Pelorus Intelligence

Finding Signal in the *Noise*

Technology-fueled competitive intelligence for the life sciences industry

THE PROBLEM

Your competitive intelligence may have blind spots.

Your CEO forwards an analyst report highlighting competitor trial details you were unaware of.

The information was public, but no one was looking beyond the obvious sources.

An investor asks how you'll compete with a new market entrant that you've never heard of.

The signals were there months ago, but you were only focused on existing competitors.

Your CI agency delivers 'insights' that are just repackaged press releases.

You're left doing your own analysis from scratch, which is exactly what you hired them to prevent.

Missed. Ignored. Strategically misaligned.

THE SOLUTION

Beyond what is in plain sight.

Pelorus Intelligence was designed with one purpose: to find the data and information that provides true competitive advantage, faster and more comprehensively than anyone else.

Founded by an ex-U.S. Navy officer who built and led award-winning competitive intelligence functions in pharma, Pelorus Intelligence connects data points to drive high-probability, future-focused strategic insight.

- **Exhaustive**

  Hundreds of sources across languages, geographies, and formats — including non-traditional sources most CI programs ignore

- **Timely**

  Continuous 24-hour monitoring with automated prioritization and immediate alerts for material developments

- **Relevant**

  Context-trained analysis that delivers actionable intelligence, not regurgitated facts

WHO WE ARE

Constantine Velentzas

FOUNDER & CREATOR

- U.S. Navy officer deployed to Europe and the Middle East post-9/11 developed “healthy paranoia” of missing data
- ~20 years in pharma: Wyeth, Pfizer, Biogen, Alexion, AstraZeneca
- Designed and led Alexion's first competitive intelligence function
- Built competitive readiness infrastructure supporting 20+ in-line and pipeline indications

EXPERT NETWORK

Scientific Advisory

KOLs, scientists, and MDs providing clinical context, development expertise, and regulatory insights

Commercial Strategy

Current and former commercial leaders providing strategic insights, competitor evaluations, and market intelligence

Business Development

Analysts with deep biotech coverage providing expertise in financing behavior and transaction dynamics

THE STRUCTURAL GAP

Why conventional CI systematically misses key intelligence.

TRADITIONAL CI SOURCES & APPROACH

- Clinical trial registries
- Earnings calls & press releases
- Conference presentations
- Industry news services
- Obvious, pre-packaged sources
- Minimal automation; bandwidth constrained

PELORUS INTELLIGENCE SOURCES & APPROACH

- Patent databases (multi-geography, multi-language)
- Global regulatory correspondence & filings
- Government websites
- Social Media and Competitor Websites
- Less obvious, more labor-intensive sources
- Continuous monitoring and instant analysis

The highest-value, earliest available intelligence is found in the sources that require the most effort, skill, and creative thinking to access.

HOW IT WORKS

From noise to signal— in four steps.

01

Discover

Our software continuously scans competitor websites, clinical trial registries, regulatory filings, patent databases, social media, earnings transcripts, and more, including non-English sources worldwide.

02

Aggregate

Raw data from 24-hour feeds are automatically flagged, categorized, and catalogued to help us turn seemingly insignificant and disparate data into extraordinary insights.

03

Prioritize

Our decision analyzer evaluates every signal against pre-specified criteria. Low-priority items are logged, while material developments trigger immediate action.

04

Synthesize

The Pelorus Context Engine assesses competitor information through the trained lens of the client, providing relevant insights and implications in real-time.

Every source. Every signal. Nothing missed.

CAPABILITIES

Beyond better and faster data, full-spectrum competitive intelligence services are also available.

CORE PLATFORM

Continuous Monitoring

Technology-enabled, 24/7 surveillance of traditional and non-traditional sources across languages and geographies with automated flagging, categorization, and alert generation.

PROJECTS

Strategic Intelligence Projects

Bespoke tool development, competitive landscapes, pipeline trackers, portfolio expansion assessments, catalyst watch reports, CI workshops, conference surveillance, primary market research, predictive analytics and simulations, literature alerts, competitor website monitoring, etc.

ADVISORY

CI Training & Org Design

Design and build of CI functions that teams and leaders rely on to build a competitive mindset and drive organizational competitive readiness. Governance models, talent structures, technology recommendations, etc.

Coverage: Rare Diseases · Immunology · Neurology · Oncology · and beyond

Examples

From Directional to Actionable

The Pelorus CONTEXT ENGINE elevates strategic analysis from generic framing to evidence-based competitive positioning

PROMPT *"What are the strategic implications of Alexion developing gefurulimab in gMG for the FcRn class?" [Limit <75 words]*

AI ANALYSIS

Gefurulimab (ALXN1720), Alexion's anti-C5 nanobody, could disrupt the FcRn class by offering complement inhibition with subcutaneous convenience — directly challenging Vyvgart's positioning. If gefurulimab demonstrates continuous symptom control with simpler dosing, it undermines the FcRn value proposition of IVIg-like flexibility, potentially limiting FcRn market share in gMG.

AI ANALYSIS WITH PELORUS CONTEXT ENGINE

Gefurulimab's PREVAIL data (n=260; MG-ADL treatment difference −1.6, p<0.0001; onset week 1) positions it as a once-weekly SC C5 inhibitor offering continuous complement suppression — directly challenging the FcRn class's episodic IgG-lowering model. Against efgartigimod Hytrulo (also weekly SC), the strategic battleground shifts from convenience to mechanism: continuous control versus cyclical dosing, with gefurulimab's meningococcal risk traded against FcRn's hypogammaglobulinemia concerns.

TRIAL DATA	EFFICACY DETAIL	COMPETITIVE FRAMING	RISK TRADEOFF
✗ *"If it demonstrates..."*	✗ *None cited*	✗ *Generic positioning*	✗ *Not addressed*
✓ **PREVAIL n=260, p<0.0001**	✓ **MG-ADL Δ −1.6, onset Wk 1**	✓ **Hytrulo as named comparator**	✓ **Meningococcal vs. hypo-IgG**

INSIGHT Without context, the AI speculates. With context, it can much better articulate detailed competitive dynamics and strategic implications.

CASE STUDY

Proactive screening of competitor patents led to a 6-month competitive advantage for Alexion prior to approval of argenx's Vyvgart for MG.

In June 2019, argenx's U.S. patent application (US 2019/0194277 A1) disclosed the full Phase III ADAPT trial design — population, dosing, endpoints, and cycle structure — for efgartigimod in gMG.

We flagged it the same day. Sell-side analysts didn't surface it for ~5 months.

KEY TIMELINE

- **Jun 2019** — Patent published — Systematically flagged immediately
- **Nov 2019** — Guggenheim publishes first sell-side note (~5 mo. gap)
- **Jan 2020** — argenx discloses trial details at JPM Conference
- **Dec 2021** — Vyvgart (efgartigimod) approved by FDA

WHAT EARLY INTELLIGENCE ENABLED

Early Competitive Assessment

Rigorous analysis of mechanism, dosing strategy, endpoints, and regulatory timeline before any public disclosure

Cross-Functional Activation

Briefed commercial, medical affairs, market access, and IR — strategy developed proactively, not reactively

Pipeline & Portfolio Evaluation

Assessed implications across Ultomiris, ALXN1830, and ALXN1720 programs

Proactive Positioning

Anchored Ultomiris on "continuous symptom control" — a direct response to efgartigimod's intermittent dosing – and launched new campaign before Vyvgart approval

Patents are just one of many data sources that traditional CI agencies do not monitor.

PVLA DATA FLASH

Our software delivers trial analyses to your inbox before you can get coffee…

February 24, 2026 · Nasdaq: PVLA

KEY EFFICACY RESULTS (WEEK 24, ITT n=49)

PRIMARY ENDPOINT

+2.13 mLM-IGA mean change — p<0.001

KEY SECONDARY

−3.36 Blinded mLM-MCSS — p<0.001

RESPONDER RATE

95% improved on mLM-IGA (41/43 completers)

MUCH/VERY MUCH IMPROVED

86% rated +2 or +3 on mLM-IGA (37/43)

All 4 secondary endpoints also reached statistical significance (all p<0.001)

SAFETY & TOLERABILITY

- Well-tolerated; no drug-related SAEs reported
- All treatment-related AEs rated mild or moderate
- Systemic rapamycin <2 ng/mL at all timepoints for all patients
- 98% of completers elected to continue treatment in extension period

REGULATORY & TIMELINE

- Breakthrough Therapy + Orphan Drug + Fast Track designations
- NDA submission planned H2 2026
- Potential U.S. approval H1 2027
- Would be first FDA-approved therapy for microcystic LMs (~30K U.S. patients)

PIPELINE EXPANSION

Also advancing QTORIN rapamycin in cutaneous venous malformations and clinically significant angiokeratomas (both granted FDA Fast Track).

Source: Palvella Therapeutics press release, Feb 24, 2026 (GlobeNewswire)

...and can create an earnings summary before the market even has a chance to react.

February 24, 2026 · Nasdaq: DAWN

FINANCIAL PERFORMANCE

FY 2025 OJEMDA REVENUE
$155.4M
vs. guidance $145–$150M | +172% YoY

Q4 2025 OJEMDA
$52.8M
vs. Q3 $38.5M | +37% QoQ acceleration

FY 2026 GUIDANCE (REAFFIRMED)
$225–250M
U.S. OJEMDA | implies ~53% YoY growth

CASH POSITION
$441.1M
Post-Mersana acquisition | minimal cash impact

ASSESSMENT

Strong execution quarter. Q4 acceleration validates the commercial ramp and supports 2026 guidance. Mersana acquisition diversifies beyond a single product while preserving balance sheet. Swing factors: FIREFLY-2 enrollment (H1) and Emi-Le data (mid-2026).

Source: Day One Biopharmaceuticals FY 2025 earnings release, Feb 24, 2026

PIPELINE SNAPSHOT

OJEMDA (tovorafenib) — APPROVED
Relapsed/refractory pLGG. 3-yr FIREFLY-1 durability data at SNO Nov '25.

FIREFLY-2 (tovorafenib) — PHASE 3
Frontline pLGG (3–4x larger market). Full enrollment expected H1 2026.

Emi-Le (B7-H4 ADC) — PHASE 1
Adenoid cystic carcinoma. Acquired via Mersana (Jan '26). Data mid-2026.

DAY301 (PTK7 ADC) — PHASE 1
Multiple cancers. Dose escalation ongoing. Initial data H2 2026.

UPCOMING CATALYSTS

- Mar 3: TD Cowen fireside chat — launch trajectory & Mersana integration
- H1 2026: FIREFLY-2 full enrollment — key long-term value driver
- Mid-2026: Emi-Le updated Phase 1 data — validates Mersana deal
- H2 2026: DAY301 initial clinical data — ADC platform proof-of-concept

QUANTITATIVE PREDICTIVE MODELS

Monte Carlo simulations designed to ID future threats

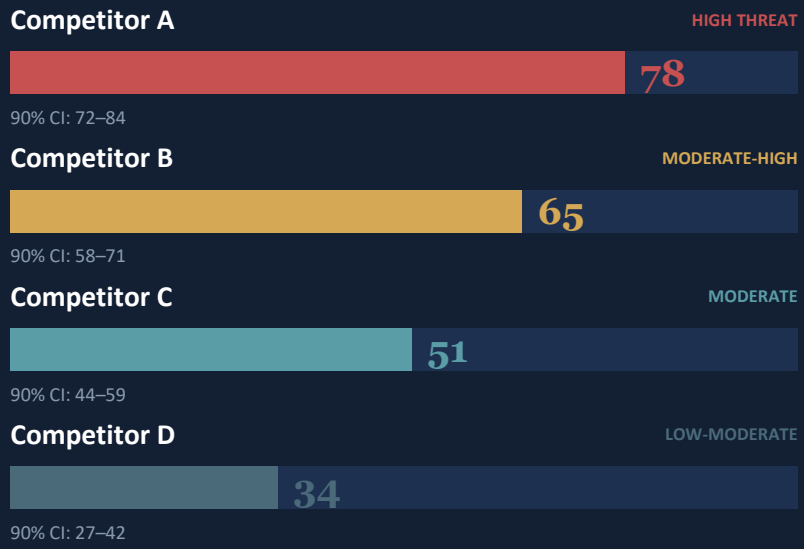
Hypothetical assessment of four competitors across weighted competitive dimensions | 10,000 simulation runs

EXAMPLE WEIGHTED VARIABLES

Variable	Weight	Input Type
Pipeline Maturity	25%	Phase of development, trial readiness
Clinical Data Strength	20%	Efficacy signals, safety profile, endpoints and comparators
Regulatory Pathway	15%	Designation status, filing timeline, trial footprint
Commercial Readiness	15%	Sales force, market access, KOL network
Differentiation Potential	15%	Mechanism, dosing, administration, price (TPP)
Financial / Partnership	10%	Funding, strategic partners, deal activity

Variables and weights are benchmark and expert-informed for each simulation. Above is illustrative only.

SIMULATION OUTPUT: COMPOSITE THREAT SCORES



Scores are directional inputs for strategic planning — designed to complement, not replace, expert judgment and qualitative analysis

Other CI agencies will tell you what *already* happened, while we're predicting what's next.

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