

From: Michael Perfetto </O=ONETEAM/OU=FIRST ADMINISTRATIVE GROUP/CN=RECIPIENTS/CN=MPERFETTO>
To: Doug Boothe
Sent: 2/2/2011 1:52:22 AM
Subject: FW: Walgreens 2009 vs 2010 Oxycodone

This combined with what we spoke of...is why you need the chains.

The price point is 1/2 of what you thought.....leaky bucket...

It's still 30's on GP at WAGS In the 50's at HD....

Corepharm, Q-test, KVK and Mali ...don't help...but we want the business.... It's a needle mover.

Michael Perfetto
VP, Sales and Marketing



Actavis
60 Columbia Rd. Bldg B t +1 908-868-9778 @ mperfetto@actavis.com
Morristown, NJ 07960 United States f 607-724-0322 w www.actavis.com
Internal VoIP number

Please note that this e-mail and its attachments are intended for the named addressee only and may contain information that is confidential and privileged. If you have by coincidence or mistake or without specific authorization received this e-mail and its attachments we request that you notify us immediately that you have received them in error, uphold strict confidentiality and neither read, copy, nor otherwise make use of their content in any way. Please note that the sender of this e-mail and its attachments is solely responsible for its content if it does not concern the operations of Actavis Group or its subsidiaries.

From: Rachelle Galant
Sent: Tuesday, February 01, 2011 3:13 PM
To: Michael Dorsey; Michael Perfetto; Jinping McCormick; Ara Aprahamian RPh
Cc: Nancy Baran
Subject: RE: Walgreens 2009 vs 2010 Oxycodone

Overall market has grown an estimated **53%** from 2009 to 2010 (576 to 882M) – estimated numbers using Wolters Klewiers data.
IMS data was showing approximately 51%, so that is a good validation

Rachelle Galant
Product Manager



Actavis
60 Columbia Rd. Bldg B t +1 973-993-4527 @ RGalant@actavis.com
Morristown, NJ 07960 United States w www.actavis.com
Internal VoIP number t 125-4527

Please note that this e-mail and its attachments are intended for the named addressee only and may contain information that is confidential and privileged. If you have by coincidence or mistake or without specific authorization received this e-mail and its attachments we request that you notify us immediately that you have received them in



Confidential



Acquired_Actavis_00218780

P-02476 _ 00001

error, uphold strict confidentiality and neither read, copy, nor otherwise make use of their content in any way Please note that the sender of this e-mail and its attachments is solely responsible for its content if it does not concern the operations of Actavis Group or its subsidiaries.

From: Michael Dorsey
Sent: Tuesday, February 01, 2011 12:17 PM
To: Michael Perfetto; Jinping McCormick; Rachelle Galant; Ara Aprahamian RPh
Cc: Nancy Baran
Subject: RE: Walgreens 2009 vs 2010 Oxycodone

MP – is this a conversation that you'll have with Mike Allen?

Secondly: If our sales TO Walgreens are up 80% from 2009 to 2010, but their representation of the total market share was from 12% to 14% (is this correct Rachelle?) If so, then what has the TOTAL market grown?

Michael Dorsey
Director, National Accounts



Actavis
60 Columbia Rd. t +1 262-377-0874 @ MDORSEY@actavis.com
Morristown, NJ 07960 United States w www.actavis.com
Internal VoIP number

Please note that this e-mail and its attachments are intended for the named addressee only and may contain information that is confidential and privileged. If you have by coincidence or mistake or without specific authorization received this e-mail and its attachments we request that you notify us immediately that you have received them in error, uphold strict confidentiality and neither read, copy, nor otherwise make use of their content in any way Please note that the sender of this e-mail and its attachments is solely responsible for its content if it does not concern the operations of Actavis Group or its subsidiaries.

From: Michael Perfetto
Sent: Monday, January 31, 2011 8:31 PM
To: Jinping McCormick; Rachelle Galant; Michael Dorsey; Ara Aprahamian RPh
Cc: Nancy Baran
Subject: RE: Walgreens 2009 vs 2010 Oxycodone

As we discussed, two fold :

1. We need to have an understanding and documentation on why their usage is increasing...so we can validate this is a valid usage driven by Rx scripts. This is part of our SOR process.
2. They need to understand that we need to work together to ensure we can meet their needs and they also need to understand that we have done a great job supply and not get a black eye from a short term problem that they have driven...good communication on the facts is always the right thing to do...

Look at RG's original email and let me know if you can live with it or if you want to soften...

tx

From: Jinping McCormick
Sent: Mon 1/31/2011 8:03 PM
To: Rachelle Galant; Michael Dorsey; Michael Perfetto; Ara Aprahamian RPh
Cc: Nancy Baran
Subject: Re: Walgreens 2009 vs 2010 Oxycodone

I do recall the initial forecast provided by wags when we relaunched. Those were the same # Rachelle has.

Confidential

Acquired_Actavis_00218781

P-02476 _ 00002

Jinping

From: Rachelle Galant
To: Michael Dorsey; Michael Perfetto; Jinping McCormick; Ara Aprahamian RPh
Cc: Nancy Baran
Sent: Mon Jan 31 13:32:55 2011
Subject: RE: Walgreens 2009 vs 2010 Oxycodone
Mike –

I looked back in the forecasting database and there are notes for 2009 anticipated forecasts for Walgreens:

15mg: 30,800/month
30mg: 28,000/month

Current forecasts:
15mg: 66,000/month
30mg: 105,000/month

I would want to understand where the demand is coming from, to help give us justification from a DEA perspective. I'm not seeing this swing in demand on other pharmacy customers

Rachelle Galant
Product Manager



Actavis
60 Columbia Rd. Bldg B t +1 973-993-4527 @ RGalant@actavis.com
Morristown, NJ 07960 United States w www.actavis.com
Internal VoIP number t 125-4527

Please note that this e-mail and its attachments are intended for the named addressee only and may contain information that is confidential and privileged. If you have by coincidence or mistake or without specific authorization received this e-mail and its attachments we request that you notify us immediately that you have received them in error, uphold strict confidentiality and neither read, copy, nor otherwise make use of their content in any way. Please note that the sender of this e-mail and its attachments is solely responsible for its content if it does not concern the operations of Actavis Group or its subsidiaries.

From: Michael Dorsey
Sent: Monday, January 31, 2011 12:35 PM
To: Michael Perfetto; Jinping McCormick; Rachelle Galant; Ara Aprahamian RPh
Cc: Michael Dorsey; Nancy Baran
Subject: Walgreens 2009 vs 2010 Oxycodone
Importance: High

We gained this business back in April 2009 via Mallinckrodt's supply issues. In 2010 their was a one month buy of Mallinckrodt product due to Shannon's promise to give them the 15mg & 30mg once Mallinckrodt was able to supply again. We fought back to keep and the compromise was to buy 30 days from Mallinckrodt.

Below is a comparison of 2009 vs. 2010. (For 2009 I prorated it out for 12 months based on the 9 months sales data we have) 15mg & 30mg combined

	<u>2009</u>	<u>2010</u>		<u>Jan. 2011</u>
Jupiter DC:	311,488	552,816	+77%	51,792*
Perrysburg DC:	241,888	421,416	+74%	69,768**
Woodland DC:	139,584	269,736	+93%	31,224***
	692,960	1,243,968	+80%	
Indirect	27,000	30,000		

*70,584 missing due to mis-PO not sent in by Walgreens (out of 30mg and nearly on the 15mg)

**28,872 ordered 1/28/11

*** 4,656 ordered 1/28/11

Confidential

Acquired_Actavis_00218782

P-02476 _ 00003

Ara: What is the usage they sent in with their sign agreement in April 2009? My files don't go that far back.

Question: Bottom line – what is the purpose of spending everyone's resources on this project? From a DEA/Regulatory issue? (Finding out what is the root cause of the growth)

Is it to show Walgreens that even though they have bought 80% more than the previous year, we are supplying?

Or are we having this conversation with Walgreens to remind them of their growth and that we may have some challenges ahead of us supplying them.

I just want to make sure what the objective is – thank you to all.

Michael Dorsey
Director, National Accounts



Actavis
60 Columbia Rd. t +1 262-377-0874 @ MDORSEY@actavis.com
Morristown, NJ 07960 United States w www.actavis.com
Internal VoIP number

Please note that this e-mail and its attachments are intended for the named addressee only and may contain information that is confidential and privileged. If you have by coincidence or mistake or without specific authorization received this e-mail and its attachments we request that you notify us immediately that you have received them in error, uphold strict confidentiality and neither read, copy, nor otherwise make use of their content in any way Please note that the sender of this e-mail and its attachments is solely responsible for its content if it does not concern the operations of Actavis Group or its subsidiaries.

From: Michael Perfetto
Sent: Saturday, January 29, 2011 11:04 AM
To: Michael Dorsey
Subject: FW: Oxy IR 30mg orders: 100K bottles today

What do you think of this... I'm thinking we need to soften a little...

But we should schedule a call with them Monday...

My call of yesterday was about the CY 10 growth...

Michael Perfetto
VP, Sales and Marketing



Actavis
60 Columbia Rd. Bldg B t +1 908-868-9778 @ mperfetto@actavis.com
Morristown, NJ 07960 United States f 607-724-0322 w www.actavis.com
Internal VoIP number

Please note that this e-mail and its attachments are intended for the named addressee only and may contain information that is confidential and privileged. If you have by coincidence or mistake or without specific authorization received this e-mail and its attachments we request that you notify us immediately that you have received them in error, uphold strict confidentiality and neither read, copy, nor otherwise make use of their content in any way Please note that the sender of this e-mail and its attachments is solely responsible for its content if it does not concern the operations of Actavis Group or its subsidiaries.

Confidential

Acquired_Actavis_00218783

P-02476 _ 00004

From: Rachelle Galant
Sent: Friday, January 28, 2011 4:27 PM
To: Michael Perfetto; Jinping McCormick; Michael Dorsey
Cc: Nancy Baran
Subject: RE: Oxy IR 30mg orders: 100K bottles today

Feel free to adjust as you see necessary for the audience

Based on Walgreens six month historical usage with Actavis on the Oxy IR tabs, we are concerned that the January shipments plus open orders are tracking higher than expected.

The numbers below show bottles shipped month to date, and also current open orders we have in our system.

	Shipped	six month	Current month	open	ship +
28-Jan-2011	January	average	shipment tracking	orders	open
OXYCODONE HCL 15MG TABS CII 100s	68,208	54,124	126%	29160	180%
OXYCODONE HCL 30MG TABS CII 100s	84,576	76,340	111%	74952	209%

Please help us understand the dynamic that Walgreens is seeing in their pharmacies to account for this higher demand. We also would like to know what measures are being put in place by Walgreens to help control abuse of this product. We are committed to serving Walgreens to the best of our ability.

Rachelle Galant
Product Manager



Actavis
60 Columbia Rd. Bldg B t +1 973-993-4527 @ RGalant@actavis.com
Morristown, NJ 07960 United States w www.actavis.com
Internal VoIP number t 125-4527

Please note that this e-mail and its attachments are intended for the named addressee only and may contain information that is confidential and privileged. If you have by coincidence or mistake or without specific authorization received this e-mail and its attachments we request that you notify us immediately that you have received them in error, uphold strict confidentiality and neither read, copy, nor otherwise make use of their content in any way. Please note that the sender of this e-mail and its attachments is solely responsible for its content if it does not concern the operations of Actavis Group or its subsidiaries.

From: Michael Perfetto
Sent: Friday, January 28, 2011 4:03 PM
To: Jinping McCormick; Rachelle Galant; Michael Dorsey
Cc: Nancy Baran
Subject: Re: Oxy IR 30mg orders: 100K bottles today

I spoke w mike allen today

Send me an email that I can send to him
He will send me a response in writing on increased usage

It will also help to show this crazy pulls

From: Jinping McCormick
To: Rachelle Galant; Michael Dorsey
Cc: Nancy Baran; Michael Perfetto

Confidential

Acquired_Actavis_00218784

P-02476 _ 00005

Sent: Fri Jan 28 15:59:55 2011

Subject: RE: Oxy IR 30mg orders: 100K bottles today

Shortage, maybe and it's great.

But at this kind of volume, we need a better understanding of the situation and Walgreen's demand.

MD/MP:

We can discuss on Monday to see what we need to do in terms of communication with Walgreens. Would be nice to know their inventory level too.

Jinping McCormick

Director of Marketing



Actavis

60 Columbia Rd. Bldg B t +1 973-889-6977 @ JMCCORMICK@actavis.com

Morristown, NJ 07960 United States f 973-993-4319 w www.actavis.com

Internal VoIP number t 1256977

Please note that this e-mail and its attachments are intended for the named addressee only and may contain information that is confidential and privileged. If you have by coincidence or mistake or without specific authorization received this e-mail and its attachments we request that you notify us immediately that you have received them in error, uphold strict confidentiality and neither read, copy, nor otherwise make use of their content in any way. Please note that the sender of this e-mail and its attachments is solely responsible for its content if it does not concern the operations of Actavis Group or its subsidiaries.

From: Rachelle Galant

Sent: Friday, January 28, 2011 3:51 PM

To: Noemi Rebeco; Weldon Chin; Doug Plassche

Cc: Jinping McCormick; Nancy Baran; Michael Perfetto

Subject: Oxy IR 30mg orders: 100K bottles today

Noemi and Weldon,

I already spoke with Noemi a moment ago, but we received orders in today for Oxy 30mg of 100,000 bottles. 74,000 of those bottles were orders from Walgreens.

Oxy IR 15mg – orders today equaled 38,000 bottles.

It looks like there is still a market shortage out there. We absolutely need API in house immediately to help us fill our demand.

Any expediting you can do on the next release of Oxy 30mg would be appreciated – we only have 40,000 bottles available. We are now in stockout.

Thanks,
Rachelle

Rachelle Galant

Product Manager



Confidential

Acquired_Actavis_00218785

P-02476 _ 00006

Actavis

60 Columbia Rd. Bldg B t +1 973-993-4527 @ RGalant@actavis.com

Morristown , NJ 07960 United States w www.actavis.com

Internal VoIP number t 125-4527

Please note that this e-mail and its attachments are intended for the named addressee only and may contain information that is confidential and privileged. If you have by coincidence or mistake or without specific authorization received this e-mail and its attachments we request that you notify us immediately that you have received them in error, uphold strict confidentiality and neither read, copy, nor otherwise make use of their content in any way Please note that the sender of this e-mail and its attachments is solely responsible for its content if it does not concern the operations of Actavis Group or its subsidiaries.

Confidential

Acquired_Actavis_00218786

P-02476 _ 00007