

# NordMedica A/S

Your Partner for Responsible  
Divestment of Critical Care Products  
as an Alternative to Discontinuation



## About NordMedica A/S

NordMedica is a specialty pharmaceutical company focused on acquiring Market Authorizations for well established original medicinal products from international pharmaceutical companies. NordMedica, being a privately owned company, performs quick decision-making processes as well as implementations.

In 2010, NordMedica was awarded by the leading Danish business newspaper Børsen as one of the fastest growing companies in Denmark during the previous 4 years.





## The Background – for a possible Business Transaction

The majority of pharmaceutical companies plan to divest or discontinue small products from their product portfolio from time to time. This may be due to mergers, manufacturing difficulties or the like. However, the delisting of important or even life saving medicines from the market can greatly influence the life of patients or damage public relations.

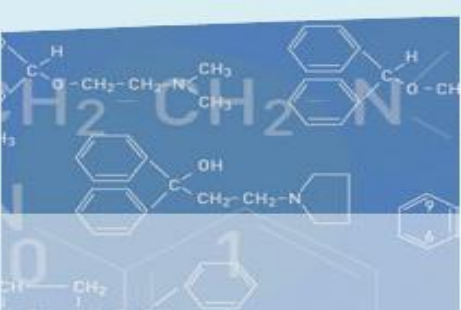
On such basis, NordMedica offers to release big-pharma companies from the negative aspects and criticism from delisting smaller products.

Therefore – we invite for considering NordMedica as your partner next time you contemplate delisting such products. We keep these products available to patients as they still fulfill important medical needs.



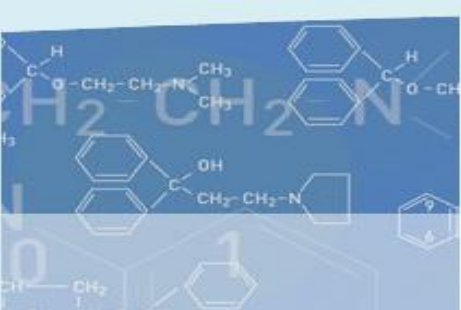
## NordMedica – as a preferred Partner

- We have a long experience in acquiring mature products with +15 products in +10 markets from pharmaceutical companies like Eli Lilly, LEO Pharma and Pfizer since 2003.
- With Eli Lilly and Pfizer we have repeatedly concluded transactions during this period.
- Our therapeutic focus is hospital products for critical ill patients, and with that in mind we also handle pharmaceutical products sold under special license or on named patient basis. We do not limit ourselves to certain therapeutic groups of products.
- NordMedica possess a wealth of experience in transferring and maintaining Marketing Authorisations.
- We have established a network of reliable and quality oriented manufacturers of APIs and finished goods.
- We have a well established and approved Quality Assurance and Pharmacovigilance System, and we perform regular audits with our international suppliers.
- We have established an effective distribution network serving the +20 international markets where we operate - from Canada over Europe and Asia to New Zealand.



## Our Partner Requirements

- We would normally expect existing stock of API and/or finished goods to last no less than 12 months from the closing date of a potential deal in order to maintain a stable market supply.
- We would be prepared to secure market access to a product for a period of 8-10 years in order to avoid any negative impact on the previous MA-holder.
- We have access to the necessary financial funding for product acquisitions.
- We make it easy for the seller to accomplish a transaction and we adopt a very flexible attitude. We understand the situation in and thinking of multinational companies, having worked there ourselves in senior management positions.



NordMedica

## Request More Information

Go to our website [www.nordmedica.com](http://www.nordmedica.com) or contact

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