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**Business Developer**

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## Pre-Summer Break M&As, Distribution and Promotion Agreements Speeding Up

\* Merger: **Akebia Therapeutics, Inc.** and **Keryx Biopharmaceuticals, Inc.** signed, and the boards of directors of both companies have unanimously approved, a definitive merger agreement under which the companies will combine in an all-stock merger. The transaction will create a fully integrated biopharmaceutical company focused on chronic kidney disease (CKD), with an implied pro forma equity value of approximately \$1.3 billion. 28 Jun 2018 ([www.akebia.com](http://www.akebia.com))

\* Name Change: **Alexo Therapeutics**, a clinical-stage immuno-oncology company developing therapies to block the CD47 myeloid checkpoint mechanism, change the Company's name to **ALX Oncology**. 22 Jun 2018 ([alxoncology.com/](http://alxoncology.com/))

\* Distribution: **Alvogen** and **Theramex** have entered into a binding agreement for an exclusive partnership and distribution deal for the commercialization of certain Women's Health products in Russia, Central and Eastern Europe as well as countries within the Commonwealth of Independent States (CIS). The long-term partnership arrangement includes the rights to commercialize the Theramex portfolio of women's health products such

as Alpha D3<sup>®</sup> and Actonel<sup>®</sup> for bone health as well as certain oral contraceptive products and future Theramex pipeline products. Countries within the distribution agreement are: Russia, Kazakhstan, Ukraine, Estonia, Latvia, Lithuania, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Macedonia, Serbia and Slovenia. Whilst terms of the deal are not being disclosed, Alvogen will assume responsibility for sales, promotion and marketing of the products within the deal. The portfolio generated \$13.5 million in net revenues in 2017, with significant growth potential from future pipeline products. 25 Jun 2018 ([www.alvogen.com](http://www.alvogen.com))

\* Distribution: **Double Bond Pharmaceutical** and **Helixor Heilmittel GmbH** have signed an agreement for distribution of Helixor integrative cancer therapy products in Sweden. Helixor products are available for integrative treatment of different types of cancers, both common and rare cancers, including breast cancer, colorectal cancer, lung cancer and brain cancer. The distribution will be held through Drugsson AB. 29 May 2018 (<http://www.doublebp.com/>)

\* Acquisition: **Eli Lilly and Company** completed the previ-

ously announced acquisition of **AurKa Pharma, Inc.** 22 Jun 2018 ([www.lilly.com](http://www.lilly.com))

\* Acquisition: **Roche** and **Foundation Medicine, Inc.** have entered into a definitive merger agreement for Roche to acquire the outstanding shares of FMI's common stock not already owned by Roche and its affiliates at a price of US\$ 137.00 per share in cash. This corresponds to a total transaction value of US\$ 2.4 billion on a fully diluted basis, and a total company value of US\$ 5.3 billion on a fully diluted basis. 19 Jun 2018 ([www.roche.com](http://www.roche.com))

\* Acquisition: **Harvest One Cannabis Inc.** has signed a binding Share Sale Agreement with Australian-based **MMJ PhytoTech Limited** for the purchase of 100% of Israeli-based **PhytoTech Therapeutics Ltd.** The transaction will be a combination of cash and shares. Upon completion, \$1 million in cash and \$7 million in Harvest One common shares issued at the then 10-day volume weighted average closing price, will be paid to MMJ. The sale is subject to customary conditions precedent including MMJ's shareholder approval to be sought at a meeting at the end of August 2018. 25 Jun 2018 ([www.harvestone.com](http://www.harvestone.com))

\* Investment: **Minakem**, the CDMO division of **Minafin**, specialised in custom development and manufacturing of building blocks, GMP intermediates and Active Pharmaceutical Ingredients (APIs and HPAPI), is in the final qualification run to open a new closed-controlled environment high containment production facility in August. This high-class production facility is among only a dozen of its kind in the world; roughly half are located in Europe. 19 Jun 2018 ([www.minakem.com](http://www.minakem.com))

\* Distribution Agreement: **PharmaMar** signed an agreement with **Pint Pharma International, S.A.** for the marine derived anti-cancer drug Aplidin<sup>®</sup> (plitidepsin) in Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay and Venezuela. 11 Jun 2018 ([www.pharmamar.com](http://www.pharmamar.com))

\* Acquisition: **Recipharm AB** will acquire **Sanofi's** manufacturing centre and business located in Holmes Chapel. This provides Recipharm with a solid platform to take further advantage of the growing respiratory drug market. Recipharm will acquire the assets and business for a consideration of GBP 45 million. Supplementary considerations may be made in 2020 and 2021, subject to superior

development of the business. 13 Jun 2018 (www.recipharm.com)

\* Co-Promotion: **RedHill Biopharma Ltd.** has entered into a co-promotion agreement with **Napo Pharmaceuticals, Inc.**, a human health company developing and commercializing novel gastrointestinal prescription products from plants used traditionally in rainforest areas, and a wholly-owned subsidiary of Jaguar Health, Inc., granting RedHill exclusive U.S. rights to co-promote Mytesi® (crofelemer 125 mg delayed-release tablets)<sup>1</sup> for the approved indication in people living with HIV/AIDS with respect to certain gastroenterologists and primary care physicians. RedHill expects to commence U.S. promotion of Mytesi® in the coming weeks. 28 Jun 2018 (www.redhill-bio.com)

\* Distribution: **Tanner Pharma Group**, a global provider of integrated specialty access solutions, has announced the signing of a distribution agreement with **Partner Therapeutics, Inc.**, an integrated biopharmaceutical company. The agreement names Tanner Pharma Group as a distributor of Leukine® (sargramostim) in areas outside of the United States and Canada where the product is not yet registered. Leukine® (sargramostim) is used to help increase the number and function of white blood cells after bone marrow transplantation. 24 May 2018 (www.tannerpharma.com)

\* Collaboration agreement: **TG Therapeutics, Inc.** and **Novimmune SA**, have entered into an exclusive global agreement worth up to \$185 million to collaborate on the development and commercialization of Novimmune's novel first-in-class anti-CD47/anti-CD19 bispecific antibody known as TG-1801 (previously NI-1701). The companies will jointly develop the product on a worldwide basis, focusing on indications in the area

of hematologic B-cell malignancies. 20 Jun 2018 (www.tgtherapeutics.com)

\* Name Change: **ThromboGenics NV**, a biopharma company focused on developing novel treatments for back of the eye disorders, plans to change its name to "**Oxurion NV**". 27 Jun 2018 (www.thrombogenics.com)

\* Acquisition: **Waverley Pharma Inc.**, an emerging Canadian pharmaceutical company, acquired two generic oncology products, temozolomide and capecitabine, currently marketed in the United Kingdom (UK), from **Reliance Life Sciences Private Limited**. The products were developed by RLS, and the binding contracts with the UK National Health Service for the supply of these products are being transferred to Waverley Pharma. 25 Jun 2018 (www.waverleypharma.com)

\* Distribution Agreement: **Wize Pharma, Inc.** has signed an exclusive distribution agreement with **HPGC Medical Co., Ltd.** (HPGC) for the distribution in China by HPGC of a formula known as LO2A, a drug developed for the treatment of dry eye syndrome (DES), and other ophthalmological illnesses, including Conjunctivochalasis and Sjögren's syndrome. HPGC is a division of Harbin Pharmaceutical Group Co. Ltd., one of China's largest healthcare companies. 5 Jun 2018 (www.wizepharma.com)

## BD People on the Move

\* E-Pharma Trento S.p.A: **Maria Rita Luparini**, who has been Business Development and Commercial Director, left the company. (Corp Comm 26 Jun 2018)

\* Asphaltion, S.I.: **Kacper Budek**, M. Sc. Ph., who has been Business Development Officer, left the company on 15th June in order to take a new professional challenge. (Pers Comm 26 Jun 2018)

\* Athenex, Inc.: **Christina Wang** has been appointed as Vice President of Clinical Operations and Corporate Development, Asia Pacific. (Press Release 4 June 2018)

\* Consilient Health Limited: **Louise Banks** who has been New Business Development Manager will leave the company after 27 July. (Pers Comm 27 Jun 2018)

\* Dr. Kade Pharmazeutische Fabrik GmbH: **Dr. Christian Wagner**, who has been Head of Corporate Development, left the company. (Pers Comm 26 Jun 2018)

\* Egis Pharmaceuticals PLC: **Dr. Orsolya Oravec**, who has been Senior Project Manager In-Licensing left the company. (Pers Comm 26 Jun 2018)

\* Ethypharm SA: **Frédéric Molin**, who was Corporate Director Business Development & Licensing at Pierre Fabre Médicament SAS, has been appointed as Executive Vice President Corporate Development. (Press Release 20 Jun 2018)

\* F. Hoffmann - La Roche Ltd.: **James Sabry, MD, PhD**, currently Head of Partnering for Genentech Research and Early Development, has been appointed Global Head of Partnering, a role that combines the partnering functions across the Roche pharmaceuticals business, and will become a member of the enlarged Corporate Executive Committee. He will be based in Basel and assume his new role on 1 August 2018. (Press Release 22 Jun 2018)

\* Gilead Sciences Inc.: **Andrew Dickinson** has been promoted to Executive Vice President, Corporate Development and Strategy, with responsibility for Gilead's corporate development, alliance management, competitive intelligence, and corporate strategy and planning functions. (Press Release 4 Jun 2018)

\* Hetero Europe S.L.: **Daniel Inarejos**, who was Business Development Manager, has been left the company effective 1 June to move to a new challenge in the Pharma Industry. (Pers Comm 22 May 2018)

\* Inovio Pharmaceuticals, Inc.: **Shawn D. Bridy** has been hired as Vice President of Business Development (Press Release 24 May 2018)

\* Ionis Pharmaceuticals, Inc.: **Damien McDevitt, Ph.D.**, who most recently served as senior vice president, corporate development at ACADIA Pharmaceuticals, has been appointed as chief business officer, responsible for corporate development activities and business development, among others. (Press Release 18 Jun 2018)

\* Lupin Laboratories Ltd.: **Mathieu Da Luz**, who has been Manager Commercial Generics, left the company on 15 June. (Pers Comm 26 Jun 2018)

\* Shilpa Medicare Limited: **Tejas Patwari**, who has been Senior General Manager Business Development and International Marketing Europe and Australasia, left the company. (Corp Comm 28 May 2018).