



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 a norstella company	 Clarivate	 pipelinepharma
Market intelligence					
Sales data, historical trends	✓				
MA's - existing competition	✓	✓			
Clinical trial Intelligence		✓	✓	✓	✓
Pipeline intelligence					
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	IQVIA	MA's registers
Sales data (value, volumes), therapy areas, INN's	✓	
Pricing data	✓	✓
MA's - existing competition	✓	✓

?



A large, multi-layered iceberg graphic is positioned on the right side of the table. The visible part above the waterline is light blue, while the submerged portion is dark blue. The words 'Blind spot' are written in white on the dark blue part of the iceberg.



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
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		✓
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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		✓



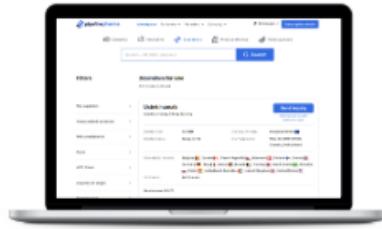
Pipeline Intelligence



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

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

Search... 89 900+ products

 Search

Filters

My suppliers Value added products MAs 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 inquiryManufacturer 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

 Send inquiryManufacturer usually
replies in 15 days

Dossier type

EU CTD

Country of origin

European Union 

Dossier status

Under development

GMP approvals

EU GMP

Search... 89 900+ products

 Search

Filters

Generics for sale

My suppliers Value added products MAs available in 

Form



ATC Class



Country of origin



Dossier type



Dossier status



GMP approvals

**Salbutamol + Ipratropium**

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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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Search... 89 900+ products

 Search

Filters

Generics for sale

My suppliers 

+

Salbutamol + Ipratropium

Nebuliser solution 2.5 mg + 0.5 mg - 2.5 ml

 Send inquiryManufacturer usually
replies in 13 daysValue added products 

+

MAs available in 

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Country of origin

+

Dossier type

+

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Dossier status

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GMP approvals

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Search... 89 900+ products

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My suppliers Value added products MAs 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

Manufacturer usually
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EU GMP

Search... 89 900+ products

 Search

Filters

Generics for sale

My suppliers 

+

Value added products 

+

MAs available in 

+

Form

+

ATC Class

+

Country of origin

+

Dossier type

+

Dossier status

+

GMP approvals

+

Salbutamol + Ipratropium

Nebuliser solution 2.5 mg + 0.5 mg - 2.5 ml

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Dapagliflozin + Metformin

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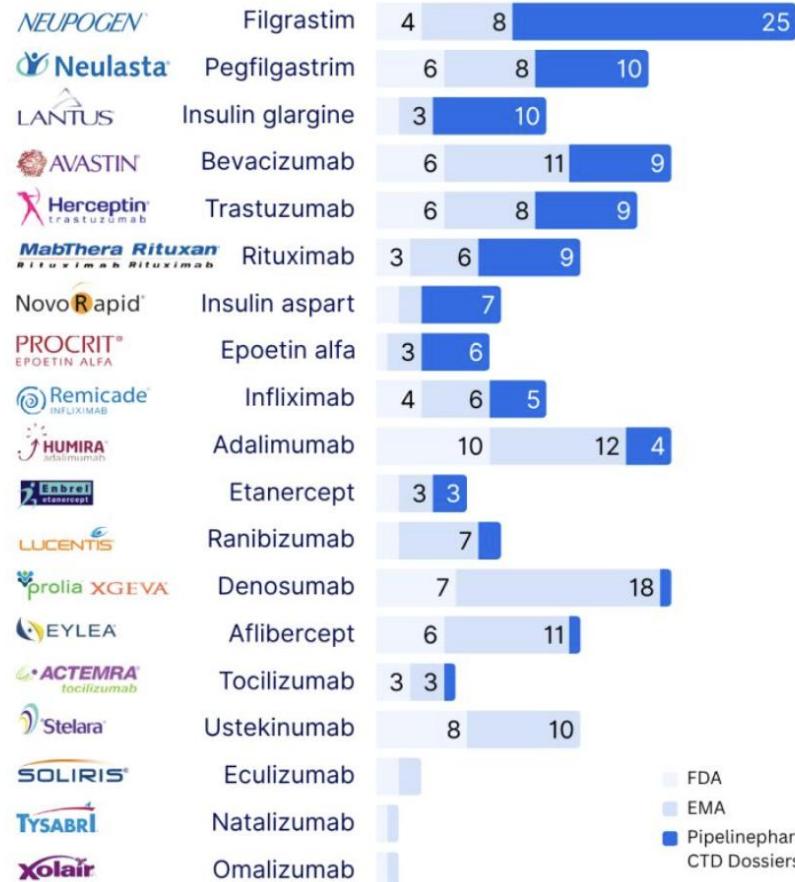
Dossier status

Under development

GMP approvals

EU GMP

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



 pipelinepharma

Marketplace For buyers For sellers Company  Mindaugas 

 Generics  Innovative  Biosimilars  Medical devices  Nutraceuticals

Search... 89 900+ products 

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

Nebuliser solution 2.5 mg + 0.5 mg - 2.5 ml



Manufacturer usually replies in 13 days

Dossier type

EU CTD

Country of origin

European Union 

Dossier status

Ready to file

GMP approvals

EU GMP

MOQ

15.000 packs of 30 udv

Available packs

30 unites

Available for

Licensing with supply, Distribution only

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Dapagliflozin + Metformin



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. At the top, there is a navigation bar with links for Marketplace, For buyers, For sellers, Company, Sign in, and Get started. Below the navigation is a search bar with the placeholder 'Search... 89 900+ products' and a 'Search' button. The main content area is titled 'Filters' and shows a list of filters: 'My suppliers' (Salbutamol + Ipratropium), 'Value added products' (Dapagliflozin + Metformin), 'MAs available in' (Manufacturer #6580), 'Form' (Licensing with supply, Distribution only), 'ATC Class' (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.), 'Country of origin' (Manufacturer #6580), 'Dossier type' (Dapagliflozin + Metformin), 'Dossier status' (Under development), and 'GMP approvals' (Manufacturer #6580). Each product entry includes a 'Send inquiry' button and a note about manufacturer response times.

Contact:

www.pipelinepharma.com

support@pipelinepharma.com

Pipeline intelligence is unlimited

Product sourcing:

1

Products in portfolio pipeline

2

Market(s) of commercialization

3

User(s)



Thank You!

The only pipeline intelligence and pharmaceutical product sourcing platform!

Contact
support@pipelinepharma.com