
From: Wickline, Ron </O=ENDO PHARMACEUTICALS INC/OU=ENDO/CN=RECIPIENTS /CN=WICKLINE.RON>
To: Stanton, Mark
Sent: 9/18/2006 9:16:16 PM
Subject: FW: Opana

Chris should really not be making these offers that have not gone through legal or others for strategic alignment. See highlights below.

From: Neurohr, Chris
Sent: Monday, September 18, 2006 3:39 PM
To: Wickline, Ron
Subject: FW: Opana

For the call at 4:00

From: Neurohr, Chris
Sent: Thursday, September 14, 2006 1:03 PM
To: Sheila.Bennett@walgreens.com
Cc: Azra.Behlim@walgreens.com
Subject: Opana

Sheila I appreciate the time yesterday and your honesty in what it takes to get a branded product warehoused at Walgreens. We may not meet these volumes initially; however we may be able to revisit this issue in 6 months. In the interim I have two scenarios I wanted to run by you and see what you think.

- We would give Walgreens the 20% stocking allowance we offered for warehousing the product on product your stores purchase from Cardinal. I would like to stock one bottle each of the 5 & 10mg ER and 5mg IR. We could set up a timeframe to have your high volume C-II stores place orders with direction from you. We would like this to happen over a 1-2 week period. All we would need is a spin-run after the promotion to pay the 20% stocking fee which I would get from Cardinal. The target number of stores would be 3,800-4,000, but there would be no cap. These three strengths would cover any script your stores would see. We would get store level stocking without encountering the 18% carrying fee associated with a warehoused product at Walgreens and we would pay you the 20% stocking allowance.
- The second scenario is the same as above with this change. We would check store level data after 6 months and pay you an additional 5% on any inventory not sold from your initial stocking. All we would need is a sales out report. Both scenarios would also include working outside our returns goods policy after 12 months.

I would hope you agree to one of these scenarios so Endo can obtain store level stocking without putting the burden on Walgreens to warehouse initially. I feel confident that our sales team will do the job and pull this product off your shelves. In 2007 with the generic Oxycontin off the market, our major competitor will be the brand. We feel very confident in our ability to grow this market quickly and compete with Oxycontin. We will need to work out the details on a communication to your stores to order these three SKU's from Cardinal if this makes sense to you. **We need Walgreens to make the launch of Opana a success.** We can't afford to have a pharmacist call a physician and say that they don't have the product stocked- do you want to switch the Rx to something else.

We have always been a good trading partner from supply to customer service, finance etc. I would hope we can work something out to partner once again and obtain store level stocking. Any input from you is always appreciated. If you think we need to tweak these offers in any way please let me know. Please respond to this e-mail with your comments or call me at your earliest convenience. 724.331.4781

Regards,

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Chris Neurohr
National Account Executive
Endo Pharmaceuticals
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