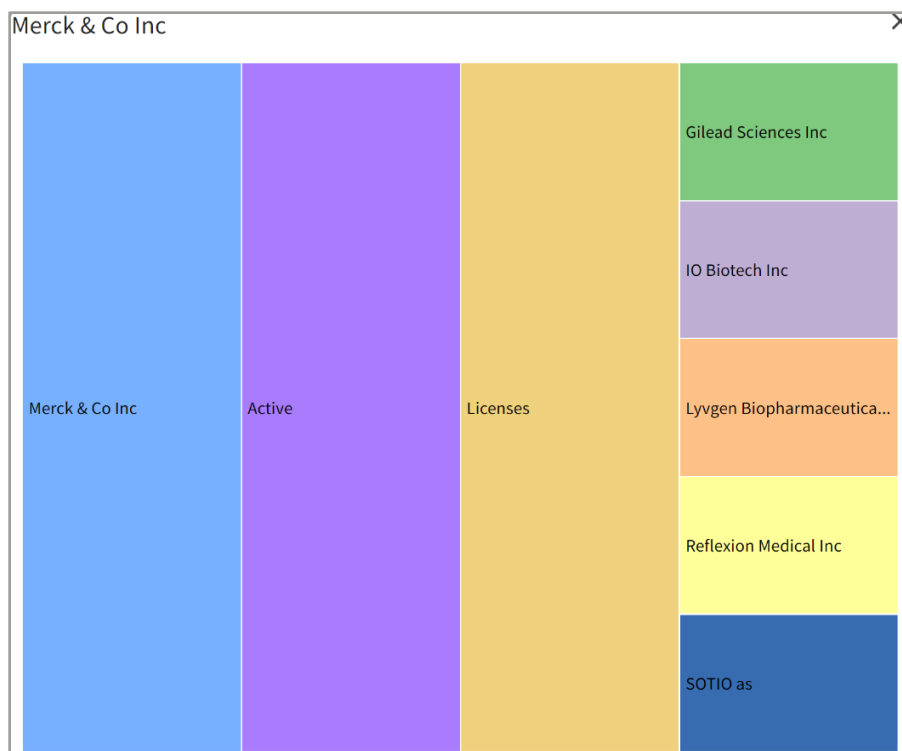
9. Click **Refine** to update the chart. You can now see how many of the 781 lung tumor deals are for non-small-cell lung cancer and for metastatic non small cell lung cancer.



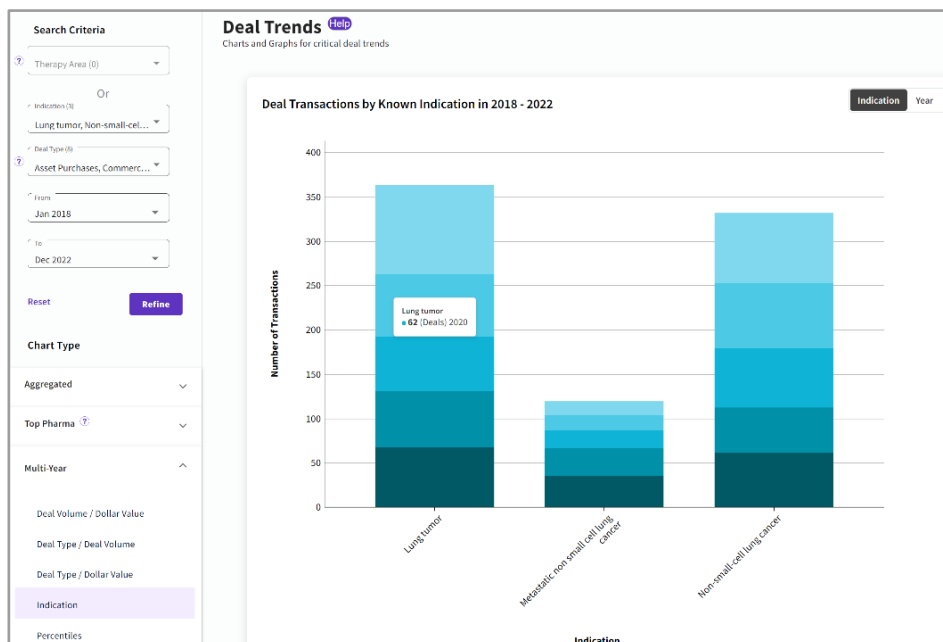
10. Select **Top Pharma** to switch to that chart type. Select **Top Companies** to display the top 20 companies by deal volume. Sellers are displayed initially. You can click Buyer to display those companies instead. Click on the blue bar for **Merck & Co Inc** to see details.



11. Here you can see who Merck has done deals with. Close the window.



12. Select **Multi-Year** to switch to that chart type. Select **Indication**. A separate column is displayed for each indication. Hover over a shaded section to see the number of deals for a given year.



13. Click on **Year** in the upper right. A separate column is now displayed for each year instead of each indication. Hover over a shaded section to see the number of deals for an indication for a given year.



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