

The logo for Seeking Alpha, with the text 'Seeking Alpha' in white and a gold Greek letter alpha symbol to the right, all on a dark red background.

## Jazz Pharmaceuticals Inc. Q2 2008 Earnings Call Transcript

### Question-and-Answer Session

---

#### Operator

(Operator Instructions) Your first question comes from the line of Rich Silver with Lehman Brothers. Please proceed, sir.

#### Rich Silver - Lehman Brothers

Good afternoon. At what point will you provide updated guidance on Luvox CR? I mean, I think obviously, we know it's early. We appreciate all the detail that you provided in terms of the managed care receptivity, the physician receptivity. But again, just trying to get a sense of when you might be in a position to provide that kind of revised guidance.

#### Matthew Fust

Hi, Rich. It's Matt. Thanks for the question. We're not able today to provide you with a specific date or timeline for that guidance. On our end, we're obviously watching the weekly prescription trends along with the other data of the sort that Bob outlined for you. But our sense is that we had expected that we would see an inflection point, kind of growth in sales in prescriptions, and we want to monitor sales progress over the course of the next several weeks at minimum before we're in a position to provide more detail or specificity on guidance for the full year.

#### Rich Silver - Lehman Brothers

I mean, everything on the anecdotal front makes it sound like you're pleased with the launch, yet by sort of hesitating with this issue of the inflection point, that's where it sounds like its more cautionary. I mean, seriously, why don't you just, I mean, do we need to actually wait for another conference call?

#### Matthew Fust

We believe that we just don't have enough data in hand today to predict with confidence the sales that we'll see for the full year. We would not necessarily wait all the way until our next quarterly earnings call. In fact, at the point where we reach the conclusion either that we can confirm the guidance that was previously provided or that we need to change that guidance, we would expect to be back to you.

#### Rich Silver - Lehman Brothers

Okay, thanks.

#### Operator

Your next question comes from the line of Marc Goodman with Credit Suisse. Please proceed.

**Marc Goodman - Credit Suisse**

Yes, what is the cost per script that I should be using for my script model for Luvox CR?

**Bob Meyers**

Were you asking about cost of goods, Marc? This is Bob Meyers.

**Marc Goodman - Credit Suisse**

No, no. The price per prescription, the average selling price, because you have these coupons and things going on, so I'm just wondering, like, how it all nets out. I mean, obviously the WAC is, like, 97 and change I think it was.

Copyright © 2008 CNET Networks, Inc. All Rights Reserved.