ViiV Buys the HIV Meds in Bristol-Myers Squibb's Research Pipeline

February 23, 2016

ViiV Healthcare announced that it completed the purchase of Bristol-Myers Squibb's portfolio of HIV assets in research and development stages, according to a press release from GlaxoSmithKline. (GSK, along with Pfizer Inc. and Shionogi Limited, owns global HIV company ViiV.)

The previously announced purchase was divided into two transactions. In the first, ViiV acquired BMS's late-stage R&D HIV assets for an upfront payment of $317 million, followed by development and commercial sales milestones of up to $518 million and royalties.

These assets include an HIV attachment inhibitor called fostemsavir (BMS-663068), which is in Phase III development for heavily treatment experienced patients, along with the maturation inhibitor (BMS-955176), now in Phase IIb for those new to treatment or treatment experienced.

The second transaction included the purchase of BMS's preclinical and discovery stage HIV research for an upfront payment of $33 million plus development and first commercial sales milestones of up to $587 million along with further payment depending on future sales performances.

Assets in the second transaction include the novel biologic called BMS-986197, along with a maturation inhibitor, a capsid inhibitor and an allosteric integrase inhibitor.

"As a result of these transactions, ViiV Healthcare now has one of the most robust HIV pipelines in the industry," said Dominique Limet, CEO, ViiV Healthcare, in the press release. "The assets that we have acquired complement our existing portfolio and could lead to new medicines and combinations addressing a broad range of treatment and prevention needs of people living with HIV."

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