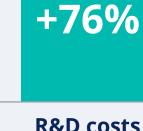
Scientific Al trends in biopharma

Challenges mount for biopharma

From 2013 to 20221

R&D productivity is declining



R&D costs

per drug

manufacturing

-25%

Forecast sales

per drug

on late-stage pipeline

Rate of return

-82%

49%

Drugs derived from living cells are more costly and difficult to manufacture than small molecules.

The rise of new modalities complicates

50% **New drug modalities** in the last 20 years 40%

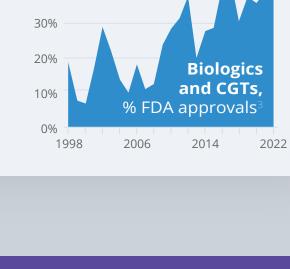


Bispecific proteins

Cell and gene

therapies

(CGTs)



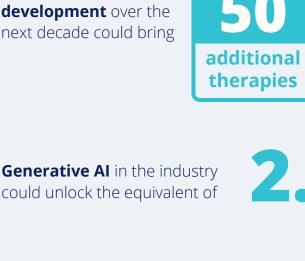
Al promises huge impacts in biopharma

The industry looks to AI for help

Al in early-stage drug

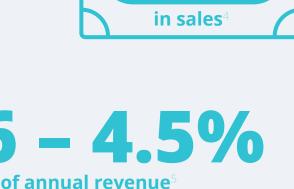
Generative AI in the industry

development over the



to market

worth over



Predictive

maintenance

Digital quality

control

Continuous

method

verification

"[Al can] improve the biggest challenge of the sector, which

is the productivity of R&D."

Emma Walmsley

Christophe Weber

CEO, Takeda

CEO, GSK

transformation

De novo

design

The entire value chain is poised for

Research Manufacturing/QC Development Safety **Target** Virtual Efficacy Process control discovery screening prediction prediction & optimization

Trial

optimization

Scientific use cases for AI in biopharma

Drug

repurposing



ADMET

prediction

23 of the top 50 "AI will reduce the cost of R&D biopharma companies



1.5%

2023

mentioned AI on earnings

Biopharma companies

have invested over

[per] molecule. It has to."8

in upfront payments through collaborations with AI companies¹⁰

4.0%

2030

Preparing scientific data for AI is hard

But Al's success relies on the data

"The first thing we've learned is the importance of **having outstanding data** to actually base your ML on....[W]e've had to spend most of the time just cleaning the data sets before you can even run the algorithm. It's taken us years just to clean the datasets."11 Vas Narasimhan, M.D.

CEO, Novartis

"[T]he value of data is not in the tool or the method or the idea. The value of the data is in the **effort** that you put into making the data valuable."12

> **Jeffrey Reid** Vice President

> > Regeneron

RGC Chief Data Officer

of machine learning projects fail, primarily due to a lack of Al-ready data, clearly defined ROI, and domain expertise

barrier to implementing AI,

according to a biopharma

industry survey¹⁴

Low quality and poorly curated

datasets are the

Eager to get started with AI? Your scientific data may be holding you back. Read our white paper to understand why biopharma

References

Data issues threaten Al initiatives

Download white paper

companies risk falling short of their Al goals.

1. Emily May, Leena Gupta, Karen Taylor, and Wendell Miranda, Seize the digital momentum: Measuring the return from pharmaceutical innovation 2022, Deloitte, January 2023, https://www2.deloitte.com/us/en/pages/life-sciences-and-health-care/articles/measuring-return-from-pharmaceutical-innovation.html. Sven Fraterman, Wen Xie, Chun Wu, Maximilian Thielmann, and Brian Yudhistiara, "New Drug Modalities Offer Promise and Peril," BCG, March 13, 2023, https://www.bcg.com/publications/2023/benefits-and-risks-of-new-drug-modalities. 3. Melanie Senior, "Fresh from the biotech pipeline: fewer approvals, but biologics gain share," Nature Biotechnology 41 (2023): 174-182, https://doi.org/10.1038/s41587-022-01630-6.

6. CB Insights, "Pharma AI Readiness Index: Who's best-positioned for the AI boom?," August 8, 2023, https://www.cbinsights.com/research/ai-readiness-index-pharma/. 7. Alan Murray and Nicholas Gordon, "GSK CEO Emma Walmsley says A.I. could improve Big Pharma's most 'profound' challenge: R&D productivity," Fortune, June 1, 2023, https://fortune.com/2023/06/01/gsk-ceo-emma-walmsley-interview-leadership/. Lisa Takagi, "Takeda's Weber On Digitalizing Pharma In Ongoing Strategic Shift," Scrip, April 28, 2023, https://scrip.pharmaintelligence.informa.com/SC148286/Takedas-Weber-On-Digitalizing-Pharma-In-Ongoing-Strategic-Shift. $9. \quad \text{Morgan Stanley, "Why Artificial Intelligence Could Speed Drug Discovery."} \\$

10. Accenture, "Technology Vision 2023 for Biopharma," 2023, https://www.accenture.com/us-en/insights/life-sciences/biopharma-technology-trends-2023. 11. David Shaywitz, "Novartis CEO Who Wanted To Bring Tech Into Pharma Now Explains Why It's So Hard," Forbes, January 16, 2019, https://www.forbes.com/sites/davidshaywitz/2019/01/16/novartis-ceo-who-wanted-to-bring-tech-into-pharma-now-explains-why-its-so-hard/?sh=b49efef7fc4f.

4. Morgan Stanley, "Why Artificial Intelligence Could Speed Drug Discovery," September 9, 2022, https://www.morganstanley.com/ideas/ai-drug-discovery.

5. McKinsey & Co., "The economic potential of generative Al: The next productivity frontier." June 2023, https://www.mckinsey.com/capabilities/mckinsey-digital/our-insights/the-economic-potential-of-generative-ai-the-next-productivity-frontier.

- 12. Kevin Folta, "The Changing Biotech Business and Big Data Ecosystem Dr. Jeffrey Reid, Regeneron," Talking Biotech, April 1, 2023, https://www.colabra.ai/podcasts/talking-biotech/390-the-changing-biotech-business-and-big-data-ecosystem-dr.-jeffrey-reid-regeneron. 13. Humera Malik, "Why 85% of Machine Learning Projects Fail – How to Avoid This," lloT World, February 24, 2021, https://www.iiot-world.com/industrial-iot/connected-industry/why-85-of-machine-learning-projects-fail. 14. Pistoia Alliance, "Lab of the Future 2023 Global Survey," 2023, https://www.pistoiaalliance.org/lab-of-the-future-report-2023/.

°-6 tetrascience