

# Cutter



TO: P. DeHart/G. Mull  
FROM: D. Ray *[initials]* x4221  
SUBJECT: NEED FOR KOATE-HT IN HONG KONG

DATE: 8 May 1985  
Ref: DCR-5205  
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C. Patrick

On Monday morning, I received a call from Raymond Ho of Luen Cheong Hong at 1 a.m. Hong Kong time. Raymond was distraught over LCH's inability to supply Koate-HT. He had been summoned earlier that day to the Medical and Health Department regarding growing concern from Hong Kong professors who have been demanding heat treated factor VIII concentrate. Cutter has the Hong Kong government contract for factor VIII concentrate. Alpha and Hyland have been stirring up trouble by pushing their heat treated products. In the meantime, a Hong Kong university professor conducted a study of all pediatric hemophiliac patients in Hong Kong and found 40% of them tested positive for HTLV-III antibody.

Now the controversy has become front page material for the South China Morning Post. Reporters have been pressuring Hong Kong doctors to know why Hong Kong's hemophiliacs are not able to receive heat treated concentrates while American and European patients are receiving them. The local hemophiliacs have even taken to holding press conferences. Apparently new tests have shown 60% positivity for HTLV-III amongst hemophiliacs in general and fear of AIDS is causing hysteria amongst hemophiliacs and their parents.

AIDS is showing up more and more in Asia. Recent newspaper articles have announced new cases in Singapore and Taiwan. Asian doctors are now cautious about use of American blood products. Koate sales in Taiwan have plummeted. We will need Koate-HT to launch a campaign to rebuild sales there.

Some doctors who have recently gone back to Hong Kong from practice in the U.S. have claimed the U.S. is totally converted to heat treated Koate and that Cutter is probably selling off excess stocks of old AIDS tainted regular Koate into the less developed countries. For the time being, Hong Kong's top hemophilia doctors are fending off a hostile press with delaying tactics but it is doubtful they can stall their patients until July. LCH is pressing us to get them Koate-HT now. We have told them there is no stock available.

The outgoing Hong Kong order of 2,400 vials of 659-20E regular Koate has been cut down to 480 vials to avoid building up stocks of non heat treated product which might later be sent back for

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credit. We have obtained 350 vials of Koate-HT for doctors at the University to dispense to their most vocal patients. If we must wait until July to switch Hong Kong over to Koate-HT, it appears the government will probably be forced to begin buying Alpha's heat treated product. A similar chain of events is shaping up in Taiwan where we control 80% of the factor VIII business.

It appears there are no longer any markets in the Far East where we can expect to sell substantial quantities of non heat treated Koate.

DCR: jmr

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