Pharmaceutical Newsletter

August 4, 2016

We are pleased to offer you our weekly THE SOLVING COMPANY PHARMACEUTICAL NEWSLETTER. Here you will find articles about all major topics of the pharmaceutical industry. The source of the articles is Dow Jones & Company – a leading provider of global business news and information services. We hope to keep you informed about the highlights in your industry and the news will be of interest for you. As your opinion is very important for us, any comments and improvement ideas are highly welcome. We hope you enjoy this PHARMACEUTICAL NEWSLETTER.

Practical Hints for a better Navigation:

- Each page contains, on the left hand side, the complete list of contents for a better overview.
- The main sections of the list of contents are hyperlinked for a quick and easy navigation.
- A red arrow marks on each page the current section you are reading in.
GENERAL

**U.S. to Form International Partnership to Fight ‘Superbugs’**

By Thomas M. Burton

WASHINGTON -- The U.S. government Thursday announced the formation of a trans-Atlantic, public-private partnership to help stem the tide of antibiotic-resistant bacteria, often called “superbugs.”

The U.S. Department of Health and Human Services is expected to invest $250 million over the next five years to the public-private initiative, which will be known as CARB-X, for Combating Antibiotic-Resistant Bacteria Biopharmaceutical Accelerator. The venture, which has grown out of a 2015 Obama administration initiative, will focus on providing monetary help to small companies and laboratories that are in the earliest stages of developing new drugs, vaccines or medical devises to combat such microbes.

Also included in the CARB-X initiative are Britain’s AMR Centre, which is itself a public-private partnership; Britain’s Wellcome Trust, a global charitable foundation; and other scientific and academic groups. The AMR Centre is expected to contribute $100 million over the next five years and the Wellcome Trust will be making an unspecified investment as well.

CARB-X will be led by executive director Kevin Outterson, a Boston University law professor who has made drug-resistant organisms his field of expertise. Mr. Outterson, in an interview, said there are no restrictions on who may apply for CARB-X funding, but that he expects many applicants will be small companies that have grown out of university laboratories.

Drug-resistant microbes have cropped up around the world, including occasionally at U.S. hospitals. Such outbreaks in the U.S. have led to an estimated two million illnesses annually, including about 23,000 deaths. As fewer large pharmaceutical companies have chosen to invest in antibiotics -- in large part because such drugs are often given for short periods -- governments are trying to fill that gap.

Within HHS, the Biomedical Advanced Research and Development Authority, or BARDA, has already been helping to finance companies’ antibiotic projects that are in late stages of development. CARB-X, meanwhile, will aim for the early stages of development.

“Our focus is to solve the innovation gap,” said Dr. Joe Larsen, acting BARDA deputy director. “We want to remove any barriers standing in the way” of early antibiotic projects.

In addition to the administration leadership of CARB-X, which will be at Boston University School of Law, other entities participating will include the National Institutes of Health’s National Institute of Allergy and Infectious Diseases, headed by Dr. Anthony Fauci, where an ambitious research project on drug resistance already is under way; the Broad Institute of MIT and Harvard; the California Life Sciences Institute; the Massachusetts Biotechnology Council; and RTI International of Research Triangle Park, N.C.

*Dow Jones Newswires*

*July 28, 2016*

**Keryx Halts Supply of Its Only Drug After Manufacturing Issue**

By Austen Hufford

Keryx Biopharmaceuticals Inc. shares dropped by more than a quarter after the pharmaceutical company said production issues would interrupt the supply of its only drug, which helps treat people with chronic kidney disease.

The company said patients who use the drug, Auryxia, will face an
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Merck Revenue Rises on Cancer, Hepatitis Treatments

Pfizer Inc. said profit fell by 23% in its latest quarter as sales of its older products declined, though the drugmaker’s results came in better than Wall Street expected and the company reaffirmed its forecast for this year's overall performance. The company also said it set aside $486 million this year to settle lawsuits related to its painkilling drugs Celebrex and Bextra. Those suits accused Pfizer of covering up negative side effects of the drugs. Pfizer denied wrongdoing, saying it agreed to settle the litigation in order to "avoid the distraction of continued litigation and focus on the needs of patients and prescribers."

 Shares fell 2.8% to $36.28 in afternoon trading.

Pfizer CEO Ian Read said on a conference call that the company was still trying to decide whether to break up into one business selling patent-protected drugs and another focused on older products. Pfizer has said it would reach a decision by the end of this year.

Mr. Read said the choice will be made in the best interests of shareholders and that the company could change its mind later, if it decides against a split in the near term. "I don't believe optionality necessarily has an expiration date," Mr. Read said.

In all, Pfizer reported a profit of $2.02 billion, down from $2.63 billion a year earlier, owing to the money set aside for the litigation settlement and other items. Earnings per share fell to 33 cents from 42 cents a year earlier. Excluding certain items, adjusted earnings were 64 cents a share, up from 56 cents.

Revenue rose 11% to $13.15 billion. Analysts polled by Thomson Reuters had forecast adjusted earnings of 62 cents a share on revenue of $13.01 billion.

The quarter’s results benefited from gains by several of Pfizer's patent-protected drugs. Breast-cancer pill
The Solving Company

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**FEEDBACK, REGISTRATION & MORE**

Ibrance, approved just last year, is on track to become the company's next blockbuster, bringing $514 million in sales in the quarter. Pfizer is pursuing more potential uses for Ibrance that could further boost the drug's sales. R&D Chief Mikael Dolsten said Pfizer and partner Merck KGaA plan to ask the Food and Drug Administration by the end of this year to approve an immunotherapy in development, avelumab, for merkel cell carcinoma, a rare form of skin cancer.

Sales in Pfizer's "essential-health" unit, which sells older products including those that have lost patent protection, rose 16% to $6 billion but only because of the addition of the portfolio acquired in the $16 billion takeover of Hospira last September. Pfizer's essential health sales fell 6.1% when the Hospira acquisition was excluded as many of its established drugs like cholesterol fighter Lipitor, menopause treatment Premarin and bacteria-fighter Zyvox posted revenue declines.

The drug company reaffirmed its forecast for the year of $51 billion to $53 billion in revenue and adjusted diluted earnings per share of $2.38 to $2.48.

Dow Jones Newswires

**August 02, 2016**

**Merck KGaA Lifts Profit Outlook as Sales Jump**

By William Wilkes

FRANKFURT—German chemicals and pharmaceuticals group Merck KGaA raised its full-year sales and profit guidance following the strong performance of its Healthcare and Life Science business and on its Sigma-Aldrich acquisition.

Merck on Thursday said it now expects sales of between EUR14.9 billion and EUR15.1 billion compared with its previous guidance of EUR14.8 billion to EUR15 billion.

The company said net profit for the quarter ended June 30 fell to EUR312 million from EUR343 million, prompting an increase in the cost of a share-based compensation program.

Net sales were EUR3.8 billion, up 18% from EUR3.2 billion in the same period last year.

Chief Executive Stefan Oschmann said he was pleased with the strong performance of subsidiary Sigma-Aldrich, a U.S.-based laboratory equipment maker, and the group's life sciences business.

Former CEO Karl-Ludwig Kley, who stepped down at the end of April after almost a decade in the top job, had shifted the company away from its traditionally core pharmaceuticals business and built up the specialty chemicals and life science divisions. Merck's recent $17 billion acquisition of Sigma-Aldrich has helped the company re-establish its presence in the U.S. market. The life sciences division was also expanded, partly as a response to Merck's failure to bring new lucrative drugs to market.

"We again achieved everything we aimed for in the second quarter. That applies to both the Sigma-Aldrich integration and the development of new medicines," Mr. Oschmann said. Earnings per share excluding exceptional items rose 19% to EUR1.55, slightly beating analysts' forecasts. Analysts had expected EPS of EUR1.52, according to a recent poll conducted by The Wall Street Journal. The company said it was insulated against the effects of the U.K.'s vote to quit the European Union on June 23, largely due to its low exposure to that country, but said negative exchange-rate effects due to economic problems in Latin America weighed somewhat on profit.

Dow Jones Newswires

August 04, 2016
MEDICAL SCIENCE, STUDIES, SAFETY

Biogen, Ionis Spinal Muscular Atrophy Therapy Meets Study Goal
By Tess Stynes

Biogen Inc. and Ionis Pharmaceuticals Inc. said their investigational treatment for infantile-onset spinal muscular atrophy demonstrated statistically significant improvement in certain motor functions, according to an interim analysis of late-stage study data.

As a result, Biogen will exercise its option to develop and commercialize the treatment, known as nusinersen, and paid Ionis a $75 million licensing fee. Biogen also plans to submit regulatory filings seeking approval of the therapy globally in coming months.

Ionis shares, down 53% this year, rose 35% to $39.48 in recent premarket trading. Biogen shares rose 4.1% to $301.93.

Ionis Chief Executive B. Lynne Parshall said nusinersen is the company’s first antisense drug from its neurological disease franchise to advance to regulatory review.

Ionis also is eligible to receive as much as $150 million in regulatory milestone payments, as well as tiered royalty payments on any potential sales of nusinersen if its receives approval from regulators.

Spinal muscular atrophy is a genetic disease that results in the loss of motor neurons in the spinal cord and lower brain stem that can lead to paralysis and difficulty in basic functions such as swallowing and breathing. There currently is no approved treatment for the disease.

U.S. and European regulators have granted special status to nusinersen in an effort to expedite the review process, including orphan drug status and fast track designation in the U.S. and orphan drug designation in the European Union.

The companies said in a news release that studies of nusinersen in presymptomatic infants and later-onset spinal muscular atrophy will continue.

Dow Jones Newswires
August 01, 2016

Alphabet, Glaxo Team Up On 'Bioelectronic' Medicines
By Denise Roland

LONDON -- GlaxoSmithKline PLC and Google parent Alphabet Inc. have teamed up to develop what they call bioelectronic medicines, or treat-

ments that use miniature implanted electronic devices to modify how electrical impulses are transmitted around the nervous system.

The U.K. pharmaceutical company said it had signed an agreement with Verily Life Sciences LLC, formerly Google Life Sciences, to create Galvani Bioelectronics. It said the pair would spend as much as GBP540 million ($714 million) over seven years on the venture, provided they succeeded in hitting various milestones along the way. Glaxo will control 55% of the new company and Verily will hold the rest.

Many biological processes are controlled by biological signals transmitted from the nervous system to the body’s organs. Glaxo said early-stage research in its laboratories suggested that distortions of those signaling pathways were involved in several long-term diseases including diabetes, asthma and arthritis.

Galvani Bioelectronics would bring together Glaxo’s knowledge of drug discovery and development with Verily’s expertise in miniaturizing low-power electronics, data analytics and building software for clinical applications, Glaxo said.

Initial work would focus on developing miniature electronic devices to test
Alphabet, Glaxo Team Up On ‘Bioelectronic’ Medicines

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Galvani Bioelectronics will be based at Glaxo’s research center in Stevenage in the U.K., with a second research hub at Verily’s facilities in San Francisco, Glaxo said.

The U.K. government said that decision demonstrated the "global appeal" of Britain's scientific expertise.

Dow Jones Newswires
August 02, 2016
NEW PRODUCTS, ANNOUNCEMENTS, REGISTRATION

CVS Expands Shift to Cheaper Copies of Drugs
By Joseph Walker and Paul Ziobro

CVS Health Corp. is embracing new, cheaper copies of biotech medicines in an attempt to combat rising prescription drug costs.

CVS, whose Caremark unit administers drug-benefit plans for employers and insurers, said Tuesday it would drop coverage of two higher-priced medicines used in diabetes and cancer treatments. It will instead cover their replica versions, sometimes called biosimilars, for many of its drug-plan members.

The changes, which go into effect Jan. 1, are a blow to Sanofi SA’s Lantus, a popular brand-name insulin treatment for diabetes, and Amgen Inc.’s Neupogen, which helps to prevent infections related to cancer treatment. A vial of Lantus retails for about $260 while a single dose of Neupogen costs about $350, according to GoodRx.

Cheaper copies of biotech drugs have only recently begun to enter the U.S. market and haven’t yet made much of a dent in the nation’s drug spending, in part because they have been priced at relatively small discounts to their branded rivals.

But the move by CVS is the latest indication that U.S. health insurers and pharmacy benefit managers are eager to reap savings from the new drugs. CVS Chief Medical Officer Troyen A. Brennan said biosimilars are typically priced 10% to 15% cheaper but that CVS has negotiated additional discounts.

"We want to signal that this biosimilar movement is real," Dr. Brennan said in an interview. "We have big hopes for [biosimilars] to reduce drug costs over all." An Amgen spokeswoman said Neupogen "is competitively priced," and that patients and doctors should be able to choose which product they want to use. A Sanofi spokesman said CVS’s decision to exclude Lantus and another of the company’s insulins would make "it difficult for patients to benefit from the gold standard of basal insulin treatment."

CVS, best known as a retail pharmacy chain, is also a major player in the pharmacy benefit management industry, overseeing drug spending for U.S. employers, health insurers and labor unions. CVS and other PBMs pool their customers’ purchasing power to negotiate better prices from drugmakers. In exchange, PBMs often steer their clients to products for which they receive the best prices.

Last year, CVS dropped coverage for Pfizer Inc.’s anti-impotence pill Viagra in favor of Eli Lilly & Co.’s Cialis. However, the exclusions aren’t ironclad. Some PBM clients customize their own covered-drug lists, and many prefer to give beneficiaries as many options as possible.

The changes that CVS announced on Tuesday, for instance, will apply mainly to its commercial employer and labor union clients who subscribe to its standard formulary, or list of covered drugs.

CVS said it would exclude an additional 35 products in 2017, including Novartis AG’s cancer drugs Gleevec and Tasigna. A generic version of Gleevec was launched earlier this year. CVS’s Dr. Brennan said the company intends to have all patients currently taking Gleevec switched to the generic version.

A Novartis spokesman said the company was disappointed that CVS had indicated the coverage decision wouldn’t "affect any patients who are currently taking Tasigna."

Dow Jones Newswires
August 03, 2016
Diamyd Medicals associated company Cellaviva is appointed European distributor for StemBioSys

Diamyd Medical today announced that its associated company Cellaviva AB has signed an agreement regarding the European distribution rights for a stem cell product developed by StemBioSys, Inc., a privately held biomedical company based in San Antonio, Texas, USA. The agreement entails that Cellaviva becomes the exclusive distributor for StemBioSys products in Sweden and Denmark with non-exclusive rights covering the rest of Europe. The agreement will initially cover StemBioSys cell expansion product BM-HPME®. Future products may be added to the agreement as they become available.

Dow Jones Newswires
August 02, 2016
China's Fosun to Buy India's Gland Pharma for up to $1.26 Billion
By Alec Macfarlane

HONG KONG -- A unit of China's Fosun Group has agreed to buy a controlling stake in Indian pharmaceutical company Gland Pharma Ltd. from shareholders including KKR & Co. for up to $1.26 billion.

Shanghai Fosun Pharmaceutical (Group) Co. Ltd. is buying a roughly 86% stake in Gland Pharma, including all shares owned by KKR in addition to shares from other shareholders, the U.S. private-equity firm $1 billion into the operator of Indian payment firm Paytm Alibaba-led group invested in Indian online retailer Snapdeal.com said Thursday.

The deal is China's largest takeover of a company in India. The largest Chinese deal maker in India had been China's top online-shopping company, Alibaba Group Holding Ltd. Last year, its financial affiliate put $1 billion into the operator of Indian payment firm Paytm, and an Alibaba-led group invested in Indian online retailer Snapdeal.com.

India's multibillion-dollar pharmaceutical industry dominates the world's generic-drug market. Gland Pharma's generic injectables -- including Heparin, which prevents blood clots following surgery -- are sold primarily in the U.S. market.

Foreign businesses and investors can now buy up to 74% of Indian drugmakers without government approval, a change announced last month as one of a series of measures relaxing rules on foreign investment and further liberalizing India's economy.

Foreign takeovers of pharmaceutical companies had previously required government approval, which led to long delays.

The Gland Pharma deal is the first in India by Fosun, one of China's most acquisitive conglomerates. Chairman Guo Guangchang told The Wall Street Journal in March that a rapid rise of asset prices in the U.S. and Europe has Fosun looking for deals in developing markets, including India.

Chen Qiyu, chairman of Fosun Pharma, said in a statement that the Gland Pharma deal will strengthen the firm's global presence and accelerate the speed of its internationalization. "Fosun Pharma is dedicated to implementing our investment model of 'Combining China's Growth Momentum with Global Resources' with the win-win cooperation with Gland," he added.

Established in 1978 and based in Hyderabad, Gland Pharma pioneered single-use syringes in India and has a presence in about 90 countries. In 2003, the company became the first in India to get U.S. Food and Drug Administration approval for pharmaceutical liquid injectable products.

KRR bought a 38% stake in November 2013 for about $200 million, saying the company had a record of strong financial performance.

Fosun has global interests in property, entertainment and insurance. Its portfolio includes French resorts operator Club Méditerranée SA, a stake in Canadian circus troupe Cirque du Soleil and One Chase Manhattan Plaza, a prime property in lower Manhattan.

Dow Jones Newswires
July 28, 2016

Pfizer To Acquire Gene-Tech Company
By Austen Hufford

Pfizer Inc. on Monday said it would acquire gene-therapy company Bamboo Therapeutics Inc., the latest sign of a resurgence of interest in the technology.
Pfizer will pay $150 million for the shares of Bamboo it doesn’t hold, with potential milestone payments of as much as $495 million. In the first quarter, Pfizer purchased 22% of Bamboo for $43 million. The Chapel Hill, N.C.-based Bamboo focuses on developing gene therapies for patients with rare disease related to neuromuscular and central nervous system conditions.

Gene therapy involves the injection of genetic material into a person’s cells to treat or prevent a disease. The research stalled after some study participants died or developed cancer after receiving gene therapies in the late 1990s and 2000s. Recently, however, the technology has been given another look.

In May, GlaxoSmithKline PLC’s gene therapy cure for children born with an extremely rare condition that prevents them from developing a strong immune system was approved by the European Commission. It is only the second gene therapy to be sold in Europe, after UniQure NV’s Glybera for a rare genetic condition in which the body can’t break down fat molecules. No gene therapies are approved for sale in the U.S.

“The field of gene therapy research has made tremendous strides in recent years,” said Mikael Dolsten, Pfizer’s president of research & development. “We believe that gene therapy may hold the promise of bringing true disease modification for patients suffering from devastating diseases, and we hope to see this promise come to fruition.”

The deal also includes a 11,000-square-foot manufacturing facility used for developing clinical trial materials.

Pfizer shares rose 1% to $37.26.

Dow Jones Newswires
August 02, 2016

Hutchison China Meditech, AstraZeneca to Accelerate Savolitinib

LONDON–Hutchison China Meditech Limited (HCM.LN) and AstraZeneca PLC (AZN.LN) on Monday announced an amendment to the 2011 global licensing, co-development, and commercialization agreement regarding savolitinib in order to accelerate savolitinib’s global development and increase Chi-Med’s participation in the program.

Based on data from multiple studies, savolitinib has shown early clinical benefit as a highly selective c-Met inhibitor in a number of cancers. As a consequence, savolitinib’s global development plan now covers multiple c-Met-driven solid tumor indications including non-small cell lung cancer, kidney, gastric and colorectal cancers.

The amendment provides that Chi-Med will contribute up to $50 million, spread primarily over three years, to the joint development costs of the global pivotal Phase III study in c-Met-driven PRCC.

Hutchison China Meditech shares at 0703 GMT flat at 1,892.5 pence.

Dow Jones Newswires
August 01, 2016

Richter Signs Pact With Recordati for Marketing Cariprazine Drug

By Margit Feher

BUDAPEST–Hungary’s largest drug maker Richter Gedeon Nyrt. said on Tuesday that it has signed an exclusive license agreement with Italian drug firm Recordati for marketing Richter’s antipsychotic drug cariprazine to treat bipolar mania and schizophrenia in Western Europe, Algeria, Tunisia and Turkey.

Recordati will make an upfront payment on the signing of the contract, while further milestone payments will be made depending on the progress...
Biogen Draws Takeover Interest from Rival Drugmakers

Biotechnology giant Biogen Inc. has drawn takeover interest from drug companies including Merck & Co. and Allergan PLC, raising the possibility of another huge deal in the health-care industry.

Merck and Allergan have each sounded out Biogen on the possibility of a takeover, people familiar with the matter said. The communications were informal and preliminary, and they may not result in a deal -- in part because Biogen may not be interested, they added.

Biogen had a market value of $68 billion on Tuesday afternoon. It isn't clear whether other large drug companies also are contemplating a purchase of the company, which is searching for a new chief executive.

Whether there is a deal or not, the interest in Biogen shows the hunger big pharmaceutical companies have for new sources of growth. After years in which their pipelines were depleted, new-drug approvals are up. But the companies have become so large that adding a new blockbuster drug in many cases isn't enough to increase growth substantially -- especially given the pricing pressures that they face. Merck had a market value of $162 billion; Allergan’s was $101 billion.

Biogen had sales of $10.8 billion last year, up 11%. The company, based in Cambridge, Mass., dominates the lucrative market for multiple-sclerosis drugs, now worth nearly $20 billion a year. Its Tecfidera treatment for the condition had one of the best new-drug launches after its 2013 approval, and Biogen stock has roughly doubled since the beginning of that year, even after a sharp recent drop.

Following The Wall Street Journal report Tuesday, Biogen shares closed up 9.4% to $330.11. Biogen shares have dropped from a high of nearly $500 they touched early last year, amid worries about its growth prospects. Tecfidera sales have slowed as competitors like Roche Holding AG develop rival treatments. The decline in Biogen stock may be seen as an opening for prospective suitors who also may view the company as vulnerable to a takeover because it is in flux.

Last month, Biogen Chief Executive George Scangos said he would step down in coming months -- just as the company topped second-quarter expectations, provided an upbeat earnings outlook and unveiled a $5 billion share buyback. Biogen said it is searching for a new CEO. It also is
spinning off its faster-growing but small hemophilia-drugs unit.

To be sure, Biogen's pipeline of drugs in development is considered by some on Wall Street to be highly risky. The company has spent heavily on potential treatments for Alzheimer's, a disease that has consistently frustrated drugmakers.

But Biogen's research in Alzheimer's and strength in multiple sclerosis would also make it attractive to the likes of Merck and Allergan. One of Allergan's top-selling products is Alzheimer's drug Namenda. Biogen's multiple-sclerosis therapies would add to Allergan's portfolio of drugs that treat central-nervous-system disorders.

Dublin-based Allergan has been an active deal maker in recent years, usually with friendly targets, as it has sought to leverage a low-tax domicile and build a portfolio that is among the industry's fastest-growing.

In April, Allergan and Pfizer Inc. walked away from a proposed $150 billion merger after the government took steps to deter deals known as tax inversions. The combination would have helped Pfizer lower its corporate tax rate by moving its headquarters abroad.

Allergan on Tuesday closed the $40.5 billion sale of its generic-drugs business to Teva Pharmaceutical Industries Ltd. The sale provides a windfall of cash Allergan could use to help pay for a large acquisition.

Adding Biogen's drugs for multiple sclerosis -- a condition that affects more women than men -- would complement Merck's portfolio of female-health products, including birth-control device NuvaRing. Like Biogen, Merck is investing heavily in finding new Alzheimer's treatments.

Merck is trying to return to consistent sales growth after several years of declines, as some of its older drugs have been hurt by generic competition. Sales in its Januvia franchise have slowed because of intense competition in the diabetes market.

To help rejuvenate its pipeline, Merck, based in Kenilworth, N.J., has been on a buying spree of late. Last year, it bought Cubist Pharmaceuticals for about $8 billion. In July, it acquired biotech Afferent Pharmaceuticals for about $500 million.

Merck's biggest deal to date was its roughly $50 billion acquisition of Schering-Plough Corp. in 2009. Any deal for Biogen would provide a jolt for a mergers-and-acquisitions market that has been more subdued this year following a record surge in 2015, when some $4.4 trillion of deals were struck.

Total announced takeover volume world-wide stands at $1.97 trillion so far this year, down 19% from the same period in 2015, according to Dealogic. Market volatility and the collapse of a number of high-profile mergers have put a damper on deal making this year, bankers say.

Health care has been hit particularly hard, with the government scuttling Pfizer-Allergan and now seeking to block two big health-insurer tie-ups announced last year: the proposed mergers of Aetna Inc. and Humana Inc. and Cigna Corp. and Anthem Inc.

Companies involved in both deals have indicated they were ready to fight to save their transactions.

Health care is the third-busiest sector for M&A globally this year, after technology and real estate; last year it was second after technology. Year to date, there have been $185 billion in announced health-care deals globally, according to Dealogic. That is less than half the volume for the same period in 2015.

Dow Jones Newswires
August 02, 2016
Gainey McKenna & Egleston Announces A Class Action Lawsuit Has Been Filed Against Tokai Pharmaceuticals, Inc.

NEW YORK-- Gainey McKenna & Egleston announces that a class action lawsuit has been filed against Tokai Pharmaceuticals, Inc. in the United States District Court for the Southern District of New York on behalf of purchasers of common stock of Tokai between June 24, 2015 through July 25, 2016, inclusive, seeking to pursue remedies under the Securities Exchange Act of 1934.

According to the Complaint, Defendants issued false and misleading statements to investors and/or failed to disclose that: (1) there were significant structural problems with the trial design for Tokai Pharmaceuticals' pivotal Phase 3 galeterone study, ARMOR3-SV; (2) in turn, ARMOR3-SV was unlikely to succeed in meeting its primary endpoint; (3) consequently, commercialization of galeterone was less likely and/or imminent than Tokai had led investors to believe; and (4) as a result, Defendants' statements about Tokai's business and operations were false and misleading and/or lacked a reasonable basis. When the true details entered the market, the lawsuit claims that investors suffered damages.

Dow Jones Newswires
August 03, 2016

CEO Faces Off With Short Seller in Libel Suit
By Charley Grant

The chief executive of a Canadian drugmaker is suing a noted short seller for libel after the investor criticized the CEO's tenure at another drug company, which earlier settled charges of accounting fraud.

On one side of the feud is Marc Cohodes, who worked at a short selling hedge fund but now raises chickens in California and invests his own money, including shorting shares. Mr. Cohodes has been short the shares of Concordia International Inc. because it carries a heavy debt load due to acquisitions and has grown profits by sharply raising prices for some of its drugs. Mr. Cohodes called Concordia "the poor man's Valeant" in an interview earlier this year with Graham & Doddsville, an investment newsletter published by students at Columbia Business School.

Concordia's shares have fallen in tandem with Valeant's. Other drug companies pursuing similar strategies have also experienced sharp declines in stock prices over this period. But it is the tenure of Mr. Thompson as associate general counsel and vice president for business development at Biovail that has turned the investing fight into a legal one. Mr. Thompson personally filed a lawsuit against Mr. Cohodes, a former portfolio manager at the now-defunct hedge fund Rocker Partners, in Ontario Superior Court of Justice last month that Concordia was in talks to sell the business to Apollo Global Management LLC, after two other private-equity firms passed on a deal. Short sellers have compared Concordia with Valeant Pharmaceuticals International Inc. because it carries a heavy debt load due to acquisitions and has grown profits by sharply raising prices for some of its drugs. Mr. Cohodes called Concordia "the poor man's Valeant" in an interview earlier this year with Graham & Doddsville, an investment newsletter published by students at Columbia Business School.

Mr. Cohodes personally filed a lawsuit against Mr. Cohodes, a former portfolio manager at the now-defunct hedge fund Rocker Partners, in Ontario Superior Court of Justice last month, according to documents obtained by The Wall Street Journal. Mr. Thompson is seeking $4 million
Canadian dollars (US$3 million) in damages for libel, according to those documents.
Mr. Thompson alleged in the complaint he has "suffered damage to his reputation and feelings" as a result of "false and defamatory statements" from Mr. Cohodes. The lawsuit cites an April 29 television appearance by Mr. Cohodes on the Canadian financial news channel Business News Network as a libelous action. "The management of Concordia, their past gig was at something called Biovail, which I was short a long time ago [and] was a complete and utter fraud. So [Mr.] Thompson has a history of nonsense when he was at Biovail," Mr. Cohodes said at the time. In 2008, U.S. securities regulators charged Canada-based Biovail and some executives with accounting fraud and material misstatements in a civil action. Mr. Thompson wasn't among the executives charged. Biovail paid $10 million to settle the matter without admitting or denying the claims, the Journal reported at the time.
Biovail merged with Valeant in 2010. The remarks by Mr. Cohodes came in response to a question about statements reportedly made by Mr. Thompson at the Concordia annual general meeting, also on April 29. "If you are a chicken farmer, your chickens will come home to roost," Mr. Thompson said, according to Business News Network.
Mr. Thompson declined to comment through a Concordia spokesman. But the complaint alleges that Mr. Cohodes "has launched a campaign to manipulate downward the price of Concordia shares by, among other things, criticizing Mr. Thompson."
More than 30% of Concordia's publicly available shares are sold short, according to FactSet data.
Mr. Cohodes responded Wednesday in a letter to Canadian and U.S. Securities and Exchange Commission on Concordia's board of directors, a copy of which was reviewed by the Journal. "In 2006, Biovail's management sued some of its critics (not me) to try to stifle them, and cost innocent people a lot of money in legal fees and lost time," said Mr. Cohodes. "Mr. Thompson evidently believes that he can silence his and Concordia's critics through a lawsuit -- just like the managers of Biovail (and other companies) have done over the years."
Mr. Cohodes said in the letter the "nonsense" to which he referred in the April television interview "was the nonsensical tactic of attacking one's critics: that tactic detracts from a manager's job to properly run his business and only brings more scrutiny on the manager."
Mr. Thompson argued in the lawsuit that the statements "were understood to mean that Mr. Thompson had committed fraud during his employment with Biovail."
This isn't the first time Mr. Cohodes has faced a lawsuit. The short seller was named as a defendant in a 2005 lawsuit by Overstock.com against Mr. Cohodes's former employer Rocker Partners, along with other executives. The fund, later named Copper River Partners, paid $5 million to Overstock to settle the case as the fund wound down, and the claim against Mr. Cohodes was released as part of the settlement.
A software company named AremisSoft sued Rocker Partners in 2001 and named Mr. Cohodes as a defendant. The lawsuit was later dropped, and AremisSoft filed for bankruptcy in 2002.
Dow Jones Newswires
July 29, 2016
FINANCIALS

AbbVie Results Boosted by Humira, Pipeline Growth
By Lisa Beifuss

Drugmaker AbbVie Inc. lifted its profit forecast for the year Friday after second-quarter results easily topped expectations, boosted by its growing pipeline and higher sales of its anti-inflammatory drug Humira.

Shares of AbbVie, up 6% over the past year, rose 1.8% to $65.90 in morning trading in New York.

AbbVie continued to be led by Humira, sales of which rose 17% to $4.15 billion in the second quarter. The company cited continued momentum across the drug’s three major market categories -- rheumatology, dermatology and gastroenterology.

Also likely helping Humira sales were higher drug prices. The average U.S. net price for a Humira package, including all rebates and discounts, rose 18% last year, The Wall Street Journal reported earlier this month, citing data AbbVie submitted to Medicare.

The Illinois company, formed in 2013 when it spun off from Abbott Laboratories, has been aggressively on the hunt for drugs that will lessen its dependence on Humira, which faces potential competition from copycat drugs in the years ahead.

In June, AbbVie acquired cancer-drug developer Stemcentrx Inc. for $5.8 billion, a deal that followed last year’s $21 billion acquisition of Pharmacyclics Inc. through which AbbVie won partial rights to the blood-cancer drug Imbruvica. It also has recently received regulatory clearance in the U.S. for leukemia treatment Venclexta and multiple sclerosis drug Zinbryta.

Total revenue rose 18% to $6.45 billion, above the estimate of $6.20 billion by analysts polled by Thomson Reuters.

AbbVie posted a profit of $1.61 billion, or 98 cents a share, up from $1.37 billion, or 83 cents a share, a year earlier. Excluding intangible asset amortization expenses, among other items, per-share profit rose to $1.26 from $1.08.

Analysts expected $1.20 in adjusted earnings per share.

Following the better-than-expected second-quarter results and considering newly-acquired drugs, AbbVie pushed up its per-share earnings forecast for the year to $4.73 to $4.83 from $4.62 to $4.82. Analysts have projected $4.75 a share.

Dow Jones Newswires
July 29, 2016

SANOFI

Sanofi Profit Down as Diabetes Drug Sales Slip

By Noemie Bisserbe

PARIS—French drugmaker Sanofi SA on Friday reported a fall in second-quarter net profit, hurt by dwindling diabetes U.S. sales and adverse currency moves but said it still expected to meet its profit target this year.

The Paris-based drugmaker said net profit declined by 11% to EUR1.16 billion for the three months through June from EUR1.3 billion a year earlier.

Business net income, the company’s term for adjusted income excluding the impact of acquisitions and divestments, fell 9% to EUR1.68 billion, just slightly below analysts’ expectations of EUR1.70 billion. Sanofi’s total sales declined 5% to EUR8.14 billion.

The company said it still expected its business earnings per share to remain “broadly stable” in 2016 at constant exchange rates, “barring unforeseen major adverse events.”

Sanofi’s earnings this quarter reflect continuing pricing pressure in the U.S. on its top selling medicine Lantus, as the French drug maker scrambles to replenish its new drugs pipeline.

Diabetes drug sales, which account for about 20% of the company’s revenue,
fell 5% to EUR1.6 billion in the second-quarter, hurt by lower sales of its insulin drug Lantus. However, Genzyme, Sanofi’s biotech unit, posted a 18% jump in revenue to EUR1.25 billion, boosted by sales of multiple sclerosis treatments Aubagio and Lemtrada. Vaccines sales were also up 3% to EUR797 million, while sales of consumer health care products fell 10% to EUR800 million. Sanofi has been in pursuit of U.S. biotech Medivation for months in an attempt to rebuild a competitive position in a hotly tipped market. Medivation, a Nasdaq-listed company that focuses on hard-to-treat cancers, markets one prostate-cancer therapy, Xtandi, and has two other oncology assets in clinical development. On July 5, the San Francisco firm finally opened the door to potential takeover talks after months as a reluctant target. But Sanofi could face some competition. Medivation has signed confidentiality agreements with several suitors. In addition to Sanofi, Pfizer Inc. and Celgene Corp. are among the companies that have signed confidentiality agreements, according to people familiar with the matter.

Dow Jones Newswires
July 29, 2016

**Merck Revenue Rises on Cancer, Hepatitis Treatments**

By Peter Loftus and Austen Hufford

Merck & Co. posted an unexpected increase in second-quarter revenue thanks to new cancer and hepatitis treatments, and an increased profit versus a year-earlier period that was weighed down by foreign-exchange losses. The drugmaker also tightened its full-year 2016 financial forecast, which was mostly in-line with analyst forecasts. Merck is trying to return to consistent sales growth after several years of declines, as older drugs have lost sales to generic competition. The company is aiming to replace the lost revenue with sales from new products such as the cancer immunotherapy Keytruda and hepatitis C treatment Zepatier, and has cut costs in an effort to bolster profits. But some analysts see a tough road ahead for Merck. Keytruda faces a strong competitor in Bristol-Myers Squibb Co.’s Opdivo cancer immunotherapy, which has generated higher sales. And Merck faces sales declines in coming years for top drugs including cholesterol treatments Vytorin and Zetia, due to generic competition, said Credit Suisse analyst Vamil Divan.

For the quarter, the company posted a profit of $1.21 billion, up 75% from $687 million a year earlier, when Merck took a $715 million charge to devalue its assets in inflation-plagued Venezuela. Earnings rose to 43 cents a share from 24 cents a share. Excluding restructuring and acquisition-related costs, per-share earnings rose to 93 cents from 86 cents. Analysts polled by Thomson Reuters had forecast per-share earnings of 91 cents a share on revenue of $9.78 billion. Sales grew 0.6% to $9.84 billion. Merck’s pharmaceutical revenue increased 1.6% to $8.7 billion for the second quarter, driven by growth in cancer treatments, hospital acute care, cardiovascular treatments and vaccines. Keytruda, which treats melanoma and lung cancer, posted sales of $314 million in the most recent quarter, compared with $110 million in the same quarter last year. Merck is continuing to develop and launch the drug for different types of cancers; its Keytruda development program includes 30 tumor types across more than 300 clinical trials. Merck is trying to expand the use of Keytruda to include newly diagnosed lung-cancer patients -- a large market. Merck plans to release full details in August 4, 2016
the coming months of a study in which Keytruda prolonged survival in such patients, compared with chemotherapy.

"My sense is that these data are quite strong and potentially practice-changing in first-line lung cancer," Merck's head of research, Roger Perlmutter, said in an interview Friday.

In January, the U.S. Food and Drug Administration approved Merck's new treatment, Zepatier, for hepatitis C, the latest entrant in a booming market for drugs for the viral infection -- a market now dominated by Gilead Sciences Inc. Zepatier had sales of $112 million, compared with $50 million in the first quarter.

Much of Zepatier's sales so far have come from Merck's contract with the U.S. Department of Veterans Affairs' health-care division, Adam Schechter, head of Merck's pharmaceutical unit, said in an interview.

Sales of allergy treatment Nasonex fell 53% in the first quarter from the year prior. A generic version of the drug became available in the U.S. in March, and the company has said it expects significant losses in future sales.

Sales of Remicade, a treatment for inflammatory diseases, decreased 26% because of a loss of exclusivity and the accelerating impact of competition from lower-cost copies, known as biosimilars, primarily in Europe.

Combined sales of Type 2 diabetes treatments Januvia and Janumet increased 2%, while combined sales of cardiovascular drugs Zetia and Vytorin grew 4% on price increases.

Antibiotic Cubicin posted 22% sales growth to $357 million on price increases, but Merck said it had lost patent protection in June and that it expects a significant decline in sales.

HPV vaccines Gardasil and Gardasil 9 fell 8% to $393 million due to the timing of public sector purchases.

Earlier this month, Merck said it planned to lay off research-and-development workers at three East Coast sites in a shake-up of its early-stage drug-hunting efforts. At the same time, Merck plans to start new laboratories in Cambridge, Mass., and the San Francisco Bay Area, as part of a trend among large drugmakers to try to tap into hot clusters of biotechnology startup activity and academic research.

For the year, Merck now projects per-share adjusted earnings between $3.67 and $3.77 on revenue between $39.1 billion and $40.1 billion. Analysts had expected adjusted earnings of $3.72 a share on revenue of $39.49 billion.

Shares, which have risen 7% in the last three months, increased 0.5% in recent trading.

Dow Jones Newswires
July 29, 2016
<table>
<thead>
<tr>
<th>INDICATION</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
<th>Submitted (NDA / sNDA)</th>
<th>Approved</th>
<th>Cancelled/Rejected/Failed/Halted</th>
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<tbody>
<tr>
<td>A Alimentary tract and metabolism</td>
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<td>Eribulin PEGPH20 (Eisai &amp; Halozyme)</td>
<td>ZEPATIER™ (MSD)</td>
<td>NDA</td>
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<td>B Blood and blood forming organs</td>
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<td>venetoclax (AbbVie)</td>
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<td>C Cardiovascular system</td>
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<td>VLA84 (Valneva SE)</td>
<td>VIEKIRA XR™ (AbbVie)</td>
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<td>E General anti-infectives systemic</td>
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<td>H Antineoplastic and immunomodulating agents</td>
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<td>I Central nervous system</td>
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<td>J Musculo-skeletal system</td>
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<tr>
<td>K Sensory organs</td>
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<td>L Respiratory system</td>
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<td>M Diagnostic agents</td>
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Initiates clinical study in this phase  
Has accomplished clinical study in this phase

NDA = New Drug Application  
sNDA = Supplementary New Drug Application
# Mergers, Acquisitions, Cooperations, Licensing

## July 27, 2016 - August 02, 2016

<table>
<thead>
<tr>
<th>Activity*</th>
<th>When</th>
<th>Acquirer/ Buyer/ Driver/ Linceser</th>
<th>Acquired/ Seller/ Participant/ Licensee</th>
<th>Short Activity Description/ Objective</th>
<th>Estimated Value</th>
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</thead>
<tbody>
<tr>
<td>C</td>
<td>27-Jul-2016</td>
<td>Bristol-Myers Squibb Company</td>
<td>Janssen Biotech, Inc.</td>
<td>Bristol-Myers Squibb Company announced a new clinical research collaboration with Janssen Biotech, Inc. to evaluate Bristol-Myers Squibb’s Immuno-Oncology (I-O) agent Opdivo (nivolumab) and Janssen’s Live Attenuated Double–Deleted (LADD) Listeria monocytogenes cancer immunotherapy, expressing mesothelin and EGFRvIII (JNJ-64041757), in patients with non-small cell lung cancer (NSCLC).</td>
<td>N/A</td>
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<tr>
<td>C</td>
<td>27-Jul-2016</td>
<td>Hemispherx Biopharma</td>
<td>Avrio Biopharmaceuticals</td>
<td>Hemispherx Biopharma announced that it has reached an agreement with Avrio Biopharmaceuticals to serve as an additional contract manufacturer of Hemispherx’s experimental drug, Ampligen®, also known by its generic name rintatolimod. Avrio, an FDA inspected facility, has the capabilities for the compounding and fill/finish of sterile clinical and commercial grade Ampligen® to satisfy the Company’s ongoing domestic clinical studies as well as the recently initiated Early Access Program (EAP) in Europe and Turkey.</td>
<td>N/A</td>
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<td>L</td>
<td>28-Jul-2016</td>
<td>Jazz Pharmaceuticals plc</td>
<td>Pfenex Inc.</td>
<td>Jazz Pharmaceuticals plc and Pfenex Inc. announced an agreement under which Pfenex granted Jazz Pharmaceuticals worldwide rights to develop and commercialize multiple early stage hematology product candidates. Under the agreement, Pfenex will receive upfront and option payments totaling $15 million and may be eligible to receive additional payments of up to $166 million based on the achievement of certain development-, regulatory-, and sales-related milestones, including up to $41 million for certain non-sales-related milestones.</td>
<td>$15 million</td>
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<td>L</td>
<td>1-Aug-2016</td>
<td>Rafa Laboratories, Ltd.</td>
<td>Aeterna Zentaris Inc.</td>
<td>Aeterna Zentaris Inc. and Rafa Laboratories, Ltd. announced the signing of an exclusive license agreement for the Company's lead anti-cancer compound, Zoptrex™ (zoptarelin doxorubicin), for the initial indication of endometrial cancer, for Israel and the Palestinian Territories (the &quot;Territory&quot;). Under the terms of the License Agreement, Aeterna Zentaris will be entitled to receive a non-refundable upfront payment in consideration for the license to Rafa of the Company’s intellectual property related to Zoptrex™ and the grant to Rafa of the right to commercialize Zoptrex™ in the Territory.</td>
<td>N/A</td>
</tr>
</tbody>
</table>

* A = Acquisition, M = Merger, C = Cooperation, L = In-, Outlicensing
INSIGHT Health Pharmacy Market June 2016

INSIGHT Health is a leading provider in the German healthcare industry. The national market data represents the purchases of retail pharmacies from pharmaceutical wholesalers (coverage 100%) and the projected direct sales from manufacturer to pharmacy. The sales are evaluated by ex-factory prices.

Breakdown of German Pharmacy Market June 2016 (OTC and Rx)

<table>
<thead>
<tr>
<th>Pharmacy Market</th>
<th>June 2016 (mill. EUR)</th>
<th>+/- (%)</th>
<th>June 2016 (mill. UN)</th>
<th>+/- (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>OTC</td>
<td>406,0</td>
<td>-0,6%</td>
<td>73,4</td>
<td>-3,1%</td>
</tr>
<tr>
<td>Rx</td>
<td>2,215,3</td>
<td>4,0%</td>
<td>60,7</td>
<td>0,7%</td>
</tr>
<tr>
<td>Total</td>
<td>2,621,3</td>
<td>3,2%</td>
<td>134,2</td>
<td>-1,4%</td>
</tr>
</tbody>
</table>

Source: INSIGHT Health GmbH & Co. KG

Development of the German Pharmacy Market by June 2016

Source: INSIGHT Health GmbH & Co. KG
Breakdown of German Pharmacy Market June 2016
(AC 1)

<table>
<thead>
<tr>
<th>ATC1</th>
<th>Month</th>
<th>Cumulative: Year-To-Date</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Jun 2016</td>
<td>%</td>
</tr>
<tr>
<td>A Alimentary tract and metabolism</td>
<td>328,0</td>
<td>12,5%</td>
</tr>
<tr>
<td>B Blood and blood forming organs</td>
<td>166,6</td>
<td>6,4%</td>
</tr>
<tr>
<td>C Cardiovascular system</td>
<td>217,1</td>
<td>8,3%</td>
</tr>
<tr>
<td>D Dermatologicals</td>
<td>75,5</td>
<td>2,9%</td>
</tr>
<tr>
<td>G Genito-urinary system and sex hormones</td>
<td>87,9</td>
<td>3,4%</td>
</tr>
<tr>
<td>H Systemic hormonal preparations*</td>
<td>55,8</td>
<td>2,1%</td>
</tr>
<tr>
<td>J General ant-infectives systemic</td>
<td>247,4</td>
<td>9,4%</td>
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<tr>
<td>K Hospital solutions</td>
<td>10,4</td>
<td>0,4%</td>
</tr>
<tr>
<td>L Antineoplastic &amp; immunomodulating agents</td>
<td>546,1</td>
<td>20,8%</td>
</tr>
<tr>
<td>M Musculo-skeletal system</td>
<td>113,3</td>
<td>4,3%</td>
</tr>
<tr>
<td>N Central nervous system</td>
<td>379,1</td>
<td>14,5%</td>
</tr>
<tr>
<td>P Parasitology</td>
<td>6,3</td>
<td>0,2%</td>
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<tr>
<td>R Respiratory system</td>
<td>200,9</td>
<td>7,7%</td>
</tr>
<tr>
<td>S Sensory organs</td>
<td>83,4</td>
<td>3,2%</td>
</tr>
<tr>
<td>T Diagnostic agents</td>
<td>48,3</td>
<td>1,8%</td>
</tr>
<tr>
<td>V Various</td>
<td>47,8</td>
<td>1,8%</td>
</tr>
<tr>
<td>Total</td>
<td>2621,3</td>
<td>100,0%</td>
</tr>
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</table>

* excl. sex hormones

Source: INSIGHT Health GmbH & Co. KG

Growth of Leading Companies in Germany June 2016 (vs. June 2015 in %)

<table>
<thead>
<tr>
<th>Company</th>
<th>-40%</th>
<th>-30%</th>
<th>-20%</th>
<th>-10%</th>
<th>0%</th>
<th>10%</th>
<th>20%</th>
<th>30%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Novartis Pharma</td>
<td>7,34%</td>
<td>-40%</td>
<td>-30%</td>
<td>-20%</td>
<td>-10%</td>
<td>0%</td>
<td>10%</td>
<td>20%</td>
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<td>ratiopharm</td>
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<td>Bayer Vital</td>
<td>4,80%</td>
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<tr>
<td>Total</td>
<td>3,23%</td>
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</table>

Source: INSIGHT Health GmbH & Co. KG
ABOUT THE SOLVING COMPANY

The Solving Company is the Specialist for Marketing-Compliance-, Profitable Growth- and Performance Improvement Programs for Pharmaceutical-, Medical Devices- and Healthcare Companies.

We support our clients in developing and implementing growth strategies and operational performance improvement with tangible top- and bottom-line impact. Our consulting services are structured along three main areas:

- Strategy consulting
- Top Management projects and organization
- Performance improvement projects

Since more than 20 years, we support leading companies in Germany, across Europe and in other important markets for all major indications. We are able to provide international teams of industry-experienced practitioners that can also support implementation.

What we can do for you:

- Identify, evaluate, qualify and focus growth opportunities
- (Re-)Structure processes in Sales, Marketing, Medical Affairs etc.
- Optimize marketing spending and resources allocation and improve cost effectiveness
- Enable “Performance with full Integrity” with all internal and external requirements
- Support launches of your products or preparation for competitors’ launches
- Initiate and manage change to deliver growth potentials

Major Services:

Growth, profit improvement and marketing compliance

- Programs for profitable growth (company, BU’s, products) in OTC, Rx (open care & hospital markets)
- Global performance, gap-filling and cost reduction
- Implementation of new promotional models and market access
- Marketing-Compliance-systems and -process optimization

Marketing- and Sales Excellence, Product launch support

- Marketing and exit strategy, portfolio & life cycle management
- Launch excellence programs and launch-teams to support product launches
- Marketing & sales effectiveness, improve targeting & performance
- Global marketing and marketing mix optimization

Resources allocation and spending optimization to improve ROI
- Strategic invest/divest decisions
- Project and program management
- Sales force performance and SF size and structure optimization

Requirements and efficiency of Healthcare Compliance

- Develop and implement a holistic healthcare compliance system
- Boost effectiveness and reduce exposure risk in marketing-, sales- and medical processes
- Implement state of the art electronic support-tools
- Optimize Marketing Mix under ROI, develop new/adapted activities, support scientific marketing

Performance of other functions

- Improve organization, process performance in marketing & sales, medical/R&D and cross functions
- R&D strategies and in-licensing projects to support the own pipeline

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*Clifford Chance also has a co-operation agreement with Al-Jadaan & Partners Law Firm.

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- Business Compliance
- Distribution and Cooperation
- Research & Development
- M&A Transactions/Joint Ventures
- Privatization
- Product Liability
- Reimbursement
- Patents, Trademarks & Licensing
- Hospitals and Nursing Homes

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NETWORK PARTNER: INSIGHT HEALTH

INSIGHT Health offers a broad portfolio for data services in the German health care. With more than 60 employees and more than 200 customers predominantly from the pharmaceutical industry as well as the pharmaceutical associations, INSIGHT Health has the necessary know-how as a full-service provider in a complex, changing market environment.

Our claim:

- data quality on highest level
- flexible solutions
- individual customer service
- quickest possible data supply

Our national services are divided into prescription and pharmacy market data:

Prescription Monitor

Registration of all public sick fund prescriptions via pharmacy coding centers, Doctor specialist group specific and incl. private prescriptions.

Pharmacy Monitor

Registration of purchases of public pharmacies from pharmaceutical wholesalers (100%) and additional registration of sales from up to 3,000 panel pharmacies in purchases and sales.

Our regional services offer detailed solutions for the complete health care market:

Registration of all prescriptions according to the insured of currently 160 statutory health insurance funds, shown separately as 240 funds (historically). Subdivision into regions of physicians’ associations (KV-Regionen) or areas of physicians’ associations (KV-Bezirke). Available analyses or reports:

- Target group selection of relevant physicians or pharmacies
- Set-up of sales force structures or geographical maps
- Sales force control and rating
- Rebate Agreement Services
- Margin Calculation
- Rebate Reporting
- Weekly Monitor
- Aut idem Analysis

Furthermore, INSIGHT Health provides additional services e.g. patent research from our patent database, individual pharmaceutical reports and patient data according to the health insurance market.

If you have any further questions or would like to know more about our customized services, please contact:

Jürgen Rost (Director National Data)
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+49 6126 955-69
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ABOUT THE SOLVING COMPANY

NETWORK PARTNERS
- Clifford Chance
- INSIGHT Health
- PP Pharma Planing

FEEDBACK, REGISTRATION & MORE

NETWORK PARTNER:
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International Health Care Recruitment

Dr. Reinhardt Bergauer, CEO
Doris Ruf-Messing, Senior Partner
Birgit Strecner-Gerdles, Senior Partner
Marion Kling, Office & Finance
Astrid Höpfner, Office Mgmt.
Irina Soksova, Research Specialist
Eastern Europe and Russia
Korbinian Kaufmehl, Research Specialist Tech Ops
Eva Kasper, Research Specialist American / English speaking Countries
Mel Fischer, Research Specialist

Company Profile

PP PHARMA PLANING is active in International Executive Search & Specialist Recruitment Health Care, all functions and management levels from some two years business experience onwards, that results in target incomes of some € 70.000 p.a. up to € 350.000.

Examples of Health Care industries: Pharma, Medical Devices, BioTech, Dentals, Cosmetics, APIs, Diagnostics, Service Providers, Hospitals, Phyto, Non-Profit-Organisations, Institutions, Suppliers.

The core competencies are direct approach of non-active candidates in target companies, 25 years of activities in Health Care with the result of perfect network and own databases

Experienced consultants and own researchers are ready to deliver concepts, searches, on-boarding, integration.

This business approach shows considerable results if other methods like job postings or contacts in social medias do not deliver results as they address to active candidates.

Services

More than 1000 placements since 1985, extensive market knowledge, excellent network to the benefit of our clients.

Strongpoints in concepts, searches, onboarding, integration.

Offices in Freiburg (D) and Basel (CH) Permanent Partner in Vienna (A) and Dallas / Texas (USA). Project partners worldwide The Hunting Ground is globally.

Please contact:
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