



ISSUES

Presented to Pharmacia Corporation Fragmin® Team
by MED-DOC, Inc. on August 29, 2001

Overview

Description

- Low Molecular Weight Heparin (LMWH) is a relatively new class of anticoagulants derived from standard heparin
- Binds less strongly to protein
- Enhanced bioavailability
- Very predictable dose response
- No coagulation monitoring

Additional Characteristics (vs. Heparin)

- Longer half-life therefore dosed at longer intervals
- Better subcutaneous (SC) absorption
- Comparable rates of hemorrhagic complications
- Less osteopenia
- As safe and effective as unfractionated heparin (UFH)
- Lacks the drug interactions seen with Warfarin
- Pregnancy Category B



Overview

Description

Savings (vs. Heparin)

- Decreased Length of Stay (LOS)
- Reduced costs for administration equipment
- Less nursing time required

Cost Effectiveness

- Acquisition cost per unit of LMWH is much higher than that of unfractionated heparin, but pharmacoeconomic analyses and models suggest that the use of LMWH actually results in overall cost savings
- Savings occur when the use of LMWH facilitates early hospital discharge of medically stable patients or even allows patients to avoid hospitalization altogether



Overview

US Indications

Fragmin® vs. Lovenox®

- | | |
|-------------------------|-------------------------|
| ✓ Fragmin® (dalteparin) | ✓ Lovenox® (enoxaparin) |
| Pharmacia | Aventis |

Prevention DVT:

- ✓✓ Abdominal surgery
- ✓✓ Hip replacement surgery
- ✓ Knee replacement surgery

Treatment:

- ✓✓ Unstable angina &, non Q wave MI
- Acute DVT with warfarin
 - ✓ inpatient with or without PE
 - ✓ outpatient without PE



Overview

Once-daily convenience: Fragmin®

- The only once-daily post-op initiated LMVH
- No coagulation monitoring
- No dosage adjustments
- Easy transition from hospital to rehab or home



Available in convenient cost-saving multidose vials

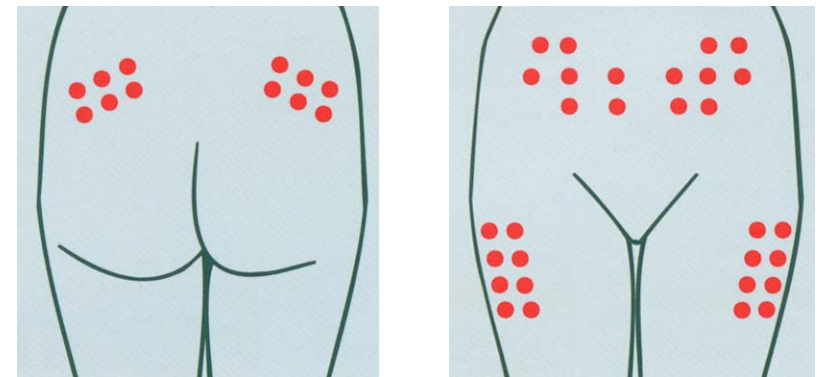
Dosing: Fragmin® vs. Lovenox®

FRAGMIN® Day 1: 4-8 hrs post-op 2,500 IU once daily* Day 2-14: 5,000 IU once daily	Lovenox® Day 1: 12-24 hrs post-op 30 mg Day 2-14: 30mg every 12 hrs
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10	10
11	11
12	12
13	13
14	14

Overview

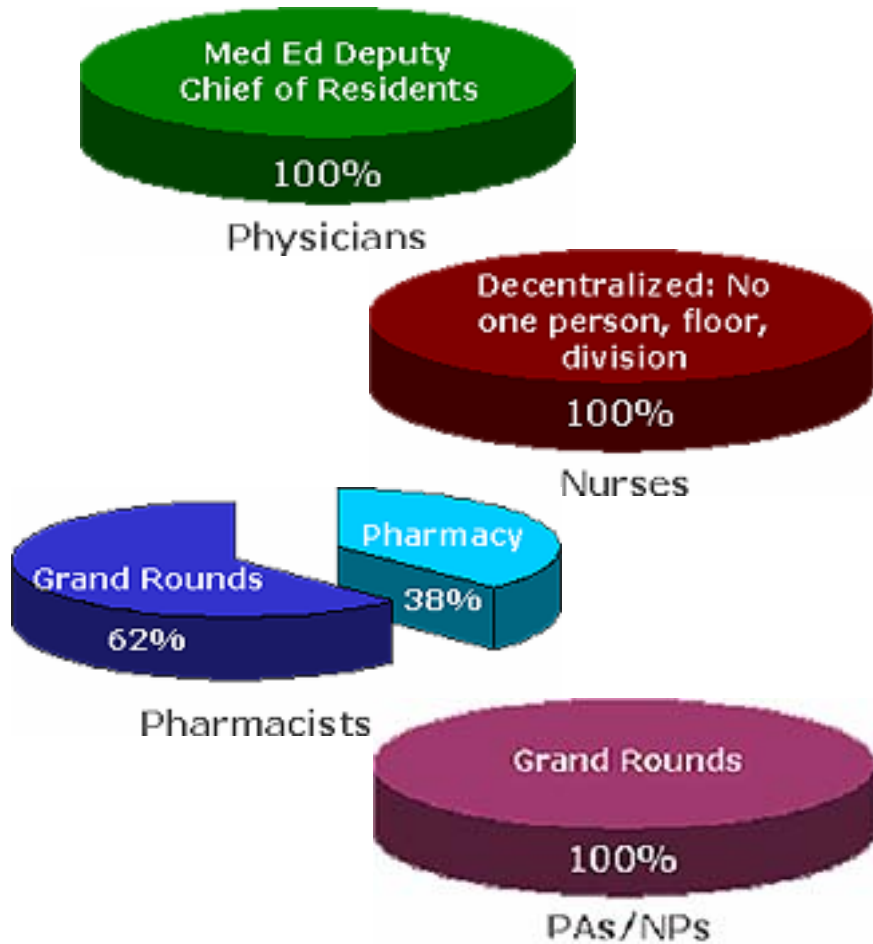
Fewer injection-site advantages Fragmin® vs. Lovenox®

- Just one post-op injection once daily vs. 2 injections daily recommended with Lovenox®
- More injection site options, including buttocks, thighs, not just the abdomen
- Useful patient education information, including *How to Inject Fragmin®*, is available with the Outpatient Support Kit



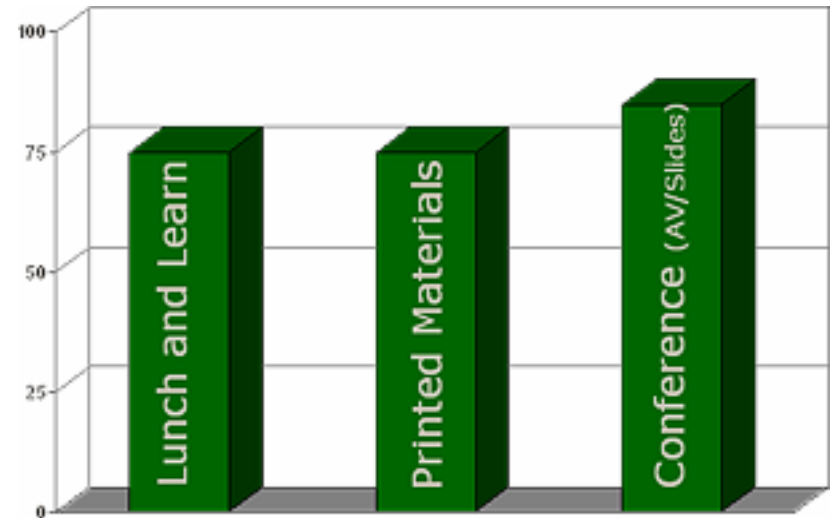
Overview

Q1: Who plans the agenda for in-service education?



Overview

Q2: How does new drug information get transmitted to the staff?



TV Networks – NONE KNOWN
Satellite Access – NONE KNOWN
Internet/Intranet – NONE KNOWN



Overview

Q3: Have you ever had targeted in-service training on ...

Lovenox®



Fragmin®



Overview

Sales Comparison* Fragmin® vs. Lovenox®

*US Sales only, unaudited

