

# Biotech Daily's CEO interview

3 July 2006

## CLINICAL CELL'S BOB ATWILL

CLINICAL CELL'S CHIEF executive officer of six weeks, Bob Atwill has told Biotech Daily that the company is on-track to meet its milestones and revenue targets.

In Melbourne for a series of meetings, including discussions on supply with CSL, Mr Atwill said the revenue for the year to June 30, 2006 is expected to be \$1.1-1.4 million rising to \$5-7 million in 2006-07 and \$12 million by 2007-08.

Clinical Cell has been criticized and penalized by the market following requests from the US Food and Drug Administration and Australia's Therapeutic Goods Administration for more data on the company's Recell skin replacement process. The TGA has since approved Recell and it is available in 34 countries. A clinical trial for the FDA is being conducted in Europe and the US, which is expected to be completed late next year.

Mr Atwill said the earlier products Cellspray and Cellspray XP which are for larger surface areas require specialized laboratories which have been established in Perth and Belgium. He said partnering agreements were being considered in Italy, Spain and Japan. Recell is useful for burns or skin damage to two percent of the body or 320 square centimeters.

Mr Atwill said he was learning the business, meeting investors and focusing on markets.

"There are issues, but overall [Clinical Cell] is a bit undervalued," Mr Atwill said. "All the upside is there, the US market [potential] and currently 34 countries have Recell." He said there was a continuing need to educate and inform surgeons, get the products into theatres and ensure the word spread to other centres.

"Italy Germany, the UK and France are getting very good results with Recell, are happy with the usage and will reorder. It shows we can do what we say we can do. With Cellspray, Greece and the UK will come on board and we're looking at Italy and Spain," he said. "Over the next six months we expect Recell approval and sales in Mexico, Brazil, China and Saudi Arabia," Mr Atwill said.

[Clinical Cell was down half a cent or 4.55 percent to 10.5 cents.](#)