

OC's Public Pharmaceutical Cos. Lead Pack

Adding New Facilities Here and Abroad

By AUDREY KEMP

Orange County's three most valuable publicly traded drugmaking companies—one still in research mode, another in its first few years of sales, and the other with an established base of operations—are all in expansion mode.

The trio, **Tarsus Pharmaceuticals Inc.** (Nasdaq: TARS), **Evolus Inc.** (Nasdaq: EOLS) and **Avid Bioservices Inc.** (Nasdaq: CDMO), respectively, added nearly 100 new local positions over the past year, according to this week's Business Journal list of the largest drugmakers.

The trio were standouts in an otherwise lackluster year for area drugmakers. Local employment for the top 10 firms on the list, based both in OC and elsewhere, reported around 2,400 area positions, down .5% from last year.

On a companywide basis, the 10 firms on the list employ about 86,700 in total.

Allergan Cutbacks

OC's drugmaking industry, long dominated by **Botox-maker Allergan**, has slumped in its employment count over the past eight years, since the one-time Irvine based firm began cutting positions initially to fend off a takeover attempt from Valeant Pharmaceuticals, and then later after a succession of ownership changes.

The company is now a unit of Chicago's **AbbVie Inc.** (NYSE: ABBV), with its aesthetics division based in Irvine, where it employs an estimated 1,200.

A decade ago, Allergan counted 3,700 local



Avid Bioservices operations in Tustin: firm had valuation near \$1B as of late last month

workers, and the area's top drugmakers employed well over 5,000.

Of Mites and Men

The area drugmaker that expanded its workforce the most by percentage over the past year was Tarsus, whose workforce grew 88% to nearly 50.

The Irvine-based biopharmaceutical company, founded in 2017 and which went public in 2020, is developing treatments for neglected diseases, starting with Demodex blepharitis—an ocular condition in which mites inflame and irritate human eyelids.

Tarsus went public at \$16 per share; its stock traded around \$19 apiece for a nearly \$400 million market cap as of last week. Tarsus last year reported its first revenue ever, \$57 million, mostly because of \$53 million in license fees. It has overseas licensing agreements for its first

drug, **TP-03**, which it aims to bring to market in the U.S. later this year.

"We are hopeful that we'll be able to bring a safe and effective treatment forward for FDA review, which may offer a solution to the millions of patients struggling with Demodex blepharitis," Chief Executive **Bobak Azamian** said late last month.

Other clinical-stage products in Tarsus' pipeline could potentially treat Lyme disease and malaria.

Contract Boom

Avid Bioservices Inc. is expanding both its local team—up nearly 30% to over 300 OC workers—and its local manufacturing facilities.

The manufacturer has put tens of millions of dollars into its multiple Tustin facilities along Myford Road, to boost capacity for its contract biologic development work for other pharmaceutical companies.



The growth comes as the company, which saw 2021 revenue increase 61% to \$95.9 million, began taking steps to move into the gene therapy sector.

The company late last year said it was committing \$75 million for a new 53,000-square-foot viral vector plant in Costa Mesa.

New Neurotoxin

While Allergan's local base has shrunk in recent years, another notable neurotoxin-focused aesthetics firm, Evolus, is heading in the opposite direction.

It expanded its workforce in Newport Beach by more than 33% and increased its company-wide employee base 47% to 170 over the past year.

Evolus' revenue climbed 76% to almost \$100 million in 2021, including a 68% jump in the fourth quarter to \$34.7 million.

Analysts are estimating sales this year will jump 49% to \$148.5 million.

"This product is in its early days of gaining success, yet based on our growth last year, we're the fastest-growing neurotoxin in the United States right now," Chief Executive **David Moatazedi** told the Business Journal last month.

The developer of injectable neurotoxins recently announced plans to expand in the European market—the second-largest market for its products. It'll have an overseas base near London.

Evolus' share price at press time was about \$11, giving it a \$618 million market cap, slightly below its share price of \$12 when it went public in 2018. ■

THE LIST DRUGMAKERS



BOBAK AZAMIAN
CEO and President
Tarsus Pharmaceuticals Inc.



NICK GREEN
CEO and President
Avid Bioservices Inc.



WA'EL HASHAD
CEO and President
Avanir Pharmaceuticals Inc.



DAVID MOATAZEDI
CEO and President
Evolus Inc.



TOM RIGA
CEO and President
Spectrum Pharmaceuticals Inc.



JIM ROBINSON
CEO
Urovant Sciences Inc.

THE LIST DRUGMAKERS

▶ NEXT WEEK'S LIST *Apparel Companies*

RANKED BY NUMBER OF OC EMPLOYEES

| Rank | Company | OC employees | Companywide employees | Description of OC operations | Product line description | Top local official(s) |
|-------------------|--|----------------------------|--------------------------|---|---|--|
| Prev. Rank | •Address •Headquarters | •yearly % change | •yearly % change | | | •Title •Phone/fax |
| | Company logo | | | | | |
| 1 (1) | AbbVie Inc. 2525 Dupont Drive Irvine 92612-1599 North Chicago, Ill. Website: abbvie.com | 1,270 ⁽¹⁾ NA | 50,000 6% | R&D, commercial and administrative | Medical aesthetics, eyecare, central nervous system, gastroenterology | Carrie Strom senior VP, AbbVie/president, Global Allergan Aesthetics (714) 246-4500 |
| |  | | | | |  |
| 2 (3) | Avid Bioservices Inc. 2642 Michelle Drive, Ste. 200 Tustin 92780-7019 Tustin Website: avidbio.com Email: info@avidbio.com | 323 29% | 329 29% | Corporate headquarters, manufacturing facilities | Contract development and manufacturing | Nick Green/Dan Hart CEO, president/CFO (714) 508-6100/(714) 838-5817 |
| |  | | | | |  |
| 3 (2) | Teva Pharmaceuticals USA Inc. 19 Hughes Irvine 92618-1902 Petach Tikva, Israel Website: tevausa.com | 300 ⁽¹⁾ NA | 34,713 -6% | R&D, production | Generic, neurological, cancer drugs | Sven Dethlefs executive VP, North America commercial (949) 455-4700 |
| |  | | | | |  |
| 4 (4) | Dendreon Pharmaceuticals 1700 Saturn Way Seal Beach 90740-5618 Seal Beach Website: dendreon.com Email: annalisa.ledonne@dendreon.com | 150 ⁽¹⁾ NA | 630 ⁽¹⁾ NA | Corporate headquarters and immunotherapy manufacturing facility | Immunotherapy/cancer treatment | Kevin Helmbacher senior VP, legal and compliance/general counsel (877) 256-4545/(562) 252-7578 |
| |  | | | | |  |
| 5 (5) | Avanir Pharmaceuticals Inc. 30 Enterprise, Ste. 200 Aliso Viejo 92656-7112 Aliso Viejo Website: avanir.com Email: mediarelations@avanir.com | 93 -47% | 349 -30% | Corporate headquarters, commercial and administrative | Pharmaceuticals for treatment of central nervous system conditions | Wa'el Hashad CEO/president (949) 389-6700/(949) 643-6800 |
| |  | | | | |  |
| 6 (9) | Urovant Sciences Inc. 5281 California Ave., Ste. 100 Irvine 92617-3218 Irvine Website: urovant.com Email: info@urovant.com | 86 25% | 313 7% | Corporate headquarters | Biopharmaceutical for urologic conditions | Jim Robinson CEO (833) 876-8268 |
| |  | | | | |  |
| 7 (8) | Spectrum Pharmaceuticals Inc. 157 Technology Drive Irvine 92618-2402 Henderson, Nev. Website: sppirx.com Email: info@sppirx.com | 63 NA | 112 NA | R&D, other operations | Oncology and hematology | Tom Riga CEO/president (949) 788-6700/(949) 788-6706 |
| |  | | | | |  |
| 8 (10) | Evolus Inc. 520 Newport Center Drive, Ste. 1200 Newport Beach 92660-7022 Newport Beach Website: evolus.com | 56 33% | 170 47% | Corporate headquarters | Aesthetics drug manufacturer | David Moatzedi CEO/president (949) 284-4555 |
| |  | | | | |  |
| 9 (12) | Tarsus Pharmaceuticals Inc. 15440 Laguna Canyon Road, Ste. 160 Irvine 92618-2143 Irvine Website: tarsusrx.com Email: info@tarsusrx.com | 47 88% | 52 73% | Corporate headquarters | Biopharmaceutical company addressing eyecare, dermatology and infectious disease prevention | Bobak Azamian CEO/president (949) 418-1801 |
| |  | | | | |  |
| 10 (11) | Stason Pharmaceuticals Inc. 11 Morgan Irvine 92618-2005 Irvine Website: stasonpharma.com Email: info@stason.com | 35 ⁽¹⁾ NA | 62 ⁽¹⁾ NA | Corporate headquarters, R&D, production, high containment pharmaceuticals, generics, oncology, CDMO (contract development and manufacturing organization) | Drugs for diabetes, cancer, other chronic conditions | Harry Fan CEO (949) 380-4327/(949) 380-4345 |
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Abbreviations: NA: not applicable
 Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first top official listed.
⁽¹⁾ Business Journal estimate

Researched by Meghan Kiewer

 Highlight provided for fee