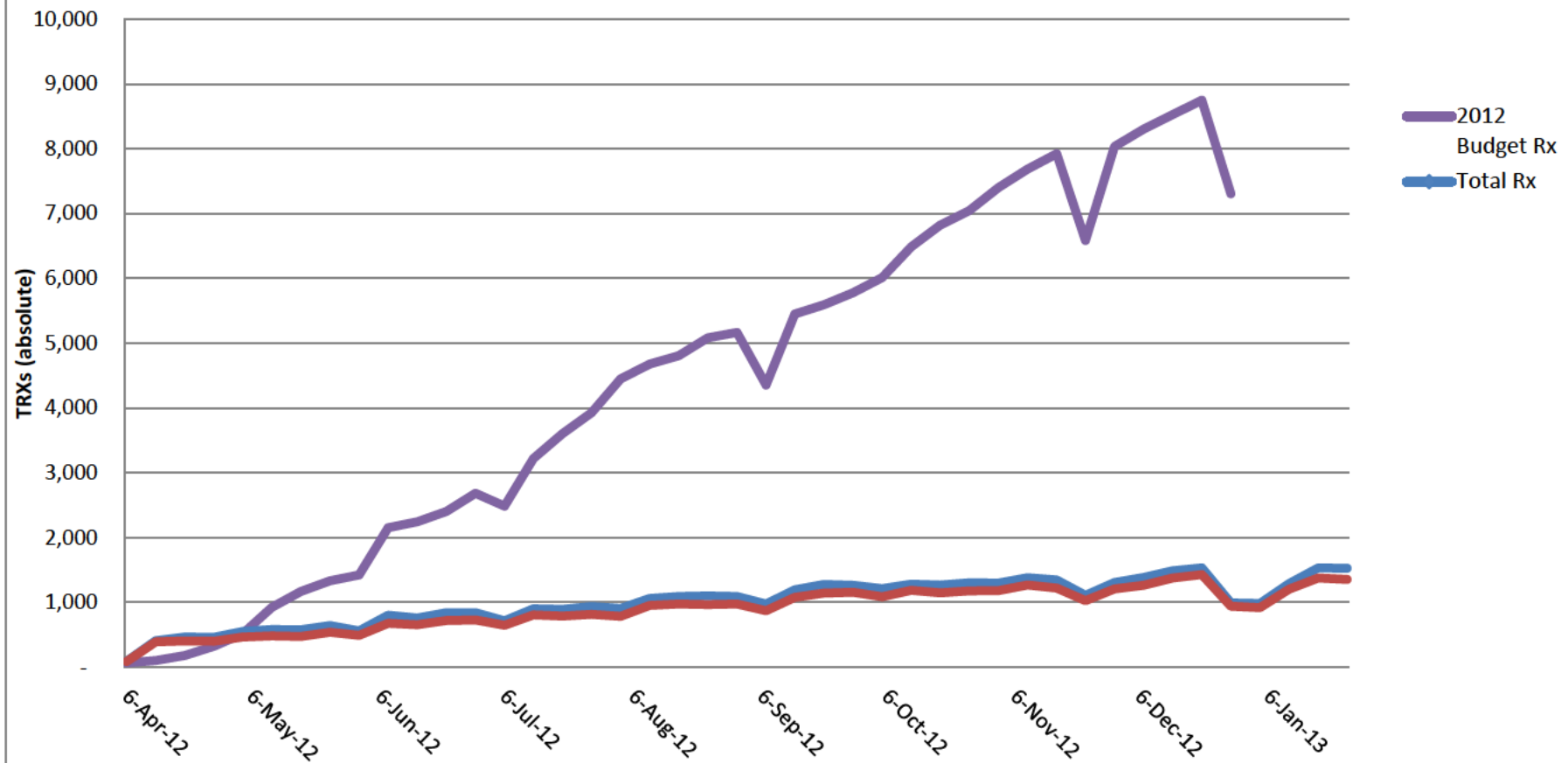
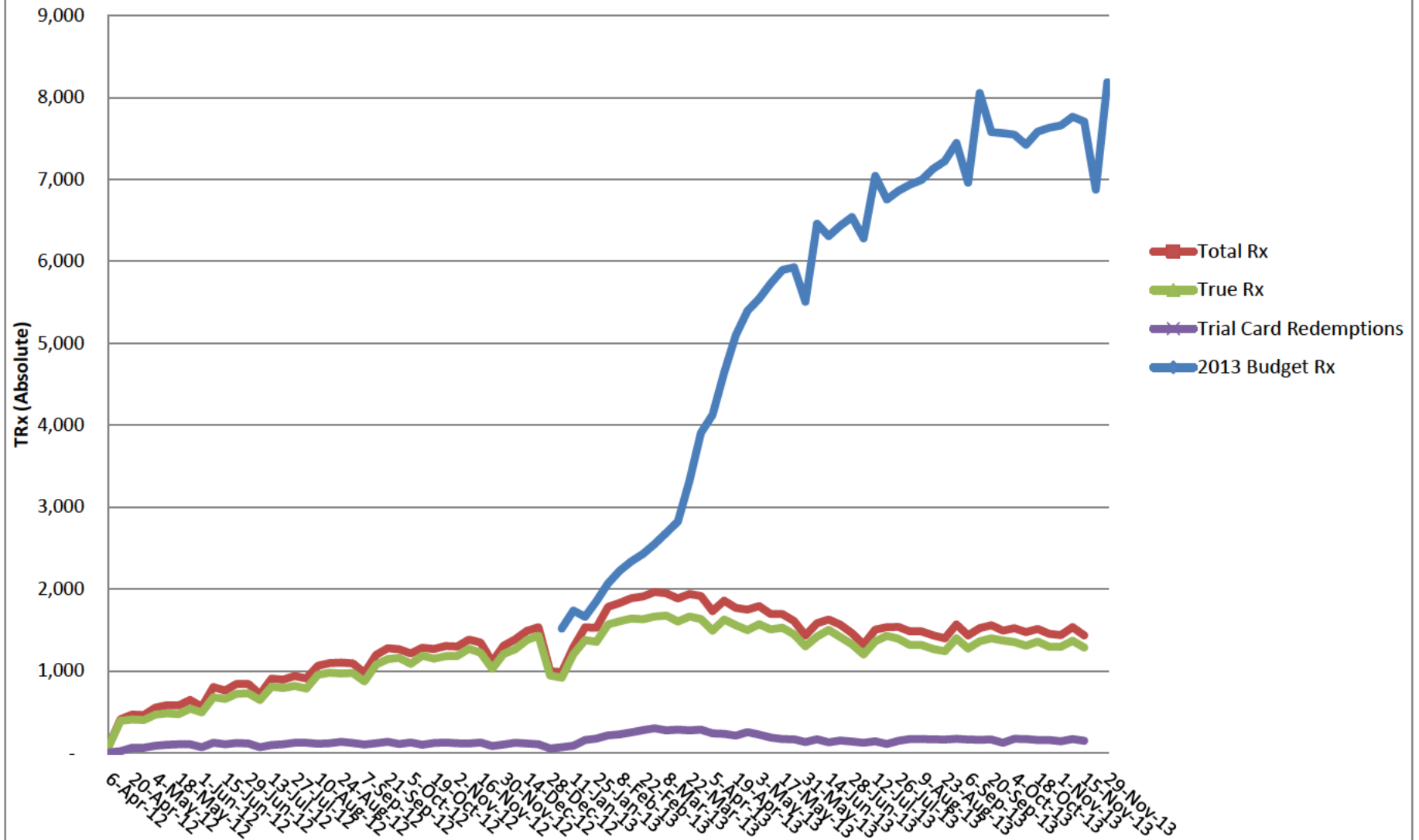


Intermezzo True Rx's (Source: IMS NPA/McKesson) 2012

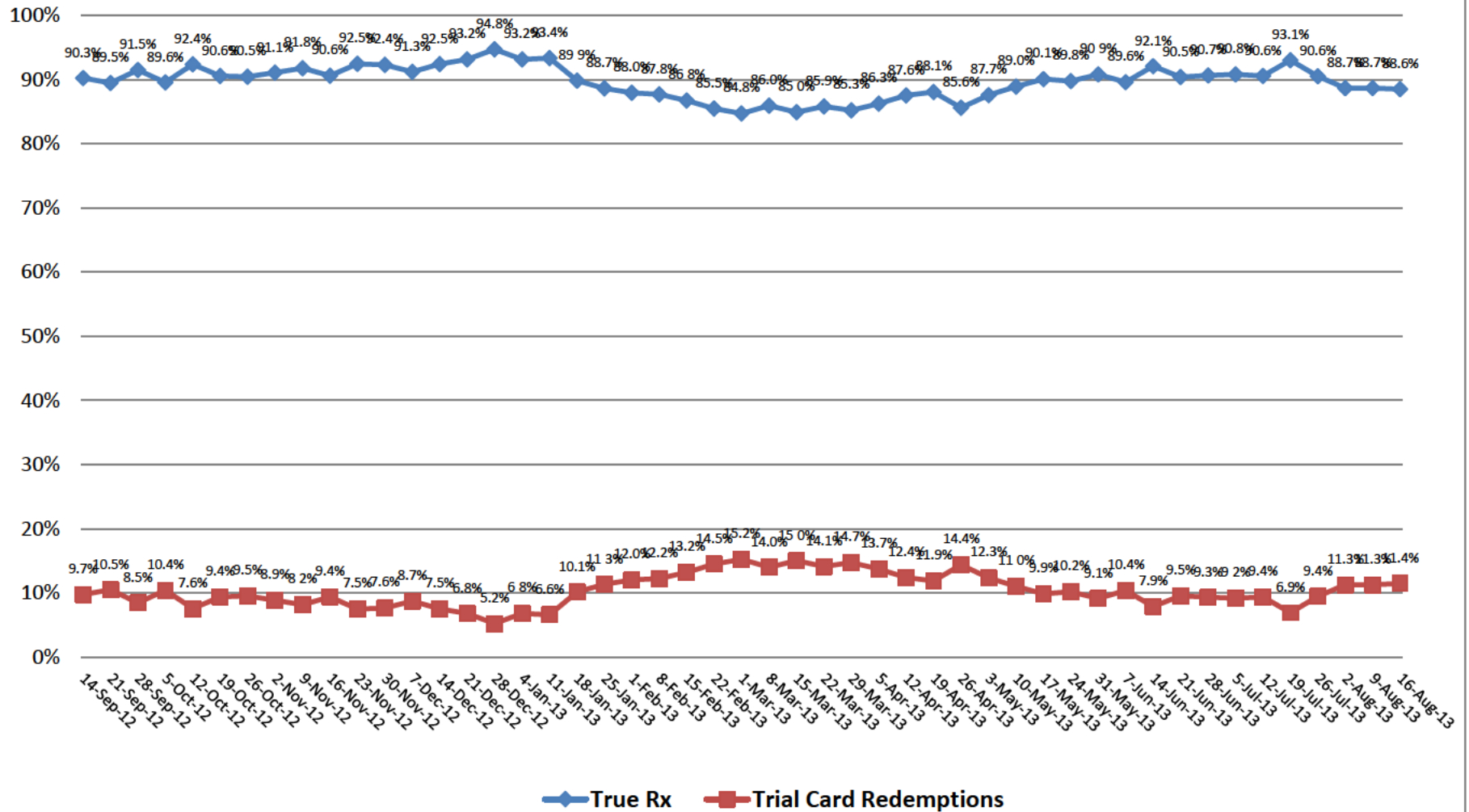


2012
Budget Rx
Total Rx

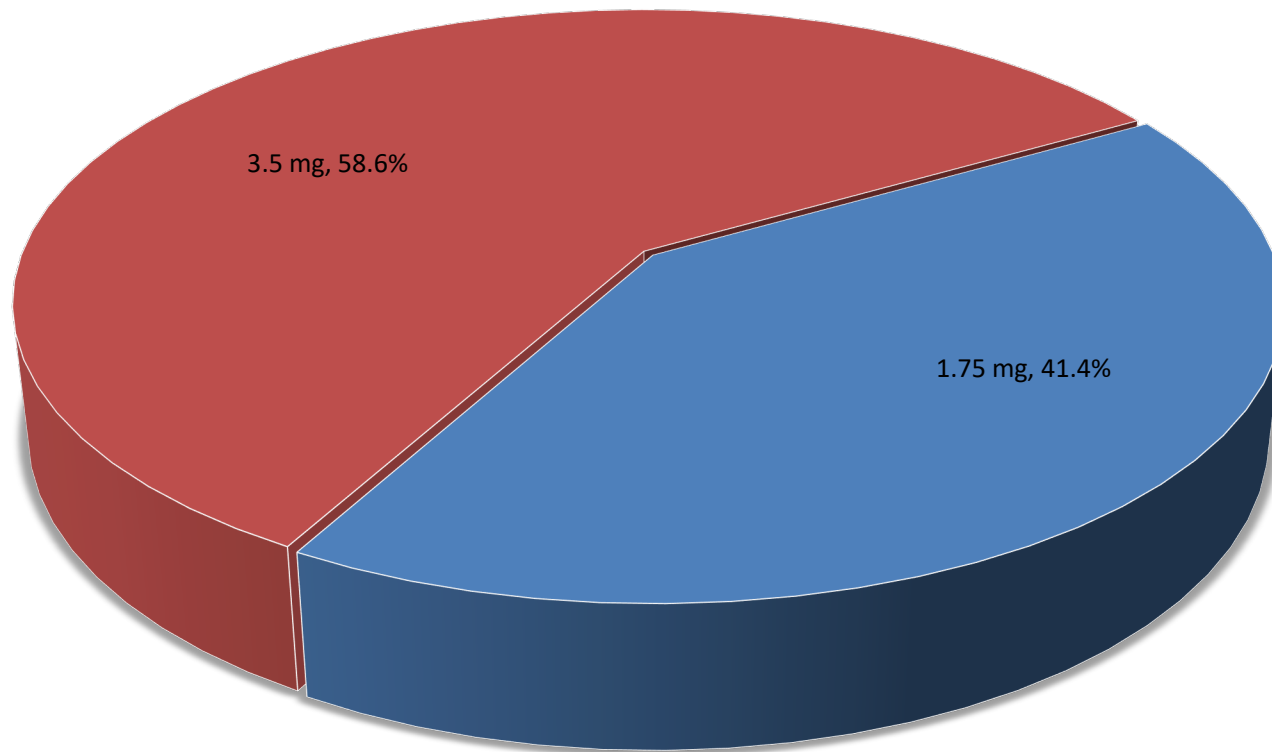
Total TRx, True Rx and Trial Card Redemptions (Source: IMS NPA/McKesson)



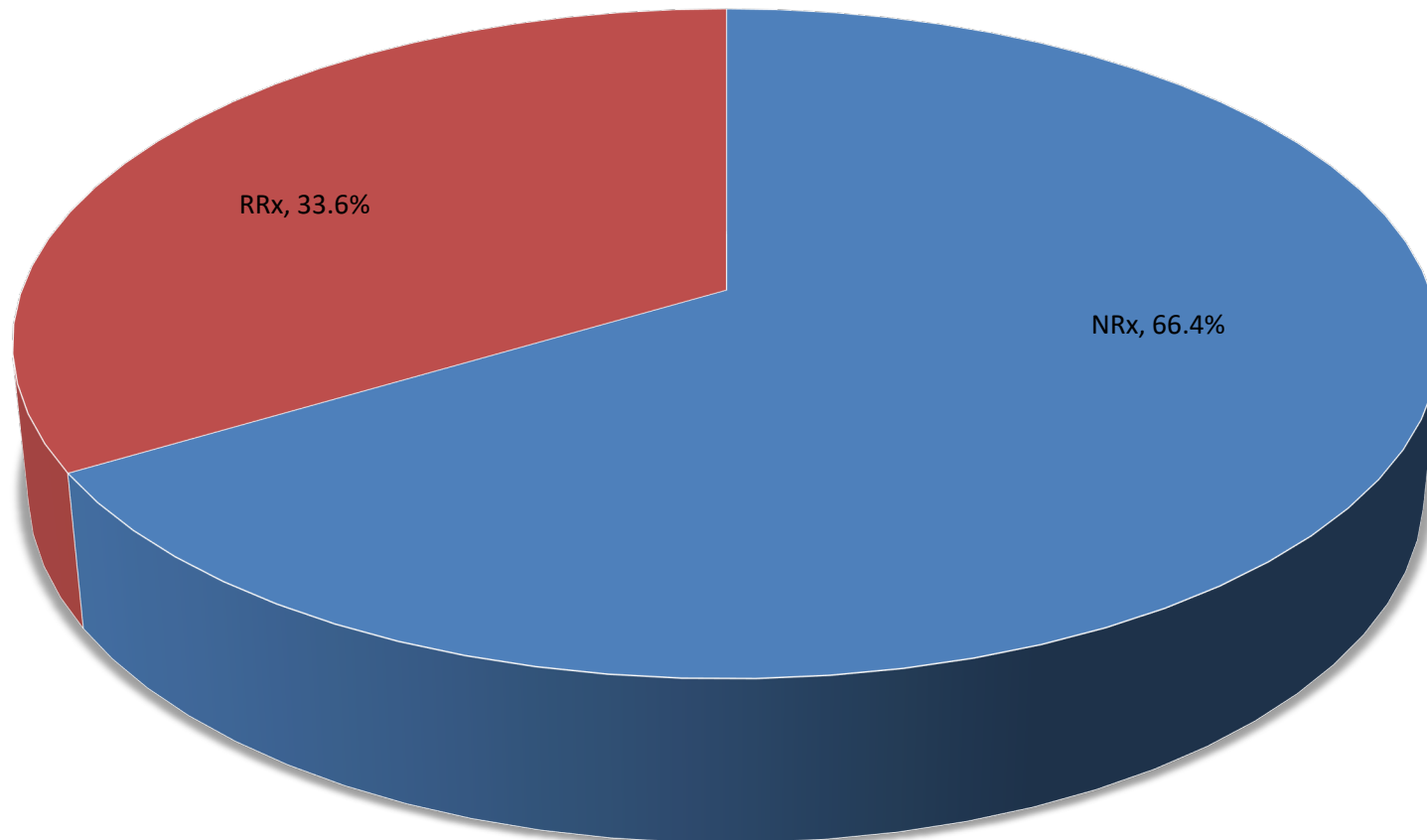
True Rx vs. Trial Card Redemptions (Source: IMS NPA/McKesson)



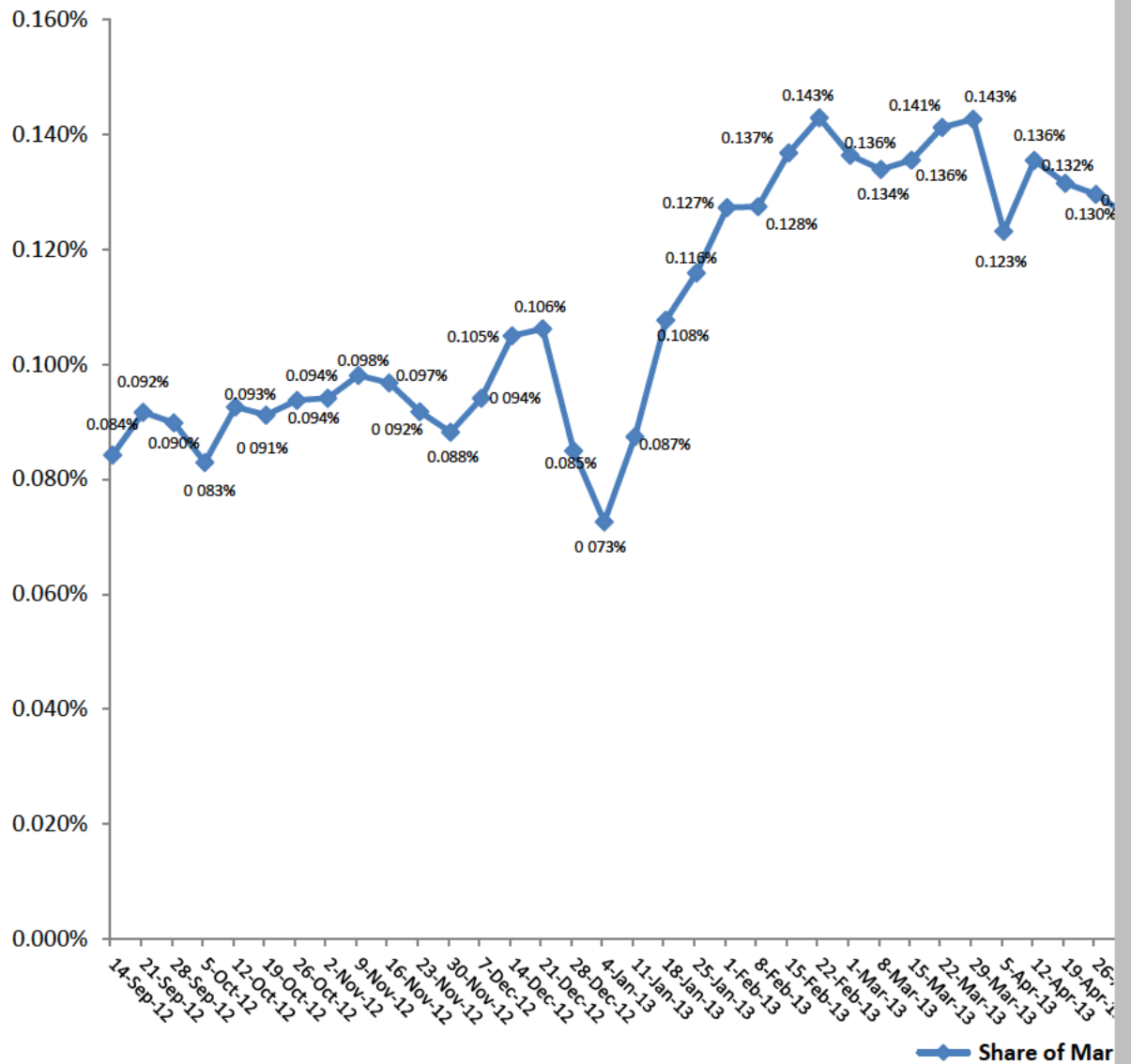
**Intermezzo Total Rxs by Dosage Strength
Week ending November 15, 2013
(Source: IMS NPA)**



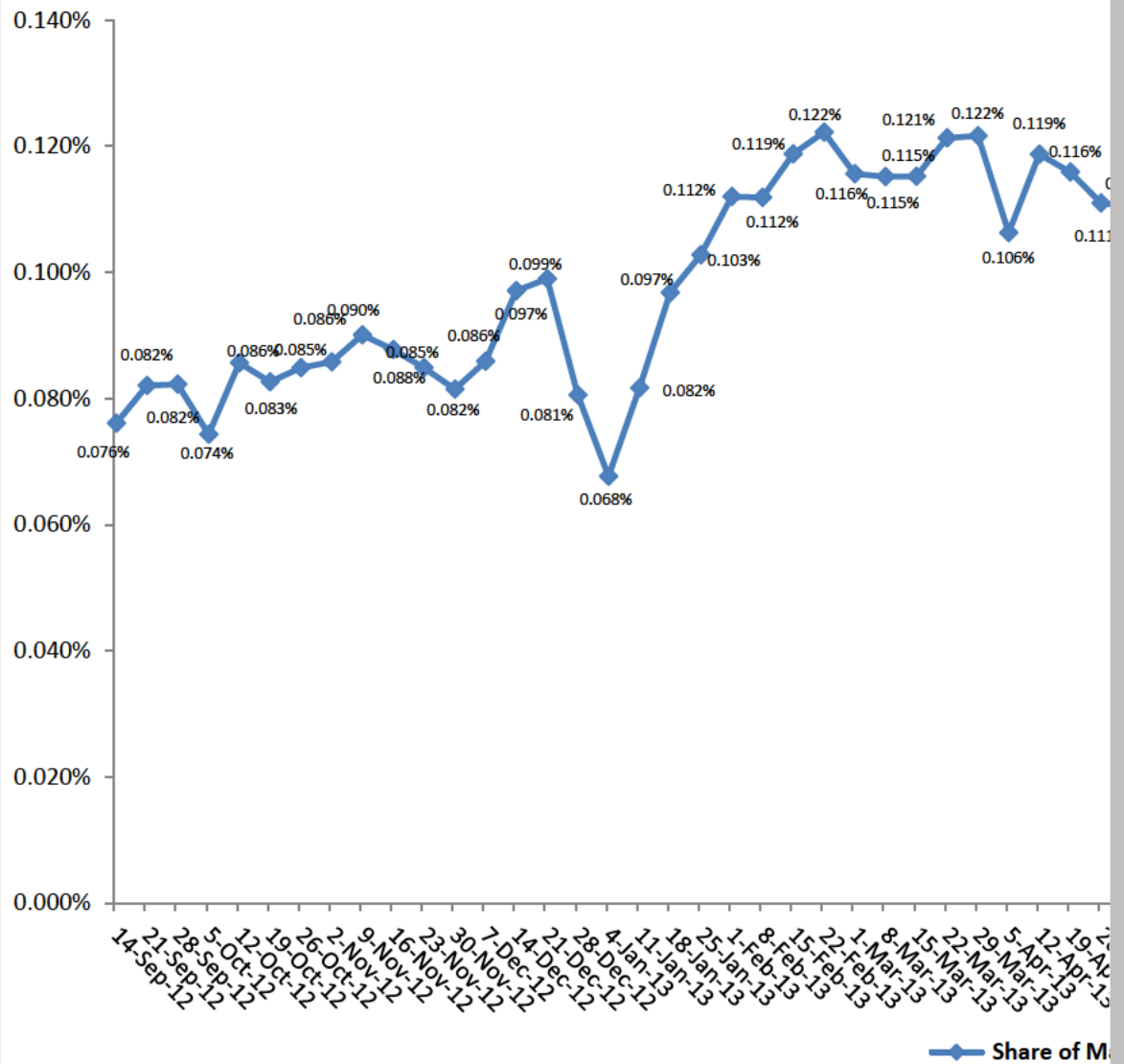
**Intermezzo Total NRx vs. Total RRx
Week ending November 15, 2013
(Source: IMS NPA)**



Intermezzo Total Rx Share of Insomnia



Intermezzo True Rx Share of Insomnia Ma



Source: IMS NPA Data

Data includes retail pharmacy, mail order and LTC channels

Numbers are absolute

	23-Mar-12	30-Mar-12	6-Apr-12	13-Apr-12
Total Market TRx	1,370,896	1,384,239	1,432,279	1,369,297
Intermezzo Total	-	0	92	410
Intermezzo True			88	392
Share of Market (Total TRx)			0.006%	0.030%
Share of Market (True TRx)			0.006%	0.029%

20-Apr-12	27-Apr-12	4-May-12	11-May-12	18-May-12	25-May-12
1,375,370	1,382,029	1,465,269	1,372,778	1,358,917	1,377,379
468	461	551	581	577	644
406	400	466	482	474	539
0.034%	0.033%	0.038%	0.042%	0.042%	0.047%
0.030%	0.029%	0.032%	0.035%	0.035%	0.039%

1-Jun-12	8-Jun-12	15-Jun-12	22-Jun-12	29-Jun-12	6-Jul-12	13-Jul-12
1,308,074	1,406,687	1,355,575	1,354,480	1,386,497	1,324,286	1,403,405
561	801	760	840	842	715	904
494	678	657	720	728	646	808
0.043%	0.057%	0.056%	0.062%	0.061%	0.054%	0.064%
0.038%	0.048%	0.048%	0.053%	0.053%	0.049%	0.058%

20-Jul-12	27-Jul-12	3-Aug-12	10-Aug-12	17-Aug-12	24-Aug-12
1,369,334	1,324,286	1,369,334	1,324,286	1,369,334	1,377,799
894	939	907	1,063	1,094	1,102
789	818	785	954	977	967
0.065%	0.071%	0.066%	0.080%	0.080%	0.080%
0.058%	0.062%	0.057%	0.072%	0.071%	0.070%

31-Aug-12	7-Sep-12	14-Sep-12	21-Sep-12	28-Sep-12
1,415,168	1,359,788	1,416,839	1,394,006	1,407,414
1,093	974	1,194	1,278	1,265
975	873	1,078	1,144	1,158
0.077%	0.072%	0.084%	0.092%	0.090%
0.069%	0.064%	0.076%	0.082%	0.082%

5-Oct-12	12-Oct-12	19-Oct-12	26-Oct-12	2-Nov-12
1,461,046	1,385,829	1,391,512	1,389,095	1,378,667
1,212	1,284	1,269	1,303	1,298
1,086	1,187	1,150	1,179	1,183
0.083%	0.093%	0.091%	0.094%	0.094%
0.074%	0.086%	0.083%	0.085%	0.086%

9-Nov-12	16-Nov-12	23-Nov-12	30-Nov-12	7-Dec-12
1,409,855	1,391,492	1,208,449	1,482,181	1,470,840
1,383	1,347	1,109	1,308	1,385
1,270	1,221	1,026	1,208	1,264
0.098%	0.097%	0.092%	0.088%	0.094%
0.090%	0.088%	0.085%	0.082%	0.086%

14-Dec-12	21-Dec-12	28-Dec-12	4-Jan-13	11-Jan-13
1,417,828	1,444,247	1,170,577	1,356,237	1,475,389
1,489	1,534	995	985	1,290
1,377	1,430	943	918	1,205
0.105%	0.106%	0.085%	0.073%	0.087%
0.097%	0.099%	0.081%	0.068%	0.082%

18-Jan-13	25-Jan-13	1-Feb-13	8-Feb-13	15-Feb-13
1,422,268	1,317,001	1,399,365	1,435,241	1,378,842
1,532	1,527	1,782	1,830	1,887
1,377	1,354	1,568	1,606	1,638
0.108%	0.116%	0.127%	0.128%	0.137%
0.097%	0.103%	0.112%	0.112%	0.119%

22-Feb-13	1-Mar-13	8-Mar-13	15-Mar-13	22-Mar-13
1,334,165	1,439,081	1,454,057	1,390,065	1,372,433
1,907	1,963	1,948	1,885	1,939
1,631	1,664	1,675	1,602	1,665
0.143%	0.136%	0.134%	0.136%	0.141%
0.122%	0.116%	0.115%	0.115%	0.121%

29-Mar-13	5-Apr-13	12-Apr-13	19-Apr-13	26-Apr-13
1,341,216	1,403,587	1,369,962	1,344,785	1,348,514
1,914	1,729	1,857	1,769	1,748
1,632	1,492	1,627	1,559	1,497
0.143%	0.123%	0.136%	0.132%	0.130%
0.122%	0.106%	0.119%	0.116%	0.111%

3-May-13	10-May-13	17-May-13	24-May-13	31-May-13
1,420,123	1,369,002	1,338,281	1,353,362	1,263,602
1,790	1,694	1,695	1,609	1,433
1,569	1,507	1,528	1,445	1,302
0.126%	0.124%	0.127%	0.119%	0.113%
0.110%	0.110%	0.114%	0.107%	0.103%

7-Jun-13	14-Jun-13	21-Jun-13	28-Jun-13	5-Jul-13
1,416,696	1,345,466	1,329,143	1,324,936	1,295,506
1,583	1,627	1,563	1,461	1,322
1,419	1,499	1,414	1,325	1,201
0.112%	0.121%	0.118%	0.110%	0.102%
0.100%	0.111%	0.106%	0.100%	0.093%

12-Jul-13	19-Jul-13	26-Jul-13	2-Aug-13	9-Aug-13
1,391,722	1,335,269	1,325,989	1,350,570	1,345,158
1,503	1,533	1,538	1,483	1,482
1,362	1,427	1,393	1,316	1,315
0.108%	0.115%	0.116%	0.110%	0.110%
0.098%	0.107%	0.105%	0.097%	0.098%

16-Aug-13	23-Aug-13	30-Aug-13	6-Sep-13	13-Sep-13
1,335,599	1,330,365	1,364,376	1,307,012	1,359,286
1,433	1,399	1,568	1,434	1,521
1,269	1,239	1,398	1,273	1,362
0.107%	0.105%	0.115%	0.110%	0.112%
0.095%	0.093%	0.102%	0.097%	0.100%

20-Sep-13	27-Sep-13	4-Oct-13	11-Oct-13	18-Oct-13
1,335,075	1,336,103	1,394,330	1,353,008	1,394,330
1,558	1,492	1,522	1,474	1,512
1,397	1,369	1,353	1,306	1,358
0.117%	0.112%	0.109%	0.109%	0.108%
0.105%	0.102%	0.097%	0.097%	0.097%

25-Oct-13	1-Nov-13	8-Nov-13	15-Nov-13
1,334,808	1,344,915	1,380,181	1,330,363
1,451	1,437	1,533	1,434
1,295	1,296	1,366	1,287
0.109%	0.107%	0.111%	0.108%
0.097%	0.096%	0.099%	0.097%

1/1 Week Growth

-3.6%

-6.5%

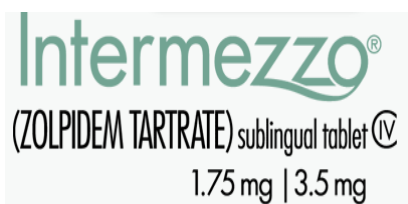
-5.8%

Intermezzo Total Rxs for the week ending N			
Strength	<u>NRx</u>	<u>RRx</u>	<u>TRxs</u>
1.75mg	431	162	593
3.5mg	521	320	841
Total	952	482	1,434

Distribution of Total New versus Refill Rxs for Intermezzo			
Strength	<u>NRx</u>	<u>RRx</u>	<u>TRxs</u>
1.75mg	72.7%	27.3%	100.0%
3.5mg	62.0%	38.0%	100.0%
Total	66.4%	33.6%	100.0%

Distribution of Intermezzo Total Rxs by Strength			
Strength	<u>NRx</u>	<u>RRx</u>	<u>TRx</u>
1.75mg	45.3%	33.6%	41.4%
3.5mg	54.7%	66.4%	58.6%
Total	100.0%	100.0%	100.0%

November 15, 2013	
<u>Trial Card Redemptions</u>	<u>"True" Rx</u>
66	527
81	760
147	1,287



Data includes retail pharmacy, mail order and LT

	Total					% of Budget Achieved vs. True Rx's	
	2012 Budget Rx	2013 Mid-Year Update Forecast	Total Rx	True Rx		Weekly True Rx Vs Budget	Cumulative % True Rx vs Budget
6-Apr-12			92				
13-Apr-12			410				
20-Apr-12			468				
27-Apr-12			461				
4-May-12			551				
11-May-12			581				
18-May-12			577				
25-May-12			644				
1-Jun-12			561				
8-Jun-12			801				
15-Jun-12			760				
22-Jun-12			840				
29-Jun-12			842				
6-Jul-12			715				
13-Jul-12			904				
20-Jul-12			894				
27-Jul-12			939				
3-Aug-12			907				
10-Aug-12			1,063				
17-Aug-12			1,094				
24-Aug-12			1,102				
31-Aug-12			1,093				
7-Sep-12			974				
14-Sep-12			1,194				
21-Sep-12			1,278				
28-Sep-12			1,265				
5-Oct-12			1,212				
12-Oct-12			1,284				
19-Oct-12			1,269				
26-Oct-12			1,303				
2-Nov-12			1,298				
9-Nov-12			1,383				
16-Nov-12			1,347				
23-Nov-12			1,109				

30-Nov-12			1,308				
7-Dec-12			1,385				
14-Dec-12			1,489				
21-Dec-12			1,534				
28-Dec-12			995				
4-Jan-13		918	985	918		100.0%	100.0%
11-Jan-13		1,205	1,290	1,205		100.0%	100.0%
18-Jan-13		1,377	1,532	1,377		100.0%	100.0%
25-Jan-13		1,354	1,527	1,354		100.0%	100.0%
1-Feb-13		1,568	1,782	1,568		100.0%	100.0%
8-Feb-13		1,606	1,830	1,606		100.0%	100.0%
15-Feb-13		1,638	1,887	1,638		100.0%	100.0%
22-Feb-13		1,631	1,907	1,631		100.0%	100.0%
1-Mar-13		1,664	1,963	1,664		100.0%	100.0%
8-Mar-13		1,675	1,948	1,675		100.0%	100.0%
15-Mar-13		1,602	1,885	1,602		100.0%	100.0%
22-Mar-13		1,665	1,939	1,665		100.0%	100.0%
29-Mar-13		1,632	1,914	1,632		100.0%	100.0%
5-Apr-13		1,492	1,729	1,492		100.0%	100.0%
12-Apr-13		1,627	1,857	1,627		100.0%	100.0%
19-Apr-13		1,559	1,769	1,559		100.0%	100.0%
26-Apr-13		1,497	1,748	1,497		100.0%	100.0%
3-May-13		1,569	1,790	1,569		100.0%	100.0%
10-May-13		1,507	1,694	1,507		100.0%	100.0%
17-May-13		1,528	1,695	1,528		100.0%	100.0%
24-May-13		1,445	1,609	1,445		100.0%	100.0%
31-May-13		1,302	1,433	1,302		100.0%	100.0%
7-Jun-13		1,500	1,583	1,419		94.6%	99.8%
14-Jun-13		1,433	1,627	1,499		104.6%	100.0%
21-Jun-13		1,422	1,563	1,414		99.5%	99.9%
28-Jun-13		1,410	1,461	1,325		94.0%	99.7%
5-Jul-13		1,399	1,322	1,201		85.9%	99.2%
12-Jul-13		1,387	1,503	1,362		98.2%	99.2%
19-Jul-13		1,376	1,533	1,427		103.7%	99.3%
26-Jul-13		1,365	1,538	1,393		102.1%	99.4%
2-Aug-13		1,354	1,483	1,316		97.2%	99.4%
9-Aug-13		1,343	1,482	1,315		97.9%	99.3%
16-Aug-13		1,332	1,433	1,269		95.3%	99.2%
23-Aug-13		1,321	1,399	1,239		93.8%	99.1%
30-Aug-13		1,310	1,568	1,398		106.7%	99.3%
6-Sep-13		1,299	1,434	1,273		98.0%	99.2%
13-Sep-13		1,289	1,521	1,362		105.7%	99.4%
20-Sep-13		1,278	1,558	1,397		109.3%	99.6%
27-Sep-13		1,268	1,492	1,369		108.0%	99.8%
4-Oct-13		1,258	1,522	1,353		107.6%	100.0%
11-Oct-13		1,247	1,474	1,306		104.7%	100.1%
18-Oct-13		1,237	1,512	1,358		109.8%	100.3%

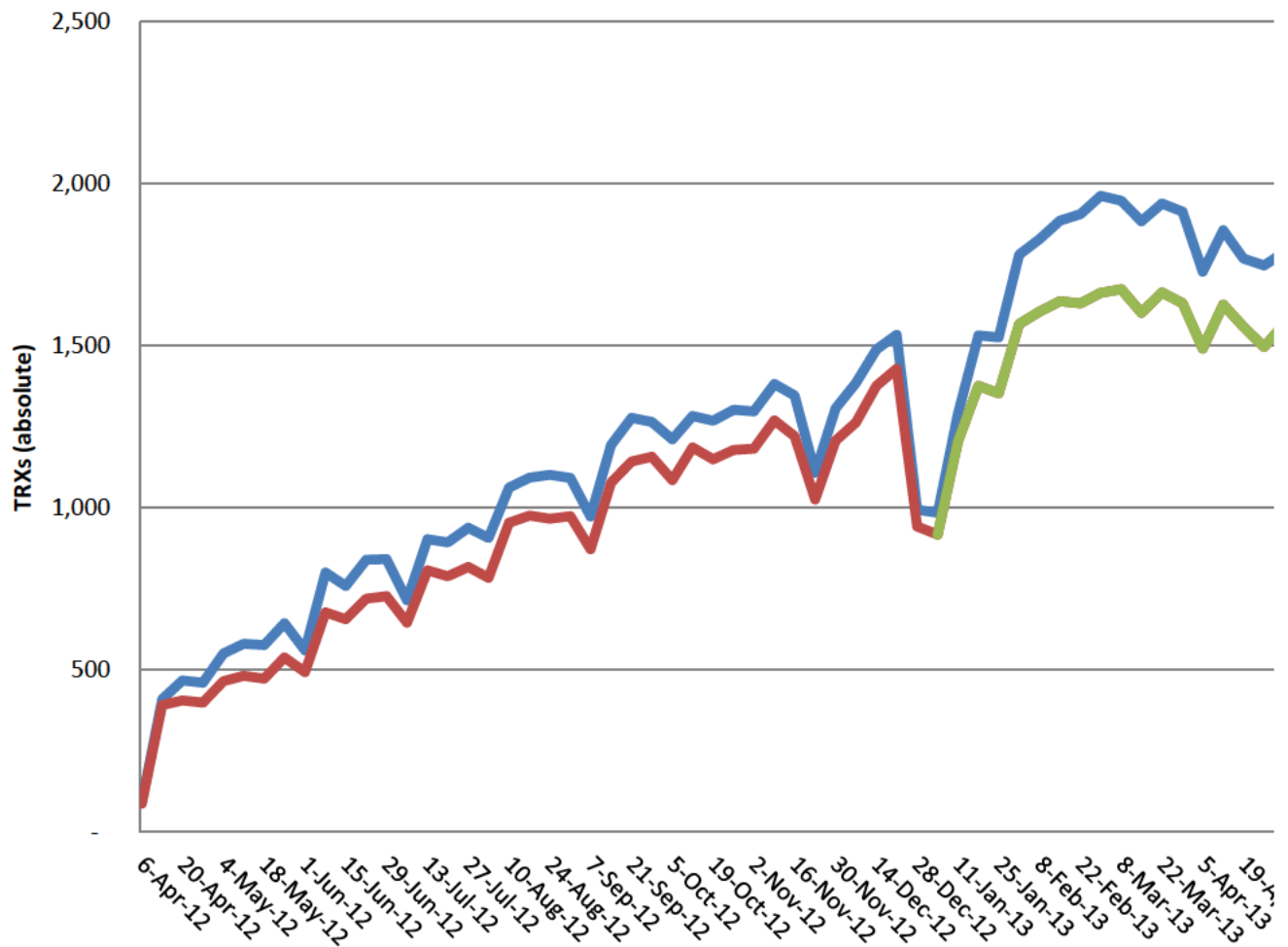
13C channels

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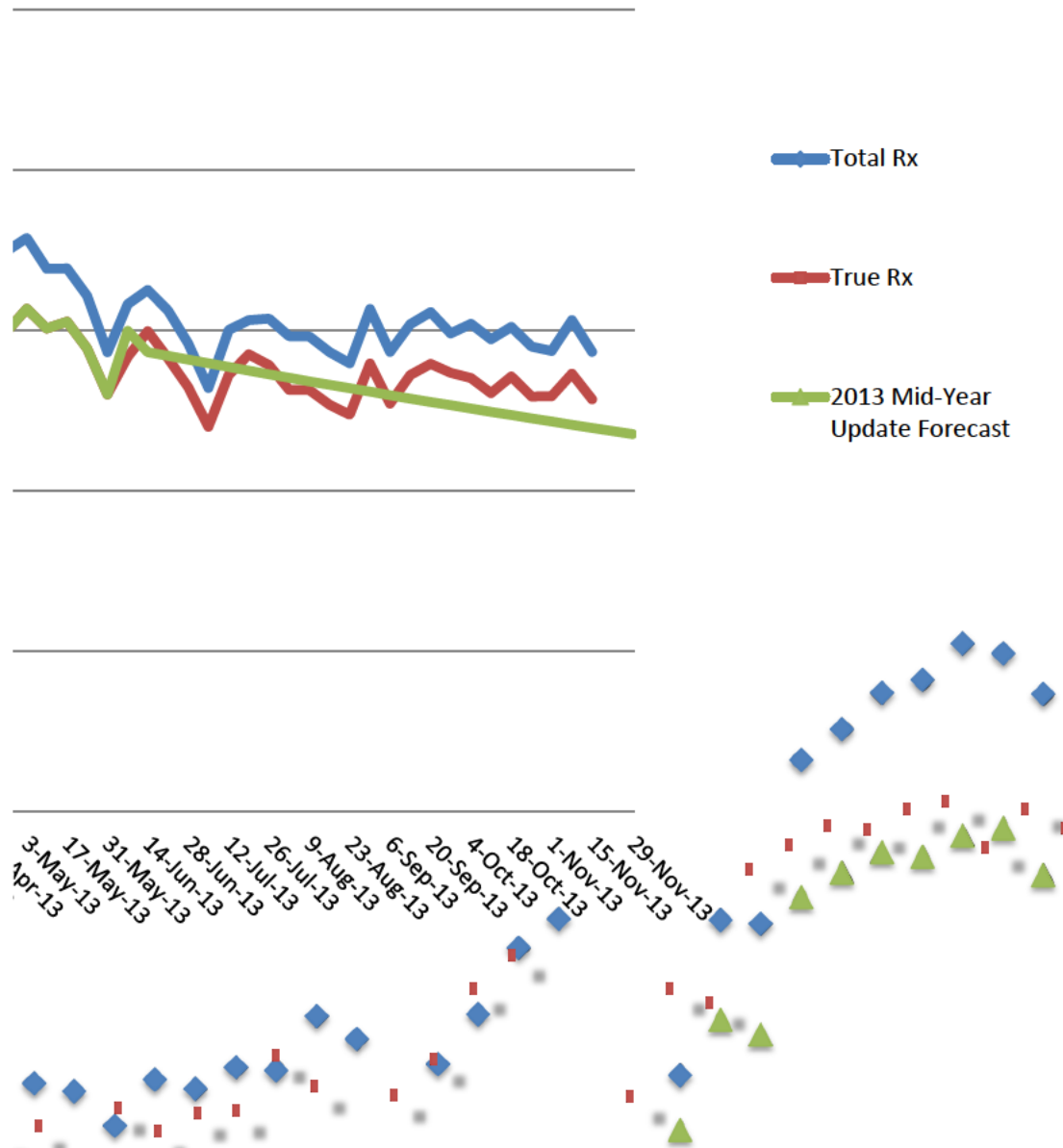
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Intermezzo True Rx's (Source: IMS NPA/Mc



McKesson) 2013



Produced Natively



[NRx, RRx and TRx by Strength](#)
[Distribution of Rx's by Strength](#)
[Distribution of NRx, RRx and TRx by Strength](#)
[Weekly Growth in Butrans TRxs](#)

		Butrans New, Refill and Total Prescriptions by Strength														
		Total			5 mcg/hour			10 mcg/hour			15 mcg/hour			20 mcg/hour		
Week #	Week Ending	NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx
Week 92	26-Oct-12	7,624	2,162	9,786	1,944	459	2,403	3,410	975	4,385				2,270	728	2,998
Week 93	2-Nov-12	7,366	2,171	9,537	1,880	434	2,314	3,319	994	4,313				2,167	743	2,910
Week 94	9-Nov-12	7,840	2,311	10,151	1,983	485	2,468	3,443	1,013	4,456				2,414	813	3,227



Distribution of Butrans Prescriptions by Strength														
Total			5 mcg/hour			10 mcg/hour			15 mcg/hour			20 mcg/hour		
NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx
77.9%	22.1%	100.0%	19.9%	4.7%	24.6%	34.8%	10.0%	44.8%	0.0%	0.0%	0.0%	23.2%	7.4%	30.6%
77.2%	22.8%	100.0%	19.7%	4.6%	24.3%	34.8%	10.4%	45.2%	0.0%	0.0%	0.0%	22.7%	7.8%	30.5%
77.2%	22.8%	100.0%	19.5%	4.8%	24.3%	33.9%	10.0%	43.9%	0.0%	0.0%	0.0%	23.8%	8.0%	31.8%



Distribution of Butrans New, Refill and Total Prescriptions by Strength

Week #
Week Ending
Week 92 26-Oct-12
Week 93 2-Nov-12
Week 94 9-Nov-12

Total			5 mcg/hour			10 mcg/hour			15 mcg/hour			20 mcg/hour		
NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx
77.9%	22.1%	100.0%	80.9%	19.1%	100.0%	77.8%	22.2%	100.0%	#DIV/0!	#DIV/0!	#DIV/0!	75.7%	24.3%	100.0%
77.2%	22.8%	100.0%	81.2%	18.8%	100.0%	77.0%	23.0%	100.0%	#DIV/0!	#DIV/0!	#DIV/0!	74.5%	25.5%	100.0%
77.2%	22.8%	100.0%	80.3%	19.7%	100.0%	77.3%	22.7%	100.0%	#DIV/0!	#DIV/0!	#DIV/0!	74.8%	25.2%	100.0%



		Weekly Growth in Butrans New, Refill and Total Prescriptions by Strength														
Week #	Week Ending	Total			5 mcg/hour			10 mcg/hour			15 mcg/hour			20 mcg/hour		
		NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx	NRx	RRx	TRx
Week 92	26-Oct-12	0.9%	1.9%	1.1%	-2.8%	9.5%	-0.7%	2.8%	5.1%	3.3%	#DIV/0!	#DIV/0!	#DIV/0!	1.4%	-5.9%	-0.5%
Week 93	2-Nov-12	-3.4%	0.4%	-2.5%	-3.3%	-5.4%	-3.7%	-2.7%	1.9%	-1.6%	#DIV/0!	#DIV/0!	#DIV/0!	-4.5%	2.1%	-2.9%
Week 94	9-Nov-12	6.4%	6.4%	6.4%	5.5%	11.8%	6.7%	3.7%	1.9%	3.3%	#DIV/0!	#DIV/0!	#DIV/0!	11.4%	9.4%	10.9%



[Butrans 10mcg Equivalents](#)
[Distribution of 10mcg Equivalents](#)
[Weekly Growth in 10mcg Equivalents](#)

<u>Week #</u>	<u>Week Ending</u>
Week 92	26-Oct-12
Week 93	2-Nov-12
Week 94	9-Nov-12

Butrans 10mcg Equivalents					Trend Line Sept 1	Trend Line Jan 20
Total TRx	5 mcg/hour TRx	10 mcg/hour TRx	15 mcg/hour TRx	20 mcg/hour TRx	Total TRx	Total TRx
11,583	1,202	4,385	0	5,996		11,583
11,290	1,157	4,313	0	5,820		11,290
12,144	1,234	4,456	0	6,454		12,144



		Distribution of Butrans 10mcg Equivalents					Weekly Growth	
<u>Week #</u>	<u>Week Ending</u>	Total <u>TRx</u>	5 mcg/hour <u>TRx</u>	10 mcg/hour <u>TRx</u>	15 mcg/hour <u>TRx</u>	20 mcg/hour <u>TRx</u>	Total <u>TRx</u>	5mcg <u>TRx</u>
Week 92	26-Oct-12	100.0%	10.4%	37.9%	0.0%	51.8%	0.9%	-0.7%
Week 93	2-Nov-12	100.0%	10.2%	38.2%	0.0%	51.6%	-2.5%	-3.7%
Week 94	9-Nov-12	100.0%	10.2%	36.7%	0.0%	53.1%	7.6%	6.7%



n - Butrans 10mcg Equivalents

<u>Week #</u>	<u>Week Ending</u>	10mcg	15mcg	20mcg
		<u>TRx</u>	<u>TRx</u>	<u>TRx</u>
Week 92	26-Oct-12	3.3%	#DIV/0!	-0.5%
Week 93	2-Nov-12	-1.6%	#DIV/0!	-2.9%
Week 94	9-Nov-12	3.3%	#DIV/0!	10.9%



[TRxs by Channel](#)

[Distribution of Rx's by Channel](#)

[Weekly Growth in Butrans TRxs by Channel](#)

<u>Week #</u>	<u>Week Ending</u>
Week 92	26-Oct-12
Week 93	2-Nov-12

Butrans TRxs (absolute) by Channel			
Total	Retail	LTC	Mail
9,786	9,253	405	128
9,537	9,001	380	156

Distribution of Butrans TRxs by Channel			
Total	Retail	LTC	Mail
100.0%	94.6%	4.1%	1.3%
100.0%	94.4%	4.0%	1.6%

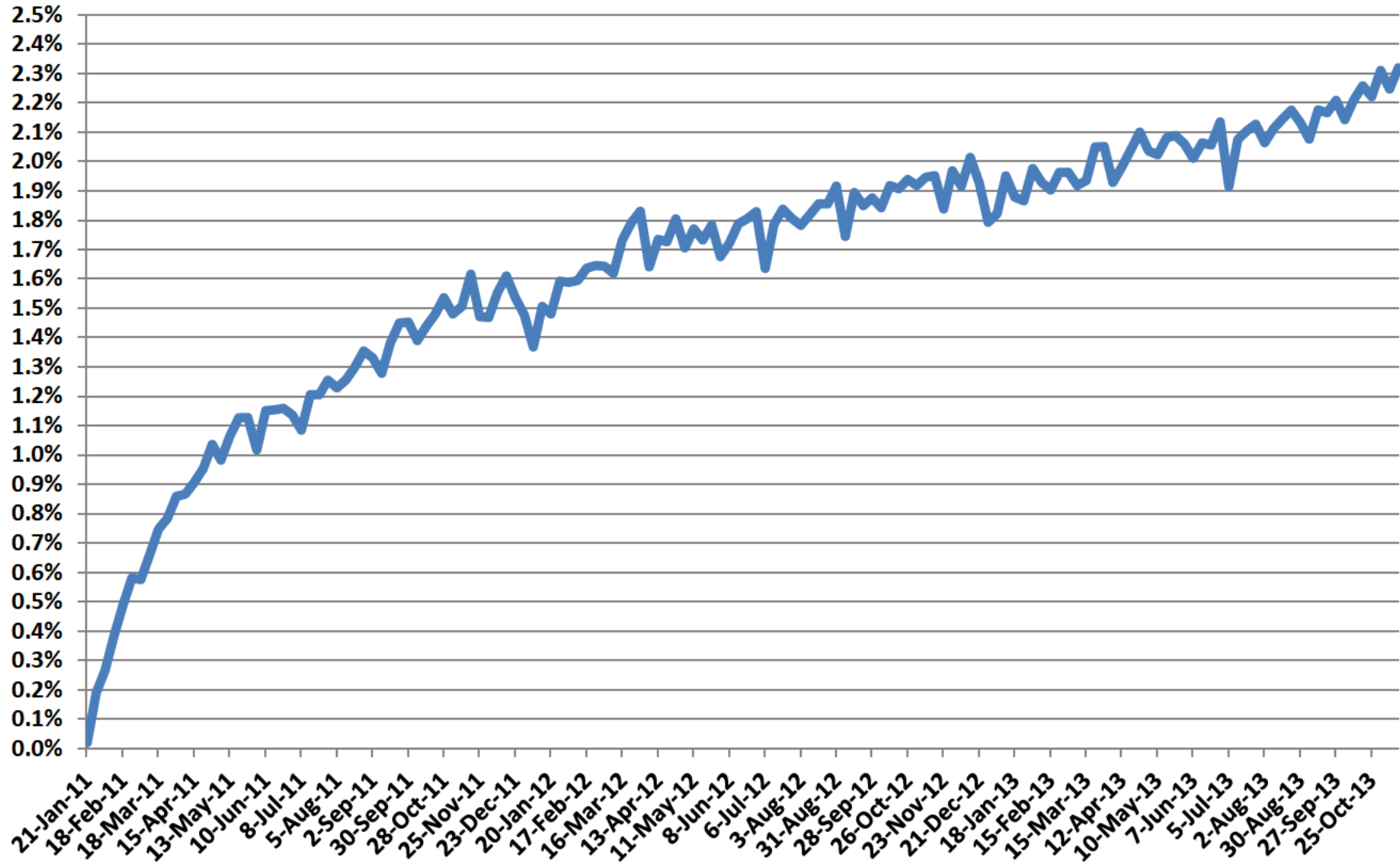


		Growth in Butrans TRXs by Channel			
<u>Week #</u>	<u>Week Ending</u>	Total	Retail	LTC	Mail
Week 92	26-Oct-12	1.1%	1.1%	1.5%	-1.5%
Week 93	2-Nov-12	-2.5%	-2.7%	-6.2%	21.9%

Butrans Weekly Extended Release Opioid Rx Share

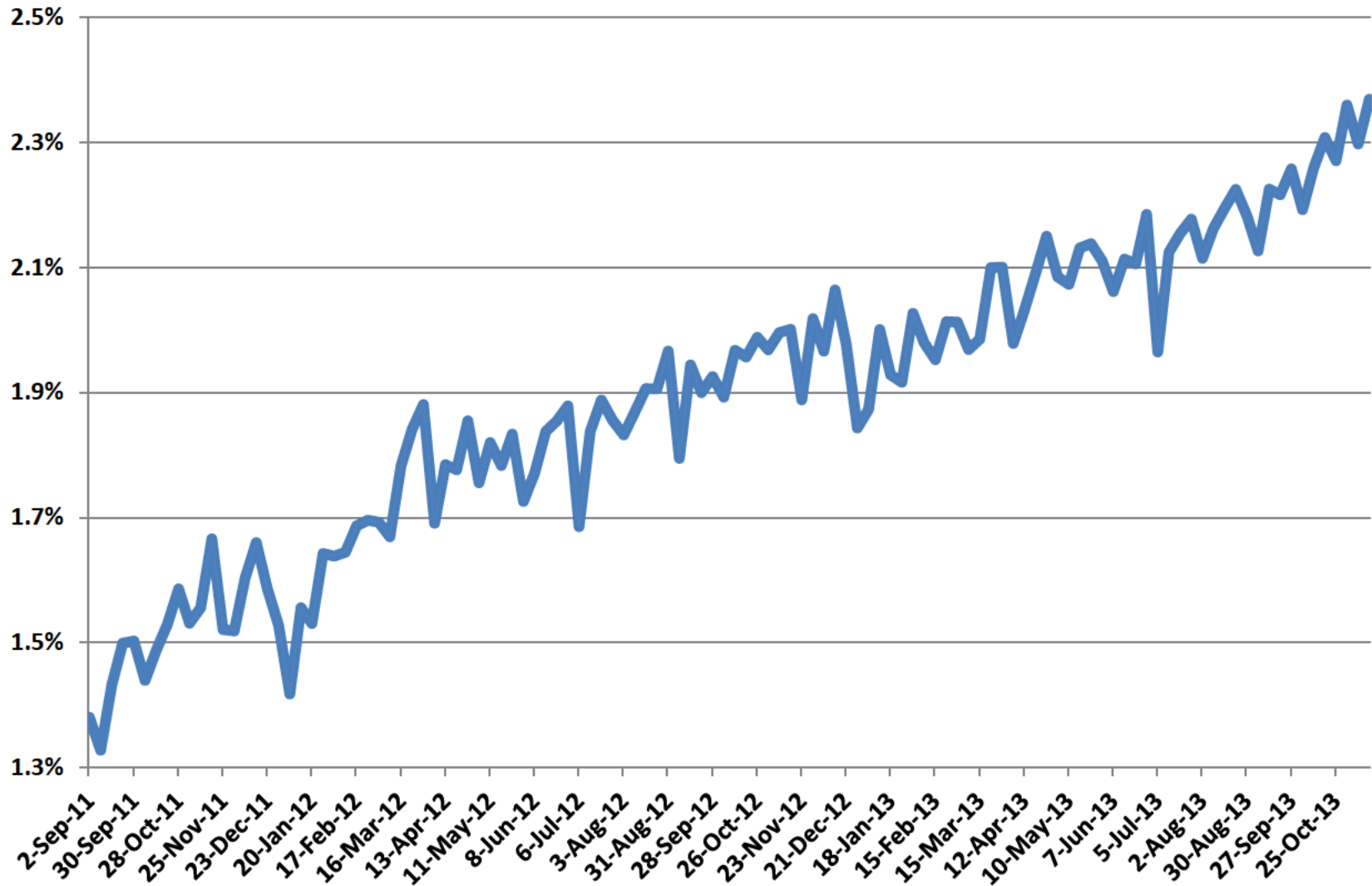
(Source: IMS National Prescription Audit; includes both brand and generic opioids)

Weekly TRx Share

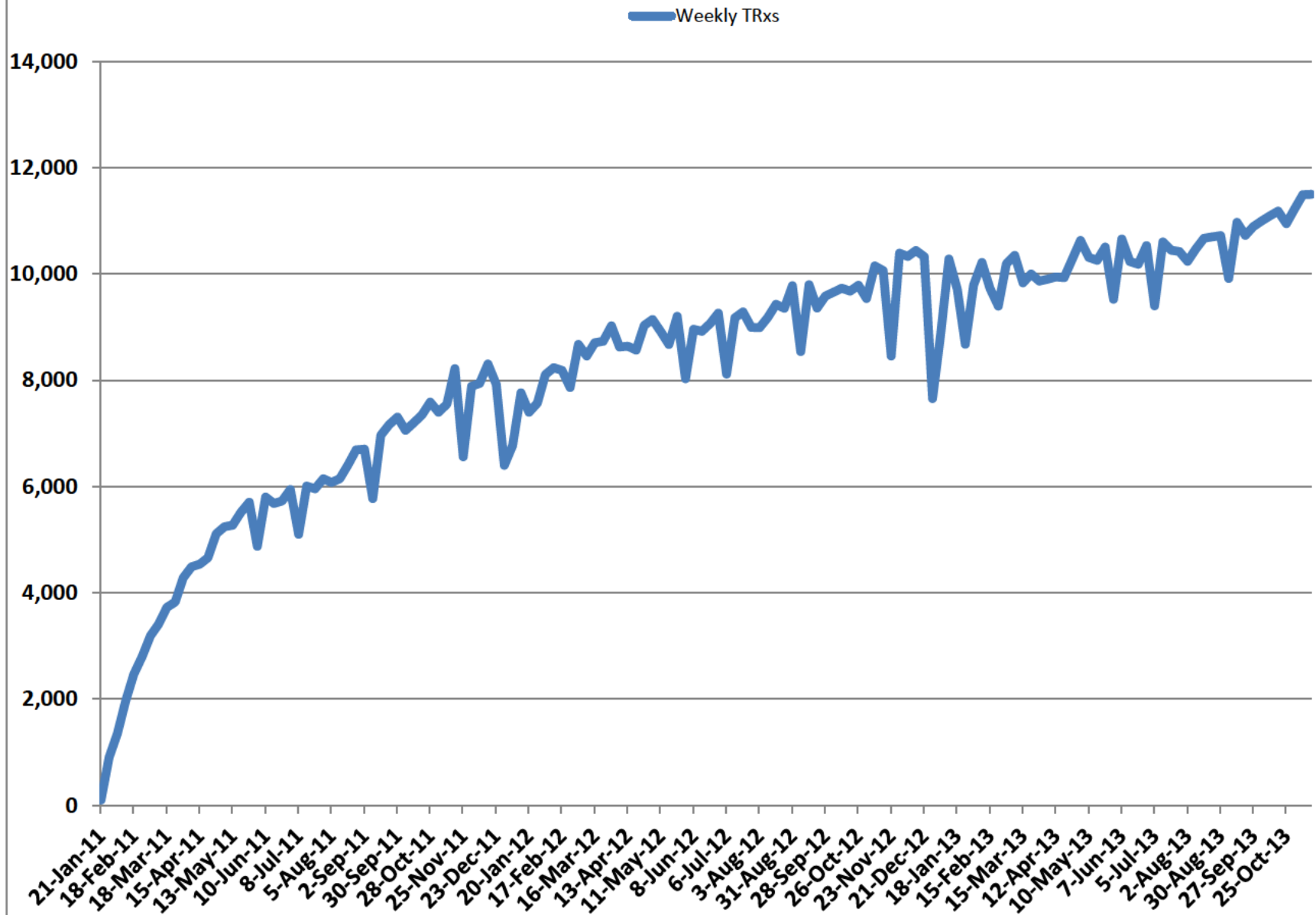


Detailed Butrans Weekly Extended Release Opioid Market Share

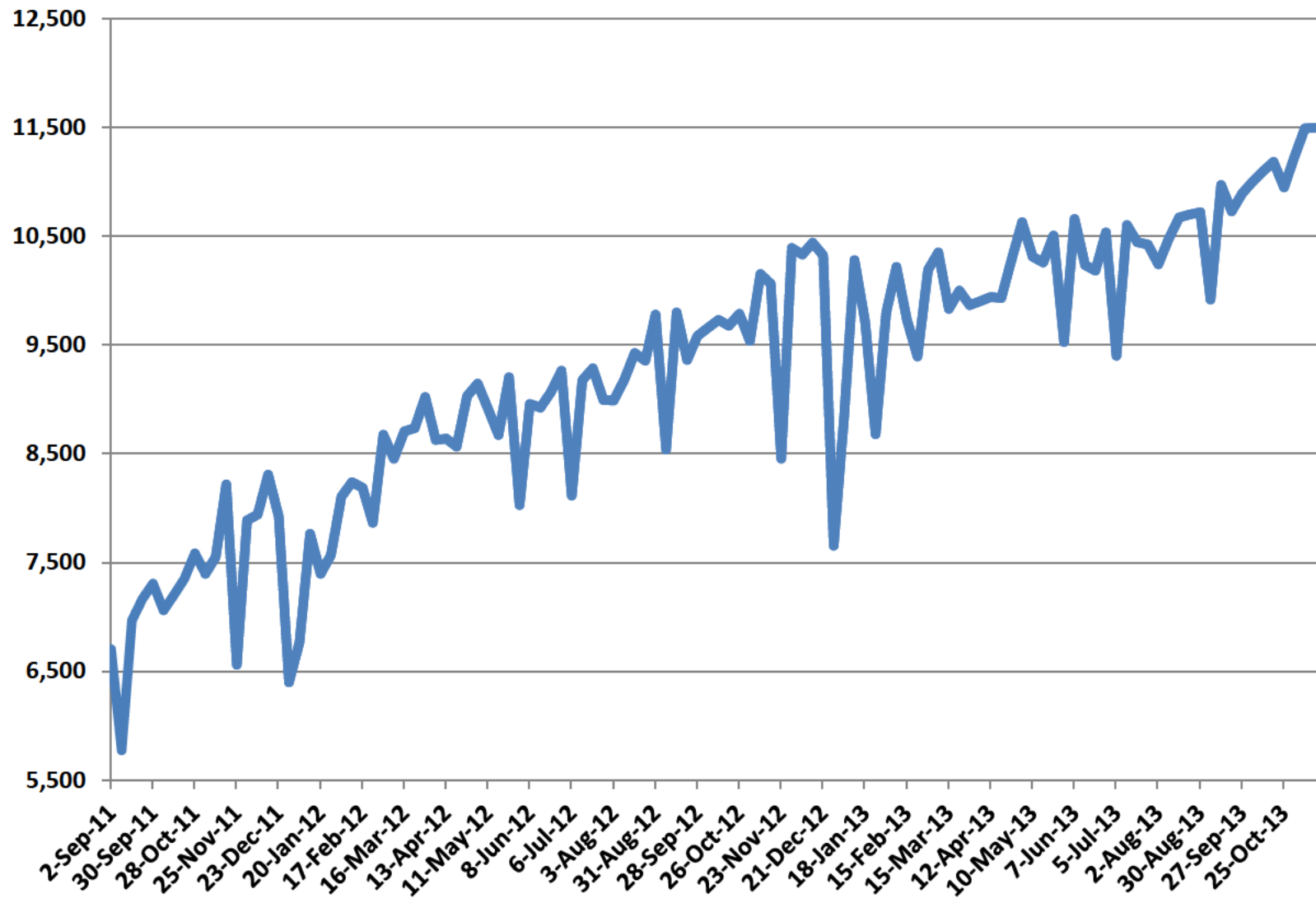
(Source: IMS National Prescription Audit; includes both branded and generic opioids)



Butrans Weekly Rx Graph (Source: IMS National Prescription Audit)



Detailed Butrans Weekly Rx's (Source: IMS National Prescription Audit)



CASH AND SHORT TERM INVESTMENTS

At the end of November, unrestricted cash and short term investments totaled \$891 million --- which is \$73 million higher than forecast. This temporary higher-than-forecast cash balance is due to timing of payments. Actual cash payments during the month included third-quarter Butrans royalty to LTS of \$1.5 million, third-quarter OxyContin royalty to AbbVie of \$9.4 million, [Redacted], and \$7.3 million of ex-USA funding (Brazil, Hong Kong, and Singapore).

Regards,
Ed

**Purdue U.S.
Sales Flash Report
November 2013**

Page Number

2	Sales Summary Gross to Net
3	Net Sales by Product
4	Sales Variance to Budget
5	Trade Inventory
6	Sales by Month
7	IMS Reported Demand by Month

Purdue US Sales Summary Gross to Net

Expressed in 000's

	November					Variance 2013 YTD Actual Vs.			Full Year					
	Actual	2013 YTD Actual	2013 YTD Budget	2013 Mid Year Update	2012 YTD Actual	2013 YTD Budget	2013 Mid Year Update	2012 YTD Actual	2013 Budget	2013 Mid Year Update	2012 Actual	2011 Actual	2010 Actual	2009 Actual
10mg	\$ 12,313	\$ 131,342	\$ 144,029	\$ 129,945	\$ 137,876	\$ (12,686)	\$ 1,397	\$ (6,534)	\$ 156,987	\$ 142,460	\$ 152,741	\$ 146,784	\$ 121,344	\$ 133,629
15mg	3,568	35,398	34,690	32,574	30,251	708	2,824	5,147	37,814	35,840	33,992	27,136	23,620	16,548
20mg	29,247	332,942	385,268	345,262	362,373	(52,326)	(12,320)	(29,431)	419,948	377,709	402,472	404,149	361,266	369,289
30mg	18,476	195,440	217,806	195,279	185,890	(22,366)	161	9,550	237,429	214,549	205,335	171,730	161,048	114,431
40mg	42,379	487,173	570,917	509,369	557,622	(83,745)	(22,197)	(70,449)	622,343	555,777	618,704	633,738	682,972	708,279
60mg	28,328	303,879	356,679	308,798	306,591	(52,800)	(4,918)	(2,712)	388,817	338,266	340,746	300,721	315,742	226,251
80mg	68,396	807,900	966,084	816,532	926,754	(158,184)	(8,632)	(118,854)	1,053,126	888,508	1,023,075	1,096,778	1,331,784	1,320,222
160mg	-	-	-	-	-	-	-	-	-	-	-	(17)	-	-
OxyContin	202,707	2,294,075	2,675,473	2,337,758	2,507,358	(381,399)	(43,684)	(213,283)	2,916,463	2,553,108	2,777,064	2,781,018	2,997,775	2,888,649
Butrans	13,348	130,479	144,769	144,769	99,547	(14,290)	(14,290)	30,932	160,025	160,025	112,887	73,531	-	-
Intermezzo	(523)	7,519	51,236	13,022	15,138	(43,716)	(5,503)	(7,619)	57,622	13,892	16,556	-	-	-
Dilaudid Ampules	243	2,862	4,007	4,007	7,873	(1,145)	(1,145)	(5,011)	4,328	4,328	8,272	6,044	10,209	5,444
Dilaudid Vials	2	769	739	739	1,215	30	30	(447)	797	797	1,306	1,302	6,638	2,417
Dilaudid Tablets	728	9,188	10,862	10,862	12,722	(1,673)	(1,673)	(3,534)	11,856	11,856	14,191	17,495	18,234	24,977
Dilaudid	973	12,819	15,607	15,607	21,810	(2,789)	(2,789)	(8,991)	16,981	16,981	23,769	24,842	35,081	32,838
MS Contin	834	10,724	10,689	10,689	11,638	36	36	(914)	11,642	11,642	12,974	13,339	15,101	16,860
Ryzolt	(81)	(1,375)	-	-	(6,913)	(1,375)	(1,375)	5,538	-	-	(6,924)	11,168	16,510	10,842
Betadine First Aid	326	3,803	3,692	3,692	3,772	111	111	31	4,027	4,027	4,118	4,164	4,249	3,858
Betadine Hospital	378	4,344	4,036	4,036	4,268	308	308	76	4,401	4,401	4,653	4,412	4,196	3,864
Betadine Veterinary	56	849	760	760	809	89	89	40	830	830	850	793	765	729
Betadine	760	8,996	8,487	8,487	8,849	508	508	147	9,258	9,258	9,621	9,369	9,210	8,451
Betasept	191	2,015	1,721	1,721	1,773	294	294	242	1,878	1,878	1,971	1,753	1,715	1,500
Colace	2,211	22,894	23,529	23,529	23,118	(635)	(635)	(224)	25,669	25,669	25,891	23,729	22,250	22,889
Peri-Colace	387	3,931	4,315	4,315	4,023	(384)	(384)	(92)	4,708	4,708	4,403	3,968	3,637	3,058
Colace / Peri-Colace	2,598	26,825	27,845	27,845	27,141	(1,020)	(1,020)	(316)	30,377	30,377	30,294	27,697	25,887	25,947
Senokot	793	9,059	8,491	8,491	8,998	568	568	61	9,263	9,263	10,000	10,428	9,894	7,272
Senokot - S	954	10,565	8,843	8,843	10,128	1,722	1,722	437	9,648	9,648	11,220	13,010	12,360	11,357
Senokot	1,747	19,624	17,334	17,334	19,126	2,290	2,290	498	18,911	18,911	21,220	23,437	22,253	18,629
Slow-Mag	484	5,550	4,868	4,868	5,092	682	682	458	5,316	5,316	5,554	5,352	4,585	4,703
Discontinued Products	(0)	(8)	-	-	(79)	(8)	(8)	71	-	-	(81)	(344)	(243)	3,725
Gross Branded Sales	\$ 223,037	\$ 2,517,243	\$ 2,958,029	\$ 2,582,101	\$ 2,710,482	\$ (440,786)	\$ (64,858)	\$ (193,239)	\$ 3,228,472	\$ 2,821,387	\$ 3,004,905	\$ 2,971,161	\$ 3,127,873	\$ 3,012,143
Fee-for-Service	\$ (4,978)	\$ (50,639)	\$ (59,874)	\$ (53,092)	\$ (69,303)	\$ 9,235	\$ 2,453	\$ 18,664	\$ (65,338)	\$ (57,957)	\$ (69,313)	\$ (74,507)	\$ (79,237)	\$ (76,215)
Disc. & Allowances	(5,251)	(51,664)	(63,184)	(53,387)	(49,830)	11,519	1,723	(1,834)	(88,198)	(54,066)	(67,018)	(49,328)	(61,312)	(60,921)
Ryzolt Returns Reserve	81	1,375	-	-	7,150	1,375	1,375	(5,776)	-	-	7,167	161	-	-
Intermezzo Returns Reserve	1,548	5,909	-	-	(8,700)	5,909	5,909	14,609	-	-	(8,981)	-	-	-
OxyContin Returns Reserve	-	-	-	-	(36,522)	-	-	36,522	-	-	(65,199)	(7,055)	12,519	5,359
Savings Card Discount	(3,472)	(40,133)	(31,504)	(38,056)	(22,673)	(8,629)	(2,077)	(17,460)	(34,537)	(41,334)	(25,104)	(15,572)	(15,691)	(17,131)
Rebates	(41,740)	(457,023)	(509,041)	(446,990)	(489,369)	52,018	(10,033)	32,346	(554,896)	(488,582)	(517,605)	(545,891)	(621,633)	(455,092)
Proposed regulation adj for Medicaid rebat	(4,515)	(54,789)	(70,553)	(68,290)	(57,347)	15,764	13,501	2,558	(76,805)	(73,892)	(60,383)	(68,854)	(40,041)	-
Other	403	4,425	1,513	1,513	2,649	2,912	2,912	1,776	1,651	1,651	2,455	12,380	27,611	-
Less: Deductions Subtotal	\$ (57,924)	\$ (642,540)	\$ (732,642)	\$ (658,302)	\$ (723,944)	\$ 90,102	\$ 15,762	\$ 81,404	\$ (818,123)	\$ (714,179)	\$ (803,982)	\$ (748,667)	\$ (777,784)	\$ (604,000)
Net Branded Sales	\$ 165,114	\$ 1,874,703	\$ 2,225,387	\$ 1,923,799	\$ 1,986,538	\$ (350,684)	\$ (49,096)	\$ (111,835)	\$ 2,410,348	\$ 2,107,208	\$ 2,200,922	\$ 2,222,495	\$ 2,350,089	\$ 2,408,143

Percent deductions gross to net

26.0%	25.5%	24.8%	25.5%	26.7%	0.76%	0.03%	-1.21%	25.3%	25.3%	26.8%	25.2%	24.9%	20.1%
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Sales Summary by Product - Gross to Net

Expressed in 000's

	November Year-to-Date								Variance 2013 YTD Actual Vs.						Full Year					
	2013 YTD Actual	% of Gross Sales	2013 YTD Budget	% of Gross Sales	2013 YTD Mid Year Forecast	% of Gross Sales	2012 YTD Actual	% of Gross Sales	2013 YTD Budget	% of Gross Sales	2013 Mid Year Forecast	% of Gross Sales	2012 YTD Actual	% of Gross Sales	2013 Budget	% of Gross Sales	2013 Mid Year Forecast	% of Gross Sales	2012 Actual	% of Gross Sales
OxyContin																				
Gross Sales	\$ 2,294,075	100%	\$ 2,675,473	100%	\$ 2,337,758	100%	\$ 2,507,358	100%	\$ (381,399)	100%	\$ (43,684)	100%	\$ (213,283)	100%	\$ 2,916,463	100%	\$ 2,553,108	100%	\$ 2,777,064	100%
Fee for Service	(47,102)	-2.1%	(54,948)	-2.1%	(48,947)	-2.1%	(65,279)	-2.6%	7,846	-2.1%	1,845	-4.2%	18,177	-8.5%	(59,887)	-2.1%	(53,399)	-2.1%	(65,877)	-2.4%
Sales Discounts and Allowances	(47,256)	-2.1%	(56,852)	-2.1%	(48,470)	-2.1%	(81,874)	-3.3%	9,596	-2.5%	1,214	-2.8%	34,618	-16.2%	(72,658)	-2.5%	(44,826)	-1.8%	(116,425)	-4.2%
Savings Cards Discounts	(31,591)	-1.4%	(20,923)	-0.8%	(29,129)	-1.2%	(16,648)	-0.7%	(10,668)	2.8%	(2,462)	5.6%	(14,944)	7.0%	(22,813)	-0.8%	(31,522)	-1.2%	(18,330)	-0.7%
Rebates	(443,298)	-19.3%	(492,866)	-18.4%	(431,505)	-18.5%	(480,284)	-19.2%	49,568	-13%	(11,793)	27%	36,986	-17.3%	(536,654)	-18.4%	(471,555)	-18.5%	(509,597)	-18.4%
Proposed Regulation Adjustment for Medicaid Rebates	(54,789)	-2.4%	(70,553)	-2.6%	(68,290)	-2.9%	(57,347)	-2.3%	15,764	-4.1%	13,501	-30.9%	2,558	-1.2%	(76,805)	-2.6%	(73,892)	-2.9%	(60,383)	-2.2%
OxyContin Net Sales	1,670,038	73%	1,979,331	74%	1,711,417	73%	1,805,928	67%	(309,292)	81%	(41,379)	95%	(135,889)	64%	2,147,645	74%	1,877,914	74%	2,006,453	72%
Butrans																				
Gross Sales	\$ 130,479	100%	\$ 144,769	100%	\$ 144,769	100%	\$ 99,547	100%	\$ (14,290)	100%	\$ (14,290)	100%	\$ 30,932	100%	\$ 160,025	100%	\$ 160,025	100%	\$ 112,887	100%
Fee for Service	(2,752)	-2.1%	(3,105)	-2.1%	(3,122)	-2.2%	(2,720)	-2.7%	353	-2.5%	370	-2.6%	(32)	-0.1%	(3,432)	-2.1%	(3,448)	-2.2%	(2,693)	-2.4%
Sales Discounts and Allowances	(2,607)	-2.0%	(3,307)	-2.3%	(3,090)	-2.1%	(1,917)	-1.9%	700	-4.9%	483	-3.4%	(690)	-2.2%	(6,826)	-4.3%	(6,609)	-4.1%	(13,725)	-12.2%
Savings Cards Discounts	(7,345)	-5.6%	(7,779)	-5.4%	(7,602)	-5.3%	(5,591)	-5.6%	434	-3.0%	256	-1.8%	(1,754)	-5.7%	(8,573)	-5.4%	(8,392)	-5.2%	(6,198)	-5.5%
Rebates	(11,550)	-8.9%	(12,968)	-9.0%	(12,981)	-9.0%	(6,537)	-6.6%	1,418	-9.9%	1,431	-10.0%	(5,013)	-16.2%	(14,336)	-9.0%	(14,326)	-9.0%	(6,139)	-5.4%
Butrans Net Sales	106,225	81%	117,611	81%	117,975	81%	82,781	83%	(11,386)	80%	(11,750)	82%	23,444	76%	126,858	79%	127,250	80%	84,131	75%
Intermezzo																				
Gross Sales	\$ 7,519	100%	\$ 51,236	100%	\$ 13,022	100%	\$ 15,138	100%	\$ (43,716)	100%	\$ (5,503)	100%	\$ (7,619)	100%	\$ 57,622	100%	\$ 13,892	100%	\$ 16,556	100%
Fee for Service	(254)	-3.4%	(1,020)	-2.0%	(259)	-2.0%	(387)	-2.6%	765	-1.8%	5	-0.1%	133	-1.7%	(1,147)	-2.0%	(276)	-2.0%	(352)	-2.1%
Sales Discounts and Allowances	5,894	78.4%	(1,025)	-2.0%	(93)	-0.7%	(9,651)	-63.8%	6,919	-15.8%	5,987	-108.8%	15,545	-204.0%	(6,915)	-12.0%	(1,096)	-7.9%	(9,908)	-59.8%
Savings Cards Discounts	(1,196)	-15.9%	(2,802)	-5.5%	(1,325)	-10.2%	(434)	-2.9%	1,605	-3.7%	129	-2.3%	(762)	10.0%	(3,150)	-5.5%	(1,421)	-10.2%	(576)	-3.5%
Rebates	(553)	-7.4%	(1,795)	-3.5%	(701)	-5.4%	(409)	-2.7%	1,242	-2.8%	148	-2.7%	(144)	1.9%	(2,364)	-4.1%	(729)	-5.2%	(138)	-0.8%
Intermezzo Net Sales	11,410	152%	44,595	87%	10,644	82%	4,258	28%	(33,185)	76%	766	-14%	7,152	-94%	44,046	76%	10,371	75%	5,582	34%
Total for All Products																				
Gross Sales	\$ 2,517,243	100%	\$ 2,958,029	100%	\$ 2,582,101	100%	\$ 2,710,482	100%	\$ (440,786)	100%	\$ (64,858)	100%	\$ (193,239)	100%	\$ 3,228,472	100%	\$ 2,821,387	100%	\$ 3,004,905	100%
Fee for Service	(50,639)	-2.0%	(59,874)	-2.0%	(53,092)	-2.1%	(69,303)	-2.6%	9,235	-2.1%	2,453	-3.8%	18,664	-9.7%	(65,338)	-2.0%	(57,957)	-2.1%	(69,313)	-2.3%
Sales Discounts and Allowances	(44,381)	-1.8%	(63,184)	-2.1%	(53,387)	-2.1%	(87,902)	-3.2%	18,803	-4.3%	9,006	-13.9%	43,521	-22.5%	(88,198)	-2.7%	(54,066)	-1.9%	(134,031)	-4.5%
Savings Cards Discounts	(40,133)	-1.6%	(31,504)	-1.1%	(38,056)	-1.5%	(22,673)	-0.8%	(8,629)	2.0%	(2,077)	3.2%	(17,460)	9.0%	(34,537)	-1.1%	(41,334)	-1.5%	(25,104)	-0.8%
Rebates	(457,023)	-18.2%	(509,041)	-17.2%	(446,990)	-17.3%	(489,369)	-18.1%	52,018	-11.8%	(10,033)	15.5%	32,346	-16.7%	(554,896)	-17.2%	(488,582)	-17.3%	(517,606)	-17.2%
Proposed Regulation Adjustment for Medicaid Rebates	(54,789)	-2.2%	(70,553)	-2.4%	(68,290)	-2.6%	(57,347)	-2.1%	15,764	-3.6%	13,501	-20.8%	2,558	-1.3%	(76,805)	-2.4%	(73,892)	-2.6%	(60,383)	-2.0%
Other	4,425	0.2%	1,513	0.1%	1,513	0.1%	2,649	0.1%	2,912	-0.7%	2,912	-4.5%	1,776	-0.9%	1,651	0.1%	1,651	0.1%	2,455	0.1%
Total Net Sales	\$ 1,874,703	74%	\$ 2,225,387	75%	\$ 1,923,799	75%	\$ 1,986,538	73%	\$ (350,684)	80%	\$ (49,096)	76%	\$ (111,834)	58%	\$ 2,410,348	75%	\$ 2,107,208	75%	\$ 2,200,922	73%

Sales Variance to Forecast

(\$ in millions)

Gross Sales

• Impact of trade inventories higher than Forecast. (1)	\$ 53.6	
• Lower demand versus Forecast. (1) (2)	(97.3)	
Lower OxyContin Sales.		(43.7)
• Butrans sales due to lower trade inventory and demand.		(14.3)
• Intermezzo due to returns.		(5.5)
• All Other.		(1.4)

Sub-Total Gross Sales Variance (64.9)

Deductions

• Lower variable deductions due to lower Sales.	15.8
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Net Branded Sales Variance to Forecast

\$ (49.1)

- (1) Each of these factors is based on estimates provided by IMS for demand and customer self reporting.
- (2) Due to reported IMS demand net of VCBs and returns higher than forecast by \$5.6 million offset by IMS data error of \$102.9 million.

Trade Inventory Summary

Highlights

OxyContin trade inventory contraction is below MY Update by \$54 million.

Butrans trade inventory growth is lower than MY Update likely driven by YTD demand.

	Inventory Value (\$000's)				Months on Hand		
	YTD November 2013			FY 2013	Nov-13		
	Actual	MY Update	Variance	MY Update	Actual	MY Update	Variance
<u>OxyContin</u>							
Total Trade Inventory - January 1st, 2013 (3)	\$ 493,611	\$ 539,959	\$ (46,348)	\$ 539,959	2.1	2.0	0.1
Wholesaler - Ending (1)	189,679	224,457	(34,778)	250,000	0.9	1.0	(0.2)
Pharmacy - Ending (2)	224,533	181,974	42,559	154,000	1.0	0.8	0.2
Hospital/Other - Ending	3,873	4,396	(524)	4,396	0.0	0.0	(0.0)
Total Trade Inventory - November 30th, 2013	\$ 418,085	\$ 410,827	\$ 7,258	\$ 408,396	1.9	1.9	0.0
Change in Trade Inventory	\$ (75,526)	\$ (129,132)	\$ 53,606	\$ (131,563)	0.2	0.2	0.0
<u>Butrans</u>							
Total Trade Inventory - January 1st, 2013	\$ 21,102	\$ 21,102	\$ -	\$ 21,102	2.1	1.9	0.2
Wholesaler - Ending (1)	10,918	12,052	(1,134)	12,052	0.9	1.0	(0.1)
Pharmacy - Ending (2)	8,376	15,768	(7,391)	17,157	0.7	1.3	(0.6)
Hospital/Other - Ending	198	277	(80)	267	0.0	0.0	(0.0)
Total Trade Inventory - November 30th, 2013	\$ 19,492	\$ 28,097	\$ (8,605)	\$ 29,476	1.5	2.3	(0.8)
Change in Trade Inventory	\$ (1,609)	\$ 6,996	\$ (8,605)	\$ 8,375	0.5	(0.5)	1.0
<u>Intermezzo</u>							
Total Trade Inventory - January 1st, 2013	\$ 10,008	\$ 10,008	\$ -	\$ 10,008	N/A	N/A	N/A
Wholesaler - Ending (1)	1,145	3,194	(2,049)	3,194	N/A	N/A	N/A
Pharmacy - Ending (2)	4,425	6,452	(2,027)	6,452	N/A	N/A	N/A
Hospital/Other - Ending	-	-	-	-	N/A	N/A	N/A
Total Trade Inventory - November 30th, 2013	\$ 5,570	\$ 9,646	\$ (4,076)	\$ 9,646	N/A	N/A	N/A
Change in Trade Inventory	\$ (4,438)	\$ (362)	\$ (4,076)	\$ (362)	N/A	N/A	N/A

Footnotes

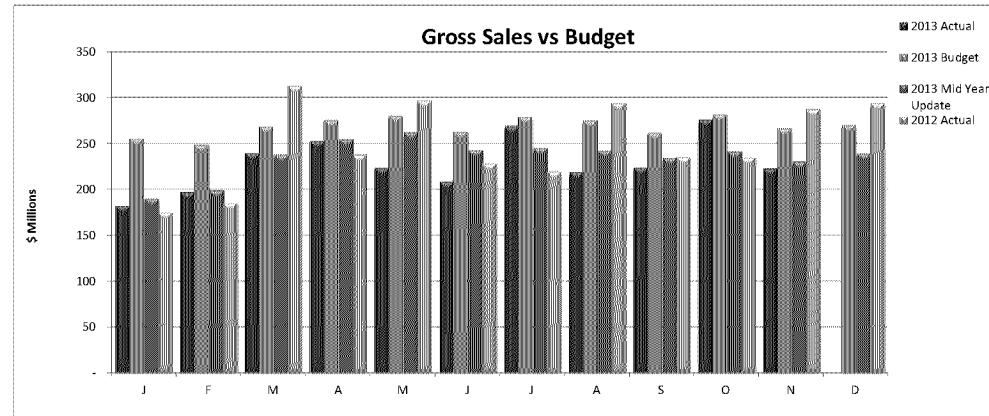
(1) - **Wholesaler** - Includes inventory held by the wholesaler derived from the Value Centric system.

(2) - **Pharmacy** - assumes the pharmacies maintain stocking levels.

(3) - **Opening Inventory** - consists of wholesaler (\$273 million), pharmacy (\$216 million), and other (\$5 million). Subsequent to the year end close, Purdue developed a confirmation process that provided a better estimation of pharmacy inventory.

Gross Sales by Month

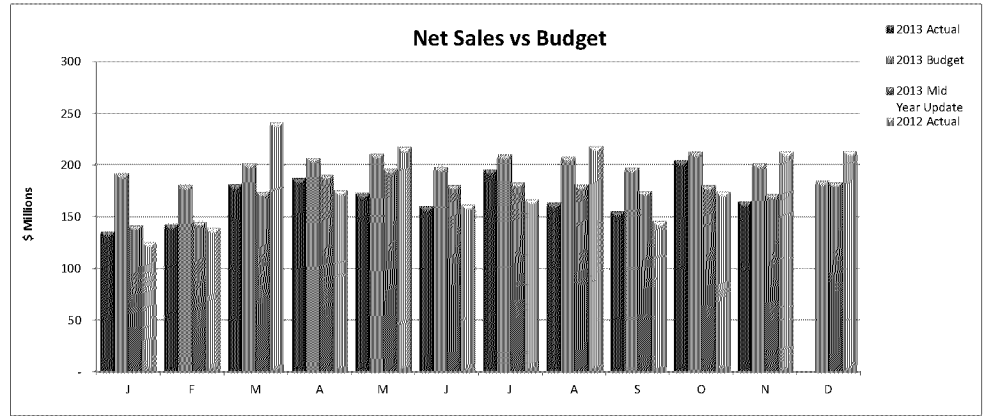
(\$ Millions)	2013		2013 Mid Year Update	2012	2011	Monthly		
	Actual	Budget				2013 % Budget	2013 % of 2012	2013 % of 2011
January	\$ 182.5	\$ 255.7	\$ 190.1	\$ 175.4	\$ 215.8	71.4%	104.0%	84.5%
February	197.6	248.9	199.3	185.4	198.5	79.4%	106.6%	99.6%
March	239.9	268.8	237.9	313.2	310.9	89.3%	76.6%	77.2%
Q1	620.0	773.4	627.3	674.0	725.2	80.2%	85.5%	89.4%
April	252.9	275.8	254.8	238.2	260.8	91.7%	106.2%	97.0%
May	223.7	280.5	262.4	297.3	212.9	79.7%	75.3%	105.1%
June	208.8	263.1	242.9	228.4	288.5	79.4%	91.4%	72.4%
Q2	685.4	819.4	760.1	764.0	762.2	83.6%	89.9%	85.5%
July	269.1	279.3	245.3	219.7	209.5	96.3%	122.5%	128.4%
August	219.5	275.2	242.7	294.3	242.7	79.7%	74.6%	90.4%
September	224.0	261.9	234.7	235.5	274.1	85.5%	95.1%	81.7%
Q3	712.5	816.4	722.7	749.6	726.3	87.3%	98.1%	77.9%
October	276.3	282.0	241.4	235.2	221.8	98.0%	117.5%	124.6%
November	223.0	266.8	230.5	287.7	238.8	83.6%	77.5%	93.4%
December		270.4	239.3	294.4	296.8			
Q4	-	819.3	711.2	817.3	757.4			
Total	\$ 2,517.2	\$ 3,228.5	\$ 2,821.4	\$ 3,004.9	\$ 2,971.2	78.0%	84.7%	80.5%
YTD Cumulative	\$ 2,517.2	\$ 2,958.0	\$ 2,582.1	\$ 2,710.5	\$ 2,674.4	85.1%	94.1%	96.7%



Note: The above net sales includes the impact of the proposed final rule for Medicaid rebates.

Net Sales by Month

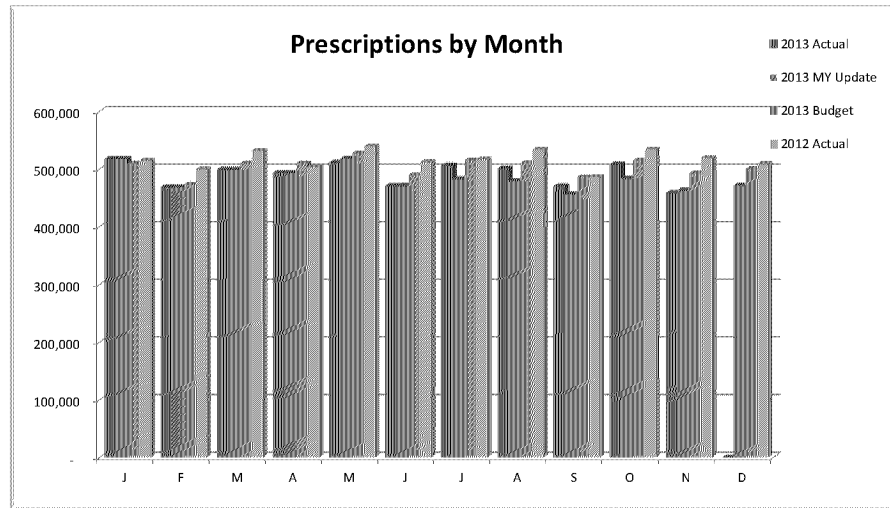
(\$ Millions)	2013		2013 Mid Year Update	2012	2011	Monthly		
	Actual	Budget				2013 % Budget	2013 % of 2012	2013 % of 2011
January	\$ 136.2	\$ 192.4	\$ 141.9	\$ 126.2	\$ 163.2	70.8%	108.0%	83.4%
February	143.3	181.3	145.7	140.0	154.4	79.0%	102.4%	92.8%
March	181.9	202.1	174.5	241.9	238.3	90.0%	75.2%	76.4%
Q1	461.4	575.8	462.2	508.0	555.8	80.1%	83.0%	85.5%
April	187.7	207.5	190.9	176.2	197.1	90.5%	106.5%	95.2%
May	173.2	211.2	196.5	218.2	172.9	82.0%	79.4%	100.1%
June	160.6	198.9	181.2	162.4	216.9	80.7%	98.9%	74.0%
Q2	521.5	617.6	568.6	556.8	587.0	84.4%	88.8%	82.9%
July	196.4	210.6	183.5	167.5	168.4	93.2%	117.2%	116.6%
August	163.7	208.2	181.3	218.8	185.1	78.6%	74.8%	88.4%
September	155.9	197.8	175.2	146.7	193.2	78.8%	106.3%	80.7%
Q3	516.0	616.7	539.9	533.0	546.7	83.7%	94.4%	76.4%
October	205.1	213.3	180.7	174.9	158.4	96.1%	117.2%	129.5%
November	165.1	202.0	172.3	213.8	181.3	81.8%	77.2%	91.1%
December		185.0	183.4	214.4	193.3			
Q4	-	600.2	536.4	603.1	533.0			
Total	\$ 1,869.1	\$ 2,410.3	\$ 2,107.2	\$ 2,200.9	\$ 2,222.5	77.5%	84.1%	80.5%
YTD Cumulative	\$ 1,869.1	\$ 2,225.4	\$ 1,923.8	\$ 1,986.5	\$ 2,029.2	84.0%	92.1%	85.1%



Prescriptions by Month *

	2013 Actual	2013 Budget	2013 MY Update	2012 Actual	2011 Actual	2013 % of:		
						MY Update	2012	2011
January	517,356	509,358	517,474	514,798	552,000	100.0%	100.5%	93.7%
February	468,657	473,183	468,599	499,576	520,261	100.0%	93.8%	90.1%
March	499,153	509,663	499,040	531,912	591,337	100.0%	93.8%	84.4%
Q1	1,485,166	1,492,204	1,485,113	1,546,286	1,663,598	100.0%	96.0%	89.3%
April	493,220	509,754	493,181	503,504	541,903	100.0%	98.0%	91.0%
May	511,052	527,311	518,427	539,226	548,639	98.6%	94.8%	93.1%
June	470,774	489,476	470,903	511,712	551,377	100.0%	92.0%	85.4%
Q2	1,475,046	1,526,541	1,482,511	1,554,442	1,641,919	99.5%	94.9%	89.8%
July	506,127	514,923	482,722	516,379	525,554	104.8%	98.0%	96.3%
August	500,794	510,550	479,300	533,434	550,311	104.5%	93.9%	91.0%
September	470,586	485,785	456,698	486,395	528,464	103.0%	96.7%	89.0%
Q3	1,477,507	1,511,258	1,418,720	1,536,208	1,604,329	97.8%	96.2%	92.1%
October	508,023	514,706	483,589	533,807	517,385	105.1%	95.2%	98.2%
November	458,691	492,507	463,517	519,237	523,745	99.0%	88.3%	87.6%
December	-	500,017	471,437	508,694	530,903			
Q4	966,714	1,507,230	1,418,542	1,561,738	1,572,033	68.1%	61.9%	61.5%
Total	5,404,433	6,037,233	5,804,886	6,198,674	6,481,879	93.1%	87.2%	83.4%
YTD Cumulative	5,404,433	5,537,216	5,333,449	5,689,980	5,950,976	101.3%	95.0%	90.8%

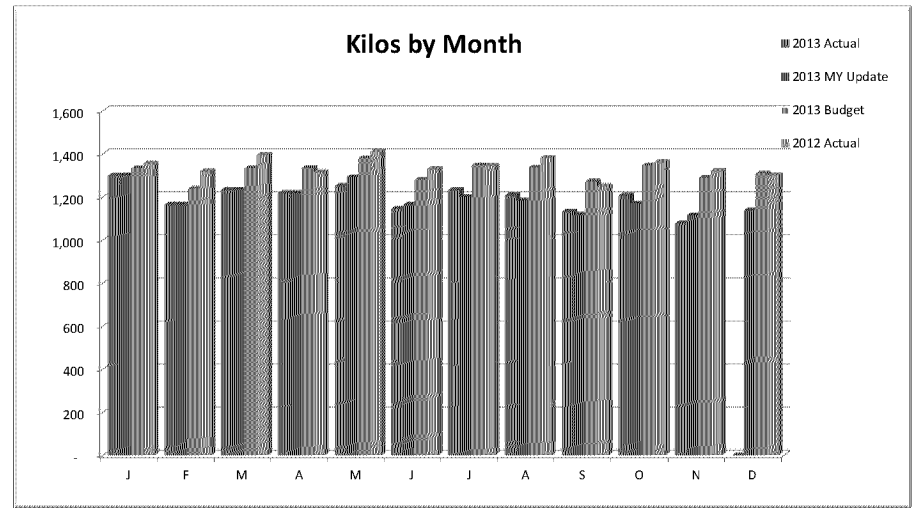
* Represents total prescription demand (does not include tablet demand not covered by an Rx in an institutional setting).



Kilos by Month *

	2013 Actual	2013 Budget	2013 MY Update	2012 Actual	2011 Actual	2013 % of:		
						MY Update	2012	2011
January	1,299	1,333	1,300	1,355	1,488	99.9%	95.9%	87.3%
February	1,164	1,238	1,164	1,319	1,409	100.0%	88.3%	82.6%
March	1,234	1,334	1,233	1,395	1,601	100.0%	88.4%	77.1%
Q1	3,697	3,906	3,698	4,069	4,498	100.0%	90.9%	82.2%
April	1,218	1,334	1,218	1,315	1,452	100.0%	92.7%	83.9%
May	1,252	1,380	1,292	1,410	1,469	96.9%	88.8%	85.2%
June	1,146	1,281	1,164	1,329	1,483	98.4%	86.2%	77.3%
Q2	3,616	3,995	3,674	4,054	4,404	98.4%	89.2%	82.1%
July	1,232	1,348	1,199	1,345	1,408	102.8%	91.6%	87.5%
August	1,208	1,336	1,183	1,382	1,471	102.1%	87.4%	82.1%
September	1,132	1,271	1,117	1,250	1,416	101.3%	90.5%	79.9%
Q3	3,572	3,955	3,499	3,977	4,295	102.1%	89.8%	83.2%
October	1,207	1,347	1,169	1,361	1,372	103.2%	88.7%	87.9%
November	1,078	1,289	1,115	1,321	1,390	96.6%	81.6%	77.5%
December	-	1,309	1,137	1,301	1,407			
Q4	2,285	3,945	3,422	3,983	4,169	66.8%	57.4%	54.8%
Total	13,169	15,801	14,293	16,083	17,366	92.1%	81.9%	75.8%
YTD Cumulative	13,169	14,493	13,156	14,782	15,959	100.1%	89.1%	82.5%

* Represents KG equivalent of total prescription demand (does not include tablet demand not covered by an Rx in an institutional setting).



To: Boer, Peter [REDACTED] Lewent,
Judy [REDACTED] Pickett,
Cecil [REDACTED]
[REDACTED] Costa, Paulo [REDACTED]
[REDACTED] Snyderman,
Ralph [REDACTED]
[REDACTED] Sackler, Dr Kathe [REDACTED]
[REDACTED] Sackler, Mortimer D.A. [REDACTED]
[REDACTED] Sackler, Jonathan [REDACTED]
[REDACTED] Sackler Lefcourt, Ilene [REDACTED]
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[REDACTED] Sackler, David [REDACTED]
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[REDACTED] Baumgartner,
Todd [REDACTED]
Cc: Rosen, Burt [REDACTED] owne,
Jon [REDACTED]
[REDACTED]
[REDACTED]

From: Mahony, Edward
Sent: Tue 12/3/2013 11:21:29 AM
Subject: November Flash Report
[Sales Flash Report Package.pdf](#)

Colleagues – The following is the Purdue Financial Flash Report.

NET SALES

Full Year 2013

At the November Board meeting, Purdue presented an updated 2013 net sales forecast of \$1.987 billion, as compared to the mid-year update of \$2.107 billion and the budget of \$2.410 billion. These lower sales results are due primarily to lower OxyContin sales, for the reasons previously reported. We expect full year sales to be in line or slightly in excess of the November update provided.

November Year-To-Date

For the eleven months ending November 2013 net sales were \$1,874.7 million, so December net sales need to total \$112.3 million in order to reach the latest forecast of \$1.987 billion presented at the November Board meeting – the latest forecast estimated December net sales of \$168.5 million.

PRE-TAX PROFIT

Full Year 2013

At the November Board meeting, Purdue presented an updated 2013 pre-tax profit forecast of \$847 million as compared to the mid-year update of \$916 million and the budget of \$1,035 million. We expect pre-tax profit to be in line or slightly in excess of the November forecast.

CASH AND SHORT TERM INVESTMENTS

At the end of November, unrestricted cash and short term investments totaled \$891 million --- which is \$73 million higher than forecast. This temporary higher-than-forecast cash balance is due to timing of payments. Actual cash payments during the month included third-quarter Butrans royalty to LTS of \$1.5 million, third-quarter OxyContin royalty to AbbVie of \$9.4 million, Redacted, and \$7.3 million of ex-USA funding (Brazil, Hong Kong, and Singapore).

Regards,
Ed

**Purdue U.S.
Sales Flash Report
November 2013**

Page Number

2	Sales Summary Gross to Net
3	Net Sales by Product
4	Sales Variance to Budget
5	Trade Inventory
6	Sales by Month
7	IMS Reported Demand by Month

Purdue US Sales Summary Gross to Net

Expressed in 000's

	November					Variance 2013 YTD Actual Vs.			Full Year					
	Actual	2013 YTD Actual	2013 YTD Budget	2013 Mid Year Update	2012 YTD Actual	2013 YTD Budget	2013 Mid Year Update	2012 YTD Actual	2013 Budget	2013 Mid Year Update	2012 Actual	2011 Actual	2010 Actual	2009 Actual
10mg	\$ 12,313	\$ 131,342	\$ 144,029	\$ 129,945	\$ 137,876	\$ (12,686)	\$ 1,397	\$ (6,534)	\$ 156,987	\$ 142,460	\$ 152,741	\$ 146,784	\$ 121,344	\$ 133,629
15mg	3,568	35,398	34,690	32,574	30,251	708	2,824	5,147	37,814	35,840	33,992	27,136	23,620	16,548
20mg	29,247	332,942	385,268	345,262	362,373	(52,326)	(12,320)	(29,431)	419,948	377,709	402,472	404,149	361,266	369,289
30mg	18,476	195,440	217,806	195,279	185,890	(22,366)	161	9,550	237,429	214,549	205,335	171,730	161,048	114,431
40mg	42,379	487,173	570,917	509,369	557,622	(83,745)	(22,197)	(70,449)	622,343	555,777	618,704	633,738	682,972	708,279
60mg	28,328	303,879	356,679	308,798	306,591	(52,800)	(4,918)	(2,712)	388,817	338,266	340,746	300,721	315,742	226,251
80mg	68,396	807,900	966,084	816,532	926,754	(158,184)	(8,632)	(118,854)	1,053,126	888,508	1,023,075	1,096,778	1,331,784	1,320,222
160mg	-	-	-	-	-	-	-	-	-	-	-	(17)	-	-
OxyContin	202,707	2,294,075	2,675,473	2,337,758	2,507,358	(381,399)	(43,684)	(213,283)	2,916,463	2,553,108	2,777,064	2,781,018	2,997,775	2,888,649
Butrans	13,348	130,479	144,769	144,769	99,547	(14,290)	(14,290)	30,932	160,025	160,025	112,887	73,531	-	-
Intermezzo	(523)	7,519	51,236	13,022	15,138	(43,716)	(5,503)	(7,619)	57,622	13,892	16,556	-	-	-
Dilaudid Ampules	243	2,862	4,007	4,007	7,873	(1,145)	(1,145)	(5,011)	4,328	4,328	8,272	6,044	10,209	5,444
Dilaudid Vials	2	769	739	739	1,215	30	30	(447)	797	797	1,306	1,302	6,638	2,417
Dilaudid Tablets	728	9,188	10,862	10,862	12,722	(1,673)	(1,673)	(3,534)	11,856	11,856	14,191	17,495	18,234	24,977
Dilaudid	973	12,819	15,607	15,607	21,810	(2,789)	(2,789)	(8,991)	16,981	16,981	23,769	24,842	35,081	32,838
MS Contin	834	10,724	10,689	10,689	11,638	36	36	(914)	11,642	11,642	12,974	13,339	15,101	16,860
Ryzolt	(81)	(1,375)	-	-	(6,913)	(1,375)	(1,375)	5,538	-	-	(6,924)	11,168	16,510	10,842
Betadine First Aid	326	3,803	3,692	3,692	3,772	111	111	31	4,027	4,027	4,118	4,164	4,249	3,858
Betadine Hospital	378	4,344	4,036	4,036	4,268	308	308	76	4,401	4,401	4,653	4,412	4,196	3,864
Betadine Veterinary	56	849	760	760	809	89	89	40	830	830	850	793	765	729
Betadine	760	8,996	8,487	8,487	8,849	508	508	147	9,258	9,258	9,621	9,369	9,210	8,451
Betasept	191	2,015	1,721	1,721	1,773	294	294	242	1,878	1,878	1,971	1,753	1,715	1,500
Colace	2,211	22,894	23,529	23,529	23,118	(635)	(635)	(224)	25,669	25,669	25,891	23,729	22,250	22,889
Peri-Colace	387	3,931	4,315	4,315	4,023	(384)	(384)	(92)	4,708	4,708	4,403	3,968	3,637	3,058
Colace / Peri-Colace	2,598	26,825	27,845	27,845	27,141	(1,020)	(1,020)	(316)	30,377	30,377	30,294	27,697	25,887	25,947
Senokot	793	9,059	8,491	8,491	8,998	568	568	61	9,263	9,263	10,000	10,428	9,894	7,272
Senokot - S	954	10,565	8,843	8,843	10,128	1,722	1,722	437	9,648	9,648	11,220	13,010	12,360	11,357
Senokot	1,747	19,624	17,334	17,334	19,126	2,290	2,290	498	18,911	18,911	21,220	23,437	22,253	18,629
Slow-Mag	484	5,550	4,868	4,868	5,092	682	682	458	5,316	5,316	5,554	5,352	4,585	4,703
Discontinued Products	(0)	(8)	-	-	(79)	(8)	(8)	71	-	-	(81)	(344)	(243)	3,725
Gross Branded Sales	\$ 223,037	\$ 2,517,243	\$ 2,958,029	\$ 2,582,101	\$ 2,710,482	\$ (440,786)	\$ (64,858)	\$ (193,239)	\$ 3,228,472	\$ 2,821,387	\$ 3,004,905	\$ 2,971,161	\$ 3,127,873	\$ 3,012,143
Fee-for-Service	\$ (4,978)	\$ (50,639)	\$ (59,874)	\$ (53,092)	\$ (69,303)	\$ 9,235	\$ 2,453	\$ 18,664	\$ (65,338)	\$ (57,957)	\$ (69,313)	\$ (74,507)	\$ (79,237)	\$ (76,215)
Disc. & Allowances	(5,251)	(51,664)	(63,184)	(53,387)	(49,830)	11,519	1,723	(1,834)	(88,198)	(54,066)	(67,018)	(49,328)	(61,312)	(60,921)
Ryzolt Returns Reserve	81	1,375	-	-	7,150	1,375	1,375	(5,776)	-	-	7,167	161	-	-
Intermezzo Returns Reserve	1,548	5,909	-	-	(8,700)	5,909	5,909	14,609	-	-	(8,981)	-	-	-
OxyContin Returns Reserve	-	-	-	-	(36,522)	-	-	36,522	-	-	(65,199)	(7,055)	12,519	5,359
Savings Card Discount	(3,472)	(40,133)	(31,504)	(38,056)	(22,673)	(8,629)	(2,077)	(17,460)	(34,537)	(41,334)	(25,104)	(15,572)	(15,691)	(17,131)
Rebates	(41,740)	(457,023)	(509,041)	(446,990)	(489,369)	52,018	(10,033)	32,346	(554,896)	(488,582)	(517,605)	(545,891)	(621,633)	(455,092)
Proposed regulation adj for Medicaid rebat	(4,515)	(54,789)	(70,553)	(68,290)	(57,347)	15,764	13,501	2,558	(76,805)	(73,892)	(60,383)	(68,854)	(40,041)	-
Other	403	4,425	1,513	1,513	2,649	2,912	2,912	1,776	1,651	1,651	2,455	12,380	27,611	-
Less: Deductions Subtotal	\$ (57,924)	\$ (642,540)	\$ (732,642)	\$ (658,302)	\$ (723,944)	\$ 90,102	\$ 15,762	\$ 81,404	\$ (818,123)	\$ (714,179)	\$ (803,982)	\$ (748,667)	\$ (777,784)	\$ (604,000)
Net Branded Sales	\$ 165,114	\$ 1,874,703	\$ 2,225,387	\$ 1,923,799	\$ 1,986,538	\$ (350,684)	\$ (49,096)	\$ (111,835)	\$ 2,410,348	\$ 2,107,208	\$ 2,200,922	\$ 2,222,495	\$ 2,350,089	\$ 2,408,143

Percent deductions gross to net

26.0%	25.5%	24.8%	25.5%	26.7%	0.76%	0.03%	-1.21%	25.3%	25.3%	26.8%	25.2%	24.9%	20.1%
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Sales Summary by Product - Gross to Net

Expressed in 000's

	November Year-to-Date								Variance 2013 YTD Actual Vs.						Full Year					
	2013 YTD Actual	% of Gross Sales	2013 YTD Budget	% of Gross Sales	2013 YTD Mid Year Forecast	% of Gross Sales	2012 YTD Actual	% of Gross Sales	2013 YTD Budget	% of Gross Sales	2013 Mid Year Forecast	% of Gross Sales	2012 YTD Actual	% of Gross Sales	2013 Budget	% of Gross Sales	2013 Mid Year Forecast	% of Gross Sales	2012 Actual	% of Gross Sales
OxyContin																				
Gross Sales	\$ 2,294,075	100%	\$ 2,675,473	100%	\$ 2,337,758	100%	\$ 2,507,358	100%	\$ (381,399)	100%	\$ (43,684)	100%	\$ (213,283)	100%	\$ 2,916,463	100%	\$ 2,553,108	100%	\$ 2,777,064	100%
Fee for Service	(47,102)	-2.1%	(54,948)	-2.1%	(48,947)	-2.1%	(65,279)	-2.6%	7,846	-2.1%	1,845	-4.2%	18,177	-8.5%	(59,887)	-2.1%	(53,399)	-2.1%	(65,877)	-2.4%
Sales Discounts and Allowances	(47,256)	-2.1%	(56,852)	-2.1%	(48,470)	-2.1%	(81,874)	-3.3%	9,596	-2.5%	1,214	-2.8%	34,618	-16.2%	(72,658)	-2.5%	(44,826)	-1.8%	(116,425)	-4.2%
Savings Cards Discounts	(31,591)	-1.4%	(20,923)	-0.8%	(29,129)	-1.2%	(16,648)	-0.7%	(10,668)	2.8%	(2,462)	5.6%	(14,944)	7.0%	(22,813)	-0.8%	(31,522)	-1.2%	(18,330)	-0.7%
Rebates	(443,298)	-19.3%	(492,866)	-18.4%	(431,505)	-18.5%	(480,284)	-19.2%	49,568	-13%	(11,793)	27%	36,986	-17.3%	(536,654)	-18.4%	(471,555)	-18.5%	(509,597)	-18.4%
Proposed Regulation Adjustment for Medicaid Rebates	(54,789)	-2.4%	(70,553)	-2.6%	(68,290)	-2.9%	(57,347)	-2.3%	15,764	-4.1%	13,501	-30.9%	2,558	-1.2%	(76,805)	-2.6%	(73,892)	-2.9%	(60,383)	-2.2%
OxyContin Net Sales	1,670,038	73%	1,979,331	74%	1,711,417	73%	1,805,928	67%	(309,292)	81%	(41,379)	95%	(135,889)	64%	2,147,645	74%	1,877,914	74%	2,006,453	72%
Butrans																				
Gross Sales	\$ 130,479	100%	\$ 144,769	100%	\$ 144,769	100%	\$ 99,547	100%	\$ (14,290)	100%	\$ (14,290)	100%	\$ 30,932	100%	\$ 160,025	100%	\$ 160,025	100%	\$ 112,887	100%
Fee for Service	(2,752)	-2.1%	(3,105)	-2.1%	(3,122)	-2.2%	(2,720)	-2.7%	353	-2.5%	370	-2.6%	(32)	-0.1%	(3,432)	-2.1%	(3,448)	-2.2%	(2,693)	-2.4%
Sales Discounts and Allowances	(2,607)	-2.0%	(3,307)	-2.3%	(3,090)	-2.1%	(1,917)	-1.9%	700	-4.9%	483	-3.4%	(690)	-2.2%	(6,826)	-4.3%	(6,609)	-4.1%	(13,725)	-12.2%
Savings Cards Discounts	(7,345)	-5.6%	(7,779)	-5.4%	(7,602)	-5.3%	(5,591)	-5.6%	434	-3.0%	256	-1.8%	(1,754)	-5.7%	(8,573)	-5.4%	(8,392)	-5.2%	(6,198)	-5.5%
Rebates	(11,550)	-8.9%	(12,968)	-9.0%	(12,981)	-9.0%	(6,537)	-6.6%	1,418	-9.9%	1,431	-10.0%	(5,013)	-16.2%	(14,336)	-9.0%	(14,326)	-9.0%	(6,139)	-5.4%
Butrans Net Sales	106,225	81%	117,611	81%	117,975	81%	82,781	83%	(11,386)	80%	(11,750)	82%	23,444	76%	126,858	79%	127,250	80%	84,131	75%
Intermezzo																				
Gross Sales	\$ 7,519	100%	\$ 51,236	100%	\$ 13,022	100%	\$ 15,138	100%	\$ (43,716)	100%	\$ (5,503)	100%	\$ (7,619)	100%	\$ 57,622	100%	\$ 13,892	100%	\$ 16,556	100%
Fee for Service	(254)	-3.4%	(1,020)	-2.0%	(259)	-2.0%	(387)	-2.6%	765	-1.8%	5	-0.1%	133	-1.7%	(1,147)	-2.0%	(276)	-2.0%	(352)	-2.1%
Sales Discounts and Allowances	5,894	78.4%	(1,025)	-2.0%	(93)	-0.7%	(9,651)	-63.8%	6,919	-15.8%	5,987	-108.8%	15,545	-204.0%	(6,915)	-12.0%	(1,096)	-7.9%	(9,908)	-59.8%
Savings Cards Discounts	(1,196)	-15.9%	(2,802)	-5.5%	(1,325)	-10.2%	(434)	-2.9%	1,605	-3.7%	129	-2.3%	(762)	10.0%	(3,150)	-5.5%	(1,421)	-10.2%	(576)	-3.5%
Rebates	(553)	-7.4%	(1,795)	-3.5%	(701)	-5.4%	(409)	-2.7%	1,242	-2.8%	148	-2.7%	(144)	1.9%	(2,364)	-4.1%	(729)	-5.2%	(138)	-0.8%
Intermezzo Net Sales	11,410	152%	44,595	87%	10,644	82%	4,258	28%	(33,185)	76%	766	-14%	7,152	-94%	44,046	76%	10,371	75%	5,582	34%
Total for All Products																				
Gross Sales	\$ 2,517,243	100%	\$ 2,958,029	100%	\$ 2,582,101	100%	\$ 2,710,482	100%	\$ (440,786)	100%	\$ (64,858)	100%	\$ (193,239)	100%	\$ 3,228,472	100%	\$ 2,821,387	100%	\$ 3,004,905	100%
Fee for Service	(50,639)	-2.0%	(59,874)	-2.0%	(53,092)	-2.1%	(69,303)	-2.6%	9,235	-2.1%	2,453	-3.8%	18,664	-9.7%	(65,338)	-2.0%	(57,957)	-2.1%	(69,313)	-2.3%
Sales Discounts and Allowances	(44,381)	-1.8%	(63,184)	-2.1%	(53,387)	-2.1%	(87,902)	-3.2%	18,803	-4.3%	9,006	-13.9%	43,521	-22.5%	(88,198)	-2.7%	(54,066)	-1.9%	(134,031)	-4.5%
Savings Cards Discounts	(40,133)	-1.6%	(31,504)	-1.1%	(38,056)	-1.5%	(22,673)	-0.8%	(8,629)	2.0%	(2,077)	3.2%	(17,460)	9.0%	(34,537)	-1.1%	(41,334)	-1.5%	(25,104)	-0.8%
Rebates	(457,023)	-18.2%	(509,041)	-17.2%	(446,990)	-17.3%	(489,369)	-18.1%	52,018	-11.8%	(10,033)	15.5%	32,346	-16.7%	(554,896)	-17.2%	(488,582)	-17.3%	(517,606)	-17.2%
Proposed Regulation Adjustment for Medicaid Rebates	(54,789)	-2.2%	(70,553)	-2.4%	(68,290)	-2.6%	(57,347)	-2.1%	15,764	-3.6%	13,501	-20.8%	2,558	-1.3%	(76,805)	-2.4%	(73,892)	-2.6%	(60,383)	-2.0%
Other	4,425	0.2%	1,513	0.1%	1,513	0.1%	2,649	0.1%	2,912	-0.7%	2,912	-4.5%	1,776	-0.9%	1,651	0.1%	1,651	0.1%	2,455	0.1%
Total Net Sales	\$ 1,874,703	74%	\$ 2,225,387	75%	\$ 1,923,799	75%	\$ 1,986,538	73%	\$ (350,684)	80%	\$ (49,096)	76%	\$ (111,834)	58%	\$ 2,410,348	75%	\$ 2,107,208	75%	\$ 2,200,922	73%

Sales Variance to Forecast

(\$ in millions)

Gross Sales

• Impact of trade inventories higher than Forecast. (1)	\$ 53.6	
• Lower demand versus Forecast. (1) (2)	(97.3)	
Lower OxyContin Sales.		(43.7)
• Butrans sales due to lower trade inventory and demand.		(14.3)
• Intermezzo due to returns.		(5.5)
• All Other.		(1.4)
Sub-Total Gross Sales Variance		(64.9)

Deductions

• Lower variable deductions due to lower Sales.	15.8
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Net Branded Sales Variance to Forecast

\$ (49.1)

- (1) Each of these factors is based on estimates provided by IMS for demand and customer self reporting.
- (2) Due to reported IMS demand net of VCBs and returns higher than forecast by \$5.6 million offset by IMS data error of \$102.9 million.

Trade Inventory Summary

Highlights

OxyContin trade inventory contraction is below MY Update by \$54 million.

Butrans trade inventory growth is lower than MY Update likely driven by YTD demand.

	Inventory Value (\$000's)				Months on Hand		
	YTD November 2013			FY 2013	Nov-13		
	Actual	MY Update	Variance	MY Update	Actual	MY Update	Variance
<u>OxyContin</u>							
Total Trade Inventory - January 1st, 2013 (3)	\$ 493,611	\$ 539,959	\$ (46,348)	\$ 539,959	2.1	2.0	0.1
Wholesaler - Ending (1)	189,679	224,457	(34,778)	250,000	0.9	1.0	(0.2)
Pharmacy - Ending (2)	224,533	181,974	42,559	154,000	1.0	0.8	0.2
Hospital/Other - Ending	3,873	4,396	(524)	4,396	0.0	0.0	(0.0)
Total Trade Inventory - November 30th, 2013	<u>\$ 418,085</u>	<u>\$ 410,827</u>	<u>\$ 7,258</u>	<u>\$ 408,396</u>	<u>1.9</u>	<u>1.9</u>	<u>0.0</u>
Change in Trade Inventory	\$ (75,526)	\$ (129,132)	\$ 53,606	\$ (131,563)	0.2	0.2	0.0
<u>Butrans</u>							
Total Trade Inventory - January 1st, 2013	\$ 21,102	\$ 21,102	\$ -	\$ 21,102	2.1	1.9	0.2
Wholesaler - Ending (1)	10,918	12,052	(1,134)	12,052	0.9	1.0	(0.1)
Pharmacy - Ending (2)	8,376	15,768	(7,391)	17,157	0.7	1.3	(0.6)
Hospital/Other - Ending	198	277	(80)	267	0.0	0.0	(0.0)
Total Trade Inventory - November 30th, 2013	<u>\$ 19,492</u>	<u>\$ 28,097</u>	<u>\$ (8,605)</u>	<u>\$ 29,476</u>	<u>1.5</u>	<u>2.3</u>	<u>(0.8)</u>
Change in Trade Inventory	\$ (1,609)	\$ 6,996	\$ (8,605)	\$ 8,375	0.5	(0.5)	1.0
<u>Intermezzo</u>							
Total Trade Inventory - January 1st, 2013	\$ 10,008	\$ 10,008	\$ -	\$ 10,008	N/A	N/A	N/A
Wholesaler - Ending (1)	1,145	3,194	(2,049)	3,194	N/A	N/A	N/A
Pharmacy - Ending (2)	4,425	6,452	(2,027)	6,452	N/A	N/A	N/A
Hospital/Other - Ending	-	-	-	-	N/A	N/A	N/A
Total Trade Inventory - November 30th, 2013	<u>\$ 5,570</u>	<u>\$ 9,646</u>	<u>\$ (4,076)</u>	<u>\$ 9,646</u>	N/A	N/A	N/A
Change in Trade Inventory	\$ (4,438)	\$ (362)	\$ (4,076)	\$ (362)	N/A	N/A	N/A

Footnotes

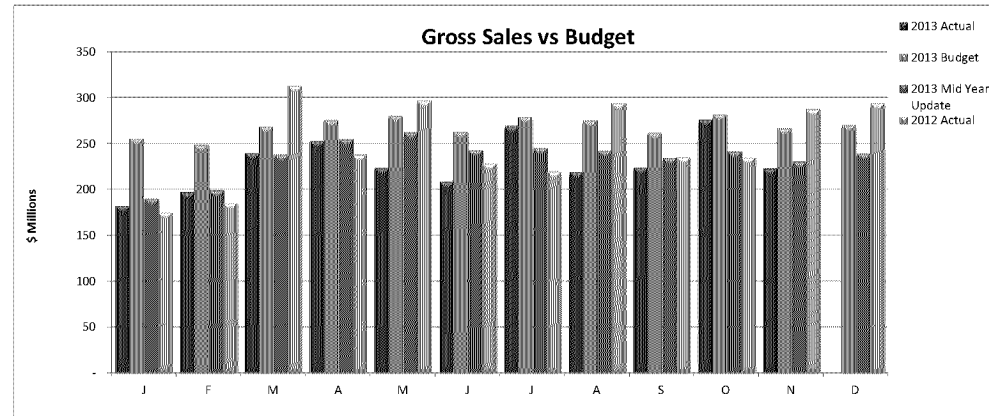
(1) - **Wholesaler** - Includes inventory held by the wholesaler derived from the Value Centric system.

(2) - **Pharmacy** - assumes the pharmacies maintain stocking levels.

(3) - **Opening Inventory** - consists of wholesaler (\$273 million), pharmacy (\$216 million), and other (\$5 million). Subsequent to the year end close, Purdue developed a confirmation process that provided a better estimation of pharmacy inventory.

Gross Sales by Month

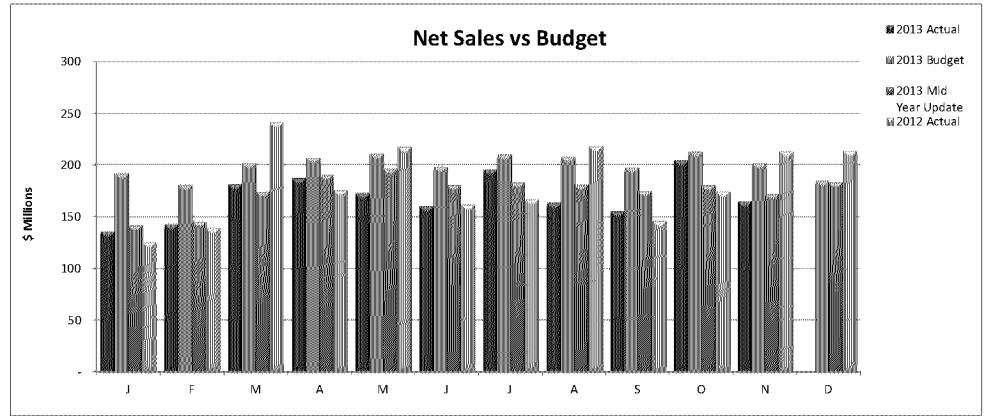
(\$ Millions)	2013		2013 Mid Year Update	2012	2011	Monthly		
	Actual	Budget				2013 % Budget	2013 % of 2012	2013 % of 2011
January	\$ 182.5	\$ 255.7	\$ 190.1	\$ 175.4	\$ 215.8	71.4%	104.0%	84.5%
February	197.6	248.9	199.3	185.4	198.5	79.4%	106.6%	99.6%
March	239.9	268.8	237.9	313.2	310.9	89.3%	76.6%	77.2%
Q1	620.0	773.4	627.3	674.0	725.2	80.2%	85.5%	89.4%
April	252.9	275.8	254.8	238.2	260.8	91.7%	106.2%	97.0%
May	223.7	280.5	262.4	297.3	212.9	79.7%	75.3%	105.1%
June	208.8	263.1	242.9	228.4	288.5	79.4%	91.4%	72.4%
Q2	685.4	819.4	760.1	764.0	762.2	83.6%	89.9%	85.5%
July	269.1	279.3	245.3	219.7	209.5	96.3%	122.5%	128.4%
August	219.5	275.2	242.7	294.3	242.7	79.7%	74.6%	90.4%
September	224.0	261.9	234.7	235.5	274.1	85.5%	95.1%	81.7%
Q3	712.5	816.4	722.7	749.6	726.3	87.3%	98.1%	77.9%
October	276.3	282.0	241.4	235.2	221.8	98.0%	117.5%	124.6%
November	223.0	266.8	230.5	287.7	238.8	83.6%	77.5%	93.4%
December		270.4	239.3	294.4	296.8			
Q4	-	819.3	711.2	817.3	757.4			
Total	\$ 2,517.2	\$ 3,228.5	\$ 2,821.4	\$ 3,004.9	\$ 2,971.2	78.0%	84.7%	80.5%
YTD Cumulative	\$ 2,517.2	\$ 2,958.0	\$ 2,582.1	\$ 2,710.5	\$ 2,674.4	85.1%	94.1%	96.7%



Note: The above net sales includes the impact of the proposed final rule for Medicaid rebates.

Net Sales by Month

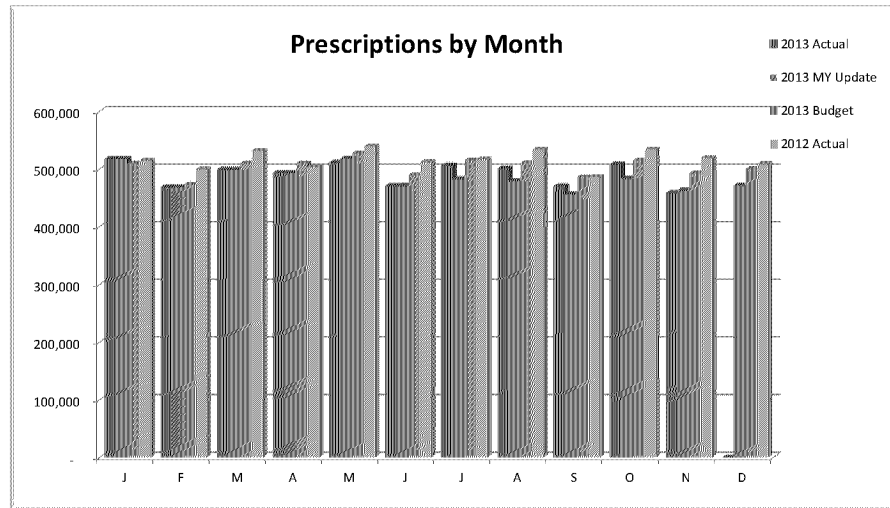
(\$ Millions)	2013		2013 Mid Year Update	2012	2011	Monthly		
	Actual	Budget				2013 % Budget	2013 % of 2012	2013 % of 2011
January	\$ 136.2	\$ 192.4	\$ 141.9	\$ 126.2	\$ 163.2	70.8%	108.0%	83.4%
February	143.3	181.3	145.7	140.0	154.4	79.0%	102.4%	92.8%
March	181.9	202.1	174.5	241.9	238.3	90.0%	75.2%	76.4%
Q1	461.4	575.8	462.2	508.0	555.8	80.1%	83.0%	85.5%
April	187.7	207.5	190.9	176.2	197.1	90.5%	106.5%	95.2%
May	173.2	211.2	196.5	218.2	172.9	82.0%	79.4%	100.1%
June	160.6	198.9	181.2	162.4	216.9	80.7%	98.9%	74.0%
Q2	521.5	617.6	568.6	556.8	587.0	84.4%	88.8%	82.9%
July	196.4	210.6	183.5	167.5	168.4	93.2%	117.2%	116.6%
August	163.7	208.2	181.3	218.8	185.1	78.6%	74.8%	88.4%
September	155.9	197.8	175.2	146.7	193.2	78.8%	106.3%	80.7%
Q3	516.0	616.7	539.9	533.0	546.7	83.7%	94.4%	76.4%
October	205.1	213.3	180.7	174.9	158.4	96.1%	117.2%	129.5%
November	165.1	202.0	172.3	213.8	181.3	81.8%	77.2%	91.1%
December		185.0	183.4	214.4	193.3			
Q4	-	600.2	536.4	603.1	533.0			
Total	\$ 1,869.1	\$ 2,410.3	\$ 2,107.2	\$ 2,200.9	\$ 2,222.5	77.5%	84.1%	80.5%
YTD Cumulative	\$ 1,869.1	\$ 2,225.4	\$ 1,923.8	\$ 1,986.5	\$ 2,029.2	84.0%	92.1%	85.1%



Prescriptions by Month *

	2013 Actual	2013 Budget	2013 MY Update	2012 Actual	2011 Actual	2013 % of:		
						MY Update	2012	2011
January	517,356	509,358	517,474	514,798	552,000	100.0%	100.5%	93.7%
February	468,657	473,183	468,599	499,576	520,261	100.0%	93.8%	90.1%
March	499,153	509,663	499,040	531,912	591,337	100.0%	93.8%	84.4%
Q1	1,485,166	1,492,204	1,485,113	1,546,286	1,663,598	100.0%	96.0%	89.3%
April	493,220	509,754	493,181	503,504	541,903	100.0%	98.0%	91.0%
May	511,052	527,311	518,427	539,226	548,639	98.6%	94.8%	93.1%
June	470,774	489,476	470,903	511,712	551,377	100.0%	92.0%	85.4%
Q2	1,475,046	1,526,541	1,482,511	1,554,442	1,641,919	99.5%	94.9%	89.8%
July	506,127	514,923	482,722	516,379	525,554	104.8%	98.0%	96.3%
August	500,794	510,550	479,300	533,434	550,311	104.5%	93.9%	91.0%
September	470,586	485,785	456,698	486,395	528,464	103.0%	96.7%	89.0%
Q3	1,477,507	1,511,258	1,418,720	1,536,208	1,604,329	97.8%	96.2%	92.1%
October	508,023	514,706	483,589	533,807	517,385	105.1%	95.2%	98.2%
November	458,691	492,507	463,517	519,237	523,745	99.0%	88.3%	87.6%
December	-	500,017	471,437	508,694	530,903			
Q4	966,714	1,507,230	1,418,542	1,561,738	1,572,033	68.1%	61.9%	61.5%
Total	5,404,433	6,037,233	5,804,886	6,198,674	6,481,879	93.1%	87.2%	83.4%
YTD Cumulative	5,404,433	5,537,216	5,333,449	5,689,980	5,950,976	101.3%	95.0%	90.8%

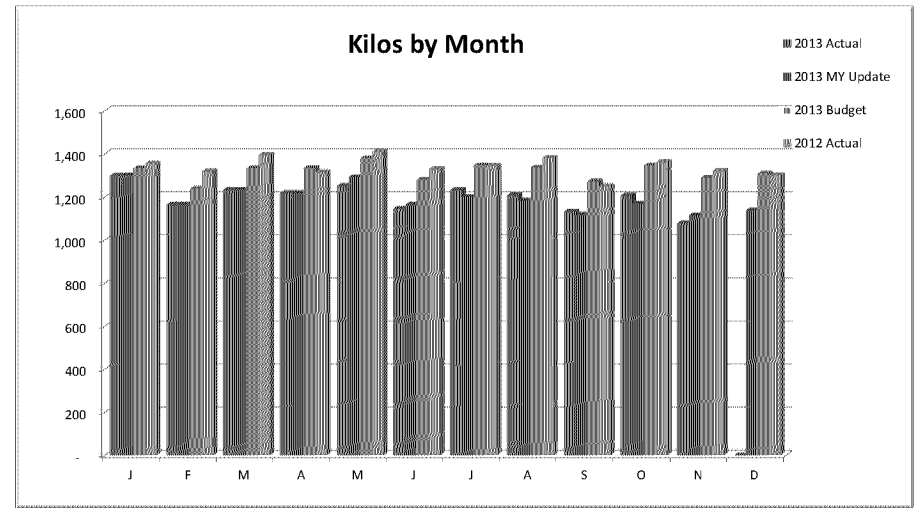
* Represents total prescription demand (does not include tablet demand not covered by an Rx in an institutional setting).



Kilos by Month *

	2013 Actual	2013 Budget	2013 MY Update	2012 Actual	2011 Actual	2013 % of:		
						MY Update	2012	2011
January	1,299	1,333	1,300	1,355	1,488	99.9%	95.9%	87.3%
February	1,164	1,238	1,164	1,319	1,409	100.0%	88.3%	82.6%
March	1,234	1,334	1,233	1,395	1,601	100.0%	88.4%	77.1%
Q1	3,697	3,906	3,698	4,069	4,498	100.0%	90.9%	82.2%
April	1,218	1,334	1,218	1,315	1,452	100.0%	92.7%	83.9%
May	1,252	1,380	1,292	1,410	1,469	96.9%	88.8%	85.2%
June	1,146	1,281	1,164	1,329	1,483	98.4%	86.2%	77.3%
Q2	3,616	3,995	3,674	4,054	4,404	98.4%	89.2%	82.1%
July	1,232	1,348	1,199	1,345	1,408	102.8%	91.6%	87.5%
August	1,208	1,336	1,183	1,382	1,471	102.1%	87.4%	82.1%
September	1,132	1,271	1,117	1,250	1,416	101.3%	90.5%	79.9%
Q3	3,572	3,955	3,499	3,977	4,295	102.1%	89.8%	83.2%
October	1,207	1,347	1,169	1,361	1,372	103.2%	88.7%	87.9%
November	1,078	1,289	1,115	1,321	1,390	96.6%	81.6%	77.5%
December	-	1,309	1,137	1,301	1,407			
Q4	2,285	3,945	3,422	3,983	4,169	66.8%	57.4%	54.8%
Total	13,169	15,801	14,293	16,083	17,366	92.1%	81.9%	75.8%
YTD Cumulative	13,169	14,493	13,156	14,782	15,959	100.1%	89.1%	82.5%

* Represents KG equivalent of total prescription demand (does not include tablet demand not covered by an Rx in an institutional setting).



Message

From: [REDACTED]
Sent: 12/9/2013 8:06:19 AM
To: Sackler, Dr Raymond R [REDACTED] Sackler, Dame Theresa
[REDACTED] Sackler, Beverly [REDACTED]
[REDACTED] Sackler, Dr Richard
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Subject: Worldwide Sales - November 2013
Attachments: WW Sales 2013 K November Send.xlsx

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Note: This report compares Actual against Mid-Year Estimate ("MYE") and Original Budget ("budget"). Where countries have an approved Revised Budget this is reported within MYE.

HIGHLIGHTS – November 2013

- **Worldwide year to date sales of \$3,431.6m are 2.3% down on last year, 1.3% less than MYE and 9.8% below budget. (Page 3)**
- **USA cumulative sales of \$1,874.7m are 5.6% behind last year, 2.6% less than MYE and 15.8% behind budget.**
- **Worldwide excluding USA year to date sales of \$1,556.9m are 2.0% up on last year and in line with MYE, but 1.4% down on budget.**
- **After strong sales in October, worldwide sales of \$316.4m for the month of November 13.0% down on last year, 3.3% less than MYE and 13.2% behind budget.**
- **Although year to date sales of the four largest markets (USA, Germany, Canada and the UK) are down on 2012, 17 of the remaining 24 markets are showing year-on-year growth. (Page 3)**
- **Worldwide year to date sales of OxyContin of \$2,033.2m are 10.1% down on 2012, which more than offsets the 11.9% growth in all other products. OxyContin makes up 59% of total sales in 2013, down from 64% for 2012. (Page 6)**
- **Record monthly sales were achieved in Belgium.**
- **Sales of non-OxyContin products have increased for the 22nd consecutive month. (Page 2)**
- **Total worldwide sales of OxyContin since its first launch in December 1995 passed the \$27 billion mark this month. (Page 8)**
- **Cumulative sales for joint ventures (which are not included above), are \$150.8m, being 10.4% higher than 2012, but 2.3% down on MYE. Sales in India of \$76.1m are 6.2% up on 2012, whilst sales in Israel of \$68.7m are 16.5% up on 2012. (Page 9)**

Year to Date – November 2013

Worldwide sales of \$3,431.6m are 2.3% down on 2012, 1.3% behind MYE and 9.8% less than budget.

Worldwide excluding USA sales of \$1,556.9m are 2.0% ahead of 2012 and in line with MYE, but 1.4% down on budget. The comparison to last year and budget is being adversely impacted by Canada (see below), and worldwide sales excluding both USA and Canada are 5.5% up on last year and in line with budget.

USA sales of \$1,874.7m are 5.6% down on 2012, 2.6% behind MYE and 15.8% below budget. OxyContin sales of \$1,655.7m are 7.7% lower than last year, 2.2% less than MYE and 15.4% behind budget, partly due to lower demand (including fewer tablets per prescription, changed mix towards lower strengths and fewer prescriptions). Also, the budget was based on IMS data subsequently determined to be overstated by 5-7%, or \$110m on an annualised basis. All strengths (other than the lowest selling 15mg) are behind budget, with the higher strengths being furthest behind – sales of the 80mg strength are 16% down on budget. Cumulative BuTrans sales of \$122.2m are 30.6% better than 2012, but 9.8% behind MYE and 10.2% less than budget.

Cumulative sales in **Europe** of \$1,028.6m are 2.5% better than last year, marginally up on MYE and in line with budget. The largest contributors to growth are **Italy** (+\$19.6m / +38%), **France** (+\$12.6m / +18%) and **Spain** (+\$6.5m / +20%). **Denmark** in particular continues to face a challenging environment with sales being 40.6% (\$9.9m) lower than last year and 26.8% less than budget (although YTD sales are 3.2% ahead of Revised Budget). Sales are also declining in the **Netherlands** (-\$8.6m / -23%) as a result of the reduction in OxyContin sales (-\$9.6m / -60%) following patent expiry.

Canada sales of \$266.5m are 11.9% down on 2012, marginally behind MYE and 9.7% below budget. The adverse variances are being caused by OxyNEO; sales of \$100.0m are 35.4% below those of 2012 and 25.9% below budget. Hydromorph Contin has benefited from patients being switched from OxyNEO with year to date sales of \$88.6m being 19.0% better than last year and 11.8% ahead of budget.

Sales in **Australia** of \$136.3m are 5.8% up on 2012, in line with MYE and marginally ahead of budget. Targin sales of \$20.3m are more than double those of 2012. OxyContin sales are holding up well, and it remains the no.1 Mundipharma product, with sales of \$53.4m being only 8.6% down on last year, but marginally up on MYE and 1.0% better than budget.

Asia sales of \$116.1m are 37.7% up on 2012, in line with MYE and 9.7% higher than budget. The result is being driven by **China** (41.0% up on 2012, 5.4% ahead of MYE and 20.7% better than budget) and **Korea** (22.5% up on last year and 5.5% better than budget, but 1.7% less than MYE), which contribute 78% of the total Asia sales. OxyContin comprises 56% of total year to date sales in **China** and cumulative OxyContin sales of \$35.1m are 77.7% up on those of last year, 11.5% better than MYE and 46.5% up on budget. In **Korea** the growth in Targin (+\$4.5m / +84%) more than offsets the decline in OxyContin (-\$4.1m / -47%).

Month – November 2013

Worldwide sales of \$316.4m for the month of November were 13.0% down on the prior year, 3.3% less than MYE and 13.2% behind budget.

Worldwide excluding USA sales in November of \$151.2m were marginally better than 2012, but 2.2% down on MYE and 7.0% less than budget.

USA sales of \$165.1m were 21.6% down on those of October, which were the best this year. The November monthly sales were down on last year, MYE and budget by 22.8%, 4.2% and 18.2%, respectively. OxyContin sales of \$144.3m were 26.2% down on 2012, 4.1% behind MYE and 17.4% lower than budget. BuTrans sales in November of \$12.4m were 22.2% higher than 2012, but 7.9% down on MYE and 8.2% behind budget.

After record sales of \$105.9m in October, sales in **Europe** in November dipped a little. Sales of \$97.2m were marginally down on last year, 1.1% less than MYE and 4.7% below budget. This sales performance was achieved against the considerable headwind arising from reduced OxyContin sales following the patent expiry. Excluding OxyContin, sales of \$82.5m were 5.4% up on 2012 (but 4.6% behind MYE and 8.4% below budget). Sales in **Belgium** were the highest ever. **Germany** recorded its highest monthly sales since August 2012, boosted by Flutiform sales of \$2.0m.

Canada sales of \$28.1m were the best for 12 months, being 4.1% down on 2012, 7.1% below MYE and 16.8% less than budget. Sales of OxyNEO of \$10.1m (also the best for 12 months) were 22.6%

less than last year, 7.5% down on MYE and 33.4% below budget. Excluding OxyNEO, sales were 10.7% up on last year, but still down on budget (by 3.3%).

In **Australia**, November sales of \$13.4m were the 2nd highest ever, being 4.1% down on the previous best set in November 2012, but were 2.9% up on MYE and 1.7% ahead of budget. Targin continues to perform strongly and highest ever sales of \$2.5m were 68.0% better than November last year, 21.2% ahead of MYE and 16.5% up on budget. Norspan sales in the month of \$4.3m were also the 2nd highest ever, but were down on last year, MYE and budget by 6.8%, 5.3% and 4.4%, respectively.

November sales in **Asia** of \$10.5m were 24.7% up on 2012, but 9.4% down on MYE and 14.5% below budget. All countries except Thailand and Myanmar were behind both MYE and budget. **China** sales of \$5.6m (53% of the total Asia sales) were 34.0% higher than last year, but 2.4% down on MYE and 12.6% behind budget. Sales in **Korea** of \$2.4m were the lowest since March this year, being 4.2% lower than last year, 17.1% below MYE and 18.4% less than budget. **South East Asia** operating companies sales of \$2.4m were 40.1% up on 2012, but less than MYE and budget by 13.2% and 12.0%, respectively.

For more detailed comments, reference should be made to individual country managers' reports and also to [REDACTED] European summary. Please contact me should you have any questions regarding this report.

With best regards,

[REDACTED]

Produced Natively

WORLDWIDE SALES REPORT (US \$'000)

November 2013

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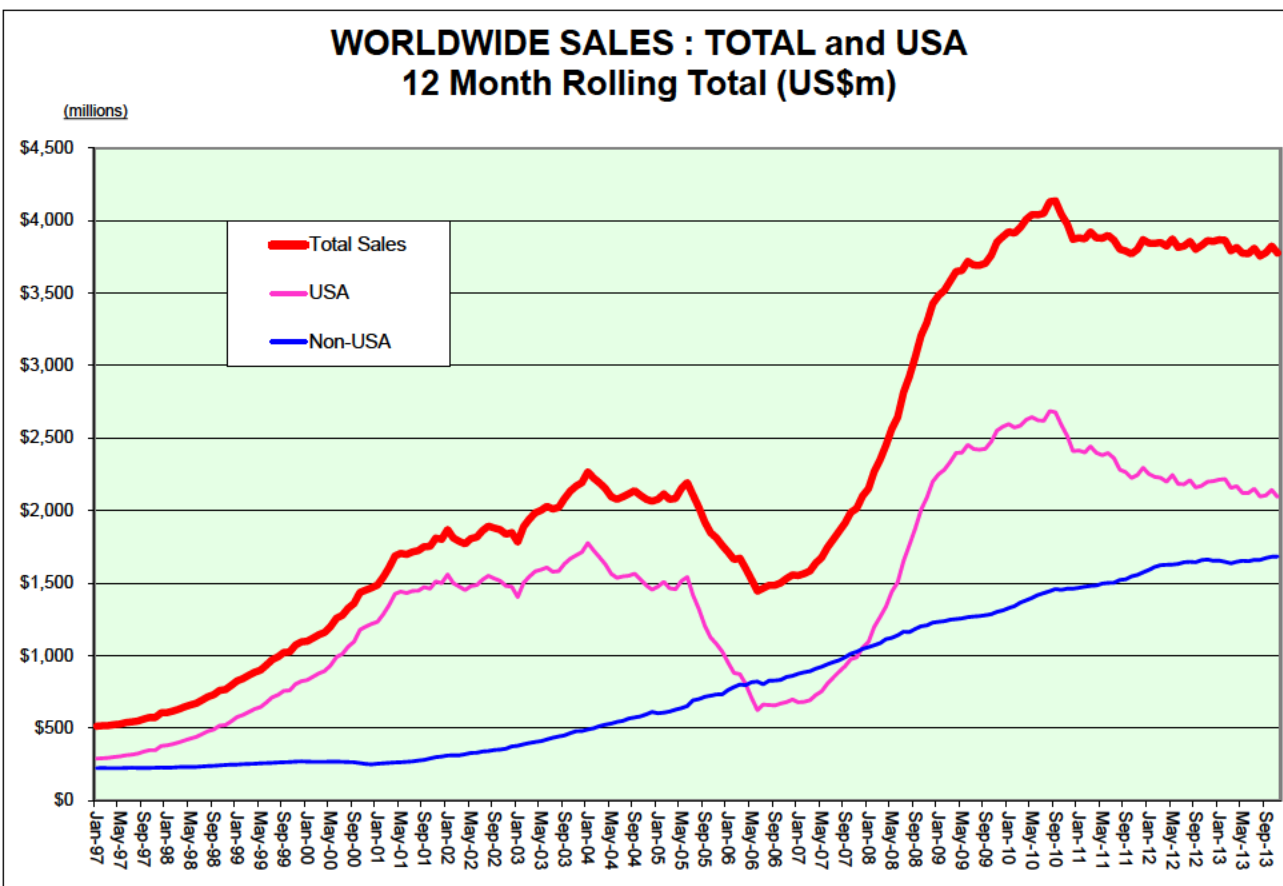
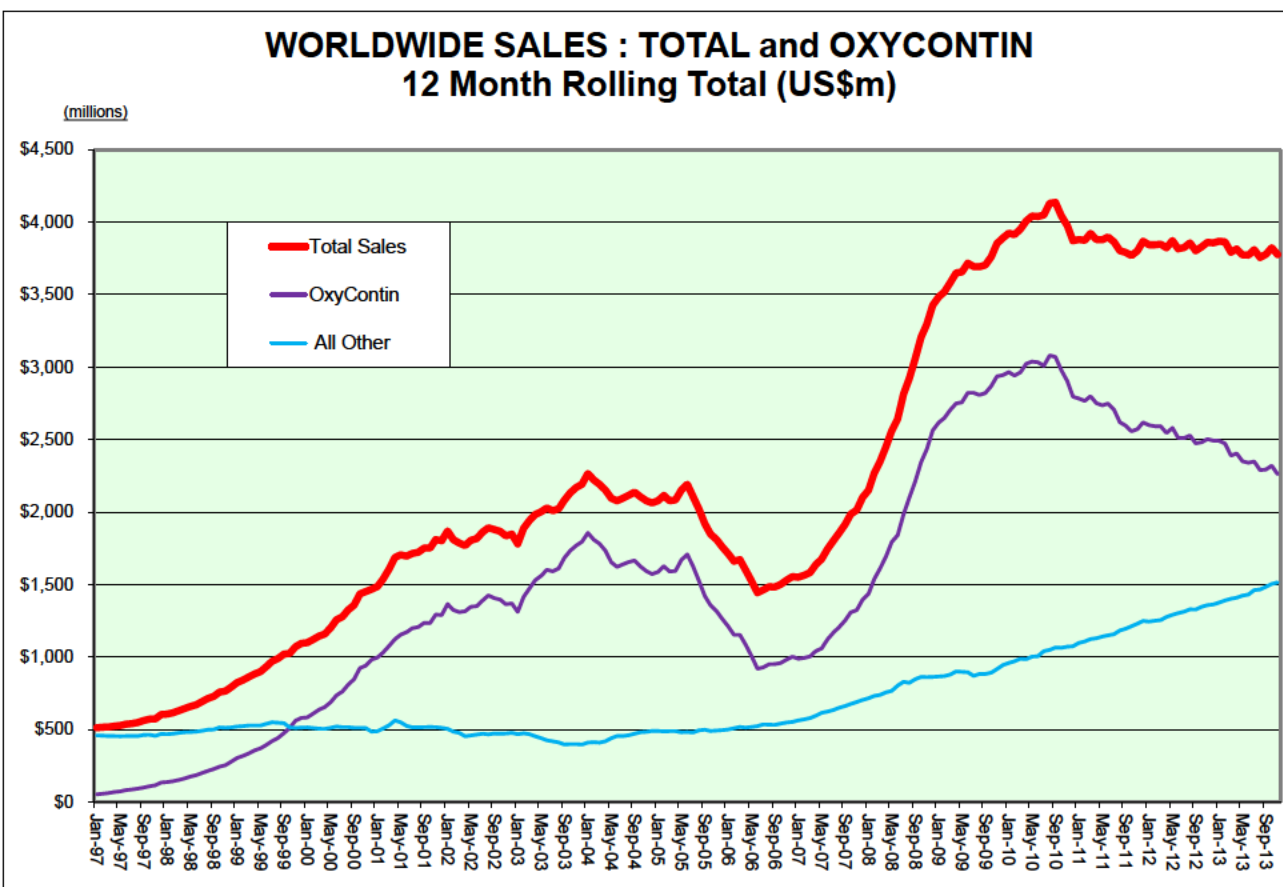
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November 2013

HISTORICAL SALES CHART



November 2013

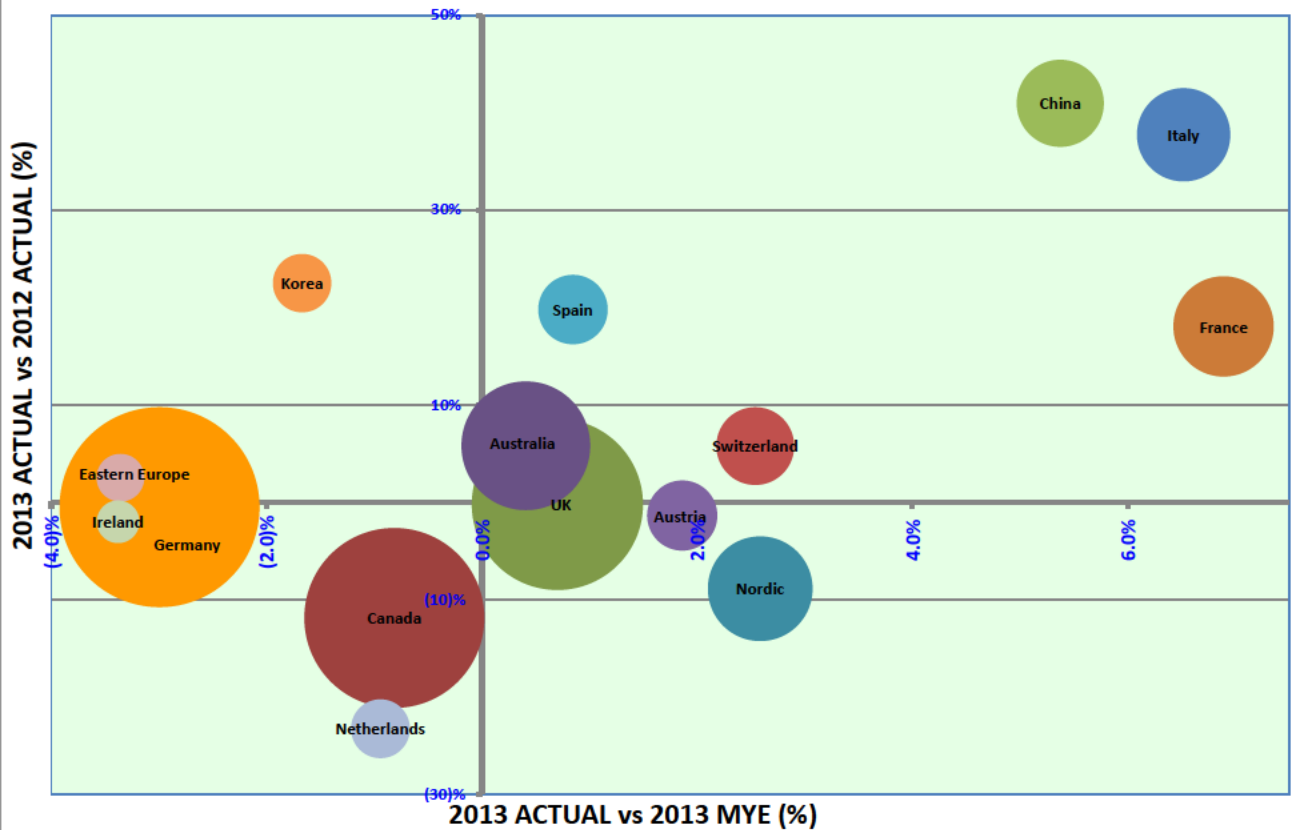
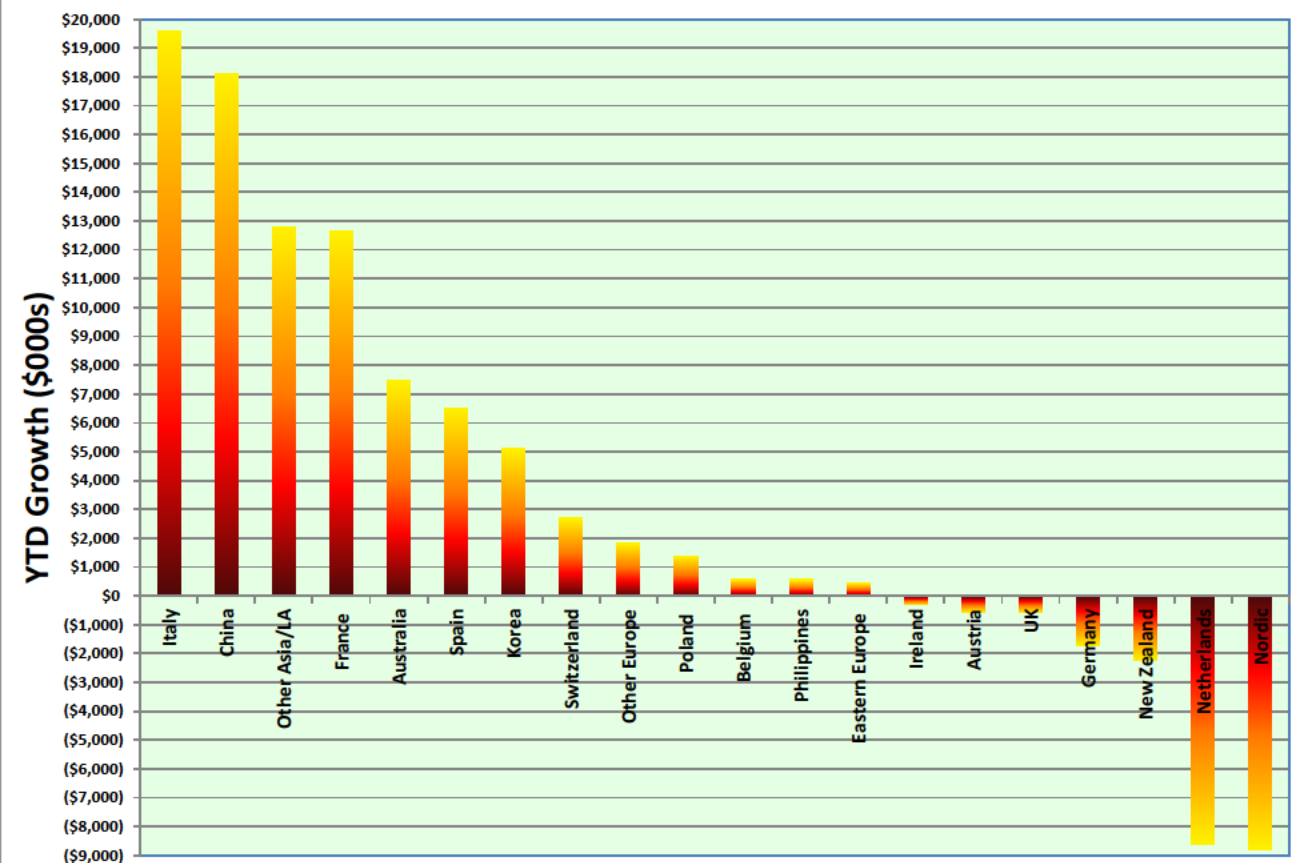
SUMMARY OF YEAR TO DATE SALES BY COUNTRY

		2013 Actual	% of Total	2012 Actual	2013 vs 2012	2013 MYE	2013 vs MYE	2013 Budget	2013 vs Bud
		US\$'000	%	US\$'000	%	US\$'000	%	US\$'000	%
Germany	(Mundipharma GmbH)	329,231	9.6	330,959	99.5	339,393	97.0	352,961	93.3
UK	(Napp Pharmaceuticals Ltd)	241,154	7.0	241,728	99.8	239,473	100.7	238,984	100.9
Nordic	(Norpharma / Mundipharma)	90,059	2.6	98,857	91.1	87,789	102.6	89,107	101.1
France	(Mundipharma SAS)	82,686	2.4	70,050	118.0	77,355	106.9	72,518	114.0
Italy	(Mundipharma Srl)	71,521	2.1	51,932	137.7	67,143	106.5	64,342	111.2
Switzerland	(Mundipharma Medical Co)	49,634	1.4	46,935	105.8	48,404	102.5	46,803	106.1
Austria	(Mundipharma GesmbH)	40,317	1.2	40,882	98.6	39,580	101.9	37,938	106.3
Spain	(Mundipharma SL)	39,506	1.2	32,984	119.8	39,174	100.8	37,011	106.7
Netherlands	(Mundipharma Pharmaceuticals BV)	28,331	0.8	36,927	76.7	28,600	99.1	32,891	86.1
Eastern Europe	(Mundipharma Medical GmbH)	18,623	0.5	18,169	102.5	19,270	96.6	19,504	95.5
Ireland	(Mundipharma Pharmaceuticals Ltd)	14,821	0.4	15,127	98.0	15,339	96.6	15,445	96.0
Belgium	(Mundipharma CVA)	10,217	0.3	9,637	106.0	9,899	103.2	12,041	84.9
Poland	(Norpharma)	8,930	0.3	7,542	118.4	8,201	108.9	8,223	108.6
South Africa	(Mundipharma Pty Ltd)	3,162	0.1	1,317	240.1	3,554	89.0	3,816	82.9
Portugal	(Mundipharma Farmaceutica Lda)	383	0.0	397	96.4	362	105.8	362	105.8
Total Europe		1,028,576	30.0	1,003,442	102.5	1,023,536	100.5	1,031,946	99.7
China	(MCPC)	62,313	1.8	44,208	141.0	59,135	105.4	51,644	120.7
Korea	(Mundipharma Korea Ltd)	27,906	0.8	22,783	122.5	28,379	98.3	26,439	105.5
Philippines	(Mundipharma Dist GmbH)	13,880	0.4	13,319	104.2	16,341	84.9	16,183	85.8
Thailand	(Mundipharma (Thailand) Ltd)	4,015	0.1	0	0.0	3,103	129.4	2,954	135.9
Malaysia	(Mundipharma Pharm. Sdn Bhd)	3,603	0.1	2,283	157.8	3,798	94.9	3,682	97.8
Hong Kong	(Mundipharma (Hong Kong) Ltd)	1,647	0.0	620	265.7	2,054	80.2	1,993	82.6
Singapore	(Mundipharma Pharmaceutical Pte Ltd)	1,163	0.0	1,084	107.3	1,456	79.9	1,517	76.7
Vietnam	(R.O. of Mundipharma Pharm. Pte. Ltd.)	983	0.0	0	0.0	1,185	83.0	1,042	94.4
Myanmar	(R.O. of Mundipharma Pharm. Pte. Ltd.)	605	0.0	0	0.0	413	n/a	413	146.8
Total Asia		116,115	3.4	84,296	137.7	115,864	100.2	105,865	109.7
Brazil	(Mundipharma Brasil Ltda)	4,092	1.3	0	0.0	5,276	77.6	5,621	72.8
Colombia	(Mundipharma (Colombia) SAS)	684	0.2	0	0.0	727	94.1	2,275	30.1
Total Asia & Latin America		120,892	38.2	84,296	143.4	121,868	99.2	113,761	106.3
Australia	(Mundipharma Pty Ltd)	136,255	4.0	128,804	105.8	135,701	100.4	135,563	100.5
New Zealand	(Mundipharma NZ Ltd)	4,647	0.1	6,880	67.5	4,032	115.2	3,321	139.9
Total ANZ		140,902	4.1	135,684	103.8	139,733	100.8	138,884	101.5
Canada	(Purdue Pharma)	266,509	7.8	302,511	88.1	268,693	99.2	295,091	90.3
Total excluding USA		1,556,878	45.4	1,525,932	102.0	1,553,830	100.2	1,579,682	98.6
U.S.A.	(Purdue Pharma LP)	1,874,703	54.6	1,986,538	94.4	1,923,799	97.4	2,225,387	84.2
Total Sales		3,431,581	100.0	3,512,470	97.7	3,477,628	98.7	3,805,069	90.2

SUMMARY OF THIS MONTH'S SALES BY COUNTRY

		2013 Actual	% of Total	2012 Actual	2013 vs 2012	2013 MYE	2013 vs MYE	2013 Budget	2013 vs Bud
		US\$'000	%	US\$'000	%	US\$'000	%	US\$'000	%
Germany	(Mundipharma GmbH)	31,983	10.1	31,701	100.9	33,816	94.6	33,546	95.3
UK	(Napp Pharmaceuticals Ltd)	23,662	7.5	24,933	94.9	23,545	100.5	24,931	94.9
Nordic	(Norpharma / Mundipharma)	8,118	2.6	8,937	90.8	8,047	100.9	8,792	92.3
France	(Mundipharma SAS)	7,549	2.4	6,942	108.8	5,606	134.7	6,754	111.8
Italy	(Mundipharma Srl)	6,153	1.9	4,889	125.8	6,982	88.1	7,024	87.6
Switzerland	(Mundipharma Medical Co)	4,536	1.4	4,569	99.3	4,323	104.9	4,268	106.3
Spain	(Mundipharma SL)	3,683	1.2	3,204	115.0	3,726	98.8	3,863	95.3
Austria	(Mundipharma GesmbH)	3,462	1.1	3,787	91.4	3,488	99.2	3,555	97.4
Netherlands	(Mundipharma Pharmaceuticals BV)	2,363	0.7	3,323	71.1	2,560	92.3	3,216	73.5
Eastern Europe	(Mundipharma Medical GmbH)	2,133	0.7	2,036	104.8	2,237	95.3	1,842	115.8
Ireland	(Mundipharma Pharmaceuticals Ltd)	1,391	0.4	1,655	84.1	1,600	86.9	1,512	92.0
Belgium	(Mundipharma CVA)	1,130	0.4	851	132.8	1,016	111.3	1,239	91.2
Poland	(Norpharma)	705	0.2	623	113.2	843	83.6	850	82.9
South Africa	(Mundipharma Pty Ltd)	319	0.1	207	154.1	535	59.6	580	54.9
Portugal	(Mundipharma Farmaceutica Lda)	37	0.0	37	101.7	26	142.4	26	142.4
Total Europe		97,224	30.7	97,693	99.5	98,351	98.9	101,999	95.3
China	(MCPC)	5,535	1.8	4,188	132.2	5,752	96.2	6,422	86.2
Korea	(Mundipharma Korea Ltd)	2,367	0.7	2,470	95.8	2,857	82.9	2,899	81.6
Philippines	(Mundipharma Dist GmbH)	1,528	0.5	1,217	125.6	1,719	88.9	1,618	94.5
Malaysia	(Mundipharma Pharm. Sdn Bhd)	341	0.1	363	93.9	414	82.3	416	81.9
Thailand	(Mundipharma (Thailand) Ltd)	200	0.1	0	0.0	108	185.4	257	77.8
Hong Kong	(Mundipharma (Hong Kong) Ltd)	166	0.1	79	209.9	273	60.8	284	58.5
Singapore	(Mundipharma Pharmaceutical Pte Ltd)	121	0.0	109	111.1	264	45.8	194	62.3
Vietnam	(R.O. of Mundipharma Pharm. Pte. Ltd.)	117	0.0	0	0.0	182	64.2	163	71.8
Myanmar	(R.O. of Mundipharma Pharm. Pte. Ltd.)	58	0.0	0	0.0	38	153.9	38	153.9
Total Asia		10,433	3.3	8,425	123.8	11,606	89.9	12,290	84.9
Brazil	(Mundipharma Brasil Ltda)	1,456	0.5	0	0.0	1,084	134.3	828	176.0
Colombia	(Mundipharma (Colombia) SAS)	242	0.1	0	0.0	290	83.6	325	74.6
Total Asia & Latin America		12,131	3.8	8,425	144.0	12,980	93.5	13,443	90.2
Australia	(Mundipharma Pty Ltd)	13,374	4.2	13,940	95.9	12,991	102.9	13,148	101.7
New Zealand	(Mundipharma NZ Ltd)	332	0.1	652	50.8	151	219.8	158	209.6
Total ANZ		13,705	4.3	14,593	93.9	13,142	104.3	13,306	103.0
Canada	(Purdue Pharma)	28,100	8.9	29,311	95.9	30,235	92.9	33,787	83.2
Total excluding USA		151,161	47.8	150,022	100.8	154,708	97.7	162,535	93.0
U.S.A.	(Purdue Pharma LP)	165,114	52.2	213,789	77.2	172,314	95.8	201,959	81.8
Total Sales		316,275	100.0	363,811	86.9	327,022	96.7	364,494	86.8

November 2013

YTD SALES COMPARISON - TOP 15 COUNTRIES BY VALUE (EXCL USA)**2013 YTD SALES vs 2012 YTD SALES BY COUNTRY (EXCL USA & CANADA)**

November 2013

YEAR TO DATE SALES

	USA (Purdue Pharma LP) US\$'000	Europe US\$'000	Canada (Purdue Pharma) US\$'000	ANZ US\$'000	Asia / Lat Am US\$'000	2013 Total US\$'000	% of Total	2012 Actual US\$'000	2013 vs 2012 %	2013 MYE US\$'000	2013 vs MYE %	2013 Budget US\$'000	2013 vs Bud %
OxyContin	1,655,694	175,209	99,969	55,625	46,686	2,033,184	59.2	2,262,451	89.9	2,054,425	99.0	2,330,013	87.3
Targin / Targinact		229,381	2,225	20,300	10,135	262,041	7.6	213,634	122.7	262,661	99.8	269,261	97.3
Other Oxycodone		83,191	2,204	5,921	4,674	95,990	2.8	95,358	100.7	93,320	102.9	93,776	102.4
MST	9,771	57,482	5,157	10,004	19,366	101,781	3.0	104,837	97.1	102,233	99.6	100,317	101.5
DHC		12,067		1,292		13,359	0.4	14,408	92.7	13,573	98.4	13,816	96.7
Tramadol / Ryzolt	128	4,147	5,237		11,495	21,007	0.6	18,600	112.9	18,920	111.0	18,282	114.9
Palladone / Dilaudid	12,090	69,667	95,689	2,959		180,405	5.3	179,841	100.3	180,723	99.8	171,536	105.2
Norspan / BuTrans	122,178	131,994	7,816	43,719	4,886	310,594	9.1	264,066	117.6	326,324	95.2	331,581	93.7
Transtec		6,562				6,562	0.2	8,714	75.3	7,825	83.9	8,614	76.2
Other		6,023	6,891	996	476	14,386	0.4	17,993	80.0	15,005	95.9	14,697	97.9
ANALGESIC - Total	1,799,862	775,724	225,188	140,817	97,719	3,039,310	88.6	3,179,903	95.6	3,075,009	98.8	3,351,892	90.7
	59.2%	25.5%	7.4%	4.6%	3.2%	100.0%							
ANTISEPTIC - Total	10,785	18,441	1,182		20,214	50,621	1.5	41,223	122.8	52,794	95.9	49,285	102.7
	21.3%	36.4%	2.3%	0.0%	39.9%	100.0%							
Flutiform		22,195		66	8	22,269	0.6	1,645	1354.0	25,398	87.7	33,088	67.3
Uniphyll / Uniphyllin		3,713	1,516		297	5,526	0.2	5,759	95.9	5,572	99.2	5,539	99.8
Other Respiratory		1,573	382		35	1,990	0.1	2,111	94.3	2,060	96.6	2,090	95.2
RESPIRATORY - Total		27,481	1,897	66	340	29,784	0.9	9,514	313.0	33,030	90.2	40,716	73.2
	0.0%	92.3%	6.4%	0.2%	1.1%	100.0%							
Adizem		15,109				15,109	0.4	16,655	90.7	16,558	91.2	17,244	87.6
Other					270	270	0.0	242	111.7	222	121.7	220	122.9
CARDIOVASCULAR - Total		15,109			270	15,378	0.4	16,897	91.0	16,780	91.6	17,464	88.1
	0.0%	98.2%	0.0%	0.0%	1.8%	100.0%							
Senokot	19,221	50	16,183		1,131	36,586	1.1	35,685	102.5	34,740	105.3	34,742	105.3
Colace	26,275					26,275	0.8	26,642	98.6	27,269	96.4	27,250	96.4
Other		6,586				6,586	0.2	6,872	95.8	6,655	99.0	6,729	97.9
LAXATIVE - Total	45,496	6,637	16,183		1,131	69,447	2.0	69,199	100.4	68,664	101.1	68,720	101.1
	65.5%	9.6%	23.3%	0.0%	1.6%	100.0%							
Levact		137,169				137,169	4.0	119,535	114.8	142,886	96.0	149,648	91.7
DepoCyte		9,433			65	9,498	0.3	10,228	92.9	8,634	110.0	8,285	114.6
Folotyn					420	420	0.0	39	1068.6	399	105.1	961	43.7
ONCOLOGY - Total		146,602			484	147,086	4.3	129,802	113.3	151,919	96.8	158,895	92.6
	0.0%	99.7%	0.0%	0.0%	0.3%	100.0%							
Intermezzo	13,132					13,132	0.4	5,779	227.2	12,487	105.2	49,109	26.7
Other	5,429	38,583	22,058	19	733	66,822	1.9	60,153	111.1	79,432	84.1	68,987	96.9
ALL OTHER - Total	18,561	38,583	22,058	19	733	79,954	2.3	65,932	121.3	79,432	100.7	118,096	67.7
	23.2%	48.3%	27.6%	0.0%	0.9%	100.0%							
TOTAL SALES	1,874,703	1,028,576	266,509	140,902	120,892	3,431,581	100.0	3,512,470	97.7	3,477,628	98.7	3,805,069	90.2
	54.6%	30.0%	7.8%	4.1%	3.5%	100.0%							

November 2013

MONTH SALES

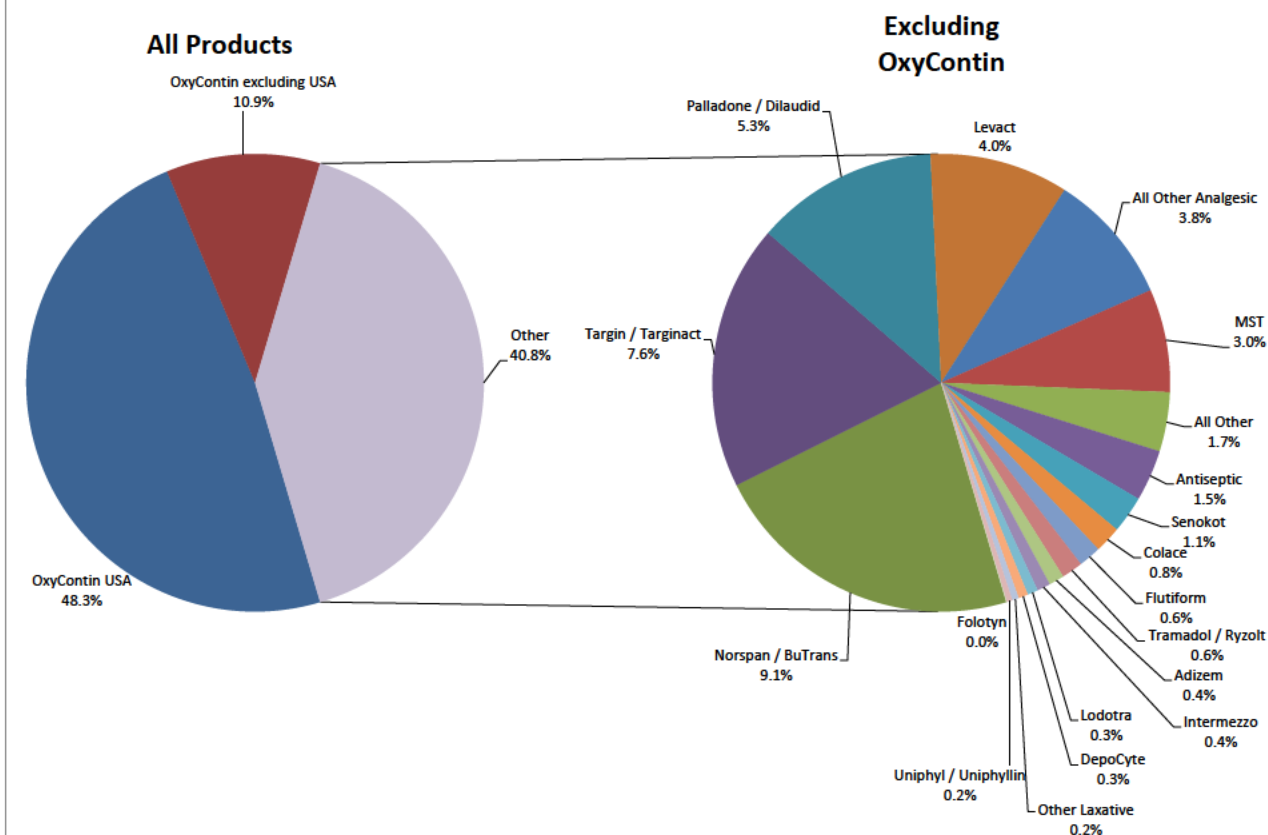
	USA (Purdue Pharma LP)	Europe	Canada (Purdue Pharma)	ANZ	Asia / Lat Am	2013 Total	% of Total	2012 Actual	2013 vs 2012	2013 MYE	2013 vs MYE	2013 Budget	2013 vs Bud
	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000		US\$'000	%	US\$'000	%	US\$'000	%
OxyContin	144,310	14,719	10,114	4,816	5,262	179,221	56.7	237,478	75.5	182,831	98.0	210,621	85.1
Targin / Targinact		23,123	237	2,494	921	26,775	8.5	23,933	111.9	26,884	99.6	27,242	98.3
Other Oxycodone		7,081	234	597	432	8,345	2.6	9,777	85.3	7,776	107.3	9,980	83.6
MST	755	5,332	576	891	1,506	9,060	2.9	9,802	92.4	9,702	93.4	9,627	94.1
DHC		1,124		127		1,251	0.4	1,500	83.4	1,297	96.5	1,312	95.3
Tramadol / Ryzolt	7	453	627		1,245	2,333	0.7	1,835	127.1	1,907	122.4	1,783	130.8
Palladone / Dilaudid	912	6,680	10,137	307		18,036	5.7	18,668	96.6	18,693	96.5	17,557	102.7
Norspan / BuTrans	12,436	12,975	935	4,313	559	31,217	9.9	28,610	109.1	33,636	92.8	34,453	90.6
Transtec		633				633	0.2	807	78.5	814	77.8	853	74.3
Other		130	772	91	51	1,044	0.3	1,595	65.5	1,281	81.5	1,483	70.4
ANALGESIC - Total	158,421	72,251	23,631	13,637	9,976	277,916	87.9	334,006	83.2	284,823	97.6	314,911	88.3
	57.0%	26.0%	8.5%	4.9%	3.6%	100.0%							
ANTISEPTIC - Total	929	1,572	115		1,893	4,508	1.4	3,543	127.3	5,160	87.4	4,769	94.5
	20.6%	34.9%	2.5%	0.0%	42.0%	100.0%							
Flutiform		4,433		66	7	4,506	1.4	111	4052.6	4,527	99.5	5,712	78.9
Uniphyl / Uniphyllin		367	180		28	575	0.2	610	94.3	607	94.7	579	99.3
Other Respiratory		156	46			203	0.1	206	98.2	219	92.6	215	94.4
RESPIRATORY - Total		4,956	225	66	36	5,283	1.7	927	569.9	5,353	98.7	6,506	81.2
	0.0%	93.8%	4.3%	1.3%	0.7%	100.0%							
Adizem		1,422				1,422	0.4	1,756	81.0	1,764	80.6	1,722	82.6
Other					23	23	0.0	21	110.7	18	131.6	20	117.3
CARDIOVASCULAR - Total		1,422			23	1,445	0.5	1,777	81.3	1,782	81.1	1,742	83.0
	0.0%	98.4%	0.0%	0.0%	1.6%	100.0%							
Senokot	1,705	4	1,649		95	3,453	1.1	3,272	105.6	3,403	101.5	3,400	101.6
Colace	2,537					2,537	0.8	2,423	104.7	2,478	102.4	2,480	102.3
Other		587				587	0.2	627	93.7	580	101.1	604	97.1
LAXATIVE - Total	4,242	591	1,649		95	6,577	2.1	6,322	104.0	6,461	101.8	6,484	101.4
	64.5%	9.0%	25.1%	0.0%	1.4%	100.0%							
Levact		11,863				11,863	3.8	10,735	110.5	14,444	82.1	15,439	76.8
DepoCyte		1,114			(3)	1,112	0.4	453	245.4	1,178	94.3	1,125	98.8
Folotyn					27	27	0.0	19	144.4	35	76.5	239	11.3
ONCOLOGY - Total		12,977			24	13,002	4.1	11,207	116.0	15,657	83.0	16,803	77.4
	0.0%	99.8%	0.0%	0.0%	0.2%	100.0%							
Intermezzo	1,049					1,049	0.3	(369)	(283.9)	863	121.5	6,148	17.1
Other	473	3,456	2,481	2	84	6,495	2.1	6,399	101.5	7,787	83.4	7,131	91.1
ALL OTHER - Total	1,522	3,456	2,481	2	84	7,544	2.4	6,030	125.1	7,787	96.9	13,279	56.8
	20.2%	45.8%	32.9%	0.0%	1.1%	100.0%							
TOTAL SALES	165,114	97,224	28,100	13,705	12,131	316,275	100.0	363,811	86.9	327,022	96.7	364,494	86.8
	52.2%	30.7%	8.9%	4.3%	3.8%	100.0%							

November 2013

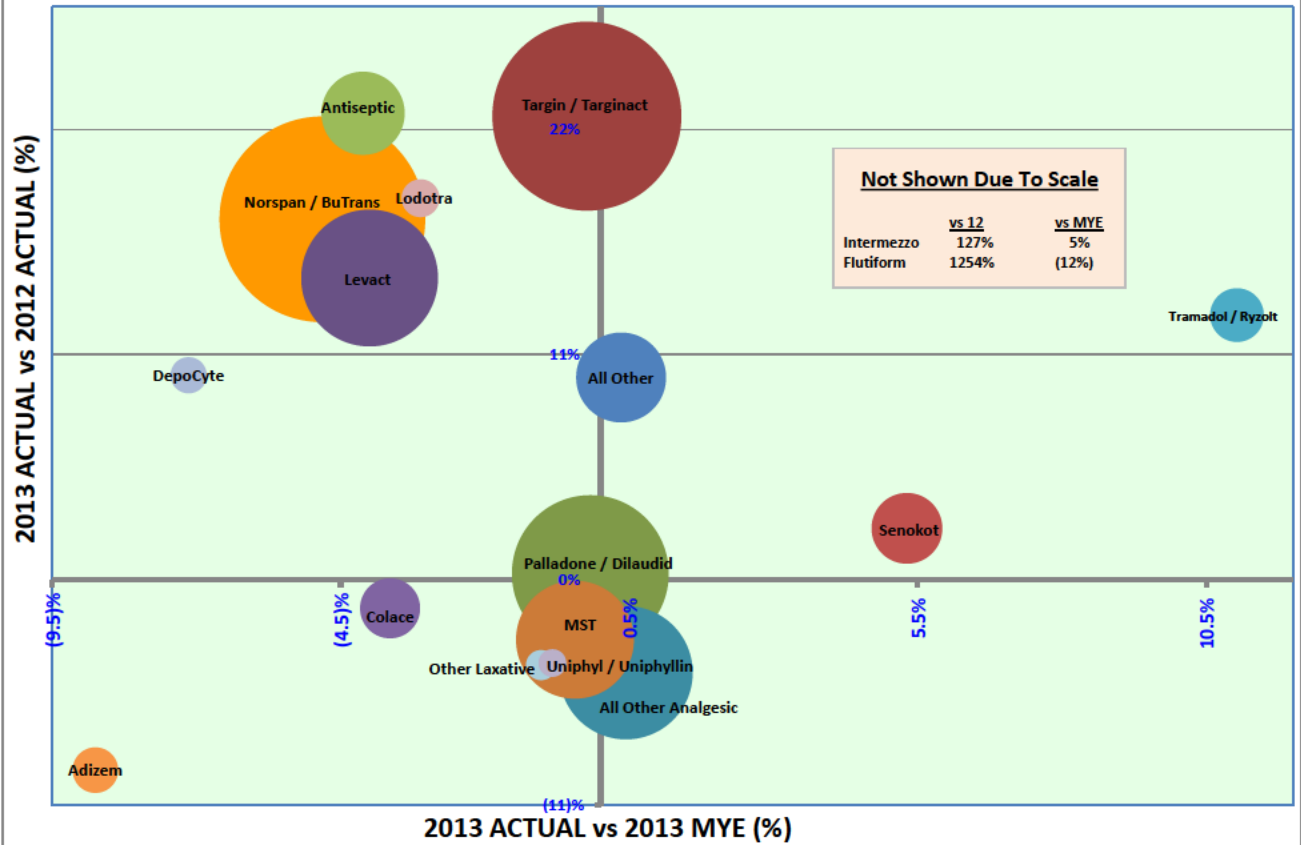
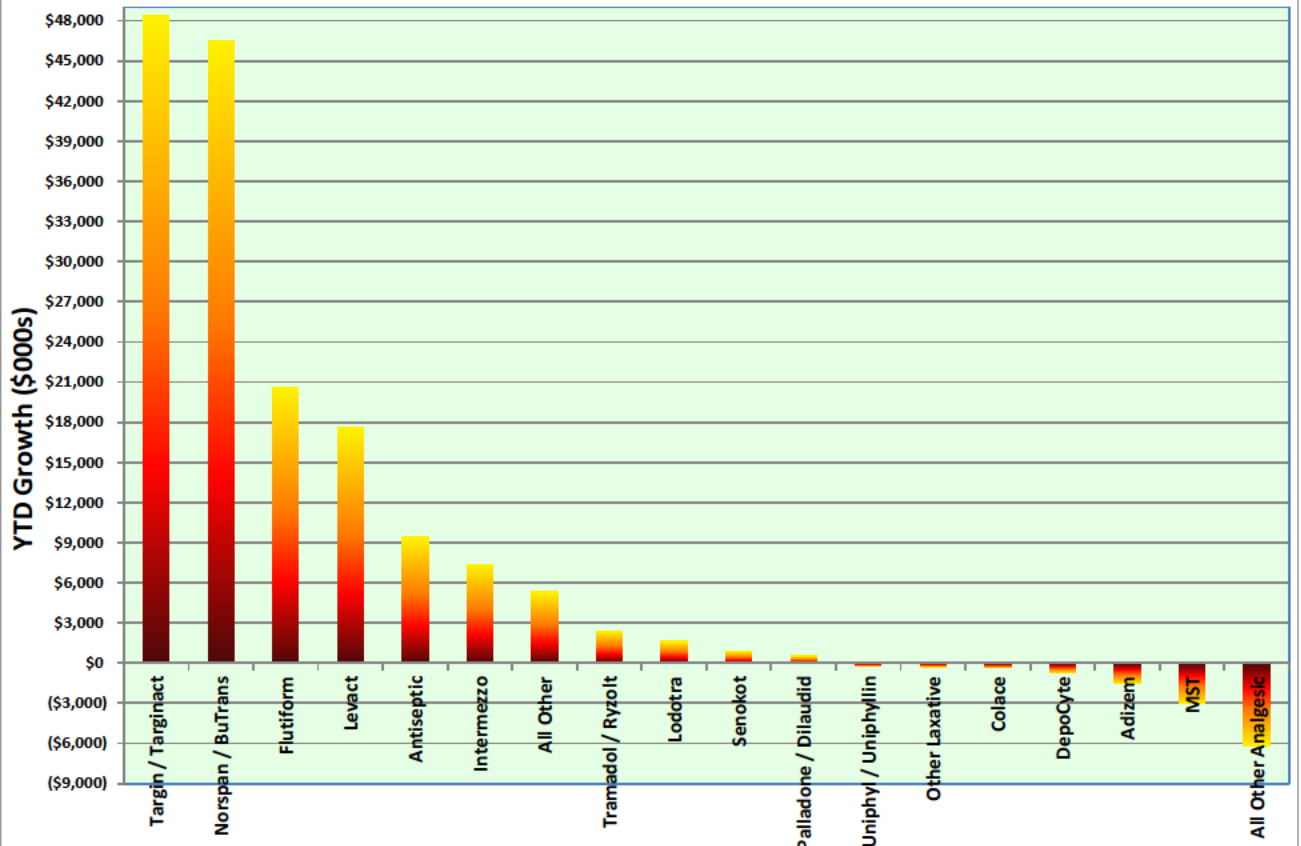
SALES BY PRODUCT - YEAR TO DATE

	2013 Actual		2012 Actual		2013 vs 2012		2013 MYE		2013 vs MYE	
	Total US\$'000	% of Total	Total US\$'000	% of Total	US\$'000	%	Total US\$'000	% of Total	US\$'000	%
Excluding OxyContin										
Norspan / BuTrans	310,594	22.2	264,066	21.1	46,528	117.6	326,324	22.9	(15,730)	95.2
Targin / Targinact	262,041	18.7	213,634	17.1	48,407	122.7	262,661	18.5	(620)	99.8
Palladone / Dilaudid	180,405	12.9	179,841	14.4	564	100.3	180,723	12.7	(318)	99.8
Levact	137,169	9.8	119,535	9.6	17,633	114.8	142,886	10.0	(5,717)	96.0
All Other Analgesic	130,297	9.3	136,474	10.9	(6,177)	95.5	129,723	9.1	574	100.4
MST	101,781	7.3	104,837	8.4	(3,056)	97.1	102,233	7.2	(452)	99.6
All Other	58,666	4.2	53,727	4.3	4,939	109.2	58,476	4.1	190	100.3
Antiseptic	50,621	3.6	41,223	3.3	9,399	122.8	52,794	3.7	(2,172)	95.9
Senokot	36,586	2.6	35,885	2.9	901	102.5	34,740	2.4	1,845	105.3
Colace	26,275	1.9	26,642	2.1	(368)	98.6	27,269	1.9	(994)	96.4
Flutiform	22,269	1.6	1,645	0.1	20,624	n/a	25,398	1.8	(3,129)	87.7
Tramadol / Ryzolt	21,007	1.5	18,600	1.5	2,407	112.9	18,920	1.3	2,087	111.0
Adizem	15,109	1.1	16,655	1.3	(1,546)	90.7	16,558	1.2	(1,449)	91.2
Intermezzo	13,132	0.9	5,779	0.5	7,353	227.2	12,487	0.9	646	105.2
Lodotra	10,416	0.7	8,779	0.7	1,637	118.6	10,751	0.8	(335)	96.9
DepoCyte	9,498	0.7	10,228	0.8	(730)	92.9	8,634	0.6	864	110.0
Other Laxative	6,586	0.5	6,872	0.5	(286)	95.8	6,655	0.5	(69)	99.0
Uniphyll / Uniphyllin	5,526	0.4	5,759	0.5	(233)	95.9	5,572	0.4	(46)	99.2
Folotyn	420	0.0	39	0.0	380	n/a	399	0.0	21	105.1
Products excl Oxy	1,398,397	100.0	1,250,019	100.0	148,378	111.9	1,423,203	100.0	(24,807)	98.3
Products excl Oxy restated		40.8		35.6				40.9		
OxyContin	2,033,184	59.2	2,262,451	64.4	(229,267)	89.9	2,054,425	59.1	(21,241)	99.0
TOTALS	3,431,581	100.0	3,512,470	100.0	(80,889)	97.7	3,477,628	100.0	(46,047)	98.7

YTD SALES BY PRODUCT



November 2013

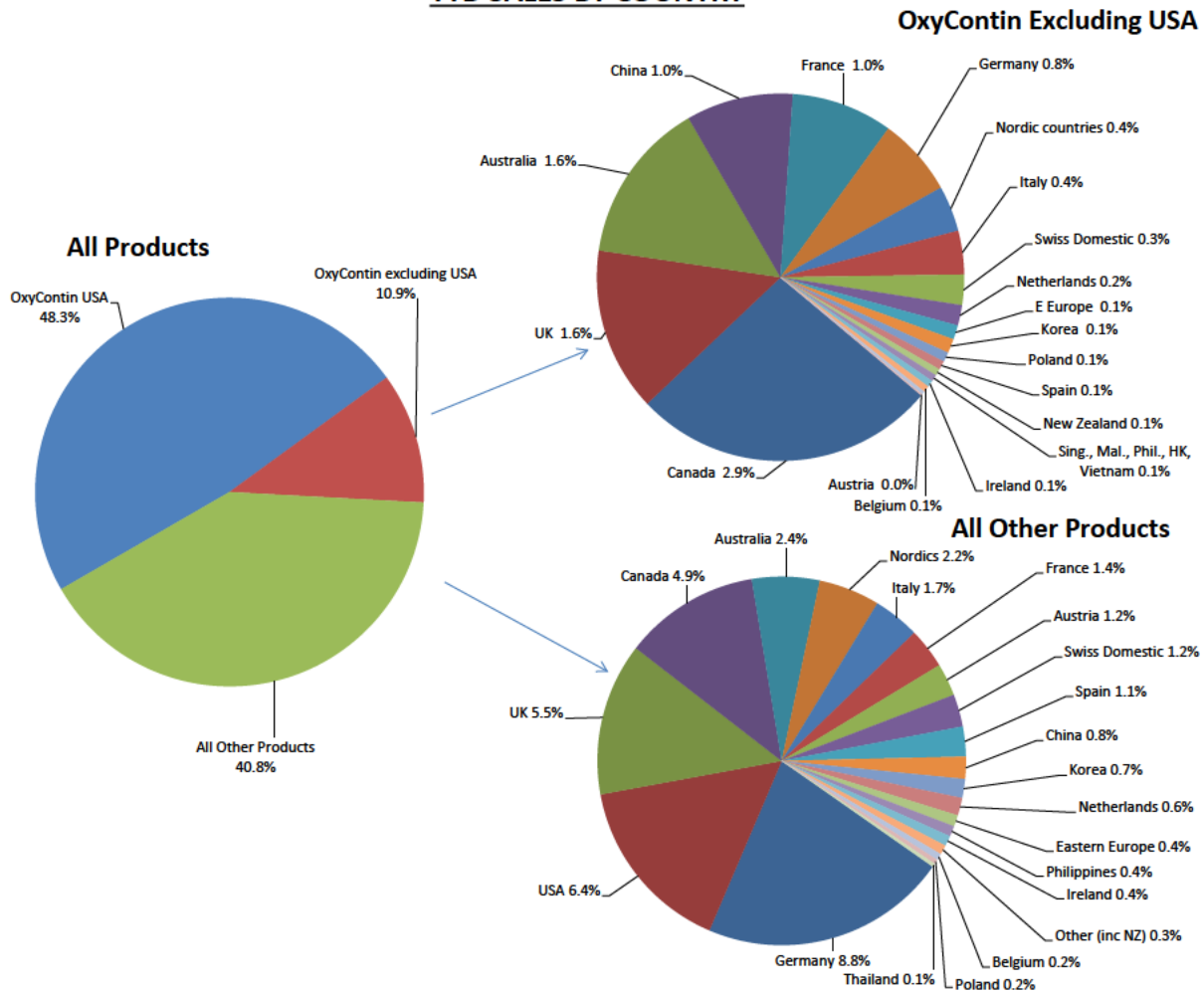
YTD SALES COMPARISON - BY PRODUCT (EXCL OXYCONTIN)**2013 YTD SALES vs 2012 YTD SALES BY PRODUCT (EXCL OXYCONTIN)**

November 2013

SALES BY COUNTRY - YEAR TO DATE

	2013 Actual		2012 Actual		2013 vs 2012		2013 MYE		2013 vs MYE	
	Total US\$'000	% of Total	Total US\$'000	% of Total	US\$'000	%	Total US\$'000	% of Total	US\$'000	%
Excluding OxyContin										
Germany (M. GmbH)	303,482	21.7	297,996	23.8	5,486	101.8	313,427	22.0	(9,945)	96.8
USA (Purdue)	219,009	15.7	192,014	15.4	26,994	114.1	231,389	16.3	(12,380)	94.6
UK (Napp)	187,431	13.4	178,607	14.3	8,824	104.9	187,329	13.2	101	100.1
Canada (Purdue)	166,540	11.9	147,794	11.8	18,746	112.7	168,157	11.8	(1,617)	99.0
Australia (M. Pty Ltd)	82,860	5.9	70,396	5.6	12,464	117.7	82,732	5.8	129	100.2
Nordics (Norpharma)	75,065	5.4	69,747	5.6	5,318	107.6	75,531	5.3	(466)	99.4
Italy (M. Srl)	57,192	4.1	33,855	2.7	23,337	168.9	54,204	3.8	2,988	105.5
France (M. SAS)	49,453	3.5	41,655	3.3	7,798	118.7	47,733	3.4	1,720	103.6
Austria (M. GesmbH)	39,926	2.9	40,431	3.2	(505)	98.8	39,226	2.8	700	101.8
Swiss Domestic (MMCO)	39,656	2.8	35,705	2.9	3,951	111.1	39,749	2.8	(93)	99.8
Spain (M. SL)	36,631	2.6	28,030	2.2	8,601	130.7	36,335	2.6	296	100.8
China (MCPC)	27,248	1.9	24,477	2.0	2,771	111.3	27,697	1.9	(449)	98.4
Korea (M. Korea Ltd)	23,231	1.7	14,002	1.1	9,228	165.9	23,650	1.7	(420)	98.2
Netherlands (M. P. BV)	21,650	1.5	20,627	1.7	1,023	105.0	23,629	1.7	(1,979)	91.6
Eastern Europe (MMG)	13,947	1.0	11,702	0.9	2,245	119.2	15,065	1.1	(1,118)	92.6
Philippines (M Dist GmbH)	12,898	0.9	11,779	0.9	1,119	109.5	15,076	1.1	(2,178)	85.6
Ireland (M. P. Ltd)	12,642	0.9	12,471	1.0	172	101.4	13,201	0.9	(559)	95.8
Other (inc NZ)	11,644	0.8	7,461	0.6	4,182	156.1	12,652	0.9	(1,008)	92.0
Belgium (M. CVA)	8,141	0.6	6,333	0.5	1,808	128.5	7,945	0.6	196	102.5
Poland (Norpharma)	5,735	0.4	4,937	0.4	798	116.2	5,374	0.4	362	106.7
Thailand (Mundi. (T'land) Ltd)	4,015	0.3	0	0.0	4,015	n/a	3,103	0.2	912	129.4
Products excl Oxy	1,398,397	100.0	1,250,019	100.0	148,378	111.9	1,423,203	100.0	(24,807)	98.3
Products excl Oxy restated		40.8		35.6				40.9		
OxyContin	2,033,184	59.2	2,262,451	64.4	(229,267)	89.9	2,054,425	59.1	(21,241)	99.0
TOTALS	3,431,581	100.0	3,512,470	100.0	(80,889)	97.7	3,477,628	100.0	(46,047)	98.7

YTD SALES BY COUNTRY



November 2013

OXYCONTIN SALES HISTORY

	USA	Canada	Nordic	Germany	Ireland	Australia	UK	Neths.	Switzerland	E.Europe	Austria	Korea	France	Spain	Italy	New Zealand	SE Asia / LA	China	Belgium	Poland	South Africa	Total Monthly Sales	12 Mth Rolling Total	12 Mth Monthly Moving Average
Date of Launch >	Dec 95	Jun 96	Dec 96	Aug 98	Jan 99	Sep 99	Jan 00	Dec 00	Feb 01	Feb 01	Mar 01	Mar 01	Apr 02	Jun 04	Mar 05	Jul 05	Jul 05	Aug 04	Feb 07	Jul 08	Mar 12	US\$'000	US\$'000	US\$'000
	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000
1996	47,982	122	12																			48,116	48,116	4,010
1997	133,255	1,014	240																			134,509	134,509	11,209
1998	273,219	2,614	646	2,669																		279,148	279,148	23,262
1999	562,570	5,111	1,541	10,956	228																	580,405	580,405	48,367
2000	951,446	9,583	2,620	14,612	326	1,663	2,320	22														982,592	982,599	81,883
	96.8%	1.0%	0.3%	1.5%	0.0%	0.2%	0.2%	0.0%														100.0%		
2001	1,232,159	18,349	4,783	21,915	553	3,985	6,639	351	41	92	262	1,419										1,290,548	1,290,548	107,546
	95.5%	1.4%	0.4%	1.7%	0.0%	0.3%	0.5%	0.0%	0.0%	0.0%	0.0%	0.1%										100.0%		
2002	1,269,342	29,691	9,739	37,060	845	6,681	11,793	1,333	213	283	662	2,200	629									1,370,471	1,370,471	114,206
	92.6%	2.2%	0.7%	2.7%	0.1%	0.5%	0.9%	0.1%	0.0%	0.0%	0.0%	0.2%	0.0%									100.0%		
2003	1,619,821	52,889	17,213	62,176	1,233	10,809	20,052	3,196	1,097	945	948	3,607	1,652									1,795,638	1,795,638	149,637
	90.2%	2.9%	1.0%	3.5%	0.1%	0.6%	1.1%	0.2%	0.1%	0.1%	0.1%	0.2%	0.1%									100.0%		
2004	1,334,601	75,404	22,170	79,186	1,262	16,051	24,696	5,655	2,208	1,681	1,360	5,533	3,345	336								1,573,488	1,573,488	131,124
	84.8%	4.8%	1.4%	5.0%	0.1%	1.0%	1.6%	0.4%	0.1%	0.1%	0.1%	0.4%	0.2%	0.0%								100.0%		
2005	941,705	93,960	27,676	114,711	1,988	20,032	33,687	7,317	3,300	3,537	1,399	5,663	5,404	1,169	839	103	345					1,262,836	1,262,836	105,236
	74.6%	7.4%	2.2%	9.1%	0.2%	1.6%	2.7%	0.6%	0.3%	0.3%	0.1%	0.4%	0.4%	0.1%	0.1%	0.0%	0.0%					100.0%		
2006	605,123	124,231	32,382	130,001	1,869	24,704	42,330	9,420	4,551	4,437	1,852	8,629	7,209	1,927	3,104	505	644					1,002,915	1,002,915	83,576
	60.3%	12.4%	3.2%	13.0%	0.2%	2.5%	4.2%	0.9%	0.5%	0.4%	0.2%	0.9%	0.7%	0.2%	0.3%	0.1%	0.1%					100.0%		
2007	955,636	152,630	41,294	90,966	2,404	33,018	57,144	11,982	6,425	6,718	2,274	11,035	10,126	3,066	6,690	1,198	954	2,421	516			1,396,496	1,396,496	116,375
	68.4%	10.9%	3.0%	6.5%	0.2%	2.4%	4.1%	0.9%	0.5%	0.5%	0.2%	0.8%	0.7%	0.2%	0.5%	0.1%	0.1%	0.2%	0.0%			100.0%		
2008	2,114,078	164,773	44,031	69,907	2,717	36,032	52,130	13,052	8,914	8,635	2,657	8,663	13,958	5,333	10,242	1,612	1,316	4,444	1,628	8		2,564,130	2,564,130	213,677
	82.4%	6.4%	1.7%	2.7%	0.1%	1.4%	2.0%	0.5%	0.3%	0.3%	0.1%	0.3%	0.5%	0.2%	0.4%	0.1%	0.1%	0.2%	0.1%	0.0%		100.0%		
2009	2,457,763	181,732	45,943	62,779	2,876	42,270	56,581	9,269	10,037	8,874	2,665	9,523	18,718	6,764	17,688	2,261	1,556	6,308	2,278	24		2,945,909	2,945,909	245,492
	83.4%	6.2%	1.6%	2.1%	0.1%	1.4%	1.9%	0.3%	0.3%	0.3%	0.1%	0.3%	0.6%	0.2%	0.6%	0.1%	0.1%	0.2%	0.1%	0.0%		100.0%		
2010	2,267,670	205,224	40,016	50,960	2,965	54,863	53,388	14,691	11,468	10,799	1,973	10,219	22,902	8,206	24,384	3,396	1,864	8,509	3,257	134		2,796,889	2,796,889	233,074
	81.1%	7.3%	1.4%	1.8%	0.1%	2.0%	1.9%	0.5%	0.4%	0.4%	0.1%	0.4%	0.8%	0.3%	0.9%	0.1%	0.1%	0.3%	0.1%	0.0%		100.0%		
2011	2,045,908	215,457	45,460	43,576	3,229	66,497	62,363	17,209	13,608	9,165	1,342	10,222	28,057	6,556	24,876	3,954	2,402	13,779	4,140	1,829		2,619,627	2,619,627	218,302
	78.1%	8.2%	1.7%	1.7%	0.1%	2.5%	2.4%	0.7%	0.5%	0.3%	0.1%	0.4%	1.1%	0.3%	0.9%	0.2%	0.1%	0.5%	0.2%	0.1%		100.0%		
Jan-12	114,958	18,212	3,195	2,821	214	6,122	5,657	1,344	1,063	22	28	916	2,229	511	2,422	363	264	1,290	236	96		161,963	2,599,498	216,625
Feb-12	127,009	23,526	3,769	2,834	233	4,873	4,722	1,430	994	267	35	766	2,221	508	1,600	347	222	1,462	337	121		177,278	2,592,208	216,017
Mar-12	225,184	21,549	3,272	2,991	227	5,701	5,765	1,354	1,060	1,186	46	732	2,396	458	1,294	255	206	1,637	377	224	27	275,940	2,593,572	216,131
Apr-12	149,161	11,872	2,383	2,816	235	5,635	5,378	1,296	973	309	44	754	2,510	545	1,899	319	340	1,458	277	308	28	188,539	2,546,823	212,235
May-12	199,012	10,601	2,597	2,880	246	5,272	6,687	1,453	1,023	449	46	808	2,608	481	1,964	400	183	1,682	365	295	52	239,106	2,581,510	215,126
Jun-12	145,696	10,952	2,275	3,095	229	6,363	6,726	1,564	1,057	636	42	864	2,618	647	1,215	310	135	1,748	219	122	30	186,544	2,512,838	209,403
Jul-12	155,532	14,185	2,530	3,068	217	5,439	5,264	1,011	1,011	524	40	879	2,742	443	2,736	340	229	1,757	381	307	71	199,200	2,511,317	209,276
Aug-12	196,367	12,156	2,509	2,754	241	5,530	6,006	1,832	935	562	39	695	2,636	193	881	309	180	1,918	301	319	57	236,418	2,528,614	210,718
Sep-12	129,031	9,447	2,348	2,925	238	5,240	5,522	1,538	883	671	34	752	2,242	372	883	307	295	2,147	251	185	82	165,391	2,474,168	206,181
Oct-12	154,821	13,409	2,211	2,897	232	5,580	5,894	1,494	1,071	800	49	694	2,617	309	1,736	333	187	2,048	287	303	86	197,054	2,481,796	206,816
Nov-12	195,245	13,450	1,665	3,037	275	6,266	6,503	1,071	1,040	875	37	645	2,846	361	983	373	244	2,242	187	258	87	237,692	2,503,294	208,608
Dec-12	196,457	9,007	1,428	2,728	204	4,273	5,358	860	918	467	34	451	2,863	263	500	311	206	1,948	160	114	107	228,661	2,493,786	207,815
2012	1,988,473	168,365	30,182	34,847	2,792	66,295	69,482	16,742	12,029	6,768	474	8,956	30,530	5,090	18,113	3,967	2,691	21,336	3,379	2,652	625	2,493,786	2,493,786	207,815
	79.7%	6.8%	1.2%	1.4%	0.1%	2.7%	2.8%	0.7%	0.5%	0.3%	0.0%	0.4%	1.2%	0.2%	0.7%	0.2%	0.1%	0.9%	0.1%	0.1%	0.0%	100.0%		
Jan-13	124,553	10,023	1,792	2,692	253	5,302	4,812	814	1,061	89	38	691	2,874	383	1,707	260	267	2,637	201	267	52	160,768	2,492,592	207,716
Feb-13	125,814	9,599	1,369	2,680	207	4,441	4,344	632	873	639	34	492	2,524	219	1,132	321	173	2,696	166	250	84	158,688	2,474,001	206,167
Mar-13	159,968	8,094	1,183	2,511	223	4,881	5,572	542	939	490	32	241	2,674	391	624	291	221	3,499	178	243	86	192,881	2,390,943	199,245
Apr-13	168,299	9,000	1,478	2,411	239	5,263	4,566	682	938	597	34	296	3,212	198	1,932	327	168	2,909	161	427	77	203,215	2,405,619	200,468
May-13	149,442	9,286	1,526	2,555	238	4,865	5,380	742	891	315	41	431	2,936	307	974	302	219	3,126	203	358	114	184,251	2,350,764	195,897
Jun-13	145,488	8,214	1,482	2,631	135	4,765	3,844	552	893	481	36	434	2,829	250	839	348	99	3,281	183	172	95	177,050	2,341,270	195,106
Jul-13	169,666	10,009	1,371	2,448	197	4,668	4,951	562	1,021	198	40	484	3,309	288	2,649	215	439	3,670	175	329	98	206,784	2,348,855	195,738
Aug-13	144,622	8,124	1,180	2,591	163	4,941	4,741	563	803	587	33	410	2,987	182	496	49	927	3,194	220	277	112	177,201	2,289,638	190,803
Sep-13	137,668	8,158	1,301	1,763	163	4,837	4,286	511	790	434	38	446	3,086	207	1,076	31	1,354	3,429	162	357	146	170,163	2,294,409	191,201
Oct-13	185,864	9,348	1,278	1,905	186	4,666	5,817	593	903	274	34	416	3,609	226	2,418	36	1,211	3,566	191	283	136	222,961	2,320,316	193,360
Nov-13	144,310	10,114	1,034	1,562	175	4,765	5,410	488	866	571	32	337	3,274	222	483	51	1,868	3,057	238	23				

YEAR TO DATE NOVEMBER 2013

	2013 Actual	2012 Actual	2013 MYE	2013 Actual vs 2012 Actual		2013 Actual vs. MYE	
	US\$'000	US\$'000	US\$'000	US\$'000	%	US\$'000	%
Israel (Rafa Laboratories Ltd)							
OxyContin	2,185	2,290	2,128	(105)	95.4	57	102.7
Targin / Targinact	3,827	2,779	3,705	1,048	137.7	122	103.3
Other Oxycodone	1,145	1,001	1,064	145	114.5	82	107.7
Morphine	537	473	477	64	113.5	60	112.7
BuTrans	827	805	844	21	102.6	(17)	98.0
Adizem	169	177	163	(8)	95.4	6	103.9
Prioderm	263	317	305	(55)	82.8	(42)	86.1
Hedrin	1,798	1,165	1,309	633	154.3	489	137.3
Lodotra	7	5	8	3	156.9	(1)	93.1
Non Mundipharma products	57,982	50,004	54,131	7,978	116.0	3,851	107.1
	68,740	59,017	64,132	9,723	116.5	4,607	107.2
India (Modi Mundipharma Ltd)							
Analgesic	10,629	9,283	11,392	1,345	114.5	(764)	93.3
Betadine	29,416	28,095	31,011	1,321	n/a	(1,595)	94.9
Respiratory	4,511	4,016	4,727	496	112.3	(216)	95.4
Cardiovascular	9,054	8,546	9,875	508	105.9	(821)	91.7
Laxative	532	149	574	383	357.2	(43)	92.6
Non Mundipharma products	21,953	21,580	26,627	373	101.7	(4,674)	82.4
	76,095	71,669	84,207	4,426	106.2	(8,112)	90.4
Cyprus (Mundipharma Pharmaceuticals Ltd)							
Analgesic	709	589	646	120	120.3	63	109.7
Betadine	1,287	1,338	1,325	(51)	96.2	(38)	97.1
Respiratory	400	463	488	(64)	86.3	(88)	81.9
Cardiovascular	51	52	55	(1)	98.2	(3)	94.2
Laxative	68	67	70	1	101.5	(2)	96.7
Hedrin	272	250	280	22	108.8	(8)	97.2
Oncology	373	234	290	139	159.5	83	128.6
Non Mundipharma products	2,835	2,987	2,885	(152)	94.9	(50)	98.3
	5,994	5,980	6,039	14	100.2	(44)	99.3
TOTAL	150,829	136,666	154,378	14,163	110.4	(3,549)	97.7

MONTH OF NOVEMBER 2013

	2013 Actual	2012 Actual	2013 MYE	2013 Actual vs 2012 Actual		2013 Actual vs. MYE	
	US\$'000	US\$'000	US\$'000	US\$'000	%	US\$'000	%
Israel (Rafa Laboratories Ltd)							
OxyContin	223	187	194	36	119.2	29	115.1
Targin / Targinact	350	265	362	85	132.1	(12)	96.8
Other Oxycodone	105	84	96	20	124.1	8	108.6
Morphine	54	45	45	9	121.1	10	121.7
BuTrans	81	66	84	15	122.5	(3)	96.3
Adizem	6	35	19	(29)	16.1	(13)	29.5
Prioderm	9	117	87	(108)	7.6	(78)	10.2
Hedrin	169	75	78	94	226.0	90	215.5
Lodotra	0	1	1	(1)	28.5	(1)	26.1
Non Mundipharma products	5,304	4,504	4,855	800	117.8	449	109.2
	6,300	5,378	5,820	922	117.1	480	108.2
India (Modi Mundipharma Ltd)							
Analgesic	1,171	784	1,162	387	149.3	10	100.8
Betadine	2,524	2,643	3,210	(118)	95.5	(686)	78.6
Respiratory	437	471	492	(34)	92.7	(55)	88.8
Cardiovascular	840	796	1,017	44	105.6	(176)	82.7
Laxative	47	29	79	19	164.8	(32)	59.7
Non Mundipharma products	2,134	1,861	3,079	273	114.7	(945)	69.3
	7,153	6,583	9,039	570	108.7	(1,885)	79.1
Cyprus (Mundipharma Pharmaceuticals Ltd)							
Analgesic	74	43	59	32	173.7	15	125.7
Betadine	119	125	121	(6)	95.5	(2)	98.7
Respiratory	46	63	47	(17)	72.5	(1)	96.9
Cardiovascular	4	4	5	(0)	93.9	(1)	88.4
Laxative	5	7	7	(2)	73.5	(2)	68.0
Hedrin	35	25	39	10	139.2	(4)	89.9
Oncology	81	45	65	37	182.0	16	124.4
Non Mundipharma products	265	314	290	(49)	84.4	(25)	91.4
	630	626	634	4	100.7	(4)	99.4
TOTAL	14,083	12,587	15,492	1,496	111.9	(1,409)	90.9

To: Sackler, Dr Richard [REDACTED]
Cc: Stewart, John H. (US [REDACTED] Gasdia,
Russell [REDACTED]

From: Rosen, David (Sales and Marketing)
Sent: Tue 12/17/2013 9:36:13 AM
Subject: Butrans=11,956; Intermezzo=1,318 (Week ending 12-06-13)
[Intermezzo Weekly Report 12-6-2013.xlsx](#)
[OxyContin Wkly Report 12-6-13.xlsx](#)
[Butrans Weekly Report 12-6-13.xlsm](#)

Hi, Dr. Richard. Butrans reached another record high in Rx's, and it continues its growth. Good numbers for all products coming off a typically low Thanksgiving week.

Butrans

Rx Increase from last week (9,622)	24.3%
Share	2.18%
Share last week	2.17%

Intermezzo

Rx Increase from last week (1,065)	23.8%
Share	0.089%
Share last week	0.091%

-David

David Rosen | Executive Director, Forecasting, Analytics and Market Research | Purdue Pharma | One
Stamford Forum Stamford CT 06901 | [REDACTED]@pharma.com | [REDACTED]

[REDACTED]

Produced Natively

Total					% of Budget Achieved vs. True Rx's		% of TRx		Total Rx		Total NRx		Total RRx		True Rx		Trial Card Redemptions		% Chg vs. Prior Period							
	2012 Budget Rx	2013 Budget Rx	Total Rx	True Rx	Trial Card Redemptions	Weekly True Rx Vs Budget	Cumulative % True Rx vs Budget	True Rx	Trial Card Redemptions	1.75mg Total Rx	3.5mg Total Rx	1.75mg Total Rx	3.5mg Total Rx	1.75mg Total Rx	3.5mg Total Rx	1.75mg True	3.5mg True	1.75mg	3.5mg	Total Rx	1.75mg Total Rx	3.5mg Total Rx	True Rx	1.75mg True Rx	3.5mg True Rx	Trial Card Redemptions
6-Apr-12	69		92	88	4	128.0%	128.0%	96%	4%	53	39	53	39	0	0	50	38	3	1	NA	NA	NA	NA	NA	NA	NA
13-Apr-12	104		410	392	18	376.7%	277.8%	96%	4%	227	183	227	183	0	0	218	174	9	9	345.7%	328.3%	369.2%	345.5%	336.0%	357.9%	350.0%
20-Apr-12	183		468	406	62	221.5%	248.8%	87%	13%	256	212	253	212	3	0	225	181	31	31	14.1%	12.8%	15.8%	3.6%	3.2%	4.0%	244.4%
27-Apr-12	322		461	400	61	124.1%	189.5%	87%	13%	254	207	251	205	3	2	226	174	28	33	-1.5%	-0.8%	-2.4%	-1.5%	0.4%	-3.9%	-1.6%
4-May-12	519		551	466	85	89.8%	146.3%	85%	15%	306	245	306	240	0	5	266	200	40	45	19.5%	20.5%	18.4%	16.5%	17.7%	14.9%	39.3%
11-May-12	924		581	482	99	52.2%	105.3%	83%	17%	329	252	320	242	9	10	279	203	50	49	5.4%	7.5%	2.9%	3.4%	4.9%	1.5%	16.5%
18-May-12	1 171		577	474	103	40.5%	82.3%	82%	18%	303	274	290	249	13	25	249	225	54	49	-0.7%	-7.9%	8.7%	-1.7%	-10.8%	10.8%	4.0%
25-May-12	1 334		644	539	105	40.4%	70.2%	84%	16%	330	314	309	296	21	18	281	258	49	56	11.6%	8.9%	14.6%	13.7%	12.9%	14.7%	1.9%
1-Jun-12	1 423		561	494	67	34.7%	61.8%	88%	12%	295	266	270	245	25	21	256	238	39	28	-12.9%	-10.6%	-15.3%	-8.3%	-8.9%	-7.8%	-36.2%
8-Jun-12	2 153		801	678	123	31.5%	53.9%	85%	15%	409	392	365	346	44	46	339	339	70	53	42.8%	38.6%	47.4%	37.2%	32.4%	42.4%	83.6%
15-Jun-12	2 246		760	657	103	29.2%	48.6%	86%	14%	393	367	362	325	31	42	333	324	60	43	-5.1%	-3.9%	-6.4%	-3.1%	-1.8%	-4.4%	-16.3%
22-Jun-12	2 406		840	720	120	29.9%	45.1%	86%	14%	462	378	426	332	36	46	405	315	57	63	10.5%	17.6%	3.0%	9.6%	21.6%	-2.8%	16.5%
29-Jun-12	2 683		842	728	114	27.1%	42.0%	86%	14%	443	399	395	346	48	53	372	356	71	43	0.2%	-4.1%	5.6%	1.1%	-8.1%	13.0%	-5.0%
6-Jul-12	2 488		715	646	69	26.0%	39.8%	90%	10%	367	348	325	281	42	67	333	313	34	35	-15.1%	-17.2%	-12.8%	-11.3%	-10.5%	-12.1%	-39.5%
13-Jul-12	3 222		904	808	96	25.1%	37.5%	89%	11%	417	487	343	405	74	82	368	440	49	47	26.4%	13.6%	39.9%	25.1%	10.5%	40.6%	39.1%
20-Jul-12	3 606		894	789	105	21.9%	35.3%	88%	12%	451	443	387	358	64	85	403	386	48	57	-1.1%	8.2%	-9.0%	-2.4%	9.5%	-12.3%	9.4%
27-Jul-12	3 926		939	818	121	20.8%	33.3%	87%	13%	458	481	403	398	55	83	391	427	67	54	5.0%	1.6%	8.6%	3.7%	-3.0%	10.6%	15.2%
3-Aug-12	4 452		907	785	122	17.6%	31.2%	87%	13%	461	446	392	367	69	79	393	392	68	54	-3.4%	0.7%	-7.3%	-4.0%	0.5%	-8.2%	0.8%
10-Aug-12	4 679		1 063	954	109	20.4%	29.9%	90%	10%	510	553	458	446	52	107	458	496	52	57	17.2%	10.6%	24.0%	21.5%	16.5%	26.5%	-10.7%
17-Aug-12	4 809		1 094	977	117	20.3%	28.8%	89%	11%	545	549	471	427	74	122	479	498	66	51	2.9%	6.9%	-0.7%	2.4%	4.6%	0.4%	7.3%
24-Aug-12	5 086		1 102	967	135	19.0%	27.8%	88%	12%	547	555	459	444	88	111	466	501	81	54	0.7%	0.4%	1.1%	-1.0%	-2.7%	0.6%	15.4%
31-Aug-12	5 166		1 093	975	118	18.9%	26.9%	89%	11%	539	554	433	426	106	128	479	496	60	58	-0.8%	-1.5%	-0.2%	0.8%	2.8%	-1.0%	-12.6%
7-Sep-12	4 357		974	873	101	20.0%	26.4%	90%	10%	465	509	372	382	93	127	412	461	53	48	-10.9%	-13.7%	-8.1%	-10.5%	-14.0%	-7.1%	-14.4%
14-Sep-12	5 453		1 194	1 078	116	19.8%	25.8%	90%	10%	590	604	489	468	101	136	539	539	51	65	22.6%	26.9%	18.7%	23.5%	30.8%	16.9%	14.9%



NfRx, RfRx and TRx by Strength
Distribution of RfRx by Strength
Distribution of NfRx, RfRx and TRx by Strength
Weekly Growth in Intermezzo TRx

Data includes retail pharmacy mail order and LTC channels

		Intermezzo New, Refill and Total Prescriptions by Strength					
		0.75mg			3.5mg		
Week #	Week Ending	NfRx	RfRx	TRx	NfRx	RfRx	TRx
Week 1*	6-Apr-12	92	0	92	53	0	53
Week 2	13-Apr-12	4	0	4	227	0	227
Week 3	20-Apr-12	465	3	468	253	3	256
Week 4	27-Apr-12	456	5	461	251	3	254
Week 5	4-May-12	546	5	551	306	0	306
Week 6	11-May-12	562	19	581	320	9	329
Week 7	18-May-12	539	38	577	290	13	303
Week 8	25-May-12	605	39	644	309	21	330
Week 9	1-Jun-12	515	46	561	270	25	295
Week 10	8-Jun-12	711	90	801	365	44	409
Week 11	15-Jun-12	687	73	760	362	31	393
Week 12	22-Jun-12	758	82	840	426	36	462
Week 13	29-Jun-12	741	101	842	395	48	443
Week 14	6-Jul-12	606	109	715	325	42	367
Week 15	13-Jul-12	748	156	904	343	74	417
Week 16	20-Jul-12	745	149	894	387	64	451
Week 17	27-Jul-12	801	138	939	403	55	458
Week 18	3-Aug-12	759	148	907	398	46	444
Week 19	0-Aug-12	904	159	1063	458	52	510
Week 20	7-Aug-12	898	196	1094	471	74	545
Week 21	24-Aug-12	903	199	1102	495	88	583
Week 22	31-Aug-12	859	234	1093	483	106	589
Week 23	7-Sep-12	754	220	974	372	93	465
Week 24	14-Sep-12	957	237	1194	489	101	590
Week 25	21-Sep-12	972	306	1278	461	129	590
Week 26	28-Sep-12	1141	279	1420	478	124	602
Week 27	5-Oct-12	915	297	1212	436	128	564
Week 28	12-Oct-12	1017	267	1284	485	107	592
Week 29	19-Oct-12	901	288	1189	462	129	591
Week 30	26-Oct-12	1026	277	1303	553	44	597
Week 31	2-Nov-12	997	301	1298	479	115	594
Week 32	9-Nov-12	1043	340	1383	467	151	618
Week 33	16-Nov-12	1019	328	1347	506	138	644
Week 34	23-Nov-12	8	0	299	1109	369	116
Week 35	30-Nov-12	955	353	1308	466	133	599
Week 36	7-Dec-12	1046	339	1385	483	132	615
Week 37	14-Dec-12	1040	449	1489	521	188	709
Week 38	21-Dec-12	1137	397	1534	537	169	706
Week 39	28-Dec-12	654	341	995	307	144	451
Week 40	4-Jan-13	663	322	985	289	127	416
Week 41	11-Jan-13	9	6	374	1247	417	166
Week 42	18-Jan-13	1151	381	1532	553	144	697
Week 43	25-Jan-13	1187	340	1527	625	122	747
Week 44	1-Feb-13	1417	365	1782	741	141	882
Week 45	8-Feb-13	1461	369	1830	730	126	856
Week 46	15-Feb-13	1479	408	1887	790	157	936
Week 47	22-Feb-13	1493	414	1907	783	155	938
Week 48	1-Mar-13	1534	429	1963	804	177	981
Week 49	8-Mar-13	1474	474	1948	744	166	910
Week 50	15-Mar-13	1442	443	1885	747	176	923
Week 51	22-Mar-13	1416	523	1939	739	228	967
Week 52	29-Mar-13	901	513	1414	895	183	1078
Week 53	5-Apr-13	1280	449	1729	692	177	869
Week 54	12-Apr-13	1367	490	1857	666	197	863
Week 55	19-Apr-13	1305	464	1769	678	189	867
Week 56	26-Apr-13	1228	520	1748	594	209	803
Week 57	3-May-13	1252	538	1790	640	223	863
Week 58	10-May-13	1183	511	1694	554	210	764
Week 59	17-May-13	1177	518	1695	571	202	773
Week 60	24-May-13	1114	495	1609	538	187	725
Week 61	31-May-13	927	506	1433	480	175	655
Week 62	7-Jun-13	1097	486	1583	503	191	694
Week 63	14-Jun-13	1066	551	1617	529	214	743
Week 64	21-Jun-13	1046	517	1563	499	204	703
Week 65	28-Jun-13	966	495	1461	492	180	672
Week 66	5-Jul-13	853	469	1322	408	186	594
Week 67	12-Jul-13	985	518	1503	460	196	656
Week 68	19-Jul-13	1016	517	1533	463	198	657
Week 69	26-Jul-13	1017	521	1538	524	194	718
Week 70	2-Aug-13	989	494	1483	460	197	657
Week 71	9-Aug-13	965	517	1482	459	214	673
Week 72	6-Aug-13	945	488	1433	458	178	636
Week 73	23-Aug-13	901	498	1399	418	179	597
Week 74	10-Sep-13	1056	512	1568	467	181	648
Week 75	6-Sep-13	958	476	1434	439	174	613
Week 76	13-Sep-13	1065	456	1521	492	203	695
Week 77	20-Sep-13	1022	536	1558	494	206	700
Week 78	27-Sep-13	1000	492	1492	458	182	640
Week 79	4-Oct-13	1007	415	1422	467	180	647
Week 80	11-Oct-13	1007	467	1474	507	170	677
Week 81	18-Oct-13	1009	503	1512	445	193	638
Week 82	25-Oct-13	985	466	1451	468	162	630
Week 83	1-Nov-13	951	486	1437	453	176	629
Week 84	8-Nov-13	1023	510	1533	462	202	664
Week 85	15-Nov-13	952	482	1434	431	162	593
Week 86	22-Nov-13	972	496	1468	412	188	600
Week 87	29-Nov-13	740	424	1164	334	154	488
Week 88	6-Dec-13	906	516	1422	408	202	610

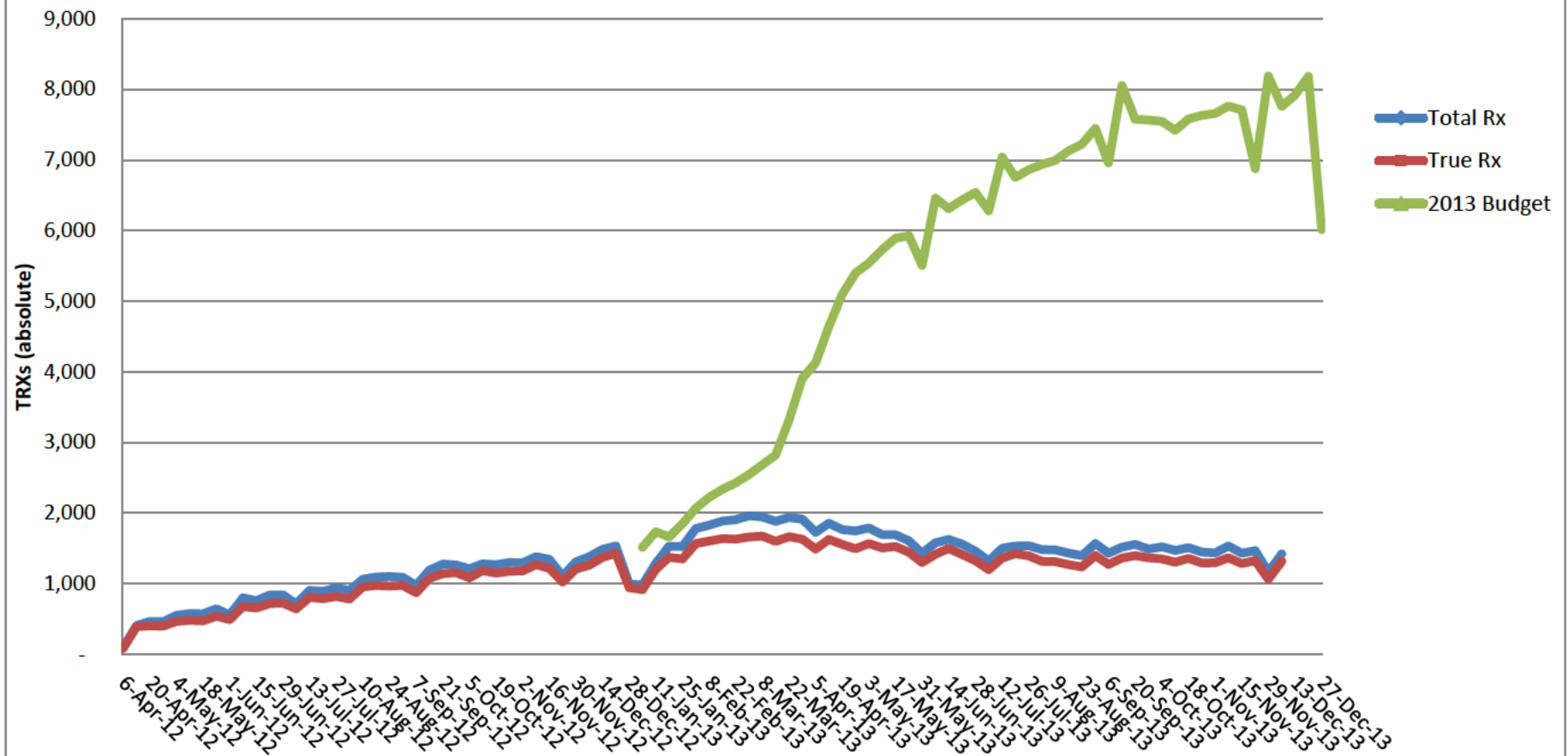
TOTAL	2013	36,902	14,424	77,630	26,523	8,887	35,410
YTD	2013	36,902	14,424	77,630	26,523	8,887	35,410

*Includes pre-launch prescriptions

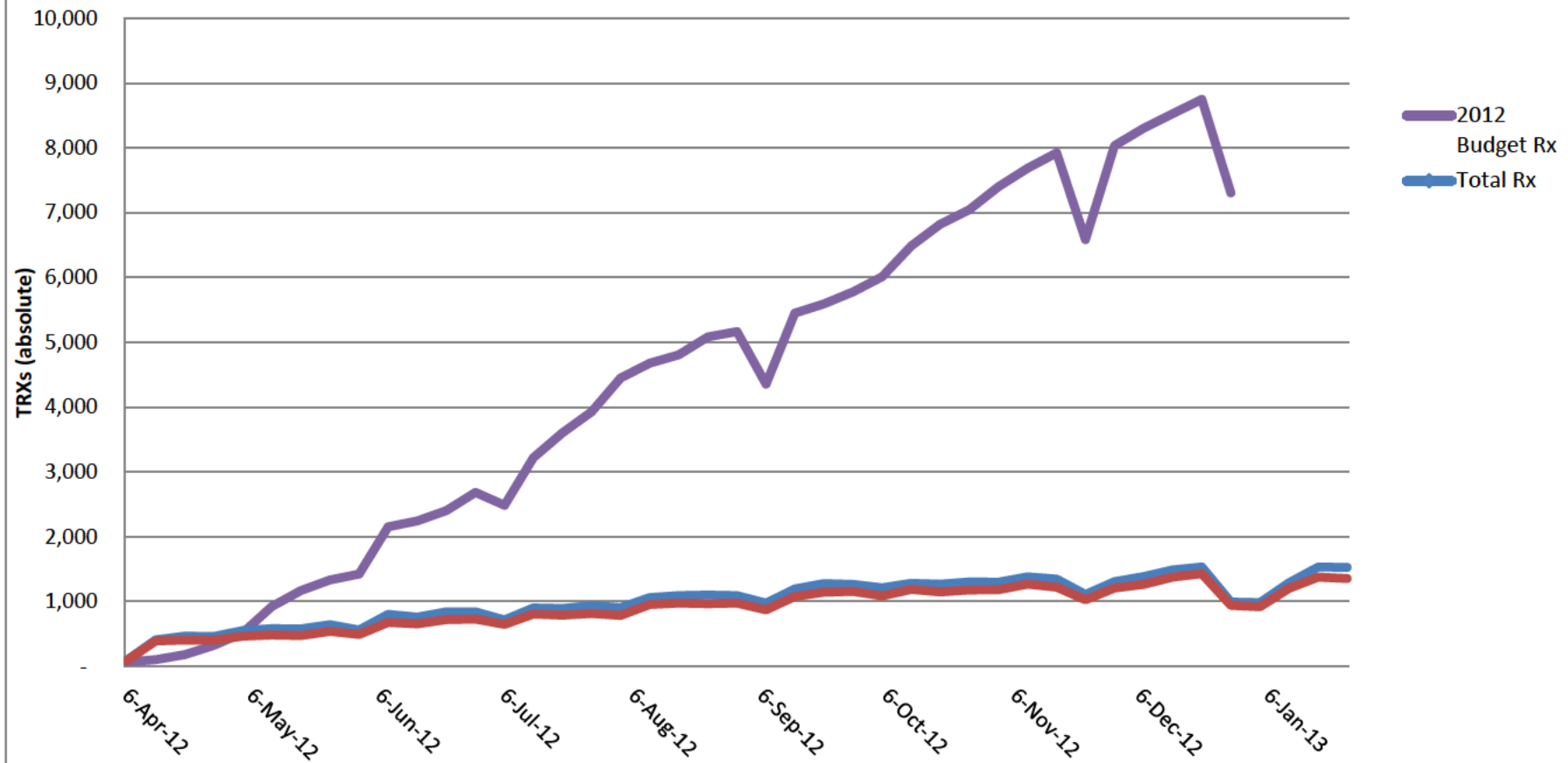
Data includes retail pharmacy mail order and LTC channels

Distribution of Total Intermezzo Prescriptions by Strength										
Total		1.75mg				3.5mg				
Week #	Week Ending	NfRx	RfRx	TRx	NfRx	RfRx	TRx	NfRx	RfRx	TRx
00.00	00.00	00.00	00.00	00.00	57.60	0.00	57.60	42.40	0.00	42.40
00.00	00.00	55.00	5.00	60.00	51.00	0.00	51.00	49.00	0.00	49.00
00.00	00.00	00.00	00.00	55.40	100.00	54.70	45.60	0.00	0.00	45.30
00.00	00.00	00.00	00.00	50.00	60.00	55.10	45.00	40.00	49.00	48.30
00.00	00.00	00.00	00.00	56.00	0.00	56.50	44.00	100.00	44.50	44.50
00.00	00.00	00.00	00.00	56.00	47.40	55.60	43.10	52.60	43.40	43.40
00.00	00.00	00.00	00.00	53.80	34.20	52.50	46.20	65.80	47.50	47.50
00.00	00.00	00.00	00.00	51.10	53.00	52.00	49.00	59.20	48.20	48.80
00.00	00.00	00.00	00.00	52.00	54.30	52.50	47.60	47.50	47.50	47.50
00.00	00.00	00.00	00.00	51.70	48.90	51.10	48.70	51.10	48.90	48.90
00.00	00.00	00.00	00.00	52.30	42.50	51.70	47.30	57.50	48.30	48.30
00.00	00.00	00.00	00.00	56.20	43.00	55.50	43.80	56.10	45.00	45.00
00.00	00.00	00.00	00.00	53.00	47.50	53.00	46.70	56.50	47.50	47.50
00.00	00.00	00.00	00.00	53.60	38.50	51.30	46.40	61.50	48.00	48.00
00.00	00.00	00.00	00.00	45.90	47.40	46.10	54.10	52.00	53.90	53.90
00.00	00.00	00.00	00.00	51.90	43.00	50.40	48.10	57.00	49.90	49.90
00.00	00.00	00.00	00.00	50.30	39.90	49.80	49.70	60.10	51.20	51.20
00.00	00.00	00.00	00.00	51.60	46.00	50.80	48.40	53.40	49.20	49.20
00.00	00.00	00.00	00.00	50.70	42.70	48.00	47.80	54.30	47.30	47.30
00.00	00.00	00.00	00.00	52.40	37.80	49.80	47.60	62.20	50.20	50.20
00.00	00.00	00.00	00.00	50.80	44.20	49.60	49.20	55.80	50.40	50.40
00.00	00.00	00.00	00.00	49.40	42.30	49.30	49.60	54.70	50.70	50.70
00.00	00.00	00.00	00.00	49.30	42.30	49.30	50.70	57.70	52.30	52.30
00.00	00.00	00.00	00.00	51.10	45.00	49.40	50.80	57.40	50.60	50.60
00.00	00.00	00.00	00.00	47.40	42.00	47.20	52.00	56.80	53.80	53.80
00.00	00.00	00.00	00.00	41.90	44.40	42.40	58.10	55.60	57.60	57.60
00.00	00.00	00.00	00.00	47.70	43.10	46.50	52.30	56.90	53.50	53.50
00.00	00.00	00.00	00.00	47.70	41.00	46.10	52.30	59.90	53.90	53.90
00.00	00.00	00.00	00.00	46.10	41.70	45.10	53.90	58.30	54.90	54.90
00.00	00.00	00.00	00.00	53.00	35.00	45.00	46.10	54.10	54.10	54.10
00.00	00.00	00.00	00.00	48.00	38.20	43.50	52.00	61.80	54.20	54.20
00.00	00.00	00.00	00.00	44.80	44.40	44.70	55.20	55.50	55.30	55.30
00.00	00.00	00.00	00.00	49.70	42.10	47.80	50.30	57.90	52.20	52.20
00.00	00.00	00.00	00.00	45.00	45.00	38.80	43.70	54.40	61.20	56.30
00.00	00.00	00.00	00.00	48.60	37.70	45.80	51.20	62.30	56.30	56.30
00.00	00.00	00.00	00.00	46.20	44.00	44.00	54.80	54.10	54.10	54.10
00.00	00.00	00.00	00.00	50.10	41.90	47.60	49.90	58.10	52.40	52.40
00.00	00.00	00.00	00.00	52.10	42.20	46.60	52.80	57.40	54.00	54.00
00.00	00.00	00.00	00.00	46.90	42.00	42.30	53.10	57.80	54.00	54.00
00.00	00.00	00.00	00.00	43.60	49.40	42.50	56.40	60.00	57.80	57.80
00.00	00.00	00.00	00.00	45.50	39.30	42.70	54.50	54.70	56.30	56.30
00.00	00.00	00.00	00.00	48.00	37.00	45.50	52.00	62.50	54.50	54.50
00.00	00.00	00.00	00.00	52.70	35.50	48.90	47.30	64.10	51.10	51.10
00.00	00.00	00.00	00.00	52.30	38.60	49.50	47.70	61.40	50.50	50.50
00.00	00.00	00.00	00.00	50.00	34.10	46.80	50.00	65.90	53.20	53.20
00.00	00.00	00.00	00.00	52.70	38.50	49.60	47.30	61.50	50.40	50.40
00.00	00.00	00.00	00.00	51.40	37.00	49.20	47.60	62.00	50.00	50.00
00.00	00.00	00.00	00.00	52.40	41.30	50.00	47.60	58.70	50.40	50.40
00.00	00.00	00.00	00.00	50.50	35.00	46.70	49.50	65.00	53.00	53.00
00.00	00.00	00.00	00.00	51.80	39.70	49.00	48.20	60.30	51.00	51.00
00.00	00.00	00.00	00.00	52.20	43.60	49.90	48.00	58.40	50.40	50.40
00.00	00.00	00.00	00.00	49.60	35.70	45.90	50.40	64.30	54.10	54.10
00.00	00.00	00.00	00.00	52.10	39.00	47.00	48.20	59.90	49.70	49.70
00.00	00.00	00.00	00.00	48.70	40.20	46.50	51.30	59.80	53.50	53.50
00.00	00.00	00.00	00.00	52.00	40.70	49.00	48.00	59.30	51.00	51.00
00.00	00.00	00.00	00.00	51.40	40.20	45.50	51.60	59.80	51.80	51.80
00.00	00.00	00.00	00.00	51.80	41.40	48.20	48.90	58.60	51.80	51.80
00.00	00.00	00.00	00.00	46.40	45.80	42.70	52.30	59.20	54.50	54.50
00.00	00.00	00.00	00.00	48.50	39.00	45.60	51.50	61.00	54.40	54.40
00.00	00.00	00.00	00.00	51.80	37.80	45.10	51.70	62.20	54.90	54.90
00.00	00.00	00.00	00.00	51.90	34.60	45.70	48.20	65.40	54.30	54.30
00.00	00.00	00.00	00.00	45.00	39.30	43.80	54.10	60.70	56.20	56.20
00.00	00.00	00.00	00.00	49.60	38.10	45.70	50.40	61.90	54.30	54.30
00.00	00.00	00.00	00.00	47.10	45.70	42.90	52.30	59.50	54.50	54.50
00.00	00.00	00.00	00.00	50.90	36.40	46.60	49.10	63.00	54.00	54.00
00.00	00.00	00.00	00.00	47.80	39.70	44.90	52.20	60.30	55.10	55.10
00.00	00.00	00.00	00.00	46.70	37.80	43.60	53.30	62.20	56.40	56.40
00.00	00.00	00.00	00.00	46.90	38.90	44.20	53.10	61.10	55.70	55.70
00.00	00.00	00.00	00.00	51.40	35.00	46.20	48.50	59.80	53.30	53.30
00.00	00.00	00.00	00.00	46.50	39.90	44.30	53.50	61.00	55.80	55.80
00.00	00.00	00.00	00.00	47.60	41.40	45.40	52.40	58.60	54.60	54.60
00.00	00.00	00.00	00.00	48.50	36.50	44.40	51.50	63.50	55.60	55.60
00.00	00.00	00.00	00.00	46.40	35.00	43.90	53.60	64.10	57.30	57.30
00.00	00.00	00.00	00.00	48.00	40.40	43.90	52.00	64.60	56.10	56.10
00.00	00.00	00.00	00.00	45.00	45.80	42.70	54.20	59.40	54.50	54.50
00.00	00.00	00.00	00.00	46.20	44.50	45.70	53.80	55.50	54.30	54.30
00.00	00.00	00.00	00.00	48.30	38.40	44.90	51.70	61.60	55.10	55.10
00.00	00.00	00.00	00.00	45.80	37.00	42.90	54.20	63.00	57.10	57.10
00.00	00.00	00.00	00.00	46.40	35.00	42.50	53.60	65.00	57.50	57.50
00.00	00.00	00.00	00.00	50.30	36.40	45.90	49.70	63.60	54.80	54.80
00.00	00.00	00.00	00.00	51.10	38.40	46.20	55.90	61.60	57.80	57.80
00.00	00.00	00.00	00.00	47.50	34.00	42.90	53.40	52.50	56.20	56.20
100.00	00.00	00.00	00.00	47.60	36.20	43.80	52.40	63.80	56.20	56.20
00.00	00.00	00.00	00.00	45.20	39.60	43.30	54.80	60.40	56.70	56.70
00.00	00.00	00.00	00.00	45.30	33.60	41.40	54.70	66.40	58.60	58.60
100.00	00.00	00.00	00.00	42.40	37.90	40.00	57.60	62.10	59.10	59.10
00.00	00.00	00.00	00.00	45.10	36.30	41.90	54.90	63.70	58.10	58.10
00.00	00.00	00.00	00.00	45.00	39.10	42.90	55.00	60.90	57.10	57.10

Intermezzo True Rx's (Source: IMS NPA/McKesson) 2013

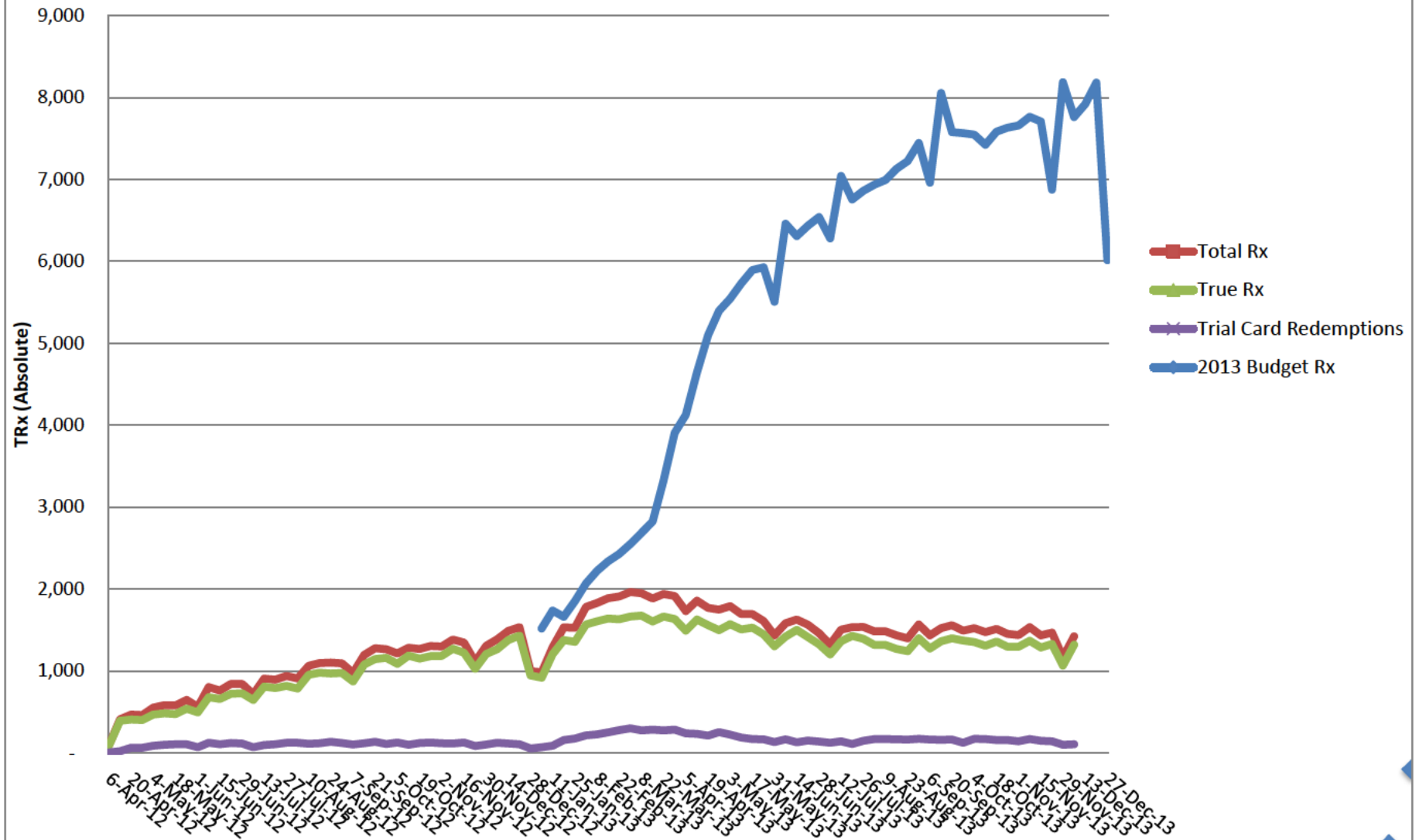


Intermezzo True Rx's (Source: IMS NPA/McKesson) 2012

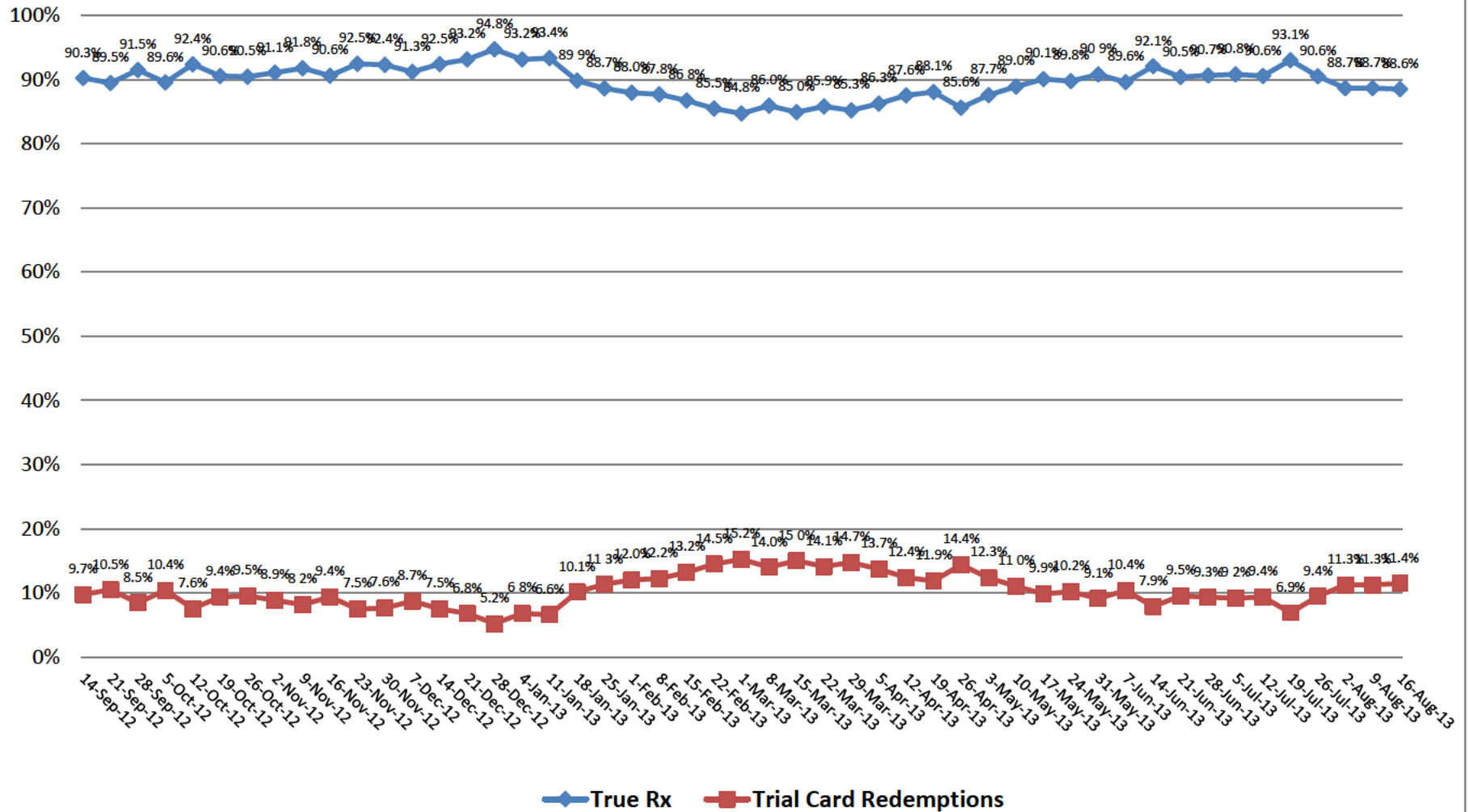


2012
Budget Rx
Total Rx

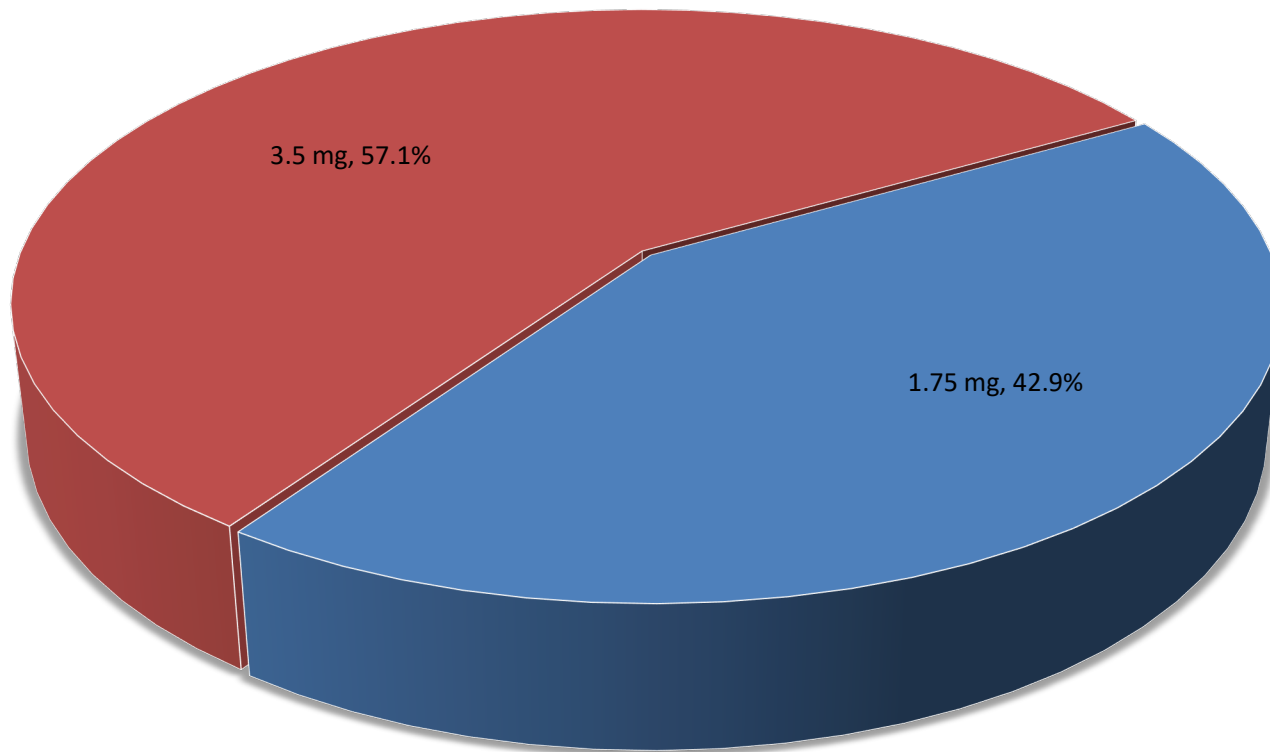
Total TRx, True Rx and Trial Card Redemptions (Source: IMS NPA/McKesson)



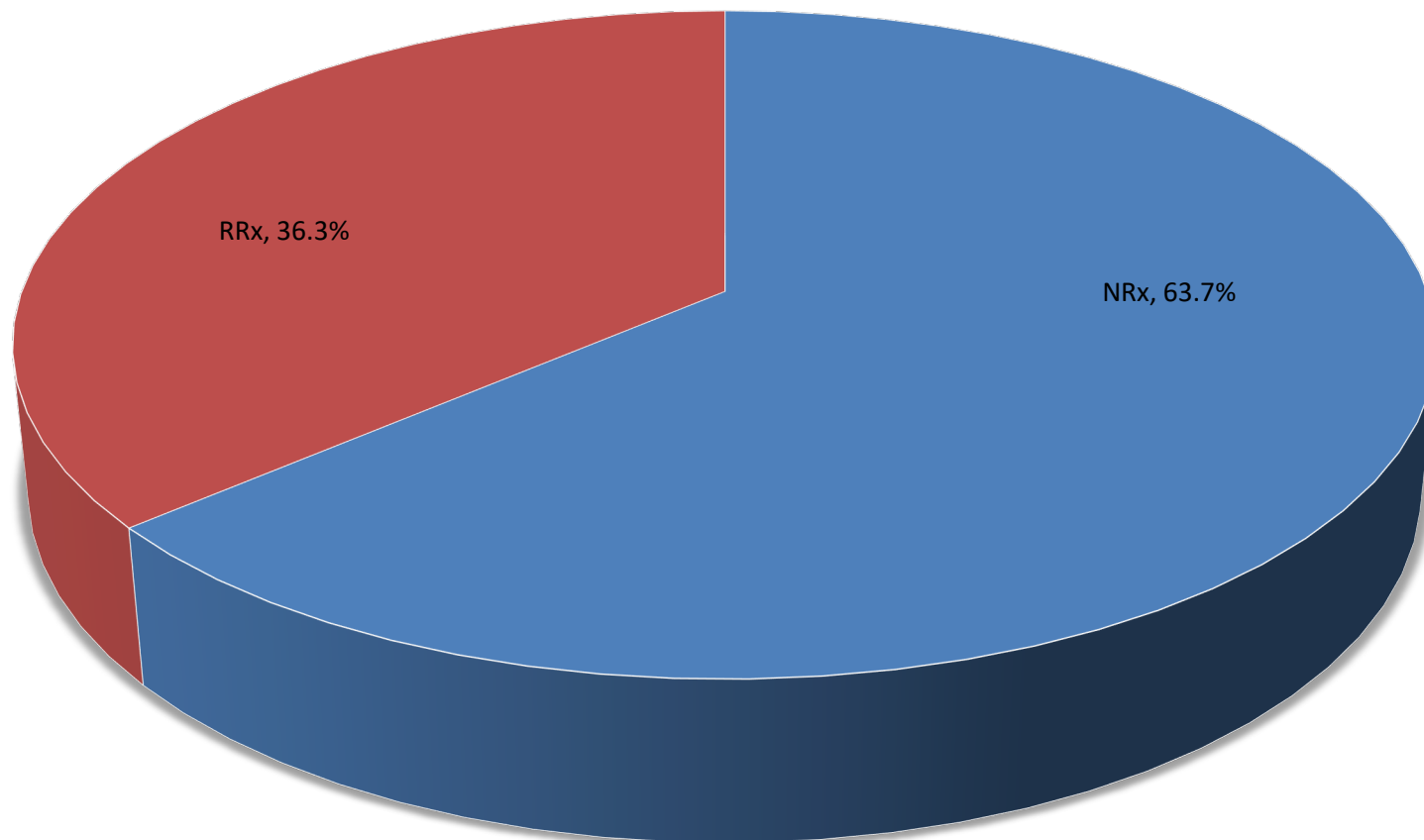
True Rx vs. Trial Card Redemptions (Source: IMS NPA/McKesson)



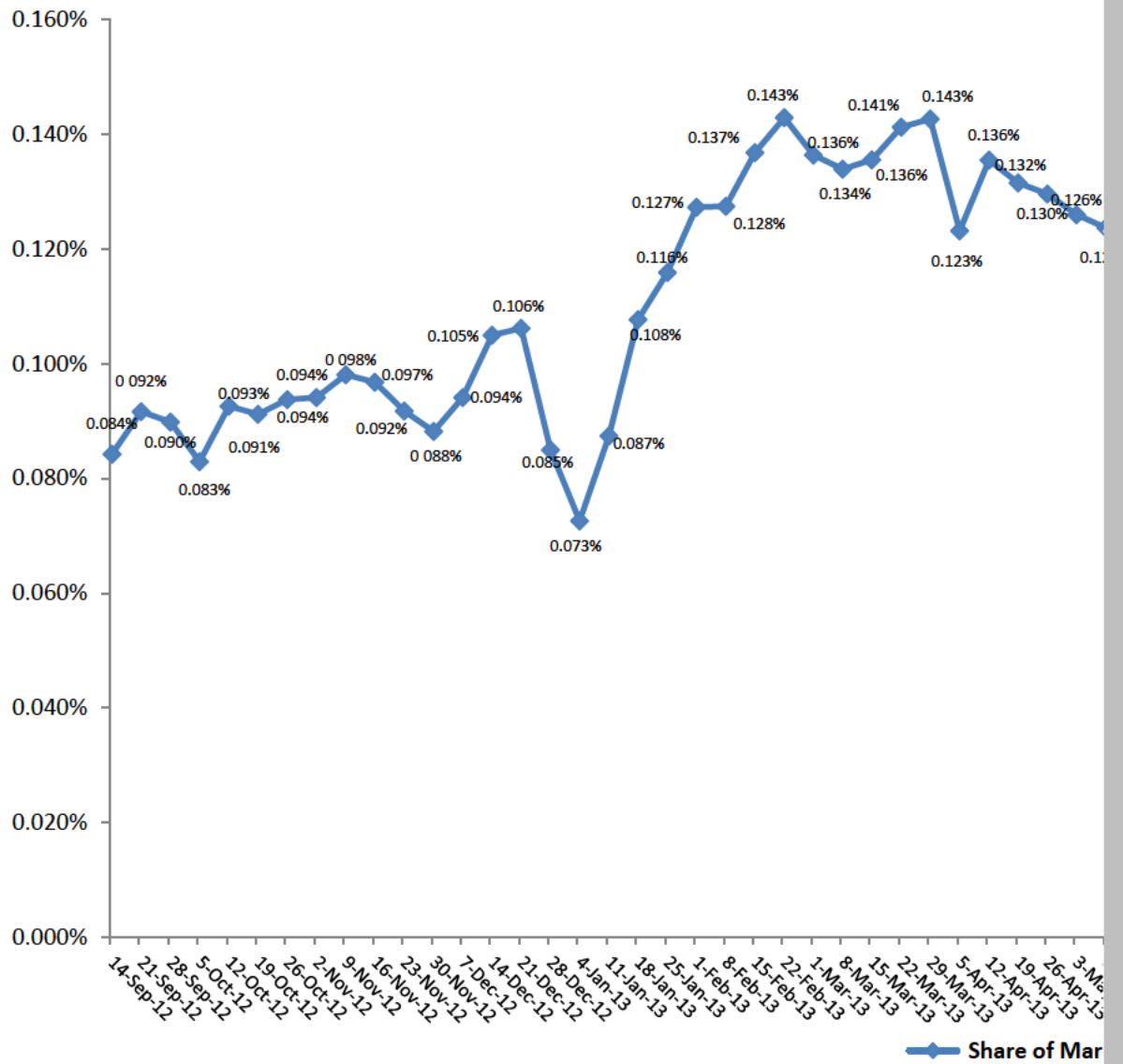
**Intermezzo Total Rxs by Dosage Strength
Week ending December 6, 2013
(Source: IMS NPA)**



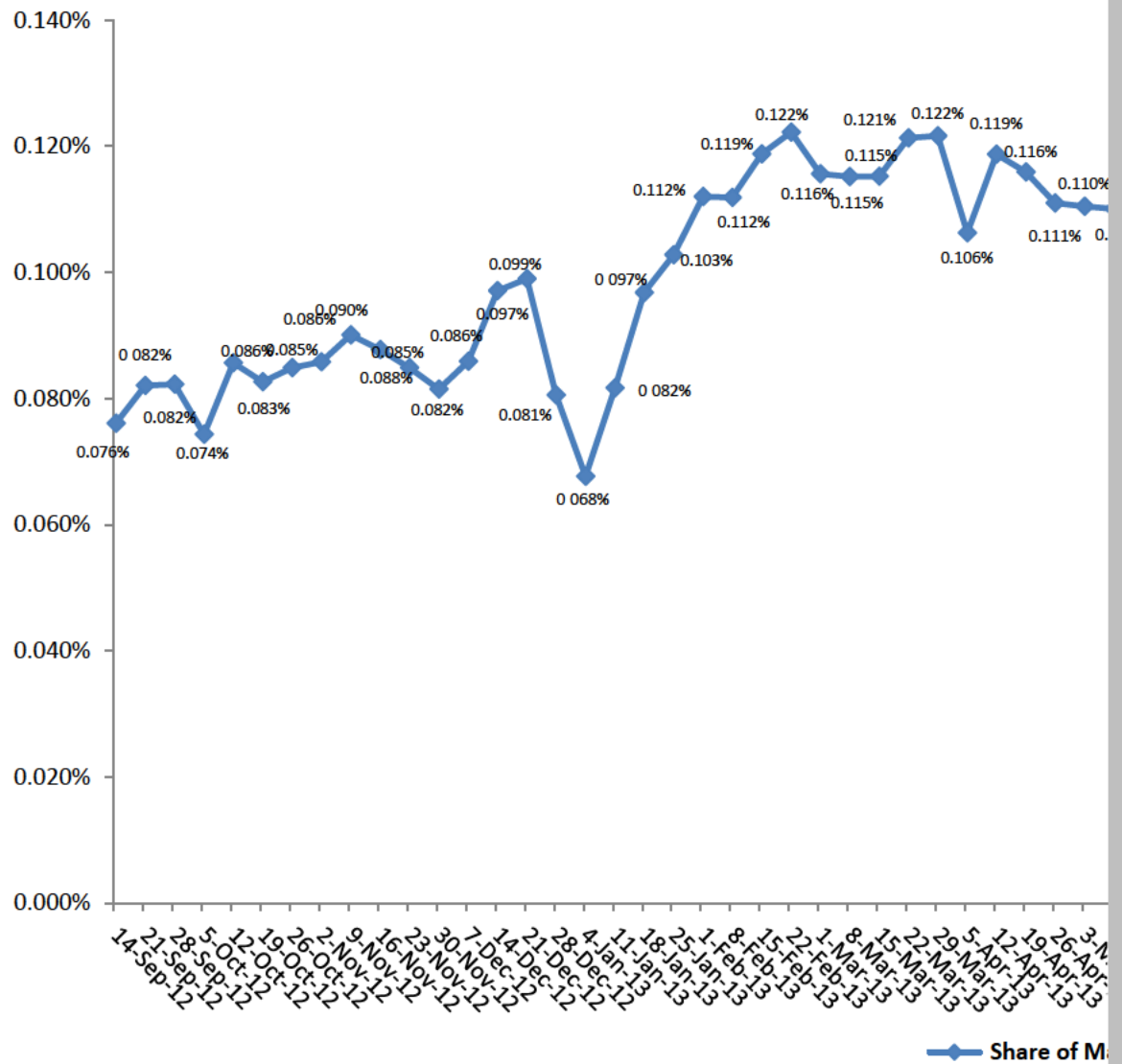
Intermezzo Total NRx vs. Total RRx
Week ending December 6, 2013
(Source: IMS NPA)



Intermezzo Total Rx Share of Insomnia



Intermezzo True Rx Share of Insomnia Ma



Source: IMS NPA Data

Data includes retail pharmacy, mail order and LTC channels

Numbers are absolute

	23-Mar-12	30-Mar-12	6-Apr-12	13-Apr-12
Total Market TRx	1,370,896	1,384,239	1,432,279	1,369,297
Intermezzo Total	-	0	92	410
Intermezzo True			88	392
Share of Market (Total TRx)			0.006%	0.030%
Share of Market (True TRx)			0.006%	0.029%

20-Apr-12	27-Apr-12	4-May-12	11-May-12	18-May-12	25-May-12
1,375,370	1,382,029	1,465,269	1,372,778	1,358,917	1,377,379
468	461	551	581	577	644
406	400	466	482	474	539
0.034%	0.033%	0.038%	0.042%	0.042%	0.047%
0.030%	0.029%	0.032%	0.035%	0.035%	0.039%

1-Jun-12	8-Jun-12	15-Jun-12	22-Jun-12	29-Jun-12	6-Jul-12	13-Jul-12
1,308,074	1,406,687	1,355,575	1,354,480	1,386,497	1,324,286	1,403,405
561	801	760	840	842	715	904
494	678	657	720	728	646	808
0.043%	0.057%	0.056%	0.062%	0.061%	0.054%	0.064%
0.038%	0.048%	0.048%	0.053%	0.053%	0.049%	0.058%

20-Jul-12	27-Jul-12	3-Aug-12	10-Aug-12	17-Aug-12	24-Aug-12
1,369,334	1,324,286	1,369,334	1,324,286	1,369,334	1,377,799
894	939	907	1,063	1,094	1,102
789	818	785	954	977	967
0.065%	0.071%	0.066%	0.080%	0.080%	0.080%
0.058%	0.062%	0.057%	0.072%	0.071%	0.070%

31-Aug-12	7-Sep-12	14-Sep-12	21-Sep-12	28-Sep-12
1,415,168	1,359,788	1,416,839	1,394,006	1,407,414
1,093	974	1,194	1,278	1,265
975	873	1,078	1,144	1,158
0.077%	0.072%	0.084%	0.092%	0.090%
0.069%	0.064%	0.076%	0.082%	0.082%

5-Oct-12	12-Oct-12	19-Oct-12	26-Oct-12	2-Nov-12
1,461,046	1,385,829	1,391,512	1,389,095	1,378,667
1,212	1,284	1,269	1,303	1,298
1,086	1,187	1,150	1,179	1,183
0.083%	0.093%	0.091%	0.094%	0.094%
0.074%	0.086%	0.083%	0.085%	0.086%

9-Nov-12	16-Nov-12	23-Nov-12	30-Nov-12	7-Dec-12
1,409,855	1,391,492	1,208,449	1,482,181	1,470,840
1,383	1,347	1,109	1,308	1,385
1,270	1,221	1,026	1,208	1,264
0.098%	0.097%	0.092%	0.088%	0.094%
0.090%	0.088%	0.085%	0.082%	0.086%

14-Dec-12	21-Dec-12	28-Dec-12	4-Jan-13	11-Jan-13
1,417,828	1,444,247	1,170,577	1,356,237	1,475,389
1,489	1,534	995	985	1,290
1,377	1,430	943	918	1,205
0.105%	0.106%	0.085%	0.073%	0.087%
0.097%	0.099%	0.081%	0.068%	0.082%

18-Jan-13	25-Jan-13	1-Feb-13	8-Feb-13	15-Feb-13
1,422,268	1,317,001	1,399,365	1,435,241	1,378,842
1,532	1,527	1,782	1,830	1,887
1,377	1,354	1,568	1,606	1,638
0.108%	0.116%	0.127%	0.128%	0.137%
0.097%	0.103%	0.112%	0.112%	0.119%

22-Feb-13	1-Mar-13	8-Mar-13	15-Mar-13	22-Mar-13
1,334,165	1,439,081	1,454,057	1,390,065	1,372,433
1,907	1,963	1,948	1,885	1,939
1,631	1,664	1,675	1,602	1,665
0.143%	0.136%	0.134%	0.136%	0.141%
0.122%	0.116%	0.115%	0.115%	0.121%

29-Mar-13	5-Apr-13	12-Apr-13	19-Apr-13	26-Apr-13
1,341,216	1,403,587	1,369,962	1,344,785	1,348,514
1,914	1,729	1,857	1,769	1,748
1,632	1,492	1,627	1,559	1,497
0.143%	0.123%	0.136%	0.132%	0.130%
0.122%	0.106%	0.119%	0.116%	0.111%

3-May-13	10-May-13	17-May-13	24-May-13	31-May-13
1,420,123	1,369,002	1,338,281	1,353,362	1,263,602
1,790	1,694	1,695	1,609	1,433
1,569	1,507	1,528	1,445	1,302
0.126%	0.124%	0.127%	0.119%	0.113%
0.110%	0.110%	0.114%	0.107%	0.103%

7-Jun-13	14-Jun-13	21-Jun-13	28-Jun-13	5-Jul-13
1,416,696	1,345,466	1,329,143	1,324,936	1,295,506
1,583	1,627	1,563	1,461	1,322
1,419	1,499	1,414	1,325	1,201
0.112%	0.121%	0.118%	0.110%	0.102%
0.100%	0.111%	0.106%	0.100%	0.093%

12-Jul-13	19-Jul-13	26-Jul-13	2-Aug-13	9-Aug-13
1,391,722	1,335,269	1,325,989	1,350,570	1,345,158
1,503	1,533	1,538	1,483	1,482
1,362	1,427	1,393	1,316	1,315
0.108%	0.115%	0.116%	0.110%	0.110%
0.098%	0.107%	0.105%	0.097%	0.098%

16-Aug-13	23-Aug-13	30-Aug-13	6-Sep-13	13-Sep-13
1,335,599	1,330,365	1,364,376	1,307,012	1,359,286
1,433	1,399	1,568	1,434	1,521
1,269	1,239	1,398	1,273	1,362
0.107%	0.105%	0.115%	0.110%	0.112%
0.095%	0.093%	0.102%	0.097%	0.100%

20-Sep-13	27-Sep-13	4-Oct-13	11-Oct-13	18-Oct-13
1,335,075	1,336,103	1,394,330	1,353,008	1,394,330
1,558	1,492	1,522	1,474	1,512
1,397	1,369	1,353	1,306	1,358
0.117%	0.112%	0.109%	0.109%	0.108%
0.105%	0.102%	0.097%	0.097%	0.097%

25-Oct-13	1-Nov-13	8-Nov-13	15-Nov-13	22-Nov-13
1,334,808	1,344,915	1,380,181	1,330,363	1,361,492
1,451	1,437	1,533	1,434	1,468
1,295	1,296	1,366	1,287	1,329
0.109%	0.107%	0.111%	0.108%	0.108%
0.097%	0.096%	0.099%	0.097%	0.098%

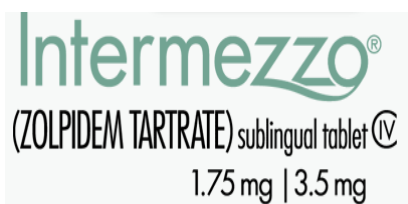
29-Nov-13	6-Dec-13	1/1 Week Growth
1,169,085	1,479,989	26.6%
1,164	1,422	22.2%
1,065	1,318	23.8%
0.100%	0.096%	
0.091%	0.089%	

Intermezzo Total Rxs for the week ending D			
Strength	<u>NRx</u>	<u>RRx</u>	<u>TRxs</u>
1.75mg	408	202	610
3.5mg	498	314	812
Total	906	516	1,422

Distribution of Total New versus Refill Rxs for Intermezzo			
Strength	<u>NRx</u>	<u>RRx</u>	<u>TRxs</u>
1.75mg	66.9%	33.1%	100.0%
3.5mg	61.3%	38.7%	100.0%
Total	63.7%	36.3%	100.0%

Distribution of Intermezzo Total Rxs by Strength			
Strength	<u>NRx</u>	<u>RRx</u>	<u>TRx</u>
1.75mg	45.0%	39.1%	42.9%
3.5mg	55.0%	60.9%	57.1%
Total	100.0%	100.0%	100.0%

December 6, 2013	
<u>Trial Card Redemptions</u>	<u>"True" Rx</u>
38	572
66	746
104	1,318



Data includes retail pharmacy, mail order and LT

	Total					% of Budget Achieved vs. True Rx's	
	2012 Budget Rx	2013 Mid-Year Update Forecast	Total Rx	True Rx		Weekly True Rx Vs Budget	Cumulative % True Rx vs Budget
6-Apr-12			92				
13-Apr-12			410				
20-Apr-12			468				
27-Apr-12			461				
4-May-12			551				
11-May-12			581				
18-May-12			577				
25-May-12			644				
1-Jun-12			561				
8-Jun-12			801				
15-Jun-12			760				
22-Jun-12			840				
29-Jun-12			842				
6-Jul-12			715				
13-Jul-12			904				
20-Jul-12			894				
27-Jul-12			939				
3-Aug-12			907				
10-Aug-12			1,063				
17-Aug-12			1,094				
24-Aug-12			1,102				
31-Aug-12			1,093				
7-Sep-12			974				
14-Sep-12			1,194				
21-Sep-12			1,278				
28-Sep-12			1,265				
5-Oct-12			1,212				
12-Oct-12			1,284				
19-Oct-12			1,269				
26-Oct-12			1,303				
2-Nov-12			1,298				
9-Nov-12			1,383				
16-Nov-12			1,347				
23-Nov-12			1,109				

30-Nov-12			1,308				
7-Dec-12			1,385				
14-Dec-12			1,489				
21-Dec-12			1,534				
28-Dec-12			995				
4-Jan-13		918	985	918		100.0%	100.0%
11-Jan-13		1,205	1,290	1,205		100.0%	100.0%
18-Jan-13		1,377	1,532	1,377		100.0%	100.0%
25-Jan-13		1,354	1,527	1,354		100.0%	100.0%
1-Feb-13		1,568	1,782	1,568		100.0%	100.0%
8-Feb-13		1,606	1,830	1,606		100.0%	100.0%
15-Feb-13		1,638	1,887	1,638		100.0%	100.0%
22-Feb-13		1,631	1,907	1,631		100.0%	100.0%
1-Mar-13		1,664	1,963	1,664		100.0%	100.0%
8-Mar-13		1,675	1,948	1,675		100.0%	100.0%
15-Mar-13		1,602	1,885	1,602		100.0%	100.0%
22-Mar-13		1,665	1,939	1,665		100.0%	100.0%
29-Mar-13		1,632	1,914	1,632		100.0%	100.0%
5-Apr-13		1,492	1,729	1,492		100.0%	100.0%
12-Apr-13		1,627	1,857	1,627		100.0%	100.0%
19-Apr-13		1,559	1,769	1,559		100.0%	100.0%
26-Apr-13		1,497	1,748	1,497		100.0%	100.0%
3-May-13		1,569	1,790	1,569		100.0%	100.0%
10-May-13		1,507	1,694	1,507		100.0%	100.0%
17-May-13		1,528	1,695	1,528		100.0%	100.0%
24-May-13		1,445	1,609	1,445		100.0%	100.0%
31-May-13		1,302	1,433	1,302		100.0%	100.0%
7-Jun-13		1,500	1,583	1,419		94.6%	99.8%
14-Jun-13		1,433	1,627	1,499		104.6%	100.0%
21-Jun-13		1,422	1,563	1,414		99.5%	99.9%
28-Jun-13		1,410	1,461	1,325		94.0%	99.7%
5-Jul-13		1,399	1,322	1,201		85.9%	99.2%
12-Jul-13		1,387	1,503	1,362		98.2%	99.2%
19-Jul-13		1,376	1,533	1,427		103.7%	99.3%
26-Jul-13		1,365	1,538	1,393		102.1%	99.4%
2-Aug-13		1,354	1,483	1,316		97.2%	99.4%
9-Aug-13		1,343	1,482	1,315		97.9%	99.3%
16-Aug-13		1,332	1,433	1,269		95.3%	99.2%
23-Aug-13		1,321	1,399	1,239		93.8%	99.1%
30-Aug-13		1,310	1,568	1,398		106.7%	99.3%
6-Sep-13		1,299	1,434	1,273		98.0%	99.2%
13-Sep-13		1,289	1,521	1,362		105.7%	99.4%
20-Sep-13		1,278	1,558	1,397		109.3%	99.6%
27-Sep-13		1,268	1,492	1,369		108.0%	99.8%
4-Oct-13		1,258	1,522	1,353		107.6%	100.0%
11-Oct-13		1,247	1,474	1,306		104.7%	100.1%
18-Oct-13		1,237	1,512	1,358		109.8%	100.3%

25-Oct-13
1-Nov-13
8-Nov-13
15-Nov-13
22-Nov-13
29-Nov-13
6-Dec-13
13-Dec-13
20-Dec-13
27-Dec-13

1,227	1,451	1,295	
1,217	1,437	1,296	
1,207	1,533	1,366	
1,198	1,434	1,287	
1,188	1,468	1,329	
1,178	1,164	1,065	
1,169	1,422	1,318	
1,159			
1,150			
1,140			

105.5%	100.4%
106.5%	100.5%
113.1%	100.7%
107.5%	100.9%
111.9%	101.1%
90.4%	100.9%
112.8%	101.1%

1C channels

[illegible]

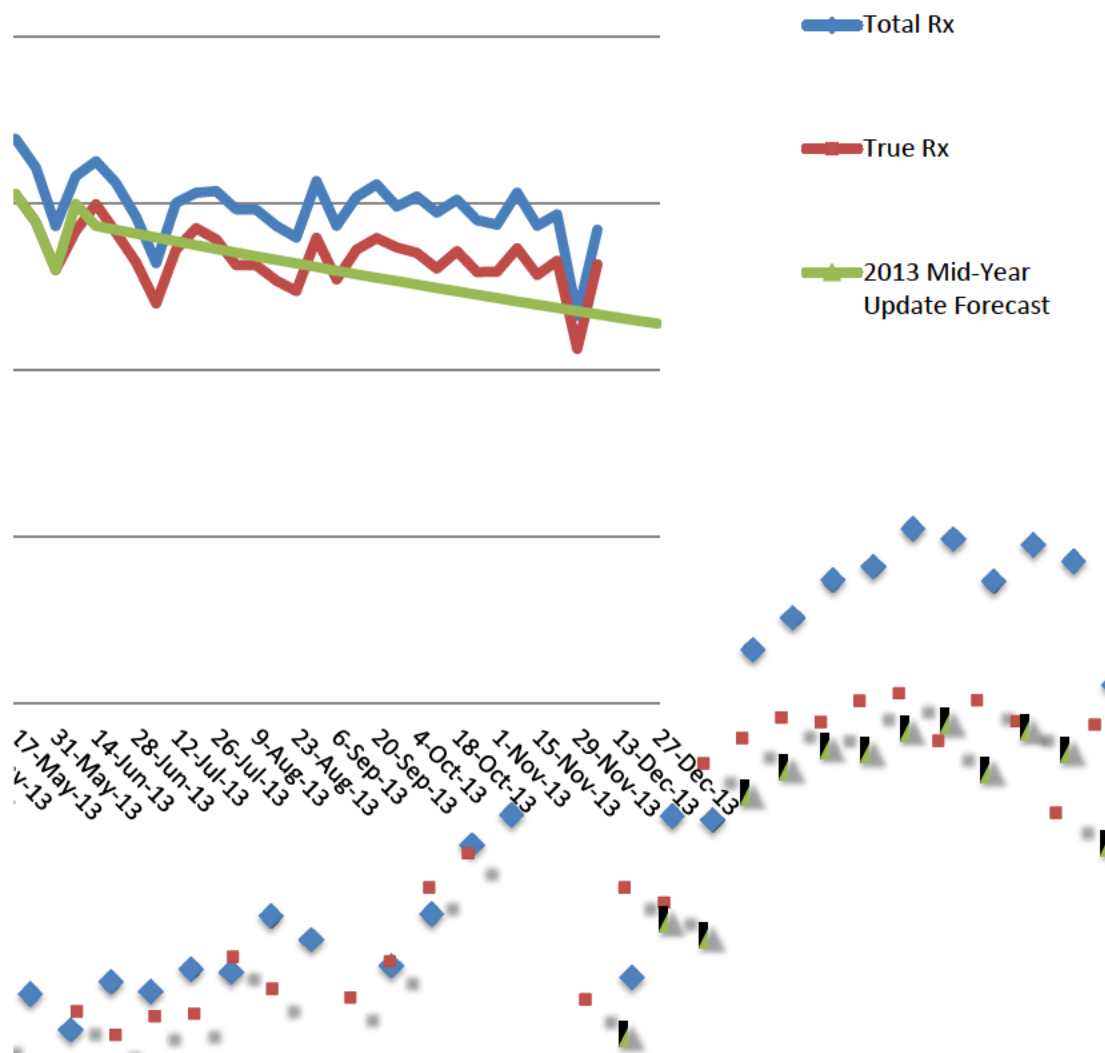
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Intermezzo True Rx's (Source: IMS NPA/Mc



McKesson) 2013



Produced Natively

OxyContin Weekly TRx - Original Formulation and Reformulation

Source: IMS Health NPA

Retail Pharmacies, mail order and LTC

Numbers Are Absolute

notes:

		11-Jun-10	18-Jun-10	25-Jun-10	2-Jul-10
OxyContin	Total	128,530	129,279	131,627	140,649
	10MG	20,900	21,669	22,239	23,049
	15MG	2,689	2,602	2,715	2,874
	20MG	28,398	28,011	28,836	31,277
	30MG	10,274	10,551	10,354	11,062
	40MG	29,131	29,274	30,068	32,789
	60MG	9,650	9,844	9,622	10,348
	80MG	27,488	27,328	27,793	29,250
Generic OER	Total	33,210	32,501	32,204	33,775
	10MG	9,079	8,604	8,310	8,726
	20MG	12,743	12,749	12,646	12,981
	40MG	7,008	6,878	7,005	7,459
	80MG	4,380	4,270	4,243	4,609
Total OER	Total	161,740	161,780	163,831	174,424
	10MG	29,979	30,273	30,549	31,775
	15MG	2,689	2,602	2,715	2,874
	20MG	41,141	40,760	41,482	44,258
	30MG	10,274	10,551	10,354	11,062
	40MG	36,139	36,152	37,073	40,248
	60MG	9,650	9,844	9,622	10,348
	80MG	31,868	31,598	32,036	33,859

the data below was updated on 2/15/13 as part of change in reporting from retail pharmacies only to retail pharmacies, mail order and LTC. Older OxyContin data will not have all 3 channels as IMS did not begin tracking these until well after OxyContin launched

9-Jul-10	16-Jul-10	23-Jul-10	30-Jul-10	6-Aug-10	13-Aug-10	20-Aug-10	27-Aug-10
125,462	133,822	133,627	131,880	134,357	132,266	134,878	133,091
21,109	22,981	22,783	22,890	22,558	22,560	22,605	22,678
2,702	2,790	2,724	2,808	2,780	2,753	2,695	2,902
27,786	29,917	29,733	29,518	29,945	29,409	30,746	30,977
10,063	10,725	10,540	10,523	10,722	10,810	10,896	10,466
28,057	29,519	29,807	29,486	29,810	28,567	29,602	29,254
9,601	10,050	9,942	9,671	10,114	10,138	10,139	10,045
26,144	27,840	28,098	26,984	28,428	28,029	28,195	26,769
29,122	30,577	30,968	29,723	30,265	29,775	29,408	27,986
7,205	7,639	7,634	7,292	7,281	7,181	6,986	6,941
11,302	11,755	11,937	11,428	11,490	11,407	10,893	9,861
6,470	6,809	7,039	6,745	7,078	6,788	7,084	6,785
4,145	4,374	4,358	4,258	4,416	4,399	4,445	4,399
154,584	164,399	164,595	161,603	164,622	162,041	164,286	161,077
28,314	30,620	30,417	30,182	29,839	29,741	29,591	29,619
2,702	2,790	2,724	2,808	2,780	2,753	2,695	2,902
39,088	41,672	41,670	40,946	41,435	40,816	41,639	40,838
10,063	10,725	10,540	10,523	10,722	10,810	10,896	10,466
34,527	36,328	36,846	36,231	36,888	35,355	36,686	36,039
9,601	10,050	9,942	9,671	10,114	10,138	10,139	10,045
30,289	32,214	32,456	31,242	32,844	32,428	32,640	31,168



3-Sep-10	10-Sep-10	17-Sep-10	24-Sep-10	1-Oct-10	8-Oct-10	15-Oct-10
141,169	124,754	135,893	129,425	133,297	128,212	128,616
23,977	21,794	23,930	23,708	24,274	23,939	24,310
3,121	2,769	3,020	2,800	3,134	2,988	2,893
33,480	30,411	33,476	32,159	33,860	33,054	33,810
11,424	10,179	11,308	10,774	11,064	10,879	10,990
31,078	26,620	29,020	27,518	28,143	26,424	26,143
10,814	9,828	10,396	9,954	10,447	10,024	9,918
27,275	23,153	24,743	22,512	22,375	20,904	20,552
28,560	24,500	27,616	28,171	28,574	27,499	26,923
7,043	6,055	6,603	6,750	6,604	6,446	5,856
9,293	7,348	8,728	8,720	8,339	7,296	6,484
7,345	6,491	7,222	7,292	7,699	7,737	8,011
4,879	4,606	5,063	5,409	5,932	6,020	6,572
169,729	149,254	163,509	157,596	161,871	155,711	155,539
31,020	27,849	30,533	30,458	30,878	30,385	30,166
3,121	2,769	3,020	2,800	3,134	2,988	2,893
42,773	37,759	42,204	40,879	42,199	40,350	40,294
11,424	10,179	11,308	10,774	11,064	10,879	10,990
38,423	33,111	36,242	34,810	35,842	34,161	34,154
10,814	9,828	10,396	9,954	10,447	10,024	9,918
32,154	27,759	29,806	27,921	28,307	26,924	27,124

22-Oct-10	29-Oct-10	5-Nov-10	12-Nov-10	19-Nov-10	26-Nov-10	3-Dec-10	10-Dec-10
128,059	127,622	130,619	130,132	134,808	116,890	142,371	132,687
24,950	25,222	26,143	26,513	27,687	23,447	27,965	27,477
3,042	2,892	3,042	2,983	3,012	2,726	3,278	3,051
33,695	34,448	35,145	34,663	35,581	31,196	37,879	35,095
10,847	10,495	10,676	10,673	10,876	9,391	11,649	10,767
26,126	26,040	27,173	27,400	28,942	25,635	31,691	28,560
9,757	9,525	9,716	9,533	9,874	8,537	10,399	9,510
19,642	19,000	18,724	18,367	18,836	15,958	19,510	18,227
25,704	23,276	21,529	19,321	18,957	15,757	18,261	15,659
5,119	4,302	3,693	3,178	3,059	2,423	2,645	2,204
6,024	5,144	4,897	4,433	4,370	3,484	4,278	3,595
7,732	7,001	5,978	4,577	4,067	3,186	3,426	2,786
6,829	6,829	6,961	7,133	7,461	6,664	7,912	7,074
153,763	150,898	152,148	149,453	153,765	132,647	160,632	148,346
30,069	29,524	29,836	29,691	30,746	25,870	30,610	29,681
3,042	2,892	3,042	2,983	3,012	2,726	3,278	3,051
39,719	39,592	40,042	39,096	39,951	34,680	42,157	38,690
10,847	10,495	10,676	10,673	10,876	9,391	11,649	10,767
33,858	33,041	33,151	31,977	33,009	28,821	35,117	31,346
9,757	9,525	9,716	9,533	9,874	8,537	10,399	9,510
26,471	25,829	25,685	25,500	26,297	22,622	27,422	25,301

17-Dec-10	24-Dec-10	31-Dec-10	7-Jan-11	14-Jan-11	21-Jan-11	28-Jan-11
135,753	129,843	113,101	134,976	130,378	127,466	121,941
28,407	27,439	23,452	27,567	27,181	27,431	26,218
3,044	2,892	2,581	3,125	2,986	2,963	2,913
35,533	34,714	29,291	35,502	34,019	33,496	32,085
10,799	10,408	9,274	11,149	10,736	10,255	9,720
29,516	27,042	23,248	27,583	25,880	24,853	23,601
9,414	9,262	8,141	9,745	9,326	8,988	8,333
19,040	18,086	17,114	20,305	20,250	19,480	19,071
14,238	13,782	12,427	13,489	12,377	11,744	10,024
1,665	1,476	1,178	1,143	974	1,006	928
3,676	3,351	2,880	3,565	3,273	3,172	2,907
2,562	3,527	4,109	4,637	4,784	4,946	4,410
6,335	5,428	4,260	4,144	3,346	2,620	1,779
149,991	143,625	125,528	148,465	142,755	139,210	131,965
30,072	28,915	24,630	28,710	28,155	28,437	27,146
3,044	2,892	2,581	3,125	2,986	2,963	2,913
39,209	38,065	32,171	39,067	37,292	36,668	34,992
10,799	10,408	9,274	11,149	10,736	10,255	9,720
32,078	30,569	27,357	32,220	30,664	29,799	28,011
9,414	9,262	8,141	9,745	9,326	8,988	8,333
25,375	23,514	21,374	24,449	23,596	22,100	20,850

4-Feb-11	11-Feb-11	18-Feb-11	25-Feb-11	4-Mar-11	11-Mar-11	18-Mar-11	25-Mar-11
131,418	132,743	129,597	124,030	144,839	132,372	126,421	124,996
27,359	28,076	27,450	25,995	28,804	27,569	26,286	26,368
3,054	3,117	3,108	3,010	3,314	3,116	2,844	2,889
33,707	34,570	33,726	32,427	37,890	34,704	33,241	32,998
10,743	10,563	10,562	9,898	11,629	10,588	10,115	9,991
26,130	26,037	25,722	25,009	30,008	26,733	26,005	25,511
9,199	9,239	9,083	8,484	10,061	9,130	8,755	8,496
21,226	21,141	19,946	19,207	23,133	20,532	19,175	18,743
9,770	8,873	7,430	6,282	5,960	4,844	4,290	3,754
899	802	723	658	682	622	560	488
3,050	2,779	2,375	1,969	1,707	1,380	1,101	859
4,280	3,965	3,343	2,843	2,797	2,175	2,013	1,893
1,541	1,327	989	812	774	667	616	514
141,188	141,616	137,027	130,312	150,799	137,216	130,711	128,750
28,258	28,878	28,173	26,653	29,486	28,191	26,846	26,856
3,054	3,117	3,108	3,010	3,314	3,116	2,844	2,889
36,757	37,349	36,101	34,396	39,597	36,084	34,342	33,857
10,743	10,563	10,562	9,898	11,629	10,588	10,115	9,991
30,410	30,002	29,065	27,852	32,805	28,908	28,018	27,404
9,199	9,239	9,083	8,484	10,061	9,130	8,755	8,496
22,767	22,468	20,935	20,019	23,907	21,199	19,791	19,257