

## **Dermira Inc**

### **COMPANY AND PIPELINE OVERVIEW REPORT**

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

Publication Date: 02-Aug-2015

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[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i.e. where the development status for the drug(s) is one of the following: No Development Reported, Discontinued, or Withdrawn.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..... 7

Product Portfolio Summary..... 12

Product Portfolio Drugs..... 15

[Return to Table of Contents](#)

# Dermira Inc

## COMPANY OVERVIEW

Company Name	Dermira Inc
Parent Company Name	Dermira Inc
Website	http://dermira.com/
Country	US
Number of Drugs in Active Development	5
Number of Inactive Drugs	2
Number of Patents as Owner	3
Number of Patents as Third Party	1
Number of Deals	1
Key Indications	Acne,Psoriasis,Hyperhidrosis,Sebaceous gland disease,Acne vulgaris,Atopic dermatitis,Rosacea,Angina,Brain infarction,Cardiac failure,Coronary artery disease,End stage renal disease,Hearing disorder,Heart disease,Hypertension,Myocardial disease,Neurodegenerative disease,Parkinsons disease,Peripheral vascular disease,Pigment
Key Target-based Actions	Acetylcholine receptor antagonist,5-Lipoxygenase activating protein inhibitor,5-Lipoxygenase inhibitor,Muscarinic receptor antagonist
Key Technologies	Dermatological formulation,Small molecule therapeutic,Crystalline form,Formulation preservation

## COMPANY PROFILE

### SUMMARY

Dermira was established in late 2010 and is focused on the development and commercialization of innovative therapeutics for dermatological disorders.

### ACQUISITIONS & SPIN-OFFS

In October 2011, the company acquired Valocor Therapeutics.

### FINANCIAL

In December 2014, the company was added to the Russell 2000 Index.

In October 2014, the company was to sell 468,750 shares of its common stock, at a price of \$16 each, through a private placement to UCB SA. In October 2014, the company raised approximately \$120.3 million that included proceeds from the IPO and the private placement.

In October 2014, the company priced its initial public offering of 7,812,500 shares of common stock at a price of \$16 each and granted the underwriters a 30-day option to purchase up to an additional 1,171,875 shares. At that time, the shares began trading on the NASDAQ Global Market under the symbol "DERM". Later that month, the offering was completed. At that time, the company raised approximately \$120.3 million that included proceeds from the IPO and the private placement.

In August 2014, the company raised \$51 million in a series C financing.

In June 2013, Dermira raised \$35 million in a series B financing and related transaction.

In October 2011, the company secured \$42 million in a series A financing round.

[Return to Table of Contents](#)



COMPANY FINANCIALS

SHARE INFORMATION

Close Price (USD)	22.58
Change (USD)	0.00 (0.00%)
Previous Close Price (USD)	22.58
Volume	42,572
52-Week High (USD)	25.24
52-Week Low (USD)	12.68
Date	31-Jul-2015
Exchange	NASDAQ(COMPOSITE)
Current Number of Shares Outstanding	24,670,911
Current Market Capitalization	607,644,538
EPS (Date Reported)	-4.9603

STOCK PERFORMANCE



MAJOR SHAREHOLDERS

[Return to Table of Contents](#)

Shareholder	Type	Country	Shares held	% of shares held	Change in holding	% changes in shares held	Date
New Enterprise Associates (NEA)	Venture Capital	United States	3,506,649	14.21	0	0	30-Jun-2015
Bay City Capital L.L.C.	Venture Capital	United States	3,506,647	14.21	0	0	30-Jun-2015
Canaan Partners	Venture Capital	United States	2,500,149	10.13	2,500,149	1	30-Jun-2015
UCB SA	Corporation	Belgium	1,841,234	7.46	0	0	30-Jun-2015
Fidelity Select Biotechnology Portfolio	Mutual Fund	United States	1,584,200	6.42	397,100	0.33	30-Jun-2015
Eagle Asset Management, Inc.	Investment Advisor/Hedge Fund	United States	728,697	2.95	52,508	0.08	30-Jun-2015
Eagle Small Cap Growth Fund	Mutual Fund	United States	728,697	2.95	52,508	0.08	30-Jun-2015
Fidelity Advisor Biotechnology Fund	Mutual Fund	United States	449,300	1.82	108,100	0.32	30-Jun-2015
Fidelity Blue Chip Growth Fund	Mutual Fund	United States	315,700	1.28	-2,100	-0.01	30-Jun-2015
Wiggans (Thomas G)	Individual Investor	United States	281,679	1.14	1,259	0	30-Jun-2015
Prudential Jennison Health Sciences Fund	Mutual Fund	United States	234,064	0.95	0	0	30-Jun-2015
Vanguard Total Stock Market Index Fund	Mutual Fund	United States	219,093	0.89	0	0	30-Jun-2015
iShares Russell 2000 ETF	Mutual Fund	United States	200,382	0.81	64,301	0.47	30-Jun-2015
Fidelity Series Blue Chip Growth Fund	Mutual Fund	United States	133,300	0.54	0	0	30-Jun-2015
Fidelity Advisor Diversified Stock Fund	Mutual Fund	United States	125,000	0.51	-75,000	-0.38	30-Jun-2015
BlackRock Health Sciences Opportunities Portfolio	Mutual Fund	United States	146,100	0.59	0	0	31-May-2015
Bauer (Eugene A)	Individual Investor	United States	105,322	0.43	844	0.01	30-Jun-2015
Vanguard Extended Market Index Fund	Mutual Fund	United States	96,646	0.39	8,532	0.1	30-Jun-2015
iShares Russell 2000 Value ETF	Mutual Fund	United States	55,918	0.23	49,156	7.27	30-Jun-2015

[Return to Table of Contents](#)



## FINANCIAL PERFORMANCE



	2012	2013	2014		
<b>Sales (USD M)</b>	0	0	7.3		
<b>Operating Income (USD M)</b>	-20.203	-22.303	-31.698		
<b>Net Income (USD M)</b>	-20.254	-22.35	-31.875		

[Return to Table of Contents](#)

## Quarterly earnings update

Period	Sales (USD M)	Operating Income (USD M)	Net Income (USD M)
2015 Q1	0	-14.234	-14.035
2014 Q4	7.3	-6.782	-6.727
2014 Q3	0	-7.716	-7.847
2014 Q2	0	-8.703	-8.762
2014 Q1	0	-8.497	-8.539
2013 Q4	0	-6.692	-6.714
2013 Q3	0	-4.628	-4.665
2013 Q2	0	-4.862	-4.842
2013 Q1	0	-6.121	-6.129

## BALANCE SHEET

### Assets (USD M)

	2012	2013	2014		
Cash & Short Term Investments	7.872	22.144	97.151		
Inventories - Total	0	0	0		
Current Assets - Total	8.032	22.488	105.463		
Property, Plant And Equipment - Net	0.035	0.061	0.192		
Other Assets - Total	4.447	4.322	6.083		
Total Assets	12.514	26.871	178.221		

[Return to Table of Contents](#)

## Liabilities (USD M)

	2012	2013	2014		
Accounts Payable	1.984	2.322	5.563		
Short Term Debt & Current Portion Of Long Term Debt	0	0.133	0		
Current Liabilities - Total	4.385	4.515	11.89		
Long Term Debt	0	1.786	1.936		
Deferred Taxes	0.785	0.785	0.816		
Other Liabilities	0	0	0		
Total Liabilities	5.17	17.086	24.642		

## Stockholders Equity (USD M)

	2012	2013	2014		
Minority Interest	0	0	0		
Preferred Stock	35.089	59.588	0		
Common Stock	0.005	0.001	0.025		
Treasury Stock	0				
Total Liabilities & Shareholders' Equity	12.514	26.871	178.221		

## FORECASTS

### EPS Forecast

Year ending	Current Forecast	1 month ago	3 months ago
31-Dec-2015	-3.26	-3.26	-3.22
31-Dec-2016	-2.77	-2.77	-2.75
31-Dec-2017	-2.16	-2.16	-2.17

### Other Forecasts

Year ending	DPS	CPS	Pretax	Sales
31-Dec-2015	0		-83.63	0
31-Dec-2016	0		-78.37	7.67
31-Dec-2017	0		-66.77	11.23

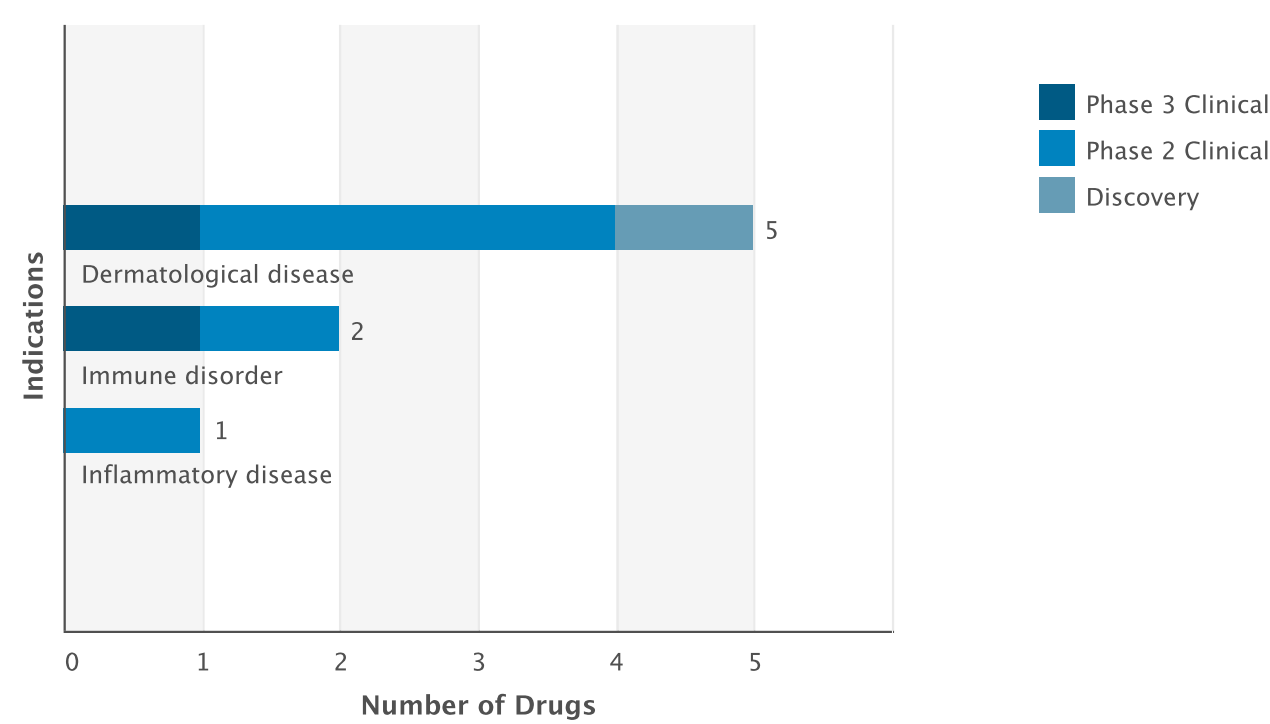
[Return to Table of Contents](#)

PRODUCT PORTFOLIO SUMMARY

DRUGS

Drugs by Indication

Active Drugs by Indication Chart



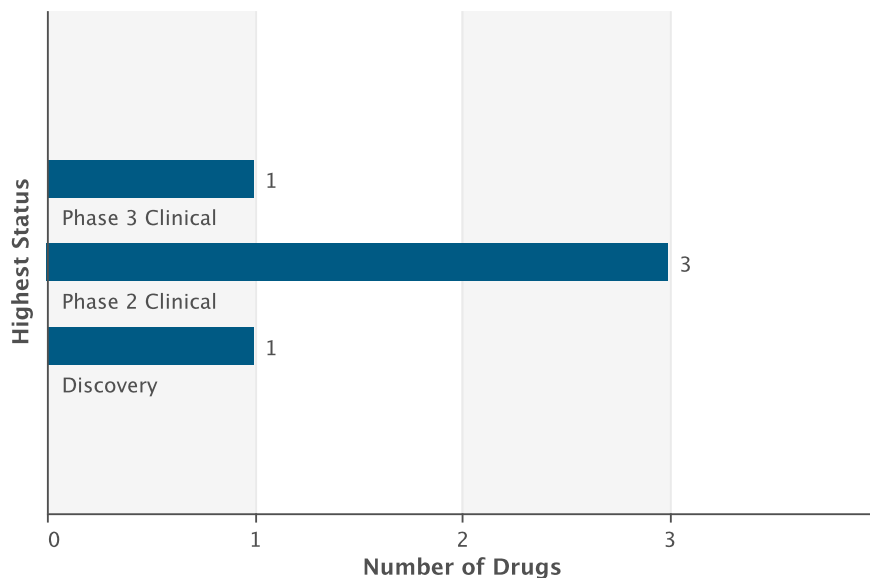
Drugs by Indication Table

Indication	Active	Inactive	Total
Dermatological disease	5	2	7
Immune disorder	2	1	3
Inflammatory disease	1	0	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 3 Clinical	1
Phase 2 Clinical	3
Discovery	1
No Development Reported	2

## DEALS

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

## CLINICAL TRIALS

Trials by Condition Studied

Condition Studied	Ongoing	All
Dermatological disease	4	11
Immune disorder	3	5
Inflammatory disease	0	1

[Return to Table of Contents](#)

## Trials by Phase

Phase	Ongoing	All
Phase 3	3	3
Phase 2	1	8
Phase 1	0	1

### 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
Immune disorder	1	0	1
Metabolic disorder	1	0	1
Neurological disease	1	1	2
Cardiovascular disease	0	1	1
Genitourinary disease	0	1	1
Dermatological disease	3	0	3
Otorhinolaryngological disease	1	0	1

\* 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

### certolizumab pegol

<b>Drug Name</b>	certolizumab pegol
<b>Key Synonyms</b>	
<b>Originator Company</b>	UCB Celltech
<b>Active Companies</b>	Dermira Inc, Orient Europharma, Astellas Pharma Inc, NewBridge Pharmaceuticals Ltd, UCB SA, Laboratorios Farmaceuticos Rovi SA
<b>Inactive Companies</b>	AstraZeneca plc, UCB Celltech, Otsuka Pharmaceutical Co Ltd, Pfizer Inc, Pharmacia Corp
<b>Highest Status</b>	Launched
<b>Active Indications</b>	Rheumatoid arthritis, Ulcerative colitis, Psoriatic arthritis, Psoriasis, Juvenile rheumatoid arthritis, Ankylosing spondylitis, Spondylarthritis, Crohns disease
<b>Target-based Actions</b>	TNF alpha ligand inhibitor, TNF antagonist
<b>Other Actions</b>	TNF binding agent, Systemic antipsoriatic product, Anti-inflammatory
<b>Technologies</b>	PEGylated formulation, Biological therapeutic, Subcutaneous formulation, Solution, Freeze drying, Protein recombinant, Monoclonal antibody humanized, Antibody fragment, Protein conjugated
<b>Last Change Date</b>	31-Jul-2015

### DRM-02

<b>Drug Name</b>	DRM-02
<b>Key Synonyms</b>	
<b>Originator Company</b>	Valocor Therapeutics Ltd
<b>Active Companies</b>	Dermira Inc
<b>Inactive Companies</b>	Valocor Therapeutics Ltd
<b>Highest Status</b>	Phase 2 Clinical
<b>Active Indications</b>	Rosacea, Atopic dermatitis, Psoriasis
<b>Target-based Actions</b>	PDE 4 inhibitor, Integrin-linked kinase inhibitor
<b>Other Actions</b>	Dermatological agent
<b>Technologies</b>	Dermatological formulation, Small molecule therapeutic
<b>Last Change Date</b>	28-May-2015

[Return to Table of Contents](#)



## DRM-01

Drug Name	DRM-01
Key Synonyms	
Originator Company	Valocor Therapeutics Ltd
Active Companies	Dermira Inc
Inactive Companies	Valocor Therapeutics Ltd
Highest Status	Phase 2 Clinical
Active Indications	Acne, Sebaceous gland disease, Acne vulgaris
Target-based Actions	Acetyl CoA carboxylase inhibitor
Other Actions	Anti-inflammatory
Technologies	Dermatological formulation, Prodrug, Small molecule therapeutic
Last Change Date	10-Jun-2015

## DRM-04B

Drug Name	DRM-04B
Key Synonyms	
Originator Company	Dermira Inc
Active Companies	Dermira Inc
Inactive Companies	
Highest Status	Phase 2 Clinical
Active Indications	Hyperhidrosis
Target-based Actions	Acetylcholine receptor antagonist
Other Actions	
Technologies	Dermatological formulation, Small molecule therapeutic
Last Change Date	06-Feb-2015

[Return to Table of Contents](#)



## lemuteporfin

<b>Drug Name</b>	lemuteporfin
<b>Key Synonyms</b>	lemuteporfin
<b>Originator Company</b>	QLT Inc
<b>Active Companies</b>	Dermira Inc
<b>Inactive Companies</b>	Valocor Therapeutics Ltd, QLT Inc
<b>Highest Status</b>	Discovery
<b>Active Indications</b>	Acne
<b>Target-based Actions</b>	
<b>Other Actions</b>	Systemic antipsoriatic product, Anticancer, Photosensitizer, Immunomodulator
<b>Technologies</b>	Dermatological formulation, Small molecule therapeutic, Intravenous formulation
<b>Last Change Date</b>	29-May-2015

[Return to Table of Contents](#)



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[Return to Table of Contents](#)

