



# euroPLX

# Business Developer

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## Many M&As, Licensing Deals, Collaboration Agreements, and People on the Move

\* Acquisition: **Allergan plc** has completed the acquisition of **Envy Medical, Inc.**, a privately held company with proprietary technology in skin resurfacing. 27 Mar 2019 ([www.allergan.com](http://www.allergan.com))

\* Acquisition: **Catalent, Inc.**, the provider of delivery technologies for drugs, biologics and consumer health products, has entered into a definitive agreement under which Catalent will acquire Paragon for \$1.2 billion. **Paragon Bioservices, Inc.** is a leading viral vector development and manufacturing partner for gene therapies. 15 Apr 2019 ([www.catalent.com](http://www.catalent.com))

\* Acquisition: **Clinigen Group plc**, has completed the acquisition of the US rights to Proleukin® (aldesleukin, human recombinant interleukin-2), following US anti-trust clearance. The Group now owns the global rights to Proleukin, having acquired the rest of world rights in July 2018. Proleukin is indicated for metastatic melanoma and metastatic renal cell carcinoma in the US and it is currently being used in around 80 active clinical studies within the US across multiple disease areas. 2 Apr 2019 ([www.clinigengroup.com](http://www.clinigengroup.com))

\* Licensing: **Clinigen Group plc** and **GC Pharma**, a South-Korean

biopharmaceutical company, have signed an exclusive licensing agreement to commercialise Hunterase (Idursulfase-beta) ICV in Japan. Hunterase (Idursulfase-beta) ICV is a human recombinant iduronate-2-sulfatase used in enzyme replacement therapy for patients with Hunter syndrome. Hunterase (Idursulfase-beta) ICV developed by GC Pharma is delivered directly to cerebral ventricles by intracerebroventricular (ICV) administration, in order to reach the cells of the brain and central nervous system. 11 Apr 2019 ([www.clinigengroup.com](http://www.clinigengroup.com))

\* Acquisition: **Dr. Reddy's Laboratories Ltd.** has entered into a definitive agreement to acquire a portfolio of 42 approved, non-marketed Abbreviated New Drug Applications (ANDAs) in the U.S. The portfolio includes more than 30 generic injectable products. 13 Apr 2019 ([www.drreddys.com](http://www.drreddys.com))

\* Licensing: **Eagle Pharmaceuticals, Inc.** has expanded its existing **BENDEKA™** (bendamustine hydrochloride) licensing agreement with **Teva Pharmaceuticals International GmbH**. Under the terms of the revised licensing agreement, beginning on October 1, 2019, Eagle's royalty payment will increase from 25% to 30% of **BENDEKA** net U.S. sales, provided

that **BENDEKA's** orphan drug exclusivity has not been rescinded, withdrawn or waived by such date. The royalty rate will increase by one percentage point on each anniversary of October 1, 2019 until it reaches 32%, and it will remain at 32% thereafter. 15 Apr 2019 ([www.eagleus.com/](http://www.eagleus.com/))

\* Acquisition: **Ethypharm** has entered into a definitive agreement to acquire the **Pharmy II Laboratory**, a laboratory specialised in the treatment of pain, particularly mechanical musculo-articular pain and provides healthcare professionals (rheumatologists, mesotherapists, sports physicians), as well as their patients, with a range of solutions designed to be injected locally, using the mesotherapy technique. 17 Apr 2019 ([www.ethypharm.com](http://www.ethypharm.com))

\* Acquisition: **Ipsen S.A.** has closed Ipsen's acquisition of **Clementia Pharmaceuticals** following approval of the arrangement by Clementia shareholders and the Quebec Superior Court. Clementia's key late-stage clinical asset palovarotene is an investigational retinoic acid receptor gamma (RAR ) selective agonist, for the treatment of two rare bone disorders, fibrodysplasia ossificans progressiva (FOP) and multiple osteochondromas (MO), and other

diseases. The deal involves an initial aggregate consideration of \$1.04bn as an upfront cash payment, which equals \$25 per share. 18 Apr 2019 ([www.ipsen.com](http://www.ipsen.com))

\* Acquisition: **Johnson & Johnson** completed the acquisition of **Auris Health, Inc.** for approximately \$3.4 billion in cash. Additional contingent payments of up to \$2.35 billion, in the aggregate, may be payable upon reaching certain predetermined milestones. With Auris Health's robotic platform technology, currently used in diagnostic and therapeutic procedures in the lung, Johnson & Johnson will advance its commitment to combatting lung cancer and expand its digital surgery portfolio across multiple surgical specialties. 1 Apr 2019 ([www.jnj.com/](http://www.jnj.com/))

\* Acquisition: **Kiadis Pharma N.V.**, a clinical stage biopharmaceutical company, has entered a definitive agreement to acquire US-based **CytoSen Therapeutics, Inc.**, subject to Kiadis' shareholder approval and customary closing conditions. Privately held CytoSen has developed a proprietary natural killer (NK)-cell platform to enable NK-cell therapy with broad anti-cancer potential. Financial terms were not disclosed. 17 Apr 2019 ([www.kiadis.com](http://www.kiadis.com))

\* Divestment: **Moberg Pharma AB** has completed the divestment of its OTC-business to **RoundTable Healthcare Partners** and **Signet Healthcare Partners** for USD 155 million. After the divestment, Moberg Pharma's remaining business consists of the development and commercialisation of new pharmaceutical products. 29 Mar 2019 ([www.mobergderma.se](http://www.mobergderma.se))

\* Acquisition: **MS Pharma**, a pharmaceutical company headquartered in Jordan that manufactures and markets branded-generic medicines, reports that it has entered into an agreement to acquire 100% of the outstanding shares in **Genepharm**, a leading European pharmaceutical company and frequent euroPLX participant. Based in Greece, Genepharm develops, manufactures and out-licenses high-value generic pharmaceutical products. Financial terms were not disclosed. 17 Apr 2019 ([mspharma.com](http://mspharma.com))

\* Acquisition: **Novartis** is adding to its broad portfolio of immunomodulatory medicines with the planned acquisition of **IFM Tre**, a subsidiary of **IFM Therapeutics LLC** focused on developing anti-inflammatory medicines targeting the NLRP3 inflammasome. The acquisition will give Novartis full rights to IFM Tre's portfolio of NLRP3 inhibitors. Under the terms of the agreement, Novartis will acquire all of the outstanding capital stock of IFM Tre. In addition, IFM Tre will receive an upfront payment and will be eligible for downstream milestone payments. IFM and Novartis anticipate the transaction will close during the second quarter of 2019. 1 Apr 2019 ([www.novartis.com](http://www.novartis.com))

\* Acquisition: **Pacira Pharmaceuticals, Inc.** has completed its previously announced acquisition of **MyoScience, Inc.**, a privately held medical technology company. Financial terms were not disclosed. 9 Apr 2019 ([pacira.com](http://pacira.com))

\* Collaboration: **Regeneron Pharmaceuticals, Inc.** and **Alnylam Pharmaceuticals, Inc.** announced a collaboration to discover, develop and commercialize new RNA interference (RNAi) therapeutics for a broad range of diseases by addressing disease targets expressed in the eye and central nervous system (CNS), in addition to a select number of targets expressed in the liver. Regeneron to invest \$800 million through upfront cash and equity investment in Alnylam, with up to additional \$200 million in potential near-term milestones. 8 Apr 2019 ([www.regeneron.com](http://www.regeneron.com))

\* Licensing: **Shionogi Inc.** announced that **BioDelivery Sciences International, Inc.**, a rapidly growing commercial-stage specialty pharmaceutical company dedicated to patients living with chronic pain, has licensed full rights to commercialize Symproic® (naldemedine) tablets 0.2 mg in the United States. The transfer of rights is effective immediately. 10 Apr 2019 ([www.shionogi-inc.com](http://www.shionogi-inc.com))

\* Acquisition: The shareholders of **Tetra Bio-Pharma Inc.** voted in favor of an ordinary resolution to approve the previously announced acquisition of **Panag Pharma Inc.** Panag is a Canadian-based life sciences company focused on the development of novel cannabinoid-based formulations for the treatment of pain and inflammation. Financial terms were not disclosed. 18 Apr 2019 ([www.tetrabiopharma.com](http://www.tetrabiopharma.com))

\* Acquisition: **Zentiva Group a.s.** acquired **Creo Pharmaceuticals Ltd.** in the UK, a subsidiary of **Amneal Pharmaceuticals, Inc.** in order to strengthen Zentiva's position in the UK. Both companies are frequent euroPLX attendees. 1 Apr 2019 ([www.zentiva.com](http://www.zentiva.com))

## BD People on the Move

\* Aspire Pharma Limited: **Richard Jacques**, who has been Business

Development and Licensing Manager and a frequent euroPLX attendee, left the company. (Pers Comm 21 Mar 2019)

\* Esteve S.A.: **Thomas B. Riisager**, until most recently VP and Head of Global Business Development and Strategy at Lundbeck, has been appointed as Chief Corporate Strategy & Business Development Officer. (Press Release 3 Apr 2019)

\* Mayoly-Spindler: **Katia Monteiro**, who has been Business Development Manager, left the company. (Pers Comm 26 Mar 2019)

\* MetrioPharm AG: **Barry Frankel** has been appointed as Senior Vice President Strategy and Business Development. (Press Release 10 Apr 2019)

\* Millmount Healthcare: **Pascal Keogh**, who has been Vice President of Strategic Accounts and frequent euroPLX participant, resigned after the successful sale and transition of Millmount to PCI. (Pers Comm 26 Mar 2019)

\* Repha GmbH Biologische Arzneimittel: euroPLX Gold Bell Club Member Dr. **Andreas Wagner** has been promoted from Business Development Manager to Head of Business Development. Meet him at euroPLX 70 Berlin and euroPLX 71 Lisbon. (Pers Comm 8 Apr 2019)

\* Selexis SA: **Yemi Onakunle**, PhD, MBA, has been appointed to senior vice president of licensing and business development, leading U.S. sales and business development. (Press Release 28 March 2019)

\* Selexis SA: **Marco Bocci**, PhD, DPharm has been appointed to senior vice president of licensing and business development, leading European sales and business development. (Press Release 28 Mar 2019)

\* Veracyte, Inc.: **Alfred „Freddie“ Bowie, Jr.**, Ph.D., who led strategic

planning, corporate development and competitive intelligence at Foundation Medicine, a wholly owned subsidiary of Roche has been appointed as vice president, corporate and business development. (Press Release 22 Apr 2019)

## 15% Newcomers to euroPLX 70 Berlin - part 1

euroPLX did it again! About 15% of the companies registered for euroPLX 70 Berlin at the end of April are companies which have never attended any euroPLX event before. See part 1 of the list:

Based in Askim, Sweden, pharmaceutical company **Abigo Medical AB** ([www.abigo.com](http://www.abigo.com)) owns, develops, produces and markets pharmaceuticals and medical device products, the latter for advanced wound care and ENT. The company distributes products in some 60 countries through own sales organisations and partners.

**Bioprojet Deutschland GmbH** ([www.bioprojet.de](http://www.bioprojet.de)) is the Berlin, Germany, based subsidiary of the French R&D company Bioprojet SCR focusing on marketing & sales of innovative first-in-class molecules, niche products with USP and orphan drugs, mainly for allergology, gastroenterology, neurology/pulmonology and oncology.

**Brill Pharma SI** ([www.brillpharma.com](http://www.brillpharma.com)) is a Barcelona, Spain, based pharmaceutical company focused on ophthalmology and active in the Spain and Portugal.

With headquarters in Barcelona, Spain, **Disproquima** ([www.disproquima.com](http://www.disproquima.com)) distributes, manufactures, develops and markets ingredients and raw materials for the Life Science Industries.

Based in Ridderkerk, the Netherlands, **Eureco-Pharma** ([www.eureco-pharma.nl](http://www.eureco-pharma.nl)) is an independent company active in the (parallel) import of medicines and the (re)packaging for Dutch

hospital pharmacies, pharmaceutical practices, and wholesalers.

Located in Clerkenwell near London, UK, **George Medicines** ([www.georgeinstitute.org](http://www.georgeinstitute.org)) is focussed on the late-stage development and global commercialisation (via appropriate partners) of novel, effective, affordable, safe and high quality drug treatments for the various principal non-communicable diseases such as cardiovascular disease (including hypertension and stroke), cancer, respiratory and metabolic diseases such as diabetes.

Being the largest pharmaceutical company in Brazil and present in all relevant segments of the industry, **Hypera Pharma** ([www.hyperapharma.com.br](http://www.hyperapharma.com.br)) of São Paulo has a staff of approximately 6,500 employees. The company is present in the Branded Prescription, Consumer Health and Branded Generics markets and develops pharmaceuticals, dermocosmetics and health products.

**Inceptua S.A.** ([www.inceptua.com](http://www.inceptua.com)) of Luxembourg, formerly known as Multipharma, a long-time specialist on providing medication for named patient programmes, has expanded its offer to provide products and services for clinical trials, to facilitate access to pre-approval and unlicensed medicines, and to offer an international commercialisation platform for pharmaceutical products.

As a contract provider of topical and transdermal product design and development services, **MedPharm** ([www.medpharm.com](http://www.medpharm.com)) focuses on dermatological, nail, eye, airway, mucosal membrane and transdermal product development. The company is based in Guildford, UK with further facilities Durham, NC, USA.

Focused on the production of generics and formulations for oncology and other therapeutic applications, Mumbai, India, based **Naprod Life Sciences** ([www.naprodgroup.com](http://www.naprodgroup.com)) markets a wide range of products across the

Indian sub-continent and several countries across four continents.

**Novocat Farma, s.a.** ([www.novocatfarma.com](http://www.novocatfarma.com)) of Barcelona, Spain, is a private pharmaceutical company focused on developing and licensing of pharmaceutical products, with a strong position in generics. Its in-house developed products are registered in all major EU markets and licensed out to major pharmaceutical companies in Portugal, France, UK, Mexico, Argentina, Brazil, Venezuela, Georgia, North and South of Africa, Germany, Sweden.

**Repha GmbH** ([www.repha.de](http://www.repha.de)) is a family owned company founded in 1925 and based in Langenhagen near Hannover, Germany. The company's focus is on phytopharmaceuticals, nutraceuticals and cosmeceuticals

**Rosesta Medical BV** is an Amsterdam, the Netherlands, based company that developed in cooperation a device ([www.fertility.com](http://www.fertility.com)) to increase the chance of

pregnancy and is currently launching the product across Europe. S&R Farmaceutici S.p.a. ([www.srfarmaceutici.it](http://www.srfarmaceutici.it)) is a pharmaceutical company based in Bastia Umbra, Italy. The company commercialises proprietary and licensed drugs, with a focus on gynaecology and urology, and develops nutraceuticals and medical devices.

Founded in 2006, **TBD-Biodiscovery** is an innovative Estonian company located in Tartu. The company offers custom manufacturing of active pharmaceutical ingredients and builds its own products portfolio, too. It has a portfolio of around 30 products, including ADC payloads, bioluminescence dyes, fine chemicals and advanced intermediates for APIs.

Based in Vienna, Austria, **Velit Biopharmaceuticals GmbH** ([www.velitnb.com](http://www.velitnb.com)) specialises in difficult to make products, in particular peptides/biopharmaceuticals, nano-pharmaceuticals, oncology treatments, patches, oral disintegrating film.

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[meetyou@europlx.com](mailto:meetyou@europlx.com)  
ph. ++49 (6221) 426296-0

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