ViiV to Buy Bristol-Myers Squibb's HIV Drugs in Development

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ViiV Healthcare has announced plans to acquire the portfolio of HIV antiretrovirals (ARVs) Bristol-Myers Squibb (BMS) has in development, The New York Times reports. The acquisition is broken up into two deals: one for BMS's ARVs in late-stage development, and another for the HIV drugs further back in the pipeline. Both deals are subject to regulatory approval.

If the plans are approved, ViiV, which is jointly owned by GSK (GlaxoSmithKline), Pfizer and Shionogi, will pay $317 million for the late-stage drugs, plus up to $518 million based on how well these drugs perform in the market and whether they hit certain milestones in development. The drugs include the attachment inhibitor BMS-663068, which is in Phase III of the clinical trials process, as well as two maturation inhibitors, BMS-955176, which is in Phase IIb, and its backup candidate BMS-986173.

ViiV also intends to pay $33 million for the drugs in early-stage development, plus payments of up to $587 million depending on how well they perform. These drugs include a biologic treatment with a triple mechanism of action, BMS-986197, as well as a maturation inhibitor, an allosteric integrase inhibitor and a capsid inhibitor.

"These acquisitions strengthen our leadership and innovation in HIV, one of our core areas of scientific research at GSK," David Redfern, chief strategy officer at GSK and chairman of ViiV Healthcare, said in a press release. "The addition of two potential first-in-class late-stage treatments and several promising early clinical development programs strengthens ViiV Healthcare's pipeline and provides us with further new opportunities for growth."

Some BMS employees working in drug discovery will be offered the chance to transfer to ViiV.

ViiV has 12 ARVs on the market, with sales of about $2.2 billion in 2014.

To read the New York Times article, click here.

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