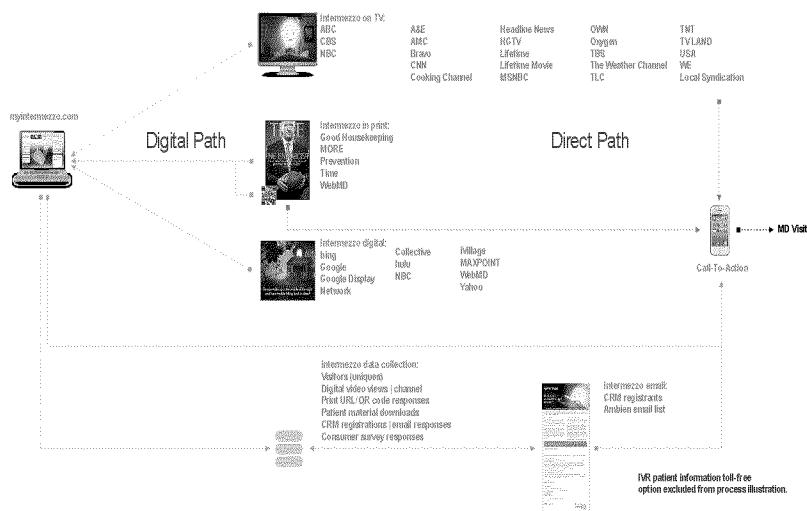




## Intermezzo® Promotion & Analytics



### DTC Brand Experience



## DTC Network Programming | Print | Digital Highlights



## Network Television (On Air Jan. 7- Mar. 18, 2013)

Network	Day	Shows	Time Period	Total Times/Show
ABC	M-SU	AMERICA THIS MORNING	4A-7A	33
	M-F	JIMMY KIMMEL	1130P-1230A	18
	M-F	NIGHTLINE	1230A-1A	12
	M-SU	WORLD NEWS NOW	1A-5A	90
	M-F	GOOD MORNING AMERICA	7A-9A	5
NBC	M-F	TONIGHT SHOW W/ JAY LENO	1130P-1230A	30
	M-F	LATE NIGHT W/ JIMMY FALLON	1230A-130A	29
	M-F	LAST CALL W/CARSON DALY	130A-230A	9
	M-F	TODAY SHOW ALL NIGHT	2A-3A	76
	M-F	DATeline ALL NIGHT	4A-6A	14
	M-F	MAD MONEY ALL NIGHT	3A-4A	7
	M-F	EARLY TODAY	5A-7A	90
CBS	M-F	LATE NIGHT W/ DAVID LETTERMAN	1130P-1230A	28
	M-F	LATE LATE SHOW W/ CRAIG FERGUSON	1230A-130A	28
	M-F	UP TO THE MINUTE	2A-5A	44
	SUN	CRAIG FERGUSON (POST SUPER BOWL)	1230A-130A	2



## Cable Television (On Air Jan. 7- Mar. 18, 2013)

Network	Day	Show	Time Period	Total Times Network
OXYGEN	M-F	VARIOUS	6A-8A	35
	M-F	VARIOUS	6P-2A	9
	M-F	VARIOUS	2A-3A	23
TLC	M-F	VARIOUS	6A-9A	18
	M-SU	VARIOUS	8P-11P	16
	M-SU	VARIOUS	11P-3A	16
LIFETIME MOVIE NETWORK	M-SU	VARIOUS	8P-12M	46
	M-SU	VARIOUS	12M-4A	46
WE	M-SU	VARIOUS	10P-1A	35
	M-SU	VARIOUS	1A-5A	35
MSNBC	M-F	VARIOUS	5A-6A	27
	M-F	VARIOUS	6A-9A	27
	M-F	VARIOUS	2A-3A	27
	M-F	VARIOUS	3A-4A	27
	M-F	VARIOUS	4A-5A	27
	SUN	VARIOUS	5A-6A	27
	SUN	VARIOUS	2A-3A	27
	SUN	VARIOUS	3A-4A	27
FOX NEWS	M-SU	VARIOUS	8P-11P	19
	M-SU	VARIOUS	11P-2A	23
	M-SU	VARIOUS	2A-6A	23
TBS	M-SUN	VARIOUS	12M-3A	0
	M-SUN	VARIOUS	3A-6A	12
	M-SUN	VARIOUS	7P-12M	12
TNT	M-SUN	VARIOUS	12M-3A	18
	M-SUN	VARIOUS	3A-6A	18
	M-SUN	VARIOUS	7P-12M	18
CHN	M-SU	VARIOUS	6A-7A	18
	M-F	VARIOUS	11P-12M	17
	M-F	VARIOUS	4A-5A	9
HDLN	M-F	VARIOUS	6A-10A	25
	M-F	VARIOUS	7P-8P	17
	M-F	VARIOUS	11P-12M	25
	M-F	VARIOUS	3A-6A	25
BRAVO	M-SU	VARIOUS	6A-8A	32
	M-SU	VARIOUS	7P-2A	40
	M-SU	VARIOUS	2A-4A	32
E!	M-SU	VARIOUS	12M-4A	16
	M-SU	VARIOUS	8P-12M	8
USA	M-F	VARIOUS	6A-9A	18
	M-SU	VARIOUS	2A-3A	24
	M-SU	VARIOUS	3A-6A	24

Specific cable shows are variable based on available inventory



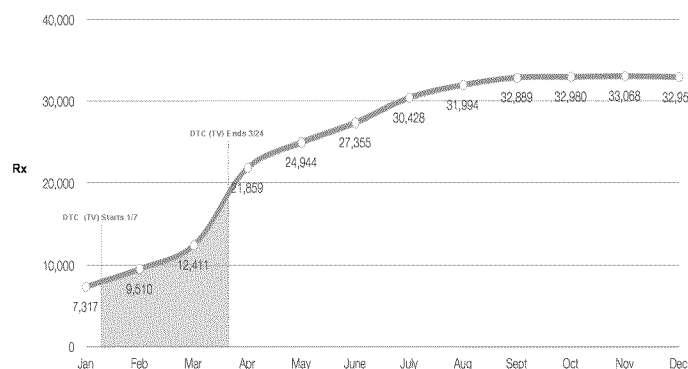
## Cable Television (On Air Jan. 7- Mar. 18, 2013)

Network	Day	Show	Time Period	Total Times Network
TV LAND	M-SU	VARIOUS	7P-2A	27
	M-SU	VARIOUS	2A-4A	18
	M-SU	VARIOUS	4A-6A	12
A & E	M-SU	VARIOUS	8P-12M	18
	M-SU	VARIOUS	12M-4A	9
AMC	M-F	VARIOUS	6P-1A	40
	M-SU	VARIOUS	1A-6A	13
LIFE TIME	M-SU	VARIOUS	8P-12M	33
	M-SU	VARIOUS	12M-4A	33
	M-F	VARIOUS	7A-8A	17
HGTV	M-F	VARIOUS	7A-9A	16
	M-SU	VARIOUS	9P-12M	8
	M-SU	VARIOUS	12M-3A	8
FOOD	M-SU	VARIOUS	8P-9P	3
	M-SU	VARIOUS	9P-12M	6
	M-SU	VARIOUS	4A-5A	9
COOKING CHANNEL	M-SU	VARIOUS	8P-12M	18
	M-F	VARIOUS	5PM-5A	18
DISCOVERY	M-SU	VARIOUS	8P-11P	3
	M-SU	VARIOUS	11P-3A	3
HALLMARK	M-SU	VARIOUS	6P-12M	27
	M-SU	VARIOUS	12M-4A	27
	M-SU	VARIOUS	4A-6A	23
OWN	M-SU	VARIOUS	8P-11P	32
	M-SU	VARIOUS	11P-3A	28
	M-SU	VARIOUS	3A-6A	23
	M-SU	VARIOUS	6A-9A	18
WEATHER CHANNEL	M-TH/SU	VARIOUS	4A-5A	37
	M-TH/SU	VARIOUS	5A-6A	36
	M-F	VARIOUS	6A-7A	36
TELEAMERICA SYNDICATION	M-F	VARIOUS	7A-10A	37
	M-SU	VARIOUS	9P-1135P	14
	M-SU	VARIOUS	9P-2A	16
	M-SU	VARIOUS	430A-10A	27

Specific cable shows are variable based on available inventory



## Sales Forecast | TV Schedule



## Metrics

Program Measurement					
Activity	Measurement	Goal	First Available Reporting	Frequency	Data Source
Sales Training (ASF)	Activity: goal	75% of calls - Intermezzo is presented in the 3rd position Information learned behind -100% of calls	3/13 #1st posttraining monthly report	Monthly	Sales Operations
Sales Training (SF)	Activity: goal	7.5 calls/day with Intermezzo in Primary Position	3/13 #1st posttraining monthly report	Monthly	Sales Operations
Hulu Ad Views/CTR	:50 creative views	19.5 million views/0.5% CTR	Mid-January	Weekly	KSM*
Hulu Video Completion Rate (VCR)	Started/completed ad views	75%	Mid-January	Weekly	KSM
Online Mentions	Increase in total mentions	10X baseline	11/28/11 (date collected for one year)	Weekly	KSM
Click-Through Rates (search)	Site visit	TBD	Mid-January	Weekly	KSM
Cost/Click (search)	Site visit	TBD	Mid-January	Weekly	KSM
Cost/Action (search)	Site action (i.e. Email sign-up)	TBD	Mid-January	Weekly	KSM
Click-Through Rates (banner)	Banner click-through	0.8%	Mid-January	Weekly	KSM
Cost/Click (banner)	Site visit	TBD	Mid-January	Weekly	KSM
Cost/Action (banner)	Site action (i.e. Email sign-up)	TBD	Mid-January	Weekly	KSM
myintermezzo.com Visits	Total/Unique visitors	35,000/month (during DTC TV)	11/30/12	Weekly	KSM
Marketing Downloads	Total Offer Savings Card/Intermezzo ad print/ Shop Tracker/Intermezzo brochures/downloads	10,000/6 months	11/30/12	Weekly	KSM
CRM Enrollment	CRM Registrations	2% unique visits	11/30/12	Weekly	KSM
Share Site With Others	Refer-a-friend	2% unique visits	11/30/12	Weekly	KSM
Online Survey	Survey Response	0.5% unique visits	12/28/12	Weekly	Internal (Sally Potter)
Cost of Patient Acquisition	Media investment/Total Rx	\$100	5/13	Weekly	Sales Operations/Marketing
Post-campaign brand studies			5/13	Weekly	KSM

\* Kelly, Scott, Madison (KSM): A leading independent media agency that delivers results through original media solutions. They are the media agency for Intermezzo





## Prescription for Trouble

By Sen. Tom Coburn, MD and Scott Gottlieb, MD  
Tuesday, December 18, 2012

**FDA can finally prevent narcotic drugs that can be widely abused from easily threatening patient safety. Will it seize the moment?**

Abuse of prescription narcotics remains one of America's fastest growing drug problems. But rates of illicit use of some prescription opioids like OxyContin — drugs that have been subject to the most rampant abuse — are finally starting to decline.



Stepped-up enforcement against illegal diversion is one reason. More significant are changes in the medicines themselves. New technologies make the drugs less prone to manipulation and therefore much less likely to be used illegally in the first place.

Some of the most widely abused drugs, including OxyContin, have been re-engineered in tamper-resistant formulations and introduced in place of their original versions. Rates of abuse have fallen sharply as a consequence.

But the Food and Drug Administration (FDA) may let the older, riskier versions back onto the market in the form of cheap generic drugs — reigniting the original problems. Ample evidence shows that criminal use will simply shift to the generic drugs, since these older pills are easier to abuse. It will undermine efforts undertaken by industry and policymakers to design the new tamper-resistant drugs as a way to combat the problem.

The FDA argues that its hands may be tied. In order to keep older drugs off the market, FDA has to declare that they were withdrawn for safety reasons after the tamper-resistant versions came along. FDA was asked to make this declaration when the tamper-resistant drugs were first introduced. But the Obama administration's lawyers at the Department of Health and Human Services and FDA are wrangling over whether FDA has the proper authority.

As we'll explain, FDA's handwringing over what it calls "complex and novel legal issues"<sup>1</sup> is partly a problem of the agency's own making. FDA must decide one way or another. We think the agency's delay only exacerbates the risks to public health.

### A History of Abuse

At issue are long-acting, oral opioid drugs that are used to treat chronic pain from conditions like metastatic cancer. FDA approved the original OxyContin in 1995 for use as an analgesic in people with

moderate to severe pain requiring relief for several days or more. Another manufacturer sells a similar drug under the brand name Opana ER. It was known that these drugs would have a risk of abuse because of their properties as a narcotic, and so they've been placed in Schedule II of the Controlled Substances Act (which places certain restrictions on medicines that have a high potential for abuse, for example requiring doctors to write for only limited doses of pills at a time and to use special prescription pads that allow for easier tracking). What nobody foresaw in 1995 was how rampant the illicit use would become once abusers discovered how to tamper with the drug.

These drugs contain a high dose of the narcotic oxycodone. The formulations encase this active ingredient in a time-release mechanism that allows it to trickle into the bloodstream over 12 hours. That's what gives the pills the long-acting attributes.

At the time that the products were first introduced, it was thought that the long-acting formulation would help to reduce the opportunity for abuse.<sup>2</sup> Shortly after the release of OxyContin in 1995, drug abusers discovered they could break the time-release mechanism by simply crushing the pills (so-called "dose dumping"). This enabled the entire dose of oxycodone to be absorbed immediately, either through injecting or snorting. It gives a fast, more powerful euphoric effect that mimics a heroin-like "high."

### **Will FDA Action Thwart Progress?**

At the prompting of FDA and Congress,<sup>3</sup> the manufacturers of OxyContin and Opana ER reformulated their pills to make them crush- and tamper-resistant. The new versions make it harder for the active narcotic ingredient to be dose dumped.

At the same time, and also with FDA's urging, these same manufacturers removed their older, abuse-prone formulations from the market in the United States and Canada. The tamper-resistant versions of some of the most commonly prescribed opioid medicines have now fully supplanted the original, abuse-prone formulations.

Data from clinical trials and real-world use show that these tamper-resistant drugs make illicit use more difficult.<sup>4</sup> Rates of abuse of these re-formulated drugs have started declining as a result. But a regulatory action that FDA is poised to take could inadvertently undermine these public health gains.

Multiple generic drug manufacturers are seeking FDA permission to market non-tamper-resistant versions of the original formulation of OxyContin. Similarly, there are already FDA-approved generic versions of the original formulation of Opana ER, the highest strengths of which are poised for launch in the United States in January 2013.

The question is whether FDA has the discretion to block the entry of these now-inferior generic products by determining that their "reference" products — the older versions of the opioid drugs that lacked the tamper resistance — were withdrawn for safety reasons. FDA has had years to make this decision. It has run out of time.

Policymakers pressed the drug makers to come up with these tamper-resistant formulations as one way to combat diversion and abuse. It was rightly hoped that these new formulations could become one tool in combating illicit diversion and abuse. It worked. Now that these new technologies are available, enabling the market to be simultaneously served by the older opioid drugs (that lack the abuse-deterrent features) defeats the purpose of the tamper-resistant formulations.

Under current law, to block the entry of generic drugs, FDA has to issue a finding stating that the original formulations were withdrawn from the market for safety reasons.<sup>5</sup> Such a judgment would comport with the practical circumstances surrounding the introduction of the tamper-resistant formulations in the first

place. Part of FDA's rationale in pressing for the development of the new products was so these abuse-resistant versions would take the place of the riskier formulations.

## **Manufacturing Trouble**

FDA has said that it is struggling with how to retrospectively "deem" the original formulation of these drugs "withdrawn from the market for reasons of safety," especially when the labels of the new formulations do not contain language that suggests that the new tamper-resistant drugs are any better than the older versions.

The legal questions that have FDA hamstrung are partly a result of the agency's own decisions. FDA has helped to tie its own hands.

On the issue of timing: FDA says it may be hard to "retroactively" make the declaration that the original opioid formulations are no longer safe. But FDA was first asked to withdraw the older versions of these drugs for safety reasons at the time that their original manufacturers stopped selling these medicines.

The agency didn't respond to these original requests. It should have. Regulations give FDA ample discretion to decide "whether a listed drug that has been voluntarily withdrawn from sale was withdrawn for safety or effectiveness reasons... at any time after the drug has been voluntarily withdrawn from sale."<sup>6</sup>

On the issue of labeling: it's true the labels of the tamper-resistant opioids don't identify these abuse-deterrent properties. That's also a problem FDA manufactured.

Part of the agency's fears? That putting these claims on drug labels might encourage more use of these narcotics by giving doctors a false sense that the drugs are now safer. FDA hasn't established a standard definition of what it means for a drug to be "tamper resistant" and how a manufacturer can make such a claim.

FDA's concern with allowing these claims is ironic. After all, the re-introduction of the older formulations is likely to do a lot more to encourage illicit use than any marketing language FDA might have let manufacturers use to advertise the abuse-deterrent drugs. Right now, FDA suggests that drug makers need to show that the overall burden of addiction in a "community" is reduced in order to claim that an opioid is resistant to abuse. This may be an insurmountable standard.

Finally, on FDA's question of whether or not it can withdraw a drug for safety reasons, if most of those safety problems involve the drug's illicit use: FDA is concerned that it lacks sufficient evidence to judge the older formulations (the drugs without tamper-resistant technologies) to be unsafe. The agency's argument is that by all evidence, OxyContin is largely safe when carefully used as prescribed. So how can FDA say that the older drugs are so "unsafe" that they had to be withdrawn?

But FDA has already said that when it comes to these older opioid drugs that lack the tamper-resistant technologies, it is not only worried about illicit use but problems from misuse even by well-meaning patients. This includes situations where patients or health care providers try to crush tablets to make them easier to swallow, and inadvertently defeat the slow-release coatings — or situations where children may come upon the pills and chew the tablets prior to an accidental ingestion, enabling a dangerous dumping of the full dose of narcotics.

There already is precedent for FDA worrying about the inappropriate use of opioid products when judging whether a drug is safe for continued marketing. In July 2005, FDA demanded the withdrawal of the tamper-resistant opioid Palladone because of concerns about its safety. It turned out that mixing the pills (deliberately or accidentally) with alcohol caused a dumping of the active ingredient, the narcotic analgesic

hydromorphone. FDA saw this as a big safety risk.<sup>7</sup> The agency either has the authority to worry about these issues or it doesn't. But it needs to be consistent.

## The Need for Swift Action

Right now, Canada is poised to allow the introduction of generic versions of oxycodone into its own market, creating the possibility that these drugs will be illegally diverted into the United States.<sup>8</sup> The White House Office of National Drug Control Policy already warned law enforcement to be on the lookout for cheap copies of OxyContin, which it said could hit the Canadian market as soon as next month. "The potential exists for diversion into the United States because the old formulations, which are easier to abuse, are unavailable in the United States," said the notice.<sup>9</sup>

There's ample precedent for new formulations of a drug to offer such an improvement in safety over prior versions, that the older formulations are no longer deemed safe relative to their more modern alternatives. The market for vaccines and biologics is rife with examples where newer drug versions were formulated in a way to make them substantially safer than the alternatives they obsoleted.

There are also similar precedents when it comes to hypnotic and analgesic drugs. For example, in 1993 FDA told the maker of the hypnotic anesthetic drug propofol to reformulate the medicine in order to address safety issues. Once the new version of the drug was available, FDA refused to let generics copy the original formulation.

FDA needs to act with timeliness, candor, and integrity on the scope of its authority and what it can and can't do. If it needs new authority to make these determinations, it must tell Congress right away.

Allowing the market to be flooded with cheap, generic versions of outdated formulations will only feed the problems that we have begun to resolve with better technology. The creation of abuse-deterrent formulations fulfilled an important public health goal. Policymakers demanded the creation of these new drugs. We should leverage the benefits of this technology, and not undermine its purpose.

**Scott Gottlieb is a practicing physician and a resident fellow at the American Enterprise Institute. He is also a former deputy commissioner of the FDA. U.S. Senator Tom Coburn represents Oklahoma and is a physician specializing in family medicine, obstetrics, and the treatment of allergies.**

**FURTHER READING: Gottlieb also writes "Compounding a Crisis," "White Coats and Straightjackets: Why Planned Cost-Saving Measures Will Reduce Your Healthcare Options," "The U.S. Department of Justice's Targeting of Medical Speech and Its Public Health Impacts," and "A Heavy Price for Cheaper Drugs." David Shaywitz contributes "Rigor and Transparency: Required for Approval of Drugs — Needed for Certification of Providers." Roger Bate discusses "The Great Pharmaceuticals Scam."**

### Footnotes:

1. FDA, Defendant's Response to the Court's November 30, 2012 Order. Brief filed before the United States District Court for the District of Columbia, in *Endo Pharmaceuticals Inc. v. United States Food and Drug Administration, et al.* December 3, 2012
  2. Theodore J. Cicero, James A. Inciardi, and Alvaro Muñoz. Trends in Abuse of OxyContin® and Other Opioid Analgesics in the United States: 2002-2004. The Journal of Pain, Vol 6, No 10 (October), 2005: pp 662-672
  3. In 2006, Congress stated that FDA "providers and patients alike will benefit from the expedited review of safer drugs, as well as the provision of information that accurately differentiates abuse-resistant formulations." H.R. Rep. No. 109-102 (2006)
  4. Cicero, et al., Effect of Abuse-Deterrent Formulation of OxyContin, N Engl J Med 2012; 367:187-189
  5. 21 U.S.C 355(j)(6) states that FDA has to withdraw or suspend the approval of any application for a generic medicine when the reference product upon which the application is based "has been withdrawn from sale for safety... reasons."
  6. 21 C.F.R. 314.161(a)(1),(2)
  7. FDA's press release stated "serious and potentially fatal adverse reactions can occur when Palladone (hydromorphone hydrochloride) extended release capsules are taken together with alcohol."
  8. Susan Lunn. Generic oxycodone from Canada has U.S. officials on alert. CBC News, December 5, 2012. Available [here](#).
  9. Devlin Barrett, Thomas Catan, and Paul Vieira. U.S. on Alert for Canadian Drugs. The Wall Street Journal, December 4, 2012. Available [here](#).
- Image by Dianna Ingram / Bergman Group

Available online at: [http://www.american.com/archive/2012/december/prescription-for-trouble/article\\_print](http://www.american.com/archive/2012/december/prescription-for-trouble/article_print)

Message

**From:** [REDACTED]  
**Sent:** 12/21/2012 4:23:35 PM  
**To:** Baker, Stuart D. [REDACTED]  
Boer, Peter [REDACTED]  
Costa, Paulo [REDACTED]  
Judy Lewent [REDACTED] @msn.com; Pickett, Cecil [REDACTED]  
Sackler, Beverly [REDACTED]  
Sackler, Dame Theresa [REDACTED] Sackler, David [REDACTED]  
Sackler, Dr Kathe [REDACTED]  
Sackler, Dr Raymond R [REDACTED]  
Sackler, Dr Richard [REDACTED]  
Sackler, Jonathan [REDACTED]  
; Sackler, Mortimer D.A. [REDACTED]  
Snyderman, Ralph [REDACTED]  
**CC:** Abrams, Robin [REDACTED]  
Dolan, James [REDACTED]  
; Gasdia, Russel [REDACTED] Landau, Dr. Craig [REDACTED]  
Long, David [REDACTED] Lundie, David [REDACTED]  
Mahony, Edward [REDACTED]  
Mallin, William [REDACTED]  
Silbert, Richard W [REDACTED]  
Stewart, John H. (US) [REDACTED]  
Strassburger, Philip [REDACTED]  
Weinstein, Bert [REDACTED]  
**BCC:** Stewart, John H. (US) [REDACTED]  
**Subject:** Year-End Update  
**Attachments:** Year End memo to the Board.docx

All,

Attached is John's Year-End update for your information and reference.

I hope all of you enjoy the Holiday Season and have a happy and healthy New Year.

Regards,

[REDACTED]

[REDACTED]

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One Stamford Forum  
Stamford, Connecticut 06901  
Tel: **Redacted**  
Email: **Redacted**@pharma.com  
<http://www.purduepharma.com>

## **YEAR-END UPDATE**

There has been a great deal of activity and progress within each of the departments since the budget presentations, so I am sending this memo to provide an update on some of the key issues. There are, of course, many more activities underway than can be addressed in this brief memo, and they will be covered in the regular Quarterly Report – to be issued in late January. However, if there are subjects not covered here for which you would appreciate information on or about – just let me know.

### **2012 Total Sales**

Yesterday was our last day of shipping for 2012, and the year's total for gross sales will be at \$3,005,000,000.00.

### **Marketing and Sales**

#### **Analgesic Sales Force:**

Two key initiatives to improve effectiveness of the Analgesic Sales Force have been completed.

The first initiative is focused on location of sales territories. We saw that in some territories access to physicians has been becoming increasingly difficult, resulting in too many representatives and not enough physicians to impact. Conversely, some areas didn't have enough representation to impact the available high potential physicians. We worked with ZS Associates to assist in an analysis and provide recommendations on how best to redeploy/realign the 525 territories in an effort to maximize effectiveness. ZS Associates has a proprietary tool called *Access Monitor* in which they are able to review historical call data of approximately 40 pharmaceutical companies (including our data) to validate which markets have restricted access and warrant less representation. Conversely, they also assist in identifying areas where access to high potential physicians remains high. They match this data with IMS decile data within the opioid market, to provide a sales potential for each territory.

We also used this opportunity to review and make adjustments to the weighting of the opioid extended-release (OER) and, opioid immediate-release (OIR) markets. ZS met with Purdue sales management on several occasions - and we continued to adjust the proposal by balancing the need to have sales force employees deployed in optimal locations, with keeping employee layoffs that would be required to achieve such a goal to a minimum. To minimize the need for unnecessary layoffs leading up to the completion of this project we took action to not backfill certain positions that became vacant (including four district manager positions). In some instances we were able to dissolve and temporarily realign the geography to ensure coverage. In other instances, we simply suspended recruiting for vacant territories that we felt might not need as much representation.

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The final output contains 525 balanced territories, 64 districts, and 9 regions, so we will begin 2013 with a sales force that is more optimally aligned; providing increased opportunities to maximize the impact of sales efforts.

The second initiative is focused on improving the effectiveness of the selling skills of the sales force. This is based off a current best-selling book titled ***The Challenger Sale***, developed from results of research conducted by the Corporate Executive Board (CEB) [ [HYPERLINK "http://www.executiveboard.com"](http://www.executiveboard.com) ].

We've actually been evolving our sales approach toward The Challenger Sales model over the past few years, which began as some of our top sales representatives and managers were learning of this book, and the approaches laid out in numerous "white papers", press releases, etc. Based on feedback from field management, we decided to focus the upcoming National Sales Meeting on this approach.

We've been working with the Medical/Regulatory/Law review team at Purdue during the development of the workshops and material. Also supporting us are several members of the Sales Executive Council, who have implemented this training with several other companies. Our key note speaker is Tyrone Edwards, former Senior Vice President, Sales & Operations for Merck & Company, who is working with SEC on this initiative. In addition, Tyrone conducted one of the District Manager roll-out workshops for a full day – and understands our culture, market and challenges. We are confident that this approach will help to improve our salesforce's effectiveness in 2013.

### **Intermezzo**

The Intermezzo DTC campaign began with the launch of the [myintermezzo.com](http://myintermezzo.com) website at the end of November - and print advertising placements in the December issues of More, Prevention, and Time Magazines. Digital banner and search promotion also began in December, with the first public viewing of the Intermezzo television commercial through Hulu (the video-on-demand Internet portal) and through [myintermezzo.com](http://myintermezzo.com).

Embedded below are eight slides that show:

- A program flowchart to describe the various paths that consumers may follow (from the various media employed) to reach the call-to-action of contacting their physician.
  - As noted in Slide 2, should a consumer view the TV commercial and visit the [myintermezzo](http://myintermezzo.com) website, they will have the opportunity to view and download numerous items such as the Intermezzo Trial Card, Intermezzo Savings Card and Patient Brochure.
  - Additionally, consumers can sign up for "myintermezzo", our consumer relationship marketing program. This is important as it allows us the opportunity to continually communicate with them via an ongoing email campaign.

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- Program highlights for the major cable and broadcast network placements, the print titles where Intermezzo advertising will be featured, and the major digital properties where banner advertising will appear.
- The 2013 TV media schedule by week.
- The projected prescription growth with an overlay of the weeks the DTC television campaign is on-air.
- The analytics and reporting calendar highlighting the key performance measurements and the dates on which data collection will begin. As of January 3<sup>rd</sup>, we will begin a weekly in-depth evaluation of the responses from the various components of the campaign, and will be prepared to re-direct and respond as appropriate.

The DTC budget is sufficient to ensure the television advertising delivers ample impressions to reach the targeted consumers through both network and cable. Additionally, the digital portion of the campaign will be sustained throughout 2013 – providing product support after phase one of the television advertising concludes on March 24<sup>th</sup>.

Supporting the DTC program are activities of both the analgesic sales force and the Intermezzo sales team. The analgesic representatives will be trained on the product at the National Sales Meeting, and will begin making sales calls the following week – with Intermezzo in the third position.

Key Objectives of the Intermezzo Sales Force (ISF) and Analgesic Sales Force (ASF) include the following:

- ISF:
  - With the downsizing of the ISF from 275 representatives to 90, effective January 1, we are focusing the 90 ISF representatives on the highest prescribers of Intermezzo.
    - The physicians seen by the 90 representatives accounts for approximately 55% of all prescriptions to date for Intermezzo.
  - The ISF representatives will continue to call on these high prescribers to present Intermezzo in the primary presentation position, regardless of whether the physician is also seen by an ASF representative.
    - The overlap is approximately 10% of ASF targeted physicians.
- ASF:
  - The 525 representatives in the ASF will present Intermezzo in third position, following primary and secondary presentations for OxyContin and/or Butrans on their targeted physicians.
  - This activity will commence on Friday, January 18<sup>th</sup>, following the National Sales Meeting.
  - The objective is to expand reach across the physician base on a national level. While the direction will be to include an Intermezzo third position presentation on every call, we've established a minimum goal of 70% of calls to have an Intermezzo third position presentation.

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- With the average number of physician calls per week at 35 within ASF, this provides the addition of approximately 13,000 physician presentations on Intermezzo per week
- The ASF will be provided the needed training and sales materials to provide an effective awareness presentation.
  - The objective is to increase brand awareness for Intermezzo during the DTC campaign with the 90% of the physicians and nurses our ASF representatives call on for OxyContin and Butrans – who would not otherwise receive such a presentation.
  - This is designed to ensure that patients coming into the office seeking Intermezzo will be seen by physicians and nurses, who are aware of the product, understand its indication, dosing and needed fair balance.
- In addition, the ASF will focus their retail pharmacy activity, during the first quarter, on Intermezzo.
  - The ASF representatives are directed to make an average of 2 retail pharmacy calls per day.
  - They will provide all needed information on Intermezzo, including a new sales aid that focuses on the fact that Intermezzo is the “first and only” FDA approved product with its indication, has specific gender dosing guidelines and that there is no AB-rated generic.
  - The ASF will also provide the retail pharmacists with managed care coverage information, as well as details regarding the Patient Savings Program and DTC initiatives.

A dashboard delineating Key Performance Indicators (KPIs) for each of the media platforms as well as activity and Rx volume-based metrics for the field representatives has been developed and will be updated and assessed weekly.

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## **Research and Development**

### **Reformulated OxyContin**

#### **Epidemiology Study Program**

Through 2012, we have made several submissions to FDA and other government agencies to communicate the impact of reformulated OxyContin on various abuse and patient-related outcomes/measures generated from the epidemiology studies. The collective results of this multi-study program demonstrate a significant and positive impact on abuse, misuse and diversion. The finding of reduced abuse has been consistent across studies and durable over time, while surrogates for abuse, including diversion and doctor shopping, have also diminished significantly. Lastly, adverse events and fatalities related to OxyContin in both patients and abusers have declined significantly as a consequence of transitioning to the reformulated product.

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FDA has expressed substantial interest in these studies and continues to request additional analyses and presentations of data. Multiple parties within the Agency (e.g. Janet Woodcock, Doug Throckmorton, and Office of the General Counsel) are actively discussing how these data should be considered in the context of abuse deterrent labeling, and more generally how the properties of and outcomes driven by abuse deterrence should be considered in the review and approval process for non-abuse deterrent branded and generic controlled-release opioid medications.

### **Pediatric Exclusivity Research Program**

The Pediatric Clinical Research Program intended to support an additional six months of market exclusivity for OxyContin is now ahead of schedule, with clinical trial enrollment surpassing even the stretch goals set for 2012. The study and program are tracking for an on-time completion, and an sNDA submission on or before 1Q2016.

### **ONU (Targin) – Positive top-line results from ONU3701, a pivotal analgesic study intended to support approval of ONU in the U.S.**

Substantial progress towards registering ONU (Targin) has been made through 2012. Of most significance, we received top-line results from the single analgesic pivotal trial necessary to support product registration and marketing. This study (ONU3701) achieved statistical significance on its primary endpoint, and is therefore considered adequate to support analgesic efficacy and approval of Targin in the US.

ONU3701 is a double-blind, placebo-controlled, parallel group, randomized, enriched design study of ONU in subjects with moderate to severe chronic low back pain. A total of 600 subjects were randomized into the double-blind, comparative period. Active treatment consisted of OXN 10/5 mg, OXN 20/10 mg, OXN 30/15 mg or OXN 40/20 mg, every 12 hours. The primary efficacy outcome was “average pain over the last 24 hours” at week 12 of the double-blind period. In November, 2012, top-line results became available. ONU demonstrated a highly statistically significant and clinically relevant reduction in pain, at 12 weeks versus placebo (Table 14.2.1). Key secondary endpoints, including reduction in sleep disturbance (as measured by the MOS–Sleep Scale), Patient Global Impression of Change and multiple responder analyses (proportion of subjects with > 30% response to treatment) were also superior to placebo (Table 14.2.5.1).

The results of this study will be a key component of the NDA submission planned for mid-2013. Once approved, a supplemental NDA (sNDA) will be filed to support label expansion for opioid induced constipation/bowel dysfunction. Two clinical studies (ONU3704/5) are enrolling to support this planned submission, targeted for mid-2014.

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[tc "page=5 " \f C \l 2][tc "Detailed and/or summarized report " \f C \l 3]Table 14.2.1

**Protocol ONU3701: Summary and Analysis of Average Pain Over the Last 24 Hours  
using a Pattern Mixture Model (Observed Data on Study Drug)  
Full Analysis Population**

Timepoint	Placebo (N=302)	OXN (N=298)
Overall Week 12 Difference		
LS Mean Difference vs Placebo (SE)		0.45 ( 0.163)
95% CI for LS Mean Difference		( 0.13, 0.77)
Two-tailed P-value		<b>0.0055</b>

[tc "Report " \f C \l 1][tc "page=1 " \f C \l 2][tc "Detailed and/or summarized report " \f C \l 3]Table 14.2.5.1

**Protocol ONU3701: Summary and Analysis of Responder Analysis  
Full Analysis Population**

Variable	Placebo (N=302) n (%)	OXN (N=298) n (%)	P-value <sup>a</sup>
Proportion of subjects with a response to treatment that is >= 30%			
Yes	124 ( 41.1)	164 ( 55.0)	<b>0.0006</b>
No	178 ( 58.9)	134 ( 45.0)	

**Hydrocodone Once-Daily**

Our PEO-based, once-daily, tamper-resistant hydrocodone development program has advanced significantly through 2012, with enrollment completed in one of two clinical studies required for NDA submission and approval. The remaining study (pivotal study HYD3002) is enrolling ahead of schedule, and will support NDA submission on or ahead of schedule in 2Q14. The competitive landscape for HYD continues to improve from that which formed the basis for the commercial forecast in Purdue’s latest 10-year plan. The first of two potential competitor products (Teva/Cephalon) failed in its single pivotal trial, subjecting this program to a 2-2.5 year delay at minimum. The second competitive threat

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(Zogenix's Zohydro®) was the subject of discussion at a recent FDA Advisory Committee meeting, wherein the Advisory Committee voted strongly against approval based on the product's lack of tamper resistance and/or abuse deterrent features. As a consequence of these setbacks and anticipated success with internal HYD development efforts, we believe Purdue's HYD will be the first single entity controlled release hydrocodone product to market.

### **Health Outcomes and Pharmacoeconomics (HOPE)**

The Health Outcomes and Pharmacoeconomics (HOPE) group at Purdue was established in April 2012 to develop and implement strategies that demonstrate value to payers, resulting in preferential market access. The group's leader, [REDACTED] is a very capable pharmacoeconomist and outcomes research professional with over 25 years experience. In 2012, this lean (3 person) function focused its attention on Purdue's three branded products - Intermezzo, Butrans, and OxyContin. In 2013, the focus will shift to HYD and ONU as we ready our plans for their NDA submissions and ultimate launch.

Working in concert with individuals from other departments, the following value propositions/strategies are being pursued:

#### **Intermezzo**

The strategy is aimed to focus discussions with payers on safety, based upon both PK and PD differentiation, comparing Intermezzo to generic Zolpidem. HOPE research resulted in 7 abstracts that were submitted for presentation in national medical meetings, demonstrating that middle of the night awakening (MOTN) should be a public concern in the US. It is a prevalent, often undiagnosed clinical condition that is often not recognized by patients or healthcare (HC) providers. It has significant negative impact on patient ability to function resulting in excess medical and non-medical costs to the HC system and employers. A manuscript is on track for completion in 2012. Account Executives and Medical Science Liaisons will discuss these data with payers in 2013.

#### **Butrans**

The strategy is aimed to focus the discussion with payers on the identification of patients who are most likely to benefit from Butrans, as demonstrated by treatment continuation. HOPE research resulted in 4 abstracts that were submitted for presentation in national medical & payer meetings, detailing treatment patterns that predict treatment continuation such as prior opioid use or current neuropathic pain. Three manuscripts are on track for completion in 2013. Medical Science Liaisons will discuss these data with payers in early 2013.

#### **OxyContin**

The strategy has 2 distinct components, addressing both payers and policy makers. To address payers the strategy will demonstrate the impacts of OxyContin formulary restriction tools - to demonstrate that the most cost effective approach is to list OxyContin in a preferred position. To address policy makers, the strategy will quantify the economic value of Abuse Deterrent Formulations (ADF) to

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society. HOPE estimates the cost saving to society from ADFs at 1 billion dollars, or higher, with medical costs accounting for about half of the value. The supporting research was done in collaboration with key opinion leaders with medical and policy experience. A manuscript is on track for completion in 1Q2013.

### **Licensing and Business Development**

LBD and the Business Development Committee have made significant close outs of projects – many of which were connected to our analgesic strategy, especially non-opioid products for the treatment of neuropathic pain. **Spinifex** (angiotensin II type 2), **Array** (MAP-kinase P-38), **Abbott** (H-3 antagonist) and **Regeneron** (anti-NGF antibody) were closed-out as a result of safety concerns and also **(Regeneron)** because of the projected cost of the development program. **Convergence** (Nav 1.7 sodium channel blocker) was discontinued because it failed to demonstrate efficacy in a Phase 2 trial in patients with neuropathic lower back pain. **Theravance** (OIC), and **Albireo** (constipation) were closed-out because of lower than desired clinical efficacy and/or freedom from side-effects, and also because of increasing concerns about payers willingness to cover these products.

We currently have contract negotiations underway with **Grunenthal** for an abuse-deterrent formulation of MS Contin, which is being pursued as a jointly funded development program (using Grunenthal's PEO-based technology) with Purdue handling all the marketing and Grunenthal receiving a low level (5.0% or 7.5% royalty), and with **Transcept** for Intermezzo in the Asian and Latin America countries – as well as Australia.

### **Communications and External Affairs (CEAC)**

Two of CEAC's major initiatives are to have the CMS exclude abuse-deterrent formulations from their definition of "line-extensions" (i.e. the Medicaid Rebate issue) and to have the FDA (or Congress) take action to prevent the approval of generic copies of the original formulation of OxyContin. Presentation of the findings of the results of the company's epidemiologic studies on the new formulation, as well as observations from law enforcement officers across the country, have been instrumental in garnering support for our position on both of these issues.

With respect on the line extension issue, 21 Advocacy Groups from PCF filed supportive comments on the proposed regulations. In addition, we met with VP Biden's staff, FDA staff, the ONDCP Director, and Members of Congress – obtaining a commitment to contact HHS Secretary to exclude abuse-deterrent formulations from the definition of "line extension". We also obtained a letter from 9 US Congressmen to Secretary of HHS asking to exempt ADF from the "line extensions" rebate requirements, and received communication from FDA that they have been working with CMS and believe they have a solution for ADF formulations.

With respect to actions to prevent approval of generic copies of the old formulation of OxyContin, Representative William Keating (D-MA) and others announced the introduction of new legislation – the Stop Tampering of Prescription Pills Act of 2012, or STOPP Act (H.R. 6160) – that is intended to prevent FDA approval of non-deterrent formulations when a deterrent formulation has been approved, and to

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convert old non-deterrent formulations to abuse deterrent formulations over time. PCF organizations wrote to FDA advocating that FDA not approve a non-deterrent formulation of a controlled substance when a deterrent formulation of that drug is approved, and obtained a commitment from a US Senator to write an Op Ed for the WSJ stating that it would be bad policy for FDA to approve generics of old formulations. (That Op-Ed was recently published and is embedded below.

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### **Manufacturing**

The new Facility Project is underway, with three primary teams (a) Engineering, (b) Incentives, Taxation and Project Cost Control and (c) Process & Technology Transfer reporting to an overarching Steering Committee. We have reviewed in detail some 20 potential sites, and have narrowed the choices to five sites identified within the 100 mile area west of Wilson – with each now going through a process of more detailed due-diligence. We received initial proposals from the county investment representatives, and plan to reach out to the new governor of North Carolina in early 2013. This will ensure we understand the complete initial incentive offerings for each preferred location. The plans to close Totowa on completion of the new facility were announced to Totowa staff in mid-November. They were very appreciative of this early notification, and HR is working with management to map out the location plans for each of the various groups now located at Totowa.

This project will be reviewed with the Board in February 2013.

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The year-end Town Hall Presentation took place on Wednesday afternoon, and I feel that all colleagues realize that while we are somewhat below our sales and profit targets – we also made great strides on numerous other fronts and are committed to generating new growth.

I hope you enjoy the Holidays.

John H. Stewart

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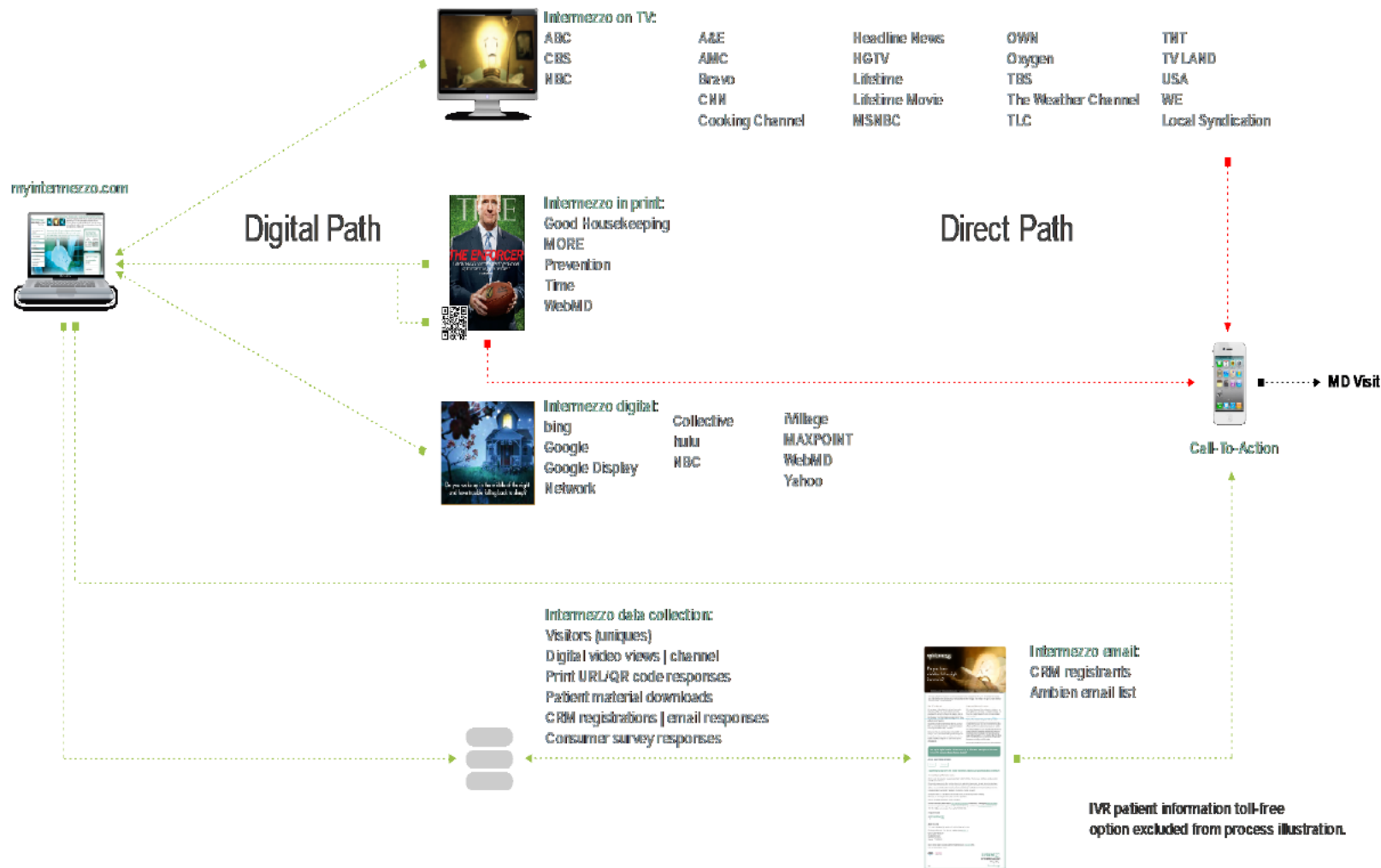
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# Intermezzo® Promotion & Analytics

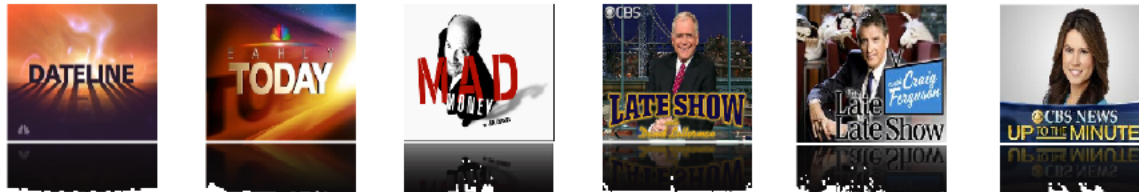
# DTC Brand Experience



# DTC Network Programming | Print | Digital Highlights



## TV



## Print



## Digital



# Network Television (On Air Jan. 7- Mar. 18, 2013)

Network	Day	Shows	Time Period	Total Times/Show
ABC	M-SU	AMERICA THIS MORNING	4A-7A	33
	M-F	JIMMY KIMMEL	1130P-1230A	18
	M-F	NIGHTLINE	1230A-1A	12
	M-SU	WORLD NEWS NOW	1A-5A	90
	M-F	GOOD MORNING AMERICA	7A-9A	5
NBC	M-F	TONIGHT SHOW W/ JAY LENO	1130P-1230A	30
	M-F	LATE NIGHT W/ JIMMY FALLON	1230A-130A	29
	M-F	LAST CALL W/CARSON DALY	130A-230A	9
	M-F	TODAY SHOW ALL NIGHT	2A-3A	76
	M-F	DATELINE ALL NIGHT	4A-6A	14
	M-F	MAD MONEY ALL NIGHT	3A-4A	7
	M-F	EARLY TODAY	5A-7A	90
CBS	M-F	LATE NIGHT W/ DAVID LETTERMAN	1130P-1230A	28
	M-F	LATE LATE SHOW W/ CRAIG FERGUSON	1230A-130A	28
	M-F	UP TO THE MINUTE	2A-5A	44
	SUN	CRAIG FERGUSON (POST SUPER BOWL)	1230A-130A	2

# Cable Television (On Air Jan. 7- Mar. 18, 2013)

Network	Day	Show	Time Period	Total Times/Network
OXYGEN	M-F	VARIOUS	6A-8A	35
	M-F	VARIOUS	6P-2A	9
	M-F	VARIOUS	2A-3A	23
TLC	M-F	VARIOUS	6A-9A	0
	M-SU	VARIOUS	8P-11P	18
	M-SU	VARIOUS	11P-3A	16
LIFETIME MOVIE NETWORK	M-SU	VARIOUS	8P-12M	46
	M-SU	VARIOUS	12M-4A	46
WE	M-SU	VARIOUS	10P-1A	35
	M-SU	VARIOUS	1A-5A	35
MSNBC	M-F	VARIOUS	5A-6A	27
	M-F	VARIOUS	6A-9A	27
	M-F	VARIOUS	2A-3A	27
	M-F	VARIOUS	3A-4A	27
	M-F	VARIOUS	4A-5A	27
	SUN	VARIOUS	5A-6A	27
	SUN	VARIOUS	2A-3A	27
	SUN	VARIOUS	3A-4A	27
	SUN	VARIOUS	4A-5A	27
FOX NEWS	M-SU	VARIOUS	8P-11P	19
	M-SU	VARIOUS	11P-2A	23
	M-SU	VARIOUS	2A-6A	23
TBS	M-SUN	VARIOUS	12M-3A	0
	M-SUN	VARIOUS	3A-6A	12
	M-SUN	VARIOUS	7P-12M	10
TNT	M-SUN	VARIOUS	12M-3A	18
	M-SUN	VARIOUS	3A-6A	18
	M-SUN	VARIOUS	7P-12M	13
CNN	M-SU	VARIOUS	6A-7A	18
	M-F	VARIOUS	11P-12M	17
	M-F	VARIOUS	4A-5A	9
	M-F	VARIOUS	2A-3A	9
HDLN	M-F	VARIOUS	6A-10A	25
	M-F	VARIOUS	7P-8P	17
	M-F	VARIOUS	11P-12M	25
	M-F	VARIOUS	3A-6A	25
BRAVO	M-SU	VARIOUS	6A-8A	32
	M-SU	VARIOUS	7P-2A	40
	M-SU	VARIOUS	2A-4A	32
E	M-SU	VARIOUS	12M-4A	16
	M-SU	VARIOUS	6P-12M	8
USA	M-F	VARIOUS	6A-9A	18
	M-SU	VARIOUS	2A-3A	24
	M-SU	VARIOUS	3A-6A	24

Specific cable shows are variable based on available inventory





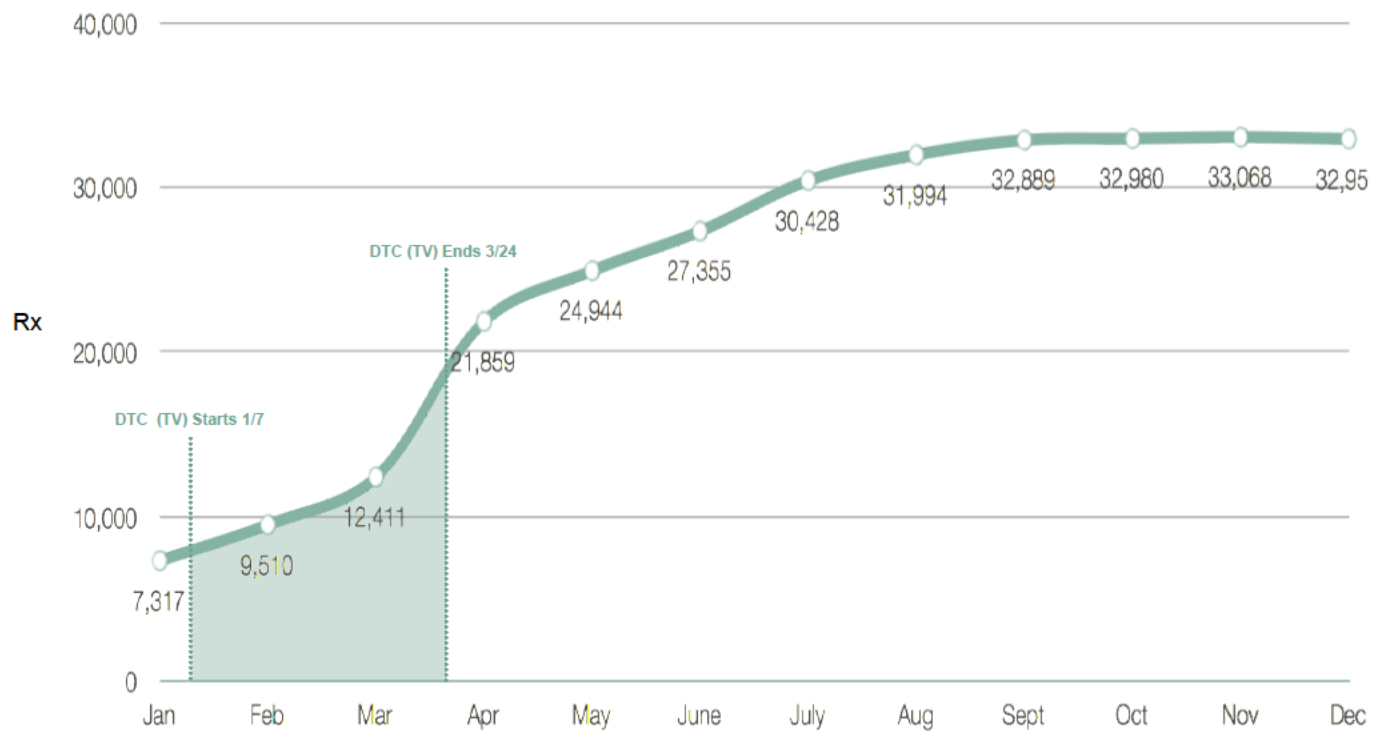
# Cable Television (On Air Jan. 7- Mar. 18, 2013)

Network	Day	Show	Time Period	Total Times/Network
TV LAND	M-SU	VARIOUS	7P-2A	27
	M-SU	VARIOUS	2A-4A	18
	M-SU	VARIOUS	4A-6A	12
A & E	M-SU	VARIOUS	8P-12M	18
	M-SU	VARIOUS	12M-4A	9
AMC	M-F	VARIOUS	6P-1A	40
	M-SU	VARIOUS	1A-6A	13
LIFETIME	M-SU	VARIOUS	8P-12M	33
	M-SU	VARIOUS	12M-4A	33
	M-F	VARIOUS	7A-8A	17
HGTV	M-F	VARIOUS	7A-9A	16
	M-SU	VARIOUS	9P-12M	8
	M-SU	VARIOUS	12M-3A	8
FOOD	M-SU	VARIOUS	8P-9P	3
	M-SU	VARIOUS	9P-12M	6
	M-SU	VARIOUS	4A-5A	9
COOKING CHANNEL				0
	M-SU	VARIOUS	8P-12M	18
	M-F	VARIOUS	12M-5A	18
DISCOVERY	M-SU	VARIOUS	8P-11P	3
	M-SU	VARIOUS	11P-3A	3
HALLMARK	M-SU	VARIOUS	6P-12M	27
	M-SU	VARIOUS	12M-4A	27
	M-SU	VARIOUS	4A-6A	23
OWN	M-SU	VARIOUS	8P-11P	32
	M-SU	VARIOUS	11P-3A	28
	M-SU	VARIOUS	3A-6A	23
	M-SU	VARIOUS	6A-9A	18
WEATHER CHANNEL	M-TH/SU	VARIOUS	4A-5A	37
	M-TH/SU	VARIOUS	5A-6A	36
	M-F	VARIOUS	6A-7A	36
	M-F	VARIOUS	7A-10A	37
TELEAMERICA SYNDICATION	M-SU	VARIOUS	9P-1135P	14
	M-SU	VARIOUS	9P-2A	16
	M-SU	VARIOUS	430A-10A	27

Specific cable shows are variable based on available inventory



# Sales Forecast | TV Schedule



# Metrics

Program Measurement					
Activity	Measurement	Goal	First Available Reporting	Frequency	Data Source
Sales Training (ASF)	Activity: goal	<ul style="list-style-type: none"> <li>70 % of calls - Intermezzo is presented in the 3<sup>rd</sup> position</li> <li>Information leave behind -100% of calls</li> </ul>	3/1/13 (First post training monthly report)	Monthly	Sales Operations
Sales Training (ISF)	Activity: goal	7.5 calls/day with Intermezzo in Primary Position	3/1/13 (First post training monthly report)	Monthly	Sales Operations
Hulu Ad Views/CTR	:90 creative views	19.5 million views/0.5% CTR	Mid-January	Weekly	KSM*
Hulu Video Completion Rate (VCR)	Started/completed ad views	75%	Mid-January	Weekly	KSM
Online Mentions	Increase in total mentions	10X baseline	11/28/11 (data collected for one year)	Weekly	KSM
Click-Through Rates (search)	Site visit	TBD	Mid-January	Weekly	KSM
Cost:Click (search)	Site visit	TBD	Mid-January	Weekly	KSM
Cost:Action (search)	Site action (i.e. Email sign-up)	TBD	Mid-January	Weekly	KSM
Click-Through Rates (banner)	Banner click-through	0.8%	Mid-January	Weekly	KSM
Cost:Click (banner)	Site visit	TBD	Mid-January	Weekly	KSM
Cost:Action (banner)	Site action (i.e. Email sign-up)	TBD	Mid-January	Weekly	KSM
myintermezzo.com Visits	Total/Unique visitors	35,000/month (during DTC TV)	11/30/12	Weekly	KSM
Marketing Downloads	Trial Offer/Savings Card/Intermezzo ad prints   Sleep Tracker/Intermezzo brochure downloads	10,000/6 months	11/30/12	Weekly	KSM
CRM Enrollment	CRM Registrations	2% unique visits	11/30/12	Weekly	KSM
Share Site With Others	Refer-a-friend	2% unique visits	11/30/12	Weekly	KSM
Online Survey	Survey Response	0.5% unique visits	12/28/12	Weekly	Internal (Sally Potter)
Cost of Patient Acquisition	Media investment/Total Rx	\$100	5/13	Weekly	Sales Operations/Marketing
Post-campaign brand studies			5/13	Weekly	KSM

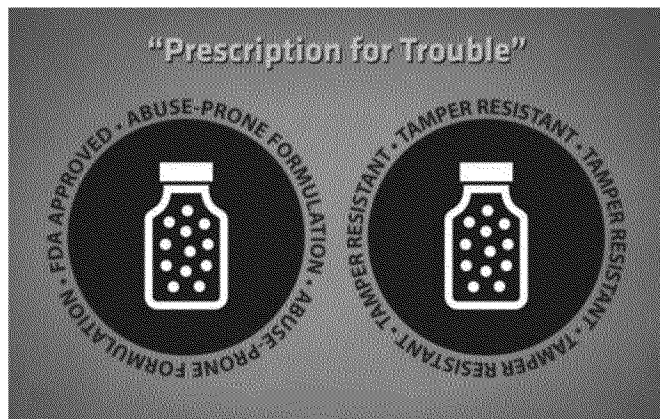
\* Kelly, Scott, Madison (KSM): A leading independent media agency that delivers results through original media solutions. They are the media agency for Intermezzo

## Prescription for Trouble

By Sen. Tom Coburn, MD and Scott Gottlieb, MD  
Tuesday, December 18, 2012

**FDA can finally prevent narcotic drugs that can be widely abused from easily threatening patient safety. Will it seize the moment?**

Abuse of prescription narcotics remains one of America's fastest growing drug problems. But rates of illicit use of some prescription opioids like OxyContin — drugs that have been subject to the most rampant abuse — are finally starting to decline.



Stepped-up enforcement against illegal diversion is one reason. More significant are changes in the medicines themselves. New technologies make the drugs less prone to manipulation and therefore much less likely to be used illegally in the first place.

Some of the most widely abused drugs, including OxyContin, have been re-engineered in tamper-resistant formulations and introduced in place of their original versions. Rates of abuse have fallen sharply as a consequence.

But the Food and Drug Administration (FDA) may let the older, riskier versions back onto the market in the form of cheap generic drugs — reigniting the original problems. Ample evidence shows that criminal use will simply shift to the generic drugs, since these older pills are easier to abuse. It will undermine efforts undertaken by industry and policymakers to design the new tamper-resistant drugs as a way to combat the problem.

The FDA argues that its hands may be tied. In order to keep older drugs off the market, FDA has to declare that they were withdrawn for safety reasons after the tamper-resistant versions came along. FDA was asked to make this declaration when the tamper-resistant drugs were first introduced. But the Obama administration's lawyers at the Department of Health and Human Services and FDA are wrangling over whether FDA has the proper authority.

As we'll explain, FDA's handwringing over what it calls "complex and novel legal issues"<sup>1</sup> is partly a problem of the agency's own making. FDA must decide one way or another. We think the agency's delay only exacerbates the risks to public health.

### A History of Abuse

At issue are long-acting, oral opioid drugs that are used to treat chronic pain from conditions like metastatic cancer. FDA approved the original OxyContin in 1995 for use as an analgesic in people with

moderate to severe pain requiring relief for several days or more. Another manufacturer sells a similar drug under the brand name Opana ER. It was known that these drugs would have a risk of abuse because of their properties as a narcotic, and so they've been placed in Schedule II of the Controlled Substances Act (which places certain restrictions on medicines that have a high potential for abuse, for example requiring doctors to write for only limited doses of pills at a time and to use special prescription pads that allow for easier tracking). What nobody foresaw in 1995 was how rampant the illicit use would become once abusers discovered how to tamper with the drug.

These drugs contain a high dose of the narcotic oxycodone. The formulations encase this active ingredient in a time-release mechanism that allows it to trickle into the bloodstream over 12 hours. That's what gives the pills the long-acting attributes.

At the time that the products were first introduced, it was thought that the long-acting formulation would help to reduce the opportunity for abuse.<sup>2</sup> Shortly after the release of OxyContin in 1995, drug abusers discovered they could break the time-release mechanism by simply crushing the pills (so-called "dose dumping"). This enabled the entire dose of oxycodone to be absorbed immediately, either through injecting or snorting. It gives a fast, more powerful euphoric effect that mimics a heroin-like "high."

### **Will FDA Action Thwart Progress?**

At the prompting of FDA and Congress,<sup>3</sup> the manufacturers of OxyContin and Opana ER reformulated their pills to make them crush- and tamper-resistant. The new versions make it harder for the active narcotic ingredient to be dose dumped.

At the same time, and also with FDA's urging, these same manufacturers removed their older, abuse-prone formulations from the market in the United States and Canada. The tamper-resistant versions of some of the most commonly prescribed opioid medicines have now fully supplanted the original, abuse-prone formulations.

Data from clinical trials and real-world use show that these tamper-resistant drugs make illicit use more difficult.<sup>4</sup> Rates of abuse of these re-formulated drugs have started declining as a result. But a regulatory action that FDA is poised to take could inadvertently undermine these public health gains.

Multiple generic drug manufacturers are seeking FDA permission to market non-tamper-resistant versions of the original formulation of OxyContin. Similarly, there are already FDA-approved generic versions of the original formulation of Opana ER, the highest strengths of which are poised for launch in the United States in January 2013.

The question is whether FDA has the discretion to block the entry of these now-inferior generic products by determining that their "reference" products — the older versions of the opioid drugs that lacked the tamper resistance — were withdrawn for safety reasons. FDA has had years to make this decision. It has run out of time.

Policymakers pressed the drug makers to come up with these tamper-resistant formulations as one way to combat diversion and abuse. It was rightly hoped that these new formulations could become one tool in combating illicit diversion and abuse. It worked. Now that these new technologies are available, enabling the market to be simultaneously served by the older opioid drugs (that lack the abuse-deterrent features) defeats the purpose of the tamper-resistant formulations.

Under current law, to block the entry of generic drugs, FDA has to issue a finding stating that the original formulations were withdrawn from the market for safety reasons.<sup>5</sup> Such a judgment would comport with the practical circumstances surrounding the introduction of the tamper-resistant formulations in the first

place. Part of FDA's rationale in pressing for the development of the new products was so these abuse-resistant versions would take the place of the riskier formulations.

## **Manufacturing Trouble**

FDA has said that it is struggling with how to retrospectively "deem" the original formulation of these drugs "withdrawn from the market for reasons of safety," especially when the labels of the new formulations do not contain language that suggests that the new tamper-resistant drugs are any better than the older versions.

The legal questions that have FDA hamstrung are partly a result of the agency's own decisions. FDA has helped to tie its own hands.

On the issue of timing: FDA says it may be hard to "retroactively" make the declaration that the original opioid formulations are no longer safe. But FDA was first asked to withdraw the older versions of these drugs for safety reasons at the time that their original manufacturers stopped selling these medicines.

The agency didn't respond to these original requests. It should have. Regulations give FDA ample discretion to decide "whether a listed drug that has been voluntarily withdrawn from sale was withdrawn for safety or effectiveness reasons... at any time after the drug has been voluntarily withdrawn from sale."<sup>6</sup>

On the issue of labeling: it's true the labels of the tamper-resistant opioids don't identify these abuse-deterrent properties. That's also a problem FDA manufactured.

Part of the agency's fears? That putting these claims on drug labels might encourage more use of these narcotics by giving doctors a false sense that the drugs are now safer. FDA hasn't established a standard definition of what it means for a drug to be "tamper resistant" and how a manufacturer can make such a claim.

FDA's concern with allowing these claims is ironic. After all, the re-introduction of the older formulations is likely to do a lot more to encourage illicit use than any marketing language FDA might have let manufacturers use to advertise the abuse-deterrent drugs. Right now, FDA suggests that drug makers need to show that the overall burden of addiction in a "community" is reduced in order to claim that an opioid is resistant to abuse. This may be an insurmountable standard.

Finally, on FDA's question of whether or not it can withdraw a drug for safety reasons, if most of those safety problems involve the drug's illicit use: FDA is concerned that it lacks sufficient evidence to judge the older formulations (the drugs without tamper-resistant technologies) to be unsafe. The agency's argument is that by all evidence, OxyContin is largely safe when carefully used as prescribed. So how can FDA say that the older drugs are so "unsafe" that they had to be withdrawn?

But FDA has already said that when it comes to these older opioid drugs that lack the tamper-resistant technologies, it is not only worried about illicit use but problems from misuse even by well-meaning patients. This includes situations where patients or health care providers try to crush tablets to make them easier to swallow, and inadvertently defeat the slow-release coatings — or situations where children may come upon the pills and chew the tablets prior to an accidental ingestion, enabling a dangerous dumping of the full dose of narcotics.

There already is precedent for FDA worrying about the inappropriate use of opioid products when judging whether a drug is safe for continued marketing. In July 2005, FDA demanded the withdrawal of the tamper-resistant opioid Palladone because of concerns about its safety. It turned out that mixing the pills (deliberately or accidentally) with alcohol caused a dumping of the active ingredient, the narcotic analgesic

hydromorphone. FDA saw this as a big safety risk.<sup>7</sup> The agency either has the authority to worry about these issues or it doesn't. But it needs to be consistent.

## The Need for Swift Action

Right now, Canada is poised to allow the introduction of generic versions of oxycodone into its own market, creating the possibility that these drugs will be illegally diverted into the United States.<sup>8</sup> The White House Office of National Drug Control Policy already warned law enforcement to be on the lookout for cheap copies of OxyContin, which it said could hit the Canadian market as soon as next month. "The potential exists for diversion into the United States because the old formulations, which are easier to abuse, are unavailable in the United States," said the notice.<sup>9</sup>

There's ample precedent for new formulations of a drug to offer such an improvement in safety over prior versions, that the older formulations are no longer deemed safe relative to their more modern alternatives. The market for vaccines and biologics is rife with examples where newer drug versions were formulated in a way to make them substantially safer than the alternatives they obsoleted.

There are also similar precedents when it comes to hypnotic and analgesic drugs. For example, in 1993 FDA told the maker of the hypnotic anesthetic drug propofol to reformulate the medicine in order to address safety issues. Once the new version of the drug was available, FDA refused to let generics copy the original formulation.

FDA needs to act with timeliness, candor, and integrity on the scope of its authority and what it can and can't do. If it needs new authority to make these determinations, it must tell Congress right away.

Allowing the market to be flooded with cheap, generic versions of outdated formulations will only feed the problems that we have begun to resolve with better technology. The creation of abuse-deterrent formulations fulfilled an important public health goal. Policymakers demanded the creation of these new drugs. We should leverage the benefits of this technology, and not undermine its purpose.

**Scott Gottlieb is a practicing physician and a resident fellow at the American Enterprise Institute. He is also a former deputy commissioner of the FDA. U.S. Senator Tom Coburn represents Oklahoma and is a physician specializing in family medicine, obstetrics, and the treatment of allergies.**

**FURTHER READING: Gottlieb also writes "Compounding a Crisis," "White Coats and Straightjackets: Why Planned Cost-Saving Measures Will Reduce Your Healthcare Options," "The U.S. Department of Justice's Targeting of Medical Speech and Its Public Health Impacts," and "A Heavy Price for Cheaper Drugs." David Shaywitz contributes "Rigor and Transparency: Required for Approval of Drugs — Needed for Certification of Providers." Roger Bate discusses "The Great Pharmaceuticals Scam."**

### Footnotes:

1. FDA, Defendant's Response to the Court's November 30, 2012 Order. Brief filed before the United States District Court for the District of Columbia, in *Endo Pharmaceuticals Inc. v. United States Food and Drug Administration, et al.* December 3, 2012
  2. Theodore J. Cicero, James A. Inciardi, and Alvaro Muñoz. Trends in Abuse of OxyContin® and Other Opioid Analgesics in the United States: 2002-2004. *The Journal of Pain*, Vol 6, No 10 (October), 2005; pp 662-672
  3. In 2006, Congress stated that FDA "providers and patients alike will benefit from the expedited review of safer drugs, as well as the provision of information that accurately differentiates abuse-resistant formulations." H.R. Rep. No. 109-102 (2006)
  4. Cicero, et al., Effect of Abuse-Deterrent Formulation of OxyContin, *N Engl J Med* 2012; 367:187-189
  5. 21 U.S.C 355(j)(6) states that FDA has to withdraw or suspend the approval of any application for a generic medicine when the reference product upon which the application is based "has been withdrawn from sale for safety... reasons."
  6. 21 C.F.R. 314.161(a)(1),(2)
  7. FDA's press release stated "serious and potentially fatal adverse reactions can occur when Palladone (hydromorphone hydrochloride) extended release capsules are taken together with alcohol."
  8. Susan Lunn. Generic oxycodone from Canada has U.S. officials on alert. *CBC News*, December 5, 2012. Available [here](#).
  9. Devlin Barrett, Thomas Catan, and Paul Vieira. U.S. on Alert for Canadian Drugs. *The Wall Street Journal*, December 4, 2012. Available [here](#).
- Image by Dianna Ingram / Bergman Group

Available online at: [http://www.american.com/archive/2012/december/prescription-for-trouble/article\\_print](http://www.american.com/archive/2012/december/prescription-for-trouble/article_print)

**To:** Motahari, Saeed [REDACTED]@pharma.com]; Rosen, David (Sales and Marketing [REDACTED]@pharma.com]; Ronning, Michael [REDACTED]@pharma.com]  
**Cc:** Gasdia, Russell [REDACTED]@pharma.com]  
**From:** [REDACTED]  
**Sent:** Tue 6/10/2014 5:56:55 PM  
**Subject:** RE: A hidden jewel already on the market possessing great, proven sales potential!!!  
[Updated Comparisons of Butrans Indications ROW.docx](#)  
[2012 Butrans vs ROW.pptx](#)  
[Patches Per million population by Country.xlsx](#)  
[ER Opioid WAC Pricing History.xlsx](#)

Saeed,

The analysis Dr Richard is referring to is not a fair comparison. The denominator (# of lives) is skewing the true sales per capita. What's relevant is the sales per capita based on the number of patients who have **access to Butrans**. UK and Germany in their first 19 month of promotion were the most successful launches in Europe. Some thoughts to consider:

#### **Worldwide:**

- Butrans is marketed under various trade names, Butrans/Norspan/ Buvalor/ Restiva, and is commercially available in more than 17 countries around the world. The indications vary and promotion is more liberal ex-US. Claims that may be made in UK and Australia for example cannot be made in the US (e.g. multiple patches- until recently, moderate pain only, function, use in OA, providing analgesia for 7 days, etc) I am happy to show you their promotional materials. Below is an example in the differences in indication (also see attached):

- **UK (BuTrans®)**

Treatment of non-malignant pain of moderate intensity when an opioid is necessary for obtaining adequate analgesia. BuTrans is not suitable for the treatment of acute pain

- **Australia (sold as Norspan)**

Norspan® is used to relieve moderate to severe pain. Each Norspan® patch is designed to provide around the clock relief from moderate to severe pain for up to 7 days

- **US (Butrans®)**

Indicated for the management of moderate to severe pain when a continuous around the clock opioid is needed for an extended period of time

- Buprenorphine was already marketed in many EU countries as an oral analgesic as well as a higher dose transdermal called Transtec. Transtec was for 3.5 days and had the equivalent of a 20, 30 and 40 mcg/ hour patch (higher doses for more severe pain). Buprenorphine had been well established as an analgesic for chronic pain in Europe, unlike in the US.
- In the first 19 months of launch, the UK and Germany are the top two countries outside the US in sales of Butrans patches
- Upon government approval, the populations of both UK and Germany, per



statutory law, had access to Butrans, 60 million and 80 million (140 million total) people respectively

- As of November 1, 2012 (the last time this analysis was done), approximately 70 million patients have access to Butrans in the US and have an out of pocket cost averaging about \$33
- Using 70 million people for the per capita comparison is a better estimate of patches per capita
- Not all patients in a given population have access to Butrans (e.g. Medicaid, Med D and Commercial access all vary). In the Rest of the World (ROW), Butrans has been primarily successful in the older >65 patient. In the US, we had virtually no Med D coverage at launch so this “ideal” patient in the US was a limited opportunity
- Patients are very price sensitive, the out of pocket cost of prescription medication to the patient is **lower in UK and Germany** than in the United States
- However, Butrans dollar sales in the first 19 months of launch are more than all other countries combined
- In the first 19 months from launch, unit sales of Butrans in the U.S. are more than any other individual country and more than UK and Germany combined
- When factoring per capita comparisons to account population size that has access (~70 million people), Butrans sells more patches per capita than UK and Germany combined
- **The U.S. launch of Butrans is the most successful launch in the World when comparing dollar sales, unit sales, or units per capita**

#### U.S.:

When comparing the Butrans launch to other launches in the US keep in mind the following:

- In the U.S., Butrans is the second most successful product launch in the ERO category (second to OxyContin)
- Butrans is the only product out 23 new opioids and non-opioids launched since 2009 that achieved \$100 million in gross sales in its second year
- Butrans YTD has grown 19.5% while the rest of the ERO category is down -1.2%
- Butrans is the only branded ERO that is growing
- Butrans TRxs are **ahead of budget by 5.3%** or 12,805 cumulative prescriptions
- We recently achieved a new record share of **2.6%** of the ERO category

Fentanyl patch is generic and has a MAC. While the relative WAC is fairly high for a generic it is lower than Butrans taking into consideration “equianalgesic dosing” (see price comparison in the attached excel file, look at Generic ERO tab). The highest dose of Butrans 20 mcg/hour begins to approximate the lowest doses of Fentanyl patch 12.5 and 25 mcg/hr respectively. We are not and would not be considered by Payors for Tier 1 formulary status as we are not a generic. Even if we rebated 90% we still would not be put on Tier I. This tier is for generics only. Market Strategies can confirm.

Please let me know if you have any questions.

Best regards,

[REDACTED]

---

**From:** Motahari, Saeed  
**Sent:** Tuesday, June 10, 2014 2:01 PM  
**To:** Rosen, David (Sales and Marketing); [REDACTED] Ronning, Michael  
**Subject:** Fwd: A hidden jewel already on the market possessing great, proven sales potential!!!

More back and forth

Sent from my iPhone

Begin forwarded message:

**From:** "Motahari, Saeed" [REDACTED]@pharma.com>  
**Date:** June 10, 2014 at 1:53:44 PM EDT  
**To:** "Sackler, Dr Richard" [REDACTED]@pharma.com>  
**Cc:** "Timney, Mark" [REDACTED]@pharma.com>  
**Subject:** Re: A hidden jewel already on the market possessing great, proven sales potential!!!

I am on my way to NY to meet with Butanes' agency to pressure test some of issues you are outlining. I will circle back later on this evening with my initial thoughts.

Sent from my iPhone

On Jun 10, 2014, at 1:20 PM, "Sackler, Dr Richard"

<[REDACTED]@pharma.com> wrote:

I heard the generic price for fentanyl on a per day (not per patch) level was quite expensive. I must say I don't have any idea what this might be.

---

**From:** <Timney, Mark [REDACTED]@pharma.com>  
**Date:** Tuesday, June 10, 2014 at 1:11 PM  
**To:** Richard Sackler [REDACTED]@pharma.com>, "Motahari, Saeed" [REDACTED]@pharma.com>  
**Subject:** RE: A hidden jewel already on the market possessing great, proven sales potential!!!

Saeed and the team will check, but I am sure this price would not make sense for us.

---

**From:** Sackler, Dr Richard  
**Sent:** Tuesday, June 10, 2014 1:10 PM

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**To:** Timney, Mark; Motahari, Saeed

**Subject:** Re: A hidden jewel already on the market possessing great, proven sales potential!!!

**Importance:** High

I'm looking for the difficult task of changing the trajectory very significantly.

What can be done that gives a relaunch a chance?

Question but NOT a suggestion —

**If we got onto tier 1(one) with this product, would that be sufficient to justify a relaunch to let physicians know that this will be the same as the generic fentanyl patch in terms of the insurance support??** [This supposes that generic fentanyl patch is on tier 1 and fetches a price net of rebate that is appealing to us.]

---

**From:** <Timney>, Mark [REDACTED]@pharma.com>

**Date:** Tuesday, June 10, 2014 at 12:51 PM

**To:** Richard Sackler [REDACTED]@pharma.com>, "Motahari, Saeed" [REDACTED]@pharma.com>

**Subject:** RE: A hidden jewel already on the market possessing great, proven sales potential!!!

Richard,

I will let Saeed give his assessment, which may be a little early only 2 weeks into the role.

We are turning over every opportunity with every product we have. Butrans is a good product, but as you know, has had very poor access for over 3 years. It is very difficult/nearly impossible to replicate the growth curves shown, this late after launch. However, the Butrans progress continues to improve, and I am sure with fresh marketing and sales leadership will continue to progress.

We continue to balance profitable growth with OxyContin and Butrans, and explore new avenues for more growth.

MARK.

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**From:** Sackler, Dr Richard

**Sent:** Tuesday, June 10, 2014 10:52 AM

**To:** Timney, Mark; Motahari, Saeed

---

**Subject:** A hidden jewel already on the market possessing great, proven sales potential!!!

**Importance:** High

Dear Saeed and Mark,

I know it is very late in the day to rescue the failed launch of Norspan in the US, but I'm sending this to you to demonstrate the enormous potential if you were able to do this. Look at the comparative sales per million people in the various markets. The dottering black line flirting with zero sales way at the bottom of the chart is the US sales per million people.

There is a lot of flexibility in rebating here, as the profitability is very satisfactory due to low COG and modest royalties (I think about 6-6.5%).

**Is there any reason to hope for a brand new and rapidly growing trajectory for sales here?**

Richard

## **Comparisons of Butrans/Norspan/Restiva Indications from ROW to U.S.**

### **United States**

Butrans is indicated for the management of moderate to severe chronic pain in patients requiring a continuous, around-the-clock opioid analgesic for an extended period of time

### **UK (BuTrans)**

Treatment of non-malignant pain of moderate intensity when an opioid is necessary for obtaining adequate analgesia. BuTrans is not suitable for the treatment of acute pain (*Medicines Compendium, International Drug Compendium*).

### **Sweden (Norspan)**

Treatment of severe “opioid sensitive” pain who do not respond adequately to non-opioid analgesics (Behandling av svåra opioidkänsliga smärtor som inte svarar adekvat på icke-opioida smärtstillande medel, *Human Medicinal Products, International Drug Compendium*)

### **Australia (sold as Norspan)**

Norspan® is used to relieve moderate to severe pain. Each Norspan® patch is designed to provide around the clock relief from moderate to severe pain for up to 7 days (*Consumer Medicines Information, International Drug Compendium*)

### **Argentina (sold as Restiva)**

Treatment of moderate to severe pain that do not respond to non-opioid analgesics (Tratamiento de dolores moderados a severos que no responden adecuadamente a los analgésicos no-opioides. *P.R. Vademecum. International Drug Compendium*)

### **New Zealand (Norspan)**

Management of moderate to severe pain.

<http://www.medsafe.govt.nz/Profs/Datasheet/n/Norspanpatch.pdf> (*Medsafe New Zealand, International Drug Compendium*)

### **Israel (Butrans)**

Treatment of moderate to severe opioid responsive chronic pain conditions which are not adequately responding to non-opioid analgesics (*The Israel Drug Registry, International Drug Compendium*)

## **Denmark (Norspan)**

Translation via Google Translate: "Norspan contains the active ingredient, buprenorphine, which belongs to a group of medicines known as strong painkillers (opioids). The doctor has prescribed Norspan for you to relieve moderate, non-cancer pain, where a opioid is necessary to achieve adequate pain coverage. Norspan transdermal patch should not be used to treat acute pain. Norspan patch works through the skin. After attaching buprenorphine passes through skin into the bloodstream. Each patch products for 7 days."  
<http://xnet.dkma.dk/indlaegsseddel/PdfFileServlet?formulationid=5970&lang=da>

*(Indlaegsseddel.dk (electronic package leaflet), International Drug Compendium)*

## **Ireland (BuTrans)**

"Treatment of non-malignant pain of moderate intensity when an opioid is necessary for obtaining adequate analgesia. BuTrans is not suitable for the treatment of acute pain."  
*(Irish Medicines Board. Human Medicines Listing)*

## **Canada (BuTrans)**

"the management of persistent pain of moderate intensity in adults requiring continuous opioid analgesia for an extended period of time." *(Health Canada Drug Product Database)*

## **Netherlands (BuTrans)**

"Behandeling van niet-maligne, matige pijn waarvoor een opioïd vereist is om adequate pijnstilling te bereiken. BuTrans is niet geschikt voor de behandeling van acute pijn."  
*(College ter Beoordeling van Geneesmiddelen. [Medicines Evaluation Board] Geneesmiddelen-informatiebank. )*

Translation via Google Translate: "Treatment of non-malignant, moderate pain where an opioid is needed to achieve adequate analgesia. BuTrans is not suitable for the treatment of acute pain. "

## **Norway (Norspan)**

"Behandling av moderate ikke-kreft smerter der opioïdbehandling er nødvendig for å oppnå adekvat smertelindring. Norspan er ikke egnet til behandling av akutte smerter."  
*(Statens Legemiddelverk [Norwegian Medicines Agency]. SPC.)*

Translation via Google Translate: "Treatment of moderate non-cancer pain where opioïdbehandling necessary to achieve adequate pain relief. Norspan is not suitable for the treatment of acute pain. "

## **Germany (Transtec, marketed by Grunenthal)**

“WAS IST TRANSTEC UND WOFÜR WIRD ES ANGEWENDET?

Dieses Arzneimittel ist ein Analgetikum (ein schmerzlinderndes Arzneimittel), das bei mäßig starken bis starken Tumorschmerzen und starken Schmerzen, die nicht auf andere Arten von Schmerzmitteln ansprechen, angewendet wird. Transtec wirkt über die Haut. Wenn das transdermale Pflaster auf der Haut klebt, dann wird die Wirksubstanz Buprenorphin über die Haut in das Blut aufgenommen. Buprenorphin ist ein Opioid (starke schmerzlindernde Substanz), das den Schmerz durch Wirkung am zentralen Nervensystem (spezifische Nervenzellen im Rückenmark und dem Gehirn) verringert. Die Wirkung des transdermalen Pflasters hält bis zu 4 Tage an. Transtec ist nicht zur Behandlung von akuten (kurz andauernden) Schmerzen geeignet.”

Translation via BabelFish.

“WHAT IS TRANSTEC AND FOR WHICH IS IT USED? This drug is an analgesic (a schmerzlinderndes drug), which is used with moderately strong to strong tumor pain and strong pain, which do not respond to other kinds of pain killers. Transtec works over the skin. If transdermale plaster sticks on the skin, then the active substance Buprenorphin is taken up over the skin to the blood. Buprenorphin is a Opioid (strong schmerzlindernde substance), which reduces the pain by effect at the central nervous system (specific nerve cells in back Marks and the brain). The effect of the transdermalen plaster continues up to 4 days. Transtec is not suitable for the treatment of acute (briefly persisting) pain.”

[http://www.grunenthal.de/cms/cda/common/inc/display\\_file.jsp?fileID=63800006](http://www.grunenthal.de/cms/cda/common/inc/display_file.jsp?fileID=63800006)

## **Finland (Norspan)**

Translation via Google Translate: “4.1 Therapeutic indications

Other than cancer due to moderate pain when adequate pain relief is needed opioid. Norspan is not suitable for acute pain treatment.”

Finnish National Agency for Medicines. SPCs.

<http://spc.nam.fi/indox/english/html/nam/humspc/0/10509840.pdf>

## **Iceland (Norspan)**

Translation via Google Translate: "4.1 Therapeutic indications. Treatment of more severe pain not due to malignancy when needed opioids to achieve adequate pain setting. Norspan not be suitable for the treatment of acute pain."

Lyfjastofnun [Icelandic Medicines Agency]. Medicinal Product Information Database.

[http://vefpostur.lyfjastofnun.is/focal/gnh52.nsf/TOC/C01185EC424CC0DA0025755B0049E997/\\$FILE/Norspan.doc](http://vefpostur.lyfjastofnun.is/focal/gnh52.nsf/TOC/C01185EC424CC0DA0025755B0049E997/$FILE/Norspan.doc)



**Produced Natively**

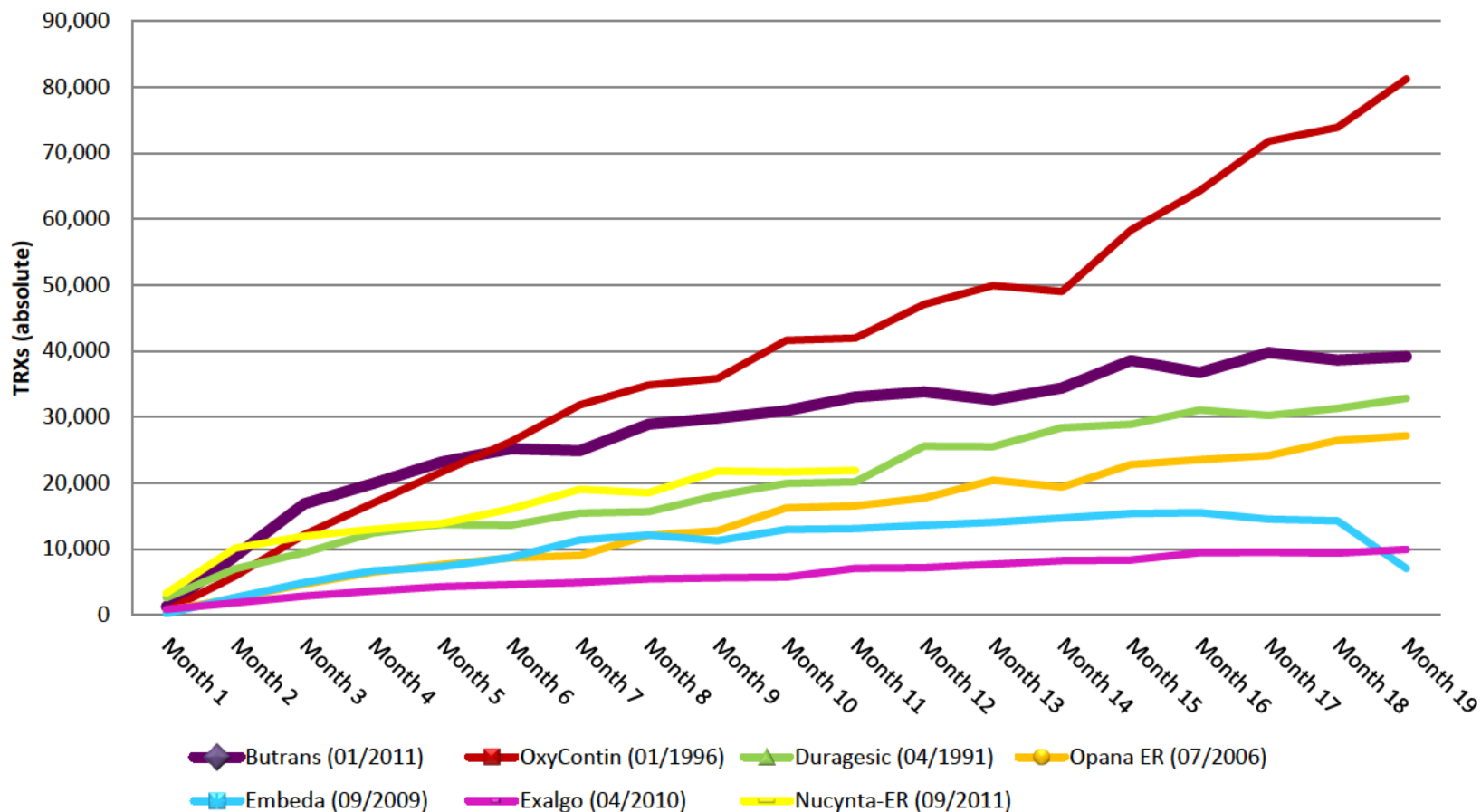
# Butrans<sup>®</sup>

## Market Overview

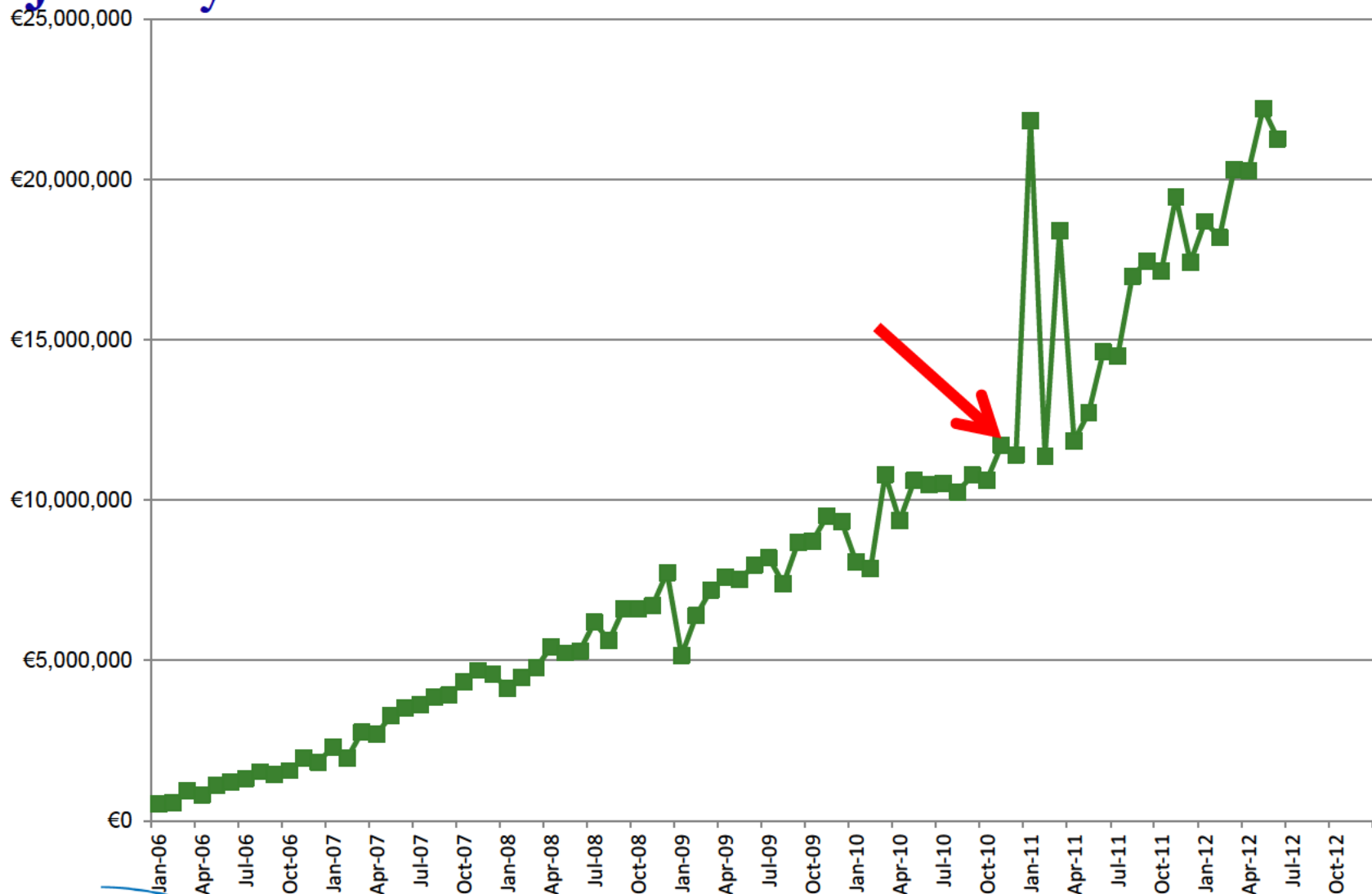


# Butrans<sup>®</sup> Second Only to OxyContin<sup>®</sup> in Total Rxs First 19 Months of Launch

## Post-Launch Comparison of Extended-Release Opioids



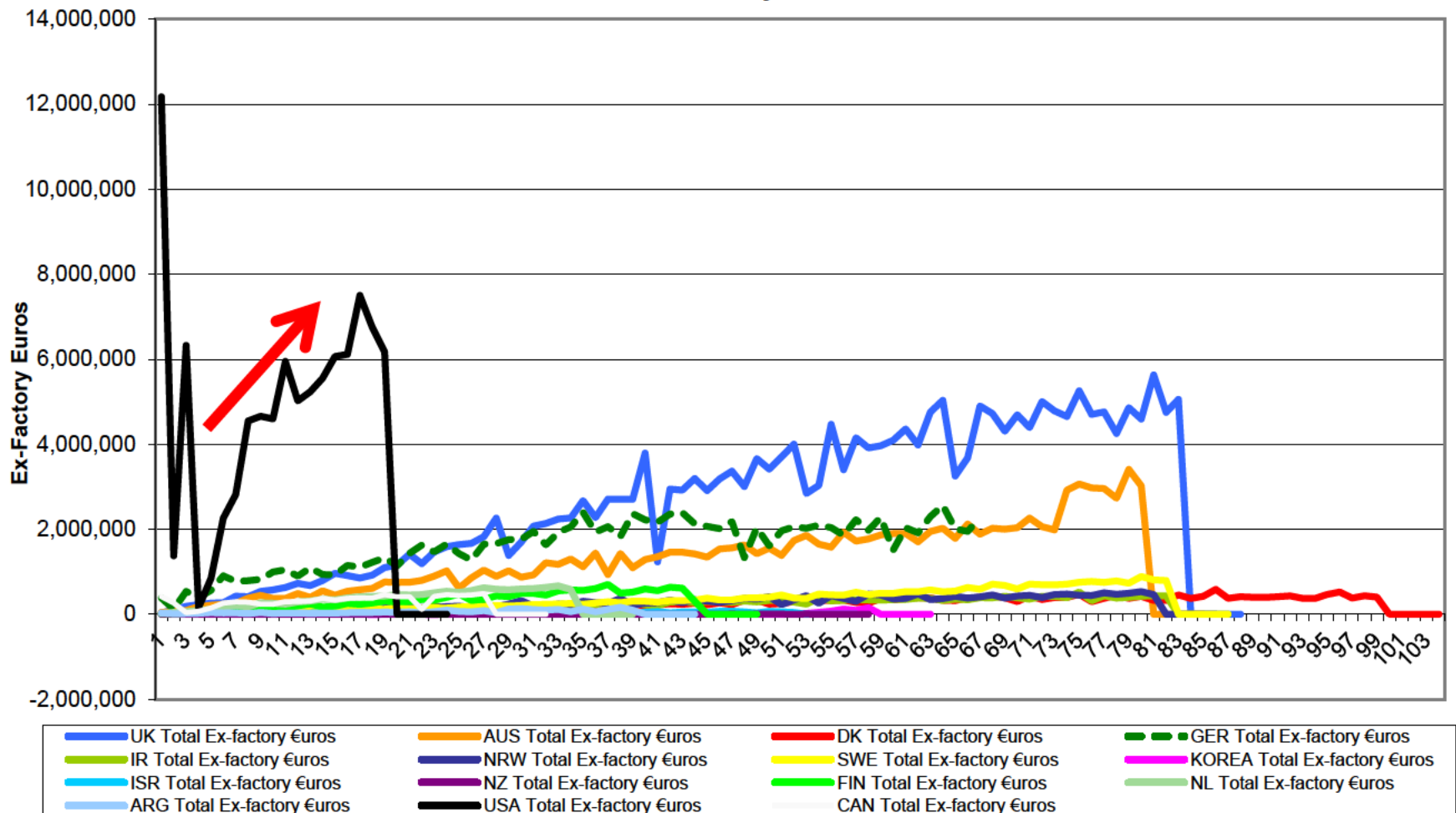
# Ex-Factory World Wide Sales. Growth Escalated in January 2011 with the launch of Butrans in the US



For Internal Use Only. Not for Use in Promotion.

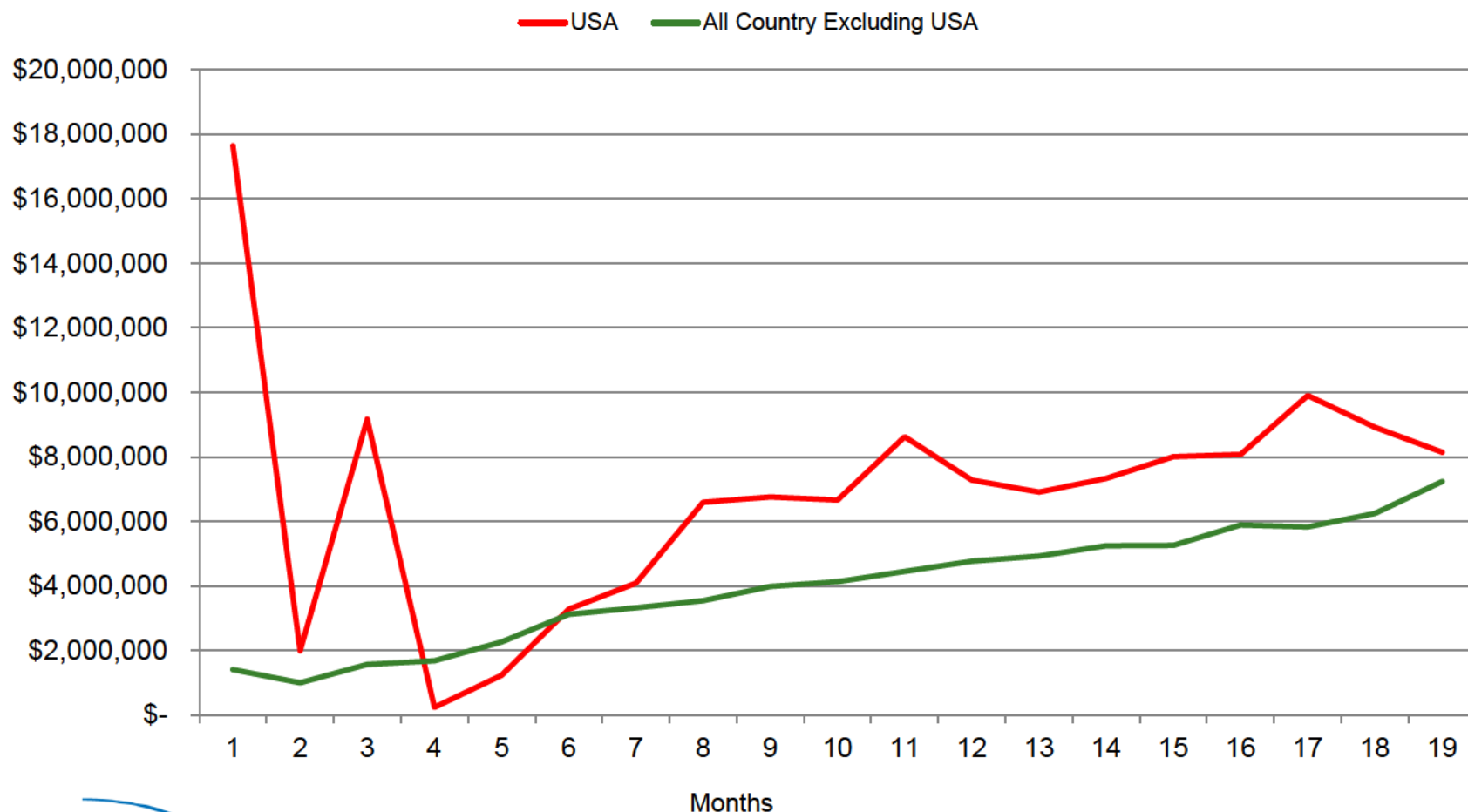
# The United States Ex-Factory Sales Exceeds any Other Country

Ex-Factory Euros



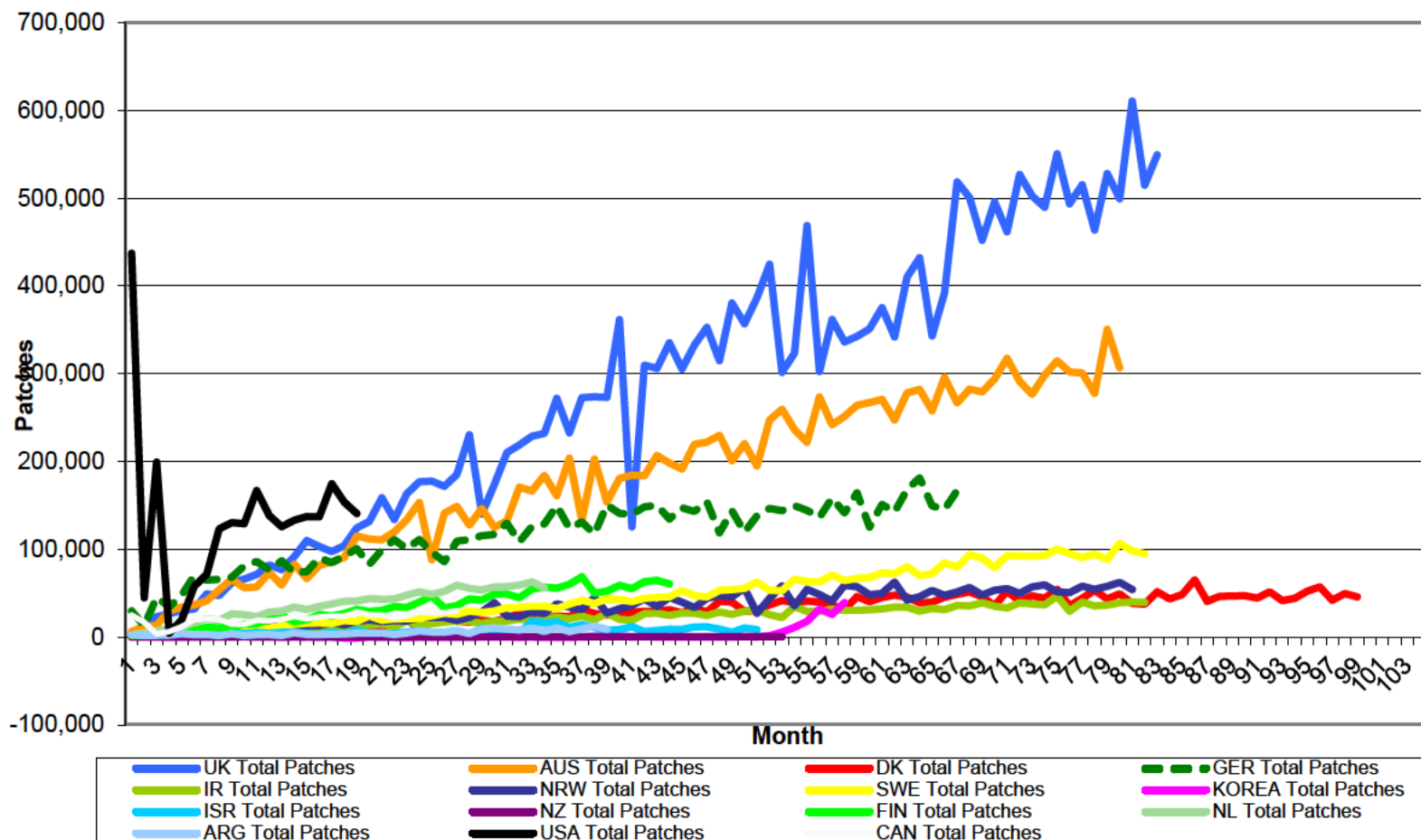
# Ex-Factory Sales of Butrans in the United States for the First 19 months of Launch Exceed that of the ROW Combined

## Butrans Ex-factory Sales USD First 19 Months of Sales



# The United States Sold More Patches than any other Country in the First 19 Months of Launch and Sold More than UK and Germany Combined

## PATCHES



# The Problem with Comparing Per Capita Consumption

- ❑ Not all patients in a given population have access to the same medication
- ❑ Patients are very price sensitive, the out of pocket cost of prescription medication to the patient is much lower in UK and Germany than in the United States



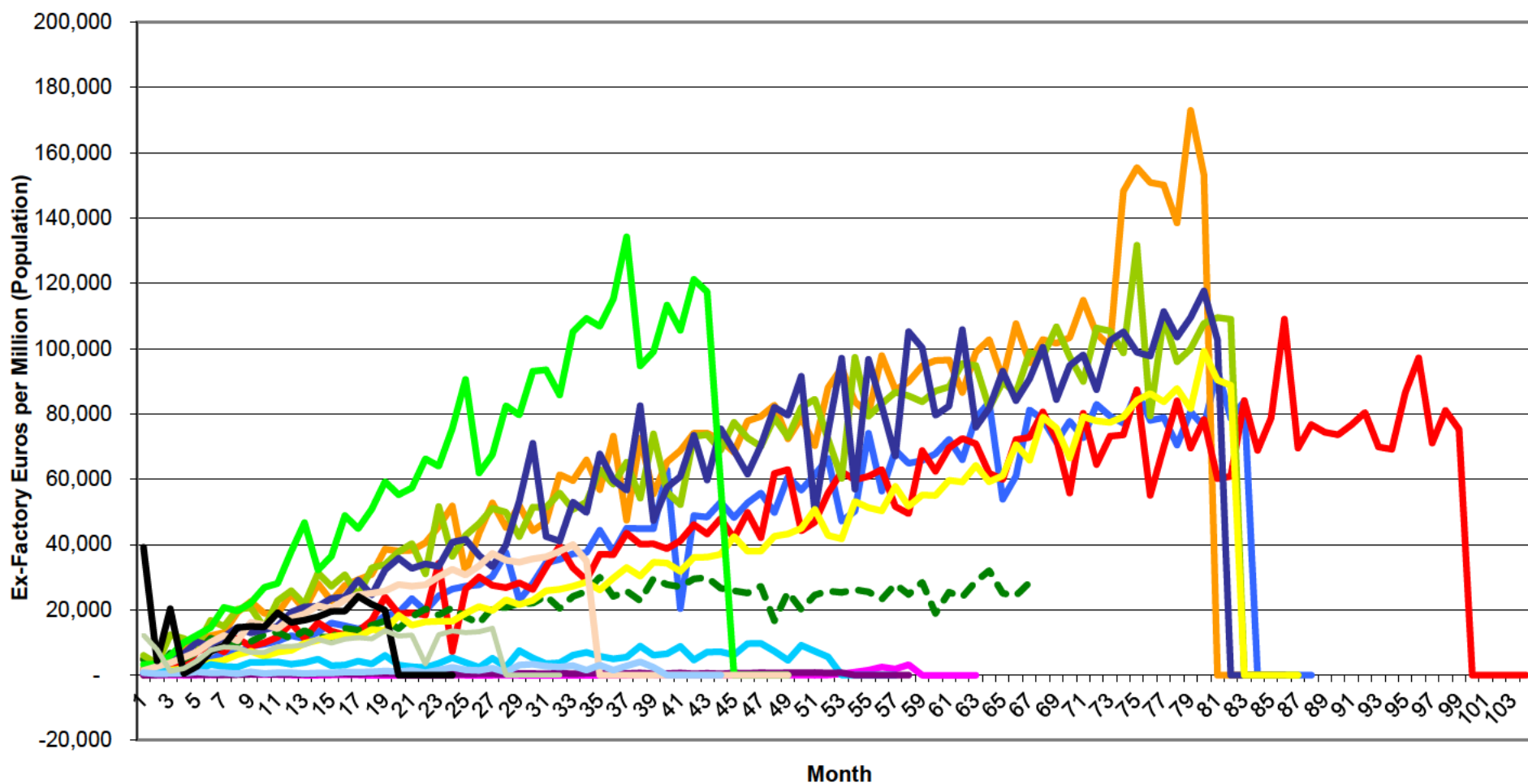
## The Alternative Perspective on Patches per Capita based on Changing the Denominator to more Accurately Compare Countries

- ❑ In the first 19 months of launch, the UK and Germany are the top two countries outside the US in sales of patches
- ❑ Upon government approval, the populations of both UK and Germany, per statutory law, had access to Butrans 60 million and 80 million (140 million total) people respectively
- ❑ As of November 1, 2012, approximately 70 million patients have access to Butrans in the United States. These patients have an out of pocket cost averaging about \$33
- ❑ Using the 70 million per capita comparison is a better estimate of patches per capita
- ❑ Changing the Denominator to account for only patients who has access to Butrans at a reasonable cost changes the patches per capita comparison significantly and supports the conclusion that the US outsells both UK and Germany in the first 19 months of launch on a patch per capita basis



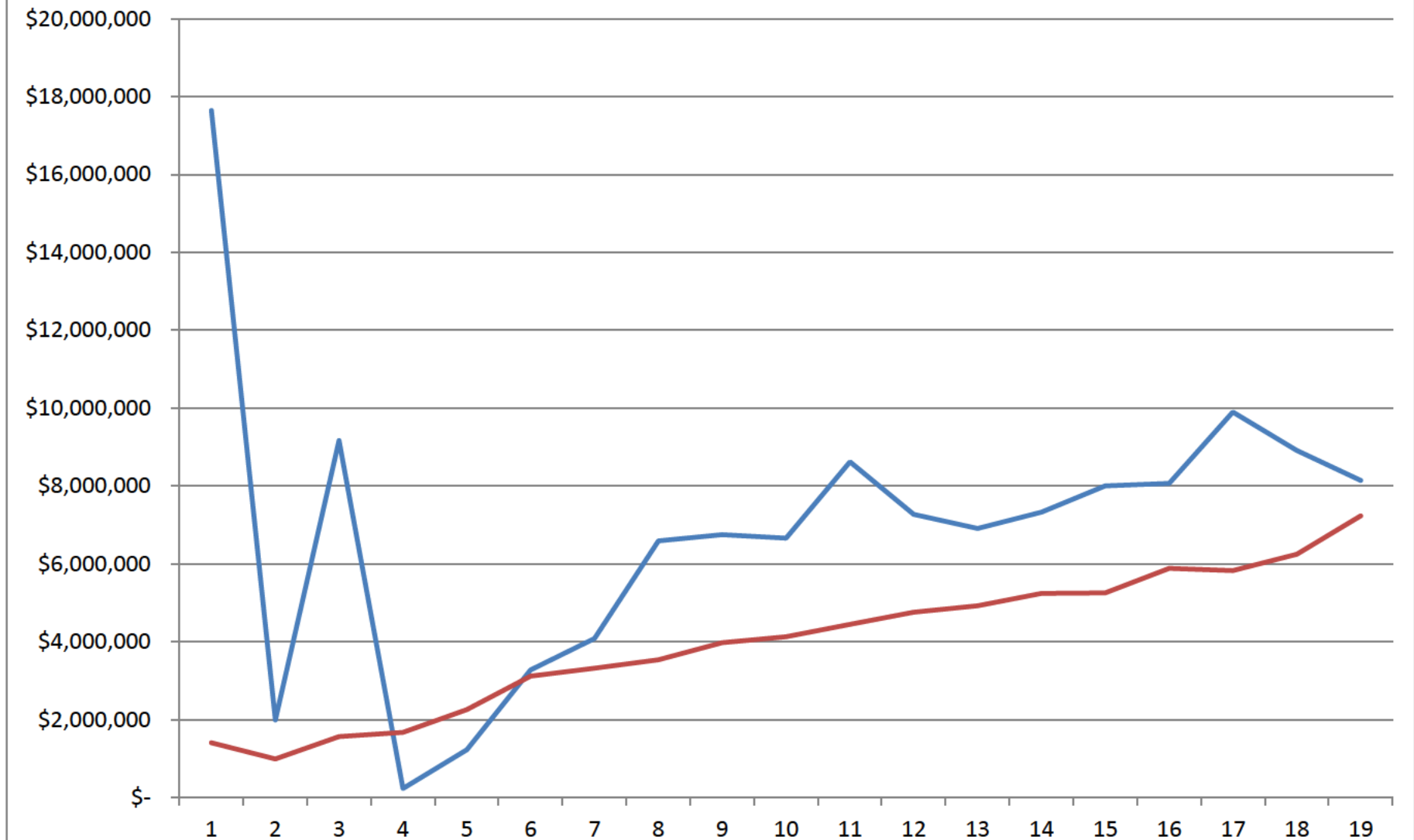
**Produced Natively**

# Ex-Factory Euros per Million (Population)



## Butrans Ex-factory Sales USD First 19 Months of Sales

USA All Country Excluding USA



<b>Country</b>	<b>Ex-factory</b>	<b>1</b>	<b>2</b>	<b>3</b>
ARG	10 µg/h (1ptc)	17,469	8,282	9,095
AUS	10 µg/h (2ptc)	20,649	41,029	37,783
ISR	10 µg/h (2ptc)	3,169	6,279	4,292
NZ	10 µg/h (2ptc)	22	150	472
DK	10 µg/h (4ptc)	12,273	2,651	9,149
CAN	10 µg/h (4ptc)	216,146	131,766	13,168
FIN	10 µg/h (4ptc)	7,977	8,936	15,751
IR	10 µg/h (4ptc)	14,232	8,372	26,510
NL	10 µg/h (4ptc)	10,954	26,882	24,182
NRW	10 µg/h (4ptc)	2,484	6,257	13,707
SWE	10 µg/h (4ptc)	0	2,594	5,660
UK	10 µg/h (4ptc)	17,337	56,943	112,070
USA	10 µg/h (4ptc)	7,329,723	1,490,414	3,693,976
KOREA	10 µg/h (4ptc)	2,138	3,492	1,283
GER	10 µg/h (all packs)	222,543	60,390	272,547
ARG	20 µg/h (1ptc)	8,899	3,336	3,321
AUS	20 µg/h (2ptc)	21,023	35,400	58,200
ISR	20 µg/h (2ptc)	991	1,868	3,057
NZ	20 µg/h (2ptc)	0	166	331
DK	20 µg/h (4ptc)	17,851	270	700
CAN	20 µg/h (4ptc)	205,164	119,516	3,419
FIN	20 µg/h (4ptc)	3,947	2,294	5,874
IR	20 µg/h (4ptc)	14,231	3,431	28,462
NL	20 µg/h (4ptc)	4,245	6,538	13,455
NRW	20 µg/h (4ptc)	2,171	3,734	8,596
SWE	20 µg/h (4ptc)	0	515	3,001
UK	20 µg/h (4ptc)	10,024	58,691	78,393
USA	20 µg/h (4ptc)	2,951,738	209,949	2,973,882
KOREA	20 µg/h (4ptc)	0	0	0
GER	20 µg/h (all packs)	181,875	16,385	242,463
ARG	5 µg/h (1ptc)	15,963	10,161	13,342
AUS	5 µg/h (2ptc)	17,834	30,812	35,738
FIN	5 µg/h (2ptc)	13,521	15,382	23,989
IR	5 µg/h (2ptc)	6,639	8,711	16,904
UK	5 µg/h (2ptc)	11,193	52,554	82,474
ISR	5 µg/h (2ptc)	2,296	10,724	4,902
NZ	5 µg/h (2ptc)	0	143	478
DK	5 µg/h (4ptc)	8,524	5,882	11,441
CAN	5 µg/h (4ptc)	127,250	97,990	36,343
NL	5 µg/h (4ptc)	16,814	26,684	48,601
NRW	5 µg/h (4ptc)	4,913	7,724	13,372
SWE	5 µg/h (4ptc)	26	4,903	10,948
UK	5 µg/h (4ptc)			
USA	5 µg/h (4ptc)	7,362,118	295,447	2,500,367
KOREA	5 µg/h (4ptc)	5,950	3,574	1,492
GER	5 µg/h (all packs)	159,603	102,494	273,359
ARG	ARG Total Ex-factory US\$	42,331	21,779	25,758
AUS	AUS Total Ex-factory US\$	59,506	107,241	131,721
CAN	CAN Total Ex-factory US\$	548,560	349,272	52,930
DK	DK Total Ex-factory US\$	38,648	8,803	21,290

GER	GER Total Ex-factory US\$	<b>564,021</b>	<b>179,269</b>	<b>788,369</b>
FIN	FIN Total Ex-factory US\$	<b>25,445</b>	<b>26,612</b>	<b>45,614</b>
IR	IR Total Ex-factory US\$	<b>35,102</b>	<b>20,513</b>	<b>71,876</b>
ISR	ISR Total Ex-factory US\$	<b>6,456</b>	<b>18,872</b>	<b>12,252</b>
KOREA	KOREA Total Ex-factory US\$	<b>8,088</b>	<b>7,066</b>	<b>2,775</b>
NL	NL Total Ex-factory US\$	<b>32,013</b>	<b>60,104</b>	<b>86,239</b>
NRW	NRW Total Ex-factory US\$	<b>9,567</b>	<b>17,714</b>	<b>35,676</b>
NZ	NZ Total Ex-factory US\$	<b>22</b>	<b>459</b>	<b>1,282</b>
SWE	SWE Total Ex-factory US\$	<b>26</b>	<b>8,012</b>	<b>19,609</b>
UK	UK Total Ex-factory US\$	<b>38,554</b>	<b>168,187</b>	<b>272,937</b>
USA	USA Total Ex-factory US\$	<b>17,643,579</b>	<b>1,995,810</b>	<b>9,168,225</b>
All Country Excluc Total Ex-factory US\$		<b>1,408,337</b>	<b>993,905</b>	<b>1,568,328</b>

4	5	6	7	8	9
14,244	22,837	19,101	20,578	11,621	26,796
97,809	117,325	124,458	150,363	173,336	243,754
7,733	6,658	15,670	12,657	11,184	22,775
386	408	451	301	622	451
10,842	25,863	29,315	22,870	35,003	25,702
24,096	80,797	131,497	146,367	160,520	154,339
27,767	35,239	44,074	65,580	61,744	68,912
30,556	23,301	43,532	36,835	55,880	48,345
46,067	72,032	75,514	180,553	143,441	190,473
18,292	23,689	24,692	30,758	35,773	31,618
9,292	13,112	16,555	21,743	31,789	35,846
141,511	170,189	169,933	277,020	248,720	337,865
102,101	404,200	1,387,838	1,738,227	2,894,680	2,727,301
428	606	998	1,069	6,415	10,299
231,816	363,060	511,276	433,531	541,049	520,246
4,807	9,963	5,048	6,688	5,025	11,223
73,433	97,351	123,836	110,083	257,640	250,830
651	2,547	3,789	3,311	7,237	1,532
398	66	597	0	265	66
3,093	15,066	18,463	13,571	28,104	21,001
6,513	17,748	61,549	88,090	83,205	86,787
11,564	14,868	19,732	28,360	26,708	33,499
16,264	12,579	27,064	23,634	32,401	34,307
22,174	27,620	54,484	872	-5,538	43,778
11,462	18,148	15,196	21,361	29,089	26,744
3,773	6,774	9,518	12,948	16,292	20,836
109,828	126,294	133,900	203,050	215,094	271,574
133,064	775,748	1,609,805	2,025,974	2,818,086	2,786,894
0	327	982	327	1,309	0
150,847	218,956	487,671	346,966	315,234	354,826
13,426	23,029	16,083	16,954	7,121	20,928
90,980	94,828	97,054	111,110	119,684	148,897
38,038	44,757	48,672	66,219	63,526	68,440
18,708	15,695	27,265	26,479	29,645	37,819
80,981	88,144	96,872	142,202	140,980	178,852
8,457	7,336	16,322	13,291	8,535	19,264
526	203	215	239	239	861
8,558	16,471	23,361	20,338	25,717	22,935
60,670	96,036	150,160	151,235	131,109	70,440
55,123	61,091	98,261	94,067	99,715	130,154
14,528	25,745	19,125	26,245	32,996	27,952
14,191	16,915	24,932	25,658	34,557	40,005
98	48,986	280,156	323,049	878,831	1,240,850
550	785	2,003	16,789	10,074	3,849
196,944	248,281	328,379	352,688	307,134	335,390
32,477	55,829	40,232	44,220	23,767	58,947
262,221	309,504	345,348	371,557	550,660	643,480
91,279	194,582	343,207	385,692	374,834	311,566
22,493	57,399	71,139	56,779	88,824	69,637

579,607	830,297	1,327,326	1,133,185	1,163,416	1,210,462
77,369	94,864	112,478	160,159	151,977	170,852
65,528	51,575	97,862	86,947	117,925	120,471
16,841	16,541	35,781	29,259	26,955	43,571
977	1,719	3,983	18,185	17,797	14,148
123,363	160,743	228,259	275,491	237,618	364,405
44,282	67,583	59,013	78,363	97,858	86,314
1,310	678	1,263	540	1,127	1,378
27,256	36,801	51,005	60,349	82,638	96,687
332,320	384,628	400,706	622,272	604,794	788,291
235,263	1,228,934	3,277,799	4,087,250	6,591,597	6,755,045
1,677,323	2,262,742	3,117,601	3,323,000	3,540,191	3,980,211



10	11	12	13	14	15
12,945	20,238	17,407	15,218	19,144	18,900
190,547	206,317	245,924	209,236	307,929	244,733
20,732	20,659	15,863	22,983	30,979	14,373
816	752	837	322	1,589	1,353
26,716	42,342	54,098	42,155	52,521	42,987
121,375	173,240	150,398	163,207	195,006	177,181
84,209	83,402	125,002	153,071	102,738	120,811
37,253	54,205	64,670	54,205	73,879	72,414
147,132	149,270	185,561	175,839	214,212	184,469
36,633	37,827	50,531	56,979	60,991	64,386
31,082	38,770	38,157	51,976	60,466	66,786
353,704	379,504	437,143	416,944	490,081	595,511
2,699,763	3,547,183	2,992,116	2,544,742	3,080,307	3,075,622
4,227	1,897	830	-1,365	-566	100
617,665	666,329	546,618	677,051	581,157	595,694
7,308	7,445	7,064	5,242	3,288	6,933
211,646	194,439	279,288	225,332	298,600	253,429
7,959	7,346	5,199	5,547	12,718	3,954
663	133	630	796	597	862
31,387	19,044	43,010	17,881	43,451	36,752
111,212	110,072	139,707	132,217	163,317	148,988
39,190	45,064	51,396	82,143	48,184	51,121
21,347	41,549	46,505	36,213	62,515	38,500
62,103	49,526	62,623	95,217	88,565	115,085
29,176	30,825	38,119	38,901	39,856	45,424
17,749	19,378	22,465	30,011	26,238	32,326
290,731	341,465	388,981	350,289	409,546	504,217
2,717,372	3,528,092	3,101,759	3,409,266	3,067,187	3,885,152
611	305	0	183	0	0
452,050	468,722	440,163	542,799	447,894	431,706
8,979	13,547	15,937	9,065	13,646	10,687
138,654	140,122	184,363	139,826	194,926	152,248
84,016	88,236	115,834	125,247	97,926	108,754
25,846	37,185	39,315	35,861	46,338	47,719
195,439	203,750	239,481	222,428	263,319	314,713
14,921	16,096	15,529	14,138	10,640	13,790
825	406	347	263	562	311
20,483	30,620	29,332	29,409	31,452	26,918
78,548	104,633	103,070	117,725	131,539	112,449
139,307	122,270	146,423	152,598	176,637	158,673
26,534	31,131	39,485	43,268	39,538	46,871
27,008	35,206	39,538	45,895	54,015	56,194
1,244,198	1,546,614	1,183,713	955,563	1,182,979	1,044,824
5,832	5,300	2,572	642	1,009	2,175
394,715	409,272	334,632	388,450	347,206	337,371
29,232	41,230	40,408	29,525	36,078	36,520
540,846	540,878	709,575	574,395	801,455	650,410
311,135	387,945	393,175	413,148	489,862	438,618
78,587	92,005	126,440	89,445	127,425	106,657

1,464,429	1,544,324	1,321,413	1,608,300	1,376,257	1,364,771
207,415	216,702	292,232	360,461	248,848	280,687
84,445	132,940	150,490	126,280	182,731	158,633
43,612	44,101	36,592	42,667	54,337	32,117
10,670	7,503	3,402	-540	443	2,275
348,542	321,066	394,607	423,654	479,413	458,227
92,342	99,783	128,135	139,148	140,384	156,681
2,304	1,291	1,814	1,381	2,748	2,525
75,839	93,354	100,160	127,882	140,719	155,306
839,874	924,719	1,065,606	989,661	1,162,946	1,414,441
6,661,333	8,621,889	7,277,588	6,909,571	7,330,473	8,005,598
4,129,273	4,447,840	4,764,050	4,925,407	5,243,646	5,257,868

16	17	18	19	20	21
25,132	25,685	28,898	39,210	26,162	39,961
291,025	304,433	317,917	422,430	431,646	392,023
13,320	27,293	21,127	31,975	10,161	16,789
901	1,138	1,653	1,159	1,266	408
35,116	42,059	59,016	63,668	61,191	62,592
196,082	207,189	194,021	256,366	213,727	213,997
154,031	146,609	161,048	192,601	180,889	195,479
83,506	55,670	78,901	95,644	91,668	99,830
232,712	244,753	243,151	253,853	268,805	275,176
66,139	81,811	69,645	93,498	97,589	92,754
69,710	60,466	76,455	72,257	106,404	82,067
557,633	524,867	564,191	672,535	709,248	866,680
3,060,407	3,621,085	3,673,283	3,062,460	0	0
-699	1,553	-3,465	-248	67	333
709,622	670,034	746,068	822,474	719,846	906,838
9,487	10,854	12,324	10,236	15,514	16,839
297,317	330,546	347,950	405,822	405,460	445,828
11,014	6,227	4,838	14,226	9,648	2,548
1,259	199	962	597	928	630
34,779	30,314	35,852	84,366	44,489	48,831
175,855	179,925	170,807	204,838	185,462	205,001
81,867	69,752	90,953	101,692	100,590	96,644
55,272	43,837	59,084	50,698	71,282	69,376
122,746	129,695	111,900	127,615	143,916	133,039
47,454	53,446	46,681	56,926	72,872	64,947
37,042	36,785	41,158	45,445	50,418	55,306
486,415	445,059	494,026	582,902	606,407	762,493
4,020,587	4,643,236	4,155,819	3,963,591	0	0
611	122	-127	765	0	0
552,249	563,025	619,032	658,716	571,149	695,162
13,839	14,853	14,824	20,046	19,955	20,424
197,862	200,657	215,234	274,442	249,242	253,471
141,045	129,856	140,378	162,840	144,904	150,540
40,697	41,618	53,591	51,058	57,563	65,871
291,320	279,976	291,978	354,667	377,294	441,676
9,286	13,750	11,582	20,296	14,396	8,711
455	394	897	873	813	670
27,685	34,407	37,734	41,648	43,517	39,561
120,705	124,026	132,575	149,525	138,388	128,520
165,375	182,571	210,880	199,866	214,545	206,854
45,644	58,676	47,368	64,316	68,027	59,611
55,260	57,595	66,883	62,110	83,876	63,510
991,825	1,637,720	1,089,358	1,119,634	0	0
1,229	694	-2,109	-1,834	659	238
428,588	395,959	431,954	472,750	390,210	504,863
48,458	51,391	56,045	69,492	61,632	77,224
786,205	835,636	881,102	1,102,694	1,086,348	1,091,322
492,641	511,140	497,403	610,729	537,577	547,518
97,580	106,780	132,602	189,682	149,197	150,984

1,690,459	1,629,018	1,797,054	1,953,940	1,681,204	2,106,863
376,943	346,217	392,380	457,133	426,383	442,663
179,475	141,125	191,576	197,400	220,513	235,077
33,619	47,271	37,547	66,497	34,205	28,049
1,141	2,369	-5,701	-1,317	726	571
520,834	557,018	565,931	581,334	627,266	615,069
159,237	193,933	163,694	214,740	238,488	217,313
2,615	1,731	3,512	2,629	3,008	1,708
162,013	154,846	184,496	179,812	240,699	200,883
1,335,369	1,249,902	1,350,194	1,610,104	1,692,950	2,070,848
8,072,819	9,902,041	8,918,460	8,145,685	0	0
5,886,588	5,828,378	6,247,835	7,234,868	7,000,195	7,786,092

22	23	24	25	26	27
17,798	51,867	71,602	53,174	30,955	61,787
428,683	483,459	720,716	272,180	406,350	581,599
8,562	22,501	23,762	23,165	7,185	32,525
494	794	429	816	987	966
57,018	94,124	53,635	90,878	90,688	95,115
62,392	229,134	221,431	248,394	242,661	262,905
209,766	213,704	247,832	290,795	212,038	227,435
81,203	127,875	91,807	108,411	111,760	132,270
271,726	300,881	321,220	290,822	338,159	368,846
95,782	91,054	119,476	116,023	106,555	101,520
93,576	96,123	89,614	108,245	120,743	108,056
723,019	882,346	964,878	1,000,061	1,022,907	1,121,422
0	0	0			
-491	-4,438	1,132	-217	-565	-34
979,824	942,013	1,024,137	932,825	782,487	1,054,381
13,776	18,156	29,769	11,230	19,811	26,713
450,527	505,523	463,396	391,938	521,670	575,598
7,688	6,152	16,327	11,180	-533	15,642
1,259	1,160	994	928	862	1,094
48,076	115,773	-38,671	57,264	75,939	66,746
21,834	216,236	221,121	185,787	209,234	220,143
123,443	115,275	137,853	195,582	92,054	112,246
51,841	96,440	68,995	79,287	80,431	93,391
145,457	146,659	160,942	164,426	175,589	189,276
67,653	69,103	78,285	86,017	69,118	53,640
54,362	55,048	54,620	62,251	64,909	62,851
647,139	792,452	850,337	928,587	888,839	999,433
0	0	0			
-1,085	-122	-550	-978	-550	0
867,935	748,624	857,357	665,576	646,647	816,654
7,456	13,937	31,530	25,191	26,903	29,035
278,595	310,743	296,290	229,314	314,587	349,772
177,861	164,811	197,213	212,122	173,918	181,441
47,950	76,827	51,384	61,877	78,515	72,471
373,446	476,217	514,715	477,796	535,470	555,819
9,608	11,339	18,500	8,558	19,544	8,403
538	801	394	347	813	538
40,959	61,480	42,182	60,448	71,646	56,271
68,473	105,708	161,152	146,447	143,859	156,999
207,507	232,789	249,853	237,599	241,247	284,214
63,527	61,540	73,521	75,099	68,199	66,157
67,195	66,053	72,617	78,817	90,207	89,013
0	0	0			
495	-1,139	1,485	81	-1,029	128
546,912	471,046	548,672	499,471	445,906	556,775
39,030	83,959	132,901	89,595	77,670	117,535
1,157,805	1,299,725	1,480,403	893,431	1,242,608	1,506,970
152,699	551,079	603,704	580,628	595,754	640,047
146,054	271,377	57,146	208,590	238,273	218,132

2,394,671	2,161,682	2,430,166	2,097,872	1,875,040	2,427,810
511,070	493,790	582,898	698,500	478,011	521,122
180,994	301,142	212,187	249,575	270,705	298,132
25,858	39,992	58,588	42,903	26,196	56,571
-1,081	-5,699	2,066	-1,115	-2,145	95
624,689	680,330	732,015	692,846	754,996	842,335
226,963	221,697	271,281	277,138	243,872	221,316
2,292	2,756	1,818	2,091	2,662	2,599
215,133	217,224	216,851	249,313	275,859	259,920
1,743,604	2,151,015	2,329,930	2,406,444	2,447,217	2,676,674
0	0	0			
7,419,780	8,470,071	9,111,954	8,487,810	8,526,717	9,789,259

28	29	30	31	32	33
9,144	90,798	37,594	67,244	56,790	72,749
502,736	581,650	486,210	527,642	688,726	675,192
7,715	33,871	20,780	17,067	19,394	28,730
880	1,460	1,352	923	1,352	1,159
87,683	91,910	73,535	118,093	119,594	108,078
0	0	0	0	0	
268,631	270,349	303,871	312,100	280,294	343,097
124,107	111,759	126,410	131,637	149,641	123,271
344,813	345,184	339,832	332,997	371,330	386,120
101,732	174,565	191,198	122,913	122,861	157,055
129,045	113,904	123,290	143,666	143,147	152,486
1,379,328	847,831	1,038,593	1,232,041	1,298,128	1,372,322
666	166	300	-333	-1,132	-67
1,037,981	1,113,847	1,106,137	1,205,599	1,002,391	1,166,191
25,105	39,492	95,840	40,204	44,184	40,783
492,126	563,067	480,472	509,685	687,274	652,210
7,651	19,794	13,037	9,887	12,204	12,461
331	331	564	663	762	199
73,599	69,692	70,125	77,459	98,006	84,783
0	0	0	0	0	
149,507	141,890	175,574	180,897	170,893	216,324
86,149	70,519	94,534	93,391	86,529	89,960
173,450	175,125	171,075	192,257	199,629	208,329
78,381	95,875	154,531	82,253	76,795	105,593
75,713	73,912	76,399	82,744	87,631	87,031
1,232,450	768,194	910,050	1,162,506	1,156,915	1,218,059
0	0	0	0	0	0
828,144	902,940	874,499	986,497	873,312	1,007,438
17,654	39,138	47,258	43,425	33,158	38,876
296,698	339,892	296,255	305,766	379,517	375,783
218,313	202,376	238,859	228,475	211,150	251,937
80,703	65,449	78,918	74,313	89,107	83,063
704,657	416,791	536,806	645,715	680,563	697,026
12,331	28,779	23,509	11,502	9,579	26,118
717	1,315	1,148	861	1,615	1,148
51,114	62,691	64,663	66,903	95,387	67,261
0	0	0	0	0	
255,847	239,804	272,404	270,278	263,218	284,109
85,180	84,216	126,885	77,781	73,741	90,128
98,872	96,433	101,077	113,271	114,490	118,226
403	266	577	36	-532	-629
579,826	568,226	611,560	670,606	532,822	664,659
51,903	169,428	180,692	150,873	134,133	152,408
1,291,560	1,484,609	1,262,936	1,343,093	1,755,517	1,703,185
0	0	0	0	0	
212,396	224,293	208,323	262,455	312,986	260,122

2,445,951	2,585,013	2,592,196	2,862,701	2,408,525	2,838,288
636,451	614,615	718,303	721,472	662,337	811,357
290,959	247,726	299,862	299,341	325,278	296,294
27,698	82,443	57,326	38,457	41,177	67,310
1,069	433	877	-296	-1,664	-696
774,111	760,113	783,311	795,532	834,178	878,558
265,294	354,655	472,614	282,947	273,397	352,777
1,929	3,107	3,064	2,447	3,729	2,506
303,630	284,250	300,766	339,681	345,269	357,743
3,316,435	2,032,817	2,485,448	3,040,261	3,135,606	3,287,407
9,619,386	8,843,503	9,365,719	10,138,963	10,230,468	11,007,261



34	35	36	37	38	39
48,287	114,082	70,565	65,779	98,300	59,268
757,656	634,470	795,640	550,629	822,100	572,697
40,605	24,571	30,580	33,125	42,536	31,449
1,932	1,545	1,009	1,460	1,031	1,073
102,012	115,270	108,772	167,242	139,501	123,391
352,740	353,800	383,284	429,376	293,476	295,057
133,106	155,640	148,385	161,779	141,897	189,824
331,744	0	0	0	0	0
129,638	225,340	182,300	157,004	245,826	122,913
163,287	145,458	164,136	179,700	173,616	190,878
1,369,187	1,630,530	1,361,252	1,674,487	1,616,144	1,626,364
-924	-1,182	0	0	3,153	3,574
1,239,666	1,534,040	1,193,321	1,268,007	1,158,176	1,453,381
30,467	4,731	-11,222	56,060	79,154	39,792
713,503	624,807	831,901	510,430	805,524	661,760
15,434	12,461	10,286	10,579	25,245	12,895
364	1,293	564	530	1,326	464
63,838	102,336	113,880	71,076	92,477	119,905
223,666	214,029	235,047	312,968	153,643	162,593
92,628	111,688	105,207	112,831	89,960	123,505
170,179	0	0	0	0	0
120,275	115,192	105,499	117,922	172,600	94,488
104,266	95,777	105,981	114,641	104,866	125,102
1,237,220	1,465,944	1,253,000	1,503,309	1,524,289	1,522,377
0	0	0	0	2,145	1,879
1,088,978	1,215,391	1,007,234	1,103,501	927,678	1,223,019
3,248	41,899	20,283	29,700	37,517	25,941
412,872	363,489	463,635	296,499	446,893	352,787
266,846	256,296	270,678	293,222	206,462	226,212
83,350	99,468	87,150	105,512	84,559	117,677
715,009	825,752	721,450	796,743	827,063	818,034
21,122	26,782	13,848	16,861	30,251	22,675
1,360	1,315	1,256	861	1,782	957
64,993	75,800	70,181	106,650	86,048	75,664
265,693	0	0	0	0	0
81,935	110,612	110,043	102,418	131,096	98,265
107,408	101,933	121,210	138,877	120,250	139,318
-1,380	-1,045	0	-74	2,915	2,923
694,324	777,544	640,190	662,251	601,435	801,879
82,002	160,712	79,626	151,539	214,971	125,001
1,884,030	1,622,765	2,091,176	1,357,558	2,074,516	1,587,244
230,843	293,406	292,833	344,967	318,025	318,959

3,022,968	3,526,975	2,840,744	3,033,760	2,687,290	3,478,279
843,251	824,125	889,009	1,035,566	653,582	683,862
309,084	366,796	340,743	380,122	316,417	431,005
77,161	63,815	54,713	60,565	98,031	67,019
-2,304	-2,227	0	-74	8,212	8,375
767,616	0	0	0	0	0
331,847	451,144	397,842	377,344	549,522	315,666
3,657	4,154	2,829	2,851	4,138	2,494
374,960	343,169	391,326	433,219	398,732	455,299
3,321,417	3,922,226	3,335,702	3,974,539	3,967,496	3,966,775
11,246,532	11,577,059	10,716,543	11,151,956	11,290,932	11,439,980

40	41	42	43	44	45
0	0	0	0	0	
755,441	764,108	833,134	838,889	829,217	729,708
36,478	47,195	15,830	42,258	34,841	30,479
1,288	1,954	1,138	2,019	1,181	1,739
125,281	136,677	162,037	147,769	157,222	152,224
332,775	315,655	355,586	237,937	337,879	0
144,618	125,154	187,940	175,593	176,848	195,265
0	0	0	0	0	0
184,369	160,783	212,234	154,352	231,528	195,424
191,916	172,059	203,896	195,878	213,376	234,459
2,244,320	744,994	1,758,111	1,760,067	1,921,361	1,740,098
1,892	247	1,116	-107	0	0
1,399,681	1,357,347	1,455,850	1,459,999	1,338,659	1,294,156
0	0	0	0	0	
719,448	766,225	824,499	814,442	806,848	770,295
15,434	20,450	13,233	18,841	19,167	12,638
630	530	663	597	232	1,094
97,165	91,815	120,799	98,782	127,487	98,037
208,334	189,529	222,293	225,250	219,338	0
96,059	95,169	121,979	129,731	122,742	144,471
0	0	0	0	0	0
100,417	130,917	145,266	135,434	135,434	149,164
125,274	113,098	137,278	132,390	133,334	156,914
2,209,231	700,281	1,655,070	1,646,228	1,798,515	1,654,207
306	0	0	0	0	0
1,160,566	1,093,262	1,259,884	1,306,915	1,139,244	1,076,532
0	0	0	0	0	
390,488	434,004	461,920	463,898	421,576	449,393
241,414	223,926	258,804	347,139	#REF!	0
86,516	84,099	116,162	124,681	102,576	111,959
1,104,626	362,311	906,661	876,570	961,154	874,583
20,605	29,355	21,593	17,104	24,702	25,289
969	1,471	753	933	873	1,029
84,492	97,738	82,144	96,330	95,781	82,302
0	0	0	0	0	0
98,236	113,269	131,195	108,043	135,054	113,054
133,689	133,351	132,599	146,764	139,448	166,585
2,262	778	1,957	1,013	1,174	87
706,932	735,362	752,429	749,856	651,226	669,282
0	0	0	0	0	
1,865,378	1,964,338	2,119,553	2,117,229	2,057,640	1,949,396
306,938	326,230	364,979	342,881	380,491	332,563

3,267,179	3,185,971	3,468,163	3,516,769	3,129,129	3,039,971
782,524	729,111	836,683	810,326	#N/A	0
327,193	304,422	426,081	430,004	402,167	451,694
72,517	97,000	50,656	78,202	78,711	68,406
4,460	1,025	3,073	906	1,174	87
0	0	0	0	0	0
383,022	404,968	488,695	344,745	502,016	457,642
2,887	3,955	2,555	3,548	2,286	3,862
450,878	418,508	473,773	475,033	486,158	557,958
5,558,177	1,807,587	4,319,843	4,282,865	4,681,030	4,268,889
13,021,152	9,243,114	12,554,054	12,402,509	#N/A	11,130,467

46	47	48	49	50	51
906,472	880,236	942,578	824,943	863,161	764,153
45,868	35,292	36,753	13,286	40,465	37,655
2,040	1,661	1,535	1,888	1,434	2,315
149,365	159,608	193,305	215,673	126,819	156,039
0	0	0	0		
184,173	177,894	197,567	179,150	205,311	218,078
0	0	0	0		
159,321	218,665	231,479	231,479	285,317	115,764
202,245	217,197	235,544	243,468	236,440	281,153
1,864,267	2,016,454	1,759,119	2,213,759	2,021,791	2,200,865
0	0	0	0	-1,105	-1,119
1,247,111	1,347,643	821,134	1,289,417	992,987	1,182,978
840,258	877,625	913,885	806,458	889,653	808,555
21,397	31,933	11,215	13,508	21,303	15,927
398	933	621	1,321	1,554	1,166
138,581	84,429	163,715	170,127	121,003	126,006
0	0	0	0		
115,119	129,985	139,133	136,846	147,520	143,708
0	0	0	0		
162,007	105,318	180,254	171,131	154,124	144,469
146,710	149,797	154,513	156,228	178,864	193,698
1,840,470	1,911,570	1,737,424	2,099,881	1,968,154	2,129,443
0	0	0	0	0	-551
1,088,533	1,151,322	729,409	1,080,743	848,801	1,074,876
478,653	507,322	506,978	438,633	501,863	436,782
0	0	0	0		
124,220	100,619	122,858	109,081	125,160	131,127
964,748	1,007,031	910,730	1,058,204	1,018,770	1,098,165
27,039	27,586	23,616	17,629	27,402	17,992
1,124	1,584	1,317	1,066	1,220	883
106,769	89,604	132,276	113,073	102,047	89,564
0	0	0	0		
88,911	144,138	135,027	127,337	169,729	73,288
149,955	131,976	169,413	169,310	175,796	192,503
43	674	370	304	2,700	1,198
626,904	701,943	414,678	619,476	530,350	630,207
2,225,383	2,265,183	2,363,441	2,070,034	2,254,677	2,009,490
394,715	333,641	489,295	498,874	349,870	371,608

2,962,549	3,200,907	1,965,222	2,989,637	2,372,138	2,888,062
0	0	0	0		
423,512	408,499	459,558	425,077	477,991	492,913
94,304	94,811	71,584	44,423	89,170	71,574
43	674	370	304	1,595	-472
0	0	0	0		
410,239	468,121	546,760	529,946	609,170	333,521
3,562	4,178	3,474	4,275	4,208	4,363
498,911	498,970	559,470	569,005	591,100	667,354
4,669,485	4,935,056	4,407,272	5,371,844	5,008,715	5,428,472
11,682,702	12,210,038	10,866,446	12,503,420	11,758,633	12,266,885

52	53	54	55	56	57
999,489	1,080,131	937,609	906,464	1,129,415	962,656
30,658	0	0	0	0	0
1,761	1,283	0	0	0	0
178,070	201,770	213,031	192,044	202,149	149,906
180,615	153,408	246,750	190,870	217,659	219,752
263,684	239,481	176,459	252,085	252,085	189,064
228,422	230,356	288,841	277,191	266,673	318,885
2,413,261	1,670,566	1,790,866	2,509,502	2,141,908	2,231,375
-440	1,194	18,382	35,494	43,477	16,091
1,279,487	1,259,046	1,262,713	1,224,157	1,107,153	1,425,937
961,071	1,053,217	916,093	897,833	1,053,918	998,723
9,879	0	0	0	0	0
544	1,476	0	0	0	0
145,990	154,667	142,726	151,182	179,985	118,676
136,465	100,252	174,203	139,133	145,995	148,663
117,187	221,375	97,443	248,037	168,311	132,877
164,288	146,453	204,073	199,272	192,155	226,281
2,290,202	1,672,357	1,749,802	2,467,897	2,027,953	2,132,287
-536	1,831	13,093	16,813	20,014	10,958
1,090,212	1,095,157	1,157,963	1,131,387	1,029,553	1,129,057
555,677	557,241	538,411	486,230	613,446	535,400
104,131	98,144	146,669	132,509	120,996	137,171
1,166,713	823,888	905,983	1,222,569	128,390	-6,402
14,249	0	0	0	0	0
1,135	1,374	0	0	0	0
118,112	137,016	118,323	139,051	116,550	140,280
115,734	185,242	105,852	143,604	128,535	124,755
170,737	172,267	206,928	197,485	203,555	214,374
			348,503	688,034	1,733,730
6,488	21,620	28,623	44,711	95,373	93,790
657,022	622,603	663,532	644,856	598,809	718,849
2,516,237	2,690,588	2,392,113	2,290,528	2,796,779	2,496,778
442,173	493,453	474,080	482,277	498,683	408,862

3,026,721	2,976,806	3,084,209	3,000,400	2,735,515	3,273,843
421,211	351,804	567,622	462,513	484,650	505,587
54,786	0	0	0	0	0
5,512	24,645	60,098	97,018	158,864	120,840
496,605	646,098	379,755	643,727	548,931	446,696
3,441	4,133	0	0	0	0
563,446	549,076	699,842	673,947	662,383	759,541
5,870,176	4,166,811	4,446,650	6,548,471	4,986,286	6,090,991
13,400,307	11,903,414	12,104,370	14,198,879	12,872,091	14,103,137



58	59	60	61	62	63
1,037,054	1,059,640	1,115,165	1,049,444	941,781	1,064,033
0					
161,540	256,506	202,615	248,453	222,177	226,183
215,287	211,380	222,682	228,333	256,378	233,984
314,151	289,802	239,481	233,179	308,804	213,374
277,144	320,442	292,237	327,234	333,931	343,506
2,288,456	2,348,896	2,361,117	2,554,231	2,302,804	2,789,424
77,553	0	0	0	0	0
1,225,846	1,358,847	925,369	1,078,030	1,040,600	1,196,325
986,833	1,056,237	1,059,520	1,079,084	998,022	1,128,733
0					
141,972	146,785	168,524	172,464	195,126	195,677
156,668	145,233	155,525	148,663	162,768	173,059
246,213	230,320	150,594	168,311	221,462	161,908
197,214	212,219	217,707	233,055	228,253	244,116
2,290,853	2,261,396	2,411,526	2,521,674	2,343,431	2,723,491
19,971	0	0	0	0	0
1,086,910	1,206,879	815,753	944,342	919,599	1,094,959
543,559	591,455	578,283	629,266	535,788	633,363
126,983	131,876	129,343	138,323	137,459	145,634
-48	247	0	-7	-9	-28
0					
88,436	141,323	123,834	130,878	157,002	139,725
139,824	147,437	139,877	147,437	173,901	130,500
205,579	193,385	213,362	224,155	215,619	258,038
1,160,070	1,203,249	1,228,709	1,316,361	1,192,959	1,462,746
105,935	0	0	0	0	0
594,763	786,113	481,904	655,532	563,649	730,518
2,567,447	2,707,332	2,752,968	2,757,794	2,475,591	2,826,129
391,948	544,614	494,974	551,795	574,305	561,585

<b>2,907,519</b>	<b>3,351,840</b>	<b>2,223,026</b>	<b>2,677,904</b>	<b>2,523,847</b>	<b>3,021,803</b>
<b>498,938</b>	<b>488,489</b>	<b>507,549</b>	<b>515,319</b>	<b>556,604</b>	<b>552,676</b>
<b>203,458</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>700,189</b>	<b>667,560</b>	<b>529,951</b>	<b>548,927</b>	<b>704,166</b>	<b>505,783</b>
<b>0</b>					
<b>679,937</b>	<b>726,046</b>	<b>723,306</b>	<b>784,444</b>	<b>777,804</b>	<b>845,659</b>
<b>5,739,331</b>	<b>5,813,788</b>	<b>6,001,352</b>	<b>6,392,259</b>	<b>5,839,185</b>	<b>6,975,633</b>
<b>13,688,766</b>	<b>14,299,668</b>	<b>13,233,126</b>	<b>14,228,441</b>	<b>13,451,503</b>	<b>15,289,269</b>

64	65	66	67	68	69
1,201,173	1,038,336	1,180,606	1,057,273	1,194,405	1,125,118
196,812	189,696	226,869	255,008	286,712	199,143
201,335	221,635	221,008	246,122	250,726	270,607
234,874	265,895	237,821	260,300	286,877	238,020
321,194	338,773	383,459	357,286	430,992	418,274
2,933,694	1,903,567	2,167,237	2,784,202	2,654,146	2,549,426
1,388,111	1,132,670	1,029,145	1,257,729	0	0
1,142,420	944,198	1,250,418	1,080,765	612,372	1,176,021
179,624	155,036	212,473	170,036	208,239	218,071
148,663	159,335	149,807	171,534	167,341	179,921
173,325	194,409	179,652	190,422	216,238	179,939
232,195	233,356	264,780	239,159	304,827	285,669
2,951,174	1,907,917	2,101,061	2,878,248	2,813,285	2,508,400
1,244,454	930,697	943,267	1,045,217	0	0
592,202	610,853	643,762	594,938	1,129,661	603,473
127,271	142,926	132,682	158,815	150,813	171,478
0	0	0	0	0	0
113,610	129,985	132,668	152,378	143,999	155,428
135,799	159,302	142,359	153,256	165,354	143,992
225,998	230,455	279,776	269,512	304,491	290,985
1,495,239	957,517	1,129,117	1,523,487	1,457,056	1,258,889
739,033	579,622	596,121	683,526	0	0
2,935,795	2,593,386	3,074,785	2,732,975	2,936,438	2,904,611
490,046	474,717	572,011	577,422	638,950	572,642

<b>3,371,597</b>	<b>2,642,989</b>	<b>2,568,533</b>	<b>2,986,472</b>	<b>0</b>	<b>0</b>
<b>477,269</b>	<b>523,897</b>	<b>503,496</b>	<b>576,471</b>	<b>568,881</b>	<b>622,006</b>
<b>543,998</b>	<b>619,607</b>	<b>559,832</b>	<b>603,978</b>	<b>668,469</b>	<b>561,950</b>
<b>779,387</b>	<b>802,584</b>	<b>928,014</b>	<b>865,957</b>	<b>1,040,309</b>	<b>994,929</b>
<b>7,380,107</b>	<b>4,769,000</b>	<b>5,397,415</b>	<b>7,185,937</b>	<b>6,924,487</b>	<b>6,316,715</b>
<b>15,978,200</b>	<b>12,426,180</b>	<b>13,604,086</b>	<b>15,529,211</b>	<b>12,777,534</b>	<b>11,972,852</b>

70	71	72	73	74	75
1,171,948	1,289,760	1,137,353	1,094,138	1,553,749	1,559,880
182,600	250,589	219,426	246,799	242,139	256,475
240,074	225,821	259,934	259,725	263,701	328,581
270,736	273,511	186,960	229,203	221,548	183,491
369,808	427,015	414,247	431,974	413,265	471,356
2,694,898	2,492,924	2,898,833	2,717,024	2,632,974	2,962,685
0	0	0			
1,110,415	1,293,009	1,185,808	1,183,843	1,459,798	1,576,768
146,279	206,330	170,996	186,304	220,319	269,324
174,584	150,187	183,732	194,787	149,425	247,771
204,854	216,306	151,223	164,597	174,113	154,541
249,336	317,182	304,327	290,044	326,466	312,629
2,752,589	2,613,502	2,929,113	2,850,109	2,768,943	3,158,593
0	0	0			
670,812	697,089	665,005	601,299	819,071	885,495
153,979	148,568	176,506	160,196	162,594	191,453
0	0	0	0	0	0
113,072	178,345	121,077	147,129	120,666	166,716
155,634	163,317	243,881	288,309	304,303	251,082
255,547	296,442	305,004	296,415	301,761	322,912
1,434,406	1,331,531	1,509,859	1,447,391	1,421,419	1,586,307
0	0	0			
2,953,174	3,279,858	2,988,166	2,879,279	3,832,618	4,022,143
441,951	635,263	511,499	580,232	583,124	692,515

0	0	0			
568,637	524,575	620,172	614,707	575,721	767,804
631,224	653,134	582,064	682,109	699,964	589,114
874,691	1,040,638	1,023,578	1,018,432	1,041,493	1,106,897
6,881,893	6,437,957	7,337,806	7,014,524	6,823,335	7,707,585
12,351,569	12,571,426	13,063,285	12,789,284	13,556,254	14,886,058

76	77	78	79	80	81
1,506,585	1,527,616	1,374,558	1,793,774	1,550,406	0
208,294	231,458	321,137	176,666	314,923	147,007
183,138	258,976	204,859	229,203	245,120	238,004
188,242	210,868	203,386	273,336	297,702	199,356
394,632	409,280	430,007	396,275	494,352	439,780
2,699,002	2,456,773	2,231,232	2,515,216	2,367,042	2,815,111
1,573,205	1,527,997	1,435,276	1,701,014	1,572,251	0
117,284	186,221	195,036	224,907	176,166	189,755
113,232	161,663	150,408	152,454	167,461	173,941
148,156	174,980	151,733	213,714	226,031	151,799
314,797	294,498	313,775	286,231	348,020	315,123
2,792,307	2,564,231	2,236,115	2,592,232	2,459,619	3,074,169
823,999	826,540	773,203	978,415	842,272	0
117,891	151,111	145,805	139,883	149,204	159,350
0	0	0	0	0	0
110,720	136,005	149,718	149,760	129,497	140,361
245,967	277,607	261,981	165,386	177,175	260,602
306,597	282,139	290,158	278,875	325,508	309,130
1,407,411	1,274,947	1,157,281	1,322,773	1,249,985	1,558,863
3,903,790	3,882,152	3,583,038	4,473,202	3,964,929	0
436,298	553,684	665,891	551,334	620,587	477,122

414,261	571,750	501,072	521,539	561,784	571,295
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582,366	663,455	617,100	652,436	700,908	611,757
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1,016,026	985,917	1,033,940	961,381	1,167,879	1,064,034
6,898,720	6,295,950	5,624,627	6,430,221	6,076,647	7,448,144

13,251,460	12,952,909	12,025,668	13,590,114	13,092,734	10,172,351
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82	83	84	85	86	87
0	0	0	0		
190,650	257,057	243,289	249,088	377,042	226,647
242,873	0	0	0	0	0
0	0	0	0	0	
429,680	0	0	0	0	0
2,433,124	2,610,913	0	0	0	0
0	0	0	0		
174,565	243,520	166,360	222,834	326,255	214,014
170,872	0	0	0	0	0
0	0	0	0	0	
325,045	0	0	0	0	0
2,550,395	2,672,548	0	0	0	0
0	0	0	0		
155,025	0	0	0	0	0
0	0	0	0	0	0
117,599	165,439	136,223	152,229	160,660	110,448
0	0	0	0	0	
290,198	0	0	0	0	0
1,299,945	1,402,927	0	0	0	0
0	0	0	0		
482,815	666,017	545,872	624,151	863,957	551,109

568,770	0	0	0	0	0
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0	0	0	0	0	
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1,044,922	0	0	0	0	0
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6,283,465	6,686,389	0	0	0	0
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8,379,971	7,352,405	545,872	624,151	863,957	551,109
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88	89	90	91	92	93
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232,714	257,974	226,850	233,235	261,754	198,908
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0

234,780	189,202	195,734	252,480	204,321	190,292
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0

0

140,261	142,080	161,055	122,474	171,280	106,590
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0

607,755	589,256	583,638	608,189	637,356	495,790
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0

607,755

589,256

583,638

608,189

637,356

495,790

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94	95	96	97	98	99
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193,696	231,936	314,104	195,211	233,455	209,042
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160,875	236,103	242,290	198,598	203,252	196,007
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136,450	146,066	132,532	110,515	137,870	128,672
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491,020	614,105	688,927	504,324	574,577	533,721
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**491,020**

**614,105**

**688,927**

**504,324**

**574,577**

**533,721**

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<b>Country</b>	<b>Ex-factory</b>	<b>1</b>	<b>2</b>	<b>3</b>
ARG	5 µg/h (1ptc)	15,963	10,161	13,342
ARG	10 µg/h (1ptc)	17,469	8,282	9,095
ARG	20 µg/h (1ptc)	8,899	3,336	3,321
ARG	ARG Total Ex-factory US\$	42,331	21,779	25,758
AUS	5 µg/h (2ptc)	17,834	30,812	35,738
AUS	10 µg/h (2ptc)	20,649	41,029	37,783
AUS	20 µg/h (2ptc)	21,023	35,400	58,200
AUS	AUS Total Ex-factory US\$	59,506	107,241	131,721
DK	5 µg/h (4ptc)	8,524	5,882	11,441
DK	10 µg/h (4ptc)	12,273	2,651	9,149
DK	20 µg/h (4ptc)	17,851	270	700
DK	DK Total Ex-factory US\$	38,648	8,803	21,290
CAN	5 µg/h (4ptc)	127,250	97,990	36,343
CAN	10 µg/h (4ptc)	216,146	131,766	13,168
CAN	20 µg/h (4ptc)	205,164	119,516	3,419
CAN	CAN Total Ex-factory US\$	548,560	349,272	52,930
FIN	5 µg/h (2ptc)	13,521	15,382	23,989
FIN	10 µg/h (4ptc)	7,977	8,936	15,751
FIN	20 µg/h (4ptc)	3,947	2,294	5,874
FIN	IR Total Ex-factory US\$	25,445	26,612	45,614
GER	5 µg/h (all packs)	159,603	102,494	273,359
GER	10 µg/h (all packs)	222,543	60,390	272,547
GER	20 µg/h (all packs)	181,875	16,385	242,463
GER	GER Total Ex-factory US\$	564,021	179,269	788,369
IR	5 µg/h (2ptc)	6,639	8,711	16,904
IR	10 µg/h (4ptc)	14,232	8,372	26,510
IR	20 µg/h (4ptc)	14,231	3,431	28,462
IR	IR Total Ex-factory US\$	35,102	20,513	71,876
NL	5 µg/h (4ptc)	16,814	26,684	48,601
NL	10 µg/h (4ptc)	10,954	26,882	24,182
NL	20 µg/h (4ptc)	4,245	6,538	13,455
NL	NL Total Ex-factory US\$	32,013	60,104	86,239
NRW	5 µg/h (4ptc)	4,913	7,724	13,372
NRW	10 µg/h (4ptc)	2,484	6,257	13,707
NRW	20 µg/h (4ptc)	2,171	3,734	8,596
NRW	NRW Total Ex-factory US\$	9,567	17,714	35,676
SWE	5 µg/h (4ptc)	26	4,903	10,948
SWE	10 µg/h (4ptc)	0	2,594	5,660
SWE	20 µg/h (4ptc)	0	515	3,001
SWE	SWE Total Ex-factory US\$	26	8,012	19,609
UK	5 µg/h (2ptc)	11,193	52,554	82,474
UK	5 µg/h (4ptc)			
UK	10 µg/h (4ptc)	17,337	56,943	112,070
UK	20 µg/h (4ptc)	10,024	58,691	78,393
UK	UK Total Ex-factory US\$	38,554	168,187	272,937
USA	5 µg/h (4ptc)	7362118	295447	2500367
USA	10 µg/h (4ptc)	7329723	1490414	3693976
USA	20 µg/h (4ptc)	2951738	209949	2973882
USA	USA Total Ex-factory US\$	17643579	1995810	9168225
KOREA	5 µg/h (4ptc)	5,950	3,574	1,492



KOREA	10 µg/h (4ptc)	<b>2,138</b>	<b>3,492</b>	<b>1,283</b>
KOREA	20 µg/h (4ptc)	<b>0</b>	<b>0</b>	<b>0</b>
KOREA	KOREA Total Ex-factory US\$	<b>8,088</b>	<b>7,066</b>	<b>2,775</b>
ISR	5 µg/h (2ptc)	<b>2,296</b>	<b>10,724</b>	<b>4,902</b>
ISR	10 µg/h (2ptc)	<b>3,169</b>	<b>6,279</b>	<b>4,292</b>
ISR	20 µg/h (2ptc)	<b>991</b>	<b>1,868</b>	<b>3,057</b>
ISR	ISR Total Ex-factory US\$	<b>6,456</b>	<b>18,872</b>	<b>12,252</b>
NZ	5 µg/h (2ptc)	<b>0</b>	<b>143</b>	<b>478</b>
NZ	10 µg/h (2ptc)	<b>22</b>	<b>150</b>	<b>472</b>
NZ	20 µg/h (2ptc)	<b>0</b>	<b>166</b>	<b>331</b>
NZ	NZ Total Ex-factory US\$	<b>22</b>	<b>459</b>	<b>1,282</b>

4	5	6	7	8	9
13,426	23,029	16,083	16,954	7,121	20,928
14,244	22,837	19,101	20,578	11,621	26,796
4,807	9,963	5,048	6,688	5,025	11,223
32,477	55,829	40,232	44,220	23,767	58,947
90,980	94,828	97,054	111,110	119,684	148,897
97,809	117,325	124,458	150,363	173,336	243,754
73,433	97,351	123,836	110,083	257,640	250,830
262,221	309,504	345,348	371,557	550,660	643,480
8,558	16,471	23,361	20,338	25,717	22,935
10,842	25,863	29,315	22,870	35,003	25,702
3,093	15,066	18,463	13,571	28,104	21,001
22,493	57,399	71,139	56,779	88,824	69,637
60,670	96,036	150,160	151,235	131,109	70,440
24,096	80,797	131,497	146,367	160,520	154,339
6,513	17,748	61,549	88,090	83,205	86,787
91,279	194,582	343,207	385,692	374,834	311,566
38,038	44,757	48,672	66,219	63,526	68,440
27,767	35,239	44,074	65,580	61,744	68,912
11,564	14,868	19,732	28,360	26,708	33,499
77,369	94,864	112,478	160,159	151,977	170,852
196,944	248,281	328,379	352,688	307,134	335,390
231,816	363,060	511,276	433,531	541,049	520,246
150,847	218,956	487,671	346,966	315,234	354,826
579,607	830,297	1,327,326	1,133,185	1,163,416	1,210,462
18,708	15,695	27,265	26,479	29,645	37,819
30,556	23,301	43,532	36,835	55,880	48,345
16,264	12,579	27,064	23,634	32,401	34,307
65,528	51,575	97,862	86,947	117,925	120,471
55,123	61,091	98,261	94,067	99,715	130,154
46,067	72,032	75,514	180,553	143,441	190,473
22,174	27,620	54,484	872	-5,538	43,778
123,363	160,743	228,259	275,491	237,618	364,405
14,528	25,745	19,125	26,245	32,996	27,952
18,292	23,689	24,692	30,758	35,773	31,618
11,462	18,148	15,196	21,361	29,089	26,744
44,282	67,583	59,013	78,363	97,858	86,314
14,191	16,915	24,932	25,658	34,557	40,005
9,292	13,112	16,555	21,743	31,789	35,846
3,773	6,774	9,518	12,948	16,292	20,836
27,256	36,801	51,005	60,349	82,638	96,687
80,981	88,144	96,872	142,202	140,980	178,852
141,511	170,189	169,933	277,020	248,720	337,865
109,828	126,294	133,900	203,050	215,094	271,574
332,320	384,628	400,706	622,272	604,794	788,291
98	48986	280156	323049	878831	1240850
102101	404200	1387838	1738227	2894680	2727301
133064	775748	1609805	2025974	2818086	2786894
235263	1228934	3277799	4087250	6591597	6755045
550	785	2,003	16,789	10,074	3,849

428	606	998	1,069	6,415	10,299
0	327	982	327	1,309	0
977	1,719	3,983	18,185	17,797	14,148
8,457	7,336	16,322	13,291	8,535	19,264
7,733	6,658	15,670	12,657	11,184	22,775
651	2,547	3,789	3,311	7,237	1,532
16,841	16,541	35,781	29,259	26,955	43,571
526	203	215	239	239	861
386	408	451	301	622	451
398	66	597	0	265	66
1,310	678	1,263	540	1,127	1,378

10	11	12	13	14	15
8,979	13,547	15,937	9,065	13,646	10,687
12,945	20,238	17,407	15,218	19,144	18,900
7,308	7,445	7,064	5,242	3,288	6,933
29,232	41,230	40,408	29,525	36,078	36,520
138,654	140,122	184,363	139,826	194,926	152,248
190,547	206,317	245,924	209,236	307,929	244,733
211,646	194,439	279,288	225,332	298,600	253,429
540,846	540,878	709,575	574,395	801,455	650,410
20,483	30,620	29,332	29,409	31,452	26,918
26,716	42,342	54,098	42,155	52,521	42,987
31,387	19,044	43,010	17,881	43,451	36,752
78,587	92,005	126,440	89,445	127,425	106,657
78,548	104,633	103,070	117,725	131,539	112,449
121,375	173,240	150,398	163,207	195,006	177,181
111,212	110,072	139,707	132,217	163,317	148,988
311,135	387,945	393,175	413,148	489,862	438,618
84,016	88,236	115,834	125,247	97,926	108,754
84,209	83,402	125,002	153,071	102,738	120,811
39,190	45,064	51,396	82,143	48,184	51,121
207,415	216,702	292,232	360,461	248,848	280,687
394,715	409,272	334,632	388,450	347,206	337,371
617,665	666,329	546,618	677,051	581,157	595,694
452,050	468,722	440,163	542,799	447,894	431,706
1,464,429	1,544,324	1,321,413	1,608,300	1,376,257	1,364,771
25,846	37,185	39,315	35,861	46,338	47,719
37,253	54,205	64,670	54,205	73,879	72,414
21,347	41,549	46,505	36,213	62,515	38,500
84,445	132,940	150,490	126,280	182,731	158,633
139,307	122,270	146,423	152,598	176,637	158,673
147,132	149,270	185,561	175,839	214,212	184,469
62,103	49,526	62,623	95,217	88,565	115,085
348,542	321,066	394,607	423,654	479,413	458,227
26,534	31,131	39,485	43,268	39,538	46,871
36,633	37,827	50,531	56,979	60,991	64,386
29,176	30,825	38,119	38,901	39,856	45,424
92,342	99,783	128,135	139,148	140,384	156,681
27,008	35,206	39,538	45,895	54,015	56,194
31,082	38,770	38,157	51,976	60,466	66,786
17,749	19,378	22,465	30,011	26,238	32,326
75,839	93,354	100,160	127,882	140,719	155,306
195,439	203,750	239,481	222,428	263,319	314,713
353,704	379,504	437,143	416,944	490,081	595,511
290,731	341,465	388,981	350,289	409,546	504,217
839,874	924,719	1,065,606	989,661	1,162,946	1,414,441
1244198	1546614	1183713	955563	1182979	1044824
2699763	3547183	2992116	2544742	3080307	3075622
2717372	3528092	3101759	3409266	3067187	3885152
6661333	8621889	7277588	6909571	7330473	8005598
5,832	5,300	2,572	642	1,009	2,175

4,227	1,897	830	-1,365	-566	100
611	305	0	183	0	0
10,670	7,503	3,402	-540	443	2,275
14,921	16,096	15,529	14,138	10,640	13,790
20,732	20,659	15,863	22,983	30,979	14,373
7,959	7,346	5,199	5,547	12,718	3,954
43,612	44,101	36,592	42,667	54,337	32,117
825	406	347	263	562	311
816	752	837	322	1,589	1,353
663	133	630	796	597	862
2,304	1,291	1,814	1,381	2,748	2,525

16	17	18	19	20	21
13,839	14,853	14,824	20,046	19,955	20,424
25,132	25,685	28,898	39,210	26,162	39,961
9,487	10,854	12,324	10,236	15,514	16,839
48,458	51,391	56,045	69,492	61,632	77,224
197,862	200,657	215,234	274,442	249,242	253,471
291,025	304,433	317,917	422,430	431,646	392,023
297,317	330,546	347,950	405,822	405,460	445,828
786,205	835,636	881,102	1,102,694	1,086,348	1,091,322
27,685	34,407	37,734	41,648	43,517	39,561
35,116	42,059	59,016	63,668	61,191	62,592
34,779	30,314	35,852	84,366	44,489	48,831
97,580	106,780	132,602	189,682	149,197	150,984
120,705	124,026	132,575	149,525	138,388	128,520
196,082	207,189	194,021	256,366	213,727	213,997
175,855	179,925	170,807	204,838	185,462	205,001
492,641	511,140	497,403	610,729	537,577	547,518
141,045	129,856	140,378	162,840	144,904	150,540
154,031	146,609	161,048	192,601	180,889	195,479
81,867	69,752	90,953	101,692	100,590	96,644
376,943	346,217	392,380	457,133	426,383	442,663
428,588	395,959	431,954	472,750	390,210	504,863
709,622	670,034	746,068	822,474	719,846	906,838
552,249	563,025	619,032	658,716	571,149	695,162
1,690,459	1,629,018	1,797,054	1,953,940	1,681,204	2,106,863
40,697	41,618	53,591	51,058	57,563	65,871
83,506	55,670	78,901	95,644	91,668	99,830
55,272	43,837	59,084	50,698	71,282	69,376
179,475	141,125	191,576	197,400	220,513	235,077
165,375	182,571	210,880	199,866	214,545	206,854
232,712	244,753	243,151	253,853	268,805	275,176
122,746	129,695	111,900	127,615	143,916	133,039
520,834	557,018	565,931	581,334	627,266	615,069
45,644	58,676	47,368	64,316	68,027	59,611
66,139	81,811	69,645	93,498	97,589	92,754
47,454	53,446	46,681	56,926	72,872	64,947
159,237	193,933	163,694	214,740	238,488	217,313
55,260	57,595	66,883	62,110	83,876	63,510
69,710	60,466	76,455	72,257	106,404	82,067
37,042	36,785	41,158	45,445	50,418	55,306
162,013	154,846	184,496	179,812	240,699	200,883
291,320	279,976	291,978	354,667	377,294	441,676
557,633	524,867	564,191	672,535	709,248	866,680
486,415	445,059	494,026	582,902	606,407	762,493
1,335,369	1,249,902	1,350,194	1,610,104	1,692,950	2,070,848
991825	1637720	1089358	1119634	0	0
3060407	3621085	3673283	3062460	0	0
4020587	4643236	4155819	3963591	0	0
8072819	9902041	8918460	8145685	0	0
1,229	694	-2,109	-1,834	659	238

-699	1,553	-3,465	-248	67	333
611	122	-127	765	0	0
1,141	2,369	-5,701	-1,317	726	571
9,286	13,750	11,582	20,296	14,396	8,711
13,320	27,293	21,127	31,975	10,161	16,789
11,014	6,227	4,838	14,226	9,648	2,548
33,619	47,271	37,547	66,497	34,205	28,049
455	394	897	873	813	670
901	1,138	1,653	1,159	1,266	408
1,259	199	962	597	928	630
2,615	1,731	3,512	2,629	3,008	1,708

22	23	24	25	26	27
7,456	13,937	31,530	25,191	26,903	29,035
17,798	51,867	71,602	53,174	30,955	61,787
13,776	18,156	29,769	11,230	19,811	26,713
39,030	83,959	132,901	89,595	77,670	117,535
278,595	310,743	296,290	229,314	314,587	349,772
428,683	483,459	720,716	272,180	406,350	581,599
450,527	505,523	463,396	391,938	521,670	575,598
1,157,805	1,299,725	1,480,403	893,431	1,242,608	1,506,970
40,959	61,480	42,182	60,448	71,646	56,271
57,018	94,124	53,635	90,878	90,688	95,115
48,076	115,773	-38,671	57,264	75,939	66,746
146,054	271,377	57,146	208,590	238,273	218,132
68,473	105,708	161,152	146,447	143,859	156,999
62,392	229,134	221,431	248,394	242,661	262,905
21,834	216,236	221,121	185,787	209,234	220,143
152,699	551,079	603,704	580,628	595,754	640,047
177,861	164,811	197,213	212,122	173,918	181,441
209,766	213,704	247,832	290,795	212,038	227,435
123,443	115,275	137,853	195,582	92,054	112,246
511,070	493,790	582,898	698,500	478,011	521,122
546,912	471,046	548,672	499,471	445,906	556,775
979,824	942,013	1,024,137	932,825	782,487	1,054,381
867,935	748,624	857,357	665,576	646,647	816,654
2,394,671	2,161,682	2,430,166	2,097,872	1,875,040	2,427,810
47,950	76,827	51,384	61,877	78,515	72,471
81,203	127,875	91,807	108,411	111,760	132,270
51,841	96,440	68,995	79,287	80,431	93,391
180,994	301,142	212,187	249,575	270,705	298,132
207,507	232,789	249,853	237,599	241,247	284,214
271,726	300,881	321,220	290,822	338,159	368,846
145,457	146,659	160,942	164,426	175,589	189,276
624,689	680,330	732,015	692,846	754,996	842,335
63,527	61,540	73,521	75,099	68,199	66,157
95,782	91,054	119,476	116,023	106,555	101,520
67,653	69,103	78,285	86,017	69,118	53,640
226,963	221,697	271,281	277,138	243,872	221,316
67,195	66,053	72,617	78,817	90,207	89,013
93,576	96,123	89,614	108,245	120,743	108,056
54,362	55,048	54,620	62,251	64,909	62,851
215,133	217,224	216,851	249,313	275,859	259,920
373,446	476,217	514,715	477,796	535,470	555,819
723,019	882,346	964,878	1,000,061	1,022,907	1,121,422
647,139	792,452	850,337	928,587	888,839	999,433
1,743,604	2,151,015	2,329,930	2,406,444	2,447,217	2,676,674
0	0	0			
0	0	0			
0	0	0			
0	0	0			
495	-1,139	1,485	81	-1,029	128



-491	-4,438	1,132	-217	-565	-34
-1,085	-122	-550	-978	-550	0
-1,081	-5,699	2,066	-1,115	-2,145	95
9,608	11,339	18,500	8,558	19,544	8,403
8,562	22,501	23,762	23,165	7,185	32,525
7,688	6,152	16,327	11,180	-533	15,642
25,858	39,992	58,588	42,903	26,196	56,571
538	801	394	347	813	538
494	794	429	816	987	966
1,259	1,160	994	928	862	1,094
2,292	2,756	1,818	2,091	2,662	2,599

28	29	30	31	32	33
17,654	39,138	47,258	43,425	33,158	38,876
9,144	90,798	37,594	67,244	56,790	72,749
25,105	39,492	95,840	40,204	44,184	40,783
51,903	169,428	180,692	150,873	134,133	152,408
296,698	339,892	296,255	305,766	379,517	375,783
502,736	581,650	486,210	527,642	688,726	675,192
492,126	563,067	480,472	509,685	687,274	652,210
1,291,560	1,484,609	1,262,936	1,343,093	1,755,517	1,703,185
51,114	62,691	64,663	66,903	95,387	67,261
87,683	91,910	73,535	118,093	119,594	108,078
73,599	69,692	70,125	77,459	98,006	84,783
212,396	224,293	208,323	262,455	312,986	260,122
0	0	0	0	0	
0	0	0	0	0	
0	0	0	0	0	
0	0	0	0	0	
218,313	202,376	238,859	228,475	211,150	251,937
268,631	270,349	303,871	312,100	280,294	343,097
149,507	141,890	175,574	180,897	170,893	216,324
636,451	614,615	718,303	721,472	662,337	811,357
579,826	568,226	611,560	670,606	532,822	664,659
1,037,981	1,113,847	1,106,137	1,205,599	1,002,391	1,166,191
828,144	902,940	874,499	986,497	873,312	1,007,438
2,445,951	2,585,013	2,592,196	2,862,701	2,408,525	2,838,288
80,703	65,449	78,918	74,313	89,107	83,063
124,107	111,759	126,410	131,637	149,641	123,271
86,149	70,519	94,534	93,391	86,529	89,960
290,959	247,726	299,862	299,341	325,278	296,294
255,847	239,804	272,404	270,278	263,218	284,109
344,813	345,184	339,832	332,997	371,330	386,120
173,450	175,125	171,075	192,257	199,629	208,329
774,111	760,113	783,311	795,532	834,178	878,558
85,180	84,216	126,885	77,781	73,741	90,128
101,732	174,565	191,198	122,913	122,861	157,055
78,381	95,875	154,531	82,253	76,795	105,593
265,294	354,655	472,614	282,947	273,397	352,777
98,872	96,433	101,077	113,271	114,490	118,226
129,045	113,904	123,290	143,666	143,147	152,486
75,713	73,912	76,399	82,744	87,631	87,031
303,630	284,250	300,766	339,681	345,269	357,743
704,657	416,791	536,806	645,715	680,563	697,026
1,379,328	847,831	1,038,593	1,232,041	1,298,128	1,372,322
1,232,450	768,194	910,050	1,162,506	1,156,915	1,218,059
3,316,435	2,032,817	2,485,448	3,040,261	3,135,606	3,287,407
403	266	577	36	-532	-629

666	166	300	-333	-1,132	-67
0	0	0	0	0	0
1,069	433	877	-296	-1,664	-696
12,331	28,779	23,509	11,502	9,579	26,118
7,715	33,871	20,780	17,067	19,394	28,730
7,651	19,794	13,037	9,887	12,204	12,461
27,698	82,443	57,326	38,457	41,177	67,310
717	1,315	1,148	861	1,615	1,148
880	1,460	1,352	923	1,352	1,159
331	331	564	663	762	199
1,929	3,107	3,064	2,447	3,729	2,506

34	35	36	37	38	39
3,248	41,899	20,283	29,700	37,517	25,941
48,287	114,082	70,565	65,779	98,300	59,268
30,467	4,731	-11,222	56,060	79,154	39,792
82,002	160,712	79,626	151,539	214,971	125,001
412,872	363,489	463,635	296,499	446,893	352,787
757,656	634,470	795,640	550,629	822,100	572,697
713,503	624,807	831,901	510,430	805,524	661,760
1,884,030	1,622,765	2,091,176	1,357,558	2,074,516	1,587,244
64,993	75,800	70,181	106,650	86,048	75,664
102,012	115,270	108,772	167,242	139,501	123,391
63,838	102,336	113,880	71,076	92,477	119,905
230,843	293,406	292,833	344,967	318,025	318,959
266,846	256,296	270,678	293,222	206,462	226,212
352,740	353,800	383,284	429,376	293,476	295,057
223,666	214,029	235,047	312,968	153,643	162,593
843,251	824,125	889,009	1,035,566	653,582	683,862
694,324	777,544	640,190	662,251	601,435	801,879
1,239,666	1,534,040	1,193,321	1,268,007	1,158,176	1,453,381
1,088,978	1,215,391	1,007,234	1,103,501	927,678	1,223,019
3,022,968	3,526,975	2,840,744	3,033,760	2,687,290	3,478,279
83,350	99,468	87,150	105,512	84,559	117,677
133,106	155,640	148,385	161,779	141,897	189,824
92,628	111,688	105,207	112,831	89,960	123,505
309,084	366,796	340,743	380,122	316,417	431,005
265,693	0	0	0	0	0
331,744	0	0	0	0	0
170,179	0	0	0	0	0
767,616	0	0	0	0	0
81,935	110,612	110,043	102,418	131,096	98,265
129,638	225,340	182,300	157,004	245,826	122,913
120,275	115,192	105,499	117,922	172,600	94,488
331,847	451,144	397,842	377,344	549,522	315,666
107,408	101,933	121,210	138,877	120,250	139,318
163,287	145,458	164,136	179,700	173,616	190,878
104,266	95,777	105,981	114,641	104,866	125,102
374,960	343,169	391,326	433,219	398,732	455,299
715,009	825,752	721,450	796,743	827,063	818,034
1,369,187	1,630,530	1,361,252	1,674,487	1,616,144	1,626,364
1,237,220	1,465,944	1,253,000	1,503,309	1,524,289	1,522,377
3,321,417	3,922,226	3,335,702	3,974,539	3,967,496	3,966,775
-1,380	-1,045	0	-74	2,915	2,923

-924	-1,182	0	0	3,153	3,574
0	0	0	0	2,145	1,879
-2,304	-2,227	0	-74	8,212	8,375
21,122	26,782	13,848	16,861	30,251	22,675
40,605	24,571	30,580	33,125	42,536	31,449
15,434	12,461	10,286	10,579	25,245	12,895
77,161	63,815	54,713	60,565	98,031	67,019
1,360	1,315	1,256	861	1,782	957
1,932	1,545	1,009	1,460	1,031	1,073
364	1,293	564	530	1,326	464
3,657	4,154	2,829	2,851	4,138	2,494

40	41	42	43	44	45
0	0	0	0	0	
0	0	0	0	0	
0	0	0	0	0	
0	0	0	0	0	
390,488	434,004	461,920	463,898	421,576	449,393
755,441	764,108	833,134	838,889	829,217	729,708
719,448	766,225	824,499	814,442	806,848	770,295
1,865,378	1,964,338	2,119,553	2,117,229	2,057,640	1,949,396
84,492	97,738	82,144	96,330	95,781	82,302
125,281	136,677	162,037	147,769	157,222	152,224
97,165	91,815	120,799	98,782	127,487	98,037
306,938	326,230	364,979	342,881	380,491	332,563
241,414	223,926	258,804	347,139	#REF!	0
332,775	315,655	355,586	237,937	337,879	0
208,334	189,529	222,293	225,250	219,338	0
782,524	729,111	836,683	810,326	#N/A	0
706,932	735,362	752,429	749,856	651,226	669,282
1,399,681	1,357,347	1,455,850	1,459,999	1,338,659	1,294,156
1,160,566	1,093,262	1,259,884	1,306,915	1,139,244	1,076,532
3,267,179	3,185,971	3,468,163	3,516,769	3,129,129	3,039,971
86,516	84,099	116,162	124,681	102,576	111,959
144,618	125,154	187,940	175,593	176,848	195,265
96,059	95,169	121,979	129,731	122,742	144,471
327,193	304,422	426,081	430,004	402,167	451,694
0	0	0	0	0	0
0	0	0	0	0	0
0	0	0	0	0	0
0	0	0	0	0	0
98,236	113,269	131,195	108,043	135,054	113,054
184,369	160,783	212,234	154,352	231,528	195,424
100,417	130,917	145,266	135,434	135,434	149,164
383,022	404,968	488,695	344,745	502,016	457,642
133,689	133,351	132,599	146,764	139,448	166,585
191,916	172,059	203,896	195,878	213,376	234,459
125,274	113,098	137,278	132,390	133,334	156,914
450,878	418,508	473,773	475,033	486,158	557,958
1,104,626	362,311	906,661	876,570	961,154	874,583
2,244,320	744,994	1,758,111	1,760,067	1,921,361	1,740,098
2,209,231	700,281	1,655,070	1,646,228	1,798,515	1,654,207
5,558,177	1,807,587	4,319,843	4,282,865	4,681,030	4,268,889
2,262	778	1,957	1,013	1,174	87

1,892	247	1,116	-107	0	0
306	0	0	0	0	0
4,460	1,025	3,073	906	1,174	87
20,605	29,355	21,593	17,104	24,702	25,289
36,478	47,195	15,830	42,258	34,841	30,479
15,434	20,450	13,233	18,841	19,167	12,638
72,517	97,000	50,656	78,202	78,711	68,406
969	1,471	753	933	873	1,029
1,288	1,954	1,138	2,019	1,181	1,739
630	530	663	597	232	1,094
2,887	3,955	2,555	3,548	2,286	3,862

46	47	48	49	50	51
478,653	507,322	506,978	438,633	501,863	436,782
906,472	880,236	942,578	824,943	863,161	764,153
840,258	877,625	913,885	806,458	889,653	808,555
2,225,383	2,265,183	2,363,441	2,070,034	2,254,677	2,009,490
106,769	89,604	132,276	113,073	102,047	89,564
149,365	159,608	193,305	215,673	126,819	156,039
138,581	84,429	163,715	170,127	121,003	126,006
394,715	333,641	489,295	498,874	349,870	371,608
0	0	0	0		
0	0	0	0		
0	0	0	0		
0	0	0	0		
626,904	701,943	414,678	619,476	530,350	630,207
1,247,111	1,347,643	821,134	1,289,417	992,987	1,182,978
1,088,533	1,151,322	729,409	1,080,743	848,801	1,074,876
2,962,549	3,200,907	1,965,222	2,989,637	2,372,138	2,888,062
124,220	100,619	122,858	109,081	125,160	131,127
184,173	177,894	197,567	179,150	205,311	218,078
115,119	129,985	139,133	136,846	147,520	143,708
423,512	408,499	459,558	425,077	477,991	492,913
0	0	0	0		
0	0	0	0		
0	0	0	0		
0	0	0	0		
88,911	144,138	135,027	127,337	169,729	73,288
159,321	218,665	231,479	231,479	285,317	115,764
162,007	105,318	180,254	171,131	154,124	144,469
410,239	468,121	546,760	529,946	609,170	333,521
149,955	131,976	169,413	169,310	175,796	192,503
202,245	217,197	235,544	243,468	236,440	281,153
146,710	149,797	154,513	156,228	178,864	193,698
498,911	498,970	559,470	569,005	591,100	667,354
964,748	1,007,031	910,730	1,058,204	1,018,770	1,098,165
1,864,267	2,016,454	1,759,119	2,213,759	2,021,791	2,200,865
1,840,470	1,911,570	1,737,424	2,099,881	1,968,154	2,129,443
4,669,485	4,935,056	4,407,272	5,371,844	5,008,715	5,428,472
43	674	370	304	2,700	1,198



0	0	0	0	-1,105	-1,119
0	0	0	0	0	-551
43	674	370	304	1,595	-472
27,039	27,586	23,616	17,629	27,402	17,992
45,868	35,292	36,753	13,286	40,465	37,655
21,397	31,933	11,215	13,508	21,303	15,927
94,304	94,811	71,584	44,423	89,170	71,574
1,124	1,584	1,317	1,066	1,220	883
2,040	1,661	1,535	1,888	1,434	2,315
398	933	621	1,321	1,554	1,166
3,562	4,178	3,474	4,275	4,208	4,363

52	53	54	55	56	57
555,677	557,241	538,411	486,230	613,446	535,400
999,489	1,080,131	937,609	906,464	1,129,415	962,656
961,071	1,053,217	916,093	897,833	1,053,918	998,723
2,516,237	2,690,588	2,392,113	2,290,528	2,796,779	2,496,778
118,112	137,016	118,323	139,051	116,550	140,280
178,070	201,770	213,031	192,044	202,149	149,906
145,990	154,667	142,726	151,182	179,985	118,676
442,173	493,453	474,080	482,277	498,683	408,862
657,022	622,603	663,532	644,856	598,809	718,849
1,279,487	1,259,046	1,262,713	1,224,157	1,107,153	1,425,937
1,090,212	1,095,157	1,157,963	1,131,387	1,029,553	1,129,057
3,026,721	2,976,806	3,084,209	3,000,400	2,735,515	3,273,843
104,131	98,144	146,669	132,509	120,996	137,171
180,615	153,408	246,750	190,870	217,659	219,752
136,465	100,252	174,203	139,133	145,995	148,663
421,211	351,804	567,622	462,513	484,650	505,587
115,734	185,242	105,852	143,604	128,535	124,755
263,684	239,481	176,459	252,085	252,085	189,064
117,187	221,375	97,443	248,037	168,311	132,877
496,605	646,098	379,755	643,727	548,931	446,696
170,737	172,267	206,928	197,485	203,555	214,374
228,422	230,356	288,841	277,191	266,673	318,885
164,288	146,453	204,073	199,272	192,155	226,281
563,446	549,076	699,842	673,947	662,383	759,541
1,166,713	823,888	905,983	1,222,569	128,390	-6,402
			348,503	688,034	1,733,730
2,413,261	1,670,566	1,790,866	2,509,502	2,141,908	2,231,375
2,290,202	1,672,357	1,749,802	2,467,897	2,027,953	2,132,287
5,870,176	4,166,811	4,446,650	6,548,471	4,986,286	6,090,991
6,488	21,620	28,623	44,711	95,373	93,790

-440	1,194	18,382	35,494	43,477	16,091
-536	1,831	13,093	16,813	20,014	10,958
5,512	24,645	60,098	97,018	158,864	120,840
14,249	0	0	0	0	0
30,658	0	0	0	0	0
9,879	0	0	0	0	0
54,786	0	0	0	0	0
1,135	1,374	0	0	0	0
1,761	1,283	0	0	0	0
544	1,476	0	0	0	0
3,441	4,133	0	0	0	0

58	59	60	61	62	63
543,559	591,455	578,283	629,266	535,788	633,363
1,037,054	1,059,640	1,115,165	1,049,444	941,781	1,064,033
986,833	1,056,237	1,059,520	1,079,084	998,022	1,128,733
2,567,447	2,707,332	2,752,968	2,757,794	2,475,591	2,826,129
88,436	141,323	123,834	130,878	157,002	139,725
161,540	256,506	202,615	248,453	222,177	226,183
141,972	146,785	168,524	172,464	195,126	195,677
391,948	544,614	494,974	551,795	574,305	561,585
594,763	786,113	481,904	655,532	563,649	730,518
1,225,846	1,358,847	925,369	1,078,030	1,040,600	1,196,325
1,086,910	1,206,879	815,753	944,342	919,599	1,094,959
2,907,519	3,351,840	2,223,026	2,677,904	2,523,847	3,021,803
126,983	131,876	129,343	138,323	137,459	145,634
215,287	211,380	222,682	228,333	256,378	233,984
156,668	145,233	155,525	148,663	162,768	173,059
498,938	488,489	507,549	515,319	556,604	552,676
139,824	147,437	139,877	147,437	173,901	130,500
314,151	289,802	239,481	233,179	308,804	213,374
246,213	230,320	150,594	168,311	221,462	161,908
700,189	667,560	529,951	548,927	704,166	505,783
205,579	193,385	213,362	224,155	215,619	258,038
277,144	320,442	292,237	327,234	333,931	343,506
197,214	212,219	217,707	233,055	228,253	244,116
679,937	726,046	723,306	784,444	777,804	845,659
-48	247	0	-7	-9	-28
1,160,070	1,203,249	1,228,709	1,316,361	1,192,959	1,462,746
2,288,456	2,348,896	2,361,117	2,554,231	2,302,804	2,789,424
2,290,853	2,261,396	2,411,526	2,521,674	2,343,431	2,723,491
5,739,331	5,813,788	6,001,352	6,392,259	5,839,185	6,975,633
105,935	0	0	0	0	0

77,553	0	0	0	0	0
19,971	0	0	0	0	0
203,458	0	0	0	0	0

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0  
0  
0

64	65	66	67	68	69
592,202	610,853	643,762	594,938	1,129,661	603,473
1,201,173	1,038,336	1,180,606	1,057,273	1,194,405	1,125,118
1,142,420	944,198	1,250,418	1,080,765	612,372	1,176,021
2,935,795	2,593,386	3,074,785	2,732,975	2,936,438	2,904,611
113,610	129,985	132,668	152,378	143,999	155,428
196,812	189,696	226,869	255,008	286,712	199,143
179,624	155,036	212,473	170,036	208,239	218,071
490,046	474,717	572,011	577,422	638,950	572,642
739,033	579,622	596,121	683,526	0	0
1,388,111	1,132,670	1,029,145	1,257,729	0	0
1,244,454	930,697	943,267	1,045,217	0	0
3,371,597	2,642,989	2,568,533	2,986,472	0	0
127,271	142,926	132,682	158,815	150,813	171,478
201,335	221,635	221,008	246,122	250,726	270,607
148,663	159,335	149,807	171,534	167,341	179,921
477,269	523,897	503,496	576,471	568,881	622,006
135,799	159,302	142,359	153,256	165,354	143,992
234,874	265,895	237,821	260,300	286,877	238,020
173,325	194,409	179,652	190,422	216,238	179,939
543,998	619,607	559,832	603,978	668,469	561,950
225,998	230,455	279,776	269,512	304,491	290,985
321,194	338,773	383,459	357,286	430,992	418,274
232,195	233,356	264,780	239,159	304,827	285,669
779,387	802,584	928,014	865,957	1,040,309	994,929
0	0	0	0	0	0
1,495,239	957,517	1,129,117	1,523,487	1,457,056	1,258,889
2,933,694	1,903,567	2,167,237	2,784,202	2,654,146	2,549,426
2,951,174	1,907,917	2,101,061	2,878,248	2,813,285	2,508,400
7,380,107	4,769,000	5,397,415	7,185,937	6,924,487	6,316,715



70	71	72	73	74	75
670,812	697,089	665,005	601,299	819,071	885,495
1,171,948	1,289,760	1,137,353	1,094,138	1,553,749	1,559,880
1,110,415	1,293,009	1,185,808	1,183,843	1,459,798	1,576,768
2,953,174	3,279,858	2,988,166	2,879,279	3,832,618	4,022,143
113,072	178,345	121,077	147,129	120,666	166,716
182,600	250,589	219,426	246,799	242,139	256,475
146,279	206,330	170,996	186,304	220,319	269,324
441,951	635,263	511,499	580,232	583,124	692,515
0	0	0			
0	0	0			
0	0	0			
0	0	0			
153,979	148,568	176,506	160,196	162,594	191,453
240,074	225,821	259,934	259,725	263,701	328,581
174,584	150,187	183,732	194,787	149,425	247,771
568,637	524,575	620,172	614,707	575,721	767,804
155,634	163,317	243,881	288,309	304,303	251,082
270,736	273,511	186,960	229,203	221,548	183,491
204,854	216,306	151,223	164,597	174,113	154,541
631,224	653,134	582,064	682,109	699,964	589,114
255,547	296,442	305,004	296,415	301,761	322,912
369,808	427,015	414,247	431,974	413,265	471,356
249,336	317,182	304,327	290,044	326,466	312,629
874,691	1,040,638	1,023,578	1,018,432	1,041,493	1,106,897
0	0	0	0	0	0
1,434,406	1,331,531	1,509,859	1,447,391	1,421,419	1,586,307
2,694,898	2,492,924	2,898,833	2,717,024	2,632,974	2,962,685
2,752,589	2,613,502	2,929,113	2,850,109	2,768,943	3,158,593
6,881,893	6,437,957	7,337,806	7,014,524	6,823,335	7,707,585





76	77	78	79	80	81
823,999	826,540	773,203	978,415	842,272	0
1,506,585	1,527,616	1,374,558	1,793,774	1,550,406	0
1,573,205	1,527,997	1,435,276	1,701,014	1,572,251	0
3,903,790	3,882,152	3,583,038	4,473,202	3,964,929	0
110,720	136,005	149,718	149,760	129,497	140,361
208,294	231,458	321,137	176,666	314,923	147,007
117,284	186,221	195,036	224,907	176,166	189,755
436,298	553,684	665,891	551,334	620,587	477,122
117,891	151,111	145,805	139,883	149,204	159,350
183,138	258,976	204,859	229,203	245,120	238,004
113,232	161,663	150,408	152,454	167,461	173,941
414,261	571,750	501,072	521,539	561,784	571,295
245,967	277,607	261,981	165,386	177,175	260,602
188,242	210,868	203,386	273,336	297,702	199,356
148,156	174,980	151,733	213,714	226,031	151,799
582,366	663,455	617,100	652,436	700,908	611,757
306,597	282,139	290,158	278,875	325,508	309,130
394,632	409,280	430,007	396,275	494,352	439,780
314,797	294,498	313,775	286,231	348,020	315,123
1,016,026	985,917	1,033,940	961,381	1,167,879	1,064,034
0	0	0	0	0	0
1,407,411	1,274,947	1,157,281	1,322,773	1,249,985	1,558,863
2,699,002	2,456,773	2,231,232	2,515,216	2,367,042	2,815,111
2,792,307	2,564,231	2,236,115	2,592,232	2,459,619	3,074,169
6,898,720	6,295,950	5,624,627	6,430,221	6,076,647	7,448,144



82	83	84	85	86	87
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0	0	0	0		
0	0	0	0		
0	0	0	0		
0	0	0	0		
117,599	165,439	136,223	152,229	160,660	110,448
190,650	257,057	243,289	249,088	377,042	226,647
174,565	243,520	166,360	222,834	326,255	214,014
482,815	666,017	545,872	624,151	863,957	551,109

155,025	0	0	0	0	0
242,873	0	0	0	0	0
170,872	0	0	0	0	0
568,770	0	0	0	0	0

0	0	0	0	0	
0	0	0	0	0	
0	0	0	0	0	
0	0	0	0	0	
290,198	0	0	0	0	0
429,680	0	0	0	0	0
325,045	0	0	0	0	0
1,044,922	0	0	0	0	0
0	0	0	0	0	0
1,299,945	1,402,927	0	0	0	0
2,433,124	2,610,913	0	0	0	0
2,550,395	2,672,548	0	0	0	0
6,283,465	6,686,389	0	0	0	0



88	89	90	91	92	93
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140,261	142,080	161,055	122,474	171,280	106,590
232,714	257,974	226,850	233,235	261,754	198,908
234,780	189,202	195,734	252,480	204,321	190,292
607,755	589,256	583,638	608,189	637,356	495,790

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94

95

96

97

98

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136,450

146,066

132,532

110,515

137,870

128,672

193,696

231,936

314,104

195,211

233,455

209,042

160,875

236,103

242,290

198,598

203,252

196,007

491,020

614,105

688,927

504,324

574,577

533,721





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<b>Country</b>	<b>Ex-factory</b>	<b>1</b>	<b>2</b>	<b>3</b>
ARG	5 µg/h (1ptc)	#VALUE!	#VALUE!	#VALUE!
ARG	10 µg/h (1ptc)	#VALUE!	#VALUE!	#VALUE!
ARG	20 µg/h (1ptc)	#VALUE!	#VALUE!	#VALUE!
ARG	ARG Total Ex-factory US\$	#VALUE!	#VALUE!	#VALUE!
AUS	5 µg/h (2ptc)	17,834	30,812	35,738
AUS	10 µg/h (2ptc)	20,649	41,029	37,783
AUS	20 µg/h (2ptc)	21,023	35,400	58,200
AUS	AUS Total Ex-factory US\$	59,506	107,241	131,721
DK	5 µg/h (4ptc)	8,524	5,882	11,441
DK	10 µg/h (4ptc)	12,273	2,651	9,149
DK	20 µg/h (4ptc)	17,851	270	700
DK	DK Total Ex-factory US\$	38,648	8,803	21,290
CAN	5 µg/h (4ptc)	0	0	0
CAN	10 µg/h (4ptc)	0	0	0
CAN	20 µg/h (4ptc)	0	0	0
CAN	CAN Total Ex-factory US\$	0	0	0
FIN	5 µg/h (2ptc)	13,521	15,382	23,989
FIN	10 µg/h (4ptc)	7,977	8,936	15,751
FIN	20 µg/h (4ptc)	3,947	2,294	5,874
FIN	IR Total Ex-factory US\$	25,445	26,612	45,614
GER	5 µg/h (all packs)	159,603	102,494	273,359
GER	10 µg/h (all packs)	222,543	60,390	272,547
GER	20 µg/h (all packs)	181,875	16,385	242,463
GER	GER Total Ex-factory US\$	564,021	179,269	788,369
IR	5 µg/h (2ptc)	6,639	8,711	16,904
IR	10 µg/h (4ptc)	14,232	8,372	26,510
IR	20 µg/h (4ptc)	14,231	3,431	28,462
IR	IR Total Ex-factory US\$	35,102	20,513	71,876
NL	5 µg/h (4ptc)	16,814	26,684	48,601
NL	10 µg/h (4ptc)	10,954	26,882	24,182
NL	20 µg/h (4ptc)	4,245	6,538	13,455
NL	NL Total Ex-factory US\$	32,013	60,104	86,239
NRW	5 µg/h (4ptc)	4,913	7,724	13,372
NRW	10 µg/h (4ptc)	2,484	6,257	13,707
NRW	20 µg/h (4ptc)	2,171	3,734	8,596
NRW	NRW Total Ex-factory US\$	9,567	17,714	35,676
SWE	5 µg/h (4ptc)	26	4,903	10,948
SWE	10 µg/h (4ptc)	0	2,594	5,660
SWE	20 µg/h (4ptc)	0	515	3,001
SWE	SWE Total Ex-factory US\$	26	8,012	19,609
UK	5 µg/h (2ptc)	11,193	52,554	82,474
UK	5 µg/h (4ptc)			
UK	10 µg/h (4ptc)	17,337	56,943	112,070
UK	20 µg/h (4ptc)	10,024	58,691	78,393
UK	UK Total Ex-factory US\$	38,554	168,187	272,937
USA	5 µg/h (4ptc)	#DIV/0!	#DIV/0!	#DIV/0!
USA	10 µg/h (4ptc)	#DIV/0!	#DIV/0!	#DIV/0!
USA	20 µg/h (4ptc)	#DIV/0!	#DIV/0!	#DIV/0!
USA	USA Total Ex-factory US\$	#N/A	#N/A	#N/A
KOREA	5 µg/h (4ptc)	5,950	3,574	1,492

KOREA	10 µg/h (4ptc)	<b>2,138</b>	<b>3,492</b>	<b>1,283</b>
KOREA	20 µg/h (4ptc)	<b>0</b>	<b>0</b>	<b>0</b>
KOREA	KOREA Total Ex-factory US\$	<b>8,088</b>	<b>7,066</b>	<b>2,775</b>
ISR	5 µg/h (2ptc)	<b>2,296</b>	<b>10,724</b>	<b>4,902</b>
ISR	10 µg/h (2ptc)	<b>3,169</b>	<b>6,279</b>	<b>4,292</b>
ISR	20 µg/h (2ptc)	<b>991</b>	<b>1,868</b>	<b>3,057</b>
ISR	ISR Total Ex-factory US\$	<b>6,456</b>	<b>18,872</b>	<b>12,252</b>
NZ	5 µg/h (2ptc)	<b>0</b>	<b>143</b>	<b>478</b>
NZ	10 µg/h (2ptc)	<b>22</b>	<b>150</b>	<b>472</b>
NZ	20 µg/h (2ptc)	<b>0</b>	<b>166</b>	<b>331</b>
NZ	NZ Total Ex-factory US\$	<b>22</b>	<b>459</b>	<b>1,282</b>

4	5	6	7	8	9
#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
90,980	94,828	97,054	111,110	119,684	148,897
97,809	117,325	124,458	150,363	173,336	243,754
73,433	97,351	123,836	110,083	257,640	250,830
262,221	309,504	345,348	371,557	550,660	643,480
8,558	16,471	23,361	20,338	25,717	22,935
10,842	25,863	29,315	22,870	35,003	25,702
3,093	15,066	18,463	13,571	28,104	21,001
22,493	57,399	71,139	56,779	88,824	69,637
0	0	0	0	0	0
0	0	0	0	0	0
0	0	0	0	0	0
0	0	0	0	0	0
38,038	44,757	48,672	66,219	63,526	68,440
27,767	35,239	44,074	65,580	61,744	68,912
11,564	14,868	19,732	28,360	26,708	33,499
77,369	94,864	112,478	160,159	151,977	170,852
196,944	248,281	328,379	352,688	307,134	335,390
231,816	363,060	511,276	433,531	541,049	520,246
150,847	218,956	487,671	346,966	315,234	354,826
579,607	830,297	1,327,326	1,133,185	1,163,416	1,210,462
18,708	15,695	27,265	26,479	29,645	37,819
30,556	23,301	43,532	36,835	55,880	48,345
16,264	12,579	27,064	23,634	32,401	34,307
65,528	51,575	97,862	86,947	117,925	120,471
55,123	61,091	98,261	94,067	99,715	130,154
46,067	72,032	75,514	180,553	143,441	190,473
22,174	27,620	54,484	872	-5,538	43,778
123,363	160,743	228,259	275,491	237,618	364,405
14,528	25,745	19,125	26,245	32,996	27,952
18,292	23,689	24,692	30,758	35,773	31,618
11,462	18,148	15,196	21,361	29,089	26,744
44,282	67,583	59,013	78,363	97,858	86,314
14,191	16,915	24,932	25,658	34,557	40,005
9,292	13,112	16,555	21,743	31,789	35,846
3,773	6,774	9,518	12,948	16,292	20,836
27,256	36,801	51,005	60,349	82,638	96,687
80,981	88,144	96,872	142,202	140,980	178,852
141,511	170,189	169,933	277,020	248,720	337,865
109,828	126,294	133,900	203,050	215,094	271,574
332,320	384,628	400,706	622,272	604,794	788,291
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
550	785	2,003	16,789	10,074	3,849

428	606	998	1,069	6,415	10,299
0	327	982	327	1,309	0
977	1,719	3,983	18,185	17,797	14,148
8,457	7,336	16,322	13,291	8,535	19,264
7,733	6,658	15,670	12,657	11,184	22,775
651	2,547	3,789	3,311	7,237	1,532
16,841	16,541	35,781	29,259	26,955	43,571
526	203	215	239	239	861
386	408	451	301	622	451
398	66	597	0	265	66
1,310	678	1,263	540	1,127	1,378

10	11	12	13	14	15
#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
138,654	140,122	184,363	139,826	194,926	152,248
190,547	206,317	245,924	209,236	307,929	244,733
211,646	194,439	279,288	225,332	298,600	253,429
540,846	540,878	709,575	574,395	801,455	650,410
20,483	30,620	29,332	29,409	31,452	26,918
26,716	42,342	54,098	42,155	52,521	42,987
31,387	19,044	43,010	17,881	43,451	36,752
78,587	92,005	126,440	89,445	127,425	106,657
0	0	0	0	0	0
0	0	0	0	0	0
0	0	0	0	0	0
0	0	0	0	0	0
84,016	88,236	115,834	125,247	97,926	108,754
84,209	83,402	125,002	153,071	102,738	120,811
39,190	45,064	51,396	82,143	48,184	51,121
207,415	216,702	292,232	360,461	248,848	280,687
394,715	409,272	334,632	388,450	347,206	337,371
617,665	666,329	546,618	677,051	581,157	595,694
452,050	468,722	440,163	542,799	447,894	431,706
1,464,429	1,544,324	1,321,413	1,608,300	1,376,257	1,364,771
25,846	37,185	39,315	35,861	46,338	47,719
37,253	54,205	64,670	54,205	73,879	72,414
21,347	41,549	46,505	36,213	62,515	38,500
84,445	132,940	150,490	126,280	182,731	158,633
139,307	122,270	146,423	152,598	176,637	158,673
147,132	149,270	185,561	175,839	214,212	184,469
62,103	49,526	62,623	95,217	88,565	115,085
348,542	321,066	394,607	423,654	479,413	458,227
26,534	31,131	39,485	43,268	39,538	46,871
36,633	37,827	50,531	56,979	60,991	64,386
29,176	30,825	38,119	38,901	39,856	45,424
92,342	99,783	128,135	139,148	140,384	156,681
27,008	35,206	39,538	45,895	54,015	56,194
31,082	38,770	38,157	51,976	60,466	66,786
17,749	19,378	22,465	30,011	26,238	32,326
75,839	93,354	100,160	127,882	140,719	155,306
195,439	203,750	239,481	222,428	263,319	314,713
353,704	379,504	437,143	416,944	490,081	595,511
290,731	341,465	388,981	350,289	409,546	504,217
839,874	924,719	1,065,606	989,661	1,162,946	1,414,441
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
5,832	5,300	2,572	642	1,009	2,175

4,227	1,897	830	-1,365	-566	100
611	305	0	183	0	0
10,670	7,503	3,402	-540	443	2,275
14,921	16,096	15,529	14,138	10,640	13,790
20,732	20,659	15,863	22,983	30,979	14,373
7,959	7,346	5,199	5,547	12,718	3,954
43,612	44,101	36,592	42,667	54,337	32,117
825	406	347	263	562	311
816	752	837	322	1,589	1,353
663	133	630	796	597	862
2,304	1,291	1,814	1,381	2,748	2,525



16	17	18	19	20	21
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#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
197,862	200,657	215,234	274,442	249,242	253,471
291,025	304,433	317,917	422,430	431,646	392,023
297,317	330,546	347,950	405,822	405,460	445,828
786,205	835,636	881,102	1,102,694	1,086,348	1,091,322
27,685	34,407	37,734	41,648	43,517	39,561
35,116	42,059	59,016	63,668	61,191	62,592
34,779	30,314	35,852	84,366	44,489	48,831
97,580	106,780	132,602	189,682	149,197	150,984
0	0	0	0	0	0
0	0	0	0	0	0
0	0	0	0	0	0
0	0	0	0	0	0
141,045	129,856	140,378	162,840	144,904	150,540
154,031	146,609	161,048	192,601	180,889	195,479
81,867	69,752	90,953	101,692	100,590	96,644
376,943	346,217	392,380	457,133	426,383	442,663
428,588	395,959	431,954	472,750	390,210	504,863
709,622	670,034	746,068	822,474	719,846	906,838
552,249	563,025	619,032	658,716	571,149	695,162
1,690,459	1,629,018	1,797,054	1,953,940	1,681,204	2,106,863
40,697	41,618	53,591	51,058	57,563	65,871
83,506	55,670	78,901	95,644	91,668	99,830
55,272	43,837	59,084	50,698	71,282	69,376
179,475	141,125	191,576	197,400	220,513	235,077
165,375	182,571	210,880	199,866	214,545	206,854
232,712	244,753	243,151	253,853	268,805	275,176
122,746	129,695	111,900	127,615	143,916	133,039
520,834	557,018	565,931	581,334	627,266	615,069
45,644	58,676	47,368	64,316	68,027	59,611
66,139	81,811	69,645	93,498	97,589	92,754
47,454	53,446	46,681	56,926	72,872	64,947
159,237	193,933	163,694	214,740	238,488	217,313
55,260	57,595	66,883	62,110	83,876	63,510
69,710	60,466	76,455	72,257	106,404	82,067
37,042	36,785	41,158	45,445	50,418	55,306
162,013	154,846	184,496	179,812	240,699	200,883
291,320	279,976	291,978	354,667	377,294	441,676
557,633	524,867	564,191	672,535	709,248	866,680
486,415	445,059	494,026	582,902	606,407	762,493
1,335,369	1,249,902	1,350,194	1,610,104	1,692,950	2,070,848
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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1,229	694	-2,109	-1,834	659	238

-699	1,553	-3,465	-248	67	333
611	122	-127	765	0	0
1,141	2,369	-5,701	-1,317	726	571
9,286	13,750	11,582	20,296	14,396	8,711
13,320	27,293	21,127	31,975	10,161	16,789
11,014	6,227	4,838	14,226	9,648	2,548
33,619	47,271	37,547	66,497	34,205	28,049
455	394	897	873	813	670
901	1,138	1,653	1,159	1,266	408
1,259	199	962	597	928	630
2,615	1,731	3,512	2,629	3,008	1,708

22	23	24	25	26	27
#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
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#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
278,595	310,743	296,290	229,314	314,587	349,772
428,683	483,459	720,716	272,180	406,350	581,599
450,527	505,523	463,396	391,938	521,670	575,598
1,157,805	1,299,725	1,480,403	893,431	1,242,608	1,506,970
40,959	61,480	42,182	60,448	71,646	56,271
57,018	94,124	53,635	90,878	90,688	95,115
48,076	115,773	-38,671	57,264	75,939	66,746
146,054	271,377	57,146	208,590	238,273	218,132
0	0	0	0	0	0
0	0	0	0	0	0
0	0	0	0	0	0
0	0	0	0	0	0
177,861	164,811	197,213	212,122	173,918	181,441
209,766	213,704	247,832	290,795	212,038	227,435
123,443	115,275	137,853	195,582	92,054	112,246
511,070	493,790	582,898	698,500	478,011	521,122
546,912	471,046	548,672	499,471	445,906	556,775
979,824	942,013	1,024,137	932,825	782,487	1,054,381
867,935	748,624	857,357	665,576	646,647	816,654
2,394,671	2,161,682	2,430,166	2,097,872	1,875,040	2,427,810
47,950	76,827	51,384	61,877	78,515	72,471
81,203	127,875	91,807	108,411	111,760	132,270
51,841	96,440	68,995	79,287	80,431	93,391
180,994	301,142	212,187	249,575	270,705	298,132
207,507	232,789	249,853	237,599	241,247	284,214
271,726	300,881	321,220	290,822	338,159	368,846
145,457	146,659	160,942	164,426	175,589	189,276
624,689	680,330	732,015	692,846	754,996	842,335
63,527	61,540	73,521	75,099	68,199	66,157
95,782	91,054	119,476	116,023	106,555	101,520
67,653	69,103	78,285	86,017	69,118	53,640
226,963	221,697	271,281	277,138	243,872	221,316
67,195	66,053	72,617	78,817	90,207	89,013
93,576	96,123	89,614	108,245	120,743	108,056
54,362	55,048	54,620	62,251	64,909	62,851
215,133	217,224	216,851	249,313	275,859	259,920
373,446	476,217	514,715	477,796	535,470	555,819
723,019	882,346	964,878	1,000,061	1,022,907	1,121,422
647,139	792,452	850,337	928,587	888,839	999,433
1,743,604	2,151,015	2,329,930	2,406,444	2,447,217	2,676,674
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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495	-1,139	1,485	81	-1,029	128