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 specialties lead to the founding of Vifor (International) AG.

2002
Venofer® is number 1 worldwide.

2008
Founding of Vifor Pharma with headquarters in Zürich, Switzerland.
- Integration of Asprea Pharmaceuticals.
- Introduction of Ferinject® in the EU.

2009
Galenica takes over OM Pharma, a fully integrated, specialised Swiss biotechnology and pharmaceutical company.

2010/2011
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
Injectaferr® (US brand name of Ferinject®) receives US FDA approval for the treatment of Iron Deficiency Anaemia.

2014
Velphor® (PA21) receives US FDA approval for the treatment of hyperphosphataemia in Chronic Kidney Disease Patients on dialysis.

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.

- Develop novel compounds
- Provide a variety of treatment options for healthcare professionals
- Educate people to recognise symptoms and seek help

Patients

Research & development

Healthcare professionals

Disease awareness
We supply leading brands for iron therapy

Intravenous iron products

Market share 2014
Global iron market

34% Vifor Pharma

Oral iron product

Sub-market share 2014
Intravenous iron

64% Vifor Pharma

Total CHF 1,020 million

Oral iron

11% Vifor Pharma

Total CHF 1,322 million
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

500 participants at a CME-accredited event

Support for local affiliates running CME events for 200–500 participants

~40 HCP/external stakeholder materials reviewed/approved

Scientific review/support for ~50 proposals for investigator initiated trials

Advisory boards
Symposia
Publications planning meetings

5
5
3

Expert meetings

3 therapy areas
5 therapy areas
6 therapy areas

3
5
3

~120 medical information inquiries
Typical work week...

- **09:00**
  - Linn / Garth 1:1
  - Garth’s office
  - Virgil Garth

- **10:00**
  - GMA Staff Meeting - January 2016
  - Online Meeting / Teamwork / Host is Brigitte
  - Jacqueline

- **11:00**
  - 1:1 Celine - Garth
  - Garth

- **12:00**
  - 1:1 Garth & Maureen
  - Maureen’s Office
  - Maureen

- **13:00**
  - FAIR HF2 study meds: TC
  - GBG Update: TC

- **14:00**
  - Follow up on
  - Travel to airport

- **15:00**
  - Sub-Team Meeting
  - Online Meeting / Room Trust
  - Michelle

- **16:00**
  - Anacris London
  - LX338

- **17:00**
  - Return London

- **18:00**
  - Renaissance London Heathrow Mo
  - Rath Road, Hounslow, TW3 2AQ, Us
  - Michelle

- **19:00**
  - Dinner / Garth
  - Radisson Blu

- **20:00**
  - Swimming
  - Derikson

- **21:00**
  - Meal & Garth
  - Dinner in London
Agency support

WE WANT YOU!