



16th IPLS Annual Meeting

# IPLS BRIGHTON ONLINE



**PHARMDSIDE**

Strategic Business Advisors

The 16th IPLS Annual meeting will now take place in two parts

Part 1 to be hosted online 16th-17th September 2020

## Global Pharmaceutical Pipeline Overview

Manon Decelles, Managing Director,  
Pharmdside Strategic Business Advisors  
September 16, 2020





**PHARMDSIDE**

Strategic Business Advisors



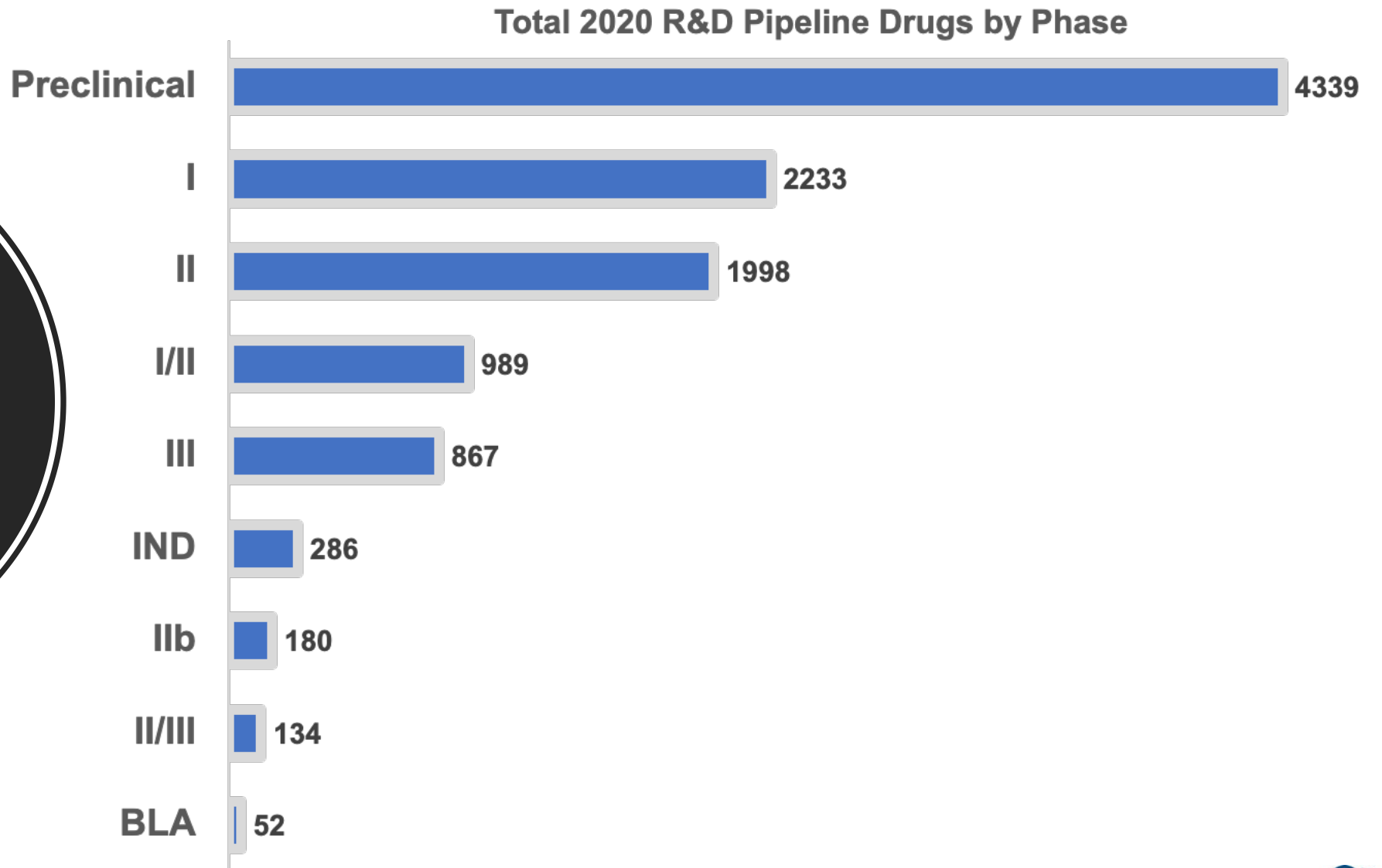
## Manon Decelles

Founder and Managing Director  
Pharmdside Strategic Business Advisors

President of the Canadian Healthcare  
Licensing Association (CHLA)

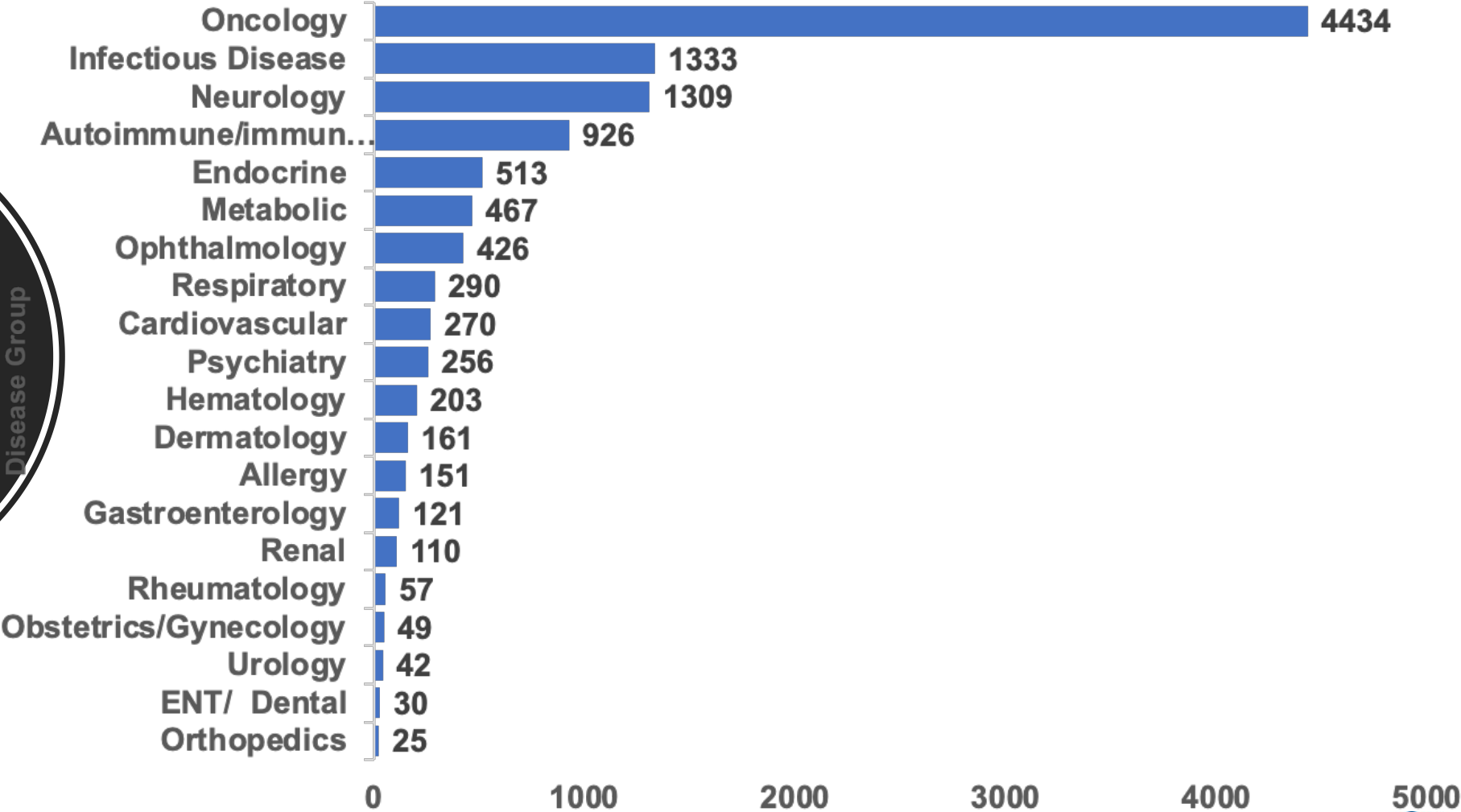
- 25 years in the pharmaceutical industry in finance, marketing, strategy, business development and M&As
- Several deals in leading pharmaceutical and Fortune 500 companies: Aventis, Sanofi, Pharmascience and McKesson.
- Founded Pharmdside Strategic Business Advisors, an advisory and consulting firm assisting companies identifying new business opportunities and closing deals.
- Bachelor of Business Administration from HEC Montreal, Chartered Professional Accountant (CPA) and President of the Board of the Canadian Healthcare Licensing Association (CHLA)

# 2020 Global R&D Pipeline by Phase



**2020 Global R&D Pipeline by Disease Group**

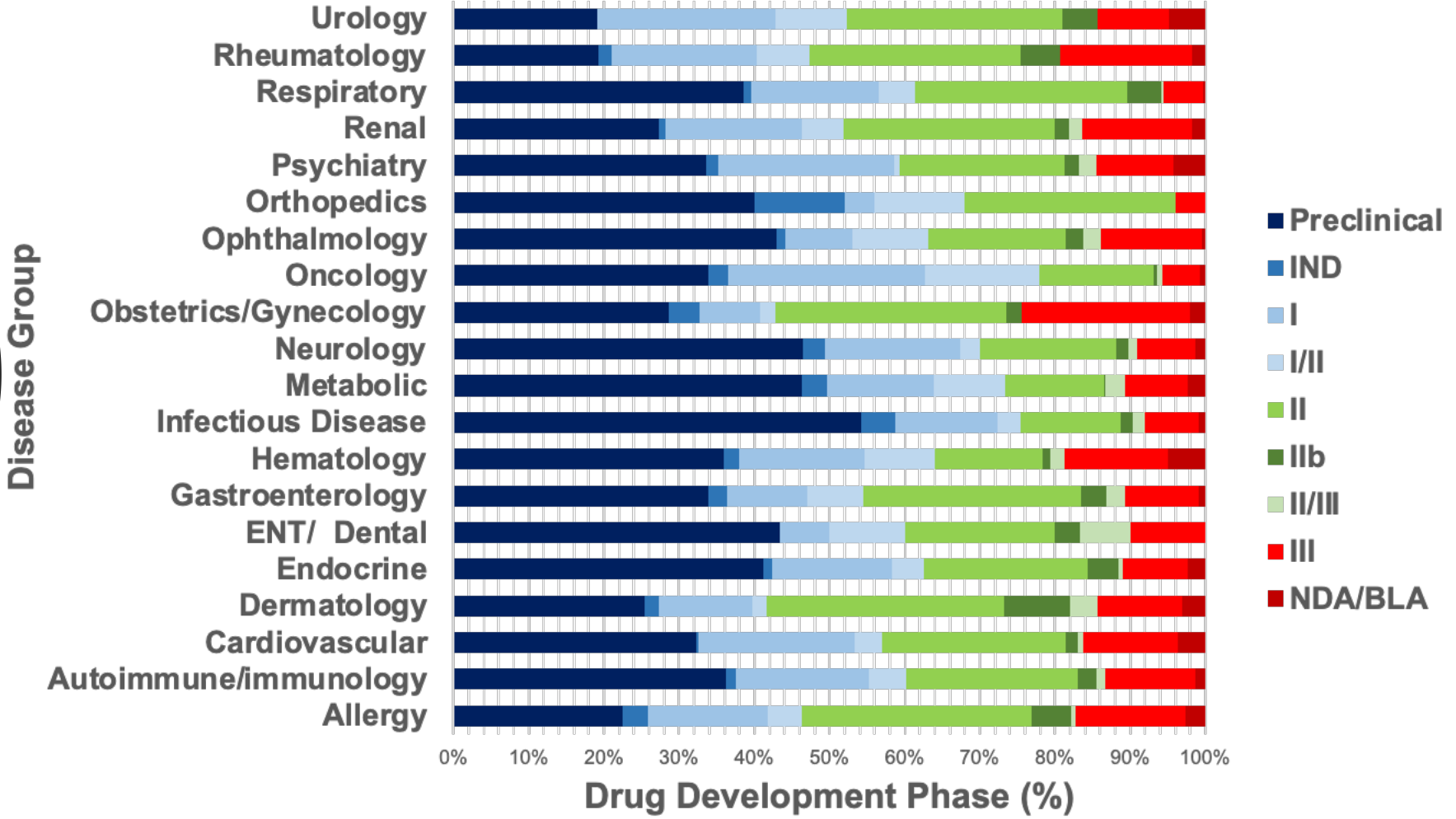
2020 Global Pharmaceutical Pipeline by Disease Group





10% of 2020 global R&D pipeline in late-stage

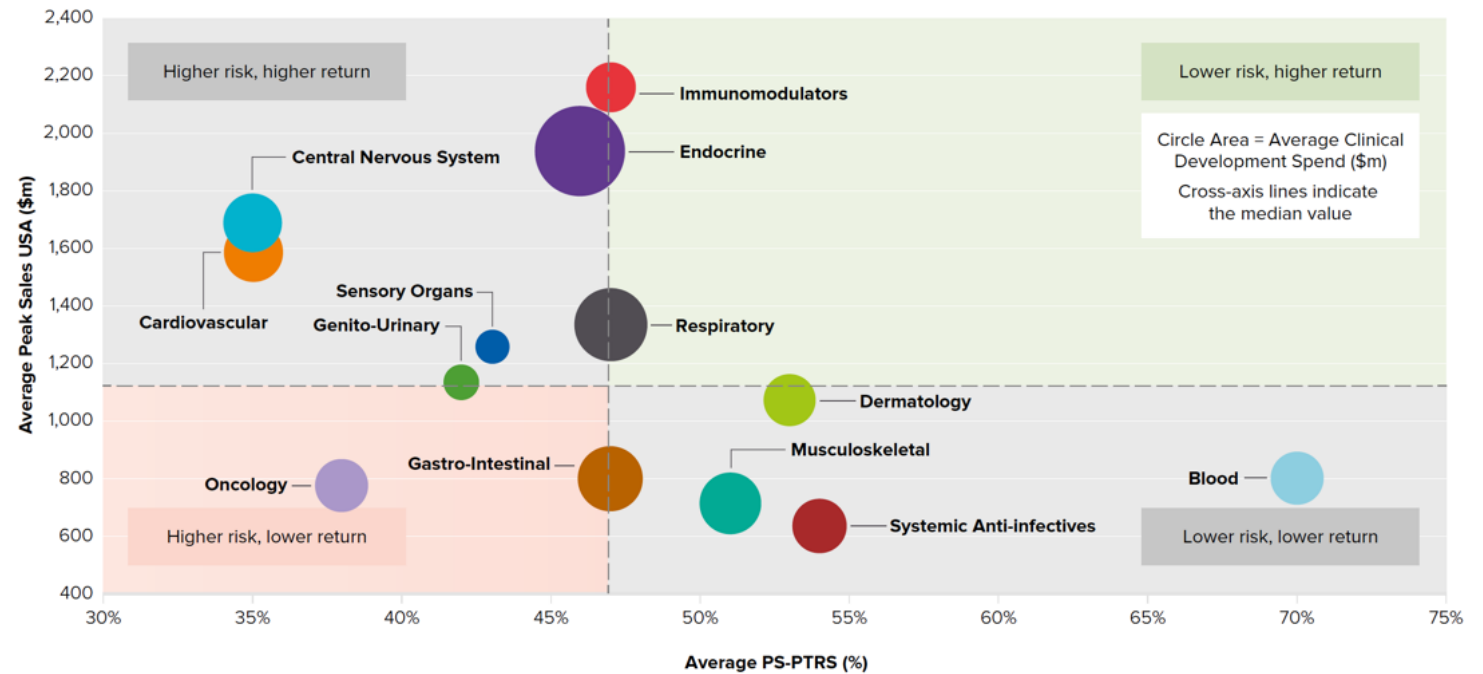
## 2020 Global Drug Pipeline by Phase and Disease Group



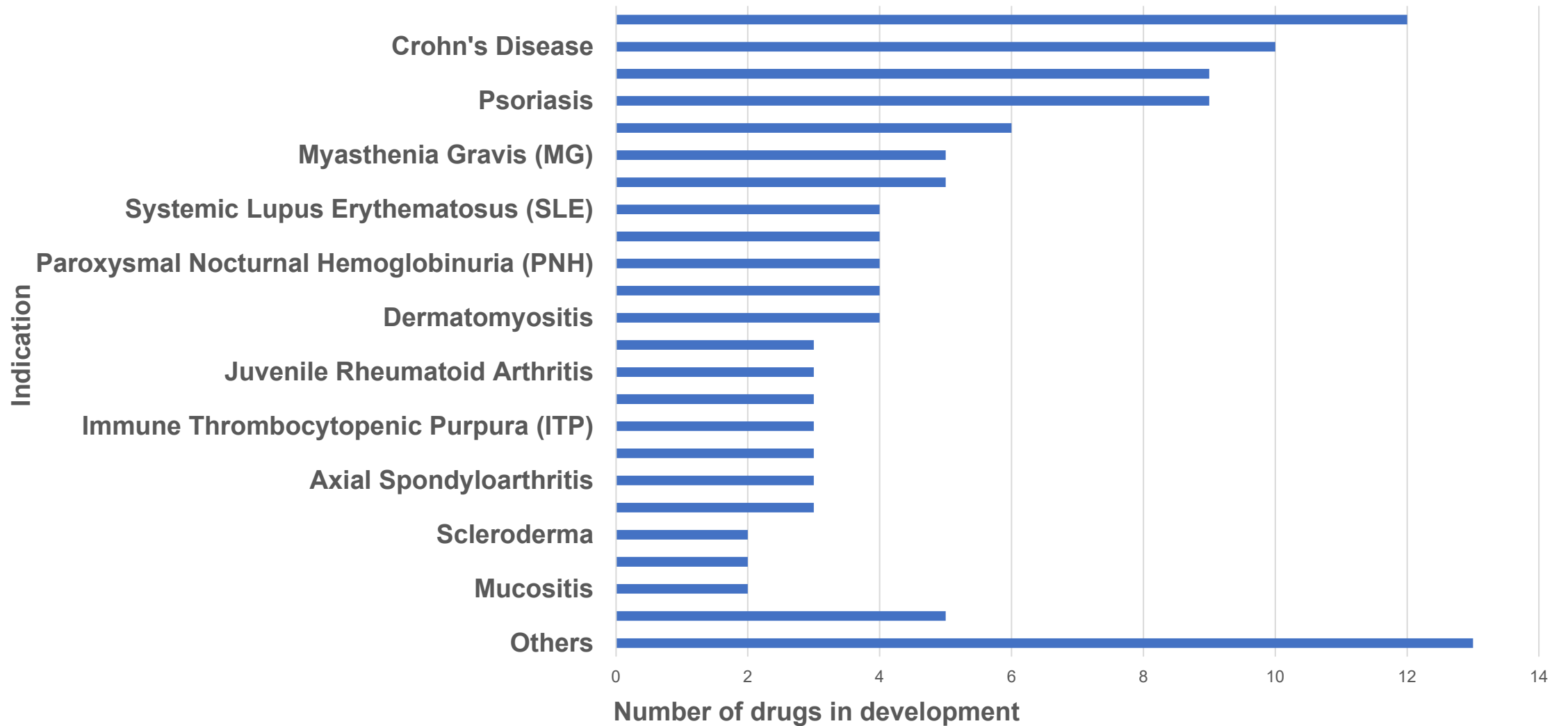
Of all Phase III assets, drugs to treat blood disorders have the highest probability of technical and regulatory success (PTRS) and the most likely to be approved by FDA.

**Figure 4: PTRS vs Predicted Peak Sales by Therapy Area of Current US Pipeline Phase III Assets**

Source: EvaluatePharma Vision®, June 2020



## Global Ph III and Pre-registraton Pipeline Drugs for Autoimmune's Disease





# Digital Fall Networking Event 2020

## September 24 16:00-18:00 EDT

### BD in a Post-COVID World: Connection without Connecting

IQVIA, Mark Omoto, will share insights and his perspective on the impact of COVID-19 for Life Sciences

- current state of R&D
- prescription demand
- launch strategies
- current realities of post-COVID-19 world

• **WORKSHOPS:**

- 1) Business Case Assumptions post-COVID
- 2) Uncovering Opportunities
- 3) Distanced Due Diligence

**Registration Fee:**

Member pricing: CAD \$99  
Non-Member pricing: CAD \$129  
"Dry" pricing (no wine shipment): CAD \$49

**Details and Registration:**

<http://www.chlassoc.com/event/chla-digital-fall-networking-event-2020/>

*GUIDED WINE TASTING: (available to Canadian residents only)*



Canadian Healthcare  
Licensing Association



THANK YOU to our Sponsor



# Need help with pipeline?



**Manon Decelles**



**Nathalie Gosset**



**Ron Krawczyk**



**Anjan Aralihalli**



**Marie -Josée Martel**



**Josée Charron**



**Jean Chretien**



**Dan Popovici Toma**



Pharmdside is a strategic advisory and consulting firm assisting companies with their growth strategies through partnership. Clients from the pharmaceutical and biotech industry rely on Pharmdside insights to identify new licensing and acquisition opportunities and to assess market landscape and product value and on its international network to close facilitate deal making. Pharmdside has become the

*Thank You!*

Q&A

A 3D rendering of the letters 'Q', '&', and 'A' in a blue, sans-serif font. The letters are thick and have a slight shadow on the white surface below them. The 'Q' is on the left, the '&' is in the middle, and the 'A' is on the right. The background is a plain white surface.