



Unlocking **hidden revenues**

The hunt for Stealth Biotechs

In this document we will cover:



What is a stealth biotech and what milestones are they hoping to achieve



How many stealth biotechs are there across North America, Europe and APAC



For each region, we'll share three stealth biotech companies and why they qualify



The role of sales intelligence in discovering stealth biotechs




We hear comments like these on a daily basis...

“While we mainly sell to phase 2 & 3 sponsors, we stay on top of baby (stealth) biotechs to build a relationship for the **future potential they hold”**

- quote from leading CDMO

“As a commercial leader, building relationships with emerging biopharma companies is crucial because they will make up our **future revenue growth.”**

- quote from mid-size CRO



Top-performing sales professionals know how crucial it is to prospect into stealth biotechs as their quota will depend on it...however if you were to put 100 people in the same room and ask them “what is a stealth biotech?” you might receive 100 different answers.




While we can debate the definition of a stealth biotech, there’s one thing they all have in common:

They are hard to find.

Challenges identifying stealth biotechs

Unlike companies that have reached the clinic, discovery/preclinical biotechs have no obligation to register their drug development activities.

As a result:

-  **Stealth biotechs don't appear in the typical centralized sources like clinicaltrials.gov**
-  **Sales teams have to search across multiple resources to put together an incomplete picture**
-  **This can result in missed RFPs and sales opportunities**

The best sales professionals need tools to discover stealth companies **before their competitors**

What is a stealth biotech?

For the purpose of this report, we'll be defining a stealth biotech as fitting into one of the three below statements:



Company formation

Your traditional “stealthy” company with limited public presence. Recently incorporated.

By engaging at this stage (knowing that it's early and they may not be ready to buy) you have the best chance of forming a relationship ahead of your competitors.



First round of funding

Whether it be through a Grant, seed/pre-seed funding or a Series A round, the biotech company is receiving a cash injection for the first time.

Any companies who raises money is meant to spend it. The only question is will it be spent on your services? It's critical to reach out as soon as the funds are received or being raised.

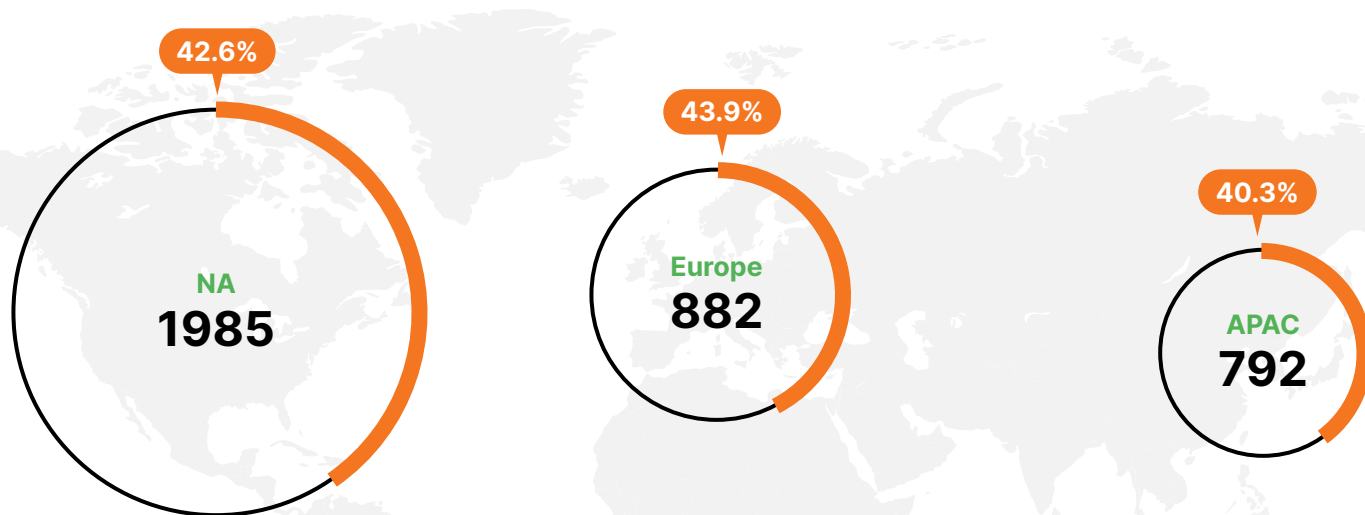


Intent to move into the clinic

At this point this biotech is making a big splash about being close to moving into the clinic. They may be planning or conducting IND enabling studies for their lead asset(s).

This is around the stage where most biotechs will start requesting RFPs from multiple vendors. If they haven't heard of you yet, this might be your last opportunity to make them aware of your service offering.

42% of all biotechs are in “stealth mode”



- Number of Active Stealth Biotechs
- Percentage of stealth biotech vs total market



North America has the highest number of stealth biotechs, however respective to the total biotech market Europe has the highest ratio of stealth biotech over the rest of the world.

Newly incorporated Stealth Biotechs (Global)



With over **140** net new stealth biotech emerging every month, that's a fast growing market that shouldn't be ignored. **Imagine being the first vendor those newly incorporated biotechs hear from?**

Examples of stealth biotechs in North America



Stage:
Company formation

Excellergy Therapeutics (CA, US)

- Website “coming soon”, no company page on linkedin, not in crunchbase (so stealthy!)
- Part of Red Tree Venture Capital firm portfolio which announced on Oct 6th 2022 receiving \$272 million. Portion of the funds will be allocated to Excellergy and 9 companies at the forefront of scientific innovation
- Discovery | Biologics | Allergy

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Stage:
First round of funding

Nestled Therapeutics (MA, US)

- Closed a whopping 90M through a series A, totaling 125M in equity. The new funds will go towards advancing multiple preclinical programs with the hope of filing 1 IND per year!
- Developed a drug discovery platform to map mutational clusters to identify druggable pockets
- Preclinical | 4 X Small Molecule with NEST-1 as lead compound | immuno-oncology

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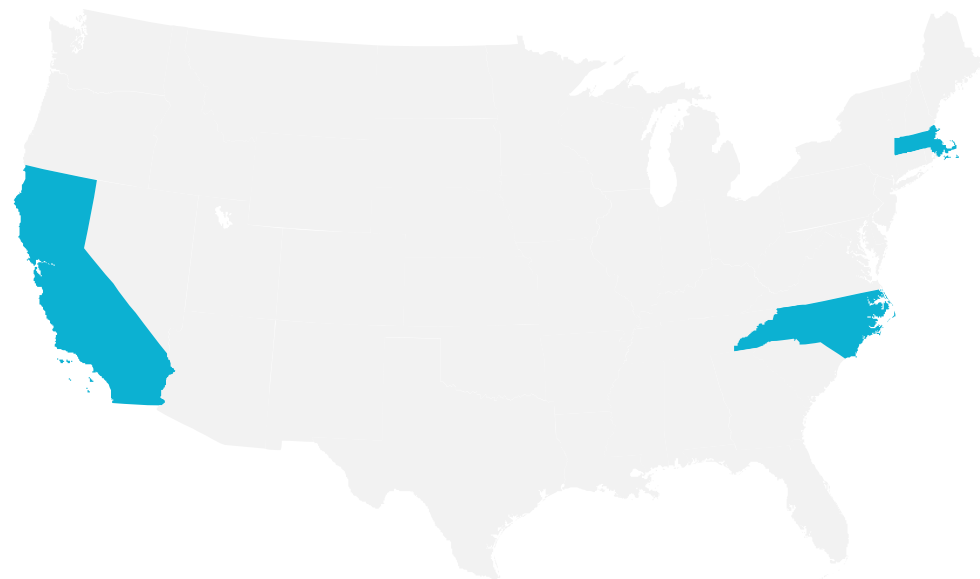


Stage:
Moving into the clinic soon

Praetego, Inc. (NC, US)

- Intends to file and IND in 2023 for their lead compound PTG-630 in Alzheimer plus Diabetic neuropathies (they’ve been talking about it for the last 3 years and are FINALLY ready!)
- Pepper Landson (CEO) spoke at OCT back in March 2022, could they be actively looking for clinical trial partners?
- IND enabling | Multiple Small Molecules (they might missing a few on their website)

+707



Examples of stealth biotechs in Europe

(logo unavailable)

Stage:
Company formation

TriCos Biotherapeutics (Germany)

- No company page on linkedin, no website but we know they are developing Biologics how?
- Olivier Hill, CSO is planning to speak at the Festival of Biologics (Nov. 2-4)
- Discovery | Bispecific T cell agonists | Cancer

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T·ONE
THERAPEUTICS

Stage:
First round of funding

T One Therapeutics (Italy)

- Utopia SIS, an Italian investment firm injected 2.5 Million into this new startup on October 3rd 2022
- The funds will support the development of new RNA therapies targeting tumor-infiltrating immune cells
- Website “under construction” , I guess they still don't want to emerge from stealth!

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KUPANDO

Stage:
Moving into the clinic soon

Kupando GmbH (Germany)

- Received 13M in funding which will be used to complete IND-enabling work and to initiate the clinical development of their lead candidate KUP101 in a solid tumor indication
- No disclosed outsourcing partners (yet!)
- IND enabling | TLR 4/7 agonist | Immuno-oncology

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Examples of stealth biotechs in APAC



Stage:
Company formation
(no website)

AlliedCel Corp (Japan)

- Newly established joint venture on Oct 3rd 2022 between JCR Pharmaceuticals and Sysmex Corp
- Carrying out research in regenerative medicine including hematopoietic stem cell and other stem cells
- Discovery | Cell Therapy | Rare Disease, Oncology



Stage:
First round of funding

Aigen Sciences (South Korea)

- AI based drug discovery platform focused on discovery of anticancer drug and rare disease
- Received 3M dollars in Pre Series A will use the funds to advance transcriptome map using AI and advance their own pipeline
- You may have met them at BIO 2022
- Discovery | Small Molecule transcription factor inhibitor | Rare Disease, Oncology



Stage:
Moving into the clinic soon

Chinagene Tech (China)

- Investment from their recent Series A have paid off with the CDE approval of their first IND filling for their lead AAV gene therapy ZVS101e
- Received Orphan Drug Designation from the FDA for ZVS203e-2
- IND/Phase 1 | AAV Gene therapy | Ophthalmology

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Zymewire offers **actionable sales intelligence** – crafted for sales professionals selling into biotech and pharma



Be the first to know

Up to the hour, curated insights delivered to you so that you never miss an opportunity with a stealth biotech



Verified Contact Search

Access contact information for the most relevant stakeholder so you can be the first to introduce yourself once the news breaks.



Follow the Money

Find out who is getting funding, but more importantly, when and how they intend on spending it.



Expand your target market

Create stealth lists based on therapeutic area, molecule-type, territory, dosage form & so much more. There's more white space than you might think!

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