

euroPLX



Business Developer

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Acquisitions, License Deals, Marketing and Distribution Agreements, Name Changes

* Acquisition: **Alembic Pharmaceuticals** has completed the acquisition of the generic drug developer **Orit Laboratories LLC** based in West Caldwell, NJ, USA. 1 Nov 2017 (www.alembic-india.com)

* Acquisition: The Committee on Foreign Investment in the United States which currently reviews the tender offer by **Tiancheng (Germany) Pharmaceutical Holdings**, an affiliate of **Creat Group Corporation**, from a U.S. national security perspective informed the parties in writing that that the tender offer by **Tiancheng** to the shareholders of **Biotest AG** raises national security concerns. It informed the parties that it assumes at this point in time that the U.S. national security concerns cannot be mitigated under the current transaction structure. 7 Nov 2017 (www.biotest.de)

* Acquisition: **Catalent Pharma Solutions, Inc.** has completed the acquisition of **Cook Pharmica LLC**, an integrated provider of drug substance and drug product manufacturing and related services. The acquisition of this Bloomington, Indiana-based biologics contract development and manufacturing organization substantially strengthens Catalent's position as a leader in biologics development and analytical ser-

vices, manufacturing and finished product supply. 24 Oct 2017 (www.catalent.com)

* Acquisition: **Mitsubishi Tanabe Pharma** completed the acquisition of **NeuroDerm Ltd.** and acquired all of the outstanding shares (including shares underlying options) of **NeuroDerm** at a total equity value of US\$1.1 billion. 18 Oct 2017 (www.mt-pharma.co.jp/e/)

* Distribution: **Neuronetics, Inc.** has entered into an exclusive distribution agreement with **Teijin Pharma Limited**, to sell and distribute its **NeuroStar® Advanced Therapy** system in Japan for people with diagnosed Major Depressive Disorder. 16 Oct 2017 (neurostar.com)

* Acquisition: **Novartis** has entered a memorandum of understanding with the French **Advanced Accelerator Applications (AAA)** under which Novartis intends to commence a tender offer for 100% of the share capital of AAA subject to certain conditions. **Advanced Accelerator Applications** is a radiopharmaceutical company that develops, produces and commercializes Molecular Nuclear Medicines including **Lutathera® (177Lu-DOTATATE)**, a first-in-class RLT product for neuroendocrine tumors (NETs). **Lutathera** was approved in Europe in September

2017 for the treatment of unresectable or metastatic, progressive, well differentiated (G1 and G2), somatostatin receptor positive gastroenteropancreatic neuroendocrine tumors (GEP-NETs). 30 Oct 2017 (www.novartis.com)

* Acquisition: **OncoResponse** has closed the acquisition of **Paganini Biopharma**, acquiring all of its assets including an anti-epithelial membrane protein 2 (EMP2) fully human monoclonal antibody, ONCR-201. EMP2 is implicated as an oncoprotein in cancer biology. 7 Nov 2017 (www.oncoresponseinc.com)

* Acquisition: **PMC YM-Pharma Private Ltd.**, a subsidiary of **PMC Group International**, an independent arm of **PMC Group Inc.**, announced the acquisition of the assets of **Yegna Manojavam Drugs and Chemicals Ltd (YMDCL)** of Hyderabad, India. The cGMP manufacturing facility of YMDCL is one of the largest fluoroquinolone drug manufacturers in India and prides itself on its zero-discharge effluent management system. With the additional focus designed to serve the needs of Oncology, Neuropsychiatry, Gastro-Intestinal, Pulmonary Hypertension, Anti-Depressant and Anti-Migraine pharmaceuticals, **PMC YM-Pharma Private Ltd** plans to become a major market player in providing

cost effective generic drugs and drug intermediates to the global market. 28 Oct 2017 (pmc-group.com/)

* Name change: **QuintilesIMS**, the organisations of **Quintiles** and **IMS Health** that combined last year, have now changed their name to **IQVIA**. 6 Nov 2017 (www.quintiles.com)

* Name change: **Special Products Ltd** changed its name to **Veriton Pharma Ltd.** 2 Oct 2017 (www.veritonpharma.com)

* Acquisition: **Ultragenyx Pharmaceutical Inc.** completed the acquisition of **Dimension Therapeutics, Inc.** **Ultragenyx** has completed its previously announced tender offer to purchase all outstanding shares of common stock of **Dimension** for \$6.00 per share in cash, without interest, or approximately \$152.3 million in cash. 7 Nov 2017 (www.ultragenyx.com)

* License agreement: **VBL Therapeutics** announced an exclusive license agreement with **NanoCarrier Co., Ltd.** for the development, commercialization, and supply of ofranergene obadenovec ("VB-111") in Japan. **VBL Therapeutics** retains rights to VB-111 in the rest of the world. VB-111 is being developed for recurrent glioblastoma, and other

indications. VBLT has granted NanoCarrier an exclusive license to develop and commercialize VB-111 in Japan for all indications, VBLT will supply NanoCarrier with VB-111, and NanoCarrier will be responsible for all regulatory and other clinical activities necessary for commercialization in Japan. In exchange, VBLT receives an up-front payment of \$15 million, and is entitled to receive greater than \$100 million in development and commercial milestone payments. VBLT will also receive tiered royalties on net sales in the high-teens. 6 Nov 2017 (www.vblrx.com)

BD People on the Move

* Bluefish Pharmaceuticals AB: **Ramon Vila**, who has been Regional Manager Southern Europe, left the company on October 13. (Pers Comm 18 Oct 2017)

* Chanelle Medical Ltd.: **Olivia Ceulemans**, who has been Senior Business Development Manager and R&D Pipeline Associate, left the company. (Pers Comm 18 Oct 2017)

* ELC Group s.r.o.: **Andrei Chitu**, who has been Business Development - Licensing, left the company. (Pers Comm 24 Oct 2017)

* Helm AG: **Natalia Kassai**, until most recently Business Development Manager at Uriach has been appointed as Licensing Manager. She will be present at euroPLX 66 Lisbon. (Pers Comm 3 Nov 2017)

* Medsurge Healthcare: **Ryan Nichols**, until recently with Apotex Australia as Business Development Manager for In-Licensing has been appointed as Business Development Manager. He is registered for euroPLX 66 Lisbon. (Pers Comm 3 Nov 2017)

* Slayback Pharma: **David Lorenzo González**, until most recently Business Development Manager at

Interquim, S.A. has been appointed as Director of BD and Alliance Management as of November 1st. (Pers Comm 1 Nov 2017)

* Tillomed Laboratories: **Diego Ingrassia**, until recently Business Development & Licensing Senior Manager at ELC Group s.r.o. has been appointed as Business Development Manager Italy & Europe for Tillomed Italia S.r.l. and will be present at euroPLX 65 London. (Pers Comm 7 Nov 2017)

euroPLX Newcomers to euroPLX 65 London (2)

Since more than 22 years euroPLX is attended by companies that have never had a delegate at any of the previous euroPLX Conference. At euroPLX 65 London 21% of the participating companies will be newcomers!

Aletheia Research Biotech (www.aletheia-research.com) is based in London, UK with strong business ties to Latin America and licensing agreements for antineoplastics and investments into biosimilars.

Based in Esenyurt (Istanbul), Turkey, **Alpaya Dogal Ve Kozmetik Urunleri San Ve Tic Ltd** (www.alpaya.com.tr) is an R&D company that develops and manufactures products resulting from joint research projects with business partners in Europe and the U.S. The company focuses on skin and hair problems for people of all ages with products which are based on natural active ingredients.

Korea based **C-TRI** (www.c-tri.co.kr) has been founded in 1998 for the development of new peptide drugs and focuses on OTC, ethical drugs, and cosmetics.

With the parent company headquartered and publicly listed in Switzerland, **DKSH Management (Thailand) Limited** (www.dksh.com) provides Market Expansion Services for pharmaceutical, over-the-counter (OTC), consumer

health and medical device companies seeking to grow their business in Asia. DKSH has more than 4,000 Sales and Marketing professionals in 15 Asian countries. The company also has an own brands portfolio, mainly in dermocosmetics, pain, respiratory, pediatric, women's health and gastrointestinals.

GM Bay Sa lik Urunleri Ltd Sti (www.gmbay.com.tr) is a medium sized family business based in Istanbul, Turkey, focusing on distribution and sales to doctors and pharmacies in Turkey, especially in dermatology, family medicine, gastroenterology, gynecology, and urology.

Krewel Meuselbach GmbH (www.krewelmeuselbach.de) is a privately owned, medium-sized German pharmaceutical company which manufactures its products exclusively in Germany. The company focuses on OTC products, with a strong focus on phytopharmaceuticals.

Laboratorios Ordesa (www.ordesagroup.com) is located in Barcelona, Spain, focusing on infant nutrition (milks www.ordesagroup.com & cereals) as well as supplements for children and women's health, including food supplements, medical devices and cosmetics.

Based in Rome, Italy, **Lo.Li. Pharma International Srl** (www.lolipharmainternational.com) is dedicated to the research, development and distribution of Medical Devices and Functional Dietary Supplements. The company has been present in the Italian pharmaceutical market for 15 years and has established licensing agreements in many countries around the world.

Lebanon based **Medapharm Healthcare** (www.medapharm-lb.com) was established in 1981 as a marketer and distributor of pharmaceutical products in Lebanon. The companies range of products

comprises pharmaceuticals, food supplements, and cosmetics.

Nathura Spa (www.nathura.com) is an Italian manufacturer of food supplement and medical devices, and a market leader in Italy for fibre-based products and melatonin. The company focuses on gastrointestinals, gynecologicals, metabolic disorders, sleep disorders, and wound healing.

Based in Warsaw, Poland, privately owned **Novascon** (www.novascon.pl) specialises in the innovative dietary supplements and dietary foods for special medical purposes, medical devices and cosmetics.

Nutrisens (www.nutrisens.fr) is a French company based in Francheville. The company has an R&D centre and three own production plants, and develops and manufactures nutritional solutions for all stage of life to prevent chronic disease or to preserve patients' quality of life. The focus is on dysphagia, undernutrition, diabetes, Alzheimer, kidney failure, food allergies, among others.

As a subsidiary of medac GmbH, **Oncomed Manufacturing A.S.** (www.oncomed.cz/en) is a manufacturer of cytostatic injections with a chemical and pharmaceutical production plant in Brno, Czech Republic.

PharmARGUS (www.pharmargus.com) is a fast-growing company in the global ophthalmic market. Our core competences are product development and technology applications for the manufacturing of sterile eye products. The company is based in Istanbul, Turkey.

With head office in Istanbul, Turkey, **Polifarma Pharmaceuticals** (www.polifarma.com.tr) is a manufacturer of various parenteral solutions, peritoneal dialysis solutions, and parenteral nutrition products.

Based in Lund, Sweden, the

publicly traded bioengineering company Probi AB (www.probi.com) has manufacturing facilities in Seattle and Denver and focuses on R&D and the manufacture of finished probiotic products. The company is active in more than 40 markets around the world and holds over 400 patents.

With headquarters in Bogotá, Colombia, **Proclin Pharma S.A.** (www.proclinpharma.com) is a pharmaceutical distribution company with 27 years of experience. Proclin Pharma Focuses in part-

nering with international companies to distribute their products in the Colombian market.

Based in Brasov, Romania, **Santa S.A.** (www.santapharm.eu) specialises in full service contract development and production of solid dosage forms: tablets and capsules.

Shenzhen Beimei Pharmaceutical (m.beimeiyao.com/m/) is based in Shenzhen, Guangdong, China. The company focuses on R&D, manufacturing, sales, distribution and medical services in pediatric

prescription medicines. The target market is China which the company serves in cooperation with domestic and international pharmaceutical companies.

Vefa İlaç Sanayi Ve Ticaret Limited irketi (www.vefailac.com.tr) is a new and modern manufacturing company focusing on research and development of pharmaceuticals and food supplements, and manufacturing categories like film-coated tablets, capsules, soft gels, syrups, ointments, creams and gel forms.

Veriton Pharma Ltd. (www.veritonpharma.com) is the new name for UK based and privately owned Special Products Ltd which is in the business of developing innovative unlicensed products for niche patient groups where there is an unmet clinical need, currently focusing on neurology and inborn errors of metabolism. The products are available primarily in the UK but also throughout Europe and overseas through own offices and partners.