

Case study | Clarivate Consulting Services

# Accelerating new drug development with actionable insights and expert perspectives

Korean biotech PINOTBIO (formerly Bonetix) is focused on developing multi-target anticancer treatments using its proprietary technology.

**To achieve true competitiveness beyond the limitations of the existing No Research, Development Only (NRDO) model, the company is developing new biomarkers and successfully operating an indication and drug target selection system.**

To drive change and increase performance, PINOTBIO partnered with Clarivate Life Sciences Consulting Services to determine how to use PINOTBIO's technology more effectively. The collaboration enabled quick, data-driven decisions and proactive risk management.

**"By collaborating with Clarivate,  
we were able to overcome previous  
limitations and, best of all, we can  
make quick, confident decisions  
based on reliable data."**

Doo-Young Jung, CEO, PINOTBIO

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## 01

### Challenge

PINOTBIO was initially a biotech company aiming to properly identify and introduce various undervalued assets, quickly conduct optimization studies and out-license in a timely manner. Then, the biotech ecosystem rapidly expanded. Although multiple biotechs were founded on the NRDO model, only a few biotech companies developed and applied domestically sourced technology to provide a stable, high-quality pipeline supply.

To become more competitive and support growth, PINOTBIO changed its focus to that of a technology-oriented biotech company. The company aimed to develop a new drug development concept and platform as its central offering and quickly pursued innovative changes.

To develop its multi-target chemotherapy technology, PINOTBIO needed to choose a target, requiring continuous discovery of new biomarkers and professional clinical development support. However, challenges with capital, technology and manpower emerged, and a commercialization plan was needed to achieve successful results from the new technology and platform. In addition, quick decision making was required to support simultaneous development and roll-out.



## 02

### Solution

The complex challenge PINOTBIO faced required more than just a data source. Clarivate proposed an integrated consulting service, combining Cortellis™ data and analysis, with support from a team of life science experts.

#### **Platform development: biomarker and indication / drug target selection systems**

The development of multi-target anticancer drugs requires the right target; quick, comprehensive review and analysis of the existing literature; continuous discovery of new biomarkers; and efficient clinical trials.

By leveraging Clarivate's data and consulting experts, new biomarker (Pinot-select) and indication and drug target selection (Pinot-choice) systems were developed and concurrently operated. PINOTBIO is currently collaborating with Aston Science, a Korean biotech specializing in anticancer drug clinical development, and Xennials Therapeutics (U.S.) for efficient clinical development.

Although PINOTBIO had specialized Regulatory Affairs and CMO resources in the United States, it lacked clinical infrastructure. Through its collaboration with Clarivate the PINOTBIO team expanded with domestic and overseas life science experts. The vast amount of available data was selectively analyzed according to PINOTBIO's requirements, and a team of Korean experts, supported by the collaborations with Aston Science and Xennials Therapeutics, provided expected risks and possible insights based on competitors and domestic and international conditions.

#### **Reliable data: laying the foundation for stable R&D**

PINOTBIO required accurate data to provide speed and certainty to decision making. Trusted by the world's top pharmaceutical companies, Cortellis provides a unique depth, breadth and quality of data that is enriched with deep domain knowledge, industry understanding and therapeutic expertise. This enabled PINOTBIO to trust the analysis results and confidently make decisions to accelerate their R&D strategy.

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## 03

### Outcome

PINOTBIO was able to quickly transform itself into a truly technology-driven professional biotech. Particularly in the short term, the company was able to secure a pipeline that is developing in a stable manner. In the mid to long term, it was able to continuously secure new pipelines based on the Pinot-select and Pinot-choice systems, of which some have successfully progressed to commercialization.

## About Clarivate

Clarivate™ is a global leader in providing solutions to accelerate the lifecycle of innovation. Our bold mission is to help customers solve some of the world's most complex problems by providing actionable information and insights that reduce the time from new ideas to life-changing inventions in the areas of science and intellectual property. We help customers discover, protect and commercialize their inventions using our trusted subscription and technology-based solutions coupled with deep domain expertise. For more information, please visit [clarivate.com](https://clarivate.com).

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