



Helping you find value in the pharma and biotech sector.

**indispensable**  
**incisive**  
**innovative**

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**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

## Home Page

### 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 2500 originator companies.

**Intelligent, timely consensus product forecasts to 2014** 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 2014** 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 with EP Vantage** a forward-looking comment and analysis service putting market developments into commercial context including regulatory and patent decisions, marketing approvals, licensing deals and M&A.

### INNOVATIVE

**Only online Interactive NPV (Net Present Value) Analyzer** with over 3500 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.

**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 design your own.

### ANALYSIS & INSIGHTS EXCLUSIVE TO EVALUATEPHARMA

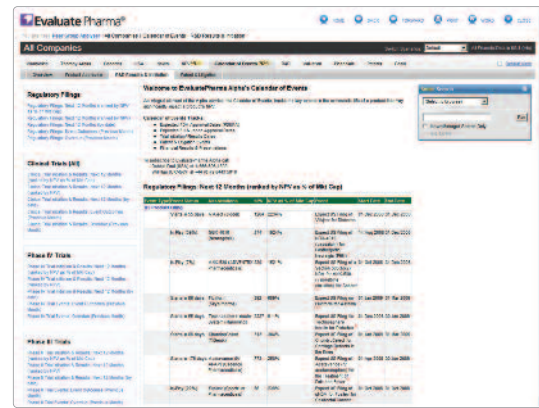
EvaluatePharma focuses on those companies impacting the commercial market with comprehensive market coverage of listed companies above \$50m Market Cap, including full product information and consensus forecasts; and private companies.

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

**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.**



## Financials

### Financial Information

- Unique in-depth full financial company models to 2014 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
- Biotech Analysis with Cash Burn, Technology Value and Tax Loss information
- 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

### Product Forecasts to 2014

- Intelligent consensus product forecasts to 2014 for high level market analysis
- 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

### Archived Sales Forecasts

- Only available archive of consensus sales forecasts for the pharma and biotech market
- Over 100,000 forecasts accessible starting from January 2003
- Details product progression or delay through R&D phases and the corresponding change in sales

### Drug Information

- Four Level EphMRA code tree for market analysis at any level
- Proprietary classification field identifies, 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

## Calendar of Events

### R&D Pipeline

- Complete pipeline information available by each stage – Research Project, Pre-clinical, Phase I, II, III, Filed and Approved
- Continuously updated and reviewed by dedicated analyst team researching the very latest pipeline information

### Deals

- 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

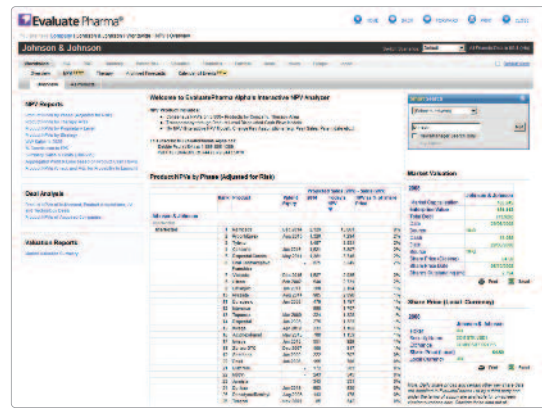
### Patent

- 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 questionable patents and product NPVs at risk

### NewsManager

- Easy to search database of over 140,000 company press releases
- Fully categorized for advanced search e.g. Cardiovascular and In-licensing news
- Customized daily news alerts on key topics R&D, Deals, Patent, etc.
- Press Releases date back to 1998 with history no longer available on company websites

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



**Peer Group Analyzer**

**Product NPVs**

**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 events impacting shareholder value
- Events included – clinical trial initiation and results, product filings, PDUFA dates, product approvals (FDA, EU and Japan), patent expiries, litigation, generic launches and financial results
- Prioritizes events using product NPV as % of Market Cap
- Highlights potential event based investment opportunities

**Interactive NPV Analyzer**

- Only service offering NPV Discounted Cash Flow models for 3500+ global products by Company and Therapy Area
- Interactive and fully transparent NPV calculation with multiple inputs at product level
- 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

**Browse by Category**

- Global Analysis
- Generic Name
- Pharmacological Class
- Originator
- Deal Partner
- Company
- Therapeutic Category
- Technology
- Market Status
- Product Source
- Product
- EphMRA ATC Code
- Indication
- Deal Type

**Report Topics**

- Overview
- Europe
- R&D
- Archived Forecasts
- Portfolio
- Net Present Value
- Worldwide
- Japan
- Patent Risk
- Valuation
- Deals
- News
- USA
- Therapy Area
- Quarterly
- Financials
- Calendar of Events
- M&A

**– leading to a vast range of customizable report options.**

**EP Vantage**



- Daily, timely financial analysis of key events put into context with EvaluatePharma market data
- Coverage includes regulatory & patent decisions, marketing approvals, licensing deals and M&A
- EventAnalyzer alert offers the most comprehensive daily round up of share price movements plus the story behind the news
- Advanced intelligence on potential market catalysts



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

[www.evaluatepharma.com](http://www.evaluatepharma.com)



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