

Catenion

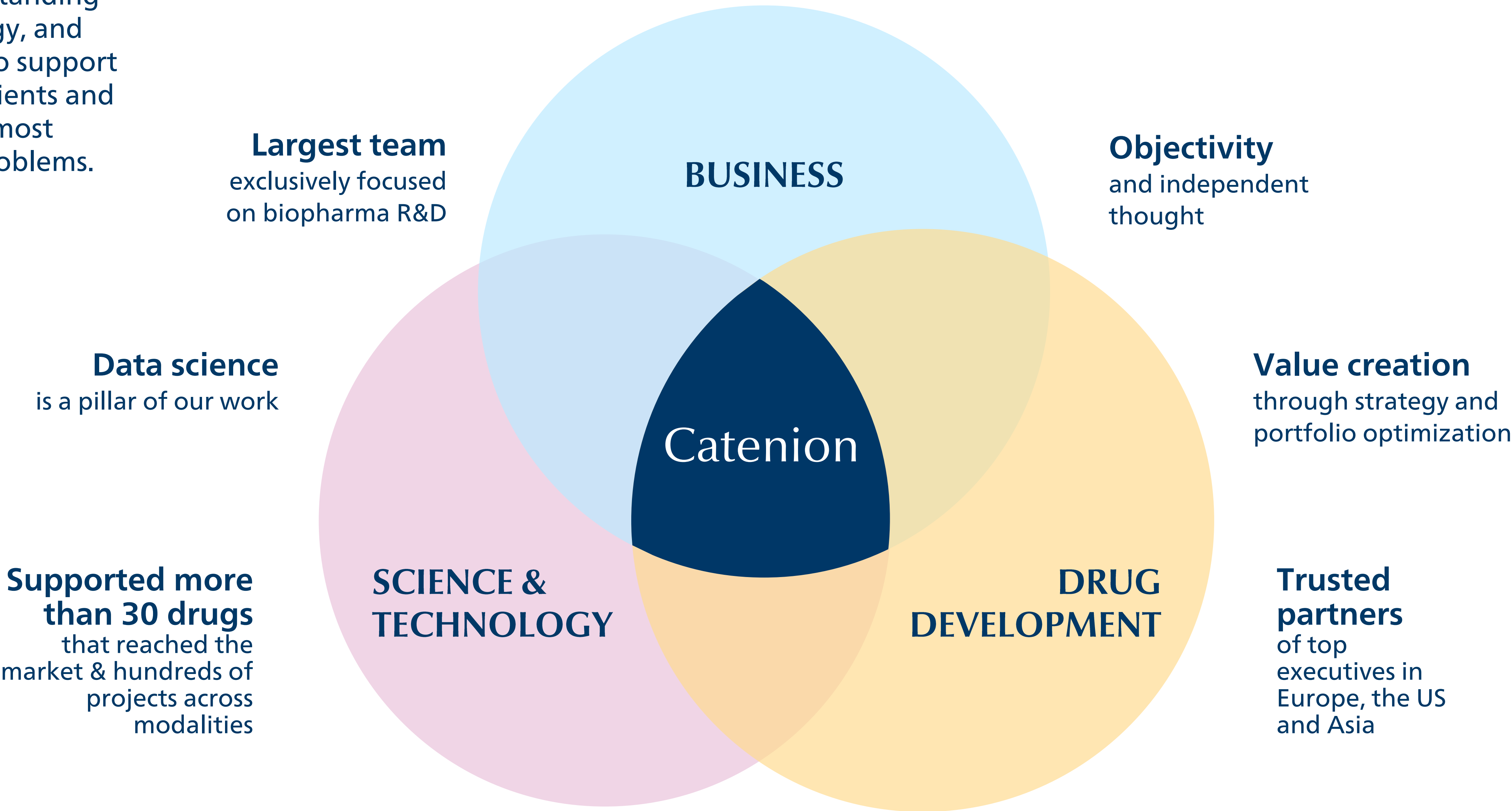
2024

SCIENCE-DRIVEN STRATEGY

WHO WE ARE

2024

Our in-depth understanding of science, technology, and medicine allows us to support C-level biopharma clients and investors with their most pressing strategic problems.





FOUNDED IN 2003

Track record
of 20 years
of helping
Biopharma
companies
succeed



EXPERTISE

Biopharma
Industry
Data Science



FOCUS

Corporate and
R&D Strategy
for the data-
driven age



TEAM

Team of 40
90% PhDs
Multisciplinary
International



CLIENTS

More than
250 clients



LOCATIONS

HQ in Berlin
Satellite Offices
in Boston,
London and
Tokyo



EXPERIENCED LEADERSHIP

> 20 years of experience and deep industry knowledge

STRATEGIC THINKERS (>90% PhDs)

Science and data-driven end-to-end analyses incl. screening, deep dive assessments, strategic thinking with a client-centric approach

INTERDISCIPLINARITY

Extensive backgrounds in all therapeutic areas, data science, bioinformatics, software engineering

SELECTED CLIENTS

2024



Catenion

BIOTECH

Including 7 of the
“Fierce 15” top
biotechs 2021 & 2022



PHARMA

15 of the top 30
pharma companies

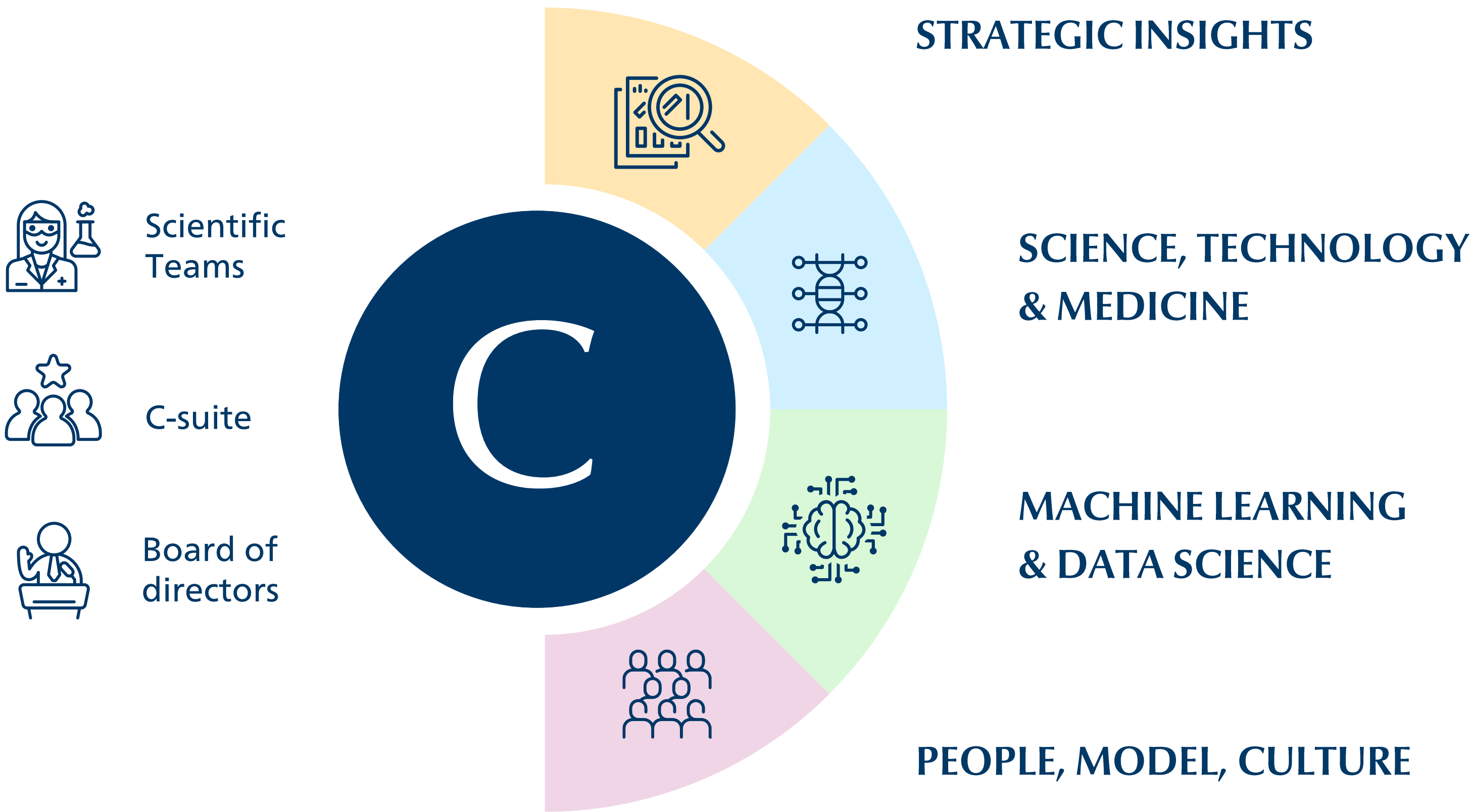


INVESTORS



ACADEMIC INSTITUTIONS / GOVERNMENT AGENCIES





- What is our strategy and focus? How to manage a Portfolio?
- How to effectively communicate strategy?
- How to grow in a sustainable manner?
- How to communicate with investors and Board of Directors?

- Which assets to in-license to strengthen company's position?
- What is the long-term value of this company?
- Which therapeutic areas to focus on/expand?
- How to forecast & evaluate assets and technologies?
- Where to go with a specific technology?
- How to build and expand a technology platform?

- How to create an end-to-end view on novel targets (from science to commercial)?
- How to separate the hype from reality in the area of ML/AI?
- How to build predictive analytics for effective portfolio decision-making?

- How to ensure lean governance?
- How to drive innovation?
- How to empower teams?
- How to create an organization that is both productive and creative?

SUPPORT FOR INVESTORS

2024

Catenion routinely supports Investors, Venture Capital firms, and their portfolio companies in the biopharma field.

Sharpening strategic
positioning & value
proposition

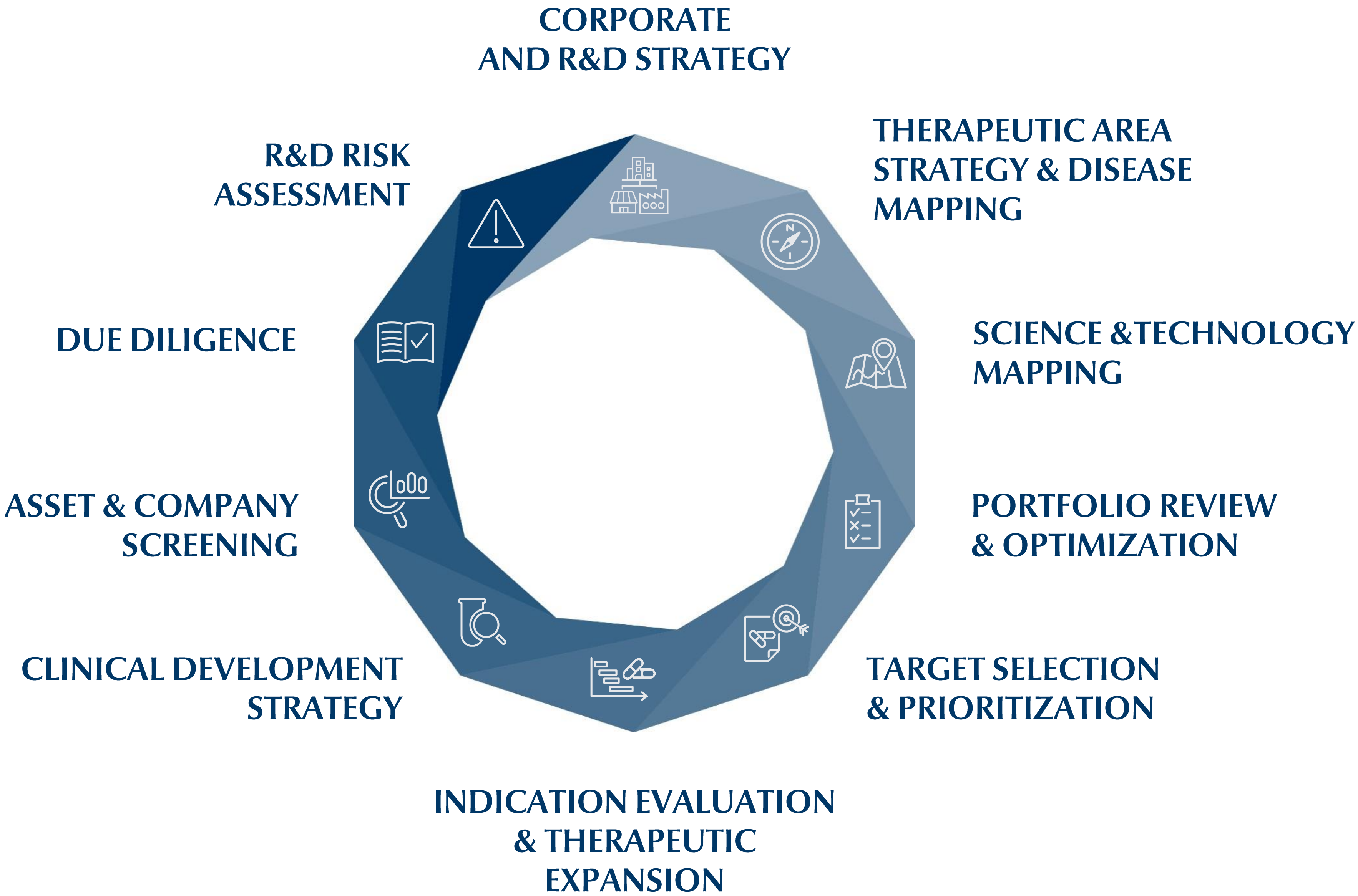
Performing due diligence
before investment

Assessing technology
landscape and
competitive analysis for
portfolio companies

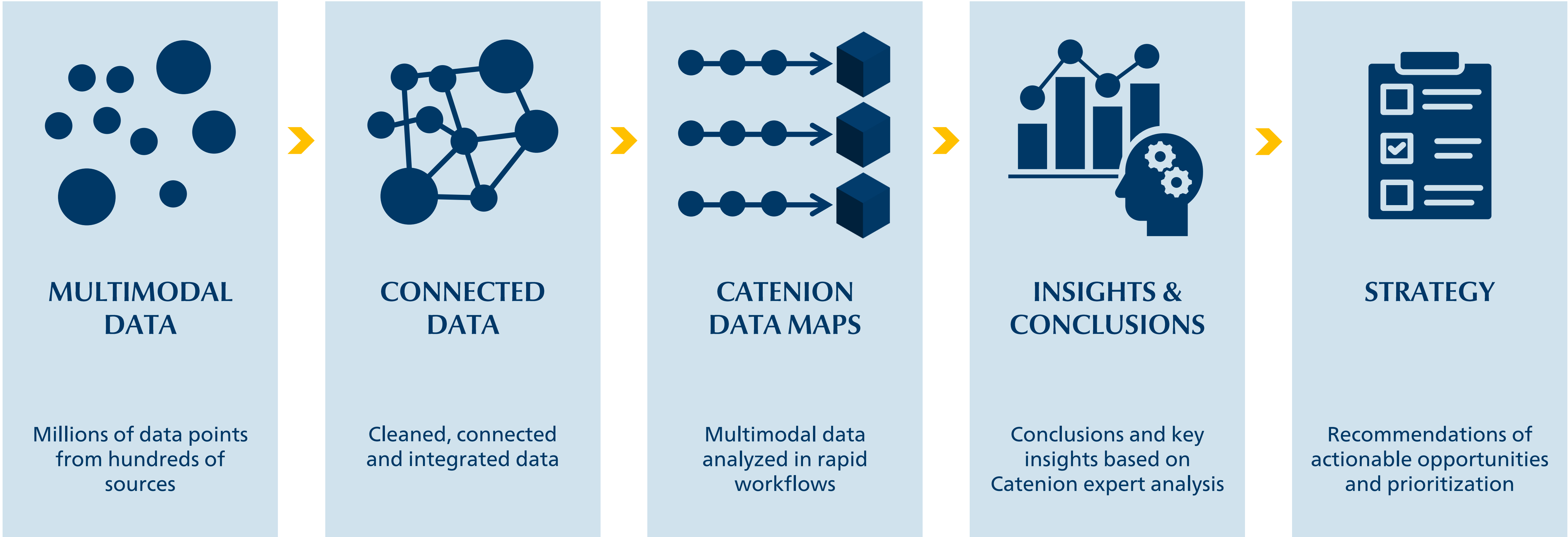
Developing strategy for
early-stage companies
(from platform to
pipeline)

Searching and
prioritizing assets for
portfolio companies

Acting as a virtual
strategic planning group
for seed stage or Series
A/B companies



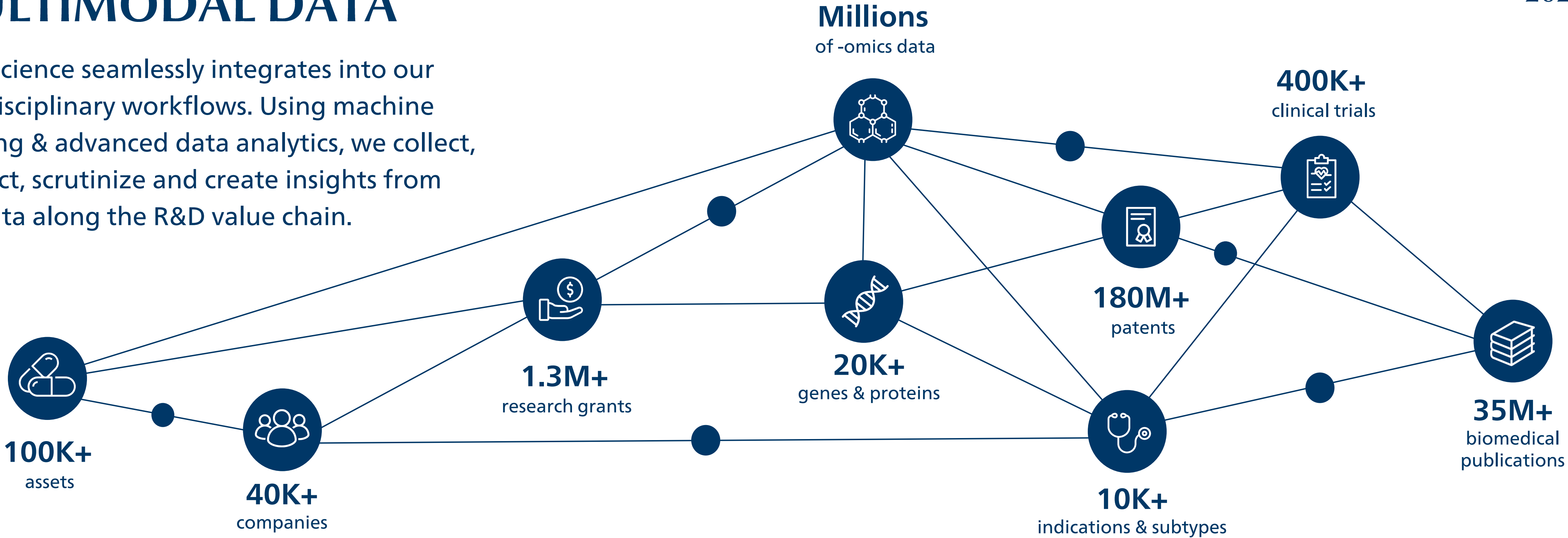
We harness the power of advanced analytics and human expertise to identify actionable opportunities from complex biological and clinical data enriched with market analyses and competitive intelligence. Our unique blend of science & strategy expertise is the basis for better decision-making rooted in holistic assessments.



MULTIMODAL DATA

2024

Data Science seamlessly integrates into our interdisciplinary workflows. Using machine learning & advanced data analytics, we collect, connect, scrutinize and create insights from Big Data along the R&D value chain.



ASSETS

Hidden gems available for licensing or acquisition

DRUG TARGETS

Targets suitable for a given modality based on customized screening

INDICATIONS

With high unmet medical need and the best mix of scientific confidence, development feasibility & commercial opportunity

COMPANIES

Partnering opportunities and underappreciated companies to acquire

PUBLICATIONS

2024

Our team frequently publishes and speaks about biopharma strategy topics.

Catenion's end-to-end approach to target prioritization

January 2024

Longitudinal global biopharma R&D productivity and growth ranking

December 2023

Financing innovation in women’s health

November 2023

Catenion’s Accelerated Search & Acquisition Process (ASAP)

March 2023

Pharma spreads its bets on multiple modalities in advanced products

July 2022

Predicting success of clinical trials

March 2021

Predicting success of Phase III trials in oncology

December 2020

The architecture of a blockbuster

November 2020

2019 rare diseases and orphan products breakthrough summit

February 2020

Digital transformation in drug discovery

June 2019

Catenion’s ASAP for biopharma

June 2018

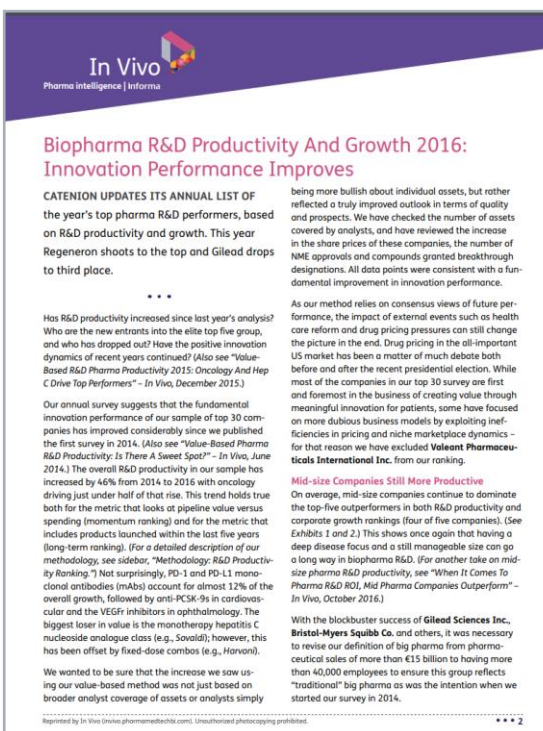
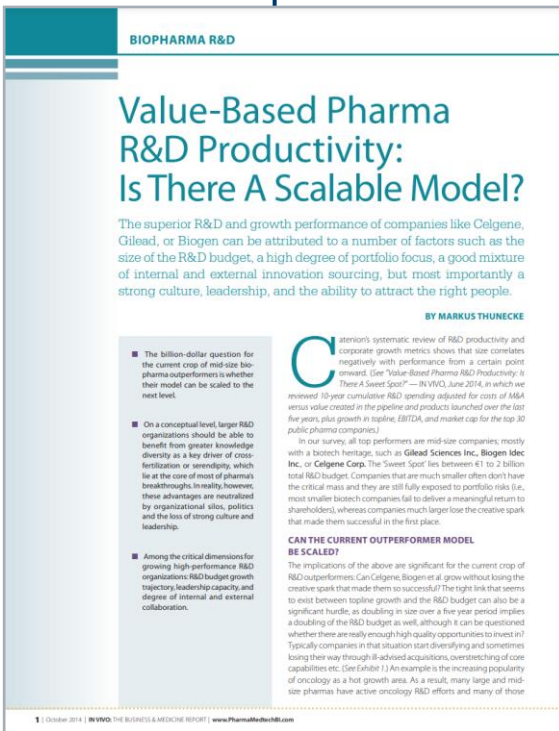
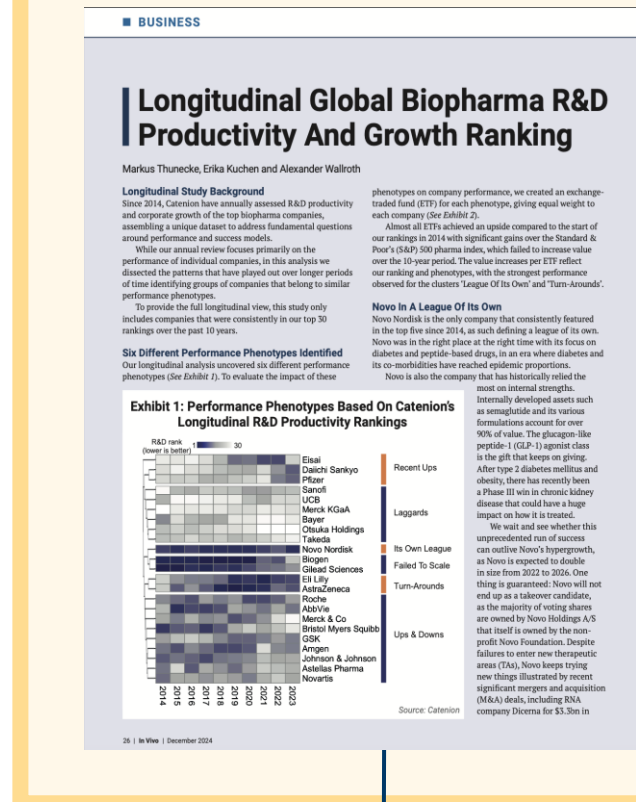
R&D PRODUCTIVITY ANALYSIS

Since 2013, we have systematically analyzed biopharma outperformers and published annual rankings in In Vivo.

WHICH ARE BIOPHARMA'S MOST SUCCESSFUL COMPANIES?

WHAT ARE SHARED ELEMENTS – WHAT CAN BE LEARNED FROM THEIR STORIES?

10-YEAR longitudinal study



2013

2014

2015

2016

2017

2018

2019

2020

2021

2022

2023

Cation

Click on each publication to read it. Find all publications [HERE](#).

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WHAT OUR CLIENTS SAY ABOUT US

2024

We have successfully worked with Catenion on various strategic- and portfolio- related topics. They **really go deep** into the science and are able to translate into **effective strategies**. They are fully at home in the world of US biotech and have an **extensive network** in Europe and Japan.

JON P. STONEHOUSE

Biocryst Pharmaceuticals Inc., President and CEO



Apart from their **strong analytics**, what I particularly appreciated was the **pragmatic approach** of the Catenion team. Without eschewing clarity and conflict where necessary, they involved the organization with a **constructive, participatory spirit**, thus turning initial apprehension into positive energy for implementation that we could harness for the change the company needed.

ROB KOREMANS

Aventis Sanofi, Senior Vice President
/ CEO Generics Europe



I **tremendously enjoyed** working with Catenion. They are fully at home in pharmaceutical Discovery and bring a **highly unusual combination** of rigorous analytical mind-set with a pragmatic understanding of R&D strategy and organizational mechanics.

DR. GIANNI GROMO

F. Hoffman-La Roche AG, Global Head Metabolic & Vascular Disease Area



One of the toughest decisions I had to take in my role as CEO of Bayer Pharma was to refocus our Discovery activities after the market withdrawal of Lipobay. Using their proprietary tools, benchmarks and a tough, fact-based approach, **Catenion guided** the Discovery management team through a difficult process of prioritization of therapeutic areas and projects and **provided crucial support** for the decision making of the Bayer Corporate Board.

DR. WOLFGANG PLISCHKE

Bayer Pharma, CEO



WHAT OUR CLIENTS SAY ABOUT US

2024

When dealing with strategic topics related to R&D, **Catenion is my partner of choice**. They bring **unique perspectives** and frameworks, and their **deep rooting** in science and technology clearly differentiates them from other consulting firms that I know.

DR. STEFAN OSCHMANN
Merck KGaA, CEO



Catenion was able to **identify and address the fundamental question** across every aspect of the value chain for each of the programs was assessed. Their insight into the science and regulatory landscape, manufacturing challenges, competitive dynamics, and commercial potential provided an **objective understanding of the risks and opportunities**.

MIKE SHERMAN
Endocyte, CEO



Catenion is an **outstanding partner**. They **deeply understand the needs** of a client, work closely with the upmost **professionalism and focus** on key outcomes, with unwavering focus. Their **insights are top notch** across the board with true scientific rigor.

DAVID BERRY
Valo Health / Flagship Pioneering, CEO/ General Partner



Teva Pharmaceuticals asked Catenion to do a **comprehensive assessment** of our specialty pipeline supporting the executive team to define the future specialty strategy. Catenion was not shy of asking tough questions related to our R&D programs and portfolio selection. Our R&D organization **highly appreciated their collaborative approach, scientific depth and independent mindset**. Catenion convinced our R&D and executive teams, as well as the Board with independent recommendations based on real analytical depth. Crucially, their understanding of the organizational dynamics of decision-making in large organizations resulted in **actionable results** out of this project. I would **recommend them to anybody** who has challenging R&D strategy-related topics and requires an in-depth analysis of pipeline assets.

DR. SVEN DETHLEFS
Teva Pharmaceuticals , Executive Vice President, North America Commercial





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