

# Advancements in Neuroscience Inspire New Pharma Partnerships & Support Investment Conviction

From Pullan's Pieces #216 July 2025

Kristine Dorward

kristine@pullanconsulting.com

\$80B Commercial Sales - 2025 8%+
Increase in Y-o-Y
Sales '24 to '25

5<sup>th</sup>
Fastest Growing
Therapy Area

- The CNS market is projected to exceed \$80B in sales in 2025, marking a substantial resumption in growth after a decade-long slump in biopharma revenue generation
- Extensive focus on neuroimmunology and neurodegeneration has reshaped the CNS pipeline industry landscape, overtaking historical dominance of dopamine and serotonin pathways in CNS drug development
- Psychiatric drug innovation has taken a leading role in the sector's commercial recovery, with renewed interest in Nmethyl-D-aspartate (NMDA) receptor modulators for depression and clinical success with psychedelic regimens
- These mechanistic approaches clearly shift away from the conventional, rather exhausted serotonin and dopamine targeted approaches
- Potential breakthroughs for treatment-resistant depression and post-traumatic stress disorder appear in late-stage pipelines or have recently launched

 Robust sales of anti-CD20 mAbs for treatment of multiple sclerosis are also contributing substantially to the CNS sector's consistent commercial sales recovery

#### CNS investment volume grew 4.8% in H1, 2025

**Top 10 Therapy Areas for Investment** 

- CNS investment value declined by ~ 33% in H1, 2025 versus H1, 2024 however volume increased by ~5%
- While the drop in average investment value was more pronounced in CNS versus oncology, a similar trend was noted for both therapeutic area categories

➤ CNS: average deal value ~ -36%

➤ Oncology: average deal value ~ -20%

#### CNS M&A Volume Grew ~ 7.5% in H1, 2025 vs. H1, 2024

**Top 10 Therapy Areas for Mergers & Acquisitions** 



- Cumulative M&A value for CNS-focused deals declined slightly in H1, 2025 versus H1, 2024 (- 4.6%)
- Neuroscience M&A edged out immunology both in overall category value as well as volume in H1, 2025

Global Data Pharma Intelligence Center, Investment Trends in Pharma Q2, 2025; Global Data M&A Trends, Q2, 2025 – July 2025

Influential factors catalyzing change & prompting more expansive CNS drug development

**Key Themes in 2025:** 

- ➤ Greater emphasis on biology and disease pathology -Less emphasis on which modality is hottest
- The CNS field is evolving to a 'post-platform' era, with less competitive emphasis on which modality is best, be it gene therapy, RNA interference (RNAi), antisense oligonucleotides (ASOs), or neuroplasticity agents
- Emphasis has shifted to which biology is worth pursuing and how best to do it with precision and durability
- As examples:
- o Numerous ALS programs have converged on TDP-43 and UNC13A
- o An extensive number of Alzheimer's disease (AD) programs feature tau as the key target, with firms deploying the gamut of modalities including gene therapy, RNAi, antibodies and small molecules
- o In Parkinson's and Schizophrenia, GBA1 and SPTLC1 targets have gained traction as next generation stratifiers

#### Precision approaches are no longer just for rare CNS diseases

■ A shift is occurring around CNS trial design, endpoints, and patient segmentation with companies such as Alto Neurosciences, Denovo Biopharma and Switch Therapeutics exploring biomarker-driven endpoints

o EEG, genotyping, molecular biomarkers and digital behavior profiling are central to these large indication trial designs, which aim to stratify patients and improve trial outcomes

■ These large indication trial strategies enrich for efficacy but also lay the foundation for translatability, enhanced targeted labeling and streamlined reimbursement reviews

#### Delivery innovation overcomes blood-brain barrier challenges

- Drug delivery to the CNS requires crossing the blood-brain barrier (BBB), a longstanding impediment for effective delivery of CNS therapeutics
- Development innovation features a new wave of systemically delivered, BBB-penetrant strategies designed to reach deep, disease-relevant structures in the CNS with reduced risk and greater control
- Notable examples include:
- o Voyager Therapeutics TRACER capsids
- o Sangamo Therapeutics' STACBBB capsids
- o Arrowhead Pharma's transferrin receptor shuttles
- From an industry-wide view, it's increasingly clear that delivery

innovation is redefining not only translational success, but also speed to late-stage clinical development and commercialization

## Real-world factors and tools are becoming hallmarks of CNS drug development

- Biomarker-driven strategies are streamlining and optimizing trial implementation, scalability and providing greater incentive for treatment adoption
- Tomorrow's innovative therapies that can be incorporated into standard clinical practice and align with payers' reimbursement structures will have out-sized appeal and commercial success

# Cell & Gene Therapy in CNS Disorders: Projected ~ 28% CAGR in commercial sales to 2030

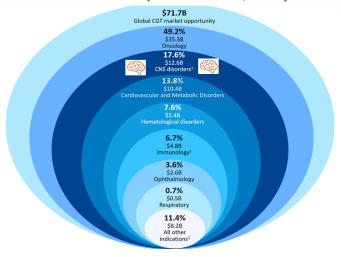
>800
CGT Assets In
Development

120
Distinct CNS
Disorders

- There are currently 9 commercialized cell and gene therapies for CNS disorders: 3 gene therapies, 3 gene-modified cell therapies & 3 conditionally approved cell therapies
- The Cell and Gene Therapy industry pipeline encompasses
   ~120 distinct CNS disorders, with the advancement of >800
   assets from discovery through pre-registration phases

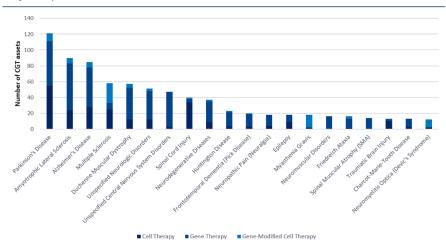
 CGT for CNS disorders will comprise 18% of commercialized CGT sales in 2030, with in vivo, targeted LNP delivery comprising a growing proportion of approved therapies

**Global CGT Sales Anticipated to Reach \$72B By 2030** 



**Top 20 CNS Disorders with CGT Development** 

Pipeline by CNS disorder and molecule type, including those from discovery to pre-registration as of February 2025



• Of the top 20 CNS disorders with the most CGT pipeline assets:

60% are gene therapies, 29% are cell therapies, and 11% are genemodified cell therapies

■ The top 5 CNS disorders targeted by CGT techniques are

Parkinson's, ALS, Alzheimer's, Multiple Sclerosis & DMD

- 18% of CGT pipeline assets are in clinical development (Phase I to pre-registration)
- Among the top 5 CNS disorders targeted by CGT, there are 44 products in Phase II through Pre-registration:
- o 64% are cell therapies
- o 27% are gene therapies
- o 9% are gene-modified cell therapies

Global Data, Cell & Gene Therapies in CNS Disorders, Therapeutic Analysis Update – March 2025

Progress in Oligonucleotide-Based Drug Development Inspires New CNS-Focused Licensing Deals

■ Antisense oligonucleotides (ASOs) work by binding to messenger RNA (mRNA) to disrupt the production of disease-associated proteins

- Small interfering oligonucleotides (siRNAs) block protein production by triggering the degradation of specific mRNA molecules, effectively silencing the genes to which they correspond
- Recent advancements in oligonucleotide synthesis technologies, including liquid-phase and biocatalytic synthesis methods, have accelerated progress in the field by overcoming longstanding challenges, including issues with scalability, purity, and yield
- Development progress has paved the way for oligonucleotide therapy to serve as a cornerstone of precision medicine for complex conditions such as genetic and neurodegenerative disorders as well as cancer
- Licensing agreements for innovator oligonucleotides targeting CNS indications secured a cumulative total deal value of \$6.05B from 2021 to 2025 YTD



## Leading Companies Developing or Partnering in Oligonucleotide Development



Ionis is at the forefront of the growing field of oligonucleotide therapeutics, having out-licensed assets for a total of \$13.4B over the past decade

- Ionis currently has 135 oligonucleotide-based drugs in its pipeline—32 of which target CNS disorders (~24%)
- Two Ionis developed therapies have reached the market: Spinraza (nusinersen) for SMA and Qalsody (tofersen sodium), co-developed and licensed by Biogen for ALS

~ 63%

■ Four (4) large pharma accounted for 63% of licensing deals in the oligonucleotide space between 2021 and 2025 YTD



#### Notable CNS Deals in 2025 involving ASOs, siRNAs





■ License and Collaboration agreement grants Sarepta rights to four clinical stage programs, three preclinical programs and up to six new targets for Arrowhead to perform discovery & preclinical work within the 5-year period

■ Deal value exceeds \$2B in biobucks, when accounting for all potential development and commercial milestones, plus tiered royalties





- Biogen acquired exclusive rights outside North America to develop and commercialize Zorevunersens, an RNA-based therapy targeting the SCN1A gene for Dravet syndrome
- Signed at Phase II, the deal includes a \$165 million upfront payment and up to \$385 million in development and commercial milestones. Biogen will fund 30% of global clinical development, while Stoke retains U.S., Canada, and Mexico rights and leads development
- Biogen also holds an option to license future SCN1A-targeting antisense therapies for markets beyond North America





- Sanofi partnered with Alloy to develop RNA-based therapies for CNS disorders using Alloy's AntiClastic antisense platform
- The discovery-stage collaboration grants Sanofi rights to advance undisclosed CNS candidates

• Alloy will receive up to \$28 million upfront, including near-term preclinical milestones, and is eligible for over \$400M in additional milestones tied to discovery, development, and commercialization progress, with tiered royalties on any approved products





- Eli Lilly acquired exclusive rights to develop and commercialize five antibody candidates for ALS, leveraging Alchemab's AI/MLenabled discovery platform and antibody technologies
- Alchemab may receive up to \$415M in total payments across upfront, milestone, and commercial stages, plus royalties
- On May 5th, 2025, the companies nominated ATLX-1282, targeting UNC5C, as the lead candidate for development in ALS and frontotemporal dementia (FTD)
- Alchemab will oversee early Phase I trials, after which Lilly will lead further development and commercialization

DealForma, Neurology R&D Partnerships, M&A and Venture Funding – Q1, 2025 Review, June, 2025