



# Latest enhancements and new starter session in Cortellis Competitive Intelligence

Monica Romero | Feb 2024

# Agenda

- What is Cortellis?
- Live demo: use cases
- Feedback, wrap up, Q&A

# Cortellis Competitive Intelligence supports your business strategy decisions

By offering the data and analytics to stay ahead of your competitors.



Effectively track the competitive landscape



Differentiate and benchmark your asset



Stay up to date on the global drug pipeline, from discovery through launch



Accurately forecast pipeline movements and timelines

# A broad *and* deep source of pipeline and competitive intelligence

<b>93K+</b> pipeline drugs	<b>30K+</b> drugs in early research	<b>283K+</b> company profiles	<b>~3K</b> drug sales forecasts	<b>1440+</b> drug level SWOT analyses
<b>2.2M+</b> broker research records	<b>4800+</b> drugs with orphan drug designation	<b>3000+</b> diseases including rare and niche	<b>6M+</b> patents	<b>Global</b> coverage

- ✓ Company websites
- ✓ Patent offices
- ✓ Conferences
- ✓ Press releases
- ✓ Clinical trial registries
- ✓ Broker contributors
- ✓ Journals

# What are you most interested in today?

- A. Identify **competitor drugs** developed for your target or indication.
- B. Complement your assessment by reading **drug's history** objectively written by Cortellis editors.
- C. Analyze **drug forecast sales** for the next 5 years:
  - A. Industry Analyst Forecast and
  - B. The **New** Cortellis Analyst Forecast offering more granularity on by brands and companies.
- D. Visualize **drug pipelines** and top players in a single page (pie charts) as well as patent publishing trends in recent years recently released.
- E. **New** user interface in Cortellis Competitive Intelligence (coming soon).

# Drug's history

Unique drug profiles and SWOT analyses to learn expert insights about your competitor drugs.

## SM-020

Snapshot	Highlight <input type="checkbox"/> Search Terms & Synonyms < Previous Next >
Latest Press Releases	<h3>DEVELOPMENT PROFILE</h3> <p>Summary</p> <p><a href="#">DermBiont</a>, following the acquisition of <a href="#">SeylanMED</a> is developing SM-020, an AKT inhibitor the potential topical treatment of dermatological disease including seborrheic keratosis [ <a href="#">3480253</a> ], [ <a href="#">2345646</a> ], [ <a href="#">2398305</a> ]. In October 2021, a phase II trial was initiated in El Salvador for seborrheic keratosis [ <a href="#">2575521</a> ]. In October 2023, a phase II trial was initiated in the US [ <a href="#">3484000</a> ]; In February 2024, topline data were expected in 3Q24. At that time, end of phase 2 meeting with FDA was expected in 4Q24 [ <a href="#">3609072</a> ].</p> <p>Premarketing</p> <p>In October 2023, an interventional, randomized, double-blind, vehicle-controlled, phase II trial ( <a href="#">NCT06108024</a> ; CT-213) was initiated in the US, in patients (expected n= 60) with seborrheic keratosis, to assess the safety and efficacy of SM-020. The primary endpoints were to determine the % of all seborrheic keratosis target lesion (SKTLs) and safety and tolerability of the drug in a time frame of 16 weeks. At that time, the trial was expected to complete in August 2024 [ <a href="#">3484000</a> ]. In February 2024, enrollment was completed. At that time, topline data were expected in 3Q24. Later that time, end of phase 2 meeting with FDA was expected in 4Q24 [ <a href="#">3609072</a> ].</p> <p>In October 2023, an open-label, single group assigned, phase II trial ( <a href="#">NCT06099080</a> ; CT-216) was planned to evaluate the safety and efficacy of SM-020 gel 1.0% in patients (expected n=10) with dermatosis papulosa nigra. The primary endpoint was to measure the proportion of all DPNTLs that achieve clearance and assessment of the severity of the application site reactions and review of adverse events upto 16 weeks. At that time, trial was expected to complete in May 2024 [ <a href="#">3480253</a> ].</p> <p>In October 2020, a phase IIb trial was planned to begin in 2021 [ <a href="#">2345646</a> ]. In October 2021, a sequential assignment, adaptive design, open-label phase II trial ( <a href="#">NCT05136144</a> ; DBI-SM-201 ) was initiated in El Salvador to evaluate the safety and efficacy of treatment regimens with SM-020 in patients (expected n = 32) with seborrheic keratosis. The primary endpoint was proportion of treated seborrheic keratoses (SKs) with at least a 1 grade improvement in PLA score. At that time, the trial was expected to complete in June 2022 [ <a href="#">2575521</a> ].</p>
Latest Event Transcripts	
Broker Research Reports	
Development Profile	

- Summary
- Patents & Generics
- Regulatory
- Postmarketing
- Premarketing
- Preclinical
- Additional Information

New Content: Highlight Off

# Evaluate drug forecast sales from Cortellis analysts

Cortellis Analyst Forecasts can be compared by brand, company and more.



# Competitive Landscape Viewer

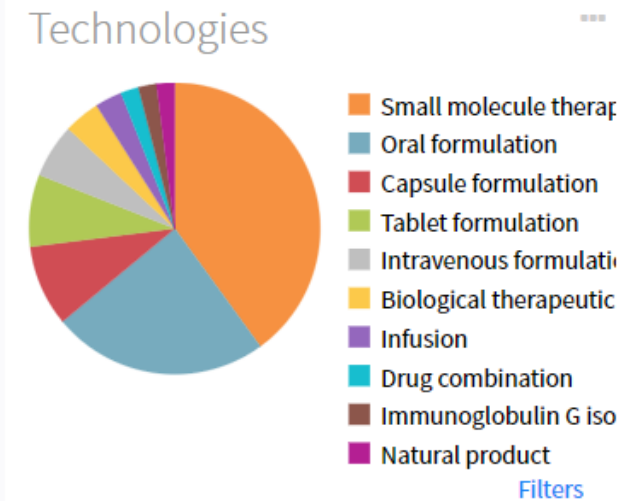
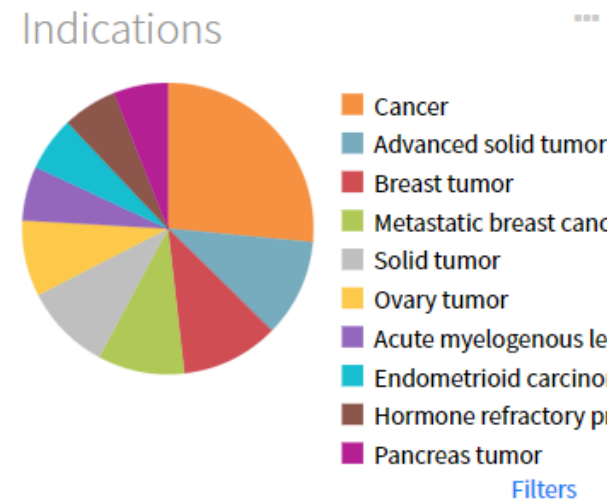
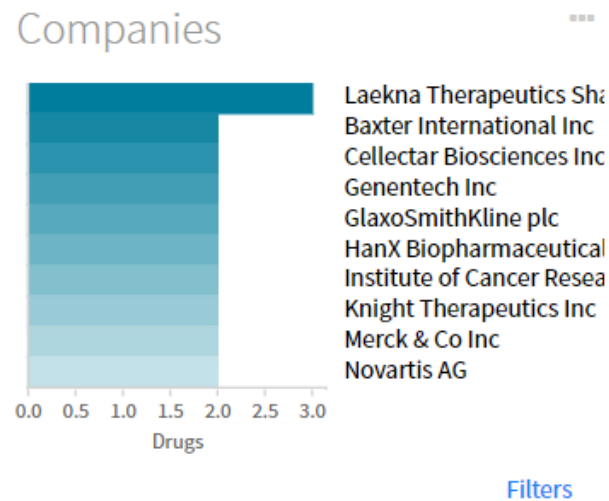
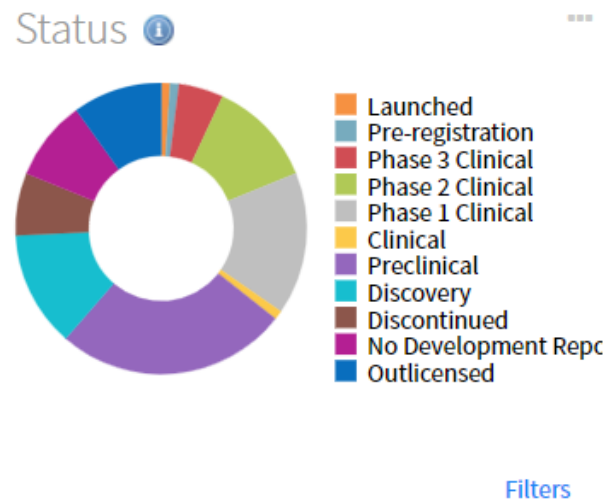
Real time dashboard to visualize drug pipeline and competitors working in your space.

Action Landscape

AKT protein kinase inhibitor

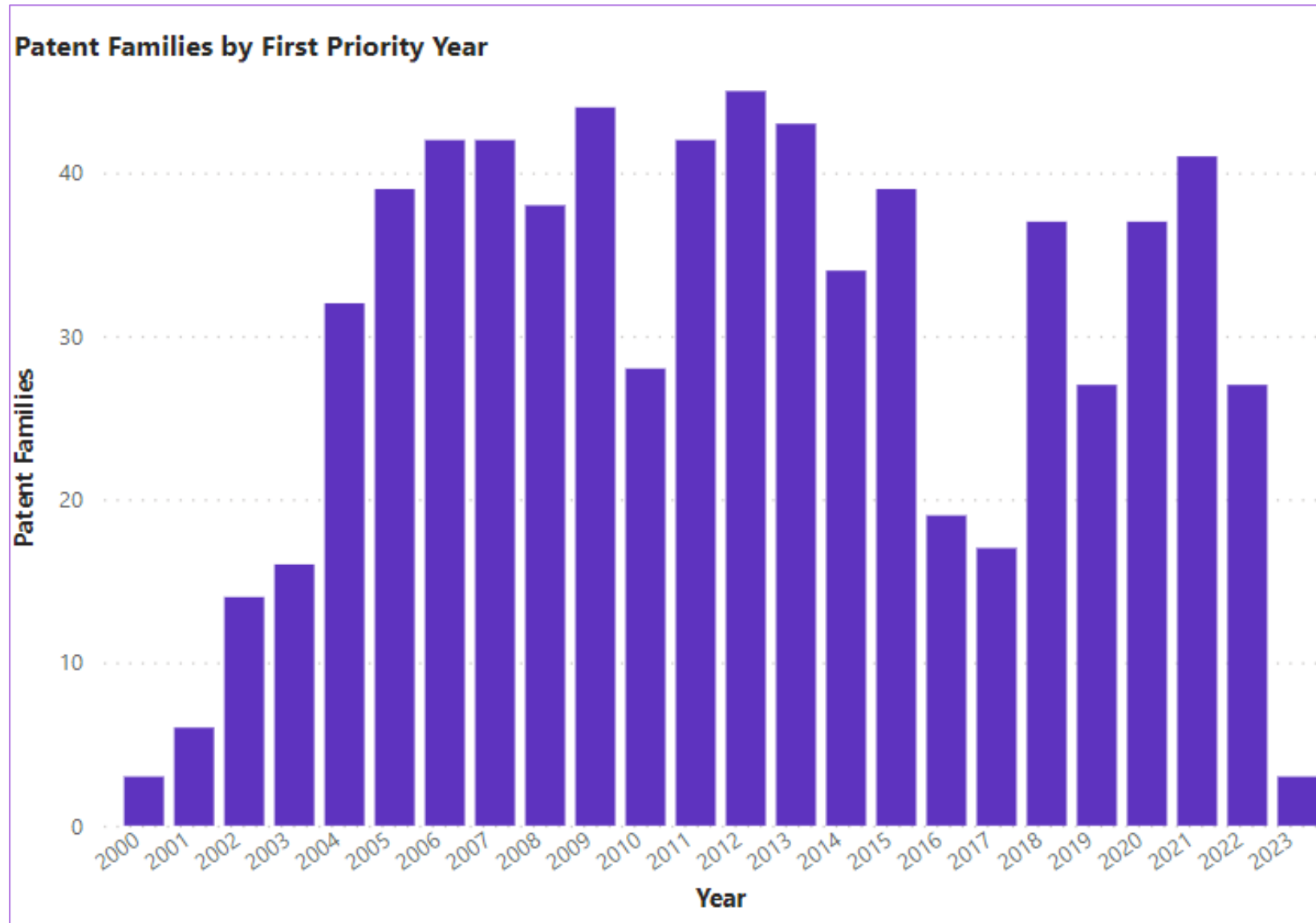
Total Active Drugs **44**

Total Companies **77**



## Visualize patent publishing volumes in recent years

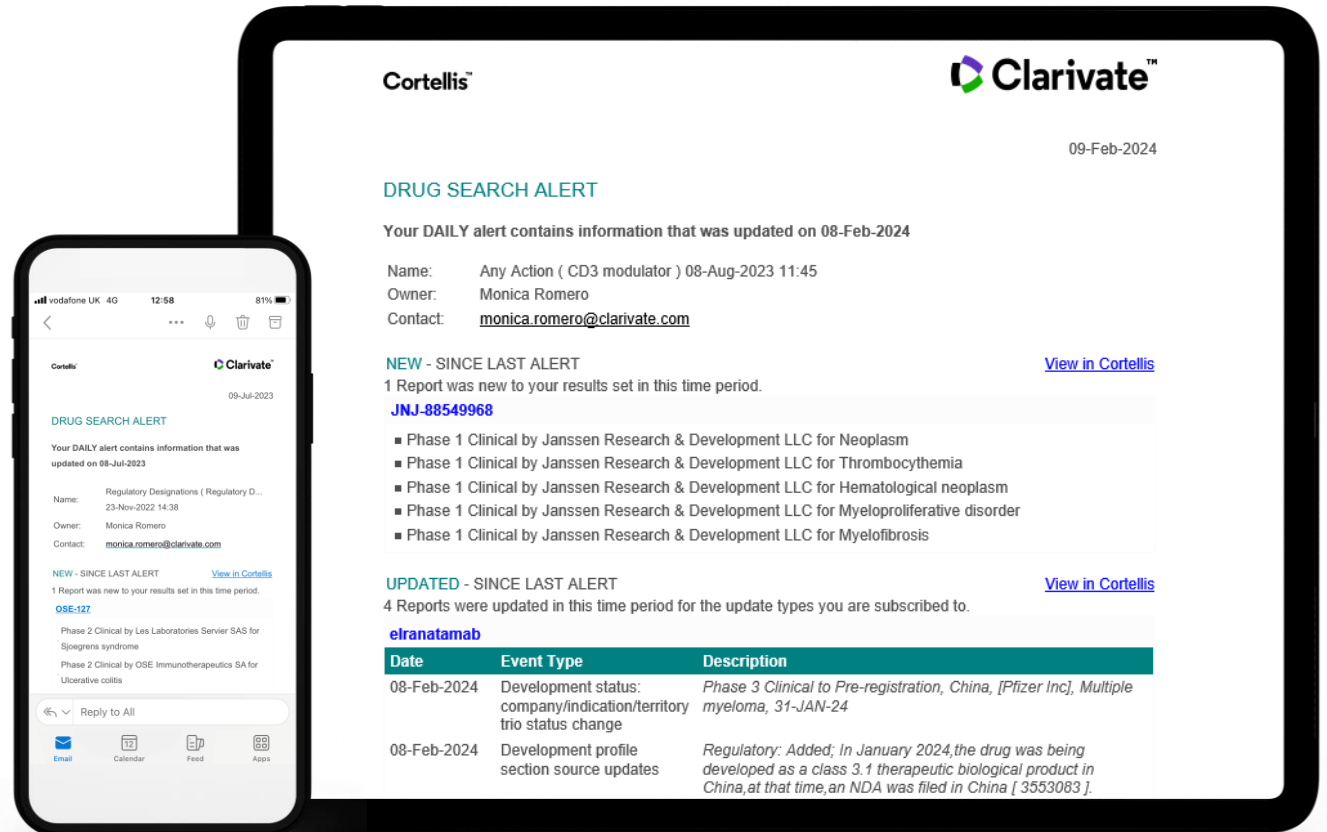
Patent Landscape to identify trends and top players publishing patents in your area of research.



# Alert sample

Detailed updates sent to your inbox with hyperlinks to go directly to the report of interest.

- ✓ Drugs
- ✓ Companies
- ✓ Conferences
- ✓ Patents
- ✓ Press releases
- ✓ Literature
- ✓ Deals\*
- ✓ Clinical trials\*





COMING  
*Soon*

# Brand new interface

Charts for easy visualization, drug quick finder and more.

## Actions



AKT1 protein kinase inhibitor	11
AKT3 protein kinase inhibitor	6
AKT2 protein kinase inhibitor	4
AKT protein kinase inhibitor	124

## Indications (Top 10)

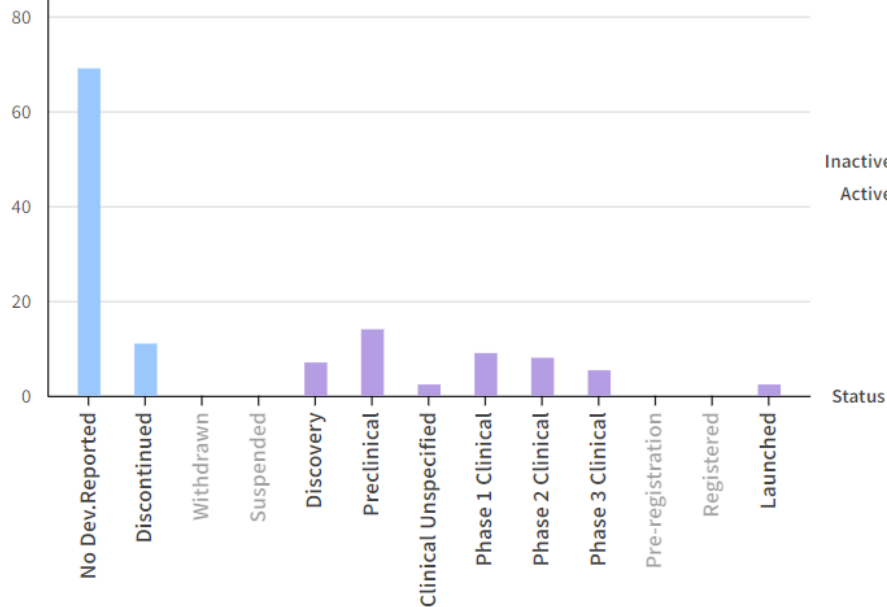


Cancer	105
Solid tumor	35
Gastrointestinal tumor	19
Breast tumor	17
Advanced solid tumor	13

## Status



No. of Drugs



## Company (Top 10)



Merck & Co Inc	9
GlaxoSmithKline plc	6
Pfizer Inc	6
Amgen Inc	4
Novartis AG	4
Roche Holding AG	4
Genentech Inc	3
Laekna Therapeutics Shanghai Co Ltd	3
Ligand Pharmaceuticals Inc	3
National Cancer Institute	3

Search Action

Search Company



[Browse Company](#)

# Help

Training resources, online sessions and live chat

## Cortellis Competitive Intelligence training resources

Explore videos, pdf guides, live training and other resources.

Browse by subject

On-demand training

### Featured videos



Quick search and filtering



Sort and view results




Competitive Landscape Viewer

Getting started



### Resources & updates ×

- Live chat and help** >
- Product updates >
- Guided tours >
- Training resources** >
- Known issues >
- Suggest a feature >

 **Support**

# Your takeaway from today's session

## Start your search by drug/target/indication in...

- Quick search
- Competitive Landscape Viewer
- Advanced Search

## Check hierarchical trees in...

- Filters
- Competitive Landscape Viewer
- Advanced Search

## Set up alerts ...

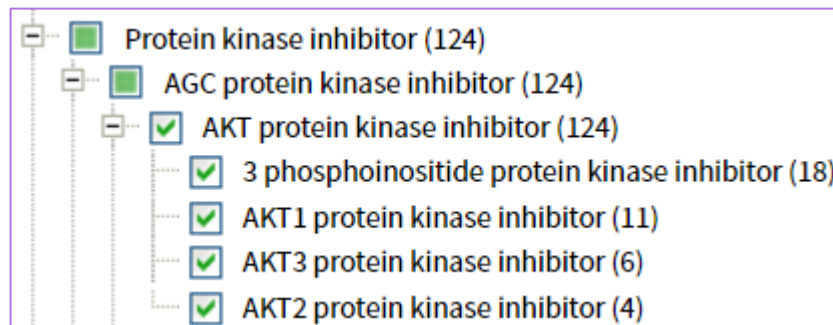
- Monthly
- Weekly
- Daily

# Your takeaway from today's session

## Start your search by drug/target/indication in...

The screenshot shows the Cortellis search interface. At the top, there is a search bar with a dropdown menu set to 'All' and a search input field containing 'Search Cortellis'. To the right of the search bar are buttons for 'Index' and 'Full Text'. Below the search bar, there are links for 'Advanced search', 'Structure search', and 'Search history'. The main content area is titled 'Competitive Intelligence' and features a 'Next generation Cortellis Competitive Intelligence (Beta)' button. Below this, there are filters for 'Drugs' and 'Company Insights'. The 'Drugs' filter is expanded to show a date range from '02/01/2024' to '09/01/2024'. The 'Analysis' filter is expanded to show 'Competitive landscape viewer' and 'Drug Attrition Rates'. The 'Next generation Cortellis Competitive Intelligence' button is highlighted.

## Check hierarchical trees in...



## Set up alerts ...

The screenshot shows the Cortellis interface with three main buttons: 'Analyze', 'Save and Alert', and 'Download'. The 'Save and Alert' button is highlighted with a red box. Below these buttons is a pagination bar with buttons for '1', '2', '3', '4', '5', '6', '7', '8', '9', '10', 'Next', and 'Last'. The '1' button is highlighted.

# What can we find in drug reports?

1. Drug's history
2. Phases of development by country
3. Regulatory designations
4. SWOT analyses
5. Industry analyst sales forecast
6. Cortellis analyst sales forecasts
7. Toxicity and safety issues
8. Market landscape for an indication
9. And more.

**“Research shows that an average learner forgets 70% of what they learned within 24 hours...”**

So make sure you login to [www.cortellis.com](http://www.cortellis.com) today

# What did you most useful today?

- A. Reading **drug's history** objectively written by Cortellis editors.
- B. Applying **hierarchical filters** and retrieve drugs/patents of interest.
- C. **Visualizing** drug pipelines and top players in a single page (pie charts).
- D. Analyzing drug **forecast sales** for the next 5 years.
- E. Setting up **email alerts** when new items or changes are identified in your original results



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#### About Clarivate

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