

Our Ref: JPRB/DLT

17th February 1983

Mr. K. Asakura,
Manager, Overseas Department,
Iwaki & Co. Ltd.,
Nihonbashi Honcho 4-Chome,
Chuo-Ku,
Tokyo 103,
JAPAN.

Dear Mr. Asakura,

Hyate:C, Mono VIII:C and Mono vWf

Thank you for your letter of 10th February and for the information you also sent on the market in Japan for factor VIII products. I would like to stress that at present, our product Hyate:C is not considered a replacement for factor VIII of human origin. It is used in those patients who have developed antibodies to human factor VIII and who, therefore require an alternative. These patients represent 10% of the haemophilia population (please refer to my letter of 11th January).

We are also working on two products of human origin - Mono VIII:C and Mono vWf. Mono VIII:C is a human factor VIII which it is hoped will be free of the risk of hepatitis, clinical trials are being carried out to confirm this. Mono vWf is a specific factor for the treatment of von Willebrand's disease.

It should, however, be noted that a lot of interest is now being shown in Hyate:C as a possible replacement for human VIII. This is because of the risks of disease transmitted in human blood products, such as hepatitis and more recently AIDS. AIDS (acquired immunologic deficiency syndrome) has received a lot of publicity recently and is thought to be due to a viral agent transmitted in human blood products. It has caused several deaths in haemophiliacs and it is believed the situation will get worse. A number of haemophilia patients in the West are now refusing treatment with human factor VIII because of the fear of AIDS.

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Mr. Asakura

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I look forward to your comments on these matters and also to having your assessment of the potential for our products in Japan. Since we do have definite interest from a number of companies in Japan, a speedy reply would be appreciated.

Yours sincerely,

J. P. R. Brittain
Marketing Manager - Therapeutics