

# BioPhausia

## BioPhausia – an innovative Swedish pharmaceutical company introduces RescueFlow® in Europe

**BioPhausia will be participating in the following conferences and meetings.**

Welcome to meet us at the congress site. Pressinformation will be available at the site.

### **European Society of Intensive Care Medicine 1-4 October**

13 th Annual Congress ROME ITALY 1-4 October 2000

Palazzo dei Congressi Please meet us at the Booth No : 16bis (Ground Floor )

### **BioContact Quebec 99 October 6-8 2000**

A biopharmaceutical Partnership FORUM, Quebec Canada

Company presentation during the meeting.

Contacts can be made at the congress and also through the Canadian Embassy in Sweden as well as through the email.

### **Biotech Forum 9-11 October 2000 Älvsjö, Stockholm Sweden**

Please meet us at the Uppsala Chamber of Commerce- **Biotech Corner- C 16:29**

Exhibition site number 3. Company presentation Wednesday morning.

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**BioPhausia** is a research intensive speciality drug company with core competence in microcirculation, macromolecules and biopolymers. The company is in tune with an innovative distribution network in Europe.

The focus for BioPhausia is to bring drugs from phase I-III onto the market. The company is therefore not involved in any basic molecular research as the company licenses, develops and sells drugs invented by other pharmaceutical companies. The target group for marketing of these drugs is hospital specialists.

The first product approved, **RescueFlow®** - the first Small Volume Resuscitation- is a new innovative specialist product for initial resuscitation after trauma. It is a new pharmaceutical drug with specific pharmacological effects. It is the first drug with this new concept introduced in its class.

To facilitate the marketing effort, BioPhausia established a marketing company,

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**Medisan Pharmaceuticals AB** and a Network combined with a broad experience for marketing and introduction of products targeting hospital specialists in Europe.

On the research level BioPhausia introduced its first development company this autumn, **Glycovisc Biotech AB**. Glycovisc has acquired an exclusive license for a patent within the rheumatic disease area. The exclusive license covers a total of 22 countries. The project is in phase II-III. A pilot study with 30 patients and 50 treatments have been concluded in England.

Acquisition or licensing of further products towards the same target group; hospital specialists is of interest for the company.

## **A new concept for initial resuscitation after trauma- RescueFlow® the first product approved**

**RescueFlow®** is a recently approved hypertonic colloid specifically designed for safe and effective small volume resuscitation in trauma and haemorrhagic shock. Both active components, hypertonic (7,5%) saline and 6% dextran 70, play a decisive role in rapidly expanding and sustaining plasma volume. The dextran component binds the recruited water within the intravascular space, thus sustaining the volume expansion achieved and stabilising haemodynamics.

### **THE TRAUMA PATIENT**

In the trauma patient the rapid and efficient volume replacement achieved by **RescueFlow®** supports central haemodynamics and improves microcirculatory flow. In particular, extensive experimental documentation demonstrates that.

**RescueFlow®** improves microcirculatory perfusion and nutritive flow.

**RescueFlow®** has shown to improve survival in a recent multicenter clinical trial. ( Ref 1 ). in patients who were hypotensive and sustained traumatic brain injury . Significant survival benefits were observed for more severely traumatised patient groups, such as those requiring surgery for penetrating injuries, although the overall improvement in survival was not statistically significant.(Ref 2)

Ref 1 ( Ref. Journal of Trauma, Vol.42 No 5 1997 )

Ref 2 ( Ref Acta Anaesthesiologica Scand.Suppl. 1997:110 77-79)

Please visit the **RescueFlow®** web-site at [www.rescueflow.com](http://www.rescueflow.com) for further information.

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## *Events during 2000*

### **BioPhausia acquire the distribution rights for a specialist product**

BioPhausia has signed an exclusive agreement with Curatis GmbH regarding the distribution rights for the hospital product. Emergency Care units and hospital specialists are the target group. It is the same target group as for the core product, RescueFlow®. This is in line with the new market-oriented direction of the company. The agreement includes Germany, Sweden and Norway with the option for more markets at global level. BioPhausia is evaluating more potential products to acquire or licensing.

### **BioPhausia signed a distribution agreement with Genmedix Limited for Israel.**

Biophausia has signed a distribution agreement with Genmedix Ltd, a company in the Merck group, for Israel. Israel is a strategic market for RescueFlow®. The regulatory process of RescueFlow® is ongoing. The agreement with Israel is following the business plan of the company for the global introduction of RescueFlow®.

### **BioPhausia signs an agreement with Inno Pharm in Germany**

BioPhausia has signed an distribution agreement for Inno Pharm GmbH, which will be one of the sub distributors in Germany. Inno Pharm will be focusing on the military market segment . BioPhausia will improve the possibilities for market penetration on this major pharmaceutical market .

Military research institutes has since the start been the leading driving forces when it comes to the research on RescueFlow®. An evaluation order has been received from the military Germany.

### **BioPhausia opens a new sales office in Germany**

In connection with the introduction of **RescueFlow®**, BioPhausia has opened a sales representation office in Germany .The German pharmaceutical market is one of the largest in Europe, and a sales office combined with a number of sub distributors provides BioPhausia with a more efficient way to influence the market, as well as better service for customers.

### **Distribution agreement for RescueFlow® in France**

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BioPhausia Management has during the period focused its operations on negotiations with future distributors in the countries where **RescueFlow®** is approved for marketing. These efforts have resulted in a distribution agreement with Laboratoires Belamont, France, regarding sales of **RescueFlow®**. Laboratoires Belamont is part of the Cider Santé Group, which is one of the leading pharmaceutical organisations in France and the French speaking countries in Africa. The agreement covers France, 24 countries in Africa, and a further nine territories under French rule. Sales are expected to commence after the local administrative and business processes have been completed.

### **BioPhausia signs distribution agreement in Germany**

BioPhausia has signed a distribution agreement with the pharmaceutical company BioQuest GmbH. The agreement makes BioQuest one of BioPhausia's sub distributors in Germany. The established BioQuest customers will become available to BioPhausia, and thus the company will be able to provide its customers with better service. Negotiations are under way with further distributors, according to plans. Sales are expected to commence during the third quarter of the year.

### **BioPhausia presents positive results from surgery study on RescueFlow®**

In Germany a study on **RescueFlow®** used in surgery has been concluded. **RescueFlow®** has been compared with standard of care on abdominal aortic aneurysm surgery. The initial results from the study indicate that **RescueFlow®**, when administered during surgery, maintains the circulation of the patient with less volume than with standard of care. These results, in combination with other available documentation, indicate that **RescueFlow®** may provide more efficient volume substitution during surgery. This suggests that the indication area for **RescueFlow®** could be extended. The project is running on time.

BioPhausia AB is an innovative Swedish pharmaceutical company listed on the Swedish Stock Exchange.

BioPhausia AB – For more information regarding the company and the product RescueFlow®, please contact us at [www.biophausia.se](http://www.biophausia.se) or [www.rescueflow.com](http://www.rescueflow.com)

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