

12/7/80

Ref:

UK Cash/IBB/ALP THE

Date of Visit:-

Investment Officer:

Firm:

S. Steiner

3 July 1980

ALPHA THERAPEUTIC GMBH
Postfach 1107, Voltastr. 10
6070 Langen

Position: Herr Ingo Regier
General Manager

Telephone:

GRO-C

Telex:

GRO-C

Product:

Therapeutic plasma products

Type of Project:

UK manufacturing or

a joint venture
Action by:

I.H. Coveney, DOI, IBB

For information to:

VCC2 (Mrs. Holmes)

in your records,

1. This project is some way back/as the sales organisation of Alpha Therapeutic (UK) Ltd. has been set up in June 1979. The company has now rented premises from Pharmacia in London, but they are intending to move to their own premises in the near future.

2. The company processes fresh blood into plasma fractions and markets "red blood corpuscles in a packed form" as well as anti-haemophilic factors (AHF), gamma globulin and specific immuno globulins, mainly used in the treatment of B hepatitis. Originally, the company was owned by Abbotts Laboratories of the U.S.A., but they have been sold to the Green Cross Corporation of Japan, now who are leading researchers into synthetic blood substitutes.

3. The current turnover of the UK company exceeds US \$ 1 million and is expected to increase as more products come on the market. You may wish to know that the firm is in negotiations with the DHSS and is trying to interest the Department to utilise their services in order to expand their plasma separating capacities, which the firm claims are insufficient. We do not think that a direct cooperation between the DHSS, the Red Cross and the commercial company is a viable proposition; however, the company has valuable know-how and they may be able to form a suitable company attached to one of their universities in the UK. The preferred location would be the Manchester Haematology Department and the second choice may well be Edinburgh. You may wish to consult with DHSS about the alleged shortage of capacity and I would be grateful if we could be informed what view the DHSS takes of the company's plans.

4. You may also wish to note that the company claims to have its lowest prices for AHF Factor VIII and Gamma globulin in the UK and claims to have hardly any profits. They also blame the low dosage of AHF in the UK for the relatively small growth of the turnover, but hope that the new products will make a difference to this. On receiving your comments, I propose to revisit the company if DHSS wish to encourage the project.

(S. Steiner)
4 July 1980

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