

## **Dermira Inc**

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

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

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## ABOUT COMPANY AND PIPELINE OVERVIEW REPORT

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i.e. where the development status for the drug(s) is one of the following: No Development Reported, Discontinued, or Withdrawn.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

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**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

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# 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 August 2015, the company initiated a follow-on public offering of 3.75 million shares of its common stock and planned to grant the underwriters for a 30-day option to purchase up to an additional 562,500 shares. Later that month, the company priced the offer of 4.5 million shares of common stock at \$21.50 per share. The underwriters were granted a 30-day option to purchase up to an additional 675,000 shares. Later, in August 2015, the offering was closed raising net proceeds of approximately \$104 million. The underwriters' option was fully exercised.

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.

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

COMPANY FINANCIALS

SHARE INFORMATION

Close Price (USD)	25.35
Change (USD)	-0.21 (-0.82%)
Previous Close Price (USD)	25.56
Volume	73,687
52-Week High (USD)	27.76
52-Week Low (USD)	12.68
Date	04-Sep-2015
Exchange	NASDAQ(COMPOSITE)
Current Number of Shares Outstanding	24,670,911
Current Market Capitalization	794,615,616
EPS (Date Reported)	-4.9603

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## STOCK PERFORMANCE



## MAJOR SHAREHOLDERS

Shareholder	Type	Country	Shares held	% of shares held	Change in holding	% changes in shares held	Date
Fidelity Select Biotechnology Portfolio	Mutual Fund	United States	1,584,200	5.43	0	0	31-Jul-2015
Fidelity Advisor Biotechnology Fund	Mutual Fund	United States	449,300	1.54	0	0	31-Jul-2015
Fidelity Blue Chip Growth Fund	Mutual Fund	United States	315,700	1.08	0	0	31-Jul-2015
Vanguard Total Stock Market Index Fund	Mutual Fund	United States	216,882	0.74	-2,211	-0.01	31-Jul-2015
iShares Russell 2000 ETF	Mutual Fund	United States	192,990	0.66	-7,392	-0.04	31-Jul-2015
BlackRock Health Sciences Opportunities Portfolio	Mutual Fund	United States	146,100	0.5	0	0	31-Jul-2015
Fidelity Series Blue Chip Growth Fund	Mutual Fund	United States	133,300	0.46	0	0	31-Jul-2015
Fidelity Advisor Diversified Stock Fund	Mutual Fund	United States	125,000	0.43	0	0	31-Jul-2015
Vanguard Extended Market Index Fund	Mutual Fund	United States	112,671	0.39	16,025	0.17	31-Jul-2015

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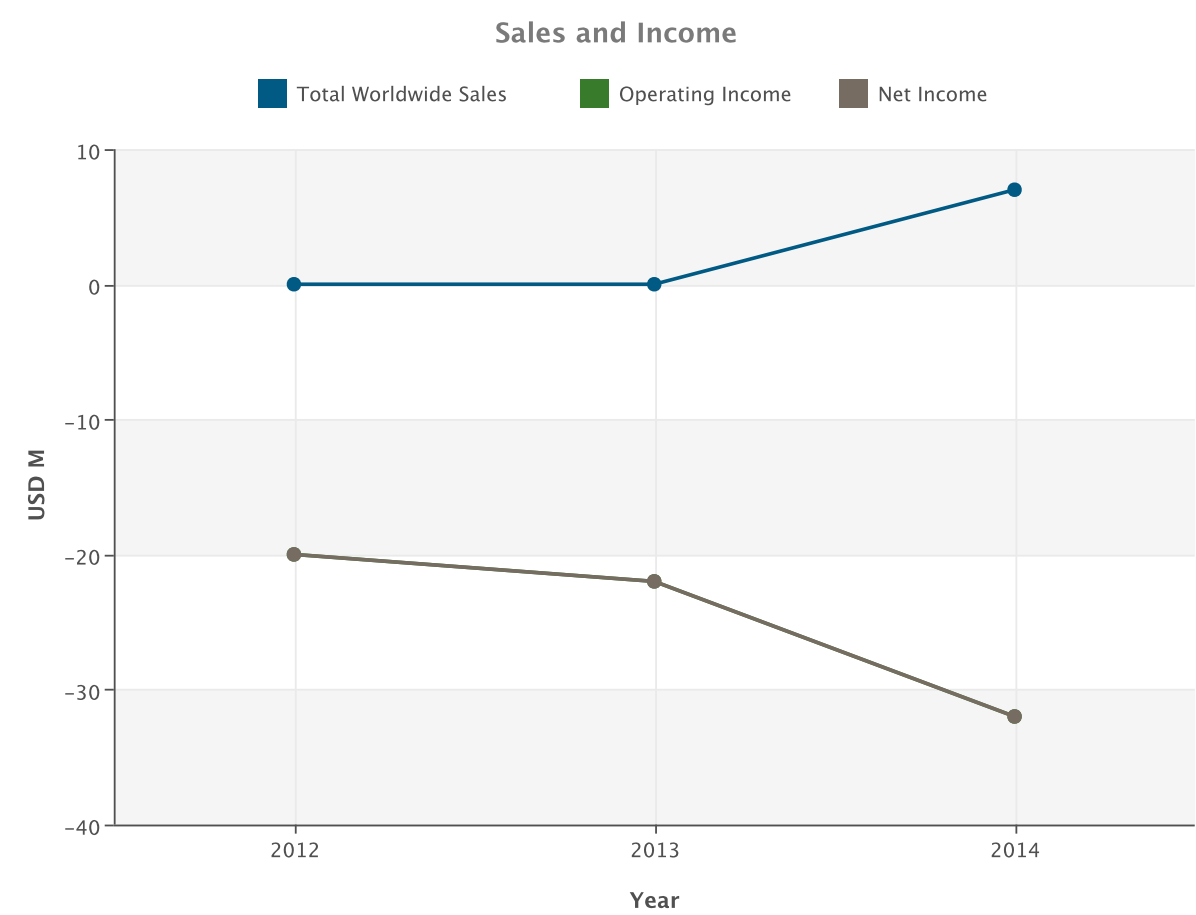




TIAA-CREF Small Cap Equity Fund	Mutual Fund	United States	97,500	0.33	97,500	1	31-Jul-2015
iShares Russell 2000 Value ETF	Mutual Fund	United States	55,918	0.19	0	0	31-Jul-2015
Fidelity Spartan Extended Market Index Fund	Mutual Fund	United States	54,247	0.19	3,805	0.08	31-Jul-2015
iShares Russell 2000 Growth ETF	Mutual Fund	United States	41,724	0.14	6,888	0.2	31-Aug-2015
Next Century Growth Investors, LLC	Investment Advisor	United States	39,211	0.13	39,211	1	31-Jul-2015
Russell U.S. Small Cap Equity Fund	Mutual Fund	United States	39,211	0.13	39,211	1	31-Jul-2015
iShares Micro-Cap ETF	Mutual Fund	United States	32,387	0.11	-564	-0.02	31-Aug-2015
Vanguard Health Care Index Fund	Mutual Fund	United States	21,048	0.07	30	0	31-Jul-2015
Fidelity Spartan Total Market Index Fund	Mutual Fund	United States	20,574	0.07	5,319	0.35	31-Jul-2015
Vanguard Institutional Total Stock Market Index Fund	Mutual Fund	United States	15,936	0.05	0	0	31-Jul-2015
TIAA-CREF Small Cap Blend Index Fund	Mutual Fund	United States	12,578	0.04	0	0	31-Jul-2015

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

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## Quarterly earnings update

Period	Sales (USD M)	Operating Income (USD M)	Net Income (USD M)
2015 Q2	0	-17.343	-17.159
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		

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## 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	-2.99	-3.26	-3.25
31-Dec-2016	-2.77	-2.77	-2.77
31-Dec-2017	-2.42	-2.16	-2.14

### Other Forecasts

Year ending	DPS	CPS	Pretax	Sales
31-Dec-2015	0		-81.63	0
31-Dec-2016	0		-82.28	5.75
31-Dec-2017	0		-76.72	8.43

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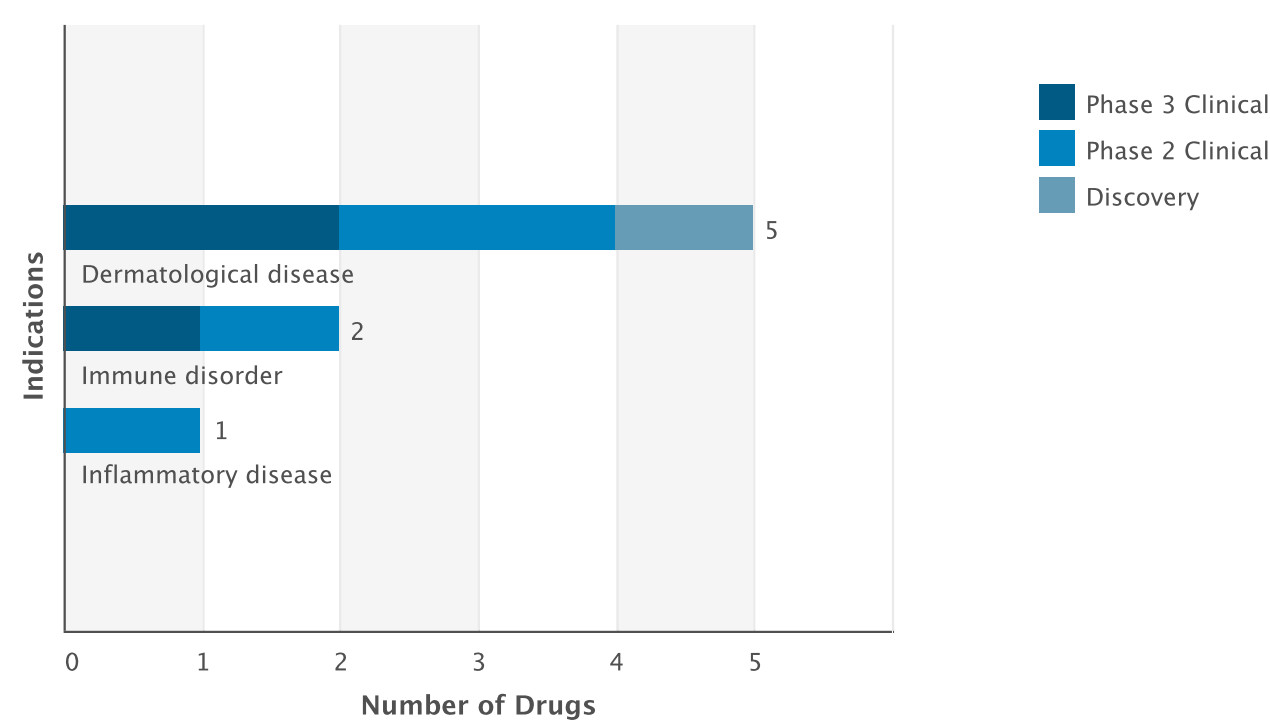


PRODUCT PORTFOLIO SUMMARY

DRUGS

Drugs by Indication

Active Drugs by Indication Chart



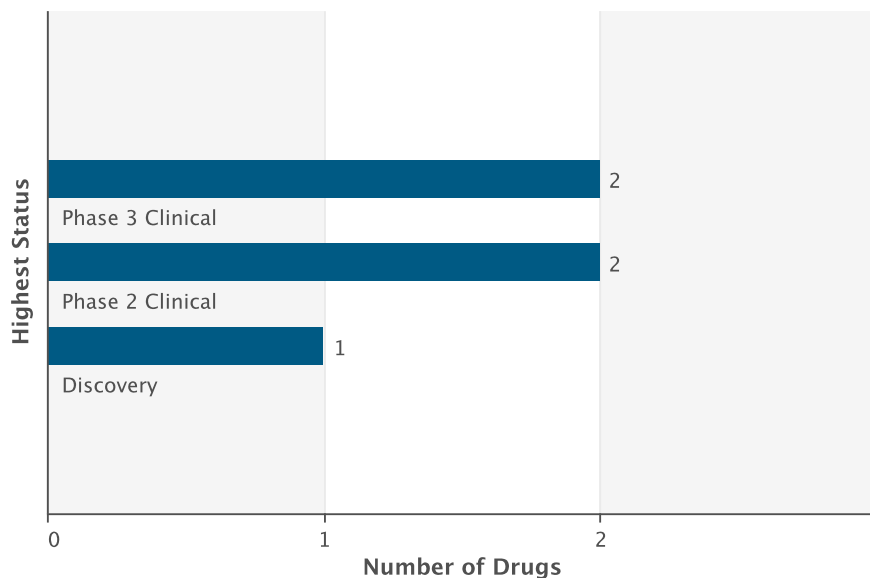
Drugs by Indication Table

Indication	Active	Inactive	Total
Dermatological disease	5	2	7
Immune disorder	2	1	3
Inflammatory disease	1	0	1

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## Drugs by Highest Status

Active Drugs by Highest Status Chart



Drugs by Highest Status Table

Development Status	Number of Drugs
Phase 3 Clinical	2
Phase 2 Clinical	2
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	6	15
Immune disorder	3	5
Inflammatory disease	0	1

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## Trials by Phase

Phase	Ongoing	All
Phase 3	5	7
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
Cardiovascular disease	0	1	1
Genitourinary disease	0	1	1
Immune disorder	1	0	1
Metabolic disorder	1	0	1
Neurological disease	1	1	2
Otorhinolaryngological disease	1	0	1
Dermatological disease	3	0	3

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

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## 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>	Cimzia, certolizumab pegol
<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>	Systemic antipsoriatic product, Anti-inflammatory, TNF binding agent
<b>Technologies</b>	Monoclonal antibody humanized, Antibody fragment, Protein conjugated, PEGylated formulation, Biological therapeutic, Subcutaneous formulation, Solution, Freeze drying, Protein recombinant
<b>Last Change Date</b>	01-Sep-2015

### DRM-04B

<b>Drug Name</b>	DRM-04B
<b>Key Synonyms</b>	
<b>Originator Company</b>	Dermira Inc
<b>Active Companies</b>	Dermira Inc
<b>Inactive Companies</b>	
<b>Highest Status</b>	Phase 3 Clinical
<b>Active Indications</b>	Hyperhidrosis
<b>Target-based Actions</b>	Acetylcholine receptor antagonist
<b>Other Actions</b>	
<b>Technologies</b>	Dermatological formulation, Small molecule therapeutic
<b>Last Change Date</b>	14-Aug-2015

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## 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

## DRM-01

<b>Drug Name</b>	DRM-01
<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>	Acne, Sebaceous gland disease, Acne vulgaris
<b>Target-based Actions</b>	Acetyl CoA carboxylase inhibitor
<b>Other Actions</b>	Anti-inflammatory
<b>Technologies</b>	Dermatological formulation, Prodrug, Small molecule therapeutic
<b>Last Change Date</b>	14-Aug-2015

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## 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

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