



# euroPLX

# Business Developer

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## The Year Starts With Mergers & Acquisitions Galore - And More To Come!

\* Acquisition: **Sanofi** and **Ablynx**, a biopharmaceutical company engaged in the discovery and development of Nanobodies<sup>®</sup>, entered into a definitive agreement under which Sanofi will offer to acquire all of the outstanding ordinary shares, including shares represented by American Depositary Shares (ADSs), warrants and convertible bonds of Ablynx at a price per Ablynx share of €45 in cash, which represents an aggregate equity value of approximately €3.9 billion. 29 Jan 2018 ([www.ablynx.com](http://www.ablynx.com))

\* Acquisition: **Allergan plc** has acquired University of Sydney spin-off **Elastagen** for \$95 million. The deal means that multinational biopharma firm acquires Elastagen's tropoelastin, which is used to treat acne scars and stretch marks, to complement its own skincare portfolio, which includes Botox. 7 Feb 2018 ([www.allergan.com](http://www.allergan.com))

\* Distribution: **Amryt Pharma** has signed an exclusive agreement with Bucharest-based services firm **Romastru Trading** for the distribution of its cholesterol treatment Lojuxta throughout Bulgaria and Romania. 7 Feb 2018 ([www.amryt-pharma.com](http://www.amryt-pharma.com))

\* Acquisition: **Astellas Pharma Inc.** has completed the acquisition of **Mitobridge, Inc.**, and

Mitobridge has become a wholly owned subsidiary of Astellas as January 23, 2018. By exercising the option right to acquire Mitobridge, Astellas paid \$225 million to acquire 100% of the equity in Mitobridge. In addition, Mitobridge shareholders will be eligible for additional payments from Astellas that total up to \$225 million depending on the progress of various programs in clinical development. 24 Jan 2018 ([www.astellas.com/en/index.html](http://www.astellas.com/en/index.html))

\* Distribution: **Can-Fite BioPharma Ltd.**, a biotechnology company advancing a pipeline of proprietary small molecule drugs that address cancer, liver and inflammatory diseases, today announced it has received its first payment of approximately \$2,200,000 from **Gebro Holdings GmbH**. Can-Fite recently announced entering into a distribution agreement with Gebro for the exclusive right to distribute Can-Fite's lead drug candidate, Piclidenoson (CF101), for the treatment of rheumatoid arthritis and psoriasis in 3 European countries including Spain, Switzerland and Austria, upon receipt of regulatory approvals. 25 Jan 2018 ([www.canfite.co.il](http://www.canfite.co.il))

\* Name change: **Nutrición Medica** changed its name to **Cantabria Labs - Nutrición Medica**. 7 Feb 2018 ([www.nutricionmedica.com](http://www.nutricionmedica.com))

\* Divestiture: **Cardinal Health** closed its divestiture of its Cardinal Health China business to **Shanghai Pharmaceuticals Holding Co., Ltd.** The sale includes Cardinal Health's pharmaceutical and medical products distribution business in China. The divestiture does not include Cardinal Health's remaining businesses in China, including Cordis, its recently acquired Patient Recovery business, its medical sourcing team or other functions. The gross proceeds of the transaction are \$1.2 billion; the net proceeds are approximately \$800 million after adjusting for third party indebtedness, withholding taxes, and other transaction expenses and adjustments. 1 Feb 2018 ([www.cardinalhealth.com/en.html](http://www.cardinalhealth.com/en.html))

\* Acquisition: **Celgene Corporation's** wholly-owned subsidiary, **Blue Magpie Corporation**, has commenced its previously announced tender offer for all outstanding shares of common stock of **Juno Therapeutics, Inc.** at a price of \$87.00 per share (totalling approximately \$9bn), net to the seller in cash, without interest and less required withholding taxes. 2 Feb 2018 ([www.celgene.com](http://www.celgene.com))

\* Name change: **China Cord Blood Corporation** changed its name to **Global Cord Blood Corporation** to reflect the future development

direction and business strategy of the Company. 7 Feb 2018 ([www.chinacordbloodcorp.com](http://www.chinacordbloodcorp.com))

\* Distribution: **Cipher Pharmaceuticals Inc.** has entered into an exclusive distribution and supply agreement with **Italmex Pharma S.A.** under which Cipher has granted Italmex exclusive rights to market, sell and distribute Cipher's Isotretinoin product in Mexico. Cipher's isotretinoin product is a novel formulation of isotretinoin, which is used in the treatment of severe recalcitrant nodular acne. Isotretinoin is the most effective severe acne therapy available to patients who suffer from acne. The product is marketed in the United States as Absorica<sup>®</sup> and in Canada as Epuris<sup>®</sup>. 9 Jan 2018 ([www.cipherpharma.com](http://www.cipherpharma.com))

\* Name change: **DOJA Cannabis Company Limited** has announced a name change to **Hiku Brands Company Ltd.** 1 Jan 2018 ([doja.life](http://doja.life))

\* Acquisition: **Eloxx Pharmaceuticals Ltd.** and **Sevion Therapeutics, Inc.** have completed their previously announced acquisition transaction effective as of December 19, 2017. The Company will be known as **Eloxx Pharmaceuticals, Inc.** following the completion of the transaction. 20 Dec 2017 ([www.eloxxpharma.com](http://www.eloxxpharma.com))

\* Merger agreement: **F. Hoffmann**

- **La Roche Ltd.** and **Ignyta, Inc.** have entered into a definitive merger agreement for Roche to fully acquire Ignyta at a price of US\$ 27.00 per share in an all-cash transaction. This corresponds to a total transaction value of US\$ 1.7 billion on a fully diluted basis. Ignyta is focused on precision medicine in oncology aiming to test, identify, and treat patients with cancers harbouring specific rare mutations. 22 Dec 2017 (www.roche.com)

\* License and Distribution: **Foresee Pharmaceuticals Co., Ltd.**, a Taiwan and US-based biopharmaceutical company and **Megapharm Ltd.**, an Israel-based biopharmaceutical company, announced today that they have entered into an exclusive license and distribution agreement for the commercialisation in Israel and the Palestinian Authority of Foresee's FP-001 program, LMIS (Leuprolide Mesylate Injectable Suspension) ready-to-use subcutaneous depot formulations. 3 Jan 2018 (www.foreseepharma.com)

\* Acquisition: **Guerbet**, a specialist in contrast agents and solutions for medical imaging, announced that it has entered into an agreement under which it will acquire Israeli company **Accurate Medical Therapeutics**, which specializes in the development of microcatheters used in interventional radiology. 8 Jan 2018 (www.guerbet.com)

\* Distribution: **Innovus Pharmaceuticals, Inc.**, an emerging commercial-stage pharmaceutical company has entered into an agreement with **Wellmed, LP**, a California company located in Tarzana, California. Under the agreement signed, Innovus Pharma will be selling certain of its products directly to Wellmed's current 500,000 customers and utilizing Wellmed's access to a database of over 5 million additional potential consumers for a fixed cash fee if certain net revenue targets are

met as a result of the direct mailing campaigns. 2 Feb 2018 (www.innovuspharma.com/)

\* Acquisition: **Melinta Therapeutics, Inc.** has completed its previously announced acquisition of **The Medicines Company's** infectious disease business. The close of the acquisition solidifies Melinta's position as the world's largest pure-play antibiotics company, and expands upon the company's existing product Baxdela® (delafloxacin) by adding three additional marketed products to its portfolio: Vabomere™ (meropenem and vaborbactam), Orbactiv® (oritavancin), and Minocin® (minocycline) for Injection. Melinta's existing portfolio of approved medicines has peak combined sales potential of more than \$1 billion. 8 Jan 2018 (www.melinta.com)

\* Acquisition: **Millendo Therapeutics** has acquired **Alizé Pharma SAS** in a stock-based transaction. The company will operate as Millendo Therapeutics, Inc. in the United States and as Millendo Therapeutics SAS in France and Europe where it will continue to operate the former Alizé Pharma SAS facilities, maintain its capabilities and team and serve as Millendo's European research and development base. 20 Dec 2017 (www.milendo.com)

\* Distribution: **Navamedic ASA** has entered into an agreement with **Chemviron Carbon Ltd.** for the launch and commercialisation of Zorflex® wound care contact dressings in Sweden and Finland. Zorflex®, a naturally antimicrobial, 100 percent activated carbon wound contact dressing, helps accelerate treatment of a wide range of chronic and non-chronic wounds. 21 Dec 2017 (www.navamedic.com)

\* Distribution: **Nutra Pharma Corporation**, a biotechnology company developing drugs for the treatment of Multiple Sclerosis

(MS) and HIV and that also markets the over-the-counter (OTC) pain drugs; Nyloxin® and Pet Pain-Away™, announced today that they have signed a definitive Distribution Agreement with the Australian company, **Pharmachal PTY LTD** to market and distribute Nyloxin® in Australia and New Zealand. 1 Feb 2018 (www.nutrapharma.com)

\* Name change: **Peregrine Pharmaceuticals Inc.** is changing its name to **Avid Bioservices, Inc.** as part of its transition to a dedicated contract development and manufacturing organization (CDMO). 5 Jan 2018 (www.peregrineinc.com)

\* Commercialisation Agreement: **PharmaMar** signed an agreement with **Megapharm Ltd.** for the marine-derived anticancer drug Aplidin® (plitidepsin) in Israel and the territory known as the Palestinian Authority. According to the agreement Megapharm will register Aplidin® on behalf of PharmaMar and distribute the compound in both regions. PharmaMar will retain exclusive production rights and will supply the finished product for clinical and commercial use. 2 Jan 2018 (www.pharmamar.com)

\* Acquisition: **Shanghai Pharmaceuticals Holding Co., Ltd.**'s wholly-owned subsidiary **Shanghai Pharma Century Global Ltd.** will acquire a 100% stake in **Cardinal Health (L) Co., Ltd.** in an all-cash offer. (english.sphchina.com)

\* Acquisition: **Sunshine Biopharma Inc.**, a pharmaceutical company focused on the research, development, and commercialization of drugs for the treatment of various forms of cancer, completed the acquisition of **Atlas Pharma Inc.**, a Montreal-based analytical chemistry company. 4 Jan 2018 (sunshine-biopharma.com/)

\* Acquisition: **Takeda Pharma-**

**ceutical Company Limited** announced the signing of a framework agreement to acquire a range of over-the-counter (OTC) medicines and food supplements, assuming fulfillment of certain conditions, from **Unipharm Inc.**, a specialist healthcare company headquartered in New York, U.S.A. These products are for promotion and sale primarily in Russia, where Takeda has a strong presence providing innovative medicines, primary care medicines and OTC products to its people and patients. 26 Jan 2018 (www.takeda.co.jp)

## BD People on the Move

\* Adaptimmune Therapeutics plc: **Paul Stead**, who joins from Inovio Pharmaceuticals, Inc. developing DNA-based immunotherapies within oncology and infectious diseases, has been appointed as Vice President of Business Development. (Press Release 4 Jan 2018)

\* Alligator Bioscience AB: **Anu Balendran**, PhD, has been hired as Vice President Business Development. (Press Release 18 Jan 2018)

\* Astellas Pharma Inc.: **Naoki Okamura** has been appointed as Chief Strategy Officer Business Development, Corporate Planning, Product and Portfolio Strategy, Rx+ Business Accelerator. (Press Release 5 Feb 2018)

\* Basic Pharma Group: **Ruud Van Esdonk**, who has been Sales Manager Business Development, left the company. (Pers Comm 26 Dec 2017)

\* CURE Pharmaceutical : Dr. **Vered Gigi**, who served as a project leader at The Boston Consulting Group, has been appointed as Vice President of Strategy and Business Development. (Press Release 25 Jan 2018)

\* Deef Pharmaceutical Industries

Co.: Dr. **Khalid Ibrahim**, who has been Head of the Marketing & Business Development Department, left the company. (Pers Comm 9 Jan 2018)

\* Etypharm SA: **Bruno Delie**, who has been Executive Vice President Corporate & Business Development, left the company in order to pursue another career opportunity. (Pers Comm 1 Jan 2018)

\* Forum Health Ltd: **Kevan Gill**, who has been Business Manager, left the company in order to re-establish his Marketing Consultancy. (Pers Comm 27 Dec 2017)

\* Glenmark Pharmaceuticals Ltd.: **Jindrich Kopecky**, who has been Business Development Manager - Europe for Glenmark Pharmaceuticals S.r.o., left the company on 22 December. (Pers Comm 27 Dec 2017)

\* Hainan Poly Pharm Co., Ltd: **Peter Jing**, who has been International Business Development Manager, left the company. (Corp Comm 20 Dec 2017)

\* Hetero Europe S.L.: **Ashutosh Dharmadhikari**, who served as Associate Vice President International Marketing of Jubilant Generic Ltd, has been appointed as Head of Business Development. (Pers Comm 8 Jan 2018)

\* J. Uriach & Cia.: Dr. **Marc Gomez Caminals**, who has been Business Development Manager, left the company. (Pers Comm 5 Feb 2018)

\* Laboratoires Urgo: **Alice Despujol**, who has been Innovation Manager, left the company. (Pers Comm 30 Jan 2018)

\* Lácer S.A.: **Jordi Sarra Herrera**, until most recently Area Manager Business Development at Kern Pharma, has been appointed as Contract Manufacturing Business Development Manager. (Pers Comm 4 Jan 2018)

\* Medichem S.A.: **Sergi Moreno De Pablo**, who has been Senior Business Development Manager, left the company. (Corp Comm 20 Dec 2017)

\* Mundipharma Germany GmbH & Co. KG: **Andreas Schambach**, who has been Head of Business Development left the company. (Pers Comm 20 Dec 2017)

\* Rivopharm SA: **Maria Peters**, who has been with Rivopharm UK Ltd as Managing Director, left the company. (Pers Comm 20 Dec 2017)

\* SK Pharma: **Michal Fisher**, who has been Head of Strategic Alliances, left the company. (Pers Comm 26 Dec 2017)

\* Tillotts Pharma AG: **Dirk Reckert**, who has been Director Business Development & Licensing left the company at the end of 2017. (Pers Comm 20 Dec 2017)

\* Weifa AS: **Magdalena Gjeffe**, who has been Director Business Development, left the company. (Corp Comm 27 Dec 2017)

## euroPLX Newcomers to euroPLX 66 Lisbon (2)

Since more than 22 years euroPLX has been attended by companies that have never had a delegate at any of the previous euroPLX Conference. More than 18% of the companies registered for euroPLX 66 Lisbon are newcomers. Here is part 2 of the list of newcomers to euroPLX 66.

Based in Madrid, Spain, **AMG Labs** is an emerging pharmaceutical company focusing on niche generic and branded products for the Spanish market.

**Biocon Ltd.** ([www.biocon.com](http://www.biocon.com)) is a biopharmaceutical company headquartered in Bangalore, India, focusing on biotechnological innovation for differentiated therapies for diseases that are chronic, where medical needs are

largely unmet. This includes a rich portfolio of small molecules APIs & formulations and complex biologics - both novels and biosimilars - including monoclonal antibodies (MAbs), rh-Insulin and insulin analogs.

**Diater Laboratorios** ([www.diater.com](http://www.diater.com)) of Madrid, Spain, is a biopharmaceutical company, specialised in a wide range of diagnosis and treatment products for allergic diseases and recurrent bacterial and viral infections.

Based in Lecco, Italy, **Inpha2000 Srl** ([www.inpha2000.it](http://www.inpha2000.it)) focuses on the development of nutraceuticals characterised by a high scientific rationale.

**Kamedis Ltd** ([www.kamedis.com](http://www.kamedis.com)) of Tel Aviv, Israel, specialises in the exclusive patented combinations of botanicals for safe and effective dermo-cosmetic, medical device and OTC solutions for a variety of skin conditions.

Based in Madrid, Spain, **MAPBiopharma** ([mapbiopharma.com](http://mapbiopharma.com)) is a start-up company and part of a network of companies active in cosmetics, nutritional products, dermopharmacy, food supplements, biosanitary products and OTCs.

The newly established Dutch company **Pharmamedic B.V.** ([www.pharmamedic.nl](http://www.pharmamedic.nl)) develops and supplies an attractive and distinctive range of pharmaceuticals products and medical devices to national and international wholesalers.

**Polfarmex S.A.** ([www.polfarmex.pl](http://www.polfarmex.pl)) is based in Kutno, Poland, and is one of the leading pharmaceutical company in Poland with over 700 employees and a portfolio of over 100 products.

**Valeo Pharma Inc** ([www.valeopharma.com](http://www.valeopharma.com)) is based in Kirkland, Québec, Canada. As a specialty pharma company it is dedicated to the Canadian market and has

a growing portfolio of both innovative and injectable generics in neurology, woman's health, hospital products, including pain management, and Orphan Drugs..