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# NPS Pharmaceuticals' (NPSP) CEO Francois Nader on Q2 2014 Results -

# Earnings Call Transcript

Aug. 6, 2014 11:39 PM ET | About: [NPS Pharmaceuticals, Inc. \(NPSP\)](#) by: SA Transcripts

NPS Pharmaceuticals Inc. (NASDAQ:[NPSP](#))

Q2 2014 Results Earnings Conference Call

August 06, 2014, 05:00 PM ET

## Executives

Susan Mesco – Executive Director-Investor Relations

Francois Nader – President and CEO

Luke M. Beshar – EVP and CFO

Eric Pauwels – SVP and President-NPS Pharma International

Roger J. Garceau – EVP and Chief Medical Officer

Paul Firuta – President-US Commercial Operations

## Analysts

Tazeen Ahmad – Bank of America

Lisa Zhang - Goldman Sachs

Joseph Schwartz - Leerink Partners.

Kim Lee - Janney Capital

Alan Carr - Needham & Company

David Nierengarten - Wedbush Securities, Inc.

## Operator

Good day, ladies and gentlemen, and welcome to the NPS Pharmaceuticals Second Quarter 2014 Financial Result Conference Call. My name is [Estobon] (ph) and I will be your operator for today. At this time, all participants are in listen only mode. Later

reminder, this conference is being recorded for replay purposes.

I would now like to turn the conference over to Susan Mesco, Executive Director Investor Relations.

## **Susan Mesco**

Thank you, Estobon and welcome to our second quarter conference call. Before we start, let me remind you that today's call will include forward-looking statements based on current expectations. Such statements represent our judgment as of today and may involve risks and uncertainties that may cause actual results to differ from the results discussed in the forward-looking statements. Please refer to our filings with the SEC, which are available from the SEC or our website for information concerning the risk factors that could affect the company.

Joining me on today's call are members of our executive management team, including Dr. Francois Nader, our President and Chief Executive Officer; Luke Beshar, our Chief Financial Officer; and Paul Firuta, President, U.S. Commercial Operations. Roger Garceau, our Chief Medical Officer and Eric Pauwels, President, NPS Pharma International, are also here to participate in our Q&A session.

At this time, I will turn the call over to Dr. Francois Nader.

## **Francois Nader**

Thank you, Susan, good afternoon and thank you for joining us today. My management team and I are delighted to share with you some important targets that we made during the second half of 2014 positioning NPS as a premiere global rare disease company.

Our focus first on our key strategic priority. Growing our international Gattex customer, global rare disease business would continue in success of Gattex in the U.S. and the introduction of Revestive in key European markets later this year.

Our second strategic priority is building our global endocrinology rare disease business as we prepare for the approval and launch of Natpara in the U.S. and the filing of Natpara in Europe.

And third, strengthening our pipeline with the recent initiation of our Phase 2 proof-of-concept study of NPSP795 in autosomal dominant hypocalcemia, and the commitment to continue building our portfolio for licensing and acquisitions.

Beginning with Gattex, we continue to be very pleased with the success of Gattex in the U.S. as the first and only GLP-2 analog that is indicated for adult patients with

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