

Indian firm Glenmark brings nasal spray in Singapore, Hong Kong and Vietnam

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Enters into exclusive licensing agreement with Lotus International



India-based Glenmark Pharmaceuticals has announced that its Swiss subsidiary, Glenmark Specialty, has entered into an exclusive licensing agreement with Lotus International, a wholly-owned subsidiary of Lotus Pharmaceutical Co, for commercialising its innovative nasal spray Ryaltris in Singapore, Hong Kong and Vietnam.

Under the terms of the agreement, Glenmark will be responsible for the manufacture and supply of Ryaltris, whereas Lotus will be responsible for the commercialisation of Ryaltris (subject to receipt of regulatory approvals), in these markets. Glenmark will receive an upfront payment as well as regulatory and sales-based milestone payments from Lotus.

"The partnership will provide patients access to a highly effective and proven treatment for allergic rhinitis in these key South-East Asian markets," said Robert Crockart, Chief Commercial Officer, Glenmark Pharmaceuticals.

Petar Vazharov, CEO, Lotus said, "The partnership not only strengthens the competitiveness of our overall product portfolio but also accelerates our expansion in key SEA countries."

Ryaltris, developed by Glenmark, is a novel, fixed-dose combination nasal spray of an anti-histamine (olopatadine hydrochloride) and a steroid (mometasone furoate), indicated for treatment of symptoms associated with allergic rhinitis (AR) in adults and pediatric patients, 12 years of age and older.