

# RECAP IQ SERIES

## FREQUENTLY ASKED QUESTIONS

This collection of frequently asked questions (FAQ) provides brief answers to many common questions about the Recap IQ Series of enhanced visualization and analytical tools.

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1. **WHY AM I NO LONGER ABLE TO ACCESS THE SITE AFTER UPGRADING/SWITCHING MY COMPUTER?**  
Sometimes when you get a new computer or upgrade your current computer, your certificate can be deleted or become invalid. Simply call or email us to request a new certificate. Please provide your full name, the name of your company, and your email address in the message.
  2. **HOW DO I ADD OR SWITCH USERS ON MY ACCOUNT?**  
It is very simple to add or switch users on your account. You, or the administrator on your account, should contact us. Upon approval from the administrator on your account, your account can be updated or switched. Please provide the new user's full name, title, phone, and email address.
  3. **HAS DEAL BUILDER™ REPLACED THE RDNA DATABASE?**  
Yes, the Deal Builder database is an upgrade from the rDNA database. It includes more search functionality and is designed to be easier to navigate. Recap will attempt to contact current rDNA users to offer training on the Deal Builder database. If you require immediate assistance, please contact us.
  4. **HOW DO I UPGRADE MY RECAP BASIC ACCOUNT?**  
To upgrade your Recap IQ Basic Account to Deal Builder, contact us. Please provide your full name, the name of your company, and your email address.
  5. **HOW DO I UPGRADE MY DEAL BUILDER ACCOUNT?**  
To upgrade your Deal Builder account to Deal Builder + VALUATION analyzer, contact us. Please provide your full name, the name of your company, and your email address.
  6. **DO YOU OFFER COMPLIMENTARY TRAINING ON RECAP IQ?**  
Yes, we offer complimentary demonstrations and online tutorials to assist you with navigating the Recap IQ Series. Please contact us for more information or to schedule a demonstration.
  7. **WHEN PERFORMING A FREE TEXT SEARCH IN THE TEXT STRING BOX, DOES RECAP IQ USE BOOLEAN LOGIC?**  
Yes, you may use the following Boolean operators: AND, OR to perform searches in the subject text search.
  8. **IN THE DATE FIELD, WHY ARE THERE TWO DATES ASSOCIATED WITH ONE ALLIANCE?**  
If there are two dates separated by a dash, the first date is the date of signing and the second date is the date of the most recent amendment.
  9. **IN DEVELOPMENT OPTIMIZER™, WHY DO LATER PHASES OCCUR BEFORE EARLIER PHASES FOR SOME PRODUCTS? FOR INSTANCE, SOMETIMES PHASE II OCCURS BEFORE PHASE I OR PHASE I OCCURS BEFORE FDA IND.**  
Very often companies conduct trials outside the United States, and pending positive results of those trials, will go on to submit an IND with the US FDA. Geographic location is always captured within the clinical trial(s). There are also times when companies go back a phase to conduct trials with a different dose of the same drug or in a different patient population.



## 10. HOW IS "DEAL SIZE" DEFINED WHEN REFERRING TO THE SIZE OF A DEAL IN THE ALLIANCE SEARCH BUILDER DATABASE?

This field lists the overall alliance size as reported in press releases or as determined from SEC-filed contracts.

A figure initially reported in a press release may include every possible pre-commercial payment that could be made by the Client to the R&D partner, often including payments that have a low probability of occurrence. In cases where we are unable to obtain enough financial detail from hard sources to conduct our own analysis, this value may be a simple reporting of the alliance partners' own estimation of the deal size in a press release.

When we are able to access the complete financial detail for an agreement, we calculate the deal size by adding the upfront payments, adjusted milestone payments, research spending, committed equity purchases, and loans. The goal is to try and eliminate potential "overstatements" of the alliance size figure.

## 11. WHAT DOES IT MEAN WHEN I SEE A COMMA SEPARATING COMPANY NAMES IN THE CLIENT OR R&D FIELD?

A comma in the Client or R&D field means either:

- 1) That both of those parties were signatories to the alliance; or
- 2) One of the companies was acquired by the company coming after the comma. Recap IQ includes both company names in the field to preserve the "chain of control," especially when there is a third acquirer.

For example, Berlex was acquired by Schering AG. After that acquisition, we would have put Schering AG in the R&D Parent field of all of Berlex's deals. Then, when Schering AG was acquired by Bayer, we moved Schering AG over to the R&D field (now reading "Berlex, Schering AG"), and then put Bayer in the R&D Parent field.

## FOR MORE INFORMATION

Learn how Recap can help you do a good deal faster, visit [www.recap.com](http://www.recap.com)

## ABOUT RECAP

Recap from Thomson Reuters aims to provide analysis and advice for biopharmaceutical business development. Recap clients include biotechnology and pharmaceutical companies, universities, investment banking, and venture firms. More than 1,500 organizations utilize Recap's data services. Recap combines extensive deals analysis experience with the breadth of Life Sciences service offerings from Thomson Reuters creating a powerful combination for clients.

