



1200 Mount Kemble Avenue  
Morristown, NJ 07960  
973-425-8420 • 800-877-5264  
Fax 973-425-8434  
[www.regentatlantic.com](http://www.regentatlantic.com)

### Pharmaceutical Quarterly – February 11, 2009

Now is a good time to review your concentrated position in your company stock. This review should include stock held outright, restricted stock, options and company stock held in your retirement plan. While the last several months have been extremely challenging for stocks, pharmaceutical stocks have held up relatively well when compared to the broader indexes such as the S&P 500 (^GSPC), Dow Jones Industrial Average (^DJI) and the tech-heavy Nasdaq (^IXIC). The chart below compares the performance of the Pharmaceutical Index (^DRG) to the aforementioned indexes for the four months ended January 30, 2009.



Source: Yahoo! Finance

It's likely that your stock, like so many stocks around the world, has come under immense pressure in recent months. While pharmaceutical stocks have offered better relative downside protection in the short-term, this is not always the case. Pharma continues to face tremendous pressure, whether from patents expiring, regulators, or myriad other challenges. These forces will continue to make it difficult for companies to thrive and limit its potential upside.

Pharmaceutical executives generally tend to be weighted more heavily in their employer's stock than executives in other industries. This is due mainly to the longevity that pharma execs have had with their companies until now. For many years, they've accumulated exposure to company stock in their 401(k) plans, in stock options and restricted stock. Most people are likely more heavily weighted in their company's stock than they realize, especially when taking into account value of stock options and restricted stock (vested and non-vested). Tracking the holdings can be difficult with so many different buckets holding shares. Consequently, investors inadvertently add a layer of risk that goes largely undetected.

To get a grip on the exposure to your company stock and to devise a plan to reduce that exposure, review holdings across all buckets or accounts. While this is a challenging task, the potential downside of doing nothing almost certainly outweighs the protection that can be offered by assessing and, if applicable, reducing the single stock exposure.

Concentration certainly played a key role in amassing wealth. Diversification can play a key role in preserving that wealth. There's no better time than the present to review your holdings and assess your risk. Inertia is not a viable option. If you would like assistance in reviewing your holdings and making an assessment of your risk, please contact us.

Sincerely,

Michael R. Steiner, CFP®, CPA  
Group Leader, Pharmaceutical Executive Services Group  
(973) 425-8420 ext. 214  
[msteiner@regentatlantic.com](mailto:msteiner@regentatlantic.com)

#### Important Disclosure:

Please understand that we are not recommending that you purchase, sell or hold the stocks mentioned in this letter or other investments. The discussions above are only to illustrate our point about how we believe the recession may affect the markets generally. Please remember that past performance may not be indicative of future results. Different types of investments involve varying degrees of risk, and there can be no assurance that the future performance of any specific investment, investment strategy, or product made reference to directly or indirectly in this letter will be profitable, equal any corresponding indicated historical performance levels, or be suitable for your portfolio. Due to various factors, including changing market conditions, the content may no longer be reflective of current opinions or positions. Moreover, you should not assume that any discussion or information contained in this letter serves as the receipt of, or as a substitute for, personalized investment advice from RegentAtlantic Capital, LLC. To the extent that a reader has any questions regarding the applicability of any specific issue discussed above to their individual situation, they are encouraged to consult with the professional advisor of his/her choosing.