

Alphaeon Corp. Goes to Switzerland for First Product

Gets Licensing Rights for Lower-Face Skin Fillers
VITA REED

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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 Scottsdale, Ariz.-based Medicis Pharmaceutical Corp.

Alphaeon didn’t disclose additional terms of the Teoxane license acquisition.

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 Allergan 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 of Botox 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.

Taupin established Teoxane 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 Strathspey 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, ophthalmology and dermatology fields. It’s also looking to offer services, such as medical practice management.

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 note exclusive licensing 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 late last month that it’s submitted a protocol to the Food and Drug Administration for a third-phase clinical trial.

It’s working on stem cell-based treatments for metastatic cancers, spinal muscular atrophy, and amyotrophic lateral sclerosis, which is more commonly known as Lou Gehrig’s disease after the New York Yankees legend who died of the condition.

Plans for the trial include enrolling 250 adults who’ll receive either California Stem Cell’s treatment or a control treatment. Doses will be administered weekly for three weeks and then monthly for the following five months.

Overall survival will be the sole efficacy endpoint, the company said.

The company said it wants to research its treatment for recurrent third- and fourth-stage melanoma, or skin cancer. It added that it’s finishing a first-phase clinical study for liver cancer and is preparing to submit a second-phase study for ovarian 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-tumor cancers.

Bits and Pieces:

NextGen Healthcare Information Systems LLC, a subsidiary of Irvine-based Quality Systems Inc., said it’s working on a collaborative care project with two Jacksonville, Fla.-based entities: Florida Blue, that state’s largest health insurer, and Availity, a health information network. NextGen said the program will enable doctors to exchange clinical data and patient care summaries with Florida Blue through integration with its NextGen Ambulatory electronic health records software. ... San Clemente-based Dallen Medical Inc. said it has treated three patients with its Compressyn Band sternal closure device. Compressyn is used for stabilization and rigid fixation of bones following open-heart surgery. Dallen received Food and Drug Administration clearance for its Compressyn Staple device in February. Compressyn Staple is used for rigid small-bone fixation. ... Mission 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.



Taupin: joining Alphaeon’s board



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