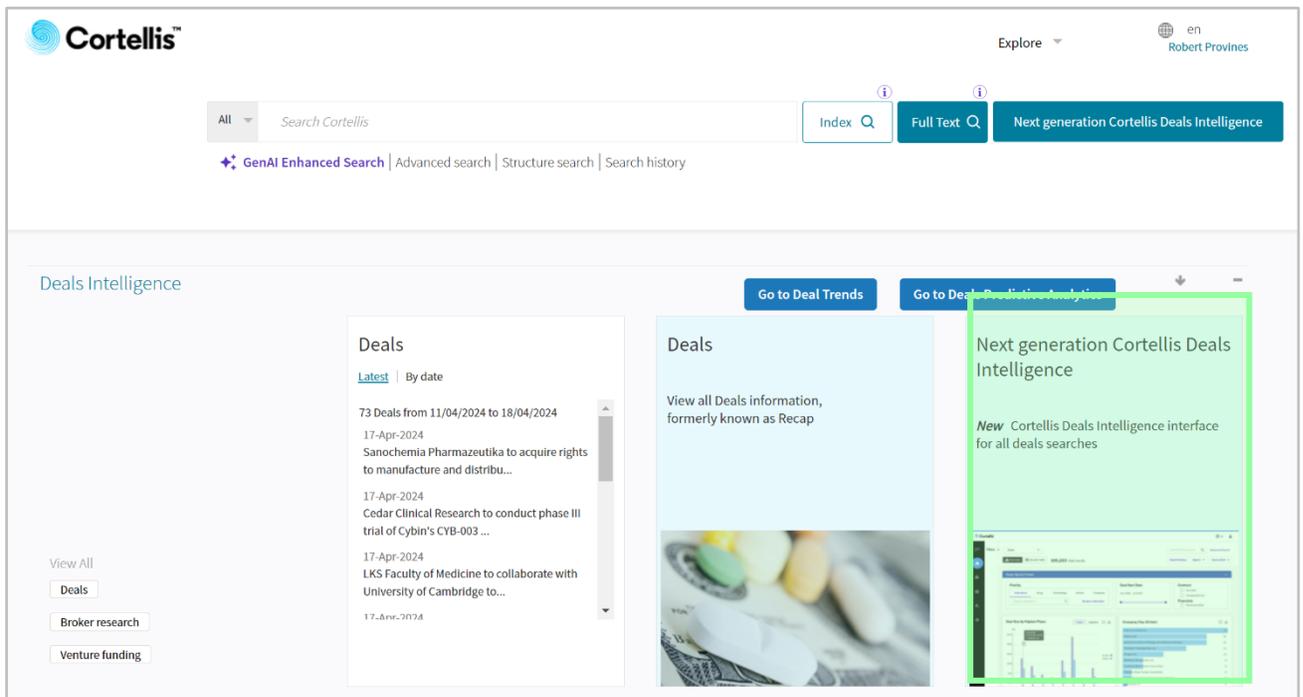


# Getting started guide

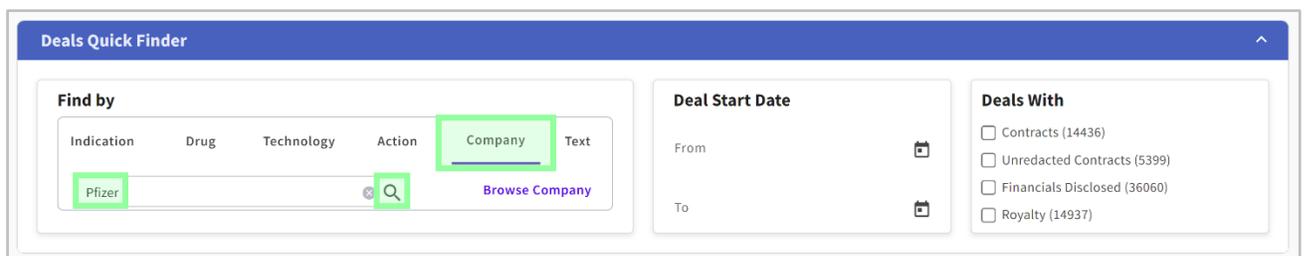
Cortellis Deals Intelligence provides comprehensive biopharma deals information, helping you search for potential partners, conduct due diligence, assess deal value, and explore deal structures and terms. From broad marketwide trends to tightly focused comparables, Cortellis helps you make the best possible deal.

Example: Examine deals done by Pfizer.

1. On the Cortellis homepage, expand the Deals Intelligence area and click **Next generation Cortellis Deals Intelligence**.



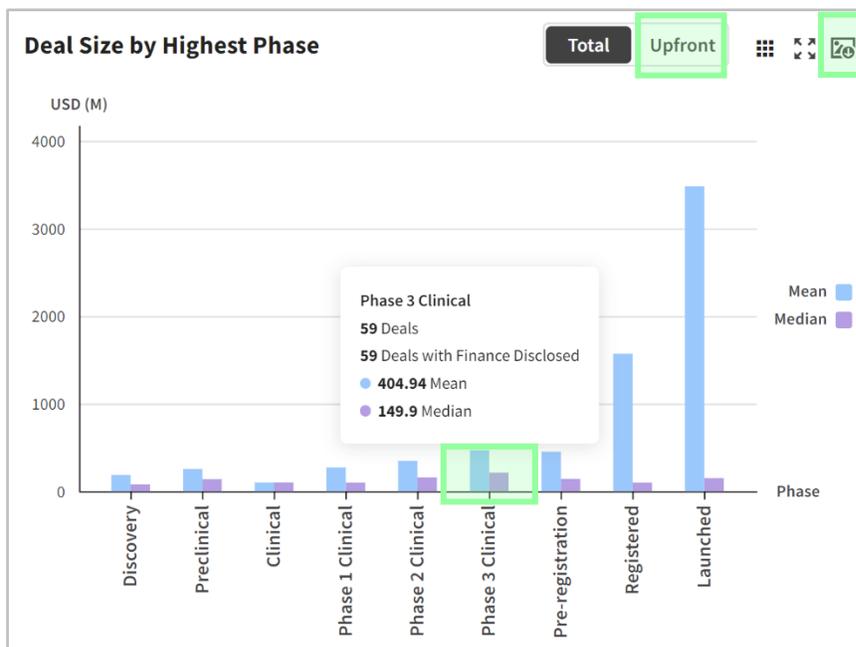
2. The Deals Quick Finder allows you to find deals using different criteria. Select **Company** and enter **Pfizer**. Click the search icon and select **Pfizer Inc.**



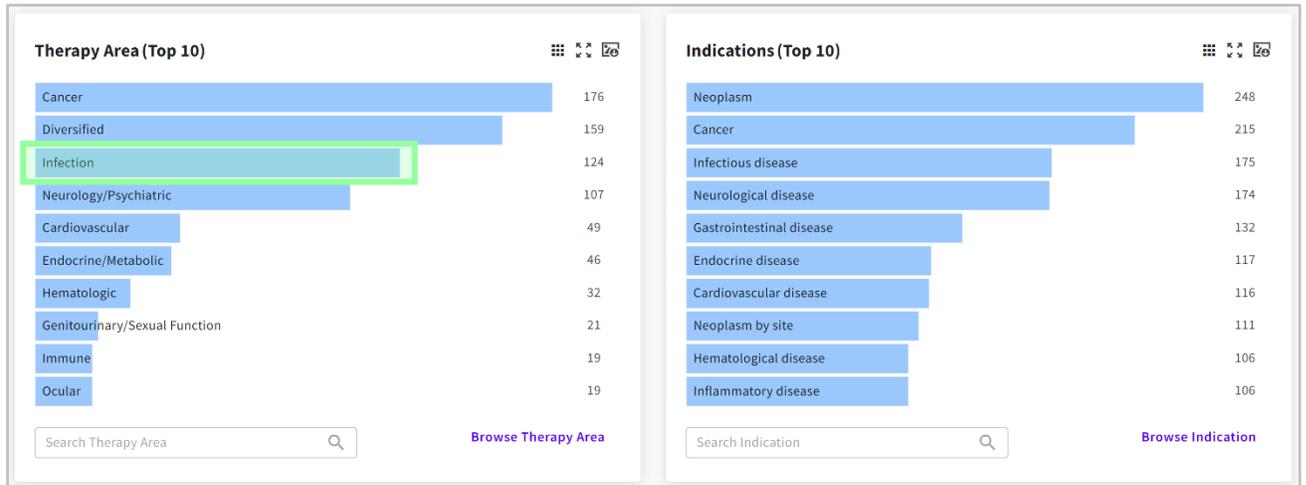
- The charts update to reflect Pfizer's deals. You can refine this group of deals using other criteria on the right, such as the Deal Start Date or deals with contracts, financials disclosed or royalties. Select **Financials Disclosed**.

The screenshot shows the 'Deals Quick Finder' interface. At the top, it displays '3405 Deal results' for 'Company: Pfizer Inc'. The 'Find by' section includes filters for Indication, Drug, Technology, Action, Company, and Text. The 'Deals With' section on the right has several checkboxes: 'Contracts (828)', 'Unredacted Contracts (419)', 'Financials Disclosed (1068)' (which is highlighted in green), and 'Royalty (725)'. The 'Deal Start Date' section is also visible.

- Scroll down to see the Deal Size by Highest Phase chart. This includes mean and median deal values by phase at signing. Hover over a bar for details. You can also toggle to view **Upfront** payments by phase or download the chart to use in PowerPoint presentations.



- Other charts include the number of deals by therapy area and indications. In the Therapy Area chart, click **Infection** to filter for those deals. Click **Infection** again to remove that filter.



- Deals can also be filtered by displaying the **Filters** panel in the upper left and making selections there.

Next generation Cortellis Deals Intelligence - Tips

**Filters** Show All Filters

Overview | Results Table | **1068** Deal results

Company: Pfizer Inc | Financials: Disclosed | Clear

**Deals Quick Finder**

Find by

Indication | Drug | Technology | Action

Search Indication...

- Indications
- Therapy Area
- Phase
- Deal Type
- Date
- Deal Finance (1)
- Contract
- Technologies
- Actions
- Company (1)

7. Click **Results Table** to see Pfizer deals in a list. Click a **Title** to open a detailed deal report.

Start date & Status	Title	Seller	Buyer	Agreement type	Deal Asset Type
14-Dec-2023 Active	Pfizer to develop and commercialize of Nona Biosciences' HBM-9033 against cancer worldwide	Nona Biosciences (Biotech)	Pfizer Inc (Pharma)	Drug - Development/Comme...	Product(s) only Drug
13-Nov-2023 Active	Basilea to acquire Amlyx' fosmanogepix and rights to preclinical antifungal compound	Amlyx Pharmaceuticals Inc ...	Basilea Pharmaceutica Inter...	Drug - Asset Divestment	Product(s) only Drug

8. View key information in the Key Insights section, such as Deal Start Date, Seller, Buyer, Deal Size and more. Access additional information via the tabs below, such as Financials, Events and Drugs.

**Key Insights**

- Deal Start Date: 07-Oct-2011
- Seller: GlycoMimetics Inc.
- Buyer: Pfizer Inc.
- Indication: Sickle cell crisis (Primary)
- Agreement Type: Drug - Development/Commercialization Lic...
- Deal Transaction Type: Basic License (Licensee takes over)
- Deal Asset Type: Drug
- Deal Size: 342.50 USD M
- Action: E selectin antagonist

**Event Highlights**

- Original Deal: 07-Oct-2011
- Development Milestone: 20-May-2014
- Other Deal Update: 07-Apr-2015
- Development Milestone: 23-Jun-2015
- Other Deal Update: 05-Feb-2020
- Deal Terminated: 05-Apr-2020

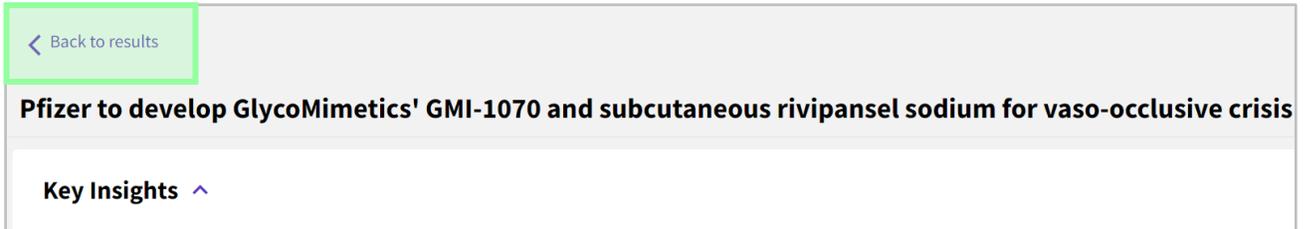
**Drugs**

- Associated Drugs: rivipansel sodium (subcutaneous formulat), rivipansel sodium (intravenous formulati)
- Select the drug: rivipansel sodium (intraveno...)

**rivipansel sodium (intravenous formulation), Glycomimetics**

- Actions: E selectin antagonist; L selectin antagonist; P selectin antagonist; Cell adhesion molecule inhibitor; Anticancer; Anti-inflammatory; Platelet aggregation inhibitor
- Technologies: Intravenous formulation; Infusion; Small molecule therapeutic
- Highest Phase (Deal Start Date): Phase 2 Clinical
- Highest Phase (Current): Discontinued
- Regulatory Designations: Fast Track, Orphan Drug

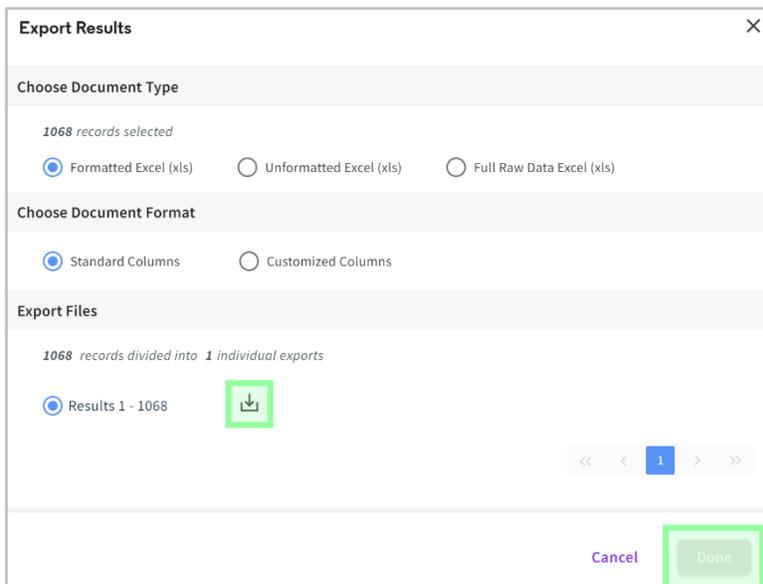
9. Click **Back to results** to return to the table.



10. Click **Export** to download data to analyze offline. Select **Results list (xls)** for Excel format.



Select the relevant options, click the download icon and click **Done**.



11. Click **Save & Alert** to save your search and create an alert. Cortellis can automatically notify you of new deals and updates to existing deals. Select **Save Search**.

The screenshot shows the 'Results Table' view with 1068 deal results. Filters include 'Company: Pfizer Inc' and 'Financials: Disclosed'. A table of results is visible, with the first entry being 'Pfizer to develop and commercialize of Nona Biosciences' HBM-9033 against cancer worldwide'. The 'Save & Alert' dropdown menu is open, showing options for 'Save Search' and 'Save Report'.

Start date & Status	Title	Seller	Buyer	Agreement type	Deal Asset Type
14-Dec-2023 Active	Pfizer to develop and commercialize of Nona Biosciences' HBM-9033 against cancer worldwide	Nona Biosciences (Biotech)	Pfizer Inc (Pharma)	Drug - Development/Comme...	Drug Product(s) onl

12. Change the name if desired and select **Set up an Alert**. Scroll down and set the alert parameters. You can modify the frequency and start date, choose the reason for update and add colleagues to the alert.

The 'Save Search' dialog box shows the 'Name' field containing 'results 22-Apr-2024 06:45:47'. Under the 'Details' section, the 'Set up an Alert' checkbox is checked. Search filters for 'Company: Pfizer Inc' and 'Financials: Disclosed' are also visible.

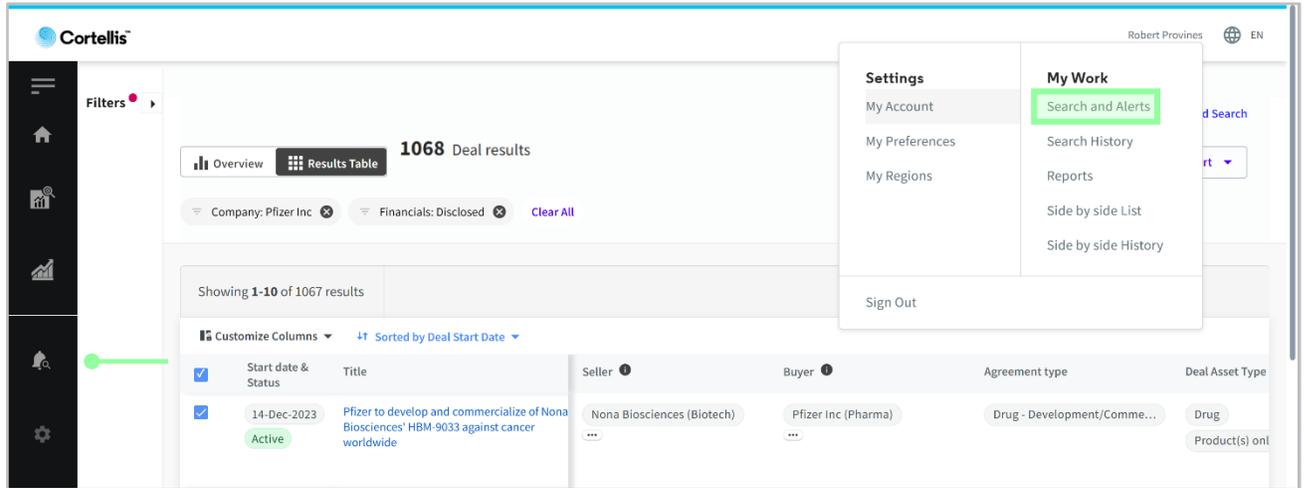
The 'Save Search' dialog box shows the following configuration options:
 

- Frequency: Daily
- Alert me if there are no updates:
- Start date of alert: 23 Apr 2024
- Format:  HTML,  Text
- Reason for update:  Status,  Milestone,  Other
- Recipient email address: robert.provines@clarivate.com

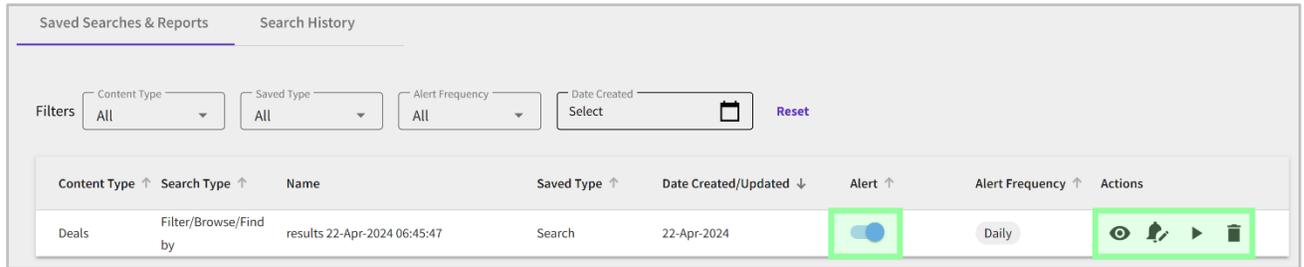
 The 'Save' button is highlighted at the bottom right.

Click **Save** when finished.

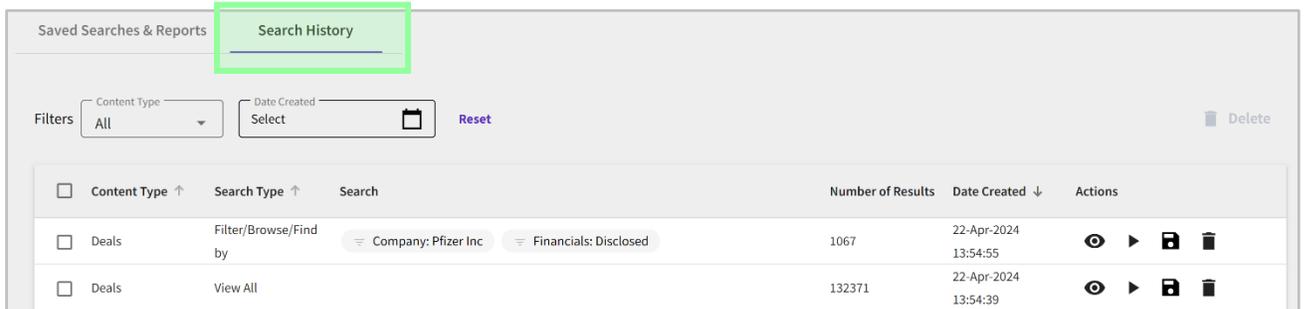
13. Access saved searches and alerts from the left-side navigation bar or the user profile menu.



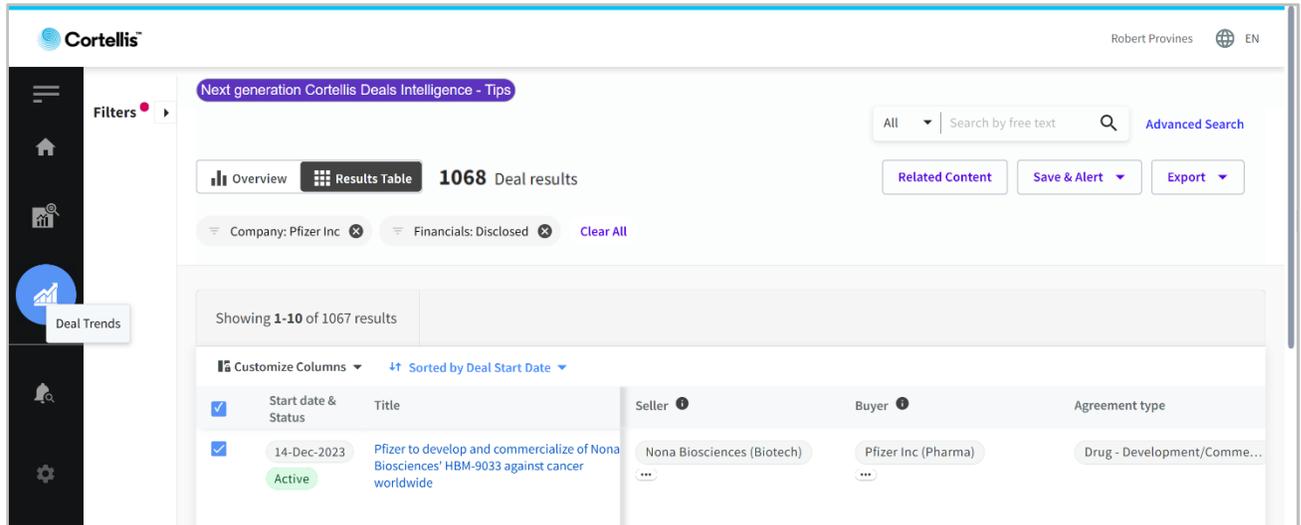
You can turn an alert off, view the alert details, change the settings, re-run the search or delete it.



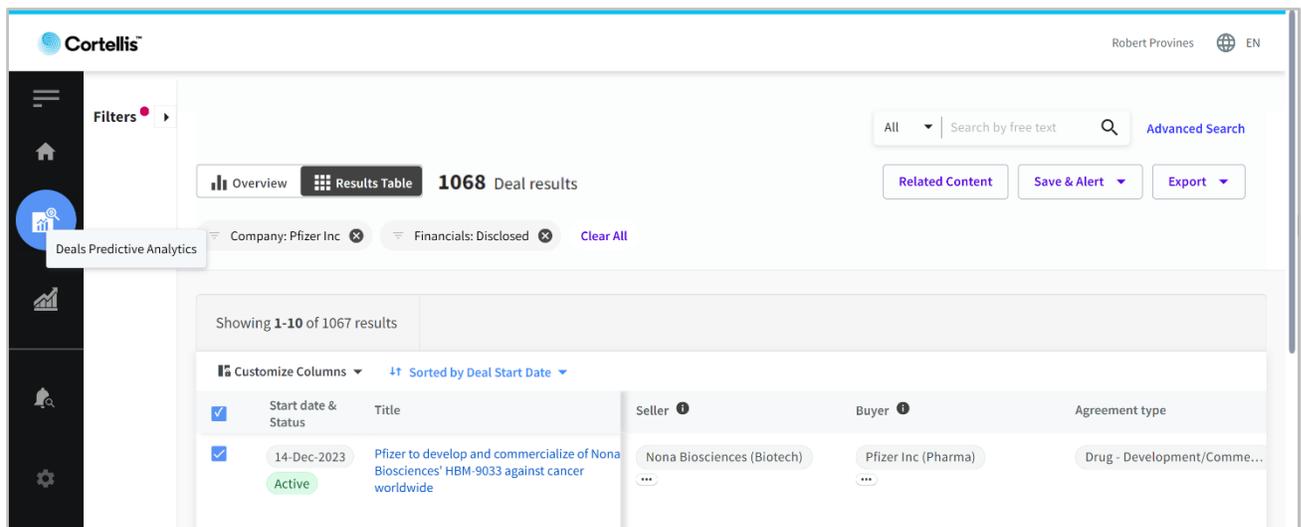
You can also use the Search History to access your previous 1,000 searches, even if you didn't save them.



14. Cortellis Deals Intelligence includes two additional modules that can be accessed from the left-side navigation bar. Deal Trends provides 19 charts for understanding the deals landscape over time.



Deals Predictive Analytics uses artificial intelligence and machine learning to predict deal values by phase at signing.



For more information contact Customer Service at [LS Product Support](#).