Dear HealthTrust Member,

On behalf of all of us at Octapharma, I'd like to extend a warm welcome to you as a valued partner. We appreciate the opportunity to support you with our 4 Factor-PCC (Prothrombin Complex Concentrate) and we look forward to a successful and collaborative partnership. Octapharma is excited to be your sole source provider for 4 Factor-PCC with our product Balfaxar® (prothrombin complex concentrate, human-lans) and eagerly awaits extending therapeutic and commercial value to your hospitals and patients.

After over 20 years of global experience, Balfaxar now joins our growing US critical care portfolio as a bleeding management solution. Balfaxar offers a rapid and sustained reduction in INR, convenient reconstitution with our nextaro® device, and prolonged stability after reconstitution.

As we begin this journey together with Balfaxar, our primary objective (beyond the safety and efficacy of our product) is to ensure that you are fully supported with this critical transition. Towards that end, the following information outlines the Octapharma personnel and customized service package available exclusively for HPG members.

This initial package includes access to our dedicated customer service platform 1-833-382-7684, a custom web portal (addwebpagelink.com) featuring information on product attributes, demonstration kits, and easy access to our field medical and sales teams.

Additionally, we have designated key contacts who will be your go-to team for any inquiries or assistance related to our products.

Joseph Cannon – primary commercial lead for HPG
Vice President, National Accounts
joseph.cannon@octapahrma.com
(610) 745-4185

Kathy Earley – IDN Lead
National Accounts Manager, Sales
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(551) 276-3173

Jason Brown – Brand & Marketing Lead
Director, Critical Care - Balfaxar
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Huub Kreuwel
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(201) 604-1118

Trupti M. Shah
Director, Medical Affairs, Critical Care
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(201) 604-1146

In the coming months, you will see our level of support expand as we gain your feedback on areas that may impact you most.

Balfaxar inventory is available through your preferred distributors.

We are excited for our partnership and are confident that it will enhance the level of care provided to patients at HPG accounts.

Best regards,

Flemming Nielsen
President and Member of the Octapharma Board
Octapharma USA, Inc.
flemming.nielsen@octapharma.com
(201) 604-1116

Important Safety Information

WARNING: ARTERIAL AND VENOUS THROMBOEMBOLIC COMPLICATIONS

Patients being treated with Vitamin K antagonists (VKA) therapy have underlying disease states that predispose them to thromboembolic events. Potential benefits of reversing VKA should be weighed against the potential risks of thromboembolic events, especially in patients with the history of a thromboembolic event. Resumption of anticoagulation should be carefully considered as soon as the risk of thromboembolic events outweighs the risk of acute bleeding. Both fatal and non-fatal arterial and venous thromboembolic complications have been reported with BALFAXAR in clinical trials and post marketing surveillance. Monitor patients receiving BALFAXAR for signs and symptoms of thromboembolic events. BALFAXAR may not be suitable in patients with thromboembolic events in the prior 3 months.

BALFAXAR is contraindicated in patients with known anaphylactic or severe systemic reactions to BALFAXAR or any of its components. BALFAXAR is also contraindicated in patients with a known allergy to heparin, a history of heparin-induced thrombocytopenia (HIT), and IgA deficient patients with known antibodies against IgA.

In clinical trials, the most frequent (≥3%) adverse reactions observed in subjects receiving BALFAXAR were procedural pain, wound complications, asthenia, anemia, dysuria, procedural vomiting, and catheter-site-related reaction.

BALFAXAR is derived from human plasma. The risk of transmission of infectious agents, including viruses and, theoretically, the Creutzfeldt-Jakob disease (CJD) agent and its variant (vCJD), cannot be completely eliminated.

Indications

BALFAXAR (prothrombin complex concentrate, human-lans) is a blood coagulation factor replacement product indicated for the urgent reversal of acquired coagulation factor deficiency induced by Vitamin K antagonist (VKA, e.g., warfarin) therapy in adult patients with need for an urgent surgery/invasive procedure.

Please click here for Full Prescribing Information, including BOXED WARNING.

To report suspected adverse reactions, contact Octapharma USA Inc. at 1-866-766-4860 or the FDA at 1-800-FDA-1088 or www.fda.gov/medwatch.