

# Pipeline Intelligence and Product Sourcing Platforms. Pipelinepharma Demo

Mindaugas Zagorskis  
Founder and CEO  
Pipelinepharma  
Since 2012




**Mindaugas Zagorskis, MD**  
**Pipelinepharma Founder and CEO**








**26+**

**Years**  
**In the Pharmaceutical Industry**

# Pharmaceutical **market** and **pipeline** intelligence platforms

		 IQVIA	 GlobalData.	 CITELINE <small>a norstell company</small>	 Clarivate	 pipelinepharma
<b>Market intelligence</b>	Sales data, historical trends	✓				
	MA's - existing competition	✓	✓			
	Clinical trial Intelligence		✓	✓	✓	
<b>Pipeline intelligence</b>	CTD dossiers - new entry competitors					✓
	CTD dossiers - pipeline intelligence					✓
	CTD dossiers sourcing via platform					✓
	Direct connection with CTD owners / CDMO's					✓




# AI powered answer engines and pipeline intelligence

		 ChatGPT	 Gemini	 Claude	 perplexity	 pipelinepharma
On-line	Sales data, historical trends	✓	✓	✓	✓	
	MA's - existing competition	✓	✓	✓	✓	
	Clinical trial Intelligence	✓	✓	✓	✓	
Off-line	CTD dossiers - new entry competitors					✓
	CTD dossiers - pipeline intelligence					✓
	CTD dossiers sourcing via platform					✓
	Direct connection with CTD owners / CDMO's					✓

# Standard market evaluation process

Today		 IQVIA	MA's registers
	Sales data (value, volumes), therapy areas, INN's	✓	
	Pricing data	✓	✓
	MA's - existing competition	✓	✓
			

# Standard market evaluation process **has a blind spot**

Today			MA's registers
	Sales data (value, volumes), therapy areas, INN's	✓	
	Pricing data	✓	✓
	MA's - existing competition	✓	✓
<div></div>			



The biggest risks  
and opportunities

are hidden  
below the  
surface.





# Standard market and pipeline evaluation process

		 IQVIA	MA's registers	 pipelinepharma
Today	Sales data (value, volumes), therapy areas, INN's	✓		
	Pricing data	✓	✓	
	MA's - existing competition	✓	✓	
Pipeline	CTD dossiers - new entry competitors			✓
	CTD dossier - pipeline intelligence			✓
	CTD dossiers sourcing via platform			✓
	Direct connection with CTD owners and CDMO's			✓







# Standard market **and pipeline** evaluation process

		 IQVIA	MA's registers	 pipelinepharma
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# Two services. One platform

## Pipeline Intelligence

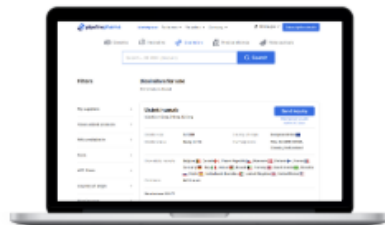


### Smarter portfolio decisions

- Spot competitors before they appear in public filings
- **De-risk** your **portfolio** against emerging threats
- Forecast **price erosion** before market entry
- Identify markets with predictable post-patent supply

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## Fast-track Sourcing



### Increase speed to market without brokerage fees

- **90,000+ CTD dossiers** across all therapy areas
- Innovative, Biosimilars, Value Added Products and Generics
- Connect directly with **2,000+** verified **manufacturers** globally
- Bypass middlemen to negotiate better pricing and terms
- Direct connections with IP owners within **3-15 day**

# Pipelinepharma's global footprint

Innovative, Biosimilars, Value added products, Generics



**90,000+**

CTD dossiers

**2.000+**

CTD dossier owners  
manufacturers

**85%**

Successful product  
find rate



Generics



Innovative



Biosimilars



Medical devices



Nutraceuticals

Search... 89 900+ products

Q Search

## Filters

My suppliers € +

Value added products € +

MAAs available in € +

Form +

ATC Class +

Country of origin +

Dossier type +

Dossier status +

GMP approvals +

## Generics for sale

### Salbutamol + Ipratropium

Nebuliser solution 2.5 mg + 0.5 mg - 2.5 ml

Send inquiry

Manufacturer usually  
replies in 13 days

Dossier type	EU CTD	Country of origin	European Union 
Dossier status	Ready to file	GMP approvals	EU GMP

Available for Licensing with supply, Distribution only

#### Manufacturer #6580

A pharmaceutical manufacturer based in the EU that has been active in 20+ countries selling its products in Europe, MENA, LATAM, Asia, and NA for 20+ years. Key production lines are Rx and medical devices. Main therapeutic areas include oncology and respiratory. The company's production lines are GMP-compliant.

### Dapagliflozin + Metformin

Tablets, film coated 5 mg + 850 mg, 5 mg + 1000 mg, 10 mg + 850 mg, 10 mg + 1000 mg

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Generics



Innovative



Biosimilars



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Generics



Innovative



Biosimilars



Medical devices



Nutraceuticals

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## Filters

My suppliers € +

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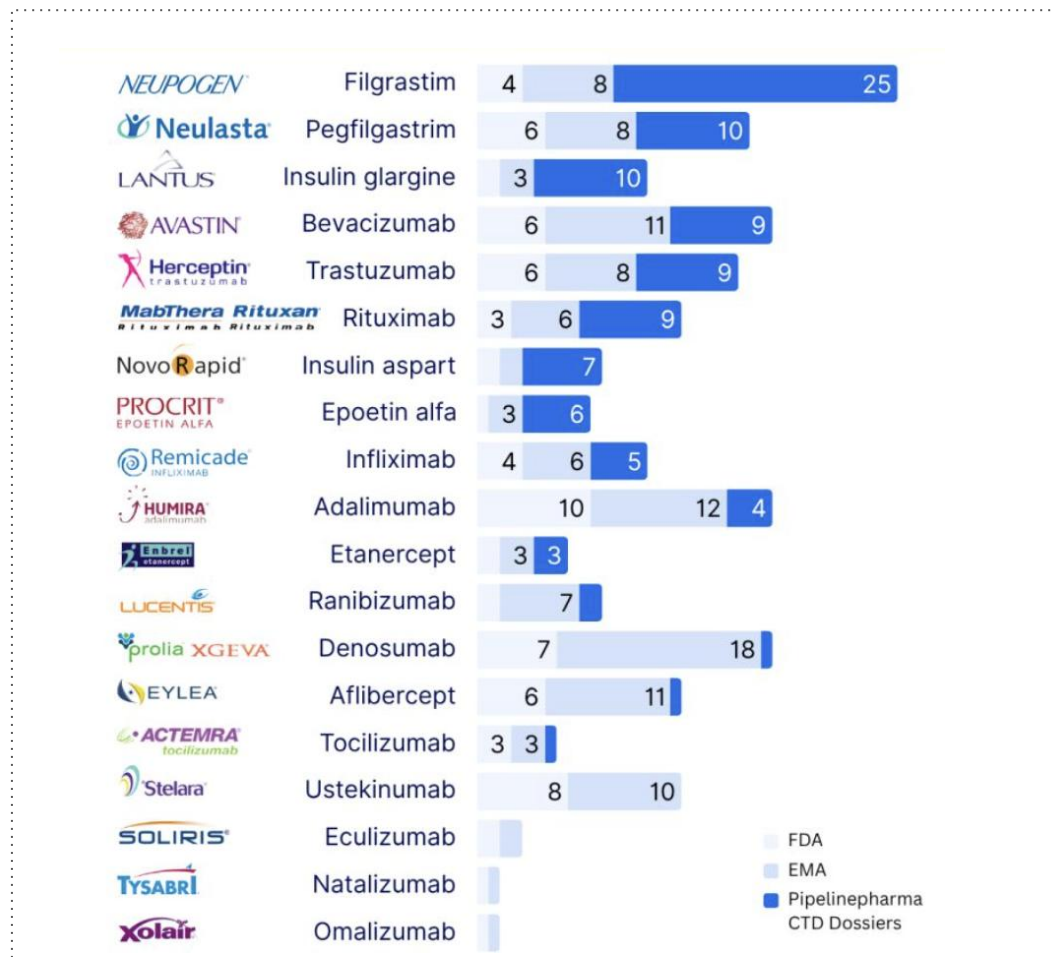
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# From market intelligence to pipeline intelligence



## 3 easy steps get a direct connection with IP owners



### **Find Products**

By leveraging worlds largest database powered by industry specific filters and criteria

### **Send Inquiry**

Present your company and business opportunity  
- we do all the legwork and chasing for you

### **Get connected**

Expand your network with the IP owners of CTD dossiers and negotiate directly with no brokerage fees

**Designed by Pharma Executives for  
Pharma Executives**



# Company - wide benefits



# How to get benefits from Pipeline Intelligence and Sourcing Platform ?

## Demo





Generics



Innovative



Biosimilars



Medical devices



Nutraceuticals

Search... 89 900+ products

Search

Filters

Generics for sale

83275 products found

My suppliers



Value added products



MAs available in



Form



ATC Class



Country of origin



Dossier type



Dossier status



Salbutamol + Ipratropium

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		MOQ	15.000 packs of 30 udv
		Available packs	30 unites

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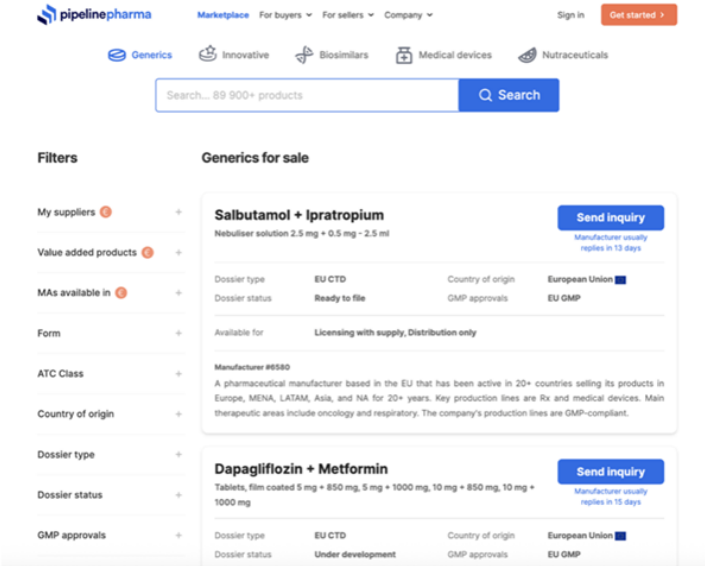
# **Terms and conditions of annual access to Pipelinepharma**





# Pipelinepharma annual access

Innovative, Biosimilars, Value added products, Generics for B2B partnering



The screenshot shows the Pipelinepharma website interface. At the top, there's a navigation bar with the Pipelinepharma logo, a 'Marketplace' link, and dropdown menus for 'For buyers', 'For sellers', and 'Company'. There are also links for 'Sign in' and 'Get started'. Below the navigation bar, there are category icons for 'Generics', 'Innovative', 'Biosimilars', 'Medical devices', and 'Nutraceuticals'. A search bar contains the text 'Search... 89 900+ products' and a 'Search' button. On the left, there's a 'Filters' sidebar with expandable sections for 'My suppliers', 'Value added products', 'MAs available in', 'Form', 'ATC Class', 'Country of origin', 'Dossier type', 'Dossier status', and 'GMP approvals'. The main content area is titled 'Generics for sale' and displays two product listings. The first listing is for 'Salbutamol + Ipratropium' (Nebuliser solution 2.5 mg + 0.5 mg - 2.5 ml) with a 'Send inquiry' button and a note that the manufacturer usually replies in 13 days. The second listing is for 'Dapagliflozin + Metformin' (Tablets, film coated 5 mg + 850 mg, 5 mg + 1000 mg, 10 mg + 850 mg, 10 mg + 1000 mg) with a 'Send inquiry' button and a note that the manufacturer usually replies in 15 days. Both listings show details like 'Dossier type', 'Country of origin', 'Dossier status', and 'GMP approvals'.

Pipeline intelligence **is unlimited**

Product sourcing:

- 1 # Products in portfolio pipeline
- 2 # Market(s) of commercialization
- 3 # User(s)

Contact:

[www.pipelinepharma.com](http://www.pipelinepharma.com)

[support@pipelinepharma.com](mailto:support@pipelinepharma.com)

# Thank You!

The only **pipeline intelligence** and  
**pharmaceutical product sourcing** platform!

**Contact**  
**[support@pipelinepharma.com](mailto:support@pipelinepharma.com)**