



PharmaDeals Database Glossary

v4

Company Size

Global	<p>Multi-national companies with a true global presence, which are also included in the top 30 healthcare companies as ranked annually by PharmaVentures, the publishers of PharmaDeals and international experts in deals and alliances. These companies are subject to change following merger and acquisition activity in the industry.</p> <p>Pfizer, GSK, Sanofi-aventis, Novartis, AstraZeneca, Johnson & Johnson, Merck & Co, Roche, Eli Lilly, Wyeth, Bristol-Myers Squibb, Abbott, Bayer, Amgen, Schering-Plough, Boehringer Ingelheim, Takeda, Teva, Genentech, Astellas, Daiichi Sankyo, Novo Nordisk, Merck KGaA, Eisai, Otsuka, Baxter, P&G, Actavis, Mylan, UCB</p>
Mid-size	<p>Not of the top 30 global companies but still has a worldwide presence.</p>
Startup/emerging	<p>New and emerging companies, including biotechnology, drug delivery and enabling technology companies. These are companies that have no record of sustained profitability.</p>
Principal/Originator Company	<p>Company which actually owns the product as in case of R&D deals or lends a product to the other company in exchange for payments or equities in case of licensing agreements. In a licensing deal it is the licensor.</p>
Partnering Company	<p>Company which assists the other company in developing the product as in case of R&D deals or gets a product from a company by giving cash payments or equities as in case of licensing agreements. In a licensing deal it is the licensee.</p>

Disease Area

WHO ICD	<p>PharmaDeals v2 uses the World Health Organisation's (WHO) International Classification of Diseases (ICD). The ICD is the international standard diagnostic classification for all general epidemiological, many health management purposes and clinical use. PharmaDeals deploys ICD-10. Further information can be found at http://www.who.int/classifications/icd/en</p>
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Definition of Disease Area PharmaDeals v2 uses ICD-10. Definitions for all the classifications are found here:
<http://apps.who.int/classifications/apps/icd/icd10online/>

Company Types

Academic/Institute Includes universities, hospitals, research institutes, any non-profit organisations, and international or regional bodies (e.g. World Health Organization).

Financial Includes banks, investment houses and venture capital companies.

Government Includes any government body or affiliate.

Other Includes pharmaceutical manufacturers and contract research organisations.

Deal Types: Finance

Equity Investment The purchase of part of a company in the form of shares.

Equity Reacquisition The purchase of shares by a company from a group/individual who had made prior equity investment(s) (q.v.) in that company.

Funding The provision of finance to a body, either private or academic, by an independent organisation.

Royalties The sale of the royalty rights to a product/technology.

Milestones Cash payments associated with qualifying events.

Deal Types: Mergers & Acquisitions

Asset Acquisition A transaction whereby one company obtains controlling interest in asset(s) from another.

Business Acquisition One company taking over controlling interest (usually 50%) in another company. Involves one company buying the shares of another company. May be described as a merger, however technically it will be a business acquisition.

Demerger Opposite of merger, not a reverse merger (see Merger).

Divestment The sale of a component or component company/subsidiary of a company to another company.

Merger A combination of two or more companies through either a pooling of interests or a purchase, or a consolidation (where a new company is formed to acquire the net assets of the combined companies). Includes reverse mergers (or reverse takeovers), which can occur in different forms: (1) a private company purchases a public one; (2) a method of listing a private company while bypassing most securities regulations, whereby a shell public company buys out a functioning private company whose management then controls the public company; or (3) where a smaller company merges with (acquires) a larger one.

Product Acquisition A transaction whereby one company acquires, rather than licenses, a product from another company.

Deal Types: Other

Contract Manufacture The establishment of an agreement whereby one company manufactures a product on behalf of another, commonly on a specific scale or at a specific geographic location.

Contract: Other A contract agreement distinct from the other given contract categories.

Contract: Research The establishment of an agreement whereby one company performs research on behalf of another. (This generally applies to CROs and small biotechs providing services.)

Evaluation A deal whereby one company enters into an agreement for another company to evaluate its product or technology, commonly with a view to future commercialisation by the company undertaking the evaluation.

Information Access The payment of a fee by one company in exchange for access to information owned by another.

Joint Venture The process whereby two (or more) companies combine their efforts and/or resources. May focus upon R&D, marketing or production activities, and is achieved by the formation of a new company in which each of the groups is/are partners (includes JVs that may not be 50:50).

Manufacture/Supply	An agreement whereby the manufacture and / or supply of a product to a particular market is undertaken either by the company that developed that product or by a different company.
Technology Access	A process whereby one company pays another company or individual for the ability to utilise their technology, usually by means of licensing.
Technology Acquisition	A process whereby one company pays another company or individual for a technology, not usually based upon licensing agreements.

Product Deals

Clinical and Commercial	Two (or more) companies working together for the clinical development and commercialization of the product.
Clinical co-development	Two (or more) companies working together to develop a product from Phase I to III. Or a company developing the product of another company from Phase I to III.
Co-commercialisation	Two (or more) companies working together to commercialise a product. Or companies together market and distribute the product.
Collaborative R&D	Two (or more) companies working together in early-stage (preclinical or earlier) research.
Licensing	Licensing of the rights to a product, technology or patent(s) in return for a licence fee. The licensor retains ownership of the IP.
Rights	The acquisition (purchase rather than licensing) of rights (exclusive or non-exclusive) to a product, technology or patent(s) from a licensor/owner.
Rights Reacquisition	The reacquisition of the rights to a product, technology or patent(s) from a prior purchaser of that product/technology.

General Product Types

Diagnostic	Any transaction relating to products or technologies involving the determination of cause or confirmation of an illness.
Drug Delivery Technology	Any transaction relating to products or technologies involved in the delivery of drugs to the body. Includes gene delivery.

Medical Device	Any transaction relating to products or technologies that are used as a device within the medical industry.
Surgical tools	Any transaction relating to products or technologies that are used in surgical procedures.
OTC	Any transaction relating to products or technologies that are sold over the counter.
Other	Any transaction relating to products or technologies involving an interest area that is not covered by any other definition e.g. bioterrorism, cosmetics, internet/e-commerce, nutritional supplement, packaging, wound care.
Software/ Bioinformatics	Any transaction relating to products or technologies that involves the use of computers in solving information problems in the area of life sciences. It mainly involves the creation of electronic databases of genomes and protein sequences, and techniques such as the three-dimensional modelling of biomolecules and biological systems. Includes in silico operations.
Research Technologies	Any transaction relating to technologies involved in research.
Biological	Any transaction relating to products or technologies made from a living organism or its products and is used in the prevention, diagnosis, or treatment of cancer and other diseases.
Gene Therapy	Includes all aspects of gene therapy and any research relating to the structure or function of specific genes.
Generic	Generic versions of patent-expired medicines. These may or may not have their own brand names.
Natural Product	Any transaction relating to products or technologies involving compounds that occur naturally in living organisms. Includes extracts.
Radio-pharmaceuticals (Therapeutic) Small Molecule	Any transaction relating to products or technologies that involve radioactivity. Any small molecule, i.e. a non-polymeric bioactive molecule that is not a peptide/protein, DNA/RNA or complex carbohydrate. Includes synthetic or foreign chemicals (xenobiotics) and vitamins and minerals.
Vaccine	Includes therapeutic and prophylactic vaccines, and vaccine and immunotherapeutic adjuvants.

Deal updated	Deal has been tracked and new information about the deal has been included in the deal details as an update.
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Other Deal Making Related Definitions

DCF	Discounted cash flow.
Discount rate	A numerical expression of interest rate as it relates to NPV.
EBITDA	Earnings Before Interest, Taxes, Depreciation, and Amortisation.
eNPV	Expected Net Present Value.
FTC	Federal Trade Commission (US Government).
IP	Intellectual Property.
NPV	Net Present Value.
SG&A	Selling, General & Administration costs.

Definitions of Deal Status

Pending	Letter of Intent, Memorandum of Understanding, Negotiations, non-binding agreements, term sheet, option agreements
Live	Definitive agreements
Aborted/Terminated	Deals involving terminations

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