



Helping you find value in the pharma and biotech sector

indispensable
incisive
innovative

EvaluatePharma is the premier source for pharma and biotech analysis delivering exclusive, trusted commercial insight into industry performance for over ten years.

We help you find value in the sector through indispensable, incisive and innovative global analysis.

WHAT OUR CLIENTS SAY ABOUT EVALUATEPHARMA

“We find EvaluatePharma an excellent time-efficient one-stop shop for product data... the ability to rapidly analyse large quantities of data and perform what-if analyses, particularly relating to M&A activity, helps to maintain our competitive advantage with clients. We can now perform bespoke tasks in hours as opposed to days.”

Healthcare banker, leading Global investment bank

“When I think of the future, I think of EvaluatePharma”

Senior Director, Global pharmaceutical company, US based

“The actual sales numbers provided are among the most reliable in the industry”

Senior Director, Japanese major pharmaceutical company

“I’ve quickly turned into a big fan of EvaluatePharma. The information is saving me a lot of time and effort and is really hitting the nail on the head”

Marketing Director, Global pharmaceutical company, US based

“...(EvaluatePharma) is by far the best database at my disposal... when one comes along like yours that is actually well engineered and does its job well, it’s worth making a note and thanking someone!”

Market Intelligence Manager, API supplier to the pharmaceutical industry

“We don’t want a moment to elapse with not having the EvaluatePharma product – it is a huge asset to our work”

Major consulting firm

indispensable incisive innovative

INDISPENSABLE

Expertise trusted and relied upon when the stakes are high by the top global pharma and biotech companies, leading institutions within the investment community and the top global management consulting firms.

The industry's most accurate data sourced direct from the companies and rigorously checked by a dedicated analyst team to ensure the highest standards in data quality with coverage of over 3900 originator companies.

Intelligent, timely consensus product forecasts to 2016 for high level market analysis, updated with the latest events and including royalty, joint venture and co-promotion incomes.

Unique in-depth full financial company models to 2016 with Product, Therapy Area and Segment sales, plus full Financials – P&L, Balance Sheet, Cash Flow, and Valuation measures.

INCISIVE

Exclusive market analytics including Therapy Area, Pharma Class, EphMRA/ATC code, Technology, Product and Generic sales with standardized worldwide financial and forecast models.

Competition-leading historic sales data available from 1986 onwards viewable in over 20 currencies and supplemented with the largest catalogue of company disclosed product sales and R&D project commentary.

Incisive daily analysis on the market from EP Vantage plus EventAnalyzer. EP Vantage delivers forward-looking comment and analysis, putting market developments into commercial context. The EventAnalyzer reveals the impact of individual events on company valuation and the industry stories driving share price movement.

INNOVATIVE

Only online Interactive NPV (Net Present Value) Analyzer with over 3100 global product NPVs linked to share price enabling you to model the impact of future events on product, portfolio and company valuation.

First fully comprehensive online Calendar of Events positioning you ahead of the competition by tracking events set to impact shareholder value including trial initiation and results, filings and approvals, patent expiry and generic launches.

Groundbreaking Sales by Indication reports reveal the indication-specific dynamic behind product sales, historic and forecast.

Intuitive user-friendly interface that drills down to the fundamentals of each company, product and therapy area with full flexibility to customize, edit and download any report into Excel or fully formatted PDF ready for sharing with colleagues.

ANALYSIS & INSIGHTS EXCLUSIVE TO EVALUATEPHARMA

EvaluatePharma focuses on those companies impacting the commercial market with comprehensive market coverage of listed and private companies, including full product information and consensus forecasts (where available) with new companies added to the database with every update.

Most importantly EvaluatePharma eliminates all double accounting to present the most accurate view of the global market.

Global Market Analytics

- Standardized worldwide financial and forecast models for easy benchmarking
- Sales Analysis by Region, Company Rankings & Market Share, Product Sales Rankings & Market Share
- Unique search categories include Therapy Area, Pharma Class, EphMRA / ATC code, Technology, Product & Generic Sales
- The most comprehensive historic sales data available from 1986 onwards viewable in over 20 currencies
- Largest catalogue of company disclosed product sales commentary and R&D project commentary
- Charts & MAT analysis provide insightful graphical representation of the latest sales data
- Full history of company M&A deals including deal value, dates and accounting treatment

Product Forecasts & Sales by Indication

- Intelligent consensus product forecasts to 2016 for high level market analysis
- Sales by Indication reveals the indication specific dynamic behind historic and forecast product sales
- Derived through a rigorous methodology to ensure accuracy – not via an automated process
- Forecasts updated with the latest market events
- Includes forecasts on Royalty, Joint Venture and Co-Promotion incomes

It's not just our expertise that sets EvaluatePharma apart from all the rest but the exceptional quality of data and the depth of our coverage, providing analysis and insights simply not available anywhere else.



Home Page

Financials

Calendar of Events

Financial Information

- Unique in-depth full financial company models to 2016 including Product Sales, Therapy Area sales, Segments and full Financials
- Financials include P&L, Balance Sheet, Cash Flow and Valuation measures
- Advanced Company Portfolio Analysis with Sales by Technology, R&D Productivity, Sales by Therapy Area, In-line v Pipeline Analysis, Patent Analysis & Freshness Index
- Only source to provide both reported and normalized Profit and Loss statements
- Only service to feature reported segment sales for both pharmaceutical and non-pharmaceutical
- Biotech Analysis with Cash Burn, Technology Value and Tax Loss information

Venture Financing

- Fast and powerful way of tracking and benchmarking venture financing in pharma & biotech
- Unique ability to drill down quickly to reveal investors, lead investor and investor profiles
- Explore detailed company analysis with financing rounds and in-depth pipeline analysis linked to the latest Financing News and comment and analysis from EP Vantage
- Identify investors instantly by therapy area and geographic location

Archived Sales Forecasts

- Only available archive of consensus sales forecasts for the pharma and biotech market
- Over 210,000 forecasts accessible starting from January 2003
- Details product progression or delay through R&D phases and the corresponding change in sales

Indication Overviews

- Provides fully integrated standardized epidemiology on specific indications linked to Indication Overviews and Country Profiles
- Indication Overviews include indication summary, risk factors and causes, symptoms, diagnosis & screening, current treatments and direct links to data sources
- Epidemiology includes prevalence, incidence, mortality, survival rates, consensus EPI forecasts and indication subsets
- Country Profiles present Economic, Health and EPI data sourced directly from The World Bank for immediate insights into country data

Drug Profiles

- Four Level EphMRA code tree for market analysis at any level
- Proprietary classification field identifiers, MNE, NEW, ANDA, Orphan Drugs, OTC, etc.

- Over 300 sales fields per product with WW, US, Europe, Japan, Quarterly, Half-Year, Other Revenues, Market Share and Ranking
- Indication developments for R&D through marketed products

R&D Pipeline

- Complete pipeline information available by each stage – Research Project, Pre-clinical, Phase I, II, III, Filed and Approved
- Sort and search by Phase, Therapy Area, Company, Strategy, etc.
- Only service offering an Interactive NPV Discounted Cash Flow model on R&D products
- Continuously updated and reviewed by dedicated analyst team researching the very latest pipeline information

Clinical Trials

- Track and benchmark the clinical trial landscape faster with comprehensive coverage of all 650+ indications updated daily
- See trials being conducted & reported out with integrated, standardized trial data linked to Company, Indication, Therapy Area and R&D Pipeline
- Create unique email alerts tracking daily changes in trial information, detailing changes, value & new trials launched
- Focus directly on commercial trials with our unique commercial trial filter separating commercial & non-commercial trials for improved analysis

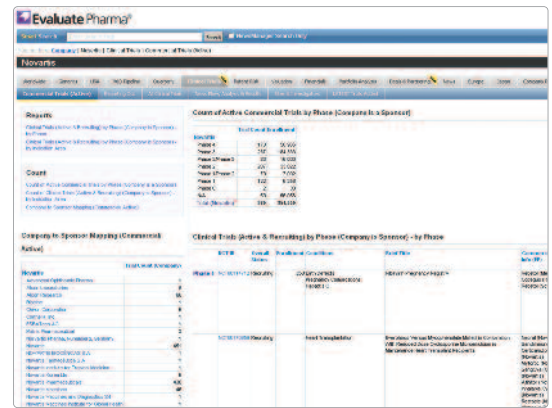
Partnering Opportunities

- Search the latest assets available for partnering, sourced from the rights holders and presented in their commercial context including product portfolios, company financials and reference deal terms
- Register licensing assets with our free service & let potential partners see your partnering opportunities
- Easily identify market leaders, review competitor pipelines and benchmark deal terms against industry standards

Licensing Deals

- Track & benchmark existing deals by deal value, upfront payments, royalties & co-promotion
- Unrivalled detail on company Portfolio and Product sourcing with all products classified by strategy including Organic, In-licensed, Company Acquisitions and Joint Ventures
- Largest number of deal fields including Royalty Rates, Upfront Payment, Development & Sales Milestones
- Extensive detail of company acquisitions and the products sourced in acquisition
- Post deal analysis with NPV (Net Present Value) Analyzer and R&D pipeline progression

Visit www.evaluatepharma.com and register for access to a selection of free analysis and insights



Peer Group Analyzer

Clinical Trials

M&A Activity

- Unique insights into the deals history of the pharma industry with more than 1,500 M&A deals valued at over \$1.5 trillion
- Evaluate the commercial success of a company's M&A activity and track the progress of products post acquisition
- Track M&A deals by Therapy area focus & phase of compounds

Patent Risk

- Consolidates complex patent information into the key USA and Rest of World patent dates with full text explanation of date and IP
- Itemizes patent extension information
- Ranks products going off patent by importance – Globally, by Therapy Area, EphMRA code and Pharma Class
- Company level analysis details sales at risk for each year
- Calendar of Events details patent challenges and product NPVs at risk

NewsManager

- Easy to search database of over 185,000 company press releases back to 1998 with history no longer available on company websites
- Fully categorized for advanced search e.g. Cardiovascular and In-licensing news
- Customized daily news alerts on Product Deals, M&A, Financing, Filing & Registrations, Late Stage R&D, Negative Events, Patent & Litigation & Financial Results

CORE TOOLS

Peer Group Analyzer

- Benchmark companies by Country, Region, Sector, Market Cap., Therapy Area and more
- Define your own peer groups by sales, forecasts, financial, valuations, patents and licensing deals, etc.
- Screen hundreds of companies for investment purposes or monitor the competitive environment

Merge Company

- Evaluate potential combinations and gain insight into current merger activity
- Create virtual companies incorporating all product, financial and company analysis available for comprehensive view of new entity
- Assess new market share and ranking by various categories including total sales and forecast

Company Rank

- Rankings based on market cap, market share, sales, pipeline products, therapeutic areas
- Customize rankings on actual values, growth rates and more

ALPHA TOOLS



Calendar of Events

- First fully comprehensive online calendar to track & quantify impact of key events on product and company valuation
- Events include clinical trial initiation and results, product filings, PDUFA dates, product approvals (FDA, EU and Japan), patent expiries, litigation, generic launches and financial results
- Events are prioritized using product NPV as % of Market Cap and linked to comment and analysis from EP Vantage
- Highlights potential event based investment opportunities

Interactive NPV Analyzer

- Only service offering NPV (Net Present Value) Discounted Cash Flow models for 3100+ global products by Company and Therapy Area
- Interactive and fully transparent models
- Edit key assumptions for any product NPV, annual and peak sales, patent expiry date, cost of capital and tax rate
- Model impact of major events on product valuation including, patent extension, litigation and clinical trials
- Analyze impact of product value on both share price and market capitalization

EP Vantage and EventAnalyzer



- In-depth & incisive daily analysis of regulatory & patent decisions, marketing approvals, licensing deals and M&A
- Timely financial analysis of pivotal events put into context with EvaluatePharma market data
- **EventAnalyzer** delivers invaluable insights into the market events impacting global company share prices
- View events by Company, Product, Therapy Area & Peer Group
- Track market impact by event type including regulatory approvals, financial results, patent litigation, broker sentiment & competitor announcements
- **Daily & Weekly Market Movers** alerts offer the most comprehensive daily round up of share price movements plus the story behind the news



To discover our full range of solutions
contact EvaluatePharma today for a demo or trial.

www.evaluatepharma.com



EvaluatePharma – EvaluatePharma Ltd., 11-29 Fashion Street, London E1 6PX United Kingdom
Tel: +44 (0)20 7377 0800 – Fax: +44 (0)20 7539 1801

EvaluatePharma – North America – EvaluatePharma USA, Inc., 15 Broad Street, Suite 401, Boston, MA 02109 USA
Tel: 1-617 573-9450 – Fax: 1-617 573-9542