OpportunityIQ

From molecule to market decision.

Which asset, which country, which deal, and what it's really worth.

AI business intelligence for global biopharma commercialisation.



Agile Dynamics · Investor and partner briefing · November 2026

THE PROBLEM

Proven therapies stay stranded in their home markets

01

The wrong unit of analysis

Teams rank the biggest pharma markets instead of asking whether one asset can be registered, paid for and supplied in one country.

02

Evidence in silos

Epidemiology, approval routes, tender prices, patents and sanctions sit in different systems and different teams.

03

Sales mistaken for value

Under a licence the owner earns a royalty, not the sales. Most cases overstate what the owner will actually receive.

THE INSIGHT

Market size is not market value.

2,500
incident patients a year

104
treated at peak, after stage, eligibility and coverage

$2.1m
licensee sales in the peak year

$0.25m
what the owner actually receives: a 12% royalty

Illustrative: hypothetical cancer vaccine licensed in a hypothetical country of 10 million people. Not a real asset or market.

THE SOLUTION

OpportunityIQ turns a portfolio into a ranked pipeline of investable deals

Connect

Epidemiology, approvals, tender prices, patents, competitors and banking rules in one model.

Screen

Stops anything that can’t be lawfully contracted, supplied or paid for, before any sizing.

Size

Builds each market from real patient counts, year by year: TAM, SAM and SOM.

Value

Compares what the owner receives by licence, supply, tech transfer or JV, risk-adjusted.

Weeks, not months: every opportunity comes with an auditable business case.

HOW IT WORKS

Every opportunity passes through three layers of truth

One opportunity = one asset, for one indication, in one country, through one deal structure.

LAYER 1

End market

Sized bottom-up from patients: incidence, stage, eligibility, coverage and uptake.

TAM · SAM · SOM by year

LAYER 2

Attributable revenue

What actually reaches the owner: royalties, transfer prices, milestones, JV distributions.

Owner receipts by deal

LAYER 3

Risk-adjusted value

A scenario tree with failure paths and their costs, probabilities from evidence.

rNPV · IRR · peak funding

THE METHOD

Capital follows evidence: eight plays, four gates

Screen

About one week

1 Frame
2 Legal, banking, regulatory, supply and cash screens

Gate 1
Eligibility

Size and value

Six to ten weeks

3 Patient funnel
4 Price and access
5 Capture
6 Owner value
7 Stress-test

Gate 2
Evidence

Validate

One to two weeks

8 Payers, tender authorities and partners test the case

Gates 3–4
Market, approval

An opportunity that fails a legal or banking screen stops at Gate 1, however attractive its patient numbers.

THE PLATFORM

Agents gather, engines calculate, experts decide

Workspaces	Owner · Buyer · Government · Investor · API and exports
Decision engines (core IP)	Gate engine · Patient-flow sizing · Deal attribution · Scenarios and rNPV · Scoring
AI agents	Source scout · Extractor · Translator · Landscape monitor · IP reader · Narrative writer
Data foundation	Assumption register, graded A–D · Knowledge graph · Lakehouse · Audit and lineage

Every value an agent proposes carries a citation, and a named expert approves it before any model uses it.

WHO IT SERVES

Four sides of the same deal, one shared engine

IP owners and biotechs

Which asset, in which country, through which deal?

Ranked opportunities · deal comparison · business cases

Pharma buyers

Which pre-screened assets fit our markets and channels?

Shortlists · data rooms · expressions of interest

Government agencies

Which products or local-production deals close our access gaps affordably?

Need and access views · tender and localisation scenarios

Biotech VCs

Which opportunities justify capital, and is the evidence good enough?

IC packs · evidence grades · milestone tracking

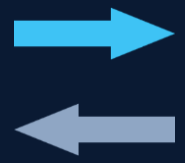
THE ECOSYSTEM

The intelligence layer of the AgileBio Tech fund

OpportunityIQ

- Screened deal flow and opportunity sheets
- Standard business cases for co-investors
- Evidence trail for every milestone gate

Deal flow, IC packs



Criteria, milestones

AgileBio Tech fund

- Hong Kong-structured treasury fund
- Science funded in milestone-gated tranches
- Independent scientific board verifies each milestone
- Agile Dynamics as venture builder

Fund details as described on agilebiotech.fund

COMPETITION

Others own the data, not the decision

Group	Examples	Serves	Missing
Syndicated data and epidemiology	IQVIA, Evaluate, Clarivate, GlobalData, DelveInsight	Analysts, brand teams	Asset × country × deal decision
Drug, price and market intelligence	Patsnap Synapse, AlphaSense, EVERSANA Pricentric	CI and access teams	Sizing and valuation
AI-native BD and valuation	Ferma.AI, Vibe Bio, Intelligencia AI	Buyers, investors	Owner side; feasibility gates
AI forecasting software	Trinity ForecastEDGE, PharmaCast-AI, PhorecastAI	Forecasters, founders	Deal structures; emerging markets

Our white space Seller side | Beyond US, EU and Japan | Owner receipts by deal | Feasibility gates first

Source: vendors' public product pages, reviewed November 2026

BUSINESS MODEL

Four revenue streams, one per way clients use the platform

Subscriptions

Workspace access for owners, buyers and investors

$3,000 / seat/year

Assessments

A full gated pass on one opportunity, with expert sign-off

$10k/opportunity

Success fees

On licensing and supply deals closed through the platform

0.2% of deal value

Sovereign

Single-tenant deployments for government agencies

$50k licence + setup

Proposed model; prices to be set with pilot clients. Data improves with every engagement, so each new opportunity costs less to assess.

ROADMAP

Pilot in 6 months, two-sided in 12, sovereign-ready in 18

Months 0–3

Foundations

Cloud, identity, tenancy
Data pipelines
Assumption register

Gate: engines pass test case

Months 3–6

Pilot MVP

Owner workspace
Sizing, receipts, rNPV
Screens and gate engine

Gate: 3 pilot opportunities at Gate 2

Months 6–12

Two-sided

Buyer and VC workspaces
Data rooms, matching
AgileBio Tech fund link

Gate: first IC pack accepted

Months 12–18

Scale, sovereign

Government workspace
Sovereign deployment
ISO 27001, SOC 2

Gate: audits passed

Proposed phasing; each gate must pass before the next phase is funded

OpportunityIQ
From molecule to market decision.

The ask

Design partners

Two portfolio owners to take their first 15 assets through the platform

Seed funding

$876,000 to deliver the 18-month roadmap from pilot to subscription

Channel partners

Pharma buyers and data providers to join the marketplace

Paul Lalovich, PhD · Managing Partner, Agile Dynamics · agiledynamics.co