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## Abraxis BioScience, Inc., Q4 2008 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions). And your first question comes from the line of Claude Camire, of Paradigm Capital. Please proceed.

#### Claude Camire - Paradigm Capital

Hi, good morning. I wanted to find out what would be the expected time for in Japan for ABRAXANE?

#### Patrick Soon-Shiong

I think the submission for the registration and it's anticipated that occupy the first half of 2009 that's the anticipation of the second quarter maybe begin in third quarter for the basis of approval.

#### Claude Camire - Paradigm Capital

Okay. And while we are looking at the footprint of the sales force right now, I guess, with the realignment of the agreement with AstraZeneca. What's going to be the strategy in the US and when is going to be the transition happening?

#### Patrick Soon-Shiong

Well, the decision has happened. We, AstraZeneca sales force are no longer on the ground, so effectively immediately. Though we are very actively now moving our increase our sales force, consolidate the infrastructure in New Jersey. It has taken the large responsibility with regard to that, and I think the, it will take us probably another quarter to really revamp our supplemental sales force we lost through the reacquisition of the product.

So, as you know, AstraZeneca had about 75 sales people --

#### Claude Camire - Paradigm Capital

Yeah.

#### Patrick Soon-Shiong

So, I think on the short-term basis. Whether this quarter and next quarter, I think it will take us two quarters, but thereafter I think, with the result that comes out of ASCO and on new sales force. I think the second half of 2009 would be a very exciting time for us.

**Claude Camire - Paradigm Capital**

With all the great progress you made in Europe, overall what would be the footprint in terms of sales people that you have on an equivalent basis. Because I know you are working with third party, you are going to have your own sales people. But if you have to quantify the number of sales people at the end of 2008, they are promoting ABAXANE. What would be the number of people?

**Patrick Soon-Shiong**

Let me turn that question over to Ed who has really been focused as said, his efforts have been focused to trying to establish the whole European team. Ed?

**Ed Geehr**

The Innovex contract sales force currently includes five sales representatives in the UK, eight in Germany and we expect to be adding eight in Italy this year and we also expect to be adding sales force in the Spain. France will not occur until 2010.

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