



 euroPLX



**Business Developer**

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## Almost 20% Newcomer Companies to be Present at euroPLX 71 Lisbon

\* Acquisition: **Alexion Pharmaceuticals, Inc.** have entered into a definitive agreement for Alexion to acquire **Achillion**, a clinical-stage biopharmaceutical company focused on the development of oral small molecule Factor D inhibitors to treat people with complement alternative pathway-mediated rare diseases, such as paroxysmal nocturnal hemoglobinuria (PNH) and C3 glomerulopathy (C3G). Achillion currently has two clinical-stage medicines in development, including danicopan (ACH-4471) in Phase 2 and ACH-5228 in Phase 1. 16 Oct 2019 ([www.alexion.com](http://www.alexion.com))

\* Acquisition: **AZTherapies, Inc.**, a biopharmaceutical company developing therapeutics to extend brain health, today announced the acquisition of **Smith Therapeutics**, a private biopharmaceutical company with a shared goal of targeting neuroinflammation to treat neurodegenerative disease. 24 Oct 2019 ([aztherapies.com](http://aztherapies.com))

\* Marketing and Distribution: **Bioeq IP AG** signed a license and development agreement with **Coherus BioSciences, Inc.**, under which Coherus will exclusively market and distribute Bioeq's biosimilar candidate to Lucentis® (ranibizumab) in the United States. 6 Nov 2019 ([www.bioeq.com](http://www.bioeq.com))

\* Merger: **Chardan Healthcare Acquisition Corp.**, a special purpose acquisition company sponsored by affiliates of **Chardan Capital Markets LLC** closed its merger with **BiomX Ltd.** a microbiome company developing both natural and engineered phage therapies. 28 Oct 2019 ([www.biomx.com](http://www.biomx.com))

\* Name Change: **Cesca Therapeutics Inc.** changed its name to **ThermoGenesis Holdings, Inc.** effective Friday, November 1, 2019. 31 Oct 2019 ([thermogenesis.com](http://thermogenesis.com))

\* Acquisition: **Cosette Pharmaceuticals, Inc.**, a generic pharmaceutical company primarily focused on extended topical and suppository products, announced today that it has purchased **G&W Laboratories'** finished dosage manufacturing plant located in Lincolnton, NC. 31 Oct 2019 ([cosettepharma.com](http://cosettepharma.com))

\* In-licensing: **Ipsen** has entered into an exclusive, worldwide agreement with **Blueprint Medicines** to in-license global rights to BLU-782, an investigational ALK2 inhibitor for the treatment of fibrodysplasia ossificans progressiva (FOP). FOP is an ultra-rare, severely disabling disorder characterized by bone that forms outside the normal skeleton, in

muscles, tendons or soft tissue. 16 Oct 2019 ([www.ipsen.com](http://www.ipsen.com))

\* Termination: **Sanofi K.K.** and **Kaken Pharmaceutical Co., Ltd.** announced that they will terminate the co-marketing agreement for the anticoagulant Clexane® Subcutaneous Injection Kit 2000 IU on December 31, 2019. 15 Oct 2019 ([www.kaken.co.jp](http://www.kaken.co.jp))

\* Marketing and Distribution: **Kitov Pharma** amended the marketing and distribution agreement with **Coeptis Pharmaceuticals**: Kitov will receive up to \$99.5M in milestone and reimbursement payments plus 20% in royalties, with a minimum aggregate of \$7 million in the next 3 years. Coeptis has engaged a distribution partner to drive the launch of the drug. Manufacturing of the initial commercial batches is now in its latest phases and will soon be ready for packaging and shipping to the U.S. 11 Oct 2019 ([kitovpharma.com](http://kitovpharma.com))

\* Acquisition: **Knight Therapeutics Inc.** has entered into a definitive agreement under which Knight will acquire a 51.21% interest in **Biotoscana Investments S.A.** from a controlling shareholder group that includes **Advent International** and **Essex Woodlands**. Grupo Biotoscana is a biopharmaceutical group that operates in the

fast-growing Latin American region and focuses on rapidly growing market segments such as oncology and onco-hematology, infectious diseases and other specialty therapeutic areas. GBT is currently present throughout 10 Latin American countries where it operates under its companies **Biotoscana**, **United Medical**, **LKM** and **DOSA**. 21 Oct 2019 ([www.gud-knight.com](http://www.gud-knight.com))

\* Acquisition: **H. Lundbeck A/S** has successfully completed the previously (see October issue of the euroPLX Business Developer) acquisition of **Alder BioPharmaceuticals, Inc.**, a migraine-focused company based in Bothell, Washington, for an aggregate cash consideration of up to approximately USD 1.95 billion (DKK 13 billion) net of cash, on a fully diluted basis. 22 Oct 2019 ([www.lundbeck.com](http://www.lundbeck.com))

\* Acquisition: **Mateon Therapeutics, Inc.** completed the acquisition of **PointR Data Inc.**, a privately-held, developer of high performance cluster computer and artificial intelligence technologies. This is intended to create a publicly traded artificial intelligence and blockchain driven immuno-oncology company to apply machine learning and AI approaches to its pipeline of first

in class TGF- immunotherapies for late stage cancers such as gliomas, pancreatic cancer and melanoma. 4 Nov 2019 ([www.mateon.com](http://www.mateon.com))

\* Divestment: After the recent divestments to **Novartis** and **Ethicon Takeda Pharmaceutical Company Limited** has entered into another agreement to divest a portfolio of select over-the-counter (OTC) and prescription pharmaceutical assets in a number of Near East, Middle East and Africa (NEMEA) countries within its Growth and Emerging Markets Business Unit to **Acino** for a total value in excess of \$200 million USD. 15 Oct 2019 ([www.takeda.co.jp](http://www.takeda.co.jp))

\* Acquisition: **Zealand Pharma A/S**, a Copenhagen-based biotechnology company focused on the discovery and development of innovative peptide-based medicines, announces the acquisition of **Encycle Therapeutics, Inc.**, a private Toronto-based biotech company exploiting a unique platform technology that enables the rapid synthesis of macrocyclic peptides exhibiting enhanced drug-like properties. 22 Oct 2019 ([www.zealandpharma.com](http://www.zealandpharma.com))

## BD People on the Move

\* Biogaran: Laurence Giguel, who has been Business Development Director left the company. (Pers Comm 15 Oct 2019)

\* Experic: Sherry Ann D'lorio, most recently senior account director of business development for a large CRO, has been appointed as executive director of business development. (Press Release 10 Oct 2019)

\* Glenmark Pharmaceuticals Europe Limited: Arjen Wolterink, who has been Head of Out-licensing EU and Country Management NL, left the company. (Pers Comm 29 Oct 2019)

\* Grand River Aseptic Manufacturing: David Powell has been appointed as Vice President of Business Development. (Press Release 28 Oct 2019)

\* Helm Portugal, Lda.: Monica Beltran, who has been Account Manager in Sales and a euroPLX attendee, left the company in October. (Pers Comm 15 Oct 2019)

\* Manx Healthcare Ltd: Malcolm Ramsay, who has been Commercial Director Business Development, left the company. (Pers Comm 28 Oct 2019)

\* Medochemie Ltd.: Evi Psallida who held various positions in Operations and Business Development in her 12 year employment with Famar, a euroPLX attendee, has been appointed as Business Development Manager focusing on the sourcing of contract manufacturing business. (Pers Comm 15 Oct 2019)

\* Riemser Arzneimittel AG: Lorenz-Alexander Lehner, who has been Area Manager International Business Operations and euroPLX attendee, left the company. (Pers Comm 28 Oct 2019)

\* Smithers: Meletios Roussis has been appointed as Business Development Manager, Pharmaceutical Development Services. (Press Release 4 Nov 2019)

## Newcomers to euroPLX 71 Lisbon - part 3

Of the companies which are currently registered for euroPLX 71 Lisbon, 19.6% are first-timers, i.e. companies who have never been on the list of registered companies of any of the 70 preceding euroPLX Pharma Partnering Conferences. Here we present some of them.

As part of the Abacus Medicine Group, **Aposave Limited** ([www.aposave.com](http://www.aposave.com)) is based in

Farnborough, Hampshire, UK and focuses on specialty medicines and orphan drugs that are manufactured for various conditions such as Cancer, Crohn's Disease, Diabetes, Hepatitis C, HIV, Multiple Sclerosis, Parkinson's Disease and Psoriasis: Clinical Trials Procurement, Managed Access Programs and the sourcing and supply of Unlicensed Medicines.

**Delta Medical Promotions AG** is based in Zurich, Switzerland. The company provides a full cycle of services, arranging access, sales and support of medical products on emerging markets such as the CIS countries: Starting with registering medical products, their distribution, promotion, marketing strategy planning and execution, and ending with ethical compliance.

**Global Pharmapartners, Inc.** ([www.globalpharmapartners.com](http://www.globalpharmapartners.com)) sees itself as a cost effective gateway to the US generic market. The Springfield, Missouri, based company represents international and domestic pharmaceutical companies in the licensing of their product portfolio to the USA, Canadian and Latin American pharmaceutical marketing partners.

**GPSP Pharma** is based in Madrid, Spain, rendering services such as representations to the pharmaceutical industry. Formed by a group of pharmaceutical companies, the company offers global market opportunities and marketing channels, MAs and Dossiers, APIs and others.

**IG Pharma Consult Lda** is a privately owned company based in Cascais, Portugal, and specialised in the development and registration of EU CTD generic drug dossiers. The company offers a range of products for licensing out.

Based in Warsaw, Poland, **Lipid Systems Sp. z o.o.** is a company newly created by **Genexo Sp. z o.o.** ([www.genexo.eu](http://www.genexo.eu)) which takes

care of the liposomal products business of the latter, currently exporting liposomal FS to several countries in Europe and Asia, including New Zealand, Singapore, Hongkong, Bulgaria, Belarus, Romania.

Based in Saint-Laurent, QC, Canada, **Mont-Pharma Inc.** ([www.montpharma.com](http://www.montpharma.com)) is a pharmaceutical wholesale distributor with three logistics centers in Montreal, Miami and London.

**Olympe Healthcare** of Paris, France, is a business development company specialised in reproductive & sexual health.

**Proponent Biotech GmbH** ([www.proponentbiotech.com](http://www.proponentbiotech.com)) of Zug, Switzerland is a biotechnology company that develops innovative products based on many years of research. One of the research focuses is on the microbiome of different organ compartments of the human organism, especially on the health consequences of a deviation of a balanced microbiome.

Located in Jinan City, Shandong Province, **Qilu Pharmaceutical** (<http://en.qilu-pharma.com>) is one of the leading pharmaceutical companies in China, focusing on the research and development, manufacturing and marketing of generics and biosimilars, both of active pharmaceutical ingredients and finished dosage forms in several therapeutic areas, in particular Oncology, Cerebrovascular & Cardiovascular, Anti-infections, Psychological & Neurological Systems, Respiratory System, and Ophthalmological Diseases. The company has more than 15,000 employees.

Based in Medellin, Colombia, **Representaciones Gaffel SAS** ([www.gaffel.com.co](http://www.gaffel.com.co)) is a major player in the import of pharmaceuticals to the Colombian market.

With headquarters in Santiago De Cali, Colombia, **Tecnoquimicas**



S.A., ([www.tqconfiable.com](http://www.tqconfiable.com)) is the largest pharmaceutical manufacturing company in Colombia: prescription (own brands), generic (own brand), special and institutional therapies and OTC. The company is present in nine Latin American countries.

**Unolab Manufacturing** ([www.unolab.es](http://www.unolab.es)) is a Madrid based, family owned Spanish single-dose sterile product manufacturing company with a presence in 30 countries.

As one of the fastest growing pharmaceutical companies in Finland, Kerava (near Helsinki) based **Verman Oy Av** ([www.verman.fi](http://www.verman.fi)) focuses on high-quality products promoting health and well-being. The company's export portfolio covers vitamins and minerals, gastroenterology, general well-being, and clinical nutrition.

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