

A day-in-the-life of Medical Affairs

Vifor Pharma Ltd

Dr Garth Virgin,

Global Medical Lead Ferinject

Brief biography



- Bachelors Science Biology + German Studies, Lewis & Clark College / Portland, OR
- MD and PhD from Ludwig-Maximilians-University / Munich
- Key Account Manger → Head of R&D, Deputy Medical Director – Serono GmbH / Munich
- Director of Drug Safety – Bavarian Nordic / Munich
- Medical Director – Vifor Pharma GmbH / Munich
- Global Medical Lead for Ferinject – Vifor Pharma Ltd. / Zurich

A leader in iron therapy





We have a long history of innovation

1872



Founding of the Hecht Pharmacy by Caspar Friedrich Hausmann.

1927



Galenica was founded by 16 pharmacists in western Switzerland.

1944



Founding of Vifor Ltd by the pharmacist René Grosclaude. **Vifor** = La vie (life) et la force (strength).

1977



Galenica takes over the manufacturers Vifor and Cooper, active in the areas of hospital and pharmaceutical products.

1983



Galenica takes over Laboratorien Hausmann AG, specialised in perfusion and sterile solutions as well as iron preparations.

1991



The activities of the former Laboratorien Hausmann AG in the field of pharmaceutical specialities lead to the founding of Vifor (International) AG.

2002



Venofer® is number 1 worldwide.

2008

Vifor Pharma



- Founding of Vifor Pharma with headquarters in Zurich, Switzerland.
- Integration of Aspreva Pharmaceuticals.
- Introduction of Ferinject® in the EU.

2009



Galenica takes over OM Pharma, a fully integrated, specialised Swiss biotechnology and pharmaceutical company.

2010/2011

Vifor Fresenius Medical Care Renal Pharma

Galenica and Fresenius Medical Care form a new pharmaceutical company in the area of nephrology – Vifor Fresenius Medical Care Renal Pharma.

2012/2013



The authorization dossier for the new phosphate binder PA21 is filed in the EU, USA, Switzerland and Singapore.

2013



Injectafer® (US brand name of Ferinject®) receives US FDA approval for the treatment of Iron Deficiency Anaemia.

2013



Velphoro® (PA21) receives US FDA approval for the treatment of hyperphosphatemia in Chronic Kidney Disease Patients on dialysis.

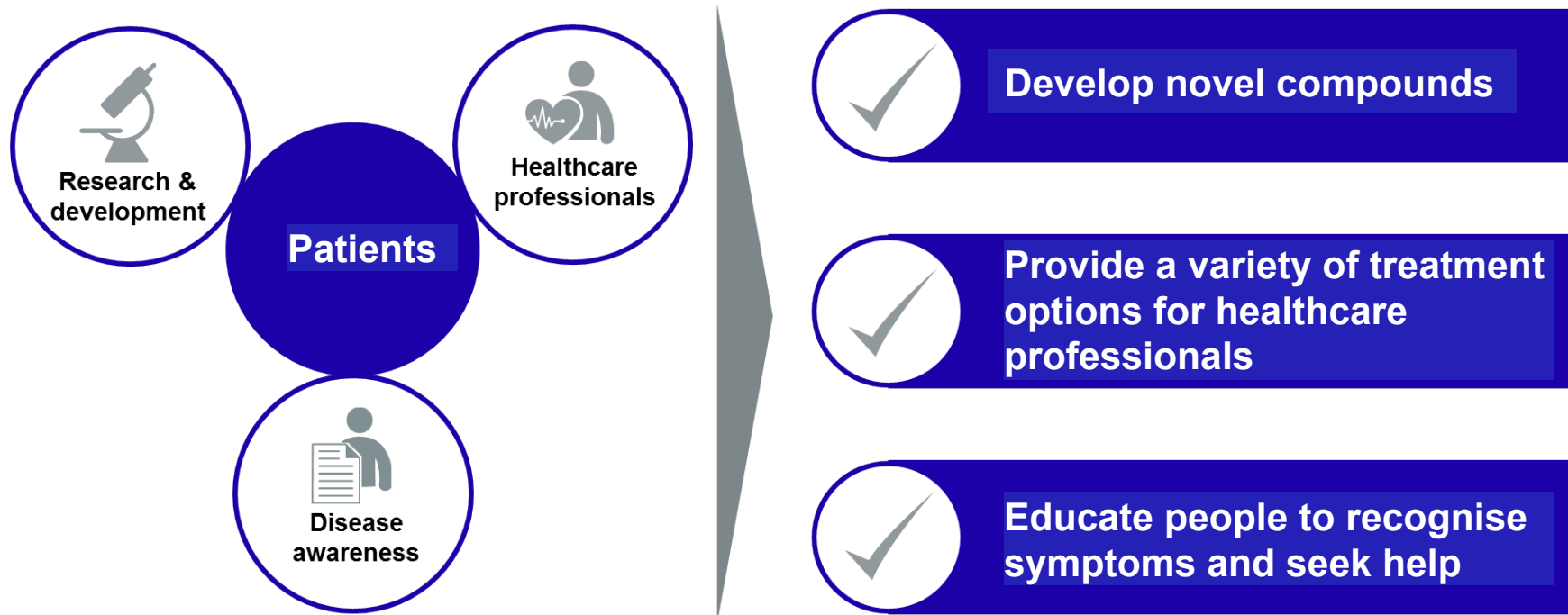
2014

Vifor Pharma

Galenica lays foundation for Vifor Pharma to become a successful stand-alone global specialty pharma company within 3 to 5 years.

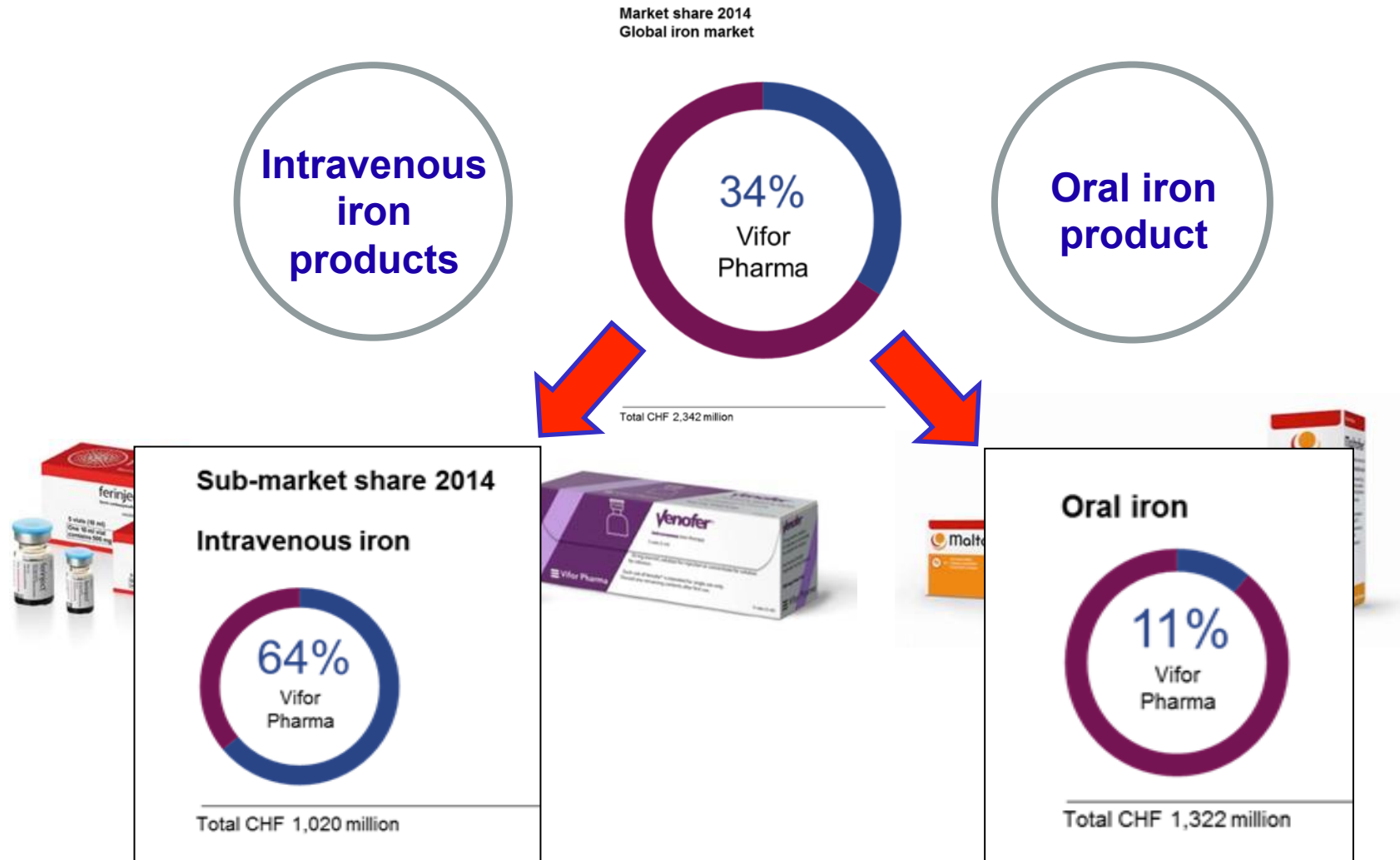


We are committed to improving the lives of patients around the world

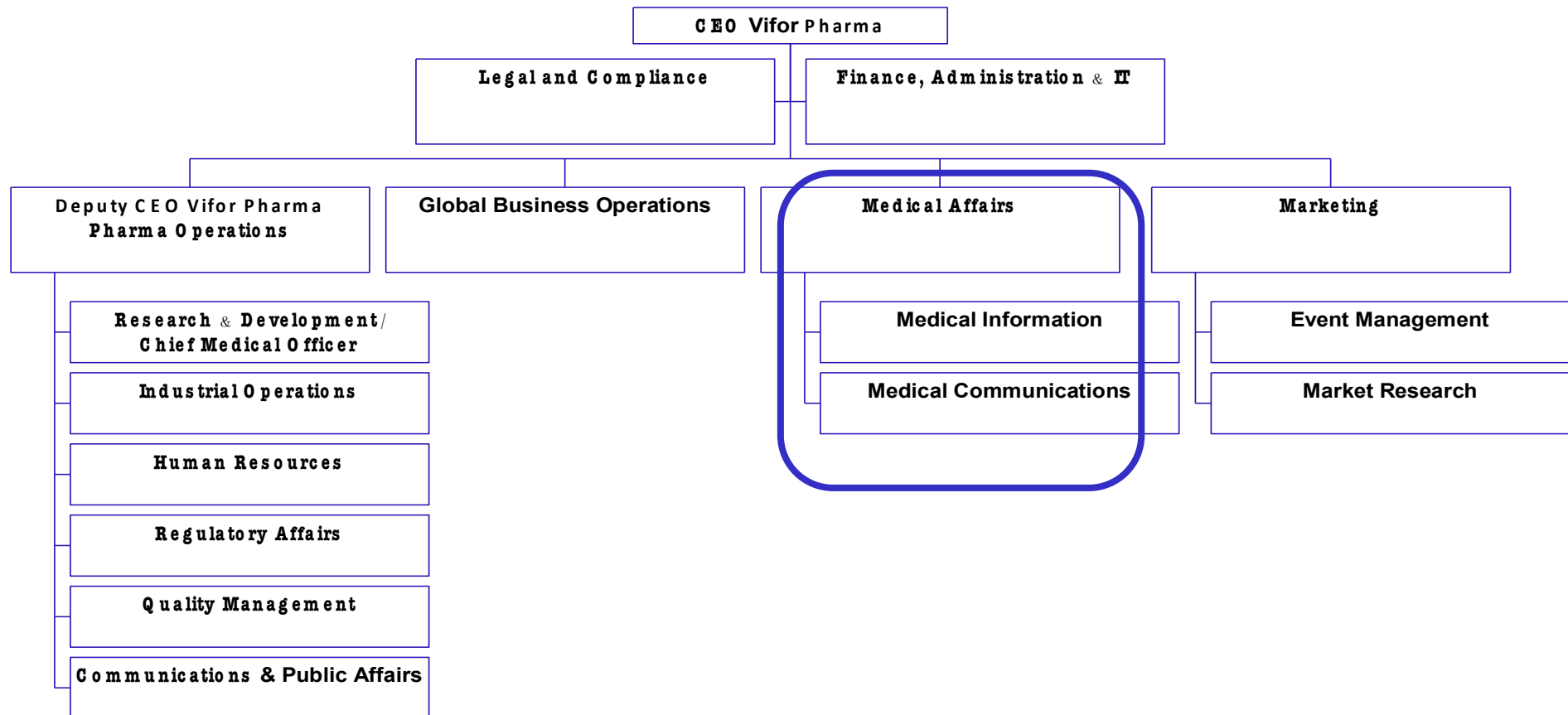




We supply leading brands for iron therapy



Organogram – Vifor Pharma Upper Manangement / Executive Committee



Global Medical Affairs – Responsibilities

Collaboration with:

- ClinDev to identify critical data gaps and translate to clinical development plans
- Affiliates and partners
- Global KOLs and critical external audiences

Provision of:

- Medical and scientific expertise for Development and Commercial
- Expertise and insights into disease areas, latest medical developments, KOL insights and the competitive environment

Leadership of overall Medical Affairs strategy for assigned brand/therapeutic areas

Ensuring best practice:

- Compliance with EFPIA and local codes and regulations

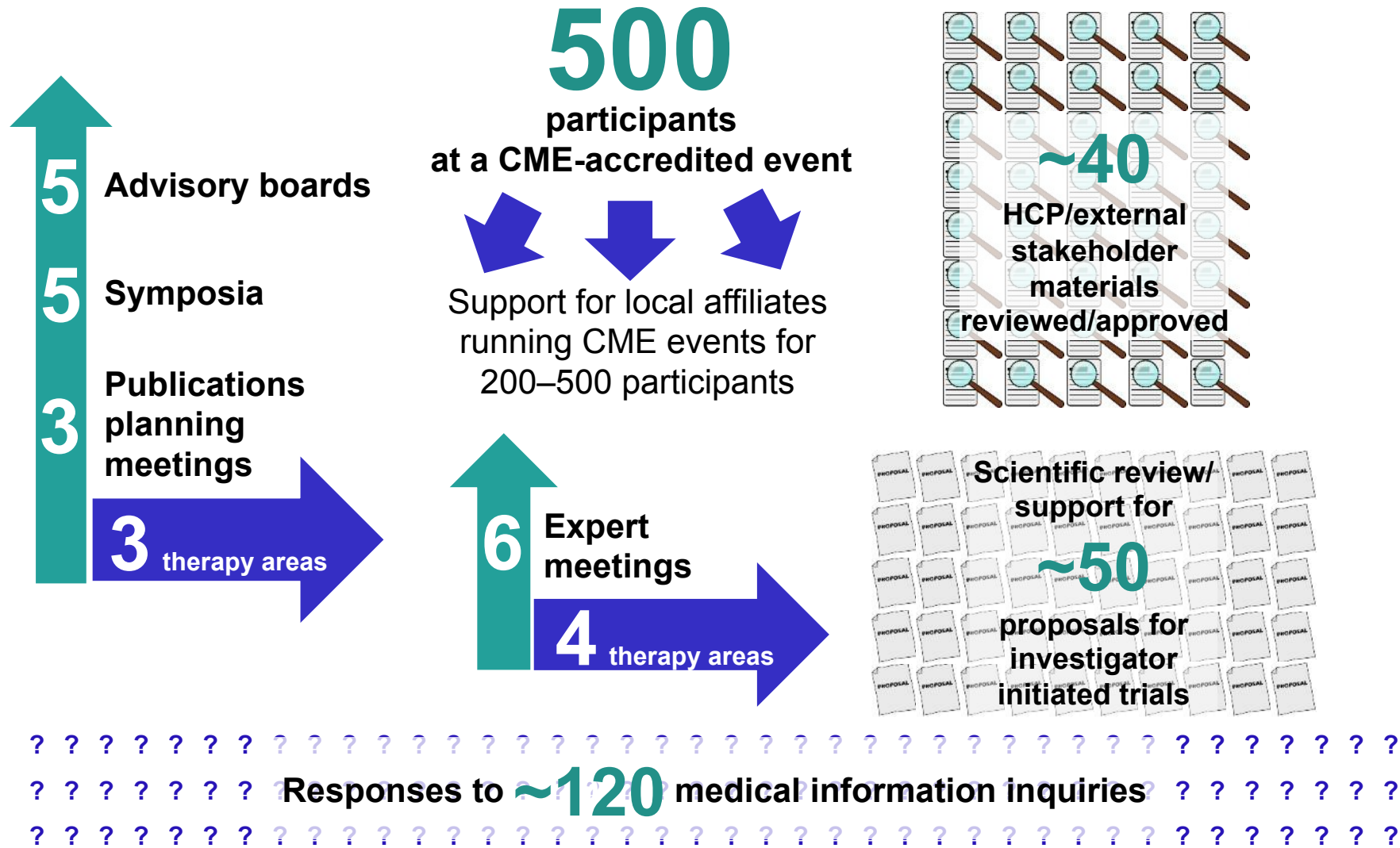
Crucial to have support of an informed, reliable, compliant agency!

Taking action:

- Review of external study proposals and IITs and presentation for review and approval
- Ensure conduct of the Global plans, including delivery of **symposia, publications, advisory boards** etc.

Deliverables demanding significant resources not available in-house for preparation, conduct and follow-through

Global Medical Affairs – Deliverables 2015



Typical work week...

	Ende Probezeit - MK					CFP 1 Steering Comm. Meet ZRH	Monthly I ZH_Trust_4 Rhème Cé	
09 ⁰⁰	Linn / Garth 1:1 Garth's office Virgin Garth	KOLs meetings London			TA Split ZH_Trust_4.09 Céline	Return of		
10 ⁰⁰	GMA Staff Meeting - January 2016 Online Meeting / Teamwork / Host is Brigitte Jacqueline		MedInfo FCM 1: Your Office Anand Sangee	Cardio exchange Garth's office Virgin Garth			10:00h ILC meeting - Response to ZH_Comm Spitzer Kat	10:00h ILC meeting - Response Online mei Spitzer Kat
11 ⁰⁰			JD and ERF; Your office; Southall Lir		Introduction: Garth/José Garth's office; Imfeld Michelle			
12 ⁰⁰	1:1 Celine + Garth tbd Virgin Garth				lunch tbd Pfeiffer			
13 ⁰⁰	1:1 Garth & Maureen Maureen's Office Maureen				Option trainee; HR			
14 ⁰⁰	FAIR-HF2 study meds; TC				IPD Year-End Review & Goals 2016 Maureen's Office Maureen		Ed. Grant / SA; Comdirect	
	GBG Update; TC				Alignment teleconference: AXON MedComms networking event Katrina de Saram		Lennart + Garth 1:1; Garth's office;	CFP2 Meeting ZH_Trust_4.09 Geselle Wolfgang
15 ⁰⁰	Follow up on		Op plan 2016 roll-out //TC 2 TC Rhème Cé	TC Option Online Mei Rhème C	Monthly 1:1 Garth & Abdul; Office		CFP4 team call online / Glatbrugg room Empower, Florence	
16 ⁰⁰	Travel to airport			Mtg with Oxford Kokot Marta	Monthly Medical/Clinical Call: Vif Teleconference, see below / Gail		CFP Steering Comm. Meet ZRH	1:1 AM + GV Garth's Büro Virgin Garth
17 ⁰⁰	Sub-Team Meeting Online Meeting / Room Trust Michelle				Pre-ILC TC: Monofer Germany / Interchangeability Onlinebesprechung Michael		Official begin St	Finance update; Garth's office; Virg
18 ⁰⁰	Anreise London LX338							
19 ⁰⁰		Return London			Dinner Steering Comm. Radisson Blu	Geschenkübergabe -> Senata		
20 ⁰⁰	Renaissance London Heathrow Ho Bath Road, Hounslow, TW6 2AQ, Uni Michelle			Swimming Oerlikon		Swimming Höngg		
21 ⁰⁰	1:1 Marta/Garth Dinner in London :-)							

Agency support



WE WANT YOU!

