



ALLIANCE UPDATE

Companies	Agreement
Amgen & Genetics Institute	The two have settled all outstanding patent disputes involving erythropoietin. Genetics Institute will pay Amgen \$14 million now and possibly an additional \$2 million later.
	Applied Immune Sciences & Rhone-Poulenc Rorer
Rhone-Poulenc Rorer (RPR) has agreed to pay \$113 million to acquire a 37 percent stake in Applied Immune Sciences (AIS), a stake that RPR will have the right to raise to 60 percent by 1997. RPR believes that AIS' patented technology to treat patient cells outside the body and then return them to the body is the future of medical therapy.	
Chiron & Hoffmann-La Roche & Kodak	The three have settled their dispute regarding the rights to polymerase chain reaction (PCR) technology in <i>in-vitro</i> human diagnostics. Kodak acknowledges Roche's ownership of all key patents covering PCR technology. In return, Kodak receives a non-exclusive royalty-bearing license without sublicensing rights that is limited to the <i>in-vitro</i> human diagnostics market.
Cytogen & Dow Chemical	Cytogen has acquired the exclusive rights to Dow's radiopharmaceutical Sumarium-153-EDTMP, developed to alleviate bone pain caused by metastatic cancer. Cytogen is responsible for Sumarium's ongoing phase III trials in the U.S. and Europe.
Galagen & Nestle	Galagen has acquired exclusive North American rights from Nestec, the research division of Nestle, to two biopharmaceuticals that are derived from bovine milk and colostrum and that treat digestive diseases. Galagen gets patents, phase I/II data, and manufacturing technology.
Genelabs Technologies & Boehringer Mannheim	Boehringer Mannheim will non-exclusively license Genelabs' technology to develop products to diagnose Hepatitis X virus. In return, Genelabs will receive equity investments, initially \$10 million, milestone payments, and royalties.
	Genetics Institute & Yamanouchi
Genetics Institute (GI) and Yamanouchi have formed GI-Yamanouchi European Partnership to commercialize bone morphogenic proteins (BMPs) in Europe. The two have been collaborating on BMPs for some time.	
Genpharm International & Collagen	Collagen will purchase \$2 million in Genpharm preferred stock, and the two will collaborate to develop human collagen from the milk of transgenic dairy cattle.
Genpharm International & Stratagene	The two have developed a new transgenic mouse for mutagenesis and tumorigenesis research. The mouse will, for the first time, allow tissue-specific <i>in-vivo</i> testing for mutation and tumor endpoints in the same animal.
Genzyme & Catalytica	The two will develop novel synthetic routes to make complex fine chemicals and pharmaceuticals.
Houston Biotechnology & Genentech	The two will develop Houston Biotechnology Inc.'s (HBI) patented lung-derived neurotrophic factor (LDNF), which HBI believes will combat glaucoma. Genentech gets certain exclusive rights to license LDNF to treat diseases other than those involving the eye.
Human Genome Sciences & SmithKline Beecham	The two will collaborate in large-scale gene sequencing. SmithKline will receive exclusive worldwide rights to therapeutic, vaccine, and diagnostic products and services developed from gene-sequence data. Human Genome Sciences will receive royalties on sales of products in the human and animal health fields and will be able to copromote certain products.
Matrix Pharmaceutical & Medeva	The two will commercialize Matrix's dermatology therapeutic-implant products in the U.S. and Europe. Medeva will make an equity investment in Matrix of \$10 million and will provide \$12 million in development and milestone payments.
Rhone-Poulenc Rorer & Baxter International	The two have reached a worldwide settlement of a long-standing lawsuit concerning ultra-pure Factor VIII:C concentrates for hemophilia. Baxter will pay Rhone-Poulenc Rorer (RPR) \$105 million plus royalties on its sales. RPR will grant Baxter a worldwide nonexclusive license.
Sepracor & Marion Merrell Dow	In exchange for a \$7.5 million licensing fee, Sepracor has granted Marion Merrell Dow (MMD) exclusive rights to its patent application covering the use of terfenadine carboxylate, a metabolite of MMD's Seldane antihistamine. MMD also made a \$10 million equity investment in Sepracor.
Somatogen & NeXagen	The two will investigate the use of Somatogen's recombinant human hemoglobin as a drug-delivery platform to enhance the plasma half life of NeXagen's proprietary high-affinity nucleic-acid ligands.
Sphinx Pharmaceuticals & Eli Lilly	The two will restructure their research collaboration on the protein kinase C (PKC) family of intracellular enzymes. Sphinx has reacquired the rights to commercialize PKC products in the areas of cardiovascular diseases, central nervous system disorders, and inflammatory disorders. Lilly will retain commercialization rights for PKC regulators in the area of diabetes.
Texas Biotechnology & Genentech	Texas Biotechnology has licensed Genentech's antithrombotic Argatroban, which Genentech previously licensed from Mitsubishi Kasei. The drug had sales of \$40 million in Japan last year.
U.S. Bioscience & Schering-Plough	Schering-Plough has acquired exclusive marketing rights in Western Europe to Ethyol, a U.S. Bioscience chemotherapy and radiotherapy protective agent.
AGBIOTECH	
Ecogen & China National Green	Ecogen and this division of the Chinese Ministry of Agriculture plan to produce biorational insecticides, including <i>Bacillus thuringiensis</i> (Bt)-based products, in China.

—Mark Goodstein