

# Excellence in allergy treatment



Mark Lane profiles the innovative Worthing-based manufacturing firm, Allergy Therapeutics

**Allergies** now affect a sizeable proportion of the UK population and with allergy suffering rapidly escalating, especially in children, this is a growing problem in the UK and indeed worldwide. Thankfully, there have been a number of notable breakthroughs in the battle against allergies in recent years and one company that has been at the heart of many of these developments is Allergy Therapeutics.

Allergy Therapeutics (AT) is a European-based speciality pharmaceutical company focused upon the treatment and prevention of allergy and whose head office in the UK is based in Worthing, West Sussex.

AT has a long-term commitment to the development of innovative therapies for the treatment and prevention of allergy-related conditions. The company has an MHRA-approved manufacturing capability and an established sales and marketing infrastructure in several major European markets. In addition, it also has a number of novel compounds which have already undergone initial clinical evaluation and once registered could potentially revolutionise the treatment of allergy.

Supporting AT's renowned clinical development programme are four specific groups – development formulation and validation; clinical supply; compliance and stability; and process development.

AT's sales and much of its development effort are focused in the area of immunotherapy for allergy. Immunotherapy acts on the underlying immunological cause of the disease, and so offers a 'cure' not a treatment which merely addresses the symptoms of the disease.

The company is continuing to work on developing improved allergy vaccines with novel adjuvants, improved dosing characteristics and hence patient compliance and new delivery formulations developing a patent protected, registered product portfolio. The company is also broadening its portfolio through the in-licensing and co-development of selected products. Identifying strong partners for the non-European specialist markets in particular Japan and the USA and, where appropriate, for the GP market, are also aims that are high on the agenda within AT.

Integral to the approach taken by AT is working in tandem with the world of academia in order to share knowledge and remain at the forefront of its industry. The company has a long track record of working with Brighton University, the Knowledge Transfer Partnership (KTP) that has developed between AT and the university having achieved great things in recent years. The collaborative work that has been carried out by Brighton's KTP team and specialists within AT was recently recognised by the presentation of a University Enterprise Award from the Suffolk Chamber of Commerce. The award recognised the KTP's efforts in working with futuristic technologies and seeking to develop the products that will lead the fight in the battle against allergies, not just now but many years into the future.

Allergy Therapeutics (AT) has a 7,000m<sup>2</sup> UK based manufacturing capability. These facilities house primary, secondary and packaging activities as well as the corporate headquarters and QA and development facilities.

## AT A GLANCE:

- An established range of specific immunotherapy diagnostics and therapies, generating growing revenues of approximately £19m per annum.
- Certain exclusive rights to MPL®, a novel immunological adjuvant in the field of allergy, licensed from Corixa Corporation.
- An innovative product development pipeline supported by documented clinical evidence of efficacy and safety.
- Intellectual property rights to five patent families with further rights to the use of MPL® in new formulations. Patent protection for new products extends to the years 2018-20.
- A highly qualified scientific and commercial team with industry experienced management.
- A European sales and marketing team in Germany, Italy and Spain.
- High quality facilities, including cGMP manufacturing, capable of increased production capacity.

AT's senior management team and board of directors have wide commercial and technical experience in pharmaceutical product and business development, finance and R&D.

The company is managed on a day-to-day as well as strategic basis through the executive management committee.

In the UK, the operations are primarily manufacturing and product development, as well as certain market support functions. In continental Europe the company has sales and marketing operations in Germany, Italy and Spain – the three most important European markets for allergy vaccination.

AT employs over 350 staff, including 66 sales representatives on the road supported by 60 office-based staff in European markets.

## CONTACT

Visit [www.allergytherapeutics.com](http://www.allergytherapeutics.com) for more details.

