



Biotech Daily

Friday May 11, 2012

Daily news on ASX-listed biotechnology companies

- * **ASX DOWN, BIOTECH UP: BIONICHE UP 12%, IMPEDIMED DOWN 8%**
- * **HEARTWARE Q1 SALES UP 47% TO \$26.3m**
- * **UK NHS GUIDELINES INCLUDE USCOM FOR SURGICAL CARE**
- * **BIOTA EARNS \$3.4m Q3 INAVIR ROYALTIES; PHASE III TRIAL ENROLED**
- * **NANOSONICS SHARE PLAN FOR \$5m**
- * **ALLAN GRAY (ORBIS) TAKES PROFIT, REDUCES TO 6% OF ACRUX**
- * **AMP TAKES 6.3% OF ACRUX**
- * **MONASH, WEIZMANN OBESITY CONFERENCE**

MARKET REPORT

The Australian stock market fell 0.24 percent on Friday May 11, 2012 with the S&P ASX 200 down 10.5 points to 4,285.1 points.

Thirteen of the Biotech Daily Top 40 stocks were up, 11 fell, nine traded unchanged and seven were untraded. All three Big Caps were up for the second trading day in a row.

Bioniche was the best, on a quarterly report, up 4.5 cents or 11.8 percent to 42.5 cents with 195,758 shares traded.

Cellmid climbed 6.25 percent; Benitec was up 5.6 percent; Avita was up 4.4 percent; Alchemia and Biota were up more than three percent; Tissue Therapies rose 2.9 percent; CSL, Genetic Technologies, Reva and Viralytics were up more than one percent; with Cochlear, Mesoblast, Resmed, Sirtex and Starpharma up by less than one percent.

Impedimed led the falls, down three cents or 7.9 percent to 35 cents with 111,255 shares traded.

Patrys lost 6.25 percent; Prana and Sunshine Heart were down more than three percent; Anteo, Phosphagenics and Prima all shed 2.8 percent; QRX was down 1.7 percent; with Acrux, Pharmaxis and Universal Biosensors both by less than one percent.

HEARTWARE

Heartware says for the three months to March 31, 2012 was \$26.3 million up 47 percent compared to the same period in 2011.

Heartware said that in the three months it generated global sales for its ventricular assist system of 298 units, up from the 266 units in the three months to December 31, 2011 and 207 units in the three months to March 31, 2011.

Heartware chief executive officer Doug Godshall said the sales reflected "the strong support of our 91 customer sites in 25 countries" with non-US markets accounting for 224 units and about three-quarters of the 2012 first quarter revenue or \$19.9 million, up from \$12.1 million in the first quarter of 2011.

The company said that total operating expenses for the three months was \$32.7 million, compared to \$18.0 million in the same period of 2011, with research and development expense of \$20.0 million, compared to \$9.3 million in the same period of 2011, primarily attributable to the company's continuing clinical trial costs and increased expenditure related to advancing its pipeline technologies.

Heartware said that at March 31, 2012, it had \$144.5 million of cash, cash equivalents and investments, as compared to \$163.2 million at December 31, 2011.

Heartware was unchanged at \$2.19.

USCOM

Uscom says it has been included in new intra-operative fluid management technologies pack by the UK National Health service technology adoption centre.

Uscom said the management pack described how to improve patient management and care during major and high risk surgery by improved management of fluid.

The company said the guidelines were published "to help Trusts implement the technology and realize the benefits it can bring."

Uscom said the NHS guidelines summarized the benefits of implementation of intra-operative fluid management which included life savings and improved patient recovery time and cost savings.

Uscom said that its ultra-sonic cardiac output monitor was a device for fluid optimization and had the advantage of being accurate and noninvasive and was validated for use in neonates, children and adults.

Uscom executive chairman Rob Phillips said the recognition by the UK NHS was "a response to the overwhelming evidence that improved haemodynamic management saves lives and reduces cost".

"This evidence will inevitably become a driver of adoption in the new cost sensitive health management age all over the world," Mr Phillips said.

Uscom was untraded at nine cents.

BIOTA

Biota says Daiichi Sankyo reports gross sales of Inavir were YEN8.7 billion (\$A108.8 million) with indicative royalties of \$3.4 million for the three months to March 31, 2012.

In January Biota said gross sales of Inavir were YEN1.7 Billion with indicative royalties of \$687,000 for the three months to December 31, 2011 (BD: Jan 31, 2012).

Biota said that Inavir royalties for the nine months to March 31, 2012 were \$4.1 million.

The company said the Daiichi Sankyo Japan phase III influenza prevention trial had completed enrolment.

Biota was up three cents or 3.7 percent to 85 cents.

NANOSONICS

Nanosonics says it hopes to raise up to \$5.0 million through a share plan offering up to 9.43 million shares at 53 cents a share.

Last week, Nanosonics raised \$15.5 million through a placement at 53 cents (May 4, 2012).

The company said that the share plan record date was May 3, the plan would open on May 16 and close on June 25, 2012.

Nanosonics the funds would be used for working capital to support sales, distributor and marketing programs, investment in expanding direct sales resources in key markets, continued investment in development of promising additional products and scaling-up manufacturing.

Nanosonics was unchanged at 51 cents.

ACRUX

Allan Gray Australia, formerly Orbis Investment Management, has reduced its substantial holding in Acrux from 11,809,941 shares (7.09%) to 10,059,941 shares (6.04%).

Allan Gray said that it sold 1,750,000 shares between May 4 and May 8, 2012 for \$7,232,500 or an average price of \$4.13 a share.

Allan Gray (Orbis) has been reducing its holding and taking profit in Acrux since November 2010, when it sold 2,652,890 shares of its 29,731,141 share holding at an average price of \$3.06 a share (BD: Nov 4, 2010).

Prior to November 2010 Orbis last acquired 2,247,369 Acrux shares between July 18, 2008 and October 27, 2010 for \$2,037,837 or an average price of 90.7 cents a share.

Acrux fell one cent or 0.2 percent to \$4.14 with 943,490 shares traded.

ACRUX

AMP and related bodies have increased their substantial shareholders in Acrux from 8,624,806 shares (5.18%) to 10,438,799 shares (6.27%).

MONASH UNIVERSITY, ISRAEL'S WEIZMANN INSTITUTE OF SCIENCE

The Australian office of Israel's Weizmann Institute of Science and Monash University will hold a joint symposium on obesity, next week, on May 14 and 15, 2012.

In a media release, the Weizmann said that obesity had more than doubled in the last 30 years and the symposium would hear from leading researchers on progress in understanding and combating the morbidity.

The Weizmann said that joint symposium entitled 'Obesity and the Metabolic Syndrome' would be held at the State Library of Victoria, 328 Swanston Street, Melbourne, with researchers from both institutions as well as the Baker IDI Heart and Diabetes Institute. Speakers at the symposium include Monash's Prof Michael Cowley, Prof Mark Sleeman, the University of Melbourne's Prof Joe Proietto, and the Weizmann's Prof Michael Walker, Dr Gad Asher and Prof Eldad Tzahor.

For more information and to register go to <http://weizmann.org.au> or <http://ecommerce.med.monash.edu.au/product.asp?plD=276&c=114424>.