



- 5) In U.S. WAC sales Zyprexa beats Risperdal by 58.9% to 41.04%. (Oct.-Nov. 2000)
- 6) IF WAC-\$ market shares in the U.S. were applied to Omnicare WAC \$, Janssen would lose a \$40,494,810 advantage over Lilly on an annualized basis!

	<u>OMNICARE WAC PURCHASES OCT-NOV 2000</u>	<u>% OF TOTAL</u>	<u>U.S. % OF TOTAL</u>	<u>OMNICARE PURCHASES USING U.S. MARKET SHARES</u>	<u>OCR vs. U.S. VARIANCE OCT-NOV</u>
Risperdal	\$ 14,267,624	53.75	41.04	\$ 10,893,056	\$ <3,374,568>
Zyprexa	<u>12,274,911</u>	<u>46.25</u>	<u>58.96</u>	<u>15,649,478</u>	<u>3,374,567</u>
Total	\$ 26,541,535	100.00	100.00	\$ 26,542,535	\$ 6,749,135

ANNUALIZED VARIANCE = \$40,494,810

- 7) I am very appreciative to David Norton for his personal interest in the Omnicare relationship. I am further appreciative to him for listening to me and reacting after my last visit to see him.

Bruce, I met with you and Dave Butler face to face on January 18th and explained why we have a Lilly agreement. I asked both of you if Janssen had any anecdotes, or evidence, to suggest Omnicare was working for Lilly or against Janssen. You said no. I explained Omnicare's need for the \$3.5 - 4.0 million the Lilly contract represents.

Therefore, I am angry by Janssen's stance. We all need to keep in mind the very successful relationship we have built together.

Sincerely,

Timothy E. Bien
Senior Vice President
Professional Services and Purchasing

Enclosure

- C: David Norton
- Anwar Feroz
- David Butler
- Andrew Weber
- Rich Pierguidi