

Merial is Now Part of Boehringer Ingelheim

by Ag Professional

February 9, 2017 04:26 AM



An exchange agreement between two global pharmaceutical suppliers has resulted in one company leaving the animal health sector, another expanding its animal health portfolio, and two other companies acquiring new product lines.

As of January 1, 2017, Sanofi traded its animal health business (Merial) with Boehringer Ingelheim, in most markets around the world. In return, Sanofi acquired Boehringer Ingelheim's consumer healthcare business. Delays in a handful of countries are expected to be resolved soon, finalizing a complete global transfer of the companies' respective business units.

Several familiar brands in the cattle business now will be part of Boehringer Ingelheim's animal health stable, including CYSTORELIN[®], CORID[®], EPRINEX[®], IVOMECS[®], ZACTRAN[®], LONGRANGE[®] and J-VAC[®] WITH TANDEM[™]. The acquisition of the Merial products makes Boehringer Ingelheim the second-largest animal health supplier in the world.

In a separate transaction, Boehringer Ingelheim has entered into an agreement to sell its CYDECTIN[®] line of endectocides to Bayer. This includes CYDECTIN Pour-On, CYDECTIN Injectable and CYDECTIN Oral Drench. Boehringer Ingelheim's U.S. feline, canine and rabies vaccines portfolio - as well as a fully integrated manufacturing and R&D site - also are being sold to Elanco U.S., Inc., a subsidiary of Eli Lilly and Company. These divestures were required by U.S. antitrust authorities as a part of the larger exchange. Their purpose was to avoid consolidation of anthelmintic and companion animal vaccine products in Boehringer Ingelheim's animal health portfolio as a result of the Merial acquisition.

Boehringer Ingelheim also has announced that it will relocate its U.S. Animal Health headquarters to Merial's existing facility in Duluth, Ga. Company officials say its current headquarters in St. Joseph, Mo. will remain operational. Most employees will be unaffected, and "the St. Joseph site will continue as a critical part of the integrated business, and will operate as the largest animal health employer in the Kansas City animal health corridor."

The Sanofi-Boehringer Ingelheim swap is the culmination of an agreement that took shape last summer. Since its initiation, representatives from both companies say they "have diligently prepared for the integration of the businesses and employees as of the first day under new ownership. In the interests of all customers, and to ensure uninterrupted business continuity, it is both companies' priority to achieve a smooth integration of the transferred businesses."

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