

euroPLX



Business Developer

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Acquisitions, Business Deals and Agreements, Restructuring, Name Changes

* Acquisition: **Alliance Pharma plc's** wholly owned subsidiary **Alliance Pharmaceuticals Limited** has entered into an agreement to acquire the worldwide rights to Vamousse from **TyraTech Inc** for an initial consideration of US\$13.0 million and deferred contingent consideration of up to US\$4.5 million. 5 Dec 2017 (www.alliancepharma.co.uk)

* Name change: The specialty pharmaceutical company **Pharmalink AB** has changed its name to **Calliditas Therapeutics AB**. 15 Nov 2017 (www.calliditas.se)

* Acquisition: **Eurofins Scientific** has completed the previously announced acquisition of **EAG Laboratories**, a leading global scientific services company providing analytical testing and consulting solutions to a diverse and demanding set of end markets. 5 Dec 2017 (www.eurofins.com)

* Acquisition: **Flexion Therapeutics, Inc.** has entered into a definitive agreement with **GeneQuine Biotherapeutics GmbH** to acquire the global rights to GQ-203, a pre-clinical, non-opioid, intra-articular therapeutic being developed for symptomatic pain relief and disease modification in patients with osteoarthritis of the knee. Flexion will make an upfront payment of \$2 million to GeneQuine and may

incur milestone payments of up to \$8.7 million through Phase 2 proof of concept. 13 Dec 2017 (flexiontherapeutics.com)

* Acquisition: **Gilead Sciences, Inc.** and its cell therapy subsidiary **Kite** have entered into a definitive agreement under which they have agreed to acquire **Cell Design Labs, Inc.**, gaining new technology platforms that will enhance research and development efforts in cellular therapy. 7 Dec 2017 (www.gilead.com)

* License and Distribution: **Innovus Pharmaceuticals, Inc.** signed an exclusive license and distribution agreement with **Corporacion Pharma Solutions Peru SAC**, a Peruvian company for the commercialization of Zestra, Zestra Glide, EjectDelay and Sensum+ in Peru. 1 Dec 2017 (www.innovuspharma.com/)

* Acquisition: **Kangen Pharmaceuticals** and **KC Specialty Therapeutics** ("KCST") announced that Kangen has reached an agreement with KCST and agreed to acquire the assets of KCST. Kangen intends to retain operations in Kansas City, Kansas, USA, with expansions in Japan and the US. 13 Dec 2017 (www.kangenpharma.com)

* Acquisition: **Mallinckrodt plc** closed the acquisition of **Ocera**

Therapeutics, a clinical stage biopharmaceutical company focused on the development and commercialization of novel therapeutics for orphan and other serious liver diseases with high unmet medical need. **Ocera's** developmental product OCR-002, an ammonia scavenger, is being studied for treatment of hepatic encephalopathy, a neuropsychiatric syndrome associated with hyperammonemia, a complication of acute or chronic liver disease. 11 Dec 2017 (www.mallinckrodt.com)

* Acquisition: **Melinta Therapeutics, Inc.** and **The Medicines Company** have entered into an agreement pursuant to which Melinta will acquire the infectious disease business from The Medicines Company. This includes three marketed products: recently approved and launched Vabomere (vaborbactam/meropenem), and established commercial products Orbactiv (oritavancin) and Minocin IV (minocycline). 29 Nov 2017 (www.melinta.com)

* Divestiture: **Perrigo Company plc** has completed the previously announced divestiture of its Active Pharmaceutical Ingredient (API) business based in Israel to **SK Capital** for \$110 million. The API business has been renamed from Perrigo API to **Wavelength Pharmaceuticals**. 21 Nov 2017

(www.perrigo.com)

* Acquisition: **Quest Diagnostics**, the world's leading provider of diagnostic information services, announced it has completed its previously announced acquisition of the **Shiel Medical Laboratory** business from **Fresenius Medical Care**. 14 Dec 2017 (www.questdiagnostics.com)

* Name change: **Asana Medical, Inc.**, a regenerative medicine company developing a novel treatment for Ulcerative Colitis has changed its corporate name to **Regentys**. 28 Nov 2017 (www.regentys.com)

* Acquisition: **Repros Therapeutics Inc.** has entered into a definitive agreement under which **Allergan plc**, through a subsidiary, will acquire Repros for a cash payment of \$0.67 per share. Repros Therapeutics focuses on the development of small molecule drugs for major unmet medical needs that treat male and female reproductive disorders. 12 Dec 2017 (www.reprosrx.com)

* Co-Promotion: **Takeda Pharmaceutical Company Limited** and **Pfizer Japan Inc.** have terminated the co-promotion of the oral JAK inhibitor rheumatoid arthritis product 'Xeljanz® Tablets 5 mg' (generic name: tofacitinib citrate) as of March 31, 2018. Accordingly,

Takeda will cease distribution of Xeljanz and Pfizer, the manufacturer of the product, will become the sole marketer as of April 1, 2018. 18 Dec 2017 (www.takeda.co.jp)

* Restructuring: **Teva Pharmaceutical Industries Ltd.** announced a comprehensive restructuring plan to significantly reduce its cost base, unify and simplify its organization and improve business performance, profitability, cash flow generation and productivity. The total cost base to be reduced by \$3 billion by the end of 2019, the workforce is to be reduced by over 25%, and dividends on ordinary shares and ADSs will be suspended. 14 Dec 2017 (www.tevapharm.com)

* Acquisition: **Torrent Pharmaceuticals Limited** has completed the acquisition of the branded business of Unichem Laboratories Limited for India and Nepal, including its Sikkim manufacturing facility. 14 Dec 2017 (www.torrentpharma.com)

BD People on the Move

* Acadia Pharmaceuticals Inc.: **Damien McDevitt**, Ph.D. has been appointed as Senior Vice President, Corporate Development. (Press Release 13 Dec 2017)

* Chanelle Medical Ltd.: **Tiago Santos Alves**, until most recently Business Development Manager at DSM Sinochem Pharmaceuticals, has been appointed as Senior Business Development Manager and R&D Pipeline Associate. (Pers Comm 4 Dec 2017)

* DSM Sinochem Pharmaceuticals: **Tiago Alves**, who has been

Business Development Manager, left the company at the end of November in order to pursue other opportunities. (Pers Comm 14 Nov 2017)

* Efarmes S.A.: **Gerlac Capell**, who has been Business Development Manager, left the company in order to pursue other opportunities. (Pers Comm 19 Oct 2017)

* G.L. Pharma GmbH: **Sebastian Humi**, who has been Licensing Manager left the company on 31 October. (Pers Comm 14 Dec 2017)

* Laboratorios Rubió, S.A.: **Aitor Alférez Plaza**, who has been Business Development Manager Licensing-in, left the company as of 10 November. (Pers Comm 8 Nov 2017)

* Medivir AB: **Christina Herder**, most recently CEO of Modus Therapeutics has been appointed as Executive Vice President, Strategic Business Development. (Press Release 10 Nov 2017).

* Unither Pharmaceuticals: **Laurent Terrassin**, who has been Business Development Manager, left the company. (Corp Comm 18 Dec 2017)

euroPLX Newcomers to euroPLX 66 Lisbon (1)

Since more than 22 years euroPLX has been attended by companies that have never had a delegate at any of the previous euroPLX Conference. At least 20% newcomers are expected for euroPLX 66 Lisbon. Here is part 1 of the list of newcomers to euroPLX 66.

Based in Prague, Czechia, **AV Medical** (www.avmc.cz/en/) has been established in 2004 as a

company for medical devices and disposables, with the pharmaceuticals division being a department just recently added. The division focuses on hospital pharmaceuticals and niche products.

Avia Pharma (www.aviapharma.se) is a nordic pharmaceutical company which has recently been founded in Danderyd, Sweden, by a group of senior executives. The company business is in prescription and OTC products, currently including pediatric medicines for the prevention of vitamin D deficiency, medicines used to treat iron deficiency and iron deficiency anemia, and remedies against flatulence and infant colic.

As a specialist in Active Pharmaceutical Ingredients, **DCS Pharma AG** (dcspharma.com) is based in Basle, Switzerland, founded in 2016 by the two Swiss pharmaceutical distributors DOLDER and CHEMSWISS. The company's focus is on regulated compounds like morphine derivatives and other controlled substances, on hormones and steroids, muscle relaxants, oncology products such as 5-Fluorouracil, Bendamustine, Etoposide, Abiraterone, Imatinib, Oxaliplatin, and on a range of various APIs.

Lunan Pharmaceutical Group Corporation is a major Chinese hi-tech enterprise that produces, researches and sells both traditional Chinese medicine, chemical medicine and bio-pharmaceutical medicinal products. The group is comprised of eight subsidiary companies and has more than 9000 employees with an average age of 30 and 80% graduated from colleges. In 2010, the total sales

income reached RMB 4 billion.

Medsurge Healthcare (www.medsurge.com.au) based in Melbourne Australia, is one of the fastest emerging companies to source and market a broad range of specialised products. Medsurge is a pharmaceutical company that has been in Australia since 2006 and New Zealand since 2011, supplying a comprehensive range of high quality and competitively priced proprietary and in-licensed products throughout Australia and New Zealand to both hospitals and retail pharmacies.

As a spin-off of the University of Genova, **Nutravis S.r.l.** (www.nutravis.it/en/) is a research-driven Italian start-up company based in the same town. The company focuses on transforming scientific results into new food supplements characterised by high degree of innovation. The current therapeutic focus is on metabolic diseases, especially those related to incorrect glycaemic and lipidic control.

Based in Mumbai, India, **Shilpa Medicare Limited** (www.vbshilpa.com) is a company with integrated development, manufacturing and commercial expertise in generic pharmaceuticals. Shilpa develops, produces and markets a portfolio of approximately 50+ high-quality and cost-effective generic medicines with eight manufacturing sites and two R&D centres. The range of products spans across injectables, oral drugs as well as new drug delivery solutions for different therapeutic areas.



wishes a Happy, Healthy and Prosperous 2018!