

From: Jeffrey Callahan
To: Joseph Smith; Matthew Day; Shannen Kelly; Jessica Reckner; Amanda Welsh; Jeffrey Dierks; Patrick Puz; Heather Schoenly; Dalton Tomlinson
CC: Kris Cappo; Adrienne Higgins; Mary Lou McGurk; Wendy J Miller; Thomas McDowell; John Hassler; Jim Reilly; Troy Stribling; Randy Spokane; David Kellogg; Lori Baldo; Kathleen Knoebel; S Tevis; Jorge Vasquez; Dana Kelley; Andrea Fee; Chris Meyer; Lauren Bercau; Jim Genatone; Nancy Shanfelt
Sent: 1/23/2017 2:11:59 PM
Subject: Week 3-NeuroPsych, Pain and Migraine Shipments
Attachments: CNS Weekly Sales File Q1 Week 3.xlsb; vbaProject.bin; 2017 TRx Tracker.xlsm; vbaProject.bin

Good Morning,

Last week wrapped up week 3 of Q1. We are now ~23% of the way through the quarter and ~6% of the way through the year. Attached is an updated weekly sales file and TRx tracker for your reference.

- **AMRIX** shipments for the week were ~ **\$3.2M** (AOP weekly average goal is \$2.5M)
 - **AMRIX** is tracking 6% YTD and 27% QTD against the AOP

AMRIX	QTD Actuals	Q1AOP	% to AOP
Dollars	\$8,458	\$31,906	27%
Units	4,248	16,025	27%
TRx's *	5,515	45,237	12%

***TRX data through week 2*

***Assumes 33 units / TRx*

- **NUVIGIL** shipments for the week were ~ **\$3.5M** (AOP weekly average goal is \$760K)
 - **NUVIGIL** is tracking 37% YTD and 119% QTD against the AOP

NUVIGIL	QTD Actuals	Q1AOP	% to AOP
Dollars	\$11,746	\$9,863	119%
Units	17,987	15,384	117%
TRx's *	6,125	22,833	27%

***TRX data through week 2*

***Assumes 35 Units / TRx*

- **FENTORA** shipments for the week were ~ **\$1.7M** (AOP weekly average goal is \$2.4M)
 - **FENTORA** is tracking 6% YTD and 18% QTD against the AOP

FENTORA	QTD Actuals	Q1AOP	% to AOP
Dollars	\$5,697	\$31,754	18%
Units	2,010	11,174	18%
TRx's *	417	2,718	15%

***TRX data through week 2*

***Assumes 93 units / TRx*

PLAINTIFFS TRIAL
EXHIBIT
P-25468_00001

ACTIQ shipments for the week were ~ **\$375K** (AOP weekly average goal is \$248K)

- ACTIQ is tracking 5% YTD and 19% QTD against the AOP

ACTIQ	QTD Actuals	Q1AOP	% to AOP
Dollars	\$612	\$3,223	19%
Units	165	896	18%
TRx's *	36	236	15%

**TRX data through week 2

**Assumes 118 units / TRx

PROVIGIL shipments for the week were ~ **\$1.4M** (AOP weekly average goal is \$1.5M)

- PROVIGIL is tracking 5% YTD and 18% QTD against the AOP

PROVIGIL	QTD Actuals	Q1AOP	% to AOP
Dollars	\$3,404	\$19,173	18%
Units	2,559	14,278	18%
TRx's *	920	8,399	11%

**TRX data through week 2

**Assumes 53 units / TRx

GABITRIL shipments for the week were ~ **\$265K** (AOP weekly average goal is \$289K)

- GABITRIL is tracking 7% YTD and 24% QTD against the AOP

GABITRIL	QTD Actuals	Q1AOP	% to AOP
Dollars	\$904	\$3,756	24%
Units	3,000	12,538	24%
TRx's *	645	4,702	14%

**TRX data through week 2

*Assumes 80 units / TRx

Best Regards,



Jeff Callahan

Sr. Analyst, Forecasting

Phone: 610-786-7023 Cell: 610-425-0712

Jeffrey.Callahan01@tevapharm.com www.tevapharm.com

PRISM

Platform for Resources & Insights to Support our Medicines



<http://ace.na.teva.corp/sites/mrus/SitePages/marketresearch.aspx>

**IMPROVING HEALTH,
MAKING PEOPLE FEEL BETTER**

**GETTING
IT DONE
TOGETHER**

**CREATIVITY
WHERE IT
MATTERS**

CARING

**MAKING OUR
FAMILIES
PROUD**

**LEADING
THE WAY**

OUR PURPOSE & VALUES

File Provided Natively

System File / Unsupported

File Provided Natively

System File / Unsupported