DEFENDANT'S EXHIBIT 299

Mtg w/ J. Salanty, D. Sternberg - 8/31/95

- Free goods/inducement
+ Price Discrim
+ Return to Practice/Sales comparison
- Pre-promotion

Zeneca Campaign

(1) - Z. uses free goods - suggesting Physicians charge for
(2) - stmts on new products
(3) - return to practice of their products

(3) - Return to Practice Issue
- nationwide apparently
1st sheet - cost per unit for Lupron incorrectly stated
- Zoladex - uses incorrect, misleading # for their price

2d pairing - Endometriosis + Prostate
- some #'s are correct
- possible regulatory issues
- propriety of presenting info
- profit from Medicare
- failing to cover co-pay / 2 dary ins
- 97.53 (Z) 106.96 (Lupron)

("savings to the system") not profit

Total Profitability

TAP 6500279

USCG120709

7th Stmt
8th

18 Units @ Lowest Cost
- R-P Discrim - Pricing Issues
- below published prices
- per order (24 Units - Pittsburgh)

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* Las Vegas
Nevada incident/docs
- 77 units @ deepest Zeneca discount
- Dr. Horowitz
  - resells/reinvoices w/in pandric
- cost charged - less than deep discount - adding S/P
- Bill goods added in (?)
- @re Zeneca involvement

TAP 6500280

3rd package — Free Depots for conversion
— suggests charge by customer

4th Stmt — Profit Margins — Acq'n cost
— overstates acq'n cost for TAP-Lupron
(if more than 70 patients — volume discount)
— 791 vials — would qualify for deepest discount
— reflect Quantity Discount for their product — not Lupron

5th practice — 3 mo. product — targeted @ Jan '96 — can't pre-promote non-approved product

6th Stmt (20 page+) — Not reflecting volume discount

TAP 6500281