

EXHIBIT 39

Jesus Leal
09/29/2003 07:58 PM

To: Carlos A Carlos/LAKE/PPD/ABBOTT@ABBOTT, Jeffrey J
Devlin/LAKE/PPD/ABBOTT@ABBOTT
Subject: Mile White presentation

Hi gentlemen, Below are some thoughts for the slide set (please note - slide set - not slide deck)

I would strongly suggest that you use graphs, pictures etc to help you get a few key points across. If you send me your work in progress, I can help from nancy's office tomorrow afternoon.

I hope this helps.

Slide #
message from the slide

What's on the slide

Slide 1	Market share slide (whichever one shows the most dramatic impact of Rayataz's launch)	Kaletra share down Rayataz share up Norvir share up
Slide 2	Slide showing decrease in Norvir capsules/day	Norvir pill count/day decreasing trending to 1 tab/day by year's end, a 92% reduction from the approved dose
Slide 3	Market research slide showing % of MDs that will use unboosted Rayataz versus boost Rayataz	Rayataz would not add much value to the treatment of a HIV patient without Norvir boosting. It is our intellectual property that is providing the growth for BMS
Slide 4	BMS financial quote stemming from a successful launch of Rayataz	BMS senior management gloating at the expense of Abbott
Slide 5	Graph showing daily cost of Norvir at the approved dose 1200 mg (\$20.58), the current daily cost at 100 mg (\$1.72) and the proposed increase to a daily cost of \$10.29 at 100 mg	In order to preserve the intellectual property value of Norvir, we are recommending a price increase to 50% of the original daily cost of the approved dose
Slide 7	Why are we doing this? The road to \$1Billion Global HIV Franchise show 2003 sales Kaletra & Norvir US & AI show 2004 Sales Kaletra & Norvir w/ price increase show generically w/o commitment to exact amount that 2005 Surpasses \$1Billion Global HIV Franchise	No one knew that the intellectual property of Norvir was in the "boosting capabilities" at low doses Even after the price increase, the price is still 1/2 of what the intended value/patient was intended
Slide 8	Public Relations and Activist slide (Norvir)	(?)
Slide 9	Pricing Slide of other PIs versus Kaletra	Kaletra is lower in price compared to all other unboosted PIs
Slide 10	Kaletra Price increase show the different scenarios & the impact on financials in 2004	We are going to take a hit on the price increase, we can take a small increase on Kaletra, announce a price freeze for public payors and do not freeze Norvir
Slide 11	Overall cost of boosted regimens	BMS would be at a significantly

	w/Norvir increase and Kaletra increase	higher price May get formulary pressures, will need to give away significant rebates to be cost neutral to Kaletra
Slide 12	Discussion	