



www.acquisdata.com

Executive SnapShot

Up to date business intelligence reports covering developments in the world's fastest growing industries

www.reportaldata.com

Interview with
Gary Phillips
CEO, Pharmaxis Ltd

- Company SnapShot
- Australia Biotechnology

23 October 2015

Disclaimer of Warranties and Liability

Due to the number of sources from which the information and services on the Acquisdata Pty Ltd Service are obtained, and the inherent hazards of electronic distribution, there may be delays, omissions or inaccuracies in such information and services. Acquisdata Pty Ltd and its affiliates, agents, sales representatives, distributors, and licensors cannot and do not warrant the accuracy, completeness, currentness, merchant ability or fitness for a particular purpose of the information or services available through the Acquisdata Pty Ltd service. In no event will Acquisdata Pty Ltd, its affiliates, agents, sales representatives, distributors or licensors be liable to licensee or anyone else for any loss or injury caused in whole or part by contingencies beyond its control in procuring, compiling, interpreting, editing, writing, reporting or delivering any information or services through the Acquisdata Pty Ltd Service. In no event will Acquisdata Pty Ltd or its affiliates, agents, sales representatives, distributors or licensors be liable to licensee or anyone else for any decision made or action taken by licensee in reliance upon such information or services or for any consequential, special or similar damages, even if advised of the possibility of such damages. licensee agrees that the liability of Acquisdata Pty Ltd, its affiliates, agents, sales representatives, distributors and licensors, if any, arising out of any kind of legal claim (whether in contract, tort or otherwise) in any way connected with the Acquisdata Pty Ltd service shall not exceed the amount licensee paid for the use of the Acquisdata Pty Ltd service in the twelve (12) months immediately preceding the event giving rise to such claim.

The transcript contains some minor differences to the interview as spoken, made for ease of reading only.

Executive SnapShot

Published by **Acquisdata Pty Ltd**

A.C.N. 147 825 536

ISSN 2203-2738 (Electronic)

©Acquisdata Pty Ltd 2015

www.acquisdata.com

Company Overview

History

Pharmaxis was founded more than ten years ago on an important Australian research discovery. Today, Pharmaxis is working to bring innovative medicines to millions of people worldwide, touching and improving their lives as it does so. Listed on the Australian Stock Exchange in 2003, Pharmaxis is a specialty pharmaceutical company involved in the research, development and commercialisation of new human healthcare products to treat and manage diseases with high unmet need.

Therapeutic Interests

Pharmaxis' therapeutic interests include lung diseases such as cystic fibrosis, bronchiectasis, asthma and chronic obstructive pulmonary disease (COPD), and inflammatory and fibrotic diseases such as nonalcoholic steatohepatitis (NASH) and pulmonary fibrosis.

Approved Products

The company's first product, Aridol, is designed to identify twitchy or hyper-responsive airways and to assist in diagnosing and managing asthma. Aridol is approved for sale in Australia, major European countries, South Korea and the United States.

The company's second product, Bronchitol is designed to restore normal lung hydration, improve lung function and to help relieve the mucus burden in the lungs of patients suffering from chronic respiratory conditions. Bronchitol is an Australian discovered and developed product which was approved for marketing in Australia in February 2011. In April 2012 Bronchitol was approved for marketing in the European Union by the European Medicines Agency.

Product pipeline

The company's product pipeline includes PXS4728A being developed to treat NASH and COPD, and a LOXL2 inhibitor being developed to treat fibrotic disorders including pulmonary fibrosis.

Headquarters

Headquartered in Sydney at its Frenchs Forest research and manufacturing facilities.

Manufacturing

In 2009 Pharmaxis opened the company's state of the art 7,200 square metre, purpose built office and production facility in Frenchs Forest, Sydney. The facility serves as the company's Head Office and houses commercial and administrative staff, manufacturing, warehousing and research.

The company operates a manufacturing facility licensed by the regulatory authorities of Australia and Europe.

Intellectual Property

As an international pharmaceutical business, Pharmaxis seeks patent protection over its inventions in the most commercially important jurisdictions of the world. Once granted, a patent provides a period of protection from other parties copying our innovation and creativity for a period. This period is usually 20 years, however, because developing new drugs can take many years, it is possible to have the length of term extended in most countries.



Biography

Gary Phillips was appointed Chief Executive Officer and a member of the Pharmaxis Board of Directors in March 2013.

Mr Phillips joined Pharmaxis in December 2003 when the company listed on the Australian Securities Exchange. He served as Commercial Director until June 2008 when he was appointed the company's Chief Operating Officer. In this role he expanded Pharmaxis' Commercial infrastructure in Europe and the USA, and worked closely with the clinical development, regulatory approval processes and reimbursement of Pharmaxis' products Aridol and Bronchitol.

Mr Phillips has more than 30 years of operational management experience in the pharmaceutical and healthcare industry in Europe, Asia and Australia. From 1998 to 2003, Mr Phillips held various positions within Novartis Asia Pacific, first as a Regional Manager responsible for the P&L of 8 countries and most recently as Chief Executive Officer of Novartis Pharmaceuticals Australia Pty Ltd, where he successfully launched leading oncology and ophthalmology products and relaunched newly acquired primary care products. From 1992 to 1998, Mr Phillips served as Chief Executive Officer at Ciba Geigy in Hungary (merged to form Novartis in 1996) where he led the launch of multiple new products and achieved the leading market share amongst multinational pharmaceutical companies.

Gary Phillips holds a B. Pharm. in Pharmacy with Honours from Nottingham University in the U.K. and an M.B.A. from Henly Management College.

Executive SnapShot

Interview with **Gary Phillips**
CEO, Pharmaxis Ltd

Question 1

Pharmaxis specialises in **products** to treat inflammation - is there a **reason for this focus?**



READ



WATCH

Question 2

Pharmaxis' current products on the market are **Aridol** and **Bronchitol** - can you explain **what** these products are and **how** they work **to a lay person?**



READ



WATCH

Question 3

Are there plans to **expand the target markets** for Bronchitol?



READ



WATCH

* Videos best viewed in **Google Chrome**

Executive SnapShot

Interview with **Gary Phillips**
CEO, Pharmaxis Ltd

Question 4

One of Pharmaxis' products in the pipeline is **PXS4728A** - can you **explain** what it is, what stage it is at and a little about **NASH** that it is designed to treat?



READ



WATCH

Question 5

How far is it between **clinical trials of PXS4728A** and being on the market?



READ



WATCH

Question 6

Could you give some **further background** on the deal between **Pharmaxis** and **Boehringer Ingelheim** for PXS4728A?



READ



WATCH

* Videos best viewed in **Google Chrome**

Executive SnapShot

Interview with **Gary Phillips**
CEO, Pharmaxis Ltd

Question 7

Another Pharmaxis product in the pipeline is the **LOXL2 inhibitor** - can you **explain what** this is, what stage the product is at and a little about idiopathic pulmonary fibrosis (IPF) **that it's designed to treat?**



READ



WATCH

Question 8

Could you give some background on the **collaboration** with **Synairgen** with respect to **LOXL2** and how it's **progressing** so far?



READ



WATCH

* Videos best viewed in **Google Chrome**

Executive SnapShot

Interview with **Gary Phillips**
CEO, Pharmaxis Ltd

Question 9

You've been **involved in this industry** for a long time and you've brought a lot of products to the market, **how** are these 2 tracking, **by comparison?** [PXS4728A and the LOXL2 inhibitor]



READ



WATCH

Question 10

How has **Pharmaxis changed** since you joined the company in 2003 and became CEO in 2013?



READ



WATCH

* Videos best viewed in **Google Chrome**

Executive SnapShot

Interview with **Gary Phillips**
CEO, Pharmaxis Ltd

Question 11

What are **Pharmaxis'**
strengths - what edge
would you say it has
over similar companies?



Question 12

What should **investors**
hope to see from
Pharmaxis in the **short**,
medium and **longer term**?



Question 13

How does the Australian
biotechnology/
pharmaceuticals industry
shape up by global
standards?



* Videos best viewed in **Google Chrome**

Executive SnapShot

Interview with **Gary Phillips**
CEO, Pharmaxis Ltd

Question 14

So would that [tax benefits to attract **long term investors**] be one influence you would have on **Government policy**, if you could?



Question 15

What would you see as a **golden opportunity** for Pharmaxis?



* Videos best viewed in **Google Chrome**

complete transcript

