

euroPLX



Business Developer

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Deals, Opportunities, Name Changes and Many Peers Who Changed Employers

* Licensing: **AbbVie** announced patent license agreements with **Pfizer** over its proposed biosimilar adalimumab product. Under the terms of the agreements, AbbVie will grant Pfizer a non-exclusive license on specified dates to AbbVie's intellectual property relating to HUMIRA in the United States and in various other countries around the world in which AbbVie has intellectual property:- Pfizer's U.S. license will begin on November 20, 2023, and will not be accelerated by the entry of companies who have already taken a license.- In the European Union, Pfizer can launch upon approval from the European Medicines Agency. Pfizer will pay royalties to AbbVie for licensing its HUMIRA patents and acknowledges the validity of the licensed patents. AbbVie will make no payments to Pfizer. The precise terms are confidential between the parties. 30 Nov 2018 (www.abbvie.com)

* Name Change: **Ascension Healthcare** plc changed its name from **Pro Bono Bio** plc. 4 Jan 2019 (www.ascensionhealthcare.com)

* Acquisition: **Astellas Pharma Inc.** exercised and closed on its exclusive option to acquire **Potenza Therapeutics, Inc.**. The company says that this acquisition marks the

successful outcome of a collaboration agreement entered into in 2015 to build a portfolio of novel immuno-oncology (IO) therapies. The clinical IO therapies developed through this collaboration may also provide a platform for IO combinations with Astellas' existing non-IO programs for life cycle management and future novel IO combinations. 14 Dec 2018 (www.astellas.com/en/index.html)

* Acquisition: **InvaGen Pharmaceuticals Inc.**, a subsidiary of

eutics, Inc. has changed its name to **Rainier Therapeutics, Inc.** 27 Nov 2018 (www.rainierrx.com/)

* Acquisition: **Bristol-Myers Squibb Company** and **Celgene Corporation** have entered into a definitive agreement under which Bristol-Myers Squibb will acquire Celgene in a cash and stock transaction to create a leading focused specialty biopharma company well positioned to address the needs of patients with cancer, inflammatory and immunologic disease and car-

turing, and testing organisation, from **Ampersand Capital Partners**. 2 Jan 2019 (www.cambrex.com)

* Acquisition: **CVS Health** has completed its acquisition of **Aetna**. The transaction values Aetna at \$212 per share or approximately \$70 billion. Including the assumption of Aetna's debt, the total value of the transaction is \$78 billion. 28 Nov 2018 (cvshealth.com)

* Termination: **Debiopharm Group** announced an agreement with **Allergan** to initiate a transition process for Trelstar intended to lead to new licensees taking over the commercialisation of Trelstar in the US and Canada and the termination of Allergan's partnership with Debiopharm for strategic reasons. Under the terms of the agreement, Debiopharm is allowed to seek new licensees in the Territory while Allergan will maintain commercial efforts to promote the Product and respond to patients' needs until new partners are secured. 7 Jan 2019 (www.debiopharm.com)

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Neuraxpharm: Business Development Manager

Neuraxpharm, a leading European specialty pharmaceutical company in the treatment of central nervous system disorders (CNS), is looking for a **Senior Business Development and Licensing Manager** for the in-licensing activities of the new products for Neuraxpharm to cover specific and local needs as well as for the Group Neuraxpharm at European level. Job location would be in Barcelona or Germany. All interested candidates, please send an e-mail to ecosta@neuraxpharm.com with the "BDM" in the subject.

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the leading global pharmaceutical company **Cipla Limited**, has entered into definitive agreements with two closing stages for a proposed acquisition of **Avenue Therapeutics, Inc.** The transaction is planned to be implemented in two steps with a total consideration of about US\$215 mn. 13 Nov 2018 (www.avenuetx.com)

* Name Change: **BioClin Therap-**

diovascular disease. in a cash and stock transaction with an equity value of approximately \$74 billion. 3 Jan 2019 (www.bms.com)

* Acquisition: **Cambrex Corporation**, a manufacturer of small molecule innovator and generic Active Pharmaceutical Ingredients (APIs), has completed the acquisition of **Avista Pharma Solutions**, a contract development, manufac-

* Acquisition: **Eli Lilly and Company** announced a definitive agreement for Lilly to acquire Loxo Oncology for \$235.00 per share in cash, or approximately \$8.0 billion. Loxo Oncology is a biopharmaceutical company focused on the

development and commercialisation of highly selective medicines for patients with genomically defined cancers. 7 Jan 2019 (www.lilly.com)

* Management Buy-out: The **Fair-Med Healthcare Group**, including its Australian affiliate **Eris Pharma**, is now under the sole ownership of its CEO, Oren Weininger, following a management buy-out. The group had built up a portfolio of prescription drugs, OTC medicines, dermocosmetics and dietary supplements, manufactured by contract manufacturers and marketed through a network of distributors. 5 Dec 2018 (www.fair-med.com)

* Joint Venture: **Fedora Pharmaceuticals, Inc.** and **Meiji Seika Pharma** have signed a basic agreement to establish **NacuGen Therapeutics Inc.**, a joint venture that will be dedicated to the development and commercialisation of novel anti-infectives including beta-lactamase inhibitors. 7 Jan 2019 (www.fedorapharma.com)

* Acquisition: **Fresenius Medical Care** hopes to close the acquisition of **NxStage Medical, Inc.** in early 2019. The company is still waiting for the approval by the U.S. Federal Trade Commission. 28 Dec 2018 (www.fresenius-ag.com)

* Acquisition: **Generex Biotechnology Corporation** announced the signing of a Letter of Intent to acquire 51 percent of **Olaregen Therapeutix Inc.**, a New York based regenerative medicine company. Generex made an initial payment of \$400,000. The company also completed the acquisition of 51% of **Regentys™ Corporation**, a regenerative medicine company focused on developing novel treatments for patients with gastrointestinal (GI) disorders. 28 Nov 2018 / 7 Jan 2019 (www.generex.com)

* Acquisition: **GlaxoSmithKline plc** and have entered into a defini-

itive agreement pursuant to which GSK will acquire **TESARO**, an oncology-focused company based in Waltham, Massachusetts, for an aggregate cash consideration of approximately \$5.1 billion. The proposed transaction will significantly strengthen GSK's pharmaceutical business, accelerating the build of GSK's pipeline and commercial capability in oncology. 3 Dec 2018 (www.gsk.com)

* Name Change: **Imprimis Pharmaceuticals, Inc.** has formally changed its name to **Harrow Health, Inc.** 31 Dec 2018 (www.imprimispharma.com/)

* Distribution: **Intellipharmaceutics International Inc.**, a pharmaceutical company specialising in the research, development and manufacture of novel and generic controlled-release and targeted-release oral solid dosage drugs, has entered into an exclusive licensing and distribution agreement for its abuse resistant Oxycodone ER product candidate and four generic drug products with a pharmaceutical distributor in the Philippines. 21 Nov 2018 (www.intellipharmaceutics.com)

* Licensing: **Kaken Pharmaceutical Co., Ltd.** and **Corbus Pharmaceuticals Holdings, Inc.** concluded a strategic collaboration for the development and commercialisation of Corbus' investigational drug lenabasum for the treatment of systemic sclerosis and dermatomyositis, two rare and serious autoimmune diseases, in Japan. Kaken will receive an exclusive license to commercialise and market lenabasum in Japan for systemic sclerosis and dermatomyositis. 4 Jan 2019 (www.kaken.co.jp)

* Marketing and Distribution: **Kitov Pharma** has signed an exclusive marketing and distribution agreement with **Coeptis Pharmaceuticals** for the U.S. market. Coeptis will commercialise Kitov's combination drug,

Consensi™, intended to simultaneously treat osteoarthritis pain and hypertension. 3 Jan 2019 (kitovpharma.com)

* Divestiture: **Merck KGaA** completed the sale of its Consumer Health business to **Procter & Gamble (P&G)** on 1 December 2018. The cash purchase price is approximately € 3.4 billion. 1 Dec 2018 (www.merck.de)

* Licensing: **Norgine B.V.** and **Korea Pharma Co. Ltd.** announced an exclusive licence and distribution agreement in the Republic of Korea by which Korea Pharma will commercialise Norgine's product **Plenvu®**, a lower-volume (1L) polyethylene glycol (PEG) based bowel preparation for colonoscopy in adults. It is the first lower-volume bowel preparation to show superior segmental cleansing of the colon vs. standard of care. 3 Jan 2019 (www.norgine.com)

* Acquisition: **Novartis** has completed the acquisition of **Endocyte, Inc.**, a US-based biopharmaceutical company focused on developing radioligand and CAR-T therapies for cancer treatment. 21 Dec 2018 (www.novartis.com)

* Acquisition: **Nuvo Pharmaceuticals Inc.** has closed the previously announced acquisition of a portfolio of more than 20 revenue-generating products from **Aralez Pharmaceuticals Inc.** 31 Dec 2018 (www.nuvopharmaceuticals.com/)

* Acquisition: **Recordati** has finalised the acquisition of 100% of the share capital of **Tonipharm S.A.S.**, a French company based in Boulogne-Billancourt near Paris, active mainly in the self-medication market with over-the-counter (OTC) products- 31 Dec 2018 (www.recordati.com)

* Acquisition: **Rentschler Biopharma SE**, a contract development and manufacturing organisation (CDMO) for biopharmaceuticals, has completed the acquisition of a manufacturing

facility from an affiliate of **Shire plc**. The 93,000 square foot site is located near Boston in Milford, MA, USA. Under the terms of the agreement, Rentschler Biopharma will continue to manufacture for Shire at the site. Financial terms were not disclosed. 2 Jan 2019 (www.rentschler.de)

* Acquisition: **Sinclair Pharma Limited**, a global aesthetics company headquartered in London, UK, has announced the close of a transaction in which **Huadong Medicine Company Limited** acquired the company in a deal worth approximately \$222 million. 19 Nov 2018 (www.sinclairpharma.com)

* Acquisition: **Taisho Pharmaceutical Holdings Co., Ltd.** agreed to acquire all of the shares of **UPSA SAS**, a French pharmaceutical manufacturer, and its business assets for \$1.6bn. UPSA SAS is owned by Bristol-Myers Squibb Company. 19 Dec 2018 (www.taisho.co.jp)

* Acquisition: **Takeda Pharmaceutical Company Limited** completed the acquisition of **Shire plc**. The combined annual revenue of the company, exceeding \$30 billion USD, is mainly derived from the key business areas of Oncology, GI, Neuroscience, Rare Diseases and PDT. 8 Jan 2019 (www.takeda.co.jp)

* Distribution: **Waverley Pharma Inc.**'s wholly-owned subsidiary, **Waverley Pharma Europe Limited** ("WPEL"), has entered into a storage and distribution agreement with **Mawdsley-Brooks & Co. Ltd.** to distribute various strengths of capecitabine and temololamide on WPEL's behalf to hospitals in the United Kingdom under binding contracts that WPEL has secured with the UK National Health Service. These two generic oncology products were originally developed by Reliance Life Sciences Private Limited, and the contracts with the UK National

Health Service for the supply of these products were previously transferred to WPEL. Mawdsleys has begun to distribute the oncology products to UK hospitals. 18 Dec 2018 (www.waverleypharma.com)

BD People on the Move

* Ardena: **Koen Laenen**, who has been Business Unit Director for Dossier Development Services, has left the company to pursue new opportunities. (Corp Comm 22 Nov 2018)

* Bachem AG: **Marco Pegurri**, who has been Group Leader Sales Generics, left the company on 18 December 2018. (Pers Comm 2 Jan 2019)

* Bayer Consumer Care AG: **Coulton Legge**, who has been Director Global Open Innovation, and **Jérôme Aubert**, who has been Open Innovation Leader, both left the company. (Pers Comm 18 Dec 2018)

* Chiltern International: **John O'Brien**, who has been Business Development Manager, left the company. (Pers Comm 22 Nov 2018)

* Colonis Pharma Ltd: **Simon Nicklin**, who has been Head of Commercial and Business Development, left the company. (Pers Comm 18 Dec 2018)

* Dr. Kade Pharmazeutische Fabrik GmbH: **Christiane Sperling**, until most recently Pharma FDF Marketing & Sales Licensing Manager at Welding GmbH & Co, has been appointed as Business Development Manager. Meet her at euroPLX 69 London. (Pers Comm 2 Jan 2018)

* Finefoods & Pharmaceuticals Spa: **Eveline Gispen**, who has been Business Development & Key Account Manager, retired and left FineFoods. (Pers Comm 29 Nov 2016)

* Hameln Pharma Plus GmbH: **Wiltrud Beckermann**, who has been Vice President Sales & Marketing North/South America, Middle East, Africa, left the company. (Pers Comm 22 Nov 2018)

* Laboratórios Atral, S.A.: **João Lopes**, who has been Business Development Manager and later on Operations Director, left the company. (Corp Comm 12 Dec 2018)

* Orifarm Generics A/S: **Kaare Elsgaard** and **Sofie Pagter**, who have been Business Development Managers, left the company. (Corp Comm 2 Jan 2019)

* Pharmathen SA: **Niels Verschuuren** who has been Business Development Manager at Pharmathen Global B.V. decided to pursue a new challenge within the pharmaceutical industry (Pers Comm 18 Dec 2018)

* Sandoz International GmbH: **Megan Lee**, who has been Manager Global Business Development, left Sandoz International GmbH on 21 December 2018. (Pers Comm 2 Jan 2019)

* Substipharm Développement: Dr. **Geraldine Douglas**, who has been International Business Development Manager left the company on December 20, 2018. (Pers Comm 3 Jan 2019)

* Xiromed: **Indra Maldarizzi**, until most recently Manager In-licensing EU for Glenmark Pharmaceuticals Europe has been appointed as Business Development Director. Meet her at euroPLX 69 London! (Pers Comm 6 Dec 2018)

Many Newcomers to euroPLX 69 London

Since the first euroPLX Conference in 1995 more than 1,750 pharmaceutical and biotechnology companies have attended this partner-

ing conference. Although many of them keep returning, euroPLX has managed to attract 10 to 20% newcomers to each of the past 68 conferences. Here are some first-time attendees that have registered for euroPLX 69 London:

Adoh bv (www.adoh.nl) is a Dutch pharmaceutical manufacturer and service provider that is part of the DADA Consultancy group.

Aflofarm (www.aflofarm.pl) is based in Pabianice, Poland, and is one of the largest pharmaceutical companies in this country, operating in the health care sector for almost thirty years with over 115 product brands in the prescription, OTC, medical devices, dietary supplement and cosmetics areas.

Mumbai, India, based **Brassica Pharma Pvt Ltd** (www.bras-sicapharma.com) is a contract development and manufacturing organisation (CDMO) which offers entire life cycle management of a product from formulation development stage to commercial manufacturing under one roof. Brassica has an expertise in the manufacturing of Sterile semi-solid dosage forms for the past 20 years.

Cole Pharmaceuticals (www.colepharma.com) comes from Brussels, Belgium. As a commercial stage pharmaceutical company focused on vitamin D. The company is offering innovative patient-friendly formulations and delivery technologies to vitamin D deficient patients. The company covers both segments of Food Supplements and Drugs.

With over 700 million packs shipped per year, **Famar** (www.famar.eu) is one of Europe's leading providers of Contract Manufacturing and Development Services to the Pharmaceutical and Health & Beauty industry. Headquartered in Greece, Famar operates a network of 11 production sites in 5 European countries,

4 development centers, and 3 distribution centers.

Johnson Matthey (matthey.com) is a global science and chemicals company with annual sales of over £3.5 billion and an annual R&D spent of 6% of overall sales, 43 major manufacturing sites (in 30 countries) and 13,000 people across the globe. The company's headquarters are located in London.

Medicom Healthcare (www.medicomhealthcare.com) is a fast growing company in the global ophthalmic market with core competencies are in the development and manufacturing of ophthalmic products. The company is based in Fareham, Hampshire, UK.

Milltons Ltd. (www.milltons.com) promotes non-pharmaceutical solutions for complicated pathologies where there are currently no solutions or where existing solutions have side effects or are inadequate. Pathologies which the Cambridge, UK, based company addresses include: Diabetic Retinopathy, Vitreous Body Degeneration, Crohn Disease, CNS, and Cystic Fibrosis.

Neosanté Health Solution, SA, (neosante-hs.com) is a spin off from one of the major Portuguese pharmaceutical groups (Farma APS / Generis). The company became independent by management buyout in 2009, and it is now 100% privately owned. Based in Cascais, Portugal, Neosanté develops and manufactures (through CROs/CMOs) and exports food supplements, medical devices and cosmetics through local distributors in more than 25 different markets in four continents

Based in Hyderabad, India, **Novick Bio-Sciences** (www.novickbio.com) is a rapidly-growing Contract Research and Development Organization (CRDO) providing chemistry and formulation

development services to global pharmaceutical, bio-tech, agro-chemical research organisations and academics.

Nijmegen, Belgium, based **OTC Medical** (www.otc-medical.nl/en/home) is one of the fastest growing importers in the Benelux area for over-the-counter products, supplying pharmacies, drugstores, supermarkets and health shops.

Pharma-Data s.a. (pharmadata.gr) is a private R&D and Business Development Organization estab-

lished in 2000 in Greece and specialised in the design and development of new pharmaceutical products worldwide.

Lugano, Switzerland, based **PHF SA** (www.phfsa.com) develops and markets generic pharma products, food supplements and medical devices. PHF is part of the Holding FIS (Fabbrica Italiana Sintetici), an Italian company which is active in production of synthetic APIs.

Salix S.r.l. (www.salix.it) is based in Monte di Malo, Italy, and is a food

supplements contract manufacturer for the mass market retailers, for pharmaceutical companies and companies specialised in sportspersons' supplements.

Based in Mandaluyong, the Philippines, **Unilab, Inc.** (www.unilab.com.ph) was established in 1945 and is one of the leading pharmaceutical companies in this country.

Being part of the Insud Pharma group of companies **Xiromed** (www.xiromed.com) focuses on

bringing high quality generic pharmaceuticals to the US market: Oral solids, inhalation, hormonal, injectable, semisolids and soft gel. Xiromed is headquartered in Florham Park, NJ, USA.

ZeCare Limited (www.zecare.co.uk) is based in St Neots, Cambridgeshire, UK. It is a customer focused retail pharmaceutical supplier that stocks over 1,000 Generic Lines, Healthcare and PI products, operating a next working day delivery service to all of the UK.

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