



RAUCON *Business Developer*

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Three Cannabinoid Companies to Attend euroPLX 72 Berlin - see *Newcomers* p. 3

* Acquisition: **Alexion Pharmaceuticals, Inc.** has completed its acquisition of **Achillion Pharmaceuticals, Inc.** The acquisition adds two clinical-stage oral small molecule Factor D inhibitors to Alexion's pipeline and provides the foundation and expertise for a broader oral Factor D inhibition development platform with the potential to treat numerous additional complement-mediated diseases. 28 Jan 2020 (www.alexion.com)

* Divestiture: **Allergan** has entered into definitive agreements to divest brazikumab (IL-23 inhibitor) and Zenpep (pancrelipase). These agreements are in conjunction with the ongoing regulatory approval process for **AbbVie's** acquisition of Allergan. 27 Jan 2020 (www.allergan.com)

* Acquisition: **Laboratorios Almirall, S.A.** executed an option agreement to acquire **Bioniz Therapeutics, Inc.** a biopharmaceutical company based in Irvine, California, which develops first-in-class peptide treatments that selectively inhibit multiple cytokines to treat immunoinflammatory diseases and T-cell malignancies. If Almirall exercises the option, it will also enter into a broader research agreement with Bioniz NewCo, using its multiple

cytokine inhibitor platform with the objective to deliver at least 3 IND-approved candidates. 8 Jan 2020 (www.almirall.es)

* Collaboration: **Amgen** closed the transaction to enter into a strategic collaboration with **BeiGene** that will significantly accelerate Amgen's plans to expand its oncology presence in China, the world's second-largest pharmaceutical market. BeiGene is a commercial-stage research-based oncology company with an established and highly experienced team in China, including an approximately 900-person commercial organization and an approximately 600-person clinical development organization. Amgen has acquired a 20.5% stake in BeiGene for approximately \$2.8 billion in cash. 2 Jan 2020 (www.amgen.com)

* Acquisition: **ANI Pharmaceuticals, Inc.** has acquired the U.S. portfolio of 23 generic products from **Amerigen Pharmaceuticals, Ltd.** for \$52.5M in cash at close and up to \$25M in contingent profit share payments over the next four years. 9 Jan 2020 (www.anipharmaceuticals.com)

* Acquisition: **Anika Therapeutics, Inc.** has closed its acquisition of **Parcus Medical**, a leading, privately held sports medicine company for

an upfront payment of approximately \$35 million in cash from the company's existing balance sheet, subject to customary closing adjustments. Parcus Medical unitholders will be eligible to receive an additional \$60 million contingent upon the achievement of certain commercial milestones. 24 Jan 2020 (www.anikatherapeutics.com)

* Acquisition: **Anika Therapeutics, Inc.** has completed its acquisition of **ArthroSurface**, a leading, privately-held provider of joint surface and preservation solutions for active patients in exchange for an upfront payment of approximately \$60 million in cash plus an additional \$40 million contingent upon the achievement of certain regulatory and commercial milestones. 3 Feb 2020 (www.anikatherapeutics.com)

* Acquisition: **Astellas Pharma Inc.** and **Xyphos Biosciences, Inc.** announced that Astellas has acquired Xyphos. \$ 120 million was paid upon closing of the acquisition, and Xyphos became a wholly owned subsidiary of Astellas. In addition to this payment and potential future development milestone payments, it will provide a total transaction value of \$ 665 million. 26 Dec 2019 (www.astellas.com)

* Acquisition: **Astellas Pharma Inc.** has successfully completed the previously announced acquisition of **Audentes Therapeutics, Inc.**, through a tender offer by its indirect wholly-owned subsidiary **Asilomar Acquisition Corp.** for all of the issued and outstanding shares of common stock of Audentes for a price of US\$60.00 per share net to the seller in cash and the subsequent merger of Asilomar with and into Audentes. (www.astellas.com)

* Divestiture: **AstraZeneca** has agreed to sell the global commercial rights to Inderal (propranolol), Tenormin (atenolol), Tenoretic (atenolol, chlorthalidone fixed-dose combination), Zestril (lisinopril) and Zestoretic (lisinopril, hydrochlorothiazide fixed-dose combination) to **Atnahs Pharma**. The agreement excludes the rights in the US and India, which were previously divested, and in Japan, which will be retained by AstraZeneca. The medicines, used primarily to treat hypertension, have lost their patent protection globally. Atnahs will make an upfront payment of \$350m to AstraZeneca. AstraZeneca may also receive future sales-contingent payments of up to \$40m between 2020 and 2022. 27 Jan 2020 (www.astrazeneca.com)

* Acquisition: **Bayer AG** and **WuXi Biologics** (WuXi Bio) have entered into an agreement that WuXi Biologics Germany GmbH will take over operations of one of Bayer's final drug product manufacturing plants in Leverkusen, Germany, and purchase the associated equipment, in combination with a long-term lease contract for the building. Financial details were not disclosed. 16 Jan 2020 (www.bayer.com)

* Acquisition: **Castle Creek Pharmaceutical Holdings, Inc.** has reached an agreement to acquire **Fibrocell Science, Inc.**, a cell and gene therapy company focused on transformational autologous cell-based therapies for skin and connective tissue diseases. 12 Sep 2019 (www.castlecreekpharma.com)

* Acquisition: euroPLX attendee **Chiesi Farmaceutici S.p.A.** and frequent euroPLX attendee **Apotex, Inc.**, together with its US subsidiary, **ApoPharma USA Inc.**, announced that Chiesi Group has finalized an agreement for the acquisition of the worldwide rights to Ferriprox® (deferiprone). Chiesi Group previously served as a distributor of Ferriprox® in Italy, Brazil, Turkey and certain other countries. Ferriprox® is indicated for the treatment of patients with transfusional iron overload due to thalassemia syndromes when current chelation therapy is inadequate. 13 Jan 2020 (www.chiesi.com)

* Commercialisation: **Knight Therapeutics Inc.**, (TSX: GUD) and **Debiopharm** have entered into an exclusive agreement that grants Knight the rights to commercialise Trelstar® (triptorelin) in Canada. Knight expects to take over commercial activities from Debiopharm's current partner **Allergan** and begin recording revenues in early 2020. Previously, Trelstar® was successfully launched and commercialised in Canada by

Paladin Labs Inc. between 2006 to 2014. 9 Jan 2020 (www.debiopharm.com)

* Acquisition: **Eli Lilly and Company** signed a definitive agreement for Lilly to acquire **Dermira** for \$18.75 per share, or approximately \$1.1 billion, in an all-cash transaction. Dermira is a biopharmaceutical company dedicated to developing new therapies for chronic skin conditions. 10 Jan 2020 (www.lilly.com)

* Acquisition: **Esteve S.A.**, a euroPLX attending company, and **Riemser Pharma GmbH**, a frequent attendee, too, have entered into an agreement whereby Esteve will acquire all the shares of the Riemser from Ardian, a world-leading private investment house. Riemser operates a pharmaceutical manufacturing plant in Germany and has direct geographical presence in four of Europe's five major countries: Germany, United Kingdom, France, and Spain. 8 Jan 2020 (www.esteve.es)

* Co-Promotion: **Eton Pharmaceuticals, Inc.** has entered into a co-promotion agreement with **Xellia Pharmaceuticals** for the promotion of Biorphen® (phenylephrine HCl), the first and only FDA approved ready-to-use formulation of phenylephrine injection indicated for the treatment of clinically important hypotension resulting primarily from vasodilation in the setting of anaesthesia. 21 Jan 2020 (etonpharma.com)

* Licensing: **Roche** and **Sarepta Therapeutics, Inc.** signed a licensing agreement providing Roche exclusive commercial rights to SRP-9001 (AAVrh74.MHCK7.microdystrophin), Sarepta's investigational gene therapy for Duchenne muscular dystrophy (DMD), outside the United States. Under the terms of the agreement, Sarepta will receive an upfront payment of \$750million in cash and \$400million in equity. 23 Dec 2019 (www.rocke.com)

www.rocke.com)

* Licensing: **MorphoSys AG** and **Incyte Corporation** have entered into a collaboration and license agreement to further develop and commercialise MorphoSys' proprietary anti-CD19 antibody tafasitamab (MOR208) globally. Tafasitamab is an Fc-engineered antibody against CD19 currently in clinical development for the treatment of B cell malignancies. MorphoSys and Incyte will co-commercialise tafasitamab in the U.S., while Incyte has exclusive commercialisation rights outside of the U.S. Under the terms of the agreement, MorphoSys will receive an upfront payment of \$750 million and, in addition, Incyte will make an equity investment into MorphoSys of \$150 million. 13 Jan 2020 (www.incyte.com)

* Acquisition: **Janssen Pharmaceutical Companies** of **Johnson & Johnson** completed the acquisition of all rights to the investigational compound bermekimab, which has multiple dermatological indications, along with certain employees, from **XBiotech Inc.**, for \$750 million. 30 Dec 2019 (www.janssenpharmaceuticalsinc.com)

* Acquisition: **Laboratoires Biocodex** acquired **Laboratoires IPRAD**, a family business founded in 1989 and leader in the French Feminine Care market. 8 Jan 2020 (www.biocodex.com)

* Acquisition: **Merck & Co., Inc. (MSD)** has completed the cash tender offer, through a subsidiary, for all of the outstanding shares of common stock of **ArQule, Inc.** at a purchase price of \$20.00 per share. ArQule is a publicly traded biopharmaceutical company focused on kinase inhibitor discovery and development for the treatment of patients with cancer and other diseases. ArQule's lead investigational candidate, ARQ 531, is a novel, oral Bruton's tyrosine kinase (BTK) inhibitor currently in a Phase

2 dose expansion study for the treatment of B-cell malignancies. 16 Jan 2020 (www.merck.com)

* Name change: **Mylan N.V.** and **Pfizer Inc.** announced that the name of the new company to be formed by the planned combination of Mylan and **Upjohn**, a division of Pfizer, will be **Viatrix**. 12 Nov 2019 (www.mylan.com)

* Acquisition: euroPLX attendee **Neuraxpharm Group** announced the expansion of its operations in Central Europe with the launch of **Neuraxpharm Austria**, and the acquisition of **Easypharm OTC GmbH**, a privately-owned Austrian Consumer Healthcare company. The terms of the transaction were not disclosed. 22 Jan 2020 (www.neuraxpharm.com)

* Acquisition: **Novartis** has completed the acquisition of **The Medicines Company** through the consummation of a merger of its indirect wholly-owned subsidiary, **Medusa Merger Corporation**. 6 Jan 2020 (www.novartis.com)

* Commercialisation: **Sandoz** has successfully completed the acquisition of the Japanese business of **Aspen Global Incorporated**, a wholly owned subsidiary of **Aspen Pharmacare Holdings Limited**. Sandoz has acquired all of the shares in **Aspen Japan K.K.** and associated assets held by AGI. Aspen's portfolio in Japan consists of approximately 20 products of off-patent medicines with a focus on anaesthetics (including Xylocaine®) and specialty brands (including Imuran®) and local brands. 31 Jan 2020 (www.sandoz.com)

* Acquisition: **Sanofi** completed the acquisition of **Synthorx** for \$68 per share in cash, which represents an aggregate equity value of approximately \$2.5 billion (on a fully diluted basis), whose main assets being an engineered not-alpha IL-2 for the treatment of solid tumours which induces

strong immunological responses in vivo, additional intriguing pre-clinical assets, and a powerful platform that complements our ongoing oncology and immunology research. 23 Jan 2020 (www.sanofi.com)

* Acquisition: **Sumitomo Dainippon Pharma Co., Ltd.** has completed the procedure related to stock transfers, etc. and for the formation of a Strategic Alliance with **Roivant Sciences** as of December 27, 2019. As consideration for the Strategic Alliance, Sumitomo Dainippon Pharma has paid total of approximately US\$3 billion to Roivant. 28 Dec 2019 (www.ds-pharma.co.jp)

* Acquisition: **Towa Pharmaceutical Co., Ltd.** has completed its acquisition of **Esteve's** generics division, including **Breckenridge**. 31 Jan 2020 (www.towayakuhin.co.jp)

* Acquisition: **Towa Pharmaceutical Co., Ltd.** has completed the acquisition of **Pensa Investments, S.L.** and has made Pensa a wholly-owned subsidiary of the Towa Group. The acquisition costs were approximately 329 million euros. 3 Feb 2020 (www.towayakuhin.co.jp)

* Acquisition: **WPD Pharmaceuticals Inc.** completed acquisition of exclusive sublicenses for two-drug candidates from **Moleculin Biotech, Inc.** a leading global pharmaceuticals company focused on the treatment of highly resistant cancers. The acquisitions bring the total development funding spent on WPD's portfolio of drugs under license to over USD\$100 million. The territory covered by the patents includes 30 countries in Europe and Asia, including Russia. 3 Feb 2020 (www.wpdpharmaceuticals.com)

BD People on the Move

* **2care4 Generics ApS: Rasmus Callesen**, who has been Director

Business Development, left the company. (Corp Comm 14 Jan 2020)

* **Advanz Pharma Corp.: Blanca Iglesias**, who has been Senior Business Development Manager, left the company. (Pers Comm 3 Jan 2020)

* **Alfred E. Tiefenbacher: Dr. Alexandra Steckel**, who has been Business Development Manager, left the company. (Corp Comm 14 Jan 2020)

* **Antares Pharma, Inc.: Edward Tykot**, most recently Vice President, Business Development of Nevakar, Inc. has been appointed as Vice President of Corporate Business Development. (Press Release 10 Dec 2019)

* **Aro Biotherapeutics: Scott Greenberg**, who most recently served as Vice President, Head of Operations at Roivant Sciences has been appointed as Vice President, Business Development and Alliance Management. (Press Release 10 Dec 2019)

* **Arranta Bio: Jason Rahal** who was a member of the senior management team at Cobra Biologics, has been appointed as Senior Vice President of Business Development. (Press Release 28 Jan 2020)

* **BioDelivery Sciences International: Kevin Ostrander**, who joins BDSI from Glenmark Pharmaceuticals where he was Head of North America Business Development has been appointed as as Senior Vice President of Business Development (Press Release 6 Jan 2020)

* **Catalyst Pharmaceuticals, Inc.: David Ailinger**, who most recently served as Senior Director of Corporate Development at Impax Laboratories has been appointed as Vice President, Business Development. (Press Release 4 Feb 2020)

* **Compugen Ltd.: Oliver Froescheis**, Ph.D., joining from Roche, where he spent the last 12 years in the Partnering organisation, initially serving as Global Due Diligence Director for in-licensing and M&A projects, then acting as Director of Business Development & Licensing, has been appointed as Senior Vice President, Corporate and Business Development. (Press Release 8 Jan 2020)

* **Consilient Health Limited: Sunil Jog** who has been Portfolio Development Manager left the company to be appointed as Strategic Portfolio Development and Licensing Manager by Kent Pharmaceuticals. He is registered for euroPLX 72 Berlin. (Pers Comm 3 Jan 2020)

* **Efarmes S.A.: Frequent euroPLX attendee Javier Lerín**, who has been Business Development Manager, left the company in order to pursue other opportunities. (Pers Comm 9 Dec 2019)

* **Labatec Farmacêutica: euro-PLX attendee Tomás Peixe**, who has been Manager Strategy & Corporate Development, left the company on August 30, 2019. (Pers Comm 3 Jan 2020)

* **Lupin Laboratories Ltd.: J. Alan Butcher**, who joins Lupin from AMAG Pharmaceuticals where he served as Executive Vice President and Chief Business Officer has been appointed as Chief Corporate Development Officer. (Press Release 10 Jan 2020)

* **MaxCyte, Inc.: Shruti Abbato**, who served as Vice President of Business Development at Celdara Medical, where she was responsible for all out-licensing and exit-related transactions and product planning activities has been appointed as as Executive Vice President, Business Development for CARMA Cellular Therapies. (Press Release 19 Dec 2019)

* **MedPharm: Lynn Allen** has been

appointed as Vice President of Business Development. (Press Release 16 Dec 2019)

* **Sutro Biopharma, Inc.: Brunilda Shtylla**, an independent consultant since 2012, has been appointed as Vice President of Business Development. (Press Release 5 Feb 2020)

* **Turnstone Biologics: Saryah Azmat**, who joins Turnstone Biologics from Bristol-Myers Squibb ("BMS"), where she was the Global Lead for Oncology Search & Evaluation has been appointed as senior vice president of business development and corporate strategy. (Press Release 8 Jan 2020)

Many Newcomers to euroPLX 72 Berlin!

euroPLX 72 Berlin will see again a large number of first-timers, i.e. companies who have never been on the list of registered companies of any of the 71 preceding euroPLX Pharma Partnering Conferences. Here we present some of them.

The **Ad Salutem Institute For Healthy Healing** (www.adsalutem.institute) is based in Barcelona, Spain and focuses on developing products for sleep disorders.

Based in Pune, Maharashtra, India, **Batavia Pharma** (www.bataviapharma.com) delivers contract development, manufacturing and supply solutions. Formulations are manufactured at various contracted facilities in India and abroad.

Biofarma Pharmaceutical (www.biofarma.com.tr) of Istanbul, Turkey, is one of the oldest Turkish medicine companies, founded in 1945. The company is vertically integrated with own R&D, production (solids, liquids, ointments, gels, capsules), sales and exports.

Cansun Medhel Commercial P.C. (cansunmedhel.com) is located

in Athens, Greece, and produces the highest quality, natural, pure African and Greek cannabinoids and botanicals, providing state of the art medical solutions. Intended treatments are for pain, obesity, high blood sugar, stress, insomnia, and skin disorders.

Ceres Pharma (www.ceres-pharma.com) of Merelbeke, Belgium, specialises in the development, production and distribution of drugs, medical products, cosmetics and high-quality food supplements.

ChanelleMcCoyCBD is a specialist pharmaceutical company focusing on high quality, fully compliant Cannabidiol (CBD) and Tetrahydrocannabinol (THC) products, supported by science. The company is based in Loughrea (Co. Galway), Ireland.

Dicofarm (www.dicofarm.com) is based in Rome, Italy, and specialises in products in the fields of infant formula, products for the gastrointestinal tract, pediatric products and cosmetics.

Hamburg, Germany, based **Ferro Pharma Group** (www.ferropharma.de) has sales offices in Malta and Brazil and sourcing offices in India and China. The company specialises in FDF business and the LatAm region.

Flynn Pharma Ltd (www.flynnpharma.com) is a pharmaceutical company based in Stevenage, United Kingdom, serving underserved patient populations through effective supply chain management, targeted marketing and product development.

Based in Tornesch, a town near Hamburg, Germany, **Hanns G. Werner GmbH + Co. KG** (www.pharm-a-spheres.com) is a medium-sized, family-owned company, specialized on the manufacture of dragées of which it produces 6,000 t per year.

HC Clover Productos y Servicios S.L. is based in Arganda Del Rey (Madrid), Spain. As a privately held CDMO the company specialises in the production of softgels and other pharmaceutical dosage form.

Lifewell Pharmaceutical & Healthcare (lifewellpharma.com) is based in Oliveira de Azeméis, Portugal, with a core business in the development, the registration and distribution of niche prescription and nonprescription products, medical devices and new drug development programmes.

mAbxience Research S.L. of Madrid, Spain, is a fully integrated biosimilar company, focusing on development, manufacturing and sales of high quality antibodies in

the field of oncology, osteoporosis, pediatrics and respiratory.

Skincare specialist **Mastelli Srl** (www.mastelli.com) is based in Sanremo, Italy, developing and producing drugs, medical devices, Dermocosmetics and food supplements in the areas of dermatology, gynaecology, paediatrics, wound care, aesthetic medicine and orthopaedics.

MedCan Pharma A/S (www.medcanpharma.com), a sister company of Fertin Pharma, develops and produces innovative dietary supplement, pharmaceutical and medical cannabinoid products for the B2B market. The company is located in Vejle, Denmark.

With facilities in Amsterdam, the Netherlands, **Medical Brands B.V.** (medicalbrands.com) develops, patents, manufactures and delivers product concepts for the diagnosis, treatment and prevention of everyday minor ailments.

Dublin, Ireland, based **Nemysis Ltd** (www.nemysisltd.com) focuses on treatments of iron deficiency/anemia and gluten intolerance.

Pro.med.cs Praha a.s. (www.promed.cz) is an independent Czech leading pharmaceutical company with its own scientific-research base for the development of medicines for human use. Its

portfolio covers mainly gastrointestinal, cardiovascular and musculoskeletal areas.

Probelte Pharma, Slu (www.probeltepharma.es/en) of Murcia, Spain, is a biopharmaceutical research laboratory manufacturer and marketer of therapeutic vaccines for human use.

Vienna, Austria, based **Prof. George Birkmayer NADH GmbH** (www.birkmayer-nadh.com) is the originator of natural coenzyme1 (NADH) in bioavailable and stable form, a speciality which is marketed in various forms in the field of CNS, ophthalmology, stomatology and skin care in many countries.

Recipe Plus (www.recipe.lv) of Riga, Latvia, is a private label arm of a full-line wholesaler, owning 300 pharmacies and market share of 40% in Latvia.

Willow Pharma is based in Medellin, Colombia, and part of a pharmaceutical group with a presence in the key markets of Latin America (Brazil, Mexico, Colombia, Peru, Central America). The company focuses on developing and marketing highly specialised molecules of medicines for human use. Its portfolio covers mainly gastrointestinal, cardiovascular and musculoskeletal areas.



RauCon Pharma Partnering Conferences do not only produce almost

18,000 targeted, pre-arranged pharma and biopharma business meetings

per year for customers from 86 countries. They are also Business Development hubs where colleagues exchange ideas, insights, and in-depth, practical knowledge. And they have turned out to be tacit places for career opportunities, too. Join now, if you want to be part of



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