Alphaeon Corp. Goes to Switzerland for First Product

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Newport Beach-based Alphaeon Corp. has reached overseas for its introductory product.

The Newport Beach-based “lifestyle healthcare” company said it has acquired the licensing rights for a line of lower-face skin fillers and “cosmeceuticals” from Switzerland-based Teoxane Laboratories.

Teoxane’s products are available in some 90 overseas markets and are based on hyaluronic acid, which is a moisturizing agent naturally found in the skin. Alphaeon said it will market Teoxane’s line of dermal fillers and cosmeceuticals to credentialed doctors.

“During the past 10 years, Teoxane has gained significant market presence and leadership in Europe,” said Robert Grant, Alphaeon’s chief executive, in a news release.

Independent firm Millennium Research Group Inc. notes that Teoxane is among the top 10 manufacturers in the global facial injectable market, a list that includes a pair of names familiar to local observers: Irvine-based Allergan Inc., maker of the Juvéderm dermal filler line; and Montreal-based Valeant Pharmaceuticals International Inc., which has Orange County roots and got the Restylane dermal filler line through its late 2012 buy of Teoxane.

Teoxane also offers PureSense and ReDensity, two injectables made with lidocaine, a local anesthetic designed to reduce pain via injections.

Valérie Taupin, Teoxane’s founder and chairman, is joining Alphaeon’s board.

Alphaeon “emerged as the clear choice for our U.S. partnership,” Taupin said in a news release.

Taupin brought up a pair of Alphaneon products when explaining why Teoxane picked Alphaeon as its U.S. partner.

She cited Alphaeon leadership’s “track record of success driving double-digit growth at Botax Cosmetic” and bringing to market the Juvéderm family of brands.

Grant is a former president of Allergan Medical, the Allergan unit Botox Cosmetic and Juvéderm fall under.

Teoxane established in 2003. The company received its first European product regulatory approval a year later. Alphaeon was formed last month by Newport Beach-based private equity investor Stathopulius Crown Holdings LLC, where Grant is chairman.

The company is seeking its place as a licensee, operating as a middleman of sorts between device and product makers and doctors in the plastic surgery, epitheliumality and dermatology fields. It’s also looking to offer services, such as marketing programs.

Grant told the Business Journal last month that Alphaeon was negotiating with more than 30 companies for licensing deals.

“We’re licensing products and technologies and combining them with services,” he said.

Alphaeon is planning to keep manufacturing partners’ branding for individual products, although its packaging will include exclusive marking and fulfillment from Alphaeon, he added.

Teoxane’s products appear to fit with Alphaeon’s target market of patients in their early 40s who use laser skin treatments and injectable drugs like lower-face fillers and neuromodulators.

California Stem Cell Inc. Update

Irvine-based California Stem Cell Inc. said in late last month that it’s submitted a protocol to the Food and Drug Administration for a first-phase clinical trial.

It’s working on stem cell-based treatments for metastatic cancers, spinal muscular atrophy, and other solid-tumor cancers.

California Stem Cell also said it finished an internal study that showed its immunotherapy manufacturing process can be used for treatments targeting a variety of cancers. Those include liver cancer; glioblastoma multiforme, which is a particularly aggressive form of brain cancer; and other solid tumors.

Viejo-based Auxilio Inc. presented last week at the Southern California Investor Conference at the Island Hotel in Newport Beach. Auxilio offers print management services to help hospitals and other healthcare providers cut their dependence on paper records.
