

From: McDonald David DP <david.d.p.mcdonald@phwilm.zeneca.com>
To: "rachid.benhamza@helsinn.com" <rachid.benhamza@helsinn.com>
Date: 05.05.99 14:51:57
Subject: Palonosetron



Dear Dr. BenHamza,

Our Cancer multi-functional group has completed its review of the information you provided re Palonosetron for CINV and PONV.

Although Zeneca Pharmaceuticals has invested heavily in the cancer area around treatments for various types of solid tumors and has a standing interest in support products which could be added to our sales reps bags as they detail our products, we would not be interested in pursuing the licensing of palonosetron at this time. Our "no interest" in palonosetron is based on the fact that we have looked at a number of these types of compounds in the past and as a result, are not convinced that these newer anti-emetics offer significant benefit over the existing products on the market. It's also our belief that this market is satisfied at the moment. Additionally, our view is that this would not control delayed emesis.

I hope this feedback will be useful to you as you progress the licensing of palonosetron. Thank you for giving Zeneca Pharmaceuticals the opportunity to review this non-confidential information on palonosetron and best of luck in your licensing endeavors.

Sincerely,

Dave McDonald