



Current Agreements

Dealdoc

Co-promotion agreement for Zovirax cream (acyclovir 5%) and Cordran tape (flurandrenolide)

Valeant Pharmaceuticals

Allergan (name changed from Actavis)

Apr 05 2013

Co-promotion agreement for Zovirax cream (acyclovir 5%) and Cordran tape (flurandrenolide)

Companies:	Valeant Pharmaceuticals
Announcement date:	Allergan (name changed from Actavis)
Deal value, US\$m:	Apr 05 2013
Related contracts:	n/d
	Marketing agreement for Zovirax ointment (acyclovir 5%)

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Details

Announcement date:	Apr 05 2013
Industry sectors:	Bigpharma Consumer health Generic pharma Pharmaceutical
Brand name:	Zovirax / Cordran
Compound name:	Acyclovir, Flurandrenolide
Therapy areas:	Dermatology Dermatology » Eczema Dermatology » Itching Dermatology » Psoriasis Immunology » Allergy Immunology » Inflammation Infectives » Viral » Herpes simplex
Technology types:	Drug delivery » Topical Drug delivery » Transdermal Small molecules
Deal components:	Co-promotion
Stages of development:	Marketed
Geographic focus:	North America » United States

Financials

Deal value, US\$m:	n/d
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Termsheet

Valeant has granted Actavis the exclusive right to co-promote Zovirax cream (acyclovir 5%) to obstetricians and gynecologists in the U.S., and Actavis has granted Valeant the exclusive right to co-promote Actavis Specialty Brands' Cordran Tape (flurandrenolide) product in the U.S.

Zovirax cream 5% is indicated for the treatment of recurrent herpes labialis (cold sores) in adults and adolescents (12 years of age and older).

Cordran Tape, a potent corticosteroid for topical use, is a transparent, waterproof medicated tape used to treat the inflammation and itching caused by a number of skin conditions such as allergic reactions, eczema and psoriasis.

Press Release

Actavis, Valeant Pharmaceuticals International (VRX) Announce Marketing Deal

PARSIPPANY, N.J. and MONTREAL, April 5, 2013 /PRNewswire/ -- Actavis, Inc. (NYSE: ACT), and Valeant Pharmaceuticals International, Inc. (NYSE: VRX) (TSX: VRX) today announced that they have entered into an agreement, effective immediately, for Actavis to be the exclusive marketer and distributor of an authorized generic of Valeant's Zovirax® ointment (acyclovir 5%) product. Additionally, Valeant has granted Actavis the exclusive right to co-promote Zovirax® cream (acyclovir 5%) to obstetricians and gynecologists in the U.S., and Actavis has granted Valeant the exclusive right to co-promote Actavis Specialty Brands' Cordran® Tape (flurandrenolide) product in the U.S. Zovirax Authorized Generic Agreement

Under the terms of the exclusive Zovirax® ointment agreement, Valeant will supply Actavis with a generic version of Valeant's Zovirax® ointment product and Actavis will market and distribute the product in the United States. Actavis will record all of the net sales of the generic ointment product and Valeant will receive a share of the economics. Other terms of the agreement have not been disclosed.

Zovirax® Cream and Cordran® Tape Co-Promotion Agreements

Under terms of the agreement related to the co-promotion of Zovirax® cream, Actavis will utilize its existing Specialty Brands sales and marketing structure to promote the product and will receive a co-promotion fee from sales generated by prescriptions written by its defined targeted physician group. Under the terms of the Cordran® Tape co-promotion agreement, Valeant will utilize its existing Dermatology sales and marketing structure to promote the product, and will receive a co-promotion fee on sales. Each party will retain all rights in and to its respective products and trademarks including booking of sales. Other terms of the agreement have not been disclosed.

Zovirax® cream 5% is indicated for the treatment of recurrent herpes labialis (cold sores) in adults and adolescents (12 years of age and older). Zovirax® ointment 5% is indicated in the management of initial genital herpes and in limited non-life-threatening mucocutaneous herpes simplex virus infections in immunocompromised patients.

Cordran® Tape, a potent corticosteroid for topical use, is a transparent, waterproof medicated tape used to treat the inflammation and itching caused by a number of skin conditions such as allergic reactions, eczema and psoriasis.

About Actavis, Inc.

Actavis, Inc. (NYSE: ACT) is a global, integrated specialty pharmaceutical company focused on developing, manufacturing and distributing generic, brand and biosimilar products. The Company has global and U.S. headquarters in Parsippany, New Jersey, USA, and international headquarters in Zug, Switzerland.

Actavis is the world's third-largest generics prescription drug manufacturer. Operating as Actavis Pharma, the Company develops, manufactures and markets generic, branded generic, legacy brands and Over-the-Counter (OTC) products in more than 60 countries. The Company is ranked in the top 3 in 12 global markets, the top 5 in 16 global markets, and in the top 10 in 33 global markets. Actavis Pharma also develops and out-licenses generic pharmaceutical products outside the U.S. through its Medis third-party business, the world's largest generic pharmaceutical out-licensing business. Medis has more than 300 customers globally, and offers a broad portfolio of more than 200 products.

Actavis Specialty Brands is the Company's global branded specialty pharmaceutical business, which develops and markets a portfolio of approximately 40 products principally in the United States and Canada that are focused in the Urology and Women's Health therapeutic categories. Actavis Specialty Brands is committed to developing and marketing biosimilars products in Women's Health, Oncology and other therapeutic categories, and currently has a portfolio of 5 biosimilar products in development.

Actavis Global Operations has more than 30 manufacturing and distribution facilities around the world, with a capacity of approximately 44 billion units annually. Actavis Global Operations also includes Anda, Inc., the fourth-largest U.S. generic pharmaceutical product distributor in the United States.

About Valeant Pharmaceuticals International, Inc.

Valeant Pharmaceuticals International, Inc. (NYSE/TSX: VRX) is a multinational specialty pharmaceutical company that develops, manufactures and markets a broad range of pharmaceutical products primarily in the areas of dermatology, neurology, and branded generics. More information about Valeant Pharmaceuticals International, Inc. can be found at www.valeant.com.

Filing Data

Not available.

Contract

Not available.