

ZS Pharma Inc

COMPANY AND PIPELINE OVERVIEW REPORT

A comprehensive coverage of the company and a summary of the drug pipeline portfolio.

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[Return to Table of Contents](#)



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[Return to Table of Contents](#)



GLOSSARY

Number of Drugs in Active Development

Number of drugs associated with the company or subsidiary that are currently in active development, i.e. the development status for the drug(s) is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended.

Number of Inactive Drugs

Number of drugs associated with the company or subsidiary that are currently classified as inactive, i.e. where the development status for the drug(s) is one of the following: No Development Reported, Discontinued, or Withdrawn.

Number of Patents as Owner

Number of patents associated with the company where the company is listed as owner; i.e. the relationship type (or way the patent refers to the company) is: Patent Assignee/Owner, Patent owner (not assignee), Licensee for development and marketing, Licensee – marketing only (Distributor), Patent assignee of family member, Inferred assignee.

Number of Patents as Third Party

Number of patents associated with the company where the company is listed as third party; i.e. the relationship type (or way the patent refers to the company) is: Patent assignee (not owner), Ex-Licensee for development and marketing, Ex-Licensee marketing only (Distributor), Customer of technology, Ex-Customer of technology, Patent opponent or infringer, Affiliate organization of inventor, Owner of underlying technology.

Patents summary table

This table represents a summary of the core patent coverage for this company covering Therapeutic EP, US and WO patents since 1990 only.

Number of Deals

A count of deals where the company or one of its subsidiaries is the primary company.

Key Indications

Displays top ten key indications for the company and its subsidiaries based on frequency (indications occurring with high and identical frequency are always included, and this may result in more than ten Key Indications being listed). Includes both indications associated with patents where the company is patent owner and indications associated with drugs in active development. A drug is classified as 'active' if it features on a row (or rows) in the current development status table where the status is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended.

Key Target-based Actions

Displays top ten key target-based actions for the company and its subsidiaries based on frequency (actions occurring with high and identical frequency are always included, and this may result in more than ten Key Target-based Actions being listed). Includes both target-based actions associated with patents where the company patent owner and target-based actions associated with drugs in active development. A drug is classified as 'active' if it features on a row (or rows) in the current development status table where the status is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended. A target-based action is one that is associated with a target.

Key Technologies

Displays top ten key technologies for the company and its subsidiaries based on frequency (technologies occurring with high and identical frequency are always included, and this may result in more than ten Key Technologies being listed). Includes both key technologies associated with patents where the company relationship is patent owner and key technologies associated with drugs in active development. A drug is classified as 'active' if it features on a row (or rows) in the current development status table where the status is one of the following: Discovery, Clinical, Phase I, Phase II, Phase III, Pre-registration, Registered, Launched, or Suspended.

[Return to Table of Contents](#)



PLEASE NOTE: the financials section where present in the report includes: Share Information, Stock Performance chart (including the consensus recommendation), and Major Shareholders. Financial Performance presents graphical and tabular data on Worldwide Sales, Operating Income and Net Income over time, together with a Quarterly earnings update. Balance Sheet lists Assets, Liabilities and Stockholders Equity, and Forecasts includes: EPS Forecast and Other Forecasts. The data reported in all sections (except share information and major stock holders) are correct as of the publication date of the report (and not the download date). For share information and major stock holders the data is correct for the date shown with these sections

[Return to Table of Contents](#)



TABLE OF CONTENTS

Company Overview..... 7

Company Profile..... 7

Product Portfolio Summary..... 7

Product Portfolio Drugs..... 10

[Return to Table of Contents](#)

ZS Pharma Inc

COMPANY OVERVIEW

| | |
|---------------------------------------|--|
| Company Name | ZS Pharma Inc |
| Parent Company Name | ZS Pharma Inc |
| Website | http://www.zspharma.com/ |
| Country | US |
| Number of Drugs in Active Development | 1 |
| Number of Inactive Drugs | 0 |
| Number of Patents as Owner | 4 |
| Number of Patents as Third Party | 0 |
| Number of Deals | 0 |
| Key Indications | Hyperkalemia,Hyperphosphatemia,Hyperammonemia,Bladder disease,End stage renal disease,Heart disease |
| Key Target-based Actions | |
| Key Technologies | Oral absorption enhancer,Oral formulation,Small molecule therapeutic,Systemic formulation unspecified,Crystalline form,Microparticle formulation,Tablet formulation,Capsule formulation,Formulation powder |

COMPANY PROFILE

SUMMARY

ZS Pharma Inc, a private specialty pharmaceutical company, founded in 2008 is focused on the development and commercialization of oral sorbent technology in therapeutic areas of kidney and liver disease.

FINANCIAL

In July 2014, ZS Pharma secured a debt facility of up to \$20 million with MidCap Financial. At that time, the company had drawn \$10 million, under the agreement.

In June 2014, the company priced its IPO of 5,944,444 shares of its common stock at \$18 per share that begun trading on the NASDAQ Global Market under the symbol 'ZSPH'. The underwriters were granted a 30-day option to purchase an additional 891,667 shares of common stock. At that time, the offering was expected to close on or about June 23, 2014. Later that month, the company raised approximately \$112 million through the IPO of 6,836,111 shares of common stock and additional shares allotted. At that time, the offering was closed.

In March 2014, ZS Pharma raised \$55 million in a series D financing round.

In October 2012, ZS pharma raised \$46 million in a series C financing round.

[Return to Table of Contents](#)

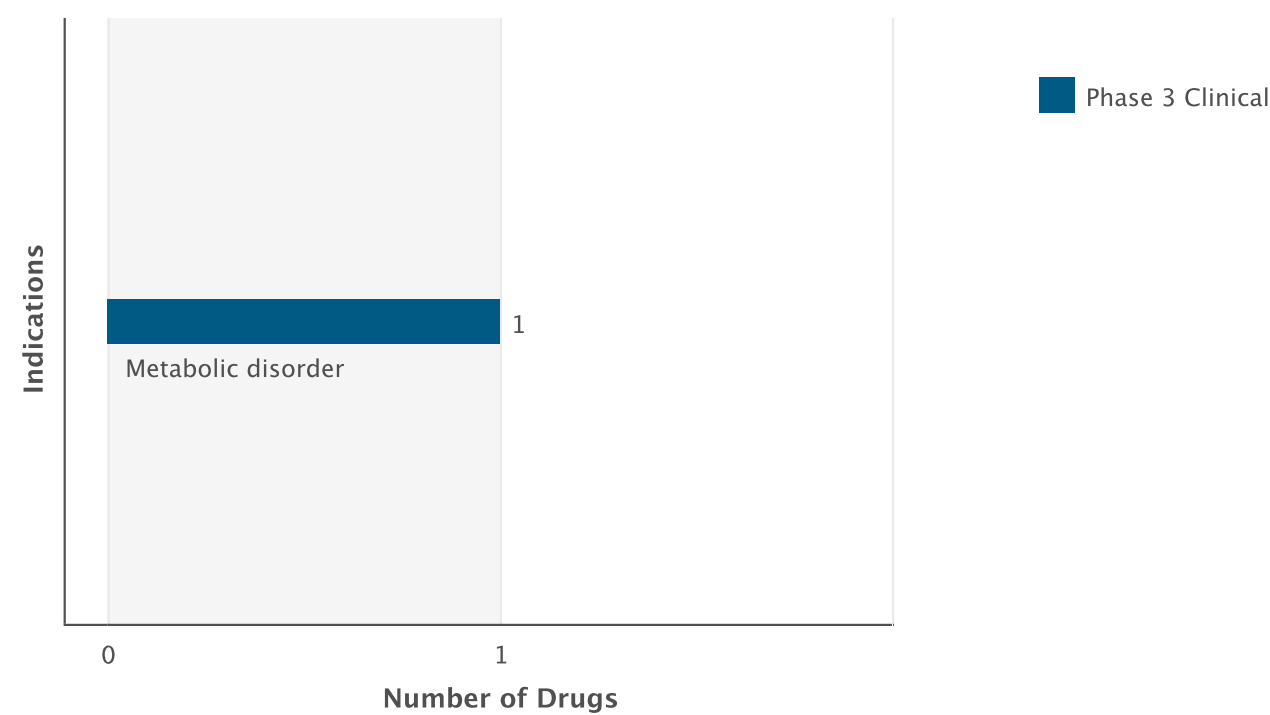


PRODUCT PORTFOLIO SUMMARY

DRUGS

Drugs by Indication

Active Drugs by Indication Chart



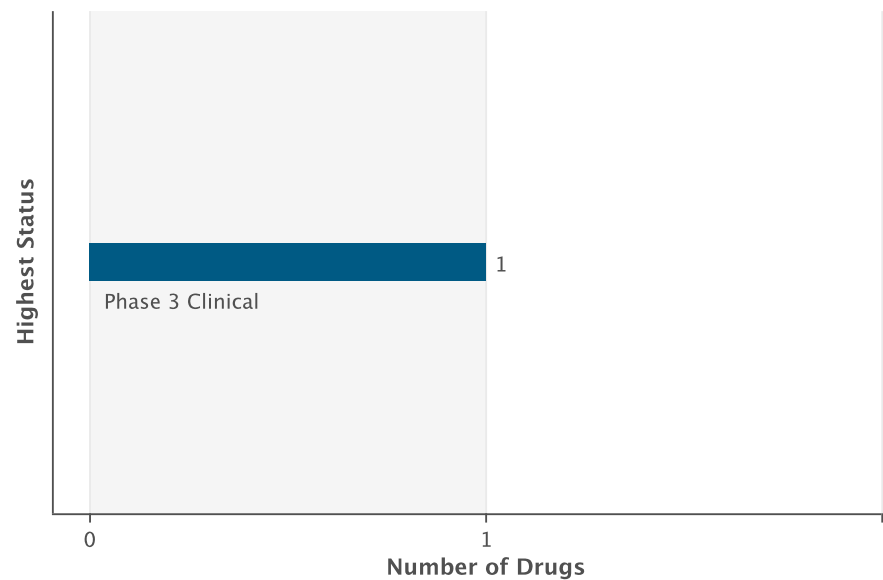
Drugs by Indication Table

| Indication | Active | Inactive | Total |
|--------------------|--------|----------|-------|
| Metabolic disorder | 1 | 0 | 1 |

[Return to Table of Contents](#)

Drugs by Highest Status

Active Drugs by Highest Status Chart



Drugs by Highest Status Table

| Development Status | Number of Drugs |
|--------------------|-----------------|
| Phase 3 Clinical | 1 |

CLINICAL TRIALS

Trials by Condition Studied

| Condition Studied | Ongoing | All |
|-----------------------|---------|-----|
| Metabolic disorder | 1 | 6 |
| Genitourinary disease | 0 | 1 |

Trials by Phase

| Phase | Ongoing | All |
|---------|---------|-----|
| Phase 4 | 0 | 1 |
| Phase 3 | 1 | 4 |
| Phase 2 | 0 | 1 |

Phase Definitions

Phase 3 Clinical

Includes Phase 3, Phase 3b, Phase 3a, Phase 2/3 (where enrolment count is 300 or over)

Phase 2 Clinical

[Return to Table of Contents](#)

Includes Phase 2, Phase 2a, Phase 2b, Phase 1/2 (where enrolment count is 100 or over), Phase 2/3 (where enrolment count is under 300 or not specified)

Phase 1 Clinical

Includes Phase 1, Phase 1a, Phase 1, Phase 1/2 (where enrolment count is under 100 or not specified), Phase 0

PATENTS *

| Indication | As Owner | As Third Party | Total |
|------------------------|----------|----------------|-------|
| Cardiovascular disease | 1 | 0 | 1 |
| Genitourinary disease | 1 | 0 | 1 |
| Metabolic disorder | 5 | 0 | 5 |

* This table represents a summary of the core patent coverage for this company covering Therapeutic EP, US and WO patents since 1990 only.

PRODUCT PORTFOLIO DRUGS

PLEASE NOTE: Highest status refers to highest development of that drug for one of the active companies

sodium zirconium cyclosilicate

| | |
|----------------------|--|
| Drug Name | sodium zirconium cyclosilicate |
| Key Synonyms | sodium zirconium cyclosilicate |
| Originator Company | ZS Pharma Inc |
| Active Companies | ZS Pharma Inc |
| Inactive Companies | |
| Highest Status | Phase 3 Clinical |
| Active Indications | Hyperkalemia, Hyperammonemia, Hyperphosphatemia |
| Target-based Actions | |
| Other Actions | Nitrogen metabolism modulator, Potassium metabolism modulator |
| Technologies | Oral formulation, Oral absorption enhancer, Systemic formulation unspecified, Small molecule therapeutic |
| Last Change Date | 13-Dec-2014 |

[Return to Table of Contents](#)



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[Return to Table of Contents](#)