

## Matt Kirchmann LL.B/ B.Ec. (Hons)

### OVERVIEW

Matt is a solicitor and economist, having over the last 15 years focused predominantly on the pharmaceutical and health industries. He has both strong economic credentials, having completed honours in economics and econometrics as well as lecturing at Monash University, in addition to his legal foundations.

Since 2001, Matt has been instrumental in developing KMC Health Care, a specialist consulting organisation providing predominantly market access and reimbursement advice to pharmaceutical and medical device providers. As part of this, he has modelled the financial impact of PBS listings in order to:

1. Support applications to the PBAC (predominantly for new PBS listings),
2. MSAC listing applications; and
3. Establish the market viability of introducing new medications into Australia – including specific modelling of the likely future price developments particularly since the introduction of the Price Disclosure requirements and their ongoing downward pressure on PBS pricing, for new and in-licensed medications.

As part of the PBS listing process, Matt is the primary contact point for pricing negotiations with the Department of Health on behalf of the firms' clients. He is also familiar with the internal processes of the Department of Health in terms of listing medications on the PBS Schedule itself and maintains good working relationships with key departmental staff to facilitate prompt communication.

Matt has particularly strong personal communication and public presentation skills (having presented on several occasions to the PBAC), as well as in plain English drafting techniques, economic modelling combined with statistical analytical techniques.

His achievements include analysing the Australian pharmaceutical industries' supply chain on behalf of the peak industry body, the Medicines' Partnership of Australia (incorporating Medicines Australia, the Pharmacy Guild, Generic Medicine's Association, Pharmaceutical Society of Australia and the Aust. Self-Medication Association). He has also been involved in the PBS listing of many innovative medications and medical foods, as well as spearheading new funding opportunities for developing medical technologies otherwise unable to seek government funding.

KMC Health Care has acted for both generic suppliers as well innovators of new molecules and as such understands their respective challenges.

Matt also has a particular focus on the economic modelling of the cost-effectiveness of medical technologies (as distinct from their financial impact) and consequently has acquired a broad range of specialised modelling and mathematical skills.

Matt is a former Treasurer of the Tabulam and Templer Home for the Aged Inc. which is a nursing home in Boronia Victoria caring for over 135 elderly patients of German speaking background. He is also a member of the Australian-German Welfare Society which provides a range of social services to those of German origin within the Melbourne community.

## CURRICULUM VITAE

### QUALIFICATIONS

- 1985-1988: Bachelor of Economics (Hons.)  
Monash University (Clayton Campus)  
Specialisation in Economics and Econometrics.
- 1986-1991: Bachelor of Law  
Monash University (Clayton Campus)  
Specialisation in Commercial Law and Taxation.

### EMPLOYMENT HISTORY

- 1987-1988: Trainee money market dealer  
National Australia Bank  
Melbourne
- 1989-1991: Assistant lecturer  
Department of Economics  
Monash University
- 1991-1994: Solicitor  
Phillips Fox  
Melbourne
- 1994-1998: Director  
Freund Nominees
- 1998- Director  
Kirchmann Management Consultants Pty Ltd (now trading as KMC Health Care)