

Wednesday, December 9, 2009, 2:58pm CST

Cumberland Pharmaceuticals' new drug spreading to international markets

Nashville Business Journal - by [April Wortham](#) Staff Writer

Nashville-based **Cumberland Pharmaceuticals Inc.** is in discussions with several potential partners to bring its injectible form of ibuprofen, called Caldolor, to global markets.

“Now that the product is approved and launched in the U.S., we are working to form partnerships with companies that have the appropriate capabilities to register and commercialize the product in many other parts of the world,” says Cumberland CEO A.J. Kazimi.

Since gaining FDA approval for Caldolor this summer, Cumberland has inked agreements with pharmaceutical companies to make the drug available in Canada, Australia and New Zealand.

Today, the company added South Korea to the list, announcing an agreement with **DB Pharm Korea Co.** Ltd. to commercialize the drug in key hospitals in the country.

DB Pharm Korea will be responsible for seeking regulatory approval for Caldolor in South Korea, where Caldolor is expected to be the first and only injectible ibuprofen product available for the treatment of pain and fever.

“We believe Caldolor can fill an unmet need in the hospital market in South Korea and look forward to communicating its benefits to the medical community here,” Hong Kee Lee, DB Pharm Korea’s representative director, said in a news release.

Terms of the deal were not disclosed. Rather than sign away all its rights to the market, Cumberland will receive upfront and milestone payments, a transfer price and royalties on future sales of Caldolor.

“We believe in the long-term potential of Caldolor both in the U.S. and in international markets,” Kazimi said. “For this reason, our goal is to participate in the long-term success of the product.”

Caldolor’s entrance into foreign markets should help validate the drug here in the United States as well, Kazimi said. The drug is also getting a boost from flu season, he said, because patients with severely high fevers frequently end up in the hospital.

In one recent instance, a doctor who heads up his hospital’s formulary approval committee had an emergency room full of swine flu patients and wasn’t in the mood to wait on a formal approval process.

“He picked up the phone and asked the pharmacist to stock the product immediately,” Kazimi said.