

ddcr.com

– Enabling Drug Delivery Deal Making



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Welcome to another edition of the Drug Delivery Companies Report (DDCR). In particular, I would like to extend a particularly warm welcome to the following companies making their debut in the DDCR: Aegis Therapeutics LLC, Biocompatibles International plc, Camurus AB, Ferro Pharmaceutical Technologies, Haselmeier Sàrl, LAB Pharma OY, Lyfjathroun Biopharmaceuticals HF, Novosis AG, Praecis Pharmaceuticals Incorporated, PsiMedica Ltd, Sontra Medical Corporation and Ypsomed AG.

Now in its 11th year, this bi-annual report provides companies with drug delivery technology platforms and products access to senior deal making decision makers within pharmaceutical and biotechnology companies. New for this year, when you advertise in the Drug Delivery Companies Report you also benefit from the additional exposure your products and technologies will receive on ddc.com.

The purpose of ddc.com is clear – to provide anyone involved in drug delivery deal making with the latest trends and developments that are taking place. Running alongside the Drug Delivery Companies Report, ddc.com showcases up-to-the-minute deal making opportunities and provides drug delivery deal enabling information to those parties actively looking to do deals.

“ddc.com was specifically designed with the needs of not only drug delivery companies, but also pharmaceutical and biotechnology deal making decision makers in mind”

ddc.com is a portal that brings drug delivery and pharmaceutical companies together. As the only industry resource purely focusing on enabling drug delivery deal making, it provides the ideal vehicle for companies looking to showcase products and technologies as well as a comprehensive resource for those actively seeking new and novel technologies.

Changing Market Dynamics

As the drug delivery marketplace continues to evolve, so must those companies who seek to service and add value in this particular arena. With that in mind, and focusing on the changing needs of our clients, ddc.com was designed to help product and pipeline development. Given the recent rapid decline of new drug approvals and inevitable increase in competition from generics due to imminent



ddc.com home page

patent expirations, this is now more important than ever. So as either a company with a drug delivery product or technology or as a pharmaceutical executive looking for a new opportunity...how can ddc.com help you?

The homepage was designed with clarity of information as a key objective. In particular, the live news feed delivers updated daily drug delivery information straight to your desktop and the navigation bar easily allows you to find the page that you are looking for. A key attraction is our industry linked feature of the month, along with selected company profiles...which makes this page one of the most visited of the site.

Market News and Trends

Containing the latest monthly drug delivery deal making information, visiting this page will provide you with a useful assessment and analysis of all the latest activities within the drug delivery area.

“ddc.com is a useful tool, PharmaVentures and their services are well known amongst top level pharmaceutical executives and as such we must be present on the web site and in the report”.

**Robert Bloder, VP Business Development,
Aveva Drug Delivery Systems, Inc.**



ddcr.com Market News and Trends



ddcr.com E-News

Communicate...Communicate.... Communicate

Fundamental to the overall success of ddc.com is the ongoing communication with all those people involved with drug delivery. DDCR E-News is a monthly electronic newsletter that ensures ddc.com continues to see high levels of traffic. Distributed to over 10,000 individuals, this effective communication tool delivers relevant information in an easy and accessible way. You can sign up to receive this monthly newsletter at <http://www.ddc.com/subscribe.html>

Delivering Credible and Thought Provoking Content

To maintain our reputation as an industry leading publication it is essential to engage with industry experts, who will continue to ensure that we deliver the same

editorial integrity on the web as we have delivered in print. Their wealth of talent and diverse backgrounds have helped ensure that our featured articles continue to be not only interesting and relevant, but also thought-provoking in nature.

Opportunities – the Life Blood of the Industry

Driving product development and enhancing product pipelines have been two key emerging themes in recent years. Providing relevant and new opportunities is a priority, not only in terms of assisting companies to do deals, but also enabling them to extract the most value from their deal making activities by adding value through additional strategic intelligence and industry expertise.

Constantly updated, and based on PharmaDeals® Opportunities, the opportunities resource features live drug delivery opportunities classified by indication and



ddcr.com Editorial Board



ddcr.com Opportunities resource

administration route. If companies need more information on opportunities or indeed bespoke searches, then they can liaise with us directly.

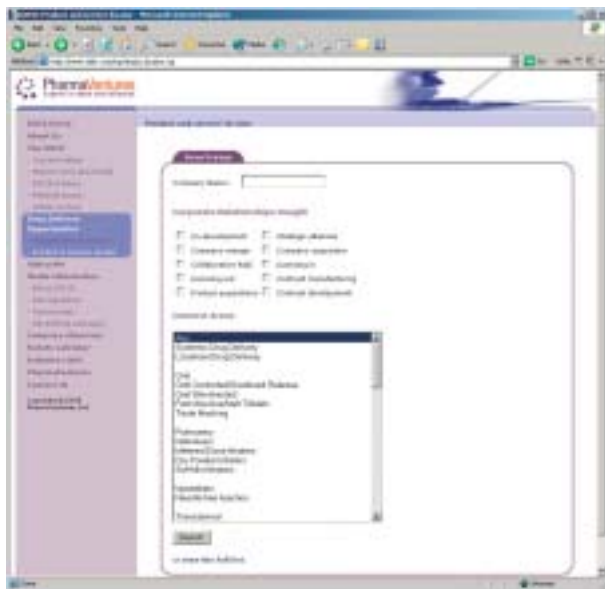
Alternatively, if you have an opportunity that you'd like to profile, then submitting it to ddc.com is free and will ensure its exposure to pharmaceutical executives looking to do deals.

"It's an excellent way of putting your drug delivery opportunity in front of those people looking to strike a drug delivery deal".

Identifying a Product and Service Provider Made Easy

The comprehensive 'Product and Service Locator' is a searchable database profiling companies' products and services in the drug delivery industry. It is a popular resource with pharmaceutical companies. It clearly identifies what products and services a company offers and also the commercial engagements that are being sought. Over 230 companies are profiled, meaning that this facility provides a quick and easy method of assessing the drug delivery capabilities and deal making aspirations of a large pool of drug delivery and speciality Pharma companies.

The Drug Delivery Companies Report and ddc.com are produced by PharmaVentures, a leading results driven organisation assisting pharmaceutical and biotechnology companies worldwide in all aspects of deal making.



ddc.com Product and Service Locator database

"For Fertin Pharma the Internet is the most important media for exposure, and we continually measure the traffic on our webpage. We have recorded that a considerable number of hits are generated directly from the Company Showcase on www.ddc.com."

*Bo Tandrup, Business Development,
Fertin Pharma*

Comprising two specialist areas – PharmaVentures Consulting and PharmaVentures Intelligence – we work with clients to drive greater value from their deal making activities.

With over 12 years' experience, we provide the global expertise to ensure our clients generate the highest possible return on investment from all their deal making activities.

We are sure that you will find ddc.com easy to use and a valuable source of drug delivery deal making information. If you are aiming to secure a deal in 2005, then profiling your company in the Drug Delivery Companies Report is a must, not only because of the reports strategic deal making focus, but also because of the critical synergies that appearing on ddc.com can deliver to your business.

Interview with Mathew Leigh CEO, Phares Drug Delivery



What do you think will be the key drug delivery market drivers for 2005?

Risk sharing partnerships between focused biopharmaceutical companies (with innovative lead candidates) and DDCs (with reliable development expertise). Harnessing the skills of these two partners can create candidates that have a greater chance of being developed successfully.

What are your marketing plans for 2005?

Introduce Ultra-BAV™ – our new formulation service for poorly soluble compounds in lead optimisation and present our intravenous solubilisation technology to oncology companies.

Phares has a longstanding and consistent history of profiling itself in the Drug Delivery Companies Report. How has the DDCR benefited your organisation over the past few years?

We regularly receive new clients who have learnt about us from DDCR.

How important is the internet as a media for market exposure for Phares?

Very. It enables cost effective and around the clock marketing. It is particularly important for our clients from the other side of the globe. Overall [ddc.com is] a useful resource.

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