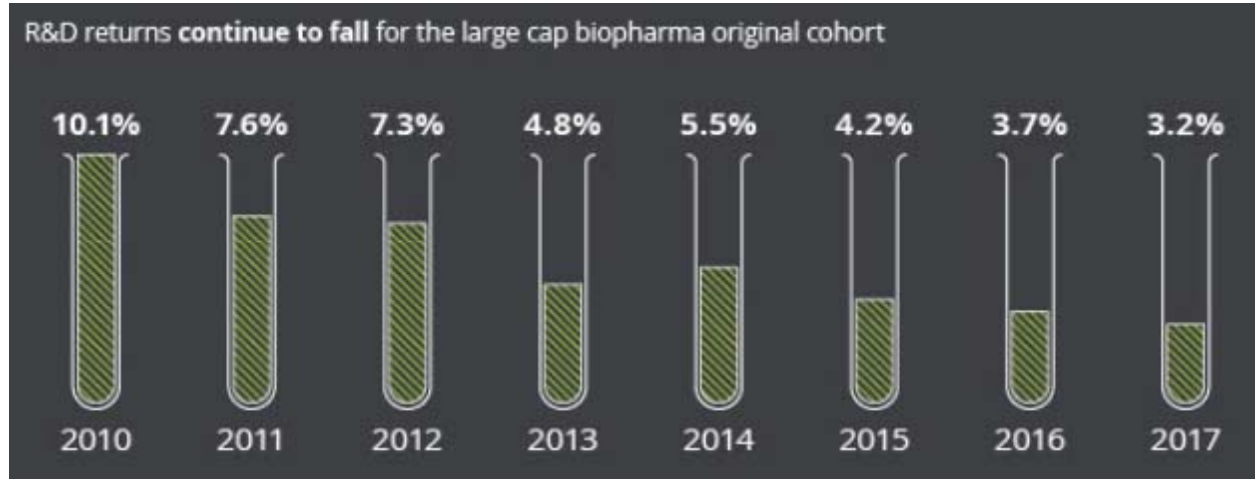


NEWSLETTER Q4 2017

REVERSING THE DECLINE IN R&D PRODUCTIVITY



SOURCE: MEASURING THE RETURN FROM PHARMACEUTICAL INNOVATION 2017 DELOITTE

Commentators agree that for pharma to reverse the downward trend in R&D productivity, more resource needs to be focused at the early stage of the development pipeline, which currently lacks both diversity and volume.

Real barriers to access exist in that the current External Innovations/Scouting networks are focused on later stage eg incubation, and that the lack of any commercials at this early stage means that minimum due diligence cannot be achieved which constrains promising science from being examined any further.

Xler8tr addresses these real barriers to entry to pre-incubation science faced by pharma, by

- access to a target rich environment of pre-incubation science in a £15bn IP portfolio spread across over 30,000 projects, growing at the rate of £1.4bn pa;
- acceleration of the non-science/commercials, to a minimum level of due diligence, even in the absence of any existing commercials, for a fixed price and in conjunction with some of the leading global advisory businesses, via the Xler8tr course;

Apart from adding volume and diversity to the pipeline, by using Xler8tr pharma can and for the first time, address a major point of failure in incubation. Xler8tr gives pharma the opportunity to stress test the commercials on a try before you buy basis pre-incubation and at a low fixed cost. All graduates of the Xler8tr course meet a commercial due diligence level which means that incubation entry can be judged solely on the science.

With Xler8tr pharma can now add diversity and volume, as well as raise the standard of entry into incubation greatly strengthening the pipeline.

Xler8tr – Helping to solve a £5bn problem with a £270,000 solution.