



SEE WHAT SCIENCE CAN DO

REGENERON science to medicine CAREERS.REGENERON.COM

Free Daily Pharma Industry Newsletter Every business day, FiercePharma updates pharmaceutical executives on the latest Pharma industry news and deals. Stay up to date on:

Pharma Company News | Generic Drug Companies | Pharmaceutical Marketing & Sales | FDA Regulations & Warnings | Phase IV Clinical Trials

Click here to see a sample.

We never sell or give away your contact information. Our readers trust comes first.

EMAIL ADDRESS

SIGN ME UP

Xenoport - Horizant

November 27, 2012

SHARE

The company: XenoPort



The drug: Horizant



The disease: Restless leg syndrome



Sales: \$1.6 million in Q3



When GlaxoSmithKline (\$GSK) signed on to partner with XenoPort (\$XNPT) on its experimental therapy for restless leg syndrome, the pharma giant offered up \$75 million upfront and more than a half billion dollars in milestones. But regulators held up the approval process for three years, until they were satisfied that the tumors seen in animal studies wouldn't pose a risk to humans. And last spring, when the FDA approval came through, the biotech company was happy to leave the marketing effort to GSK, which said it was gearing up 500 reps to sell the treatment.



TOOLS

And then it all went to hell.



XenoPort's partnership with GlaxoSmithKline on Horizant was in trouble almost from the start of the commercialization effort. A paltry \$1.3 million in initial sales for the first quarter on the market triggered accusations of a breach of contract. And then GSK quickly punched back with a counterclaim.

Comment



Print

After that, the two companies expended more effort in the legal wrangle than on marketing efforts. And just days ago they agreed to go their separate ways, with GSK signing off on a deal to buy XenoPort shares in exchange for the right to wash its hands of the relationship and the therapy. And in place of making big revenue off of sales, GSK took a \$165 million write-off.

For more:

- GSK, XenoPort part ways after Horizant disappointment
- Will Horizant's new use soothe tempers at XenoPort, GSK?
- GSK hits back at XenoPort in RLS drug dispute
- XenoPort rockets up after FDA approves Horizant for RLS

Special Report: 10 top drug launch disasters

1

K-V Pharmaceuticals - Makena

6

Savient - Krystexxa

JOIN 150,000+ INSIDERS SIGN UP FOR OUR NEWSLETTER

FiercePharma is the pharma industry's daily monitor, with a special focus on pharmaceutical company news and the market development of FDA approved products. Join thousands of pharma industry leaders who get FiercePharma via daily email. Sign up today!

EMAIL ADDRESS

SIGN ME UP



POPULAR STORIES

MOST READ

MOST SHARED

Doctors pounce on 'alarmist,' 'horrifying' Novartis heart-failure ad

Top exec exits as Pfizer redraws org chart for post-megamerger future

NICE, in reversal, OKs Amgen's Repatha while snubbing Sanofi and Regeneron's Praluent

Some top GSK investors aren't sold on a breakup—and they're backing CEO Witty, too

Takeda-Teva JV 'could be a trendsetter' as Japan pushes for generics: analyst

THE LIBRARY: MULTIMEDIA

FierceBiotech Radio on the burning hole in Gilead's \$25B pocket and AbbVie's future in

3 Sanofi - Zaltrap

4 Human Genome Sciences -
Benlysta

5 Xenoport - Horizant

8 Somaxon - Silenor

9 AstraZeneca - Brilinta

10 Rare Disease Therapeutics -
Anascorp

BACK

STORY HOME

NEXT

hematology



| DECEMBER 10, 2015

FiercePharma's Carly Helfand and *FierceBiotech's* Damian Garde discuss the discussion around Gilead Sciences' huge cash reserve and the many things the company might buy. Plus, a look back at AbbVie's blockbuster buyout of Pharmacyclics and a consideration of how a certain biotech entrepreneur is bringing attention to an FDA loophole.

[MORE ITEMS](#)

LATEST COMMENTARY

AstraZeneca chief chalks up milestones on his map to \$45B

What's the calendar bringing biopharma next year? Our top 5 ideas

The most popular FiercePharma stories of 2015

Does new scrutiny threaten pharma's specialty-pharmacy strategy?

Pfizer responds to FiercePharma

EVENTS

BIO Asia International Conference
March 15-16, 2016 — Grand Hyatt, Tokyo, Japan — Sponsored by: BIO

BioBasics: Biotech for the Non-Scientist Course
Course | April 21-22, 2016 — Boston, MA — Sponsored By: FierceBiotech & Duane Morris

Drug Development Immersion Course
Course | May 17-18, 2016 — West Windsor (Princeton area), NJ — Sponsored By: FierceBiotech

[MORE EVENTS](#)

PRESS RELEASES

Amlyx Pharmaceuticals Expands Management Team and Increases Its Series B Financing to \$49.2 Million

SANOFI DELIVERED 2015 BUSINESS EPS UP 8.5% ON A REPORTED BASIS AND STABLE AT CONSTANT EXCHANGE RATES CONSISTENT WITH GUIDANCE

CMS will cover percutaneous LAAC therapy for Medicare beneficiaries consistent with the FDA label when specific conditions are met

Sigmoid Pharma Announces Acquisition of Freund Pharmatec Ltd.

Sientra Announces Return of All Products to U.S. Market

[More Press Releases](#)

FEATURED JOBS

> Need a job? Need to hire? Visit our jobs site.

