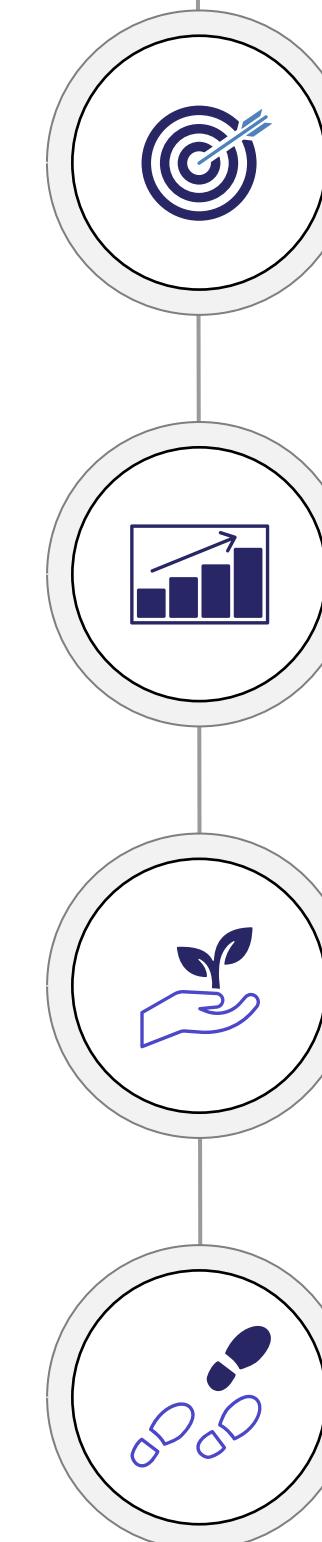




Powering enterprise strategy with AI-native knowledge integration

metly

Agenda for today



JPMorgan BD&I – The Next Years Ahead

Why traditional BD&L workflows are breaking

AI in BD&L: what works and what doesn't

What leading teams are doing differently

Expanding rapidly with AI and Services

22+

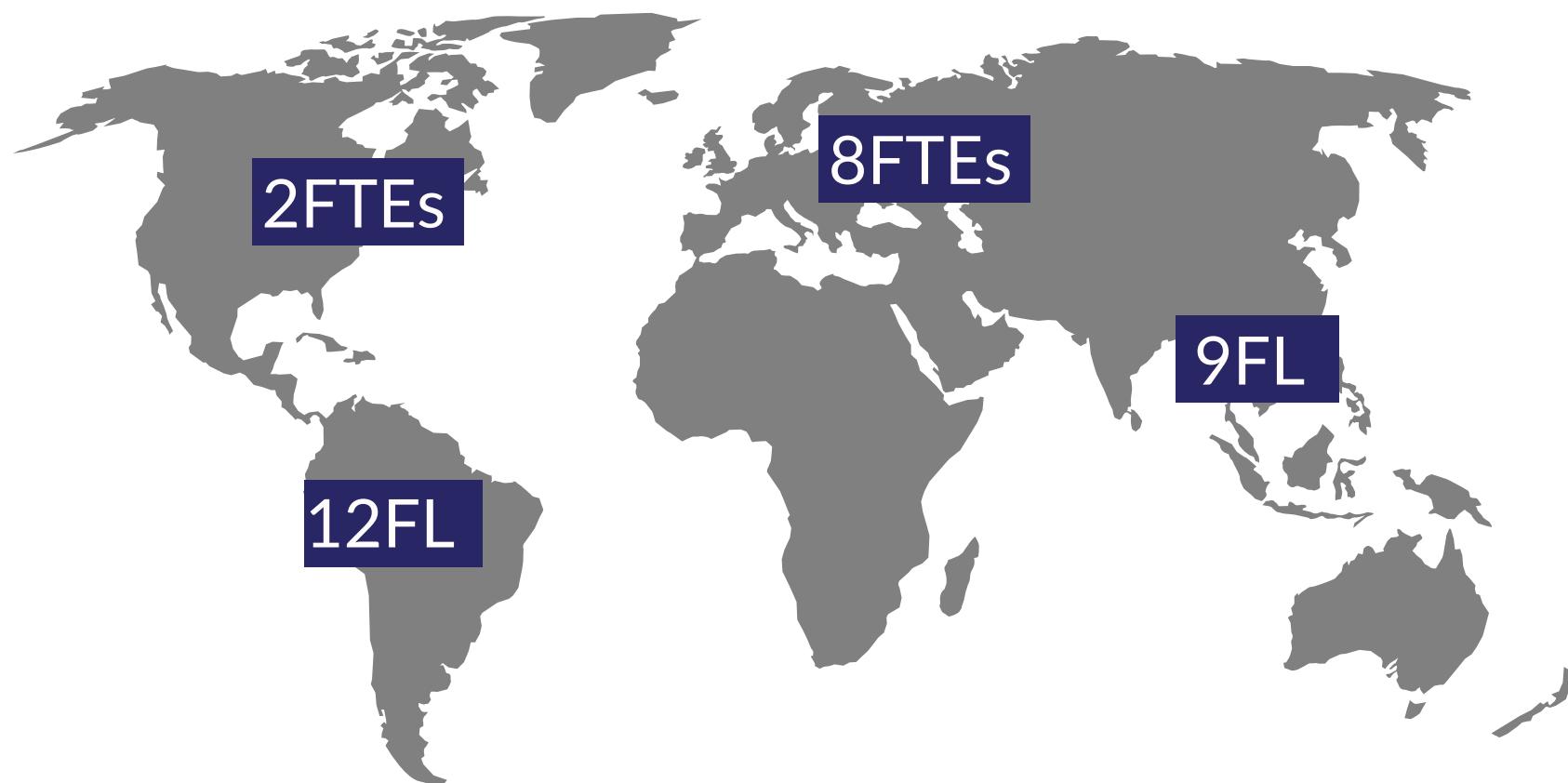
SUCCESSFUL AI
PROJECTS

90+

YEARS OF COMBINED
PHARMACEUTICAL EXPERIENCE

50+

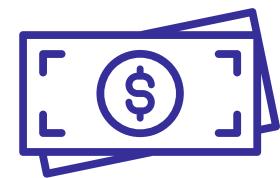
DATAPOINTS



Unique and largest growing
proprietary database of
pharmaceutical products
powered by AI

What JPM 2026 Told Us About 2026

Recurring themes across BD&L conversations at JPM 2026



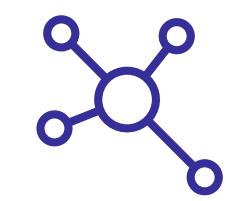
Capital pressure
remains high



Licensing is more
fragmented and
global



Deal complexity
is increasing



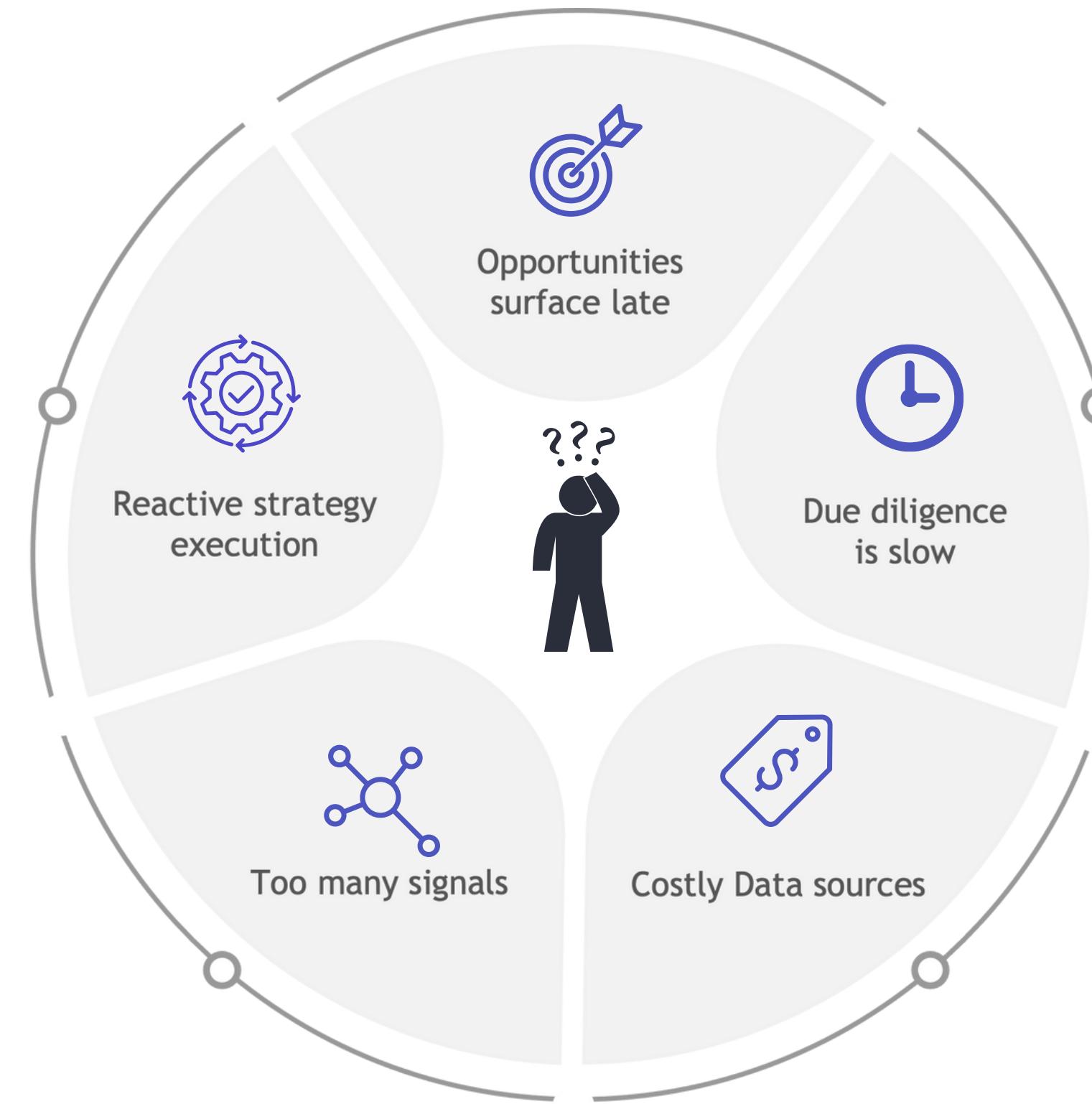
AI has moved
from hype to
infrastructure

JPM conversations reinforced a clear pattern:

BD&L teams must continuously combine search, evaluation & due diligence.

Competitive intelligence & generic tools **don't** support that.

Common challenges raised by BD&L teams



Transforming the way Pharma Works

A shared intelligence layer for BD&L and strategy teams

Schizophrenia Market Intelligence – LAI
Launch target: Q1 2027 | Status: EMA Review | Markets: EU5 + Nordics + CEE

Strategic Playbook AI-coordinated
Actions ranked by impact and urgency

- Immediate Action** 95%
Update competitive landscape model with ROVI's Doria timeline
AI Rationale: ROVI's EMA acceptance shifts market entry dynamics by 3 months. Immediate model update required for accurate forecasting.
Triggered by: EMA Application
- Opportunity** 82%
Prepare market access materials highlighting patient compliance benefits
AI Rationale: Janssen's data shows comparable safety. Differentiation opportunity through compliance messaging supported by internal patient data.
Triggered by: Phase III Results
- Risk Mitigation** 76%
Model potential pricing pressure scenarios from Paliperidone generics
AI Rationale: Patent expiry creates 15-20% pricing pressure risk. Scenario modeling recommended for EU5 pricing strategy adjustment.
Triggered by: Patent Expiry Alert
- Opportunity** 71%
Engage with Key Opinion Leaders to discuss unmet needs in long-acting injectables
AI Rationale: Otsuka's market entry indicates growing interest in LAI formulations. Early KOL engagement supports positioning strategy.
Triggered by: Market Analysis
- Immediate Action** 95%
Update competitive landscape model with ROVI's Doria timeline

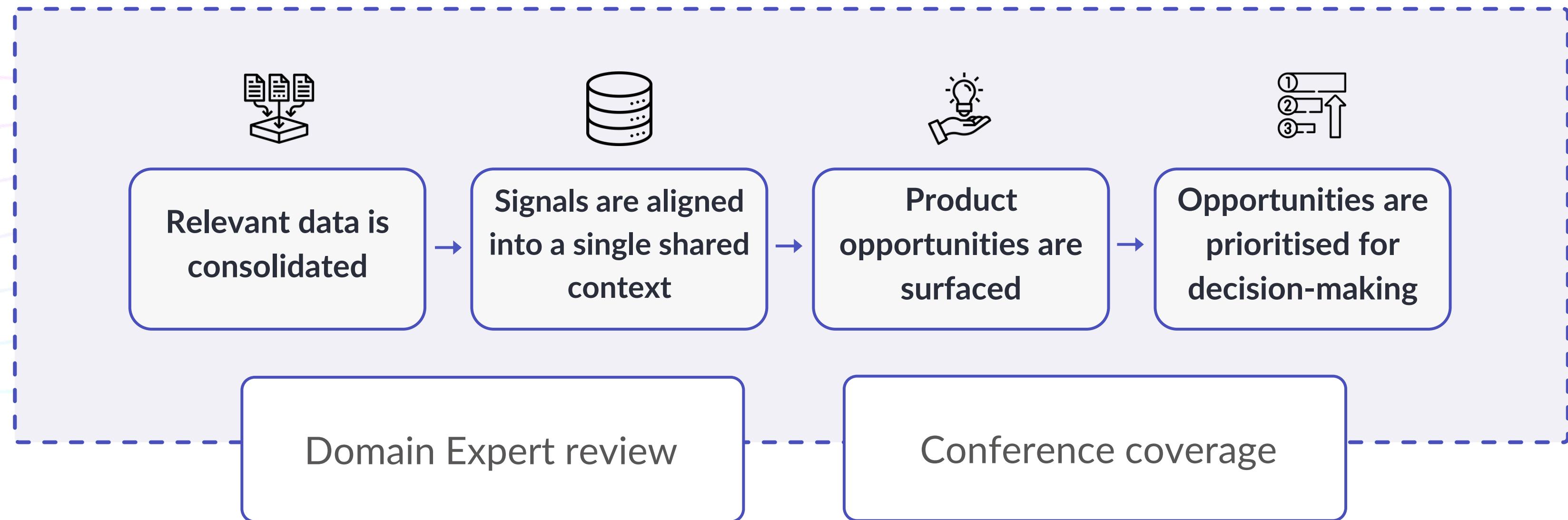
Continuous signals

Structured context

AI-driven prioritization

Integrated execution

In some cases, data must be accompanied by expert review



Where Metly creates impact



Competitive tracking



Portfolio-aligned product insights



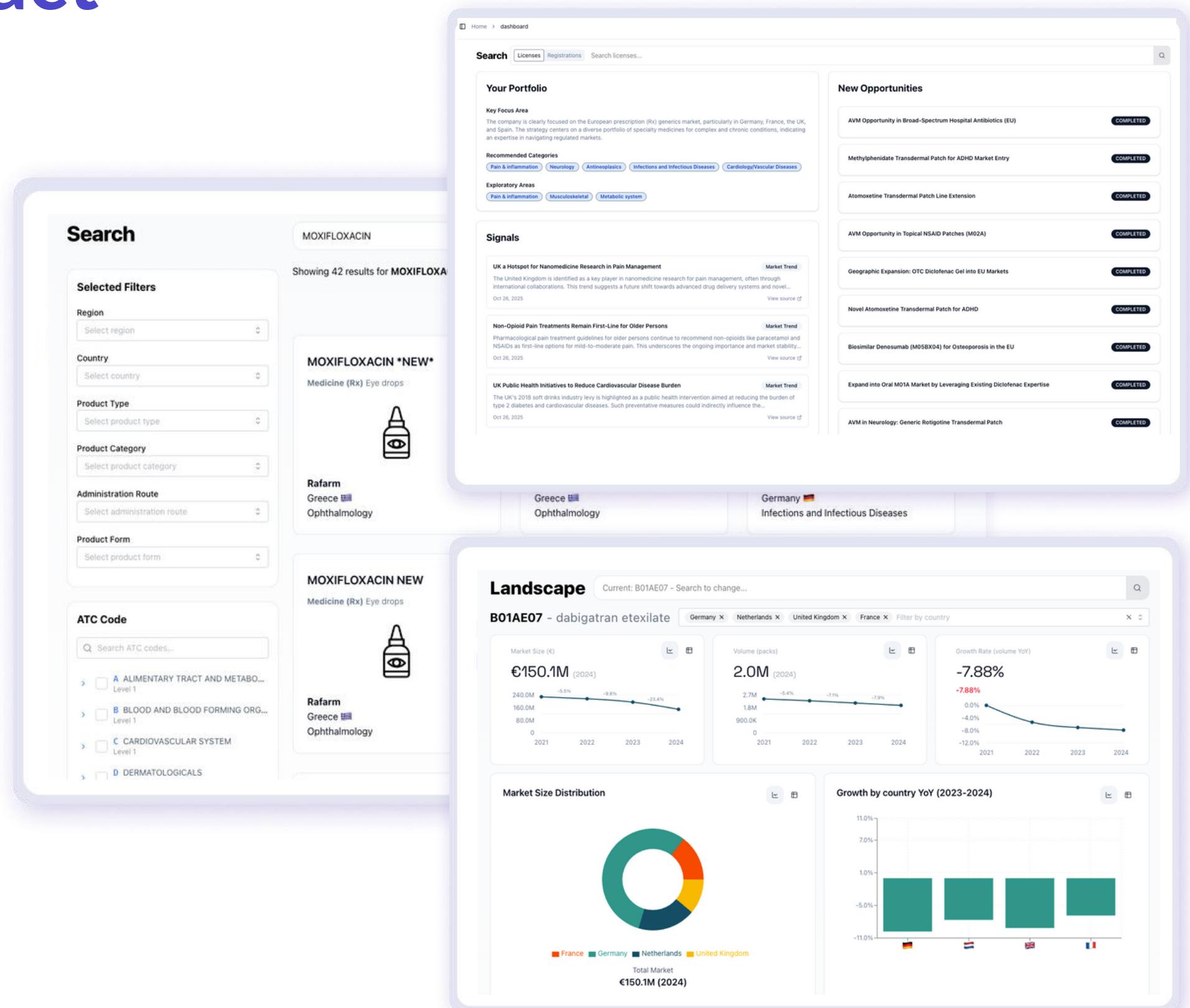
Real-time signals and alerts



Molecule landscape understanding

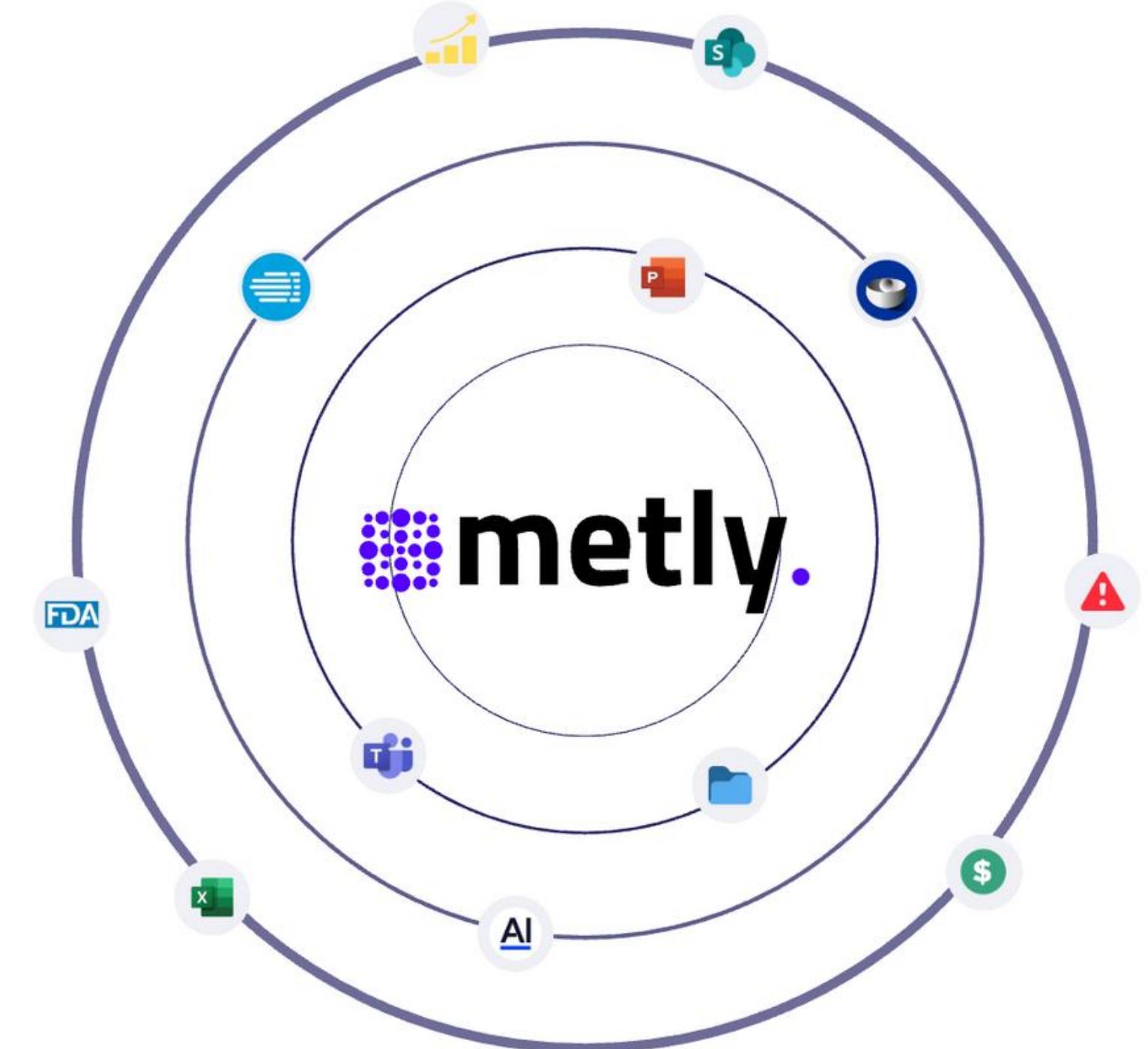


Find the right products and partners faster



Where Metly creates impact

- ◆ Competitive tracking
- ◆ Portfolio-aligned product insights
- ◆ Real-time signals and alerts
- ◆ Molecule landscape understanding
- ◆ Find the right products and partners faster





WEBINAR

AI in Practice: A Session for Pharma Leaders

- Practical examples of AI in day-to-day work
- Simple best practices, tips, and common pitfalls
- Where AI adds value today and where it doesn't
- How leading organisations are approaching adoption

 **Notify**



With leaders from:  **Microsoft**   **IQVIA** **metly.**



Powering enterprise strategy with AI-native knowledge integration

Anna Torrents
CEO & Co-founder
anna@metly.ai