

	L	M	N	O
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4				
5				
6	<u>Nov 2012</u>	<u>Dec 2012</u>	<u>Total</u>	
7				
8	\$ 2,001	\$ 2,188	\$ 23,738	
9	1,087	1,166	13,620	
10	216,919	283,474	2,876,169	(1)
11	927	918	11,583	
12	14,256	15,612	145,808	(2)
13	<u>\$ 235,190</u>	<u>\$ 303,358</u>	<u>\$ 3,070,918</u>	
14				
15				
16				
17				
18				
19	<u>Nov 2012</u>	<u>Dec 2012</u>	<u>Total</u>	
20				
21	\$ 51	\$ 55	\$ 600	
22	27	29	344	
23	5,482	7,164	72,689	
24	23	23	293	
25	360	395	3,685	
26	5,944	7,667	77,611	
27				
28				
29	(178)	-	(356)	
30	-	(129)	(267)	
31	-	-	(8,250)	
32	-	-	(97)	
33	-	-	(452)	
34	(178)	(129)	(9,422)	
35				
36				
37	1	1	9	
38	0	-	2	
39	82	82	985	
40	-	1	4	
41	-	-	-	

	L	M	N	O
42	83	84	1,000	
43				
44				
45	(127)	56	253	
46	28	(100)	79	
47	5,564	7,246	65,424	
48	23	24	200	
49	360	395	3,233	
50	\$ 5,849	\$ 7,621	\$ 69,189	
51				
52				
53				
54				
55				
56				

	A	B	C	D	E	F	G	H
1	Gross to Net Sales Reconciliation - All Products							
2	2011 Latest Estimate / 2012 Budget Proposal							
3								
4	(MM's)							
5		<u>2007 Actual</u>	<u>2008 Actual</u>	<u>2009 Actual</u>	<u>2010 Actual</u>	<u>2011 Budget</u>	<u>2011 September Update</u>	<u>2011 Latest Estimate</u>
6								
7	Gross Sales :	\$ 1,195.0	\$ 2,559.5	\$ 3,012.1	\$ 3,127.9	\$ 4,177.2	\$ 2,995.3	\$ 2,990.4
8								
9	Fee For Service	25.0	39.0	65.6	67.2	91.1	61.4	61.3
10								
11	Discounts & Allowances	41.8	78.8	66.1	60.8	121.0	82.2	77.7
12								
13	Savings Card Discount	4.0	13.4	17.1	15.7	27.8	22.6	17.4
14								
15	Rebates:							
16	Commerical	94.9	150.4	219.9	242.6	322.7	225.5	212.4
17	Medicare Part D	-	68.3	90.1	151.4	183.7	123.7	142.0
18	Medicare Part D - Coverage Gap	-	-	-	-	45.1	30.1	32.0
19	Medicaid	43.6	72.8	130.4	151.9	106.7	82.8	99.4
20	Tricare	-	11.3	10.9	16.8	31.3	21.2	25.0
21	Hospice	-	0.3	0.4	0.5	0.6	0.5	0.5
22	Wholesaler Inv.	10.2	39.1	3.4	58.4	15.9	1.8	13.9
23	Total Rebates	148.7	342.2	455.1	621.6	706.0	485.6	525.2
24								
25	Net Sales:	<u>\$ 975.5</u>	<u>\$ 2,086.2</u>	<u>\$ 2,408.2</u>	<u>\$ 2,362.6</u>	<u>\$ 3,231.3</u>	<u>\$ 2,343.5</u>	<u>\$ 2,308.8</u>
26								
27	Total Rebate % of Gross Sales:	12.4%	13.4%	15.1%	19.9%	16.9%	16.2%	17.6%
28								
29	<u>OxyContin Rebate Eligible Sales: (% of Xponent Retail Sales)</u>							
30	Commercial	38.0%	41.7%	46.6%	46.4%	49.0%	47.3%	45.6%
31	Medicare Part D	9.3%	13.0%	14.5%	21.2%	19.9%	18.5%	21.2%
32	Medicaid	7.2%	7.0%	7.4%	10.3%	8.8%	10.3%	10.8%
33	Tricare	0.0%	1.5%	1.8%	1.8%	2.0%	1.9%	2.4%
34	Cash / Non Rebated	45.5%	36.8%	29.7%	20.4%	20.3%	22.1%	20.0%
35								
36	<u>OxyContin Rebate Rates:</u>							
37	Commercial¹	20.4%	17.9%	17.9%	18.0%	18.4%	18.4%	18.0%
38	Medicare Part D	24.7%	25.2%	25.0%	25.5%	25.8%	25.8%	26.0%

	A	B	C	D	E	F	G	H
39	Medicaid²	52.4%	48.5%	65.5%	49.8%	30.8%	30.4%	28.4%
40								
41		(1) Maintenance rebate to ensure continued formulary coverage expired in the beginning of 2008.						
42		(2) Benefit of lower rebate rate of new formulation OxyContin is \$21 million in 2010, \$76 million in 2011 and \$76 million in 2012.						
43								

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5	<u>2012 Budget</u>	
6	<u>Proposal</u>	
7	\$ 3,073.4	
8		
9	71.8	
10		
11	80.2	
12		
13	29.9	
14		
15		
16	222.6	\$ 520.9
17	171.6	
18	32.9	
19	92.8	120.8
20	15.3	
21	0.5	0.7
22	11.6	6.7
23	547.3	\$ 649.1
24		
25	\$ 2,344.2	
26		
27	17.8%	
28		
29		
30	46.0%	74.0%
31	23.5%	
32	10.8%	12.0%
33	2.4%	
34	17.3%	14.0%
35		
36		
37	18.5%	19.8%
38	28.1%	

	I	J
39	29.4%	
40		26.0%
41		
42		
43		

	A	B	C	D	E	F	G	H	I	J
1	3rd Party Royalty Income									
2	2011 Latest Estimate / 2012 Budget Proposal									
3										
4	(000's)									
5										
6			2010 Actual		2011 Budget		2011 September Update		2011 Latest Estimate	
7										
8	J&J Tramadol (1)	\$	1,747		\$	2,305	\$	1,885	\$	1,200
9	Embedda (2)		709			3,300		99		99
10	Alcon Betadine (3)		743			745		775		775
11	Dilaudid (Alaunus, Vintage, etc)		-			-		-		150
12	KV (4)		2,009			-		-		-
13	Actavis (4)		5,537			-		-		-
14	Ranbaxy (4)		1,436			-		-		-
15	Apotex (4)		3,535			-		-		-
16	Johnson Matthey Inc. (JMI) (5)		70			50		50		50
17										
18	Total 3rd Party Royalty Income	\$	15,786		\$	6,400	\$	2,809	\$	2,274
19										
20							<i>Rollforward</i>		\$	(535)
21										
22	(1) J&J is required to pay PPLP a 5% royalty on sales of Ultram. Decline after March 31, 2011 due to generic competition.									
23	(2) King is required to pay PPLP a royalty of 2.5% on net sales of Embedda. Due to recall of Embedda in 2011 only collected royalty income									
24	been recognized.									
25	(3) Alcon is required to pay PPLP a royalty of 10% on US net sales and 5% on international net sales of Betadine Ophthalmic product.									
26	(4) KV, Actavis, Rambaxy, Apotex and Mallinckrodt all paid royalties under the respective license agreements. All product was shipped by									
27	2010.									
28	(5) JMI is required to pay PPLP a 5% royalty for sales covering low ABUG oxycodone hydrochloride products.									
29										

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	2012 Budget Proposal
7	
8	\$ 300
9	-
10	775
11	200
12	-
13	-
14	-
15	-
16	50
17	
18	\$ 1,325
19	
20	
21	
22	
23	
24	me has
25	
26	y June
27	
28	
29	

	A	B	C	D	E	F	G	H	I	J	K	L
1	3rd Party Royalty Expense Summary											
2	2011 Latest Estimate / 2012 Budget Proposal											
3												
4	(000's)											
5												
6			<u>2010 Actual</u>		<u>2011 Budget</u>		<u>2011 September Update</u>		<u>2011 Latest Estimate</u>		<u>2012 Budget Proposal</u>	
7												
8	McGinity (ORF)		\$ 22,266		\$ 60,162		\$ 43,701		\$ 43,318		\$ 43,370	
9	Grunenthal (ORF)		27,369		68,493		73,701		66,666		66,666	
10	LTS (BUP)		-		6,519		2,706		2,990		5,285	
11	Perrigo (BUP)		-		200		200		200		200	
12	Labopharm (RYZ)		602		-		-		-		-	
13	Ex - US		-		-		5,000		5,000		5,000	
14												
15	Total 3rd Party Royalty Expense		<u>\$ 50,237</u>		<u>\$ 135,374</u>		<u>\$ 125,308</u>		<u>\$ 118,174</u>		<u>\$ 120,521</u>	
16												
17							<i>Rollforward</i>		\$ (7,134)			

	M	N	O
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	Variance	<u>Comments:</u>	
6			
7			
8	\$16,461	Reflects decrease in ONF sales forecast.	
9	(5,208)	Reflects maximum royalty due under contract. Variance due to change in exchange	
10	3,813		
11	-		
12	-		
13	(5,000)	Placeholder for anticipated payments: Australia, Canada & New Zealand	
14			
15	<u>\$10,066</u>		
16			
17			

	A	B	C	D	E	F	G	H	I
1	R&D Other - Milestones & Alliances								
2	2011 Latest Estimate / 2012 Budget Proposal								
3									
4	(000's)								
5									
6		2010 Actual		2011 Budget		2011 Mid-Year Update		2011 September Update	
7	Income (Expense):								
8	Abbott license fee (1)	\$ 56		\$ 56		\$ 56		\$ 56	
9	Hospira license fee (2)	-		-		-		-	
10	Cornerstone milestone (3)	575		-		-		-	
11	Infinity - R&D funding (4)	(9,226)		-		-		-	
12	Amortization expense - McGinity (5)	(254)		(571)		(571)		(571)	
13	Amortization expense - Grunenthal (6)	-		(879)		(1,043)		(1,043)	
14	Amortization expense - Grunenthal (7)	-		(221)		(260)		(260)	
15	Amortization expense - Butrans (8)	-		(119)		(119)		(119)	
16	McGinity milestones (9)	-		-		-		-	
17	Perrigo license milestone (10)	(50)		-		-		-	
18	R&D Other - Milestones & Alliances	\$ (8,899)		\$ (1,734)		\$ (1,937)		\$ (1,937)	
19									
20						<i>Rollforward</i>		<i>Rollforward</i>	
21									
22	(1) Represents amortization of upfront payment received from Abbott.								
23	(2) Represents amortization of upfront payment received from Hospira.								
24	(3) Represents final milestone payment from Cornerstone from the sale of Spectracef, no additional payments are due under the agreement.								
25	(4) Represents Infinity R&D expenses funded directly by Purdue Pharmaceutical Products L.P. ("PPP"). Expenses incurred subsequent to "op								
26	(5) Represents amortization of milestone payment of \$4 mm paid to Abbott upon FDA approval of re-formulation of OxyContin.								
27	(6) Represents amortization of milestone payment of €10 mm (\$14.1 mm) to be paid to Grunenthal upon first patent with broad claim in US rel will be amortized through 2017. Original budget assumed that the payment would be made in 2011.								
28	(7) Represents amortization of milestone payment of €5 mm (\$7.0 mm) to be paid to Grunenthal upon first patent with a further claim in US rel will be amortized through 2017. Original budget assumed that the payment would be made in 2011.								
29	Milestone payments to be made to Grunenthal are as follows:								
30		USD		Payment Date		Classification			

	A	B	C	D	E	F	G	H	I
31	Upfront license fee	\$ 23,756		2009		Expense			
32	Grant of first patent in Australia (€2.5 mm)	\$ 3,700		2009		Expense			
33	Grant of first patent in Canada (€2.5 mm)	\$ 3,400		2011		Expense			
34	Upfront license fee	\$ 14,100		2011		Expense			
35	First Patent with Broad Claim in USA (€10 mm)	\$ 14,100		2012		Asset			
36	Listed in Orange Book in USA (€5 mm)	\$ 7,000		2012		Asset			
37	FDA approval of hydrocodone TR (€3 mm)	\$ 4,054		2014		Asset			
38									
39	(8) Represents amortization of \$0.8 mm milestone payment made to LTS on FDA approval in June 2010. Amortization began in 2011 upon lau								
40	(9) Represents two milestone payments to McGinity relating to hydrocodone. A \$3 mm payment to convert to exclusive and a \$4 mm payment								
41	(10) Represents milestones paid under an agreement to obtain the rights to Perrigo's transdermal patch disposal system. The agreement also Following the commercial launch of Butrans in January 2011, annual royalties are included in 3rd party royalty line of P&L.								

	J	K	L	M	N
1					
2	2011 Latest Estimate		2011 Dec. Latest Estimate		2012 Budget Proposal
3					
4					
5					
6					
7					
8	\$ 56		\$ 56		\$ 56
9	48		48		115
10	-		-		-
11	-		-		-
12	(571)		(571)		(571)
13	-		-		(2,433)
14	-		-		(1,217)
15	(119)		(119)		(119)
16	(7,000)		(7,000)		-
17	-		-		-
18	\$ (7,586)		\$ (7,586)		\$ (4,169)
19					
20	\$ (5,649)		\$ (5,649)		
21					
22	<p>opt-in" in 2010 are charged to R&D expense.</p>				
23					
24					
25					
26	<p>ating to oxycodone, estimated to be Q1 2012, which</p> <p>ating to oxycodone, estimated to be Q1 2012, which</p>				
27					
28					
29					
30	Paid/unpaid		Paid/unpaid		

	J	K	L	M	N
31	Paid		Paid		
32	Paid		Paid		
33	Paid		Paid		
34	Unpaid		Unpaid		
35	Unpaid		Unpaid		
36	Unpaid		Unpaid		
37	Unpaid		Unpaid		
38					
39	nch of Butrans and is being amortized through 2016.				
40	for the right to reference NDA's.				
	includes royalty payments of \$0.2 mm per year.				
41					

	A	B	C	D	E	F	G
1	Purdue 2012 Budget Update						
2	McGinity Agreement Milestones Summary						
3							
4					Payments		
5		<u>Amounts</u>		<u>2008 and</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>
6				<u>Prior</u>			
7	<u>Oxycodone</u>						
8		License fee	\$ 5,000,000	\$ 5,000,000			
9		NDA filing in U.S.	\$ 1,000,000	\$ 1,000,000			
10		NDA filing in Europe	\$ 500,000				
11		NDA approval in U.S.	\$ 4,000,000		\$ 4,000,000		
12		NDA approval in Europe	\$ 2,000,000				
13							
14	<u>Hydromorphone</u>						
15		Upfront Fee for non-exclusive	\$ 2,500,000	\$ 2,500,000			
16		NDA filing in U.S.	\$ 1,000,000				
17		Converted to exclusivity	\$ 4,000,000		\$ 4,000,000		
18		NDA filing in Europe	\$ 500,000				
19		NDA approval in U.S.	\$ 4,000,000				
20		NDA approval in Europe	\$ 2,000,000				
21							
22	<u>Oxymorphone</u>						
23		Upfront Fee for non-exclusive	\$ 2,500,000	\$ 2,500,000			
24		Convert to exclusive	\$ 4,000,000				
25		NDA filing in U.S.	\$ 1,000,000				
26		NDA filing in Europe	\$ 500,000				
27		NDA approval in U.S.	\$ 4,000,000				
28		NDA approval in Europe	\$ 2,000,000				
29							
30	<u>Morphine</u>						
31		Upfront Fee for non-exclusive	\$ 2,500,000	\$ 2,500,000			
32		Convert to exclusive	\$ 4,000,000				
33		NDA filing in U.S.	\$ 1,000,000				

	A	B	C	D	E	F	G
34		NDA filing in Europe	\$ 500,000				
35		NDA approval in U.S.	\$ 4,000,000				
36		NDA approval in Europe	\$ 2,000,000				
37							
38		Hydrocodone					
39		Upfront Fee for non-exclusive	\$ 4,000,000		\$ 4,000,000		
40		Convert to exclusive	\$ 3,000,000				\$ 3,000,000
		Right of reference/waiver to their hydrocodone NDAs (contract not yet final)	\$ 4,000,000				\$ 4,000,000
41							
42		NDA filing in U.S.	\$ 1,000,000				
43		NDA filing in Europe	\$ 500,000				
44		NDA approval in U.S.	\$ 4,000,000				
45		NDA approval in Europe	\$ 2,000,000				
46							
47			\$ 73,000,000	\$ 13,500,000	\$ 8,000,000	\$ 4,000,000	\$ 7,000,000
48							

	H	I	J	K
1				
2				
3				
4				
5	<u>2012</u>	<u>After 2012</u>	<u>Year Recognized</u>	<u>Classification</u>
6				
7				
8			2007	Expense
9			2007	Expense
10		\$ 500,000	After 2012	Expense
11			2010	Asset - Intangibles
12		\$ 2,000,000	After 2012	Asset
13				
14				
15			2008	Expense
16		\$ 1,000,000	After 2012	Expense
17			2009	Expense
18		\$ 500,000	After 2012	Expense
19		\$ 4,000,000	After 2012	Asset
20		\$ 2,000,000	After 2012	Asset
21				
22				
23			2008	Expense
24				
25		\$ 1,000,000	After 2012	Expense
26		\$ 500,000	After 2012	Expense
27		\$ 4,000,000	After 2012	Asset
28		\$ 2,000,000	After 2012	Asset
29				
30				
31			2008	Expense
32				
33		\$ 1,000,000	After 2012	Expense

	H	I	J	K
34		\$ 500,000	After 2012	Expense
35		\$ 4,000,000	After 2012	Asset
36		\$ 2,000,000	After 2012	Asset
37				
38				
39			2009	Expense
40			2011	Expense
			2011	Expense
41				
42		\$ 1,000,000	After 2012	Expense
43		\$ 500,000	After 2012	Expense
44		\$ 4,000,000	After 2012	Asset
45		\$ 2,000,000	After 2012	Asset
46				
47	\$	- \$ 32,500,000		
48				

	A	B	C	D	E
1	Purdue 2012 Budget Update				
2	Grunenthal Agreement Milestones Summary				
3					
4					
5	Budget F/X Rate	0.74			
6					
7					
8	<u>Milestones</u>	<u>Amounts</u>	<u>2009</u>	<u>2010</u>	<u>Payment</u>
9					
10	<u>U.S., Canada and Australia Agreement:</u>				
11	Contract execution	18 million euros	\$ 23,756,400		
12	Grant of first patent with a Broad Claim in US	10 million euros			
13	Grant of first patent with a Further Claim in US	5 million euros			
14	Grant of final US FDA approval to market the first Hydrocodone-TRF-Product	3 million euros			
15	Grant of first patent in Canada	2.5 million euros			\$ 3,372,250
16	Grant of first patent in Australia	2.5 million euros	\$ 3,677,750		
17					
18			<u>\$ 27,434,150</u>	<u>\$ -</u>	<u>\$ 3,372,250</u>
19					
20					
21					
22					
23	<u>Rest of the World Agreement:</u>				
24	Contract execution	10 million euros			\$ 13,531,000
25	Marketing authorization in Europe (1st only)	2.5 million euros			
26	Marketing authorization in Asia (1st only)	2.5 million euros			
27	1st Patent grant in Mexico	0.5 million euros			
28	1st Patent grant in Brazil	0.5 million euros			
29	1st Patent grant in South Korea	0.5 million euros			
30	1st Patent grant in Japan	1.5 million euros			
31					
32			<u>\$ -</u>	<u>\$ -</u>	<u>\$ 13,531,000</u>

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1										
2										
3										
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6										
7	s									
8	<u>2012</u>	<u>After 2012</u>	<u>Year Recognized</u>	<u>Classification</u>						
9										
10										
11			2009	Expense	Paid 4/16/09					
12	\$	13,513,514	2012	Asset	Confirmed by Phil (through Paul Zagar) 6/8/2011					
13	\$	6,756,757	2012	Asset	Confirmed by Phil (through Paul Zagar) 6/8/2011					
14		\$ 4,054,054	After 2012	Asset	Per discussion with Jon Lowne (9/27/11)					
15			2011	Expense	Paid 2/15/11					
16			2009	Expense	Paid 9/18/09					
17										
18	\$	20,270,270	\$ 4,054,054							
19										
20										
21										
22										
23										
24			2011	Expense	Paid 9/26/11					
25		\$ 3,378,378	After 2012	Expense	Not in R&D plans per Steve Jamieson email 10/6/11					
26		\$ 3,378,378	After 2012	Expense	Not in R&D plans per Patrik Maurer and Claudia Pluess email 10/					
27		\$ 675,676	After 2012	Expense	Phil S email on 9/21/11 (pending confirmation from Greg D'Onofr					
28		\$ 675,676	After 2012	Expense	Phil S email on 9/21/11 (pending confirmation from Greg D'Onofr					
29		\$ 675,676	After 2012	Expense	Not in R&D plans per Patrik Maurer and Claudia Pluess email 10/					
30		\$ 2,027,027	After 2012	Expense	Not in R&D plans per Patrik Maurer and Claudia Pluess email 10/					
31										
32	\$	-	\$ 10,810,811							

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26	12/11
27	o)
28	o)
29	12/11
30	12/11
31	
32	

	A	B	C	D	E	F	G	H		
1	Other - US									
2	2011 Latest Estimate / 2012 Budget Proposal									
3										
4	(000's)									
5				2007 Actual (audited)	2008 Actual (audited)	2009 Actual (audited)	2010 Actual			
6	Other Income (Expense):									
7	Purchase discounts		\$	548	\$	475	\$	1,058	\$	642
8	Norwell rent			750		750		750		750
9	Payment from King Pharmaceuticals (1)			-		-		-		5,000
10	Redacted									
11	Purdue Pharma Tech (9)			421		324		616		3,197
12	Reversal of use tax (3)			350		1,000		1,381		1,622
13	Miscellaneous			1,512		216		834		647
14	President's reserve (4)			-		-		-		-
15	Customer relations marketing post pilot (5)			-		-		-		-
16	Write-off of Optherion investment (6)			-		-		(3,645)		(284)
17	Amortization expense - Dilaudid (7)			(220)		(1,243)		(2,486)		(2,486)
18	Amortization expense - Labopharm settlement (8)			-		-		-		-
19	Depreciation - Norwell			(179)		(89)		(178)		(178)
20	Depreciation - Other Companies			-		-		-		-
21	Credit default swaps (10)			-		(735)		(953)		(169)
22	National notification/recall admin charges (11)			(2)		(2,319)		713		468
23	Massachusetts General Hospital Grant (12)			-		-		-		(1,000)
24	Trust expense (13)			(801)		(308)		(777)		(468)
25	Fee for right to reference Abbott data (14)			-		-		-		-
26	Miscellaneous			(933)		(102)		(547)		34
27	Net Other Income (Expense) - Domestic			\$ (2,135)		\$ (4,796)		\$ (7,873)		\$ 16,544
28										
29										
30										
31	(1) Represents a one time license fee allowing King to reference Purdue's IP for their Embedda product. The \$5 mm does not include Embedda									
32	Redacted									

	A	B	C	D	E	F	G	H
33	(3) Sales and use taxes are recorded automatically with invoice. Amounts are reduced after review by the tax department.							
34	(4) Decrease from 2011 Budget to 2011 September Update due to increase in Intermezzo launch at risk supply expense (\$1.2 mm) and increase in							
35	(5) This is the development of an electronic marketing strategy. This strategy would be implemented after a pilot program and President review							
36	(6) Optherion became insolvent and the investment was written-off.							
37	(7) Represents amortization expense of marketing rights of Dilaudid acquired in 2007 and 2008 for approximately \$100 mm and is being amortized							
38								
39	Redacted							
40	(9) Income on Purdue Pharma Tech consists of margin on providing EHS, Security, Internal Audit and Brokerage services. The increase from 2010 to 2011							
41								
42	(10) In May 2009, Purdue entered into credit default swaps to reduce exposure to up to \$100 mm of McKesson receivables. The fair value of the swaps at the end of 2010							
43								
44	(11) Represents vendor administrative charges related to the 2009 Senokot recall.							
45	(12) In December 2010, Purdue entered into an agreement with Massachusetts General Hospital to fund \$0.5 mm in each of 2010, 2011 and 2012							
46	was recorded as G&A expense.							
47	(13) Payments from the QST are expected to be made by the end of 2011. The balance of the trust is expected to be returned to Purdue in 2012							
48								
49	(14) Represents fee to be paid for right to reference Abbott NDA for Vicoprofen.							