
From: Nathalie Leitch
To: Hepp, Christopher
Sent: 3/14/2012 2:05:59 PM
Subject: FW: January 2012 Monthly Reports 1 of 4
Attachments: Kadian Reports_201201 Region A100.zip

Nathalie Leitch

Director, Specialty Rx Products



Actavis

60 Columbia Rd. Bldg B ☎ +1 973-889-6968 @ NLeitch@actavis.com
Morristown, NJ 07960 United States 🌐 www.actavis.com
Internal VoIP number ☎ 125 6968

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: Matthew C. Hutcheson [<mailto:Matt@TegraAnalytics.com>]
Sent: Wednesday, March 14, 2012 11:28 AM
To: Nathalie Leitch
Subject: January 2012 Monthly Reports 1 of 4

Nathalie,

Attached are January 2012 reports.
Please review and let us know if you have any questions.

Includes many changes:

- Quota based on quarter not trimester
- TRx Kadian = Kadian brand + Actavis Generic + Watson Generic
- \$\$ Kadian = **Kadian brand only**
- New tab added showing Generic TRx (Gx)

Anywhere it is KADIAN TRx it means all three combined (Brand+Actavis+Watson) except on the Gx tab that actually breaks out the three separately.

Anywhere it is KADIAN \$\$, it is just Kadian brand.

Thanks,
Matt

Matthew C. Hutcheson
Partner

Tegra
REVEAL THE POWER IN YOUR DATA

P.O. Box 623
Doylestown, PA 18901
215-489-9761 office
Matt@TegraAnalytics.com

PLAINTIFFS TRIAL
EXHIBIT
P-29811_00001

ACTAVIS0791943

P-29811 _ 00001



Produced as Natives

Produced as Natives

Produced as Natives

Produced as Natives

Produced as Natives

Produced as Natives

Produced as Natives

Produced as Natives

Produced as Natives

Produced as Natives

Produced as Natives

Produced as Natives

Produced as Natives