

cc: RB, BA

Baxter - USA

From: <marisa_belmar@baxter.com>
To: <rbh@helsinn.com>
Date: 17.07.00 23,17,46
Subject: Palonosetron

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Dear Rachid,

Thank you for your interest in Baxter as a potential licensing partner for Palonosetron. As we discussed on Friday, July 14, we recently completed market research as part of our evaluation of Palonosetron for the CINV indication and potential acceptance for a PONV indication. I attach a file which summarizes the findings.

(See attached file: helsinn071300.ppt)

In summary, the findings were positive for CINV. Acceptance and success of a new 5HT-3 antagonist will require substantial education and aggressive promotion as well as a competitive price versus the currently marketed products for CINV. Our research also indicated that the PONV indication may not be viable in light of the current market conditions.

As I mentioned in our conversation last Friday Baxter does not yet have an established worldwide presence in Oncology. This may be a viable opportunity for Baxter in the future but not justified at this time. Therefore we are not able to continue worldwide discussions on the licensing of Palonosetron.

I wish you success with your endeavors and encourage you to contact Baxter in the future.

I will return the confidential information binders to you this week.

With Best Regards,
Marisa

18.10.02.
RBH

From: <Helena_Axelrod@berlex.com>
To: <RBH@helsinn.com>
Date: 9/30/99 3:48pm
Subject: Re: Licensing opportunity - Berlex USA

I have consulted our company files and found that palonosetron has been reviewed by Berlex and Schering AG in the past, and was turned down. In view of this history, I regret to inform you that there is no interest in continuing a discussion.

Helena R. Axelrod, Ph.D.

From: RBH@helsinn.com (Rachid Benhamza) AT Internet on 09/23/99 08:00 AM

To: Helena Axelrod/MV/USR/SHG
cc:
Subject: Licensing opportunity - Berlex USA

Dear Dr. Axelrod,
I have been given your name and Dr. Brown name by your colleague Jess Sesler.
I tried to send this e-mail to Dr. Brown and call you or him but without success.
Thus I am trying your e-mail address hopefully.
I understand that you are dealing with Oncology products and that you are working in Dr. Brown team.
My e-mail to Dr. Brown is also of interest for you I believe and I'd appreciate if you could forward it to him.
Thank you.

Dear Dr. Brown,
I have been given your coordinates by Mr. Jess Sesler from your company. I understand you are responsible for business development.
Our company, a Swiss Pharmaceutical company, has currently a licensing opportunity for US and is looking for a partner.
The product is an anti-emetic and anti-nausea for chemotherapy treated patients. The product belongs to the setron family and has some outstanding advantages over other class products. It is in phase III clinical trials.
Since Berlex has quite an important franchise in Oncology I thought you could be interested in this opportunity.
If this is the case, I would be glad to send you some non confidential data and meet with you during my next trip to US beginning of October to show you further data.
I look forward to your news and remain,
with best regards.

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Bristol-Myers Squibb Pharmaceutical Research Institute

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K. Alice Leung
Vice President
Licensing

April 10, 1999

Rachid Ben Hamza, Ph.D.Chem
Manager, Licensing-Out
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Lugano
Switzerland

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Fax: 41-919932122

Dear Dr. BenHamza:

I am writing to follow up on your letter of April 9 regarding a 5HT3 antagonist, palonosetron, which your company has recently acquired.

We presume that this is the compound, RS 25259, previously under development at Syntex prior to its being acquired by Roche. We have had the opportunity to review the data for this molecule several years ago and after careful consideration, our Licensing Team concluded that the product does not fit into our current strategic objective since the anti-emetic market is extremely well satisfied and market dynamics does not support any further pure 5 HT3 antagonist development. We are, therefore, not be able to pursue this molecule further at this point. If our situation should change in the future, I will certain contact you to revisit collaborative opportunities.

We thank you for the opportunity to review the compound and wish you the best in their development.

Best regards,

K. Alice Leung

A Bristol-Myers Squibb Company



Cephalon, Inc.

cc RB

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December 22, 1999

M. J. L. Lasso

CONFIDENTIAL

Rachid Benhamza, Ph.D.
Manager, Licensing-Out
Helsinn Healthcare SA
P.O. Box 357
6915 Pambio-Noranco (Lugano)
Switzerland

Dear Rachid:

First of all Rachid, I hope you are doing well and have an enjoyable holiday and a happy and healthy new year. I am sending you this document to mention to you that after a careful and thorough review, Cephalon has decided not to further pursue collaboration discussions incorporating palonosetron at this point in time. This decision is not meant to be suggestive of a lack of interest in this interesting product, but was predominantly motivated by our currently restricted internal resources which would not allow us to do justice to the due diligence that the development of a product such as palonosetron deserves. I want to take this opportunity to thank you for being gracious enough to share this opportunity with Cephalon and for being forthcoming with your information on this intriguing product.

Let's continue to keep in touch because I am confident that there will certainly be opportunities for a future Helsinn/Cephalon strategic alliance. In this regard, I would be extremely interested (and appreciative) in hearing about other products in Helsinn's portfolio and/or pipeline that are open to collaboration discussions as they come about.

If you have any questions with regard to the aforementioned, please do not hesitate to contact me at (610) 738-6355. Thank you for your attention to this document and I hope to see you again in the year 2000, possibly at an upcoming licensing conference.

Kind Regards,

Kerry Segal
Kerry Segal

Director, Licensing and Acquisitions
Cephalon, Inc.

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Coulter
PHARMACEUTICAL

Via Fax: 011-01-993-2122

August 30, 1999

Rachid BenHamza, Ph.D., Chem
Manager, Licensing-Out
Helsinn Healthcare SA
6915 Pambio-Noranco
P.O. Box 357
Lugano, Switzerland

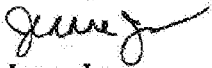
Dear Rachid,

Thank you for your recent e-mail and voice mail. Since my last correspondence with Erich Hahn, we have discussed palonosetron in more detail internally. We have decided, unfortunately, not to continue pursuing this opportunity at this time.

Our concerns center mainly around the competitive environment and the possibly of generic erosion once Kytril and Zofran are off patent. Additionally, we were concerned about the lack of an oral alternative as well as the strength of the efficacy data compared to alternative compounds.

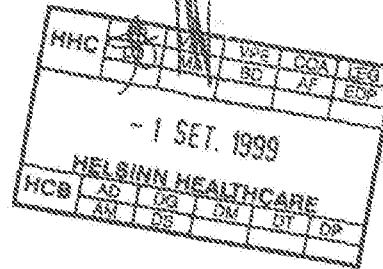
I thank you for the opportunity to look at this late stage compound and wish you the best in partnering palonosetron. I hope we will have opportunities to work together in the future.

Best Regards,



Jeanne Jew
Sr. Director, Business Development

cc: Erich Hahn (Hahn Associates)
Arlene Morris



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NB

CFE
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