

Before You Invest:

Lessons From What Patient Data
Reveals About Drug Programs



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Case Study

The WRN Inhibitor Story

The High-Cost Disconnect

\$400M+

Invested in WRN Inhibitors

A Costly Failure

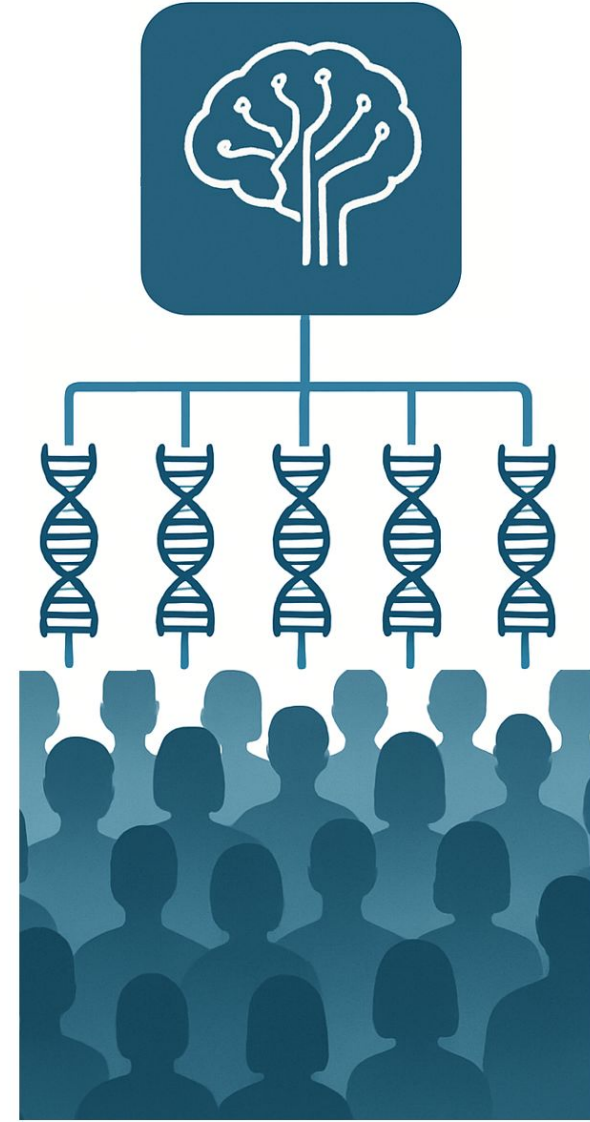
Despite massive investment from multiple companies, clinical trials for WRN inhibitors have repeatedly shown minimal benefits for cancer patients.

This outcome highlights a stark disconnect between strong data from preclinical models and the complex reality of patient responses.

What the Patient Data Revealed

A deeper, AI-augmented analysis of patient data uncovered a crucial insight that was missed by preclinical work:

- A previously undetected type of WRN mutation was identified.
- This mutation proved that WRN is **not essential** for cancer cell survival.
- This single, patient data-derived, finding directly explained the widespread failure of the clinical trials of WRN inhibitors.



The Take-Home Message:

Absence of evidence, is not evidence of absence.



The Flawed Assumption

Publicly available algorithms failed to detect the key mutation type. Investment teams mistakenly concluded WRN was an attractive target because the **invalidating evidence** was "absent."

AI Warning

This is a critical lesson for all AI users: the origins of AI-generated insights can be unclear. However, the greatest challenge is assessing what your models might be overlooking.

Strategic Recommendations

From Insight to Action

Consult Patient Data for Reliable Outcomes:

- ✓ **Leverage Patient Data Early:** Assess commercial opportunity and probability of success before committing to high-cost programs.
- ✓ **Improve Strategic Decisions:** Increase the success rate of investments by grounding them in real-world human data, not just preclinical models.
- ✓ **Validate, validate and validate:** Use patient data to validate preclinical data. Then use AI to design very precise validation experiments.



**Medicines intended to work in
patients should be developed
with patient data in mind.**

Detailed report about WRN available at:

<https://www.gordion.bio/portfolio-optimization>