



euroPLX

Business Developer

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Third Quarter M&As Reported to be Down for Biotech, but not for Pharma...

* Distribution: Prescription ophthalmology company **Alimera Sciences, Inc.** has expanded its relationship with **Horus Pharma**, one of the Company's current distributors of ILUVIEN® in Europe. Following the successful launch of ILUVIEN for diabetic macular edema (DME) in France by Horus Pharma, Alimera Sciences and Horus have agreed to expand their relationship to introduce ILUVIEN for both DME and non-infectious posterior uveitis (NIPU) in the Benelux countries of Belgium, the Netherlands and Luxembourg. 12 Sep 2019 (www.alimerasciences.com)

* Acquisition: **Amryt Pharma plc** has successfully completed the acquisition of **Aegerion Pharmaceuticals Inc.** 25 Sep 2019 (www.amrytpharma.com)

* Acquisition: **Aytu BioScience, Inc.**, a specialty pharmaceutical company and **Innovus Pharmaceuticals, Inc.**, a specialty pharmaceutical company commercializing, licensing and developing safe and effective consumer health products, have signed a definitive merger agreement. Under the terms of the merger agreement, Aytu will issue to Innovus shareholders a combination of stock and contingent value rights (CVRs), subject to the achievement of certain milestones,

for up to \$24 million. Through this combined entity, Aytu will expand into the \$40 billion consumer healthcare market with a portfolio of over thirty consumer products. 12 Sep 2019 (aytubio.com)

* Co-Promotion: **Aytu BioScience, Inc.**, a specialty pharmaceutical company and **Validus Pharmaceuticals LLC**, a privately-held specialty pharmaceutical company focused on acquiring, reformulating, and marketing prescription products in specialty therapeutic areas, signed a co-promotion agreement to exclusively commercialise ZolpiMist™ to psychiatrists in the United States. 2 Oct 2019 (aytubio.com)

* Licensing: **Boehringer Ingelheim** and **Inflammasome Therapeutics Inc.** have entered into a co-development and license agreement to develop up to three therapies for patients with retinal diseases. By combining Inflammasome's unique intravitreal (IVT) drug delivery technologies with **Boehringer Ingelheim's** compounds from its retinal disease pipeline portfolio, **Boehringer Ingelheim** aims to develop novel therapies for retinal diseases. 20 Sep 2019 (www.boehringer-ingelheim.com)

* Acquisition: **Bormioli Pharma**

S.p.A., completed the acquisition of **Remy & Geiser GmbH**, a German company, active in the business of plastic and glass primary packaging mainly used in the pharmaceutical industry. 10 Oct 2019 (www.bormiolipharma.com)

* Acquisition: **Avalon Ventures**, a venture capital firm, entered into a definitive agreement with **GlaxoSmithKline** for the acquisition of **Sitari Pharmaceuticals** by GSK. Sitari has been developing a novel treatment for celiac disease and was the first company formed under the GSK-Avalon venture collaboration in 2013. Sitari was incubated at COI Pharmaceuticals, the Community of Innovation established by Avalon Ventures. 11 Sep 2019 (www.coipharma.com)

* Acquisition: **Currax Pharmaceuticals LLC**, a specialty biopharmaceutical company with both branded and generic business units, acquired **Nalpropion Pharmaceuticals**. 27 Sep 2019 (www.curraxpharma.com/)

* Co-distribution: **Eisai's** subsidiary **Eisai Pharmaceuticals India Pvt. Ltd.** and **Mylan N. V's** subsidiary **Mylan India** have entered into a license agreement to promote and distribute the second brand **TECERIS®** for the anticancer agent eribulin mesylate (eribulin) in

India. Eribulin is a novel anticancer agent discovered in-house by Eisai. 20 Sep 2019 (www.eisai.co.jp)

* Acquisition: **Flexion Therapeutics, Inc.** and **Xenon Pharmaceuticals Inc.** have entered into a definitive agreement that provides Flexion with the global rights to develop and commercialize XEN402, a Nav1.7 inhibitor, for the management of post-operative pain. 9 Sep 2019 (flexiontherapeutics.com)

* Acquisition: **Klaria Pharma Holding AB** has acquired **WBC Drug Delivery Technologies**, a drug delivery company based in Munich, Germany. The company's technology, discovered at the Helmholtz-Institute for Pharmaceutical Research Saarland (HIPS), a branch of the Helmholtz Centre for Infection Research (HZI), has the potential to dramatically facilitate the delivery of large molecules including anti-infectives, vaccines and peptides. Klaria will also re-acquire all global rights to Naloxone Alginate Film from **Purdue Pharma (Canada)**. 19 Sep 2019 (www.klaria.com/en/home/)

* Distribution: **Lannett Company, Inc.** has entered into an exclusive U.S. distribution agreement for the therapeutically equivalent generic of **ADVAIR DISKUS®** (Fluticasone

Propionate – Salmeterol Xinafoate Powder Inhaler) of **Respirent Pharmaceuticals Co. Ltd.** 1 Oct 2019 (www.lannett.com)

* Acquisition: **Lantheus Holdings, Inc.**, parent company of **Lantheus Medical Imaging, Inc.**, a company developing, manufacturing and commercialising innovative diagnostic imaging agents and products, and **Progenics Pharmaceuticals, Inc.**, an oncology company developing innovative medicines and artificial intelligence to find, fight and follow cancer, agreed for Lantheus to acquire Progenics in an all-stock transaction. 2 Oct 2019 (www.lantheus.com/)

* Acquisition: **H. Lundbeck A/S** and **Alder BioPharmaceuticals** announced a definitive agreement for Lundbeck to acquire Alder. Alder is a clinical-stage biopharmaceutical company committed to transforming migraine treatment through the discovery, development and commercialization of novel therapeutic antibodies. The transaction is valued at up to USD 1.95 billion (approximately DKK 13 billion) net of cash, on a fully diluted basis. 16 Sep 2019 (www.lundbeck.com)

* Acquisition: The acquisition of **Santen's** Tampere ophthalmic manufacturing facility including blow fill seal and operations by **NextPharma**, was completed on 30 September 2019. The acquisition was originally announced by Santen SA and NextPharma in January 2019. 10 Oct 2019 (www.nextpharma.com)

* Commercialisation: **Sandoz**, a **Novartis** division has entered into a global commercialisation agreement for a proposed natalizumab biosimilar. The medicine is in Phase III clinical development for the treatment of relapsing-remitting multiple sclerosis (RRMS). Under the agreement, **Polpharma Biologics** will maintain responsibilities for development, manu-

facturing and supply of proposed biosimilar natalizumab. Sandoz will commercialise and distribute the medicine in all markets upon approval, through an exclusive global license. 3 Sep 2019 (www.novartis.com)

* Acquisition: **Riemser Arzneimittel AG** has acquired **Zaltanpharma**, a leading company for multichannel commercialization and distribution of pharmaceuticals based in Madrid (Spain), from **Icon Group**. 2 Oct 2019 (www.riemser.de)

* Acquisition: **Swedish Orphan Biovitrum AB** agreed to acquire **Dova Pharmaceuticals, Inc.** by means of a tender offer. The transaction is valued at up to USD 915 million. Dova commercialises Doptelet, a second generation small-molecule thrombopoietin receptor (TPO) agonist used in the treatment of thrombocytopenia by increasing platelet count. 30 Sep 2019 (www.sobi.com)

* **TerrAscend Corp.**, the first cannabis company licensed for sales in Canada, the US, and the EU, has closed on its previously announced acquisition of Pennsylvania-based **Ilera Healthcare**, one of five permitted vertically-integrated cannabis cultivator, processor, and dispensary operators in the state. With the completion of this transaction, TerrAscend's licensed cannabis footprint expands to four U.S. states, in addition to its global reach into Canada and Europe. 17 Sep 2019 (www.terrascend.com)

* Acquisition: **UCB S.A. Pharma** and **Ra Pharmaceuticals Inc.** announced today their entry into a merger agreement pursuant for which UCB will acquire Ra Pharma. 10 Oct 2019 (www.ucb.com)

* Acquisition: **XPhyto Therapeutics Corp.** has closed both the definitive share purchase agreement with **Vektor Pharma TF GmbH** and expects that the transaction will accelerate XPhyto's medicinal can-

nabis import into Germany. 17 Sep 2019 (www.xphyto.com)

* Acquisition: Rare disease specialist **Zogenix, Inc.** has completed its acquisition of **Modis Therapeutics, Inc.**, a privately-held biopharmaceutical company. At closing, Zogenix paid Modis approximately \$175 million in cash, funded in full via the Company's existing balance sheet, and approximately \$75 million in Zogenix common stock. 9 Sep 2019 (www.zogenix.com)

BD People on the Move

* Angelini Farmaceutica S.A.: **Marta Grifol**, who has been Business Development Manager and euroPLX attendee left the company. (Corp Comm 5 Sep 2019)

* Aprecia: **Kirk Donaldson**, who joins Aprecia from MEDPACE where he served as the Associate Director of Account Management, has been named Vice President of Business Development and Alliance Management. (Press Release 5 Sep 2019)

* Ashfield UK: **Richard Clarke**, who previously held National and Global roles within GSK and AstraZeneca, has been appointed as Commercial and Patient Solutions Business Development Director. (Press Release 8 Oct 2019)

* Biogaran: **Nicolas Levin**, who has been Business Development Manager and euroPLX attendee, left the company in order to pursue other opportunities. (Pers Comm 5 Sep 2019)

* Chanelle Medical Ltd.: **Merih Dengizek**, who was International Projects Specialist at Deva Holdings and who is a frequent euroPLX attendee, has been appointed as Senior Business Development Manager and R&D Pipeline Associate. (Pers Comm 20 Sep 2019)

* Encoded Therapeutics, Inc.:

David McNinch, who was previously a consultant to Encoded, has been appointed as chief business officer. He will be responsible for commercialisation and partnering strategy for orphan and rare diseases and lead corporate development. (Press Release 17 Sep 2019)

* Experic: **Denise Sabaday** has been appointed as vice president of business development. (Press Release 11 Sep 2019)

* Helm AG: **Clara Vitaller**, who has been has been Licensing Manager and frequent euroPLX participant, left the company. (Corp Comm 8 Oct 2019)

* MaaT Pharma: **Jean-Marc Renard**, MS, MBA,, previously Vice President of Corporate Development at Sanofi Pasteur has been appointed as Chief Business Officer responsible for corporate and business development initiatives. (Press Release 10 Sep 2019)

* Orifarm Generics A/S: **Dan Bøgh Hartwig** has been Head of Licensing and a euroPLX Silver Bell Club Member, left the company. (Pers Comm 5 Sep 2019)

* Sharp Clinical Services: **Sascha Sonnenberg**, who held various positions in business development and operations with Marken has been appointed as Global Head of Business Development. (Press Release 8 Oct 2019)

* Soligenix, Inc.: **Daniel P. Ring**, who previously, Mr. Ring served as the Vice President of Business Development at Exela Pharma Sciences, LLC has been appointed as Vice President of Business Development and Strategic Planning. (Press Release 16 Sep 2019)

* Sterling Spa: **Olga Urazova**, who has been Chief Commercial Officer and euroPLX attendee, left the company. (Pers Comm 8 Oct 2019)

* Tamarang SA: **Jordi Sarrà Herrera**,

until most recently with Lacer SA as Contract Manufacturing Manager and a frequent euroPLX attendee, has been appointed as New Business Development Manager. (Pers Comm 23 Sep 2019)

* Teva UK and Ireland: **Joanne Jarvis**, who has been New Product Specialist and frequent euroPLX participant, left the company. (Pers Comm 8 Oct 2019)

* twoXAR, Inc.: **Allen Poirson**, Ph.D. until most recently a Partner at Mighty Capital, a Silicon Valley-based venture capital firm, has been appointed as the company's Senior Vice President of Biopharmaceutical Business Development. (Press Release 17 Sep 2019)

* Verge Genomics: **Jane Rhodes**, Ph.D., M.B.A., who most recently served as Vice President of Business Development and Corporate Strategy at FORMA Therapeutics, has been appointed

as Chief Business Officer. (Press Release 11 Sep 2019)

* Zentiva UK: **Lucy Hickey**, who has been Launch Manager Commercial and previous euroPLX participant, left the company. (Pers Comm 8 Oct 2019)

* Zosano Pharma, Inc: **Dushyant Pathak**, Ph.D., most recently the associate vice chancellor of research, innovation and technology commercialization, as well as the executive director of Venture Catalyst, for the University of California Davis, has been appointed as Senior Vice President, Business Development (Press Release 18 Sep 2019)

Newcomers to euroPLX 71 Lisbon - part 2

Since almost 25 years and more than 70 successfully held pharma partnering conferences euroPLX has managed to attract 15 to 20% newcomers to each single confer-

ence, i.e. companies that never attended euroPLX before. Of the companies which are currently registered for euroPLX 71 Lisbon, 14% are first-timers. Here we present some of them.

OpenDoors Pharma is a young pharmaceutical company which is based in Loures, Portugal, specialising on global licensing for products to be distributed in Iberia, Mena, Asean and Latam.

Based in Ljubljana, **Pharmalineia Ltd.** (www.pharmalineia.com) is a Slovenian company focusing on the development of ready-to-launch, unique private label food supplement products based on exclusive ingredients. The indications targeted include immunology, musculo-skeletal deficiencies, women's health, urology, fertility, sleep disorders among others.

Based in Seoul, Korea, **Pharmbio Korea Inc.** (www.pharmbio.co.kr) is a rapidly growing biopharmaceutical company focused on

providing innovative healthcare solution for hospital patients who suffer pain, cancer, urinary and gastrointestinal diseases. The company exports its patented products and collaborates with companies in the EU, Japan, and the USA.

RB Pharma (www.rbpharma.pt) is based in Lisbon, Portugal, specialising in procuring of pharmaceutical products that are specific or designated for rare diseases. The company distributes products in Portugal and is also present in several international markets.

Scalepharm AG (www.scalepharm.com) is a Baar, Switzerland, based pharmaceutical company that focuses on developing and bringing Finished Dosage Forms for several therapeutic categories to the market: inflammation, women's health, urology, nephrology, oncology, endocrinology, and others.

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