

ALLIANCE UPDATE

Companies Agreement

Affinity Biotech & Block Drug	Affinity has licensed its microemulsion formulation of a topical consumer product to Block Drug. Block will fund Affinity's optimization process of the product's formulation. The product is part of a product category with annual U.S. sales of over \$100 million.
Allelix & Glaxo Canada	The two have formed a joint venture to pursue the clinical development of parathyroid hormone, a protein involved in regulating bone-mineral metabolism, to treat osteoporosis. Glaxo Canada currently holds a 9.7 percent equity position in Allelix.
Avid Therapeutics & Warner-Lambert	The two will develop new drugs to treat hepatitis B. The alliance combines Avid's technology for identifying small-molecule drugs active against hepatitis B with Warner-Lambert's library of pharmaceutical compounds. Warner-Lambert will make an equity investment in Avid.
Celltech & Bayer	Bayer has exercised its option to license Celltech's human antibody against tumor necrosis factor (TNF), CDP571, for all clinical indications. Bayer paid Celltech another £4 million in milestone payments, bringing the total to £8 million. In phase II septic-shock trials, CDP571 reduced circulating TNF levels and induced low immune responses.
Celltech & Hoffmann-La Roche	Celltech will manufacture a Roche humanized monoclonal antibody directed against the Tac protein that is being developed to treat a variety of life-threatening immune disorders. Celltech will then transfer to Roche technology for a second-generation manufacturing process. Roche will make a £5million equity investment in Celltech.
Centocor & Wellcome	The two will develop certain Centocor monoclonal-antibody-based agents, including Panorex, to treat cancer. Wellcome will market any approved drugs in most parts of the world and will take an equity stake in Centocor of two million newly issued shares, about 5 percent of Centocor's total shares. Panorex has been tested in a phase III trial in Germany involving 189 colorectal-cancer patients.
Collaborative Research & Immuno-Cor	To develop new biological molecules, Collaborative will use Immuno-Cor's structural algorithms to screen its human cDNA libraries for novel peptide-hormone molecules. Collaborative has purchased a non-controlling equity position in Immuno-Cor.
Cryopharm & COBE BCT	COBE, a maker of blood-cell separators, will acquire the worldwide rights to Cryopharm's cell-preservation technology. COBE will provide Cryopharm with \$4.6 million as an upfront payment and for research support through 1994.
Gensia & Aramed & Marion Merrell Dow	Marion will not exercise its option to license the adenosine regulating agent GP-1-531. Gensia and Aramed, a Gensia spinout, will develop the compound for use in cardiovascular disease.
Genzyme & Argus	The two will develop Tretinoin, a lipid-based intravenous form of tretinoin for anticancer therapy currently in phase I trials for hematologic malignancies. Genzyme will make a \$5 million equity investment in Argus, with the potential for an additional \$5 million equity investment, plus milestone payments of \$1.5 million.
ImClone Systems & American Cyanamid	The two will develop vaccines to prevent gonorrhea. The agreement is a continuation a 1987 agreement to develop vaccines to prevent infectious diseases other than gonorrhea. Cyanamid gets exclusive worldwide rights to manufacture and sell gonorrhea vaccines.
Interneuron Pharmaceuticals & Elan	Interneuron has licensed to Elan a medical food product for Parkinson's disease patients. The product's levels of carbohydrates and proteins help Parkinson patients taking L-dopa to include protein in their diets. Elan will pay \$5.4 million in advance royalties to Interneuron for worldwide exclusive rights to the product.
MedImmune & Melville Biologics	MedImmune will acquire Melville Biologics—a developer and manufacturer of blood-derivative products—for \$40 million in newly issued shares of MedImmune common stock. MedImmune gets several new, near-term product opportunities, as well as additional manufacturing capacity for its polyclonal antibodies.
Panlabs & AMRAD	AMRAD will use Panlabs discovery technologies to search Australian flora and fauna for new drugs. Panlabs will provide AMRAD with systems and assistance to enable the rapid screening of natural-source samples. AMRAD will develop commercial applications for any discoveries.
Procept & Sandoz Pharma	The two will develop specific small-molecule drugs to treat severe immune-system disorders like autoimmune diseases and organ-transplant rejection. Sandoz will pay Procept \$29 million to fund research programs based on Procept's knowledge of immune cell receptors, including the CD4 and CD2 receptors on T cells. The firms will jointly market all products.
Rhône-Poulenc & Institut Merieux	Rhône-Poulenc will acquire the 49 percent of Institut Merieux that it doesn't already own. In a stock swap valued at \$1.3 billion, Rhône-Poulenc will exchange 77 shares of common stock for every 5 shares of Merieux stock.
Vertex & Roussel Uclaf	The two will develop orally active compounds that target IL-beta converting enzyme, which releases the inflammatory protein interleukin-1 beta, to treat inflammatory diseases. Roussel will invest up to \$30 million for research support. Marketing of products will be a joint effort.
Xenova & FMC & Purdue University	Purdue will supply Xenova with plant extracts from a collection of 1,500 plant species. Xenova will then screen these samples. Xenova will have exclusive rights to all human and animal pharmaceutical compounds developed from the collection, while FMC's Agricultural Chemical Group will retain rights to any leads with agrochemical applications.

—Mike Ginsberg