



# euroPLX



# Business Developer

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## Business Development Executive Position Changes Continue Strongly - see page 2

\* Acquisition: **Alexion Pharmaceuticals, Inc.** have entered into a definitive agreement for Alexion to acquire **Syntimmune**, a clinical-stage biotechnology company developing antibody therapeutics targeting the neonatal Fc receptor (FcRn). SYNT001 – a humanized monoclonal antibody that inhibits the interaction of FcRn with Immunoglobulin G (IgG) and IgG immune complexes – has the potential to improve treatment in a number of rare IgG-mediated diseases. SYNT001 is currently being evaluated in Phase 1b/2a studies in patients with warm autoimmune hemolytic anemia (WAIHA) and in patients with pemphigus vulgaris (PV) or pemphigus foliaceus (PF) and has demonstrated proof of mechanism showing rapid IgG reduction. Under the terms of the agreement, Alexion will acquire Syntimmune for an upfront payment of \$400 million, with the potential for additional milestone-dependent payments of up to \$800 million, for a total value of up to \$1.2 billion. 26 Sep 2018 ([www.alxn.com](http://www.alxn.com))

\* Collaboration Agreement: **Amyris, Inc.**, a leader in the development and production of sustainable ingredients for the Health & Wellness, Clean Beauty and Flavors & Fragrances markets, today announced that it has

entered into a multi-year, multi-million-dollar agreement with a subsidiary of **Yifan Pharmaceutical Co., Ltd.** Yifan is one of the leading Chinese pharmaceutical companies focusing on innovation, R&D, and manufacturing with a strong market position and focus on active pharmaceutical ingredients (APIs) including nutritional products, biologics, high-end small molecule drugs, and special traditional Chinese medicine. 27 Sep 2018 ([www.amyris.com](http://www.amyris.com))

\* Name change: **ITUS Corporation**, a biotechnology company focused on using the body's immune system to fight cancer, today announced that on October 1, 2018, the Company will officially change its name to **Anixa Biosciences, Inc.** 28 Sep 2018 ([www.anixa.com](http://www.anixa.com))

\* Acquisition: **Emergent Biosolutions Inc.** has completed its acquisition of **Adapt Pharma** and its flagship product NARCAN® (naloxone HCl) Nasal Spray, the first and only intranasal form of naloxone approved by the U.S. Food and Drug Administration (FDA) and Health Canada, for the emergency treatment of known or suspected opioid overdose. Total consideration for the transaction is up to \$735 million, which includes an upfront payment of \$635 mil-

lion and up to \$100 million in cash for potential sales-based milestones through 2022. 15 Oct 2018 ([www.emergentbiosolutions.com](http://www.emergentbiosolutions.com))

\* **Ligand Pharmaceuticals Incorporated** has completed the acquisition of **Vernalis plc** and Vernalis will now operate as a subsidiary of Ligand. Under the terms of the acquisition, Ligand paid Vernalis shareholders approximately \$42.3 million, offset by approximately \$32 million of net cash on hand at Vernalis, after deal costs. 10 Oct 2018 ([www.ligand.com](http://www.ligand.com))

\* Name Change: **Marina Biotech, Inc.** a commercial stage pharmaceutical company focused on the development and commercialization of innovative therapeutics for hypertension, arthritis and pain, today announced that it has changed its name to **Adhera Therapeutics, Inc.** 9 Oct 2018 ([www.marinabio.com](http://www.marinabio.com))

\* Acquisition: **MeiraGTx Holdings PLC**, a vertically integrated, clinical stage gene therapy company, today announced that it has acquired **Vector Neurosciences Inc.** ("Vector") in an all-stock transaction. As a result of the acquisition, which was signed and closed October 5, 2018, MeiraGTx has expanded its portfolio of clinical

stage product candidates to include adeno-associated virus encoding glutamic acid decarboxylase (AAV-GAD), a gene therapy product candidate ready for continued Phase 2 clinical development for Parkinson's disease. 9 Oct 2018 ([meiragtx.com/](http://meiragtx.com/))

\* Licensing: **Moberg Pharma AB** has signed an exclusive license agreement with **Cipher Pharmaceuticals** for MOB-015 (a new topical treatment of onychomycosis) in Canada. Cipher will commercialize MOB-015 in Canada upon completed phase 3 studies and registration. Under the agreement, Moberg Pharma is eligible to receive USD 14.6 million in one-time payments and milestones, as well as royalties on net sales in Canada. 18 Sep 2018 ([www.mobergderma.se](http://www.mobergderma.se))

\* Acquisition: **Mundipharma** acquired the biosimilars development company **Cinfa Biotech** from parent company **Infarco**. 10 Oct 2018 ([www.mundipharma.com](http://www.mundipharma.com))

\* Acquisition: **Nautic Partners, LLC**, a middle market private equity firm completed the acquisition of **Mikart, Inc.**, a contract development and manufacturing organization ("CDMO") offering a full range of integrated services, technology and support for the

development, manufacturing and packaging of solid dose and non-sterile liquid pharmaceuticals. 27 Sep 2018 (nautic.com)

\* Name change: **NuPharm** changes its name to **Neuraxpharm**, the already existing name of its German affiliate. According to company sources all European affiliates will be rebranded during the next months. 2 Oct 2018 (www.neuraxpharm.de)

\* Acquisition: **Novartis** today announced that it has entered into an agreement and plan of merger with **Endocyte**, a US-based biopharmaceutical company focused on developing targeted therapeutics for cancer treatment. Under the terms of the agreement, Novartis would acquire all outstanding shares of Endocyte common stock for USD 24 per share. This offer values Endocyte's equity at USD 2.1 billion. 18 Oct 2018 (www.novartis.com)

\* Restructuring: **Novo Nordisk** plans to restructure its Research & Development (R&D) organisation to accelerate the expansion and diversification of its pipeline across serious chronic diseases. To enable increased investment in transformational biological and technological innovation within both core and new therapy areas, approximately 400 employees will be laid off from R&D roles in Denmark and China. To support its strategic ambitions, Novo Nordisk will establish four Transformational Research Units in 2018 to pursue novel treatment modalities and platform technologies. The biotech-like units, based in Denmark, the US and the UK, will operate as satellites of Novo Nordisk's central R&D function and will drive innovation in priority fields such as translational cardio-metabolic research and stem cell research. 18 Sep 2018 (www.novonordisk.com)

\* Acquisition: **Nutriband Inc.** has

signed the definitive acquisition agreement to acquire **Carmel Biosciences, Inc.** The acquisition is expected to be valued at approximately \$2,700,000 and will be paid in company stock in the amount of 350,000 restricted common shares. According to the deal, Nutriband will acquire the NDA and ownership rights to FDA approved Prexxartan™, the ownership and rights to develop and market Carmel's pipeline including CAR-509, CAR-510, CAR-511 and CAR-512 currently in Pre IND phase plus rights to Carmel's clinically tested nutraceutical line. This includes MET-191, a nutritional supplement which has demonstrated benefit of lipid management, appetite control, and weight management, while improving factors that contribute to the metabolic syndrome. 26 Sep 2018 (nutriband.com)

\* Acquisition: **Recipharm AB** completed the acquisition of **Sanofi's** inhalation contract manufacturing business including a manufacturing facility located in Holmes Chapel, UK. The facility, which includes development and manufacturing capabilities for novel respiratory products, complements the inhalation development expertise offered by the Recipharm team in Research Triangle Park, North Carolina. Announced in June 2018, the acquisition forms part of Recipharm's M&A growth strategy, which is focused on expanding its full service offering to include specialist, in-demand capabilities. 1 Oct 2018 (www.recipharm.com)

\* Licensing: **Shionogi & Co., Ltd.** and **Rohto Pharmaceutical Co.** have entered into license agreement for clinical development and commercialisation of ADR-001 for the treatment of liver cirrhosis in Japan. 13 Sep 2018 (www.shionogi.co.jp)

\* Acquisition: **Tris Pharma, Inc.** acquired **NextWave**

**Pharmaceuticals**, a wholly owned subsidiary of **Pfizer Inc.**, including two key Attention Deficit Hyperactivity Disorder (ADHD) treatments. The acquisition further expands Tris' portfolio of products for the treatment of patients with ADHD. The agreement includes the acquisition of Quillivant XR, the first and only marketed extended-release oral liquid methylphenidate, and QuilliChew ER, the first and only extended-release methylphenidate chewable tablet, both of which are central nervous system (CNS) stimulants approved for the treatment of ADHD. 25 Sep 2018 (www.trispharma.com)

\* Acquisition: **Tusk Therapeutics** was acquired by **Roche** for an upfront cash payment of Euro 70 million, plus additional contingent payments of up to Euro 585 million. Tusk has developed an antibody with a novel mode of action aimed at depleting regulatory T-cells (Tregs). Tregs suppress immune responses, including those against cancer cells. Preclinical data has shown that depleting Tregs from the tumor microenvironment can enhance and/or restore anti-tumor immunity. Tusk's antibody has been designed to deplete these harmful Tregs, while not interfering with other immune cells acting against the tumor. Tusk's program is expected to start clinical trials in cancer patients towards the end of 2019. 28 Sep 2018 (www.tusk-therapeutics.com)

## BD People on the Move

\* Alvogen: **Árni Baldursson**, until recently Senior Business Development Manager at Chanelle Medical has been appointed as Director - Business Development - B2B. (Pers Comm 17 Sep 2018)

\* Celyad: **Carri Duncan**, PhD, most recently VP Investor Relations at Bayer, has been hired as Vice President Corporate Development

& Communications. (Press Release 26 Sep 2018)

\* Concordia International: Dr. **John Strafford**, who has been Senior Business Development Manager, left the company. (Pers Comm 14 Sep 2018)

\* Enzymicals AG: Dr. **Rainer Wardenga**, one of the co-founders of the company, has been hired to support the Business Development of the company (Press Release 30 Aug 2018)

\* GenomOncology: **Jonathan Seaton** most recently Senior Vice President for Corporate & Business Development at Illumina, has been appointed to the company's Board of Directors (Press Release 25 Sep 2018)

\* Lácer S.A.: **Antoni Lamarca**, who has been Business Development Manager OTC, retired from his professional career. (Pers Comm 15 Oct 2018)

\* Masters Specialty Pharma: Dr. **William Watson**, who has been Chief Business Officer, left the company. (Pers Comm 17 Oct 2018)

\* Medis ehf.: **Patryk Spus**, who has been Manager Business Development, left the company. (Pers Comm 14 Sep 2018)

\* Nobilis Health Corp.: **Marty Spake**, with 20 years of corporate leadership experience including positions in investor relations, corporate strategy, mergers & acquisitions and corporate development with Compaq Computer and Chicago Bridge and Iron has been appointed as Vice President of Corporate Development (Press Release 25 Sep 2018)

\* Oystershell NV: **Elke De Clerck**, who has been Global Business Development Manager, left the company. (Pers Comm 18 Sep 2018)

\* Pfizer, Inc.: **John Young** - Group

President, Chief Business Officer will assume a new role, responsible for strategy, business development, portfolio management and valuation activities; business analytics; global commercial operations; and Patient and Health Impact, among others. (Press Release 9 Oct 2018)

\* Zealand Pharma A/S: **Marino Garcia**, who served as Executive Vice President and Chief Strategy Officer at Synergy Pharmaceuticals Inc. has been hired as Senior Vice President, Corporate & Business Development. (Press Release 1 Oct 2018)

## Newcomers to euroPLX 68 Athens (part 1)

Since the first euroPLX Conference in 1995 more than 1,700 pharmaceutical and biotechnology companies have attended this partnering conference. Although many of them keep returning, euroPLX has managed to attract 10 to 20% newcomers to each of the past 67

conferences. Here are some first-time attendees that have registered for euroPLX 68 Athens:

**ASG Biochem**, an expert in steroids and hormones, is a bulk API manufacturing company, previously owned by AKZO Nobel N.V., Netherlands, now under aegis of the industrial conglomerate ApeejayStya Group, headquartered in New Delhi, India. The unit has global exports including intermediates/penultimates to the European Union apart from supply to internal Group companies.

Established in 2013 **Epione Labs Pvt. Ltd** is a full service providing development centre with expertise in developing niche molecules: preformulation, formulation development of novel drug delivery products, analytical development and validation and cGMP Scale-up.

Since 2009, **Mantra Pharma** was established in 2006 in Brossard, Québec, Canada and has since then built a strong portfolio of

generic and natural health care products that provide a competitive edge.

**Max Zeller Söhne AG** specialises in the development, production and marketing of phyto-pharmaceuticals with clinically proven efficacy, safety and tolerability. Zeller is a medium-sized Swiss company owned by the same family for five generations. It is one of the few companies that controls the entire value chain from seed to finished product.

**Phytopharm** is a pharmaceutical company found in 1949 specialising in the development and manufacturing of natural medicines, food supplements, medical devices, cosmetics and plant extracts (tinctures, alcoholic and water liquid extracts, oil extracts, glycolic extracts, juices). The Company develops and produces the highest quality products of plant origin with proven effectiveness and confirmed safety in majority based on our own APIs and extracts produced from dry and fresh herbs.

**Provident Pharmaceuticals** is a privately held specialty pharmaceutical company focused on the commercialisation and marketing of niche and legacy pharmaceutical products and medical devices in specific therapeutic areas. Based in Athens, Greece, this full-service pharmaceutical company offers sales and marketing, regulatory services, market access, and distribution capabilities for product partnership opportunities.

**Sanzyme Private Limited** is a biopharmaceutical company established in 1969 in India as a joint venture with Sankyo, Japan. The Company specialises in infertility hormones (Gonadotropins) and speciality probiotics with clinical application, priding itself to have the largest range of Gonadotropin SKUs in the world.

Based in Riga, **SIA Unifarma** is a local Latvian company established in 1999 and working as distributor for top Indian companies as well as various European companies in all 3 Baltic countries.

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