

## Revance Therapeutics Inc

### COMPANY AND PIPELINE OVERVIEW REPORT

A comprehensive coverage of the company and a summary of the drug pipeline portfolio.

Publication Date: 08-Feb-2015

#### THOMSON REUTERS

3 Times Square  
New York, New York 10036  
United States

Tel: +1 646 223 4000

[thomsonreuters.com](http://thomsonreuters.com)

[Return to Table of Contents](#)



## ABOUT COMPANY AND PIPELINE OVERVIEW REPORT

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[Return to Table of Contents](#)



## GLOSSARY

### Number of Drugs in Active Development

Number of drugs associated with the company or subsidiary that are currently in active development, i.e. the development status for the drug(s) is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended.

### Number of Inactive Drugs

Number of drugs associated with the company or subsidiary that are currently classified as inactive, i.e. where the development status for the drug(s) is one of the following: No Development Reported, Discontinued, or Withdrawn.

### Number of Patents as Owner

Number of patents associated with the company where the company is listed as owner; i.e. the relationship type (or way the patent refers to the company) is: Patent Assignee/Owner, Patent owner (not assignee), Licensee for development and marketing, Licensee – marketing only (Distributor), Patent assignee of family member, Inferred assignee.

### Number of Patents as Third Party

Number of patents associated with the company where the company is listed as third party; i.e. the relationship type (or way the patent refers to the company) is: Patent assignee (not owner), Ex-Licensee for development and marketing, Ex-Licensee marketing only (Distributor), Customer of technology, Ex-Customer of technology, Patent opponent or infringer, Affiliate organization of inventor, Owner of underlying technology.

### Patents summary table

This table represents a summary of the core patent coverage for this company covering Therapeutic EP, US and WO patents since 1990 only.

### Number of Deals

A count of deals where the company or one of its subsidiaries is the primary company.

### Key Indications

Displays top ten key indications for the company and its subsidiaries based on frequency (indications occurring with high and identical frequency are always included, and this may result in more than ten Key Indications being listed). Includes both indications associated with patents where the company is patent owner and indications associated with drugs in active development. A drug is classified as 'active' if it features on a row (or rows) in the current development status table where the status is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended.

### Key Target-based Actions

Displays top ten key target-based actions for the company and its subsidiaries based on frequency (actions occurring with high and identical frequency are always included, and this may result in more than ten Key Target-based Actions being listed). Includes both target-based actions associated with patents where the company patent owner and target-based actions associated with drugs in active development. A drug is classified as 'active' if it features on a row (or rows) in the current development status table where the status is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended. A target-based action is one that is associated with a target.

### Key Technologies

Displays top ten key technologies for the company and its subsidiaries based on frequency (technologies occurring with high and identical frequency are always included, and this may result in more than ten Key Technologies being listed). Includes both key technologies associated with patents where the company relationship is patent owner and key technologies associated with drugs in active development. A drug is classified as 'active' if it features on a row (or rows) in the current development status table where the status is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended.

[Return to Table of Contents](#)



**PLEASE NOTE:** the financials section where present in the report includes: Share Information, Stock Performance chart (including the consensus recommendation), and Major Shareholders. Financial Performance presents graphical and tabular data on Worldwide Sales, Operating Income and Net Income over time, together with a Quarterly earnings update. Balance Sheet lists Assets, Liabilities and Stockholders Equity, and Forecasts includes: EPS Forecast and Other Forecasts. The data reported in all sections (except share information and major stock holders) are correct as of the publication date of the report (and not the download date). For share information and major stock holders the data is correct for the date shown with these sections

[Return to Table of Contents](#)



TABLE OF CONTENTS

Company Overview..... 7

Company Profile..... 7

Company Financials..... 8

Product Portfolio Summary..... 13

Product Portfolio Drugs..... 17

[Return to Table of Contents](#)

# Revance Therapeutics Inc

## COMPANY OVERVIEW

<b>Company Name</b>	Revance Therapeutics Inc
<b>Parent Company Name</b>	Revance Therapeutics Inc
<b>Website</b>	http://www.revance.com/
<b>Country</b>	US
<b>Number of Drugs in Active Development</b>	2
<b>Number of Inactive Drugs</b>	1
<b>Number of Patents as Owner</b>	10
<b>Number of Patents as Third Party</b>	0
<b>Number of Deals</b>	4
<b>Key Indications</b>	Hyperhidrosis, Migraine, Acne, Muscle disease, Unidentified indication, Rhinitis, Cerebral palsy, Muscle spasm, Rosacea, Strabismus, Temporomandibular joint syndrome
<b>Key Target-based Actions</b>	Botulinum toxin A stimulator, Acetylcholine receptor antagonist, Botulinum toxin B stimulator, Botulinum toxin C1 stimulator, Botulinum toxin D stimulator, Botulinum toxin E stimulator, Botulinum toxin F stimulator, Botulinum toxin G stimulator, Botulinum toxin stimulator
<b>Key Technologies</b>	Toxin, Peptide, Biological therapeutic, Parenteral formulation unspecified, Dermatological formulation, Injectable formulation, Dermatological gel formulation, Freeze drying, Absorption enhancer transdermal, Drying, Formulation preservation, Natural product, Oligosaccharide, Patch formulation, Pharmaceutical carrier, Transdermal

## COMPANY PROFILE

### SUMMARY

Revance Therapeutics, headquartered in Mountain View, CA, is a privately-held biopharmaceutical company. Revance specializes in developing dermatology products using its transdermal delivery technology and tissue remodeling agents.

### LICENSING AGREEMENTS

In December 2007, Medicis was to make an equity investment in Revance, as well as enter into an option agreement to acquire Revance or exclusively license North American rights to Revance's botulinum toxin type A aesthetic product. Medicis would make a \$20 million investment in Revance, receiving preferred stock equivalent of almost 10%. Revance would be responsible for manufacturing worldwide, while Medicis had the right to exercise the option upon completion of certain regulatory milestones through the end of phase II development. On exercising the license option, Revance would receive an option payment, milestones and royalties. The companies also agreed to negotiate a development program for the application of Revance's drug delivery technology. In July 2009, Medicis obtained worldwide aesthetic and dermatological rights to the botulinum toxin type A product.

### FINANCIAL

In December 2014, the company was selected for addition to the NASDAQ Biotechnology Index which would become effective upon market on December 22, 2014.

In June 2014, the company announced the pricing of underwritten public offering of 4 million shares priced at \$30.50 each. The underwriters were granted 30-day option to purchase an additional 600,000 shares. At that time, the offering was expected to close on June 24, 2014. Later that month, the offering of 4.6 million shares was closed and the company raised net proceeds of approximately \$131.3 million.

In June 2014, the company proposed an underwritten public offering of 3 million shares and expected to grant the underwriters a 30-day option to acquire an additional 450,000 shares.

In March 2014, the company was added to the Russell 2000 and Russell 3000 indexes.

[Return to Table of Contents](#)



In February 2014, Revance priced an initial public offering of 6 million common stock shares at a price of \$16 each. The shares began trading on the NASDAQ Global Market under the ticker symbol 'RVNC'. The underwriters were granted a 30-day option to buy up to an additional 0.9 million common stock shares at the same price to cover over-allotments. At that time, the offering was expected to close on February 11, 2014. Later that month, the initial public offering of 6,900,000 shares of common stock was closed. The company raised gross proceeds of approximately \$110 million and net proceeds of \$102.7 million [1524055,.

In April 2013, the company raised \$33 million from a series E growth financing and at that time, \$71 million in convertible debt was converted into the series E preferred stock.

In June 2011, Revance closed \$45 million financing.

In November 2008, the company secured \$8 million in venture debt financing.

In May 2008, Revance raised a further \$8 million from a series C financing, bringing the total raised to \$51.2 million.

## COMPANY FINANCIALS

### SHARE INFORMATION

<b>Close Price (USD)</b>	16.67
<b>Change (USD)</b>	0.27 (1.65%)
<b>Previous Close Price (USD)</b>	16.40
<b>Volume</b>	52,221
<b>52-Week High (USD)</b>	39.86
<b>52-Week Low (USD)</b>	14.02
<b>Date</b>	06-Feb-2015
<b>Exchange</b>	NASDAQ(COMPOSITE)
<b>Current Number of Shares Outstanding</b>	23,719,902
<b>Current Market Capitalization</b>	395,410,766
<b>EPS (Date Reported)</b>	-0.19704

[Return to Table of Contents](#)



## STOCK PERFORMANCE



## MAJOR SHAREHOLDERS

Shareholder	Type	Country	Shares held	% of shares held	Change in holding	% changes in shares held	Date
iShares NASDAQ Biotechnology ETF	Mutual Fund	United States	285,143	1.2	7,755	0.03	31-Jan-2015
Browne (L Daniel)	Individual Investor	United States	216,535	0.91	43,500	0.25	28-Jan-2015
Bertolino Arthur Peter	Individual Investor	United States	45,453	0.19	6,078	0.15	28-Jan-2015
iShares Russell 2000 Growth ETF	Mutual Fund	United States	39,128	0.16	-630	-0.02	31-Jan-2015
Waugh (Jacob Martin)	Individual Investor	United States	31,544	0.13	6,544	0.26	28-Jan-2015
iShares Micro-Cap ETF	Mutual Fund	United States	23,483	0.1	200	0.01	31-Jan-2015
iShares Russell 2000 Value ETF	Mutual Fund	United States	23,453	0.1	247	0.01	31-Jan-2015
Silvernail (Lauren P)	Individual Investor	United States	22,270	0.09	7,290	0.49	28-Jan-2015
Ruegg (Curtis)	Individual Investor	United States	18,499	0.08	5,231	0.39	28-Jan-2015

[Return to Table of Contents](#)



Schwab U.S. Small-Cap ETF	Mutual Fund	United States	11,937	0.05	585	0.05	31-Jan-2015
iShares Russell 3000 ETF	Mutual Fund	United States	2,239	0.01	38	0.02	31-Jan-2015
Fidelity MSCI Health Care Index ETF	Mutual Fund	United States	2,151	0.01	208	0.11	31-Jan-2015
Guggenheim Investments	Investment Advisor/Hedge Fund	United States	2,117	0.01	0	0	31-Jan-2015
DB Platinum Advisors	Investment Advisor	Luxembourg	1,878	0.01	0	0	31-Jan-2015
Nuveen Asset Management, LLC	Investment Advisor/Hedge Fund	United States	693	0	0	0	31-Jan-2015
iShares Russell 3000 Value ETF	Mutual Fund	United States	377	0	-9	-0.02	31-Jan-2015
iShares Russell 3000 Growth ETF	Mutual Fund	United States	290	0	-80	-0.22	31-Jan-2015
ProShares Hedge Replication ETF	Mutual Fund	United States	9	0	0	0	31-Jan-2015

[Return to Table of Contents](#)



	2012	2011	2013		
Sales (USD M)	0.717	0.557	0.617		
Operating Income (USD M)	-43.186	-27.738	-38.225		
Net Income (USD M)	-58.259	-44.863	-52.448		

[Return to Table of Contents](#)

## Quarterly earnings update

Period	Sales (USD M)	Operating Income (USD M)	Net Income (USD M)
2014 Q3	0.075	-13.825	-13.977
2014 Q2	0.075	-12.892	-13.302
2014 Q1	0.158	-11.486	-21.426
2013 Q4	0.309	-8.933	-0.475
2013 Q3	0.158	-8.268	-12.793
2013 Q2	0.075	-11.348	-15.75
2013 Q1	0.075	-9.677	-73.667
2012 Q4	0.117	-18.376	-10.901
2012 Q1	0.2	-6.431	-14.129

## BALANCE SHEET

### Assets (USD M)

	2011	2012	2013		
Cash & Short Term Investments	29.696	4.158	3.989		
Inventories - Total	0	0	0		
Current Assets - Total	30.119	5.405	4.814		
Property, Plant And Equipment - Net	8.439	6.98	14.315		
Other Assets - Total	0.71	0.453	3.006		
Total Assets	39.928	13.423	22.645		

### Liabilities (USD M)

	2011	2012	2013		
Accounts Payable	0.777	1.805	5.526		
Short Term Debt & Current Portion Of Long Term Debt	4.551	95.449	22.864		
Current Liabilities - Total	8.855	117.935	47.561		
Long Term Debt	64.436	11	2.632		
Other Liabilities	13.881	2.739	2.843		
Total Liabilities	99.977	134.717	56.212		

[Return to Table of Contents](#)

## Stockholders Equity (USD M)

	2011	2012	2013		
Minority Interest	0	0	0		
Preferred Stock	189.03	189.03	215.264		
Common Stock	0	0	0		
Treasury Stock	0	0			
Total Liabilities & Shareholders' Equity	39.928	13.423	22.645		

## FORECASTS

### EPS Forecast

Year ending	Current Forecast	1 month ago	3 months ago
31-Dec-2015	-3.3	-3.56	-3.3
31-Dec-2016	-3.25	-3.48	-3.25
31-Dec-2017	-3.44	-3.62	-3.44

### Other Forecasts

Year ending	DPS	CPS	Pretax	Sales
31-Dec-2015		-3.53	-69.3	0.28
31-Dec-2016			-74.12	0.28
31-Dec-2017			-83.9	18.07

[Return to Table of Contents](#)

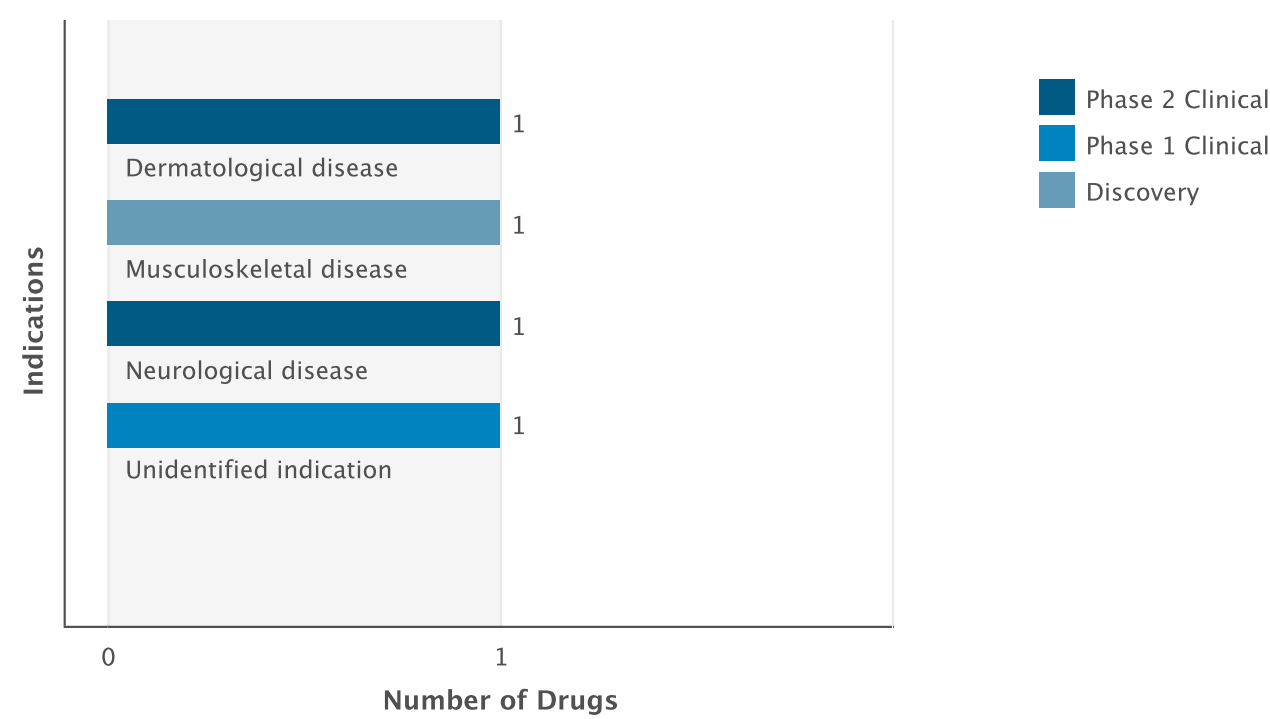


PRODUCT PORTFOLIO SUMMARY

DRUGS

Drugs by Indication

Active Drugs by Indication Chart



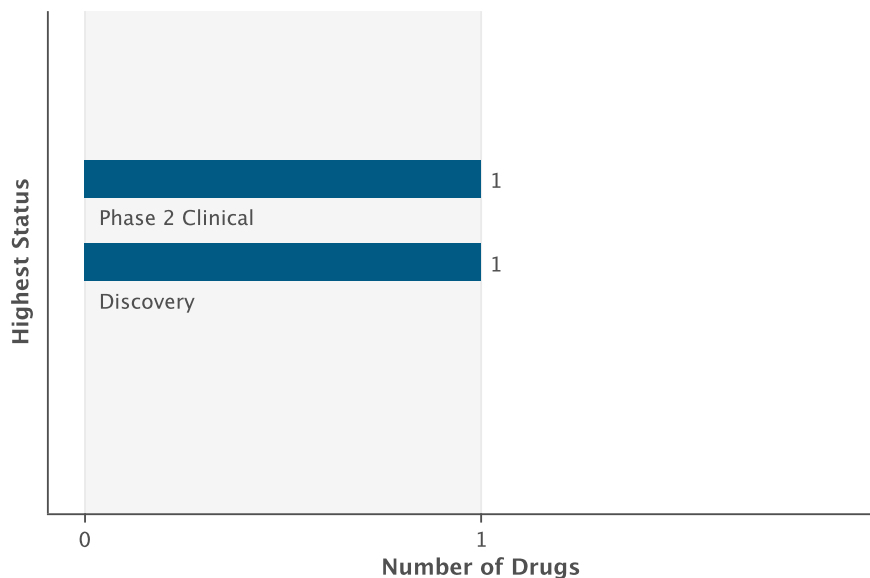
Drugs by Indication Table

Indication	Active	Inactive	Total
Inflammatory disease	0	2	2
Musculoskeletal disease	1	1	2
Infectious disease	0	1	1
Neurological disease	1	0	1
Dermatological disease	1	0	1
Unidentified indication	1	0	1
Otorhinolaryngological disease	0	1	1
Respiratory disease	0	1	1

[Return to Table of Contents](#)

## Drugs by Highest Status

Active Drugs by Highest Status Chart



Drugs by Highest Status Table

Development Status	Number of Drugs
Phase 2 Clinical	1
Discovery	1
No Development Reported	1

## DEALS

Deal Type	Principal		Partner		Total
	Active	Inactive	Active	Inactive	
Drug - Development/Commercialization License	1	0	0	0	1
Drug - Manufacturing/Supply	0	0	3	0	3

## CLINICAL TRIALS

Trials by Condition Studied

Condition Studied	Ongoing	All
Degeneration	0	2
Inflammatory disease	0	1
Respiratory disease	0	1

[Return to Table of Contents](#)

Infectious disease	0	1
Immune disorder	0	1
Otorhinolaryngological disease	0	1

### Trials by Phase

Phase	Ongoing	All
Phase 3	0	2
Phase 2	0	2

### Phase Definitions

#### Phase 3 Clinical

Includes Phase 3, Phase 3b, Phase 3a, Phase 2/3 (where enrolment count is 300 or over)

#### Phase 2 Clinical

Includes Phase 2, Phase 2a, Phase 2b, Phase 1/2 (where enrolment count is 100 or over), Phase 2/3 (where enrolment count is under 300 or not specified)

#### Phase 1 Clinical

Includes Phase 1, Phase 1a, Phase 1, Phase 1/2 (where enrolment count is under 100 or not specified), Phase 0

### PATENTS \*

Indication	As Owner	As Third Party	Total
Cardiovascular disease	1	0	1
Endocrine disease	2	0	2
Gastrointestinal disease	3	0	3
Genitourinary disease	3	0	3
Immune disorder	3	0	3
Musculoskeletal disease	7	0	7
Neoplasm	3	0	3
Ocular disease	3	0	3
Metabolic disorder	3	0	3
Mouth disease	1	0	1
Neurological disease	7	0	7
Nutritional disorder	1	0	1
Prophylaxis	1	0	1
Respiratory disease	5	0	5

[Return to Table of Contents](#)



Infectious disease	7	0	7
Injury	2	0	2
Inflammatory disease	6	0	6
Otorhinolaryngological disease	5	0	5
Dermatological disease	13	0	13

\* This table represents a summary of the core patent coverage for this company covering Therapeutic EP, US and WO patents since 1990 only.

[Return to Table of Contents](#)



## PRODUCT PORTFOLIO DRUGS

**PLEASE NOTE:** Highest status refers to highest development of that drug for one of the active companies

### RT-001, Revance Therapeutics

<b>Drug Name</b>	RT-001, Revance Therapeutics
<b>Key Synonyms</b>	
<b>Originator Company</b>	Revance Therapeutics Inc
<b>Active Companies</b>	Revance Therapeutics Inc
<b>Inactive Companies</b>	
<b>Highest Status</b>	Phase 2 Clinical
<b>Active Indications</b>	Migraine, Hyperhidrosis, Unidentified indication, Acne
<b>Target-based Actions</b>	Botulinum toxin A stimulator
<b>Other Actions</b>	Dermatological agent, Analgesic
<b>Technologies</b>	Dermatological formulation, Biological therapeutic, Dermatological gel formulation, Peptide, Toxin
<b>Last Change Date</b>	13-Jan-2015

### RT-002

<b>Drug Name</b>	RT-002
<b>Key Synonyms</b>	
<b>Originator Company</b>	Revance Therapeutics Inc
<b>Active Companies</b>	Revance Therapeutics Inc
<b>Inactive Companies</b>	
<b>Highest Status</b>	Discovery
<b>Active Indications</b>	Muscle disease
<b>Target-based Actions</b>	Acetylcholine receptor antagonist, Botulinum toxin A stimulator
<b>Other Actions</b>	Neuromuscular blocking agent
<b>Technologies</b>	Injectable formulation, Biological therapeutic, Parenteral formulation unspecified, Peptide, Toxin
<b>Last Change Date</b>	13-Jan-2015

[Return to Table of Contents](#)

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[Return to Table of Contents](#)

