



euroPLX

Business Developer

Vol. 15 # 2 | February | 2019

Portfolio Acquisitions, Company M&A, Collaboration Agreements

* Acquisition: **AMAG Pharmaceuticals, Inc.** has completed the previously announced acquisition of **Perosphere Pharmaceuticals Inc.**, a private biopharmaceutical company. Through this acquisition, AMAG adds ciraparantag to its development portfolio. Ciraparantag is in development as a single dose, ready-to-use solution for use in patients treated with novel oral anticoagulants (NOACs) or low molecular weight heparin (LMWH) when reversal of the anticoagulant effect of these products is needed for emergency surgery, urgent procedures or due to life-threatening or uncontrolled bleeding. 17 Jan 2019 (www.amagpharma.com)

* Acquisition: **Aphria Inc.** completed its previously announced acquisition of **CC Pharma GmbH**, a distributor of pharmaceutical products, including medical cannabis, to more than 13,000 pharmacies in Germany, as well as throughout Europe. Aphria paid €18.92 million in cash to the former shareholders of CC Pharma with an earn-out multiple on future EBITDA of up to another €23.5 million, if certain performance milestones are met. 10 Jan 2019 (aphria.ca)

* Acquisition: **Arrebus Inc.** has completed the acquisition of fusidic acid from **Melinta Therapeutics.**

7 Feb 2019 (www.arrebus.com)

* Distribution: **Astellas Pharma Inc.** and **KM Biologics Co., Ltd.** announced that the agreement for the distribution by Astellas of human vaccines, etc. and blood plasma products ("the products"), which KM Biologics manufactures and sells in Japan, will expire on July 31, 2019. 22 Jan 2019 (www.astellas.com/en/index.html)

* Acquisition: **Avenue Therapeutics, Inc.** completed the first stage closing of the Acquisition Agreement previously announced on November 13, 2018 with **InvaGen Pharmaceuticals, Inc.**, a subsidiary of the leading global pharmaceutical company **Cipla Limited** for total consideration of \$35 million. 11 Feb 2019 (www.avenuetx.com)

* Acquisition: **Dr. Kade Pharmazeutische Fabrik GmbH** completed the acquisition of **SIRIUS GmbH**, a pharmaceutical company specialised on dermatological products. 14 Jan 2019 (www.kade.de/en/)

* Name Change: **DSM Sinochem Pharmaceuticals** changed its name to **Centrient Pharmaceuticals** after having been acquired by **Bain Capital Private Equity**. 17 Jan 2019 (www.dsm-sinochem.com)

* Acquisition: **Eli Lilly and**

Company completed the previously announced acquisition of **Loxo Oncology, Inc.** The acquisition broadens the scope of Lilly's oncology portfolio into precision medicines through the addition of a pipeline of highly selective potential medicines for patients with genomically defined cancers. 15 Feb 2019 (www.lilly.com)

* Acquisition: The U.S. Federal Trade Commission has given Germany's **Fresenius Medical Care AG** and U.S. home dialysis equipment maker **NxStage Medical Inc** antitrust approval for their merger. To win approval for the \$2 billion deal, the companies agreed to sell NxStage's bloodline tubing set business. 20 Feb 2019 (www.fmc-ag.com)

* Acquisition: **GlaxoSmithKline plc** has successfully completed the acquisition of **TESARO, Inc.** an oncology-focused company based in Waltham, Massachusetts, for an aggregate cash consideration of approximately \$5.1 billion (£4.0 billion). 22 Jan 2019 (www.gsk.com)

* Acquisition: **Heritage Pharma Labs Inc.** have acquired a portfolio of 23 abbreviated new drug applications (ANDAs), covering 17 product families, all of which have been previously approved by the

U.S. Food and Drug Administration (FDA). Financial terms were not disclosed. Of the newly acquired products, Heritage and its parent company, **Emcure Pharmaceuticals Ltd.** had previously manufactured most of these products under a supply agreement with a third party, and Heritage plans to launch all of these products into the U.S. market under a Heritage label. 6 Feb 2019 (www.heritagepharma.com)

* Co-promotion: **Kowa Pharmaceuticals America, Inc.** has entered into an agreement with **Allergan plc.** to co-promote Allergan's **BYSTOLIC®** (nebivolol), a beta blocker approved for the treatment of hypertension to lower blood pressure, in the United States. 28 Jan 2019 (www.kowa.co.jp)

* Distribution: **Lannett Company, Inc.** has entered into an agreement with a strategic alliance partner to be the exclusive U.S. distributor of Trientine Hydrochloride Capsules, 250 mg, which is the AB-rated generic equivalent to Syprine® of **Valeant Pharmaceuticals International, Inc.** (now **Bausch Health Companies Inc.**). Under the agreement, Lannett will primarily provide sales, marketing and distribution support for the product, for which it will receive a percent-

age of net profits. Other financial terms were not disclosed. 22 Jan 2018 (www.lannett.com)

* Licensing: **Moberg Pharma** has entered into a license agreement granting the Consumer Health division of **Bayer** exclusive European rights to MOB-015, a new topical treatment of onychomycosis based on Moberg's patented proprietary formulation of terbinafine. Bayer will be marketing, distributing and selling MOB-015 in Europe upon completion of Phase III clinical development and registration. 11 Feb 2019 (www.mobergderma.se)

* Name change, Acquisition: **Qualigen**, the Spanish pharmaceutical, changed its name to **Neuraxpharm** (7 Feb 2019), and acquired **Farmax**, a CNS specialty pharmaceutical company, from **SVUS Pharma**. 1 Feb 2019 (www.neuraxpharm.com)

* Distribution: **OptiBiotix Health plc** has entered into a three year distribution agreement with **SilvEXPO Ltd.** to distribute and commercialise OptiBiotix's own label CholBiome® products containing its cholesterol and blood pressure reducing LPLDL® strain in Russia and Kazakhstan. 9 Jan 2019 (optibiotix.com)

Many Newcomers to euroPLX 69 London (2)

More than 15% of the companies that will be represented at euroPLX 69 London are newcomers, i.e. they have never attended a euroPLX Conference since it was created 24 years ago. Quite a number of this first-time attending companies have been founded after euroPLX came into existence:

Based in Clonmel County Tipperary, Ireland, **AlbyPharma** (www.albypharma.com) is a well-established pharmaceutical company with an oral FDA-Approved Beta-Lactam facility, solid dosage forms, liquid-line,

sachets & dry powder suspension manufacturing capabilities, and full in-house R&D capabilities.

Founded in 2016 and based in Meda, Italy, **Aldi Consulting Srls** (www.aldiconsulting.eu) supports Italian companies to extend their export business

axunio Pharma GmbH (www.axunio.de) of Hamburg, Germany, has been established in 2007 as part of the Tiefenbacher Group.

Biogaran (www.biogaran.fr) is based in Colombes, France, and was founded in 1996 as the generics subsidiary of the Servier Group.

Brixon Pharma (brixonpharma.ch) is a Swiss company which distributes pharmaceuticals in the Middle East.

With its headquarters at Sahlgrenska Science Park in Gothenburg, Sweden, **Calmino Group AB** (www.calmino.com) focuses on the discovery, development, and commercialisation of products for intestinal health (IBS and IBD).

Milan, Italy, based **Carbet Medica** (www.carbetmedica.com) is active in the nutraceutical market and has developed a number of innovative products for licensing out in several therapeutic areas.

Coripharma ehf (www.coripharma.is) of Hafnarfjordur, Iceland, has taken over the production facility of Actavis in Iceland and are now offering our CMO services to pharmaceutical companies all over the world, whereby its facility uses only green energy from sustainable sources both geothermal and hydropower.

Finoso Pharma Private Limited is based in Hyderabad, India. As a formulation development services company its focus is on product development efforts for multiple markets and globally accepted dossiers.

Guangzhou Chuangxiang

Biomedical Technology Co., Ltd. is a subsidiary of Weilai Pharma, located in Guangzhou City, China. The company provides professional support and service platform for the whole product development process.

Based in Cham, Switzerland, **Healthwatchswiss A.G.** (www.healthwatchswiss.com) partners with global pharmaceutical manufacturers, offering them expertise in marketing and sales, business development, market access and distribution, in particular in the general Balkan region.

HK Pharma is a UK family owned business was formed in 1998 following the acquisition of three prescription brands (replacing electrolytes in the body) from the Novartis/Sandoz group. The company is based in Milton Keynes, Buckinghamshire.

Humana Pharma International SpA (www.hpinternational.it) of Casorate Primo, Italy, produces food supplements, food for special medical purposes and medical devices.

Inbiotech Ltd (www.inbiotech-bg.com) is specialised in production of high-quality generic medicinal products and nutraceuticals. The company is Sofia, Bulgaria, and was founded in 1991.

IV&C International Venture and Consulting (www.ivc-company.com) is dedicated to the export activities of several Italian and International healthcare companies with their own brands of Food Supplements, Medical Devices, Cosmetics and Drugs. The company is based in Milan, Italy.

Being part of the **Choay Group**, **Laboratoire CCD** is a French (Paris based) company innovating in Women Health and offering a large variety of medicines, medical devices and food supplements in gynecology, as well as hygiene & beauty products for women and babies with its products are mar-

keted in more than 70 countries through our own sales force and distribution partnerships.

Luye Pharma Group Ltd. (www.luye-pharm.com) of Basle, Switzerland, is an international pharmaceutical company dedicated to the R&D, manufacturing and sale of innovative medications. The company has R&D centres in China, the U.S. and the EU, with a robust pipeline of more than 30 drug candidates in China and more than 10 drug candidates overseas, most of them in oncology, cardiovascular, metabolism and central nervous system

Being a Silver Sponsor at euroPLX 69 London, **Olive Healthcare** (www.myolivehealthcare.com) from Mumbai, India, is an Exclusive Soft Gel Development and Manufacturing Company. Olive has the capacity to cater both large and small volume requirements of Customers for various products.

Based in Istanbul, Turkey, **Onko Ilac Sanayi Ve Ticaret a.s.** is a 32 years old experienced pharmaceutical company in Turkey with its strong presence in oncology, hematology, radiology, rheumatology and hospital products. The company has its own R&D centre, and produces (two facilities with EUGMP), sells, markets, and licenses out its products.

Pharmaserve-Lilly SACI (www.lilly.gr) is a joint partnership of Eli Lilly and Pharmaserve. The Athens, Greece, based company partners with innovative companies to support and promote innovative products, and focus on customer relationships and sales results.

As a leading food supplement manufacturer **Plameca, SA** (www.plameca.com) is based in Palleja, Spain, with in-house R&D and proprietary brands.

Rekah (rekah.co.il/index.php/en/) is a public pharma company, based in Holon, Israel, manufac-

tureing, marketing, selling, and distributing pharmaceuticals, cosmetics, vitamins, and nutritional supplements in Israel. It offers about 280 drugs used in various medical fields comprising prescription drugs, OTC drugs, dermo-cosmetics, and vitamins and nutritional supplements.

Ridge Pharma is a privately-owned pharmaceutical company

established in 2017 and based in Reading, UK. The company is focused on the sales and marketing of prescription medicines for the UK market and has recently launched its first brand, with more in the pipeline.

Riverpharma Srl (www.riverpharma.it) is a research company specialised in the development, study and creation of unique and

innovative nutraceuticals, cosmetics and medical devices. The company is family-owned, founded in 2005 and is headquartered in Orio Litta, near Milano, Italy.

Seltfar Ltd (www.seltfar.co.uk) is a privately held independent pharmaceutical company based in London, UK, specialised in the distribution and promotion of high-quality pharmaceutical products in

the Republic of Kazakhstan.

Therakind Ltd (www.therakind.com) is a private London, UK, based pharmaceutical company, focused on creating and developing safe, effective, authorised paediatric and other speciality medicines, with several products approved and in the pipeline.

The Active Ingredient in Many Pharma Deals

euroPLX is the world's most often held partnering conference for the pharma and biopharma industries.

Because of results delivered. Year-round.

Join the 70th International Partnering
Conference for Pharma Business Development*

*euroPLX 70 Berlin (Germany)

June 3 + 4, 2019, Hotel Palace Berlin

Seeking and offering business opportunities in patented and generic (incl. biosimilars), prescription and OTC drugs, medical devices, and nutraceuticals - development, licensing, marketing, promotion, and distribution...

Each euroPLX Conference's actual collaboration interests are summarised and displayed on www.europlx.com as an hourly updated **Dynamic Partnering Focus**, as soon as sufficient data are submitted by registrants.

 **euroPLX**
by RauCon

www.europlx.com
meetyou@europlx.com
ph. ++49 (6221) 426296-0

The Original since 1995.
Often copied. Never equaled.



Register online: www.europlx.com