

10 January 2003

Mr Charles Lister
Department of Health
Skipton House
80 London Road
London SE1 6LH

Dear Charles,

Extension of Recombinant

As you wrestle with your calculations on the cost of extending recombinant to all haemophilia patients, I thought you might be interested to see Wyeth's numbers.

In their view, 50% of the market is already recombinant with patients up to the age of 20 accounting for 126 million activity units (42%) and adults in Scotland a further 12 million units (8%).

The plasma-derived market amounts to another 138 million units, suggesting that the originally estimated cost of £45m for conversion to recombinant is reasonably accurate given normal levels of usage.

In Wyeth's view, third generation product will need to be competitive to gain market share and should therefore have limited inflationary consequences.

Wyeth looks forward to discussing these issues with you in greater detail in the wake of the much anticipated Ministerial announcement.

Yours,

GRO-C

John Murray

cc: Ann Parkin, Wyeth