



Corporate Profile

BurnsAdler Pharmaceuticals is a leading licensor and acquirer of pharmaceuticals for promotion and distribution outside the United States. We are currently the most comprehensive U.S. pharmaceutical company selling specialty products in Latin America, the Caribbean, and through our sister company in Canada.

BurnsAdler Provides

- Comprehensive sales solution
 - Complete Pre-Launch programs
 - One stop, managed partnership solution for maximizing sales internationally
- Experience from successfully launching products in 15 countries since 2002
 - Typical products are those that generate \$25-250 million in developed markets
- International commercialization in Latin America, the Caribbean and Canada
 - Partnership with companies seeking to maximize sales in non-traditional and complex markets
- Promotion and distribution of products which have not been introduced or may be under-performing
- Direct access to more than 100 government buying groups, oncology and other specialty centers and hospitals for Pre-Launch programs
- Superior sales results via direct promotion or through strategic partnerships with pharmaceutical laboratories in geographic and therapeutic areas
- Ability to immediately leverage BurnsAdler's sales force and relationships with over 100 pharmaceutical and medical device companies worldwide

Strategy & Select Partners

BurnsAdler partners with other pharmaceutical companies to generate earnings from untapped or under performing international markets. If individual products cannot be sold directly to end users, we use our legal, regulatory and marketing resources to obtain marketing authorizations quickly, and to manage the local promotion efforts in each country. Select U.S., European and Canadian companies our team has partnered with on international commercialization include:



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Strategic Benefits

- While most specialty pharmaceutical companies focus on maximizing sales in the United States and Europe, BurnsAdler provides cost-effective promotion and distribution in other, non-traditional markets.
- BurnsAdler serves as both the sole customer and as the single point of contact for all marketing, sales, logistics and regulatory affairs in these selected markets.
- We have the market intelligence, experience and technical expertise necessary to maximize sales.
- One of our key missions is providing patient access to new medications in non-traditional markets.

Focus Areas

Our geographic areas of focus for international distribution include:

- Latin America
- Puerto Rico and the Caribbean
- Canada

Our therapeutic areas of focus include:

- Hospital/Critical Care
- Orphan Drug Products
- Cardiovascular
- Oncology
- Orthopedic
- Gastrointestinal
- Anti-Infectives

Key Milestones

- Ten products licensed or acquired since 2002.
- Currently launching products in Mexico, South America, Canada and Puerto Rico.
- Since 2002, our regulatory and legal affairs teams have filed or processed more than 25 product registrations and trademark applications.
- In 2009, we had 6 new registrations and 4 trademark filings.

Contact Information

We are very interested in evaluating partnership/licensing and acquisition opportunities. If you have any products which you think may be of interest, please contact:

Carolina Cortez, Director- Sales and Marketing
516 Griffith Road
Charlotte, North Carolina 28217
ccortez@burnsadler.com
Phone: +1.704.552.8410 Ext. 225 · Fax: +1.704.552.8411