



IN THE COURT OF CHANCERY OF THE STATE OF DELAWARE

LOUISIANA MUNICIPAL POLICE
EMPLOYEES' RETIREMENT SYSTEM,

Plaintiff,

vs.

Civil Action
No. 5795-VCL

DAVID PYOTT, HERBERT W.
BOYER, LOUIS J. LAVINGNE,
GAVIN S. HERBERT, STEPHEN J.
RYAN, LEONARD D. SCHAEFFER,
MICHAEL R. GALLAGHER, ROBERT
ALEXANDER INGRAM, TREVOR M.
JONES, DAWN E. HUDSON, RUSSELL
T. RAY and DEBORAH DUNSIRE,

Defendants,

and

ALLERGAN, INC.,

Nominal Defendant.

Chancery Courtroom No. 12C
New Castle County Courthouse
Wilmington, Delaware
Friday, January 21, 2011
10:02 a.m.

BEFORE: HON. J. TRAVIS LASTER, Vice Chancellor.

ARGUMENT AND RULING ON MOTION TO INTERVENE

1 APPEARANCES:

2 SCOTT M. TUCKER, ESQ.
Chimicles & Tikellis LLP

3 -and-

4 JEFFREY W. GOLAN, ESQ.
LISA M. LAMB, ESQ.
5 CHAD A. CARDER, ESQ.
of the Pennsylvania Bar
6 Barrack, Rodos & Bacine
for Plaintiff

7 KENNETH J. NACHBAR, ESQ.
SHANNON E. GERMAN, ESQ.
8 Morris, Nichols, Arsht & Tunnell LLP

-and-

9 WAYNE W. SMITH, ESQ.
of the California Bar
10 Gibson, Dunn & Crutcher LLP
for Defendants David E.I. Pyott, Herbert W.
11 Boyer, Louis J. Lavigne, Jr., Gavin S.
Herbert, Stephen J. Ryan, Leonard D.
12 Schaeffer, Michael R. Gallagher, Robert
Aleander Ingram, Trevor M. Jones, Dawn E.
13 Hudson, Russell T. Ray and Deborah Dunsire

14 CATHY L. REESE, ESQ
Fish & Richardson P.C.
15 for Nominal Defendant Allergan, Inc.

16 SETH D. RIGRODSKY, ESQ.
GINA M. SERRA, ESQ.
17 Rigrodsky & Long, P.A.

-and-

18 SCOTT R. SHEPHERD, ESQ.
of the Pennsylvania Bar
19 Shepherd Finkelman Miller & Shah, LLP
for U.F.C.S Local 1776 & Participating
20 Employers Pension Fund

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1 THE COURT: Good morning, everyone. I
2 understand I can doubly welcome the Californians.
3 This is your second trip here. Thank you for the
4 extra effort. I'm glad the weather cooperated with us
5 this time.

6 Good morning, Mr. Nachbar.

7 MR. NACHBAR: Yes. Wayne Smith, from
8 Gibson, Dunn & Crutcher, my cocounsel, who is happy to
9 not only be in the state of Delaware, but to actually
10 be in the courtroom.

11 THE COURT: Fantastic. Good to see
12 you, Mr. Smith.

13 MR. NACHBAR: Shannon German, from my
14 office, is also here with me today.

15 THE COURT: Welcome.

16 MR. TUCKER: Good morning, Your Honor.
17 Scott Tucker, Chimicles & Tikellis, on behalf of
18 plaintiffs. With me today is Mr. Jeff Golan, from
19 Barrack Rodos & Bacine, and his associates, Chad
20 Carder and Lisa Lamb.

21 THE COURT: Welcome to all of you.

22 MR. TUCKER: With Your Honor's
23 permission, Mr. Golan will be making the presentation
24 on our behalf.

1 THE COURT: Certainly.

2 MR. RIGRODSKY: Good morning, Your
3 Honor. I'm here to introduce Scott Shepherd, of the
4 Shepherd Finkelman firm, for plaintiff, U.F.C.W.
5 Local, the proposed intervenor in this case. Also
6 with me at counsel table is Gina Serra, of my office.

7 THE COURT: Welcome back. Saw you
8 yesterday.

9 MR. RIGRODSKY: With the Court's
10 permission, Mr. Shepherd will be presenting the
11 argument for the intervenor.

12 THE COURT: Mr. Shepherd, would you
13 like to lead off? It's your motion.

14 MR. SHEPHERD: Yes, I would. Thank
15 you. Does Your Honor prefer I stand at the podium or
16 the table?

17 THE COURT: Podium. Got to get those
18 tips from Mr. Rigrotsky before you come in. He will
19 prep you. He is an experienced guy. He knows his way
20 around.

21 MR. SHEPHERD: As Your Honor knows, we
22 are here on the motion of U.F.C.W. Local 1776 &
23 Participating Employers Pension Fund to intervene into
24 the Allergan derivative case. Before I start, I

1 should point out the books and records request, which
2 is the subject or at least part of the motion,
3 documents were produced yesterday afternoon. So
4 although we have not had a chance to look at them, we
5 are at least proceeding on that path as expeditiously
6 as possible; should be able to review them in the very
7 near future.

8 Rule 24(a) provides for intervention
9 as of right. It has -- the prong under which we are
10 proceeding, 24(a)(2), has three prongs within it. The
11 first is "an interest relating to the property or
12 transaction which is the subject of the action...."
13 And I don't think there is any real dispute that
14 U.F.C.W. has an interest in the subject of the
15 lawsuits.

16 The second prong is that the applicant
17 is situated such that the disposition of the action
18 may as a practical matter impede the applicant's
19 ability to protect his interests. There is some
20 argument, but I don't think there is any substantial
21 argument, that the resolution of the pending action
22 certainly may -- it may or may not, but it may, as a
23 practical matter, impair the U.F.C.W.'s ability to
24 protect its interests, which brings us to the third

1 prong, which is unless these interests are protected
2 adequately. That is the prong on which the motion
3 hinges.

4 The U.F.C.W. submits that its rights
5 are not adequately protected in the pending lawsuit.
6 Shareholders are not protected by quickly-filed
7 complaints even when, as is here, it's a very good job
8 on the available interest that has been made public.
9 We don't question that at all. It's an excellent
10 complaint, given what is available, but not enough is
11 available. Delaware courts have for years counseled
12 that the proper procedure is, in essence, take your
13 time and do it right. In particular, courts have
14 counseled, and even admonished, that the proper
15 procedure is a books and records -- initial procedure
16 is a books and records request under Section 220, and
17 if necessary, a books and records action under Section
18 220. The reason is, of course, an -- a better
19 informed complaint is almost always better than one
20 that is created with less information.

21 In the face of -- I would say that is
22 almost a truism, that a better informed complaint is
23 better than a less informed complaint, but in the face
24 of that, the plaintiff's response here is not to come

1 into court and seek to slow down the action so that it
2 may obtain information from the U.F.C.W. pursuant --
3 that it receives pursuant to its requests, but rather,
4 it is, "Court, we want to push ahead. We want to
5 chance it on the pending complaint, and if you get
6 better information, then good luck to you. You maybe
7 won't be collaterally estopped. Maybe you will be
8 able to file a Rule 60 motion to undo the judgment."

9 But the reality of collateral
10 estoppel, the reality of a Rule 60 motion, is that
11 it's very difficult. It's very infrequently granted,
12 and for good reason. It's not at all clear, in fact,
13 that U.F.C.W. would even be considered a party that
14 could move under Rule 60. It's certainly debatable
15 under Delaware law and under federal law.

16 THE COURT: How much time do you think
17 should be allowed? Here, you guys -- hasn't been too
18 long. And because of timing issues in the other
19 action, not too much has gone on in the other action.
20 But it does create practical problems in terms of when
21 the second plaintiff can come in.

22 MR. SHEPHERD: Correct. There is a
23 tension that it creates. There is no question about
24 that.

1 THE COURT: What are your thoughts on
2 how that is best managed?

3 MR. SHEPHERD: Our thought is that if
4 we had 45 days. We have the documents now, as of
5 today. If we have 45 days, which is, I guess, around
6 the end of February, into March, that should be plenty
7 of time, assuming, as I am, a good faith document
8 production. That should be plenty of time for us to
9 -- well, first possibility is we may notify the Court,
10 "There is nothing there that is any different, and we
11 are going to fold our tent and go away." That, we
12 will probably know fairly quickly, but in -- 45 days I
13 would think would be enough to analyze the new
14 information we obtained and file a proposed complaint.

15 THE COURT: But in terms of how fast
16 someone moves to get their 220 process started
17 following the announcement of the negative
18 information, what is your thought on how that aspect
19 should be managed, and why did you all move quickly
20 enough?

21 MR. SHEPHERD: We moved -- look at the
22 precise timing. But the initial announcement of the
23 DOJ settlement was early September 2010. The plea was
24 -- the guilty plea and the settlement were approved on

1 October 5th. A little less than a month after that,
2 we filed our books and records request. I understand
3 that there is a tension and there has to be some kind
4 of outside limitation, but whatever it is, we submit
5 it's -- two months from the first announcement and a
6 month from the actual approval of the guilty plea is
7 plenty of time.

8 THE COURT: Sort of an AirGasish
9 approach, where at least this one is something that
10 meets it, huh?

11 MR. SHEPHERD: There has to be some
12 kind of limitation, but whatever it is, we are within
13 it. At least that's our position.

14 It can only be that a complaint that
15 results from the currently available public
16 information and whatever information we obtain is
17 either as good as or better than the pending
18 complaint. It cannot be that it will be worse. That
19 fact --

20 THE COURT: Theoretically, could be
21 worse. But in that case, you wouldn't push it. That
22 is the situation.

23 MR. SHEPHERD: We wouldn't push it.
24 That is true. We could come up with bad information,

1 and then we would forward it to them and say, "Good
2 luck," to everyone here.

3 Under that circumstance, it can only
4 be that U.F.C.W.'s rights are not being adequately
5 protected, and that its Rule 24(a) motion, we submit,
6 should be granted.

7 Permissive intervention under Rule
8 24(b)(2), the prong under which we proceed, the
9 argument more or less overlaps that. The only
10 distinction between 24(a) and (b) is that 24(b) gives
11 the Court -- 24(b)(2) gives the Court discretion to
12 consider whether the intervention will unduly delay or
13 prejudice adjudication of the rights of the individual
14 parties. Here, delay is the issue on which both the
15 plaintiff and the defendant focus, but it's not a good
16 issue for them.

17 First, there is no immediacy to this
18 action. It's not a deal case. It's not a case where
19 there is a preliminary injunction proceeding coming
20 up. Delay of a few months is not going to make any
21 difference to the outcome.

22 The defendants say, "We know, because
23 we have seen the documents, that you won't be able to
24 plead anything new, and we shouldn't have to re-brief

1 the various issues." But if we aren't able to plead
2 anything new, then they will either file, more or
3 less, the same brief or they won't have to file
4 another brief at all.

5 The plaintiff says the delay will let
6 the California cases get ahead. Respectfully, the
7 Court can control its docket, and the issue and focus
8 is on the rights of the shareholders, not whether one
9 case or another has the lead, whatever that means.

10 To cut through the argument and just
11 to summarize it, if the Delaware courts' admonitions
12 in recent years mean anything, that shareholders
13 should eschew the quick file and attempt to file
14 complaints that will withstand Rule 23.1's heightened
15 pleading requirements, the U.F.C.W.'s motion should be
16 granted under 24(a) or, alternatively, under 24(b).

17 THE COURT: Thank you. The
18 plaintiff -- the other plaintiffs will speak next, or
19 Mr. Nachbar, someone from your team will speak next?

20 MR. NACHBAR: Your Honor's preference,
21 but I think Mr. Golan is logically next.

22 THE COURT: That's fine.

23 MR. GOLAN: May it please the Court:
24 Jeffrey Golan, for the plaintiff, Louisiana Municipal

1 Employees' Retirement System. The -- when Allergan
2 announced, and the U.S. Department of Justice
3 announced, the fine and the guilty plea on
4 September 1st, 2010, there was -- that was a massive
5 fine for this company. It wiped out one year's worth
6 of net income. The company pled guilty to a
7 misbranding charge, which included within it the
8 allegation by the government, that it was pleading
9 guilty to that it had actively promoted and marketed
10 BOTOX for off-label uses, which were not approved by
11 the FDA. There were -- available to us at the time
12 was the information that the government pled, a pretty
13 specific document; the press release, that noted that
14 the marketing of BOTOX for off-label uses was the
15 number one corporate priority of this company, and it
16 was part of their strategic plans from at least the
17 period 2000 through 2005.

18 Available to us were the qui tam
19 complaints filed by three former employees and one
20 former doctor that did business with Allergan, that
21 specifically alleged that this illegal marketing
22 scheme started at least as early as 1997, and carried
23 over at least until 2008. And also available to us
24 after -- between the time we filed our initial

1 complaint and the amended complaint was information --
2 was a great deal of information that we obtained
3 through public trials in personal injury and wrongful
4 death cases against the company, by plaintiffs in
5 those cases, who had alleged that they suffered injury
6 because of their off-label -- taking of BOTOX for
7 off-label uses.

8 THE COURT: Was any of that
9 information going away?

10 MR. GOLAN: None of it was going away,
11 Your Honor.

12 THE COURT: Getting this additional
13 information between the time you filed and the time
14 you amended, that helped you. You wrote a better
15 amended complaint. Right?

16 MR. GOLAN: We did, Your Honor.

17 THE COURT: What was the rush?

18 MR. GOLAN: Several things, Your
19 Honor. And we specifically considered these things
20 before we filed our complaint. First of all, in a
21 case -- obviously, Your Honor knows that if a company
22 is the subject of a merger, the subject of a
23 bankruptcy, derivative claims are wiped out.

24 THE COURT: That's what was on your

1 mind?

2 MR. GOLAN: That was not on our mind.

3 THE COURT: We can set that aside?

4 MR. GOLAN: Yes. But in this case, as
5 in other cases that we have been involved with, there
6 was -- we were -- we did an analysis of the directors
7 on the current board. Eight of them had been
8 directors since 2004 and prior, which put them within
9 the time period alleged in the information. Two of
10 them came on in 2005. Two of them came on in 2006 and
11 2008. There was a risk that board members would be --
12 would resign and would be replaced by additional
13 members. And if that occurred, the plaintiff's demand
14 futility claims clearly would have been potentially
15 harmed.

16 THE COURT: When was the next annual
17 meeting?

18 MR. GOLAN: Your Honor, the next
19 annual meeting, I don't recall, in front of me, but --

20 THE COURT: But your point is that
21 there would have been an election coming up where
22 somebody might have gone off the board. Presumably,
23 that means that in your mind during the two days in
24 which you conducted the extensive investigation

1 described on pages 26 and 27 of your brief -- during
2 those two days, you perceived that the election of
3 directors was sufficiently imminent that it required
4 you to immediately file. My question is: At that
5 time, when was the annual meeting scheduled?

6 MR. GOLAN: Your Honor, I don't know
7 the answer to that.

8 THE COURT: We can set aside that one,
9 too; right?

10 MR. GOLAN: Our concern -- a concern
11 that we had was that directors could resign, with the
12 government information becoming public, and that could
13 impact the demand futility claims.

14 THE COURT: How many people worked on
15 this investigation that is described on pages 26 and
16 27 of your brief?

17 MR. GOLAN: I worked on it, and at
18 least several of my colleagues worked on it.

19 THE COURT: How many is "several"? I
20 think of several as three to 14.

21 MR. GOLAN: Really, two -- two worked
22 on it -- two of my colleagues worked on it in depth.
23 I consulted with two other colleagues, who had been
24 involved in the Pfizer derivative litigation and in a

1 Schering Plough litigation, to get more background
2 about the FDA rules and the procedures, and what had
3 been alleged, and what the Court ruling had been in
4 the Pfizer case.

5 THE COURT: How many hours do you
6 think you put in in those two days?

7 MR. GOLAN: Probably a total of -- all
8 of us involved? Probably a total of 40 to 50.

9 THE COURT: How many Caremark cases
10 have survived motions to dismiss without prior 220
11 investigations?

12 MR. GOLAN: Your Honor, the -- we are
13 not making this a Caremark case. We are alleging --

14 THE COURT: How about you answer my
15 question? How many Caremark cases have decided
16 motions to dismiss without a prior 220 investigation?

17 MR. GOLAN: I don't know the answer to
18 that question, Your Honor.

19 THE COURT: As far as I can tell --
20 I'm going to ask the same question to the defendant.
21 But there have been two, Abbott Labs and Pfizer. And
22 in Pfizer, you had an explicit requirement of the
23 prior settlement that required board reporting. So
24 there was a direct link to the board.

1 MR. GOLAN: That's correct, Your
2 Honor.

3 THE COURT: What is your direct link
4 to the board? Two words. Right?

5 MR. GOLAN: Our direct link to the
6 board is that the illegal marketing scheme was
7 affirmatively approved by the board in its strategic
8 plans.

9 THE COURT: Bingo. Those are the two
10 words, strategic plan. That's what you got; right?

11 MR. GOLAN: Yes, Your Honor. Based on
12 the government information and the government's press
13 release, that this was a -- this was a widespread,
14 board-approved, illegal marketing scheme, that was
15 done in the strategic plans as the number one
16 corporate priority. So -- and we said this in the
17 papers. If we felt that this was a Caremark case, and
18 we were required to show the internal controls and
19 that there may have been red flags and that there were
20 reports that should have put the board on notice of
21 the improper management actions, we clearly would have
22 undertaken a 220 books and records.

23 THE COURT: If this isn't a Caremark
24 case, what do you think it is?

1 MR. GOLAN: Your Honor, it's a case
2 under -- that comes under the -- under -- well, more
3 akin to the -- described in Aronson, which is an
4 affirmative board policy and action. It's not a
5 negligence based "We didn't know the information that
6 management was doing."

7 THE COURT: Of course it's not a
8 negligence case, because Caremark, as we know after
9 Stone, isn't negligence based. One could argue that
10 Caremark was ambiguous. Chancellor Allen used both
11 good faith language and care language. But we now
12 know Caremark isn't care based.

13 MR. GOLAN: Caremark has been
14 described as the most difficult -- possibly the most
15 difficult standard in Delaware law.

16 THE COURT: Yeah, but that is what --
17 look, I have read your motion to dismiss briefing,
18 too. There is a lot of Caremark stuff in there. Now
19 maybe it's Guttman v. Huang, maybe it's Stone v.
20 Ritter. Maybe people aren't actually citing the
21 Caremark case, but you really think this isn't a
22 Caremark case?

23 MR. GOLAN: Your Honor, we think that
24 this is a breach of loyalty case that -- and a

1 corporate waste case that is not dependent on whether
2 there were internal controls and whether the board was
3 properly or improperly monitoring.

4 THE COURT: Here is the thing. That
5 is what Caremark is about. Caremark is about the idea
6 that you have to get the board involved to impose
7 liability on directors. You get the board involved in
8 one of two ways: Either there is an actual decision
9 or the board gets involved through the degree to which
10 it has established a reporting system. Those are the
11 two general categories of board action. But the key
12 is you actually have to have the board involved.

13 So really what you have is you have
14 two words. You have strategic plan. Now, what
15 analysis did you do, and help me understand why you
16 think that strategic plan gets you past a motion to
17 dismiss?

18 MR. GOLAN: Your Honor, when a board
19 undertakes a strategic plan, whether it's --

20 THE COURT: Even though it was board
21 approved? What if this was a management strategic
22 plan? What is your basis for board approval of the
23 strategic plan?

24 MR. GOLAN: The -- as described in the

1 information and in the government's press release,
2 this was the number one corporate priority of the
3 company.

4 THE COURT: Yeah, but I didn't see
5 anything in there about board approval. What if this
6 was the CEO's thing?

7 MR. GOLAN: Well, the CEO is a member
8 of the board, Your Honor. And --

9 THE COURT: So you would be imputing
10 knowledge.

11 MR. GOLAN: But strategic plans are --
12 as we alleged, strategic plans are -- when undertaken
13 in the kind of setting that these are described in,
14 that there is a strategic plan from 1997 through 2001,
15 that there are annual budgets that are approved by the
16 board, that set targets of how much BOTOX will be
17 sold, both on label, which are four very rare
18 occurrences, and off label, which are much more
19 prevalent. There is the funding of outside groups,
20 surreptitiously, by the company, both We Move, that
21 has dosing guidelines, and the Neurotoxin Institute,
22 when there is lobbying undertaken on behalf of the
23 company. And as the sentencing memo makes clear,
24 there was even a strategic plan put in place for the

1 years 2007 through 2011.

2 When those kinds of plans are
3 undertaken, I think it is a reasonable inference that
4 those are board approved plans.

5 THE COURT: Here is the thing. That
6 is what I would have to decide on the motion to
7 dismiss. And, you know, we all know what strategic
8 plans are. And in the real world, boards generally
9 approve strategic plans. In the real world, boards
10 generally are aware of the types of things that are of
11 the magnitude you are talking about. But in a legal
12 context -- again, if you can cite one, I'm happy to
13 hear it. But if you can cite one where somebody has
14 been able to get past a motion to dismiss without
15 using 220, why run the risk? What is the downside,
16 other than this theory about potential director
17 resignations and, hence, a new board?

18 MR. GOLAN: Your Honor, we viewed --
19 two answers to that. We viewed the wealth of
20 information available at the time to be sufficient to
21 present to the Court a viable complaint, both on
22 demand futility and the underlying merits of the
23 claims. We did not -- given the way that the
24 government described the scheme and the strategic

1 plans and the corporate priority of this company, as
2 the number one priority, we did not view this as an
3 issue that we would have to find underlying reports
4 coming up from management to the board, or to the
5 audit committee, or whatever, because these were
6 strategic plans approved by the board.

7 And I think there is a -- there is a
8 reasonable, logical inference to be drawn in favor of
9 the plaintiff when strategic plans are alleged in a
10 complaint, especially of the type here, that those are
11 strategic plans approved by successive boards and, in
12 this case, approved by boards that -- where at least
13 eight of the 12 members were in place specifically
14 during the period where the government alleged the
15 wrongdoing, and the company admitted its guilt to that
16 misbranding charge, that included the promotion and
17 marketing for off-label uses.

18 So I think that -- and in fact, in --
19 I'm not saying that we were thinking about this at the
20 time, but in reviewing the cases and the briefs that
21 -- especially the reply brief in the Norfolk County
22 case, Your Honor -- that was a case where the
23 plaintiff, on a 220 action, was seeking additional
24 information. And there were certain documents that

1 were presented by the company in response to the 220;
2 specifically, a special litigation report and
3 underlying minutes. And the Court, while not looking
4 at it dispositively, noted that the documents produced
5 by the company in some senses undercut the claims that
6 the plaintiff 220 actor said that he wanted to
7 investigate.

8 THE COURT: And from the standpoint of
9 a derivative claim brought on behalf of the
10 corporation, is that a good thing or bad thing?

11 MR. GOLAN: I think, Your Honor, it's
12 a mixed bag, because under a 220 action, you are
13 entitled to -- clearly, you are entitled to some
14 discovery, but it's limited. It's often limited by --
15 unless you go through the whole proceeding and are
16 able to present specifically what you didn't get, it's
17 often limited to what the company deems to be relevant
18 to your investigation. And in this case, Your Honor,
19 given the wealth of information that we had, and
20 especially the information we had about the amended
21 complaint -- and I have to say, Your Honor, it's not
22 like it was -- we weren't aware of this 220 action
23 until they moved to intervene.

24 THE COURT: I'm not suggesting you

1 should be. I'm focusing on your decision to file two
2 days after the announcement. I had the impression
3 from your papers, from your reference to Pfizer, and I
4 guess today to Schering Plough, that this is a
5 practice area that you were in, in terms of filing
6 after announcements of FCPA-type stuff.

7 MR. GOLAN: It's certainly an area
8 that we know, Your Honor. We are not --

9 THE COURT: How often do you do these
10 types of cases?

11 MR. GOLAN: I wouldn't say that we are
12 -- to the extent Your Honor has deemed firms to be
13 frequent filers, I don't think that we -- we are
14 clearly more discriminating than that.

15 THE COURT: I'm curious how fast you
16 usually file. Is this a typical situation to be in,
17 two days after, or was this -- what do you normally
18 do?

19 MR. GOLAN: Derivative cases, it's not
20 typical for us. I'm involved in a case where we made
21 a demand on a board, and we are now negotiating -- we
22 made a demand on a board. I have been involved in --
23 it's not our typical case. In this case -- well, I
24 will set aside deal cases.

1 THE COURT: We are talking about
2 situations where there has been either a negative
3 announcement because of FCPA, or because of insider
4 trading, or SEC, or things that are going to lead to
5 derivative actions that are nonexpedited.

6 MR. GOLAN: Your Honor, it's an
7 unusual case for us to bring this quickly. The reason
8 we filed it as quickly as we did was that, one, the
9 amount of information we had, we felt, was sufficient,
10 both on a demand futility and a merits side, to bring
11 the action derivatively on behalf of the company. And
12 sort of, the -- I mean, I do know that while we are
13 the only case in this Court, there were, subsequently,
14 cases filed within the next week or two by three or
15 four other law firms in California.

16 THE COURT: How did that affect your
17 decision-making process?

18 MR. GOLAN: First of all, they were
19 after our case was filed.

20 THE COURT: How did concern about
21 other people filing affect your decision-making
22 process?

23 MR. GOLAN: It didn't, Your Honor.

24 THE COURT: Why are you raising it?

1 MR. GOLAN: I'm trying -- first of
2 all --

3 THE COURT: I think it did affect the
4 decision-making process. And I don't say that in a
5 bad way. People are rational economic actors. So the
6 idea that you would try to file first, to try to get
7 control of the case and have the advantage of the
8 first-filed rule, is something you folks do. There is
9 nothing wrong with that. It's the legal system in
10 which you are playing the game. But, I mean, you are
11 telling me that didn't -- that wasn't a factor?

12 MR. GOLAN: Your Honor, we saw the
13 case. We put people on it. We investigated it. We
14 developed the complaint to the point where we thought,
15 and still believe, that it's a viable complaint under
16 Aronson and under the breach of loyalty rules. And we
17 filed it in this Court. We looked at --

18 THE COURT: I'm asking a very precise
19 question. Was your desire to have a lead role and
20 have control of the case a factor at all in the timing
21 of when you filed?

22 MR. GOLAN: Yes, Your Honor.

23 THE COURT: Of course, it was. And
24 there is -- just -- let's just deal with that and

1 recognize that there are odd policies out there that
2 induce that type of behavior. But it's not helpful to
3 try to hide that.

4 MR. GOLAN: Your Honor, what I was
5 pointing out was that we -- and the Court can take
6 this for whatever it feels it's worth. We were not
7 the only firm to make the decision.

8 THE COURT: Of course not, because
9 it's rational economic behavior for entrepreneurial
10 plaintiff's firms to try to file quickly, just like
11 it's rational economic behavior for defendants to try
12 to hold in the first-filing plaintiff, that didn't
13 have the benefit of 220, because that gives them their
14 best opportunity to get a dismissal, and then they
15 have an advantageous situation going forward.

16 There aren't any white hats or black
17 hats here. There is an odd system, that creates
18 really strange behaviors, that are individually
19 rational and collectively irrational. But, you know,
20 to say that -- or to try to suggest and try to dodge
21 the question until I actually have to put it to you
22 pointblank and force you to answer it, it's not
23 credibility inspiring.

24 MR. GOLAN: I apologize to the Court.

1 The point I was trying to make was two-fold: One,
2 that there were other plaintiffs who clearly felt that
3 there was sufficient information to bring this kind of
4 case, based on the government's information in the
5 press release and other things. They filed in
6 California. They didn't file here. But I would also
7 note that the movant hasn't sought to stay any of the
8 California cases, as far as we know. I find that odd.

9 THE COURT: Why?

10 MR. GOLAN: Because if there --

11 THE COURT: Because they have to spend
12 money in two places?

13 MR. GOLAN: No. But if there are
14 decisions that they are worried about in our case, in
15 this case, being made without giving the movant time
16 to do its 220 books and records search, and possibly
17 bring a new complaint, then those same concerns should
18 be raised by the California cases.

19 THE COURT: Where would the 220 action
20 be filed?

21 MR. GOLAN: 220 would be filed here.

22 THE COURT: Who would likely oversee
23 the 220 action, given that it would be a related
24 decision?

1 MR. GOLAN: I assume it would come to
2 the same court.

3 Your Honor, I would be happy to
4 address the issue preclusion, because we do object --
5 we do -- we do not think --

6 THE COURT: Before you get to issue
7 preclusion, now that you know that you have got your
8 friends here, and that they are doing a 220 demand,
9 why the continued press forward? Why not say to me,
10 "We are here for the best interests of the company.
11 If Mr. Rigrotsky and his team get some good
12 information -- we realize that we can't talk to them,
13 because we have already made our pitch, but if they
14 independently find something that is really in the
15 best interests of the company, and we would be welcome
16 at that point, if they wanted to intervene..." -- why
17 press forward on a complaint that gives the defendants
18 their strongest basis to dismiss?

19 MR. GOLAN: Two things, Your Honor.
20 And we -- first of all, obviously, I don't know
21 whether this is true, but the defendants, in their
22 papers, said that what they are providing to the 220
23 actor is not going to be helpful to their complaint.

24 THE COURT: Is that something that you

1 normally take at face value?

2 MR. GOLAN: No. No, it isn't, Your
3 Honor. But it is -- I think that our view is that we
4 have a complaint -- we obviously don't.

5 THE COURT: Come on.

6 MR. GOLAN: Mr. Nachbar --

7 THE COURT: Mr. Nachbar and Mr. Smith
8 are great guys, and I give them all -- you know, they
9 are peak players. They have credibility, absolutely.
10 But the idea that you would say that, and you would
11 say, "Well, we trusted them" --

12 MR. GOLAN: No. No. I do know that
13 they said that. But I also think that --

14 THE COURT: I'm sorry. It just really
15 struck me as funny. It's not polite for me to react
16 that way. I apologize. But that was a truly
17 incongruous statement.

18 MR. GOLAN: But under the issue
19 preclusion, under the West Coast Management case,
20 under the Freund versus Lucent Technologies, even
21 under Career Education and Joseph Banks, if this --
22 first of all, if this Court upholds the complaint,
23 there is absolutely no prejudice, because then we get
24 full discovery, compared to the limited discovery.

1 The limited discovery --

2 THE COURT: Look, if this Court
3 upholds the complaint, great. No downside.
4 Fantastic. No question about it.

5 MR. GOLAN: Under the case law, West
6 Coast Management and the other, assuming that the
7 movant finds and can make heightened allegations over
8 and above those in our complaint, I think the law, at
9 least in this Court, is very clear, that that would
10 not preclude them from coming in and filing their own
11 action. Having said that, if -- and clearly, having
12 filed this case, I was not going to then turn around
13 and say, "That's right. I should have filed a books
14 and records, so I want to join that."

15 Having said that, I think the 45 days
16 is a long time. I mean, we filed this case in
17 September. They are getting the documents, and they
18 say that they won't be able to, until early March --
19 but having said that.

20 THE COURT: How much did they get?

21 MR. GOLAN: I have no idea, Your
22 Honor.

23 THE COURT: How can you say whether 45
24 days is a long time or short time?

1 MR. GOLAN: I would have thought that
2 whatever they got, they would review within -- they
3 would put enough people on it to review it more
4 quickly than that. Having said that, if there is a
5 good basis for them to join the suit and for us to
6 work together, I'm not -- I'm not opposed to that.
7 But I also -- when we were accused of being inadequate
8 representatives and having not conducted an
9 investigation, when clearly we had, and we think that
10 there is a complaint on file that does meet and
11 surpass the particularity pleading requirements and
12 the demand futility requirements, our belief was that
13 it's more in the interests of the company to let that
14 go forward sooner.

15 Thank you, Your Honor.

16 THE COURT: Thank you. Mr. Nachbar,
17 are you going to speak, or Mr. Smith?

18 MR. NACHBAR: I will speak on behalf
19 of the individual defendants.

20 A couple of points about the timing,
21 the document production, and then I will address maybe
22 some of the bigger issues, although I don't think we
23 are here to argue the motion to dismiss today. We
24 will touch on it, probably, a little bit.

1 First issue is the documents produced
2 are -- get it exact -- 3,927 pages. I'm told it's
3 about 270 documents. So I don't think it will take
4 anybody 45 days to review that.

5 And there has been -- the timing
6 problems here are of the intervenor's making. There
7 was a September 1 announcement. Two months went by
8 before there was any 220 demand. That is a long time.
9 I'm not sure why that happened. And they knew that
10 there was a complaint pending, or at least it was
11 public knowledge that there was a complaint pending.

12 But even after that -- they make their
13 demand 11/3. The company gets back to them very
14 promptly. And in fact, they send an e-mail thanking
15 the company for its timely response, and then there is
16 negotiation of a confidentiality order. And, now,
17 Ms. Reese was the person who had these discussions and
18 can address the specifics firsthand. I can only do it
19 secondhand, from the e-mail traffic. But there was
20 no, "We will keep them attorneys eyes only. In the
21 meantime, can you get them to us?" And in that
22 process back and forth, there were some pretty long
23 delays. There was ten days of, you know, Ms. Reese --
24 she can go over the details, but she would send a

1 draft, and ten days would go without a comment, and
2 then a revised draft, and another eight days would go
3 by, and etc.

4 We are now four-and-a-half months out,
5 and the documents are first being produced. And we
6 have got, now, a fully briefed motion to dismiss in
7 this Court. We have got a hearing scheduled for
8 February 28th in California. And, you know, we now
9 have these intervenors coming in, saying, "We want the
10 opportunity to take 45 days to look at this and then
11 tell you if there is anything new that somehow will
12 tie this to the board of directors."

13 There isn't, but, you know, just like
14 you wouldn't expect the plaintiffs to take my word for
15 it, I don't expect Your Honor to take my word for it,
16 and I don't expect the intervenors to make my word for
17 it. But that is what the documents will show.

18 It's not -- I'm not -- it's not
19 totally take my word for it, though, because the
20 government did have 8.4 million documents that it
21 reviewed before putting out its information. It did
22 have all the board materials relating to the sale of
23 BOTOX. And the fact of the matter is there is nothing
24 in the information tying this in any way to officers

1 or directors of the company. There are no individual
2 defendant's names. There are no claims against
3 individuals. There are no, you know -- and what the
4 company pled guilty to was a single strict liability
5 misdemeanor.

6 THE COURT: I completely agree with
7 you. That is why -- and I'm not suggesting that there
8 was any wrongdoing here. But that is precisely one of
9 the reasons why one would think that rationally, if
10 the stockholders were able to act in a united block
11 through a lawyer of their choice, the stockholders
12 would say: "Please file 220 and check this out. And
13 Mr. Nachbar or Mr. -- Ms. Reese or Mr. Smith will
14 produce some documents, and then we will make a
15 decision, because we don't want to have the company
16 incur the -- however much cost it has been to defend
17 motions to dismiss here, to defend motions to dismiss
18 in California, to fly California lawyers hither and
19 yon. We would actually like to make an informed
20 decision about whether we want to file suit. And we
21 will do that after we see the documents. And if the
22 documents indeed are as Mr. Nachbar says they are, we
23 probably won't file. But if the documents permit an
24 inference, because well advised people usually don't

1 confess to doing activities that would violate federal
2 statutes -- if there is an inference that the board
3 was involved, then maybe we will sue. But we don't
4 know that yet."

5 MR. NACHBAR: Right. I think if there
6 were a document tying a conduct to the board, it would
7 have been in the government information. So in
8 Mr. Golan's defense -- I'm not used to defending
9 members of the plaintiffs' bar, but in his defense,
10 speaking of inferences, it's a pretty fair inference
11 that the government didn't find any such document, and
12 therefore, whatever argument he, intervenors, people
13 in California, or anybody else is going to make, is
14 going to have to come from, "the board must have
15 known," because there are no documents showing they
16 actually did know.

17 We think that argument is completely
18 bogus, if I can use a -- hopefully not too strong a
19 word. But we think that argument goes nowhere. But
20 that is the best that any of these folks have or, at
21 the end of the day, will have.

22 THE COURT: That may well be true. I
23 just don't know the dynamics of settling these things.
24 There are a lot of contexts where people agree in

1 settlements to charges or agreements or fines that
2 don't involve personal liability for anyone. And it's
3 a way of -- even if, perhaps, there is some evidence
4 suggesting something.

5 So I don't know how it will turn out,
6 but I hear what you are saying. I do hear who are
7 what you are saying.

8 MR. NACHBAR: A couple of other
9 points. It's not illegal to prescribe drugs for
10 off-label use. In fact, BOTOX, I understand, is the
11 standard of care for juvenile CP, and yet it's not an
12 approved use. That has to do with how you get FDA
13 approval. You have to do double blind tests and give
14 people placebos. And giving children with JCP
15 placebos is obviously problematic. It has been
16 approved in many, many other countries. And I'm also
17 told that a large percentage of the prescriptions in
18 the United States are for off-label use. It varies by
19 drugs. Some of them, it's a very high percentage.
20 Some of them, it's a smaller percentage. But I think
21 overall it's something like -- 30 percent is a number
22 I have heard. It's not two percent. It's
23 significant.

24 The strategic plan that is referred to

1 was a strategic plan from 1997 that talked about
2 selling BOTOX. It was not the top priority. Instead,
3 there was a list of top priorities. There were ten, a
4 dozen, 15, some significant number of them. And sale
5 of BOTOX was one of them. But -- and we believe that
6 the strategic plan was presented to the board. I
7 think the investigation that was done, nobody
8 remembers, whatever it was -- 14 years ago -- getting
9 that strategic plan, but that was the practice. I
10 don't think we have a reason to believe that the
11 practice was not followed. But what is important is
12 that the plan did not address how BOTOX would be sold.
13 It didn't talk about on label or off label. But
14 significantly, the timing of the sales, some of them
15 were -- I think they were beginning -- the increased
16 sales were beginning in 2001 and continuing, some of
17 them, into 2012. There was, simultaneously, a table
18 about the approval process.

19 So I think a rational director sitting
20 there would think that the sales would ramp up as the
21 approvals came forward, not that somehow they were
22 condoning off-label prescriptions, even though such
23 off-label prescriptions are fully legal. There are
24 some promotions of off-label use that the FDA frowns

1 upon, considers illegal, prohibits, whatever verb you
2 want to use. And there is a line, and it's pretty
3 gray. And so it's sort of, you know, like
4 pornography. You know it when you see it. Well, you
5 don't always --

6 THE COURT: Annual meeting bylaws.
7 When you shift those, you know it when you see it.

8 MR. NACHBAR: Right. You know, it's
9 -- I think the line is actually a lot grayer than
10 that. So how much promotion is too much promotion, I
11 believe, is a gray area. But anyway, there is
12 nothing, we believe, that will tie the board in any
13 way to knowledge of, or participating in, any wrongful
14 or, more importantly, unlawful activity.

15 That said, you know, practically,
16 where do we go? It seems to me there are probably two
17 alternatives. We think the appropriate alternative,
18 given the delay of these plaintiffs, given the fact
19 that they still don't have a pleading -- a motion to
20 intervene requires a pleading. They still don't have
21 one. We have got a fully briefed motion to dismiss.
22 We think that motion should be decided. We don't
23 think Your Honor will deny the motion, but if Your
24 Honor does, you know, we all agree, no prejudice to

1 the intervenors. And at that point, whether they
2 intervene or not, we are not looking to fight with
3 this plaintiff or that plaintiff. We are not picking
4 among them. The case would go forward, and whoever
5 champions the stockholders as the derivative plaintiff
6 is our adversary. We don't get to pick that.

7 If the motion is denied, then we think
8 if there really is something new, if there is some
9 significant document, the intervenors can come forward
10 at that point, and they can say, "You made a right
11 decision, based on the facts before you, but here are
12 these other facts, and they are game changers." If
13 they are game changers, they will change the result.
14 They will change the game. If they are not game
15 changers, then they won't change the game. There are
16 no game changers here. That is why we are willing to
17 go down this path.

18 The other alternative, I suppose, that
19 is available is to give the intervenors a short period
20 of time and say, "If you have got something, come
21 forward, but come forward in the next week or ten
22 days," or whatever. It's 3,000 pages, 4,000 pages of
23 documents. We have all -- we have reviewed documents,
24 and it doesn't take 45 days to review 4,000 pages of

1 documents. Just doesn't.

2 And then, you know, if we go
3 Alternative 2, we ought to have a hearing. And, you
4 know, I do think it is in everybody's interests to
5 have that hearing take place before a California court
6 has to decide whether to stay its action in favor of
7 this action or, alternatively, present the motion to
8 dismiss out there. That is the pending motion, to
9 stay or, in the alternative, to dismiss for demand
10 futility.

11 We potentially have two courts
12 simultaneously looking at the same issue. I don't
13 think that is in anybody's interests. So we think
14 Alternative Number 1 is the appropriate one. Schedule
15 an argument and decide it, and, you know, I'm
16 repeating myself, but if the motion is denied, no
17 problem. If the motion is granted and plaintiffs have
18 a game changer, they change the game. Alternative --
19 give them a brief period to come forth with -- you
20 know, hit us with their best shot.

21 Thank you, Your Honor.

22 THE COURT: Thank you, Mr. Nachbar.
23 Ms. Reese, how have you been?

24 MS. REESE: Great. Thank you, Your

1 Honor. Cathy Reese, Fish & Richardson, on behalf of
2 Allergan, Inc., the nominal defendant here.

3 Ordinarily, I wouldn't rise to speak, but it's a
4 little be different in terms of we were involved in
5 the books and records case, which is what they -- the
6 movant is citing as evidence of their great diligence
7 in this action. And so I would like to begin, if I
8 may, by handing up the e-mails that Mr. Nachbar
9 mentioned to Your Honor. Includes a time line.

10 MR. RIGRODSKY: Is this in your brief?

11 MS. REESE: Actually, a lot of this is
12 in the brief. Some of the e-mails are e-mail traffic
13 that has happened since the reply brief. We did
14 mention these, the earlier dates. They are actually
15 in your brief, which are the -- when the qui tam
16 actions were filed, when the DOJ announced the plea,
17 that sort of thing. Where there are tabs, those are
18 the -- those are the e-mail traffic.

19 The point I would like to make here,
20 Your Honor, is that the premise of their motion is
21 that they have been extraordinarily diligent, and
22 their diligence should be rewarded, not punished. To
23 support that, they rely primarily on pointing toward
24 the plaintiffs' lack of diligence, the two-day filing

1 after the announcement of the plea. But the absence
2 of one isn't the presence of the other. If you --

3 If you look at the time line here, the
4 qui tam actions were actually filed in 2007. There
5 was a press release and an 8-K in March of 2008, put
6 out by the company after it received a subpoena from
7 the government, which identified that the government
8 had served the subpoena for documents relating to the
9 promotion of BOTOX. And so then if you look here, the
10 DOJ announced the Allergan plea on September 1st, and
11 they waited more than two months to bring their books
12 and records demand. And we timely replied.

13 Now this says the demand was dated
14 November 3rd. Actually, if you look under Tab 1, was
15 sent to us and served to us on the 5th. The letter
16 itself was dated the 3rd. And we responded within
17 five business days. Mr. Rigrodsky, in his e-mail on
18 Tab 2, noted it was timely response. And we said, "We
19 will get you the documents as soon as we receive a
20 signed confidentiality agreement and the check for the
21 cost."

22 We actually sent some of our attorneys
23 out to California the Tuesday after the Friday we
24 received the demand, to go through the documents. We

1 collected them on an expedited basis and were prepared
2 to produce them once we received the signed
3 confidentiality agreement and the costs. We sent them
4 what we thought was a fairly standard form of
5 confidentiality agreement. They marked it up to --
6 basically, to allow them to give our board materials
7 to just about anybody, and without having to notify
8 us. And that wasn't acceptable. And you can see the
9 big delays. We tried to respond.

10 THE COURT: One second.

11 MR. SHEPHERD: Your Honor, if I may be
12 heard? I object to being -- having this sprung on me
13 at this hearing. And inasmuch as I had no personal
14 involvement in the underlying discussions, I have not
15 been able to talk to anyone who was in the underlying
16 discussions and will be unable to respond.

17 THE COURT: I will go ahead and listen
18 to it. I understand your objection, and it will make
19 your reply more --

20 MS. REESE: Your Honor, if you look
21 down the line in each case with respect to the
22 negotiations of the confidentiality agreement, we
23 responded same day, or within two days, and there are
24 a lot of ten-day, seven-day, six-day gaps on their

1 side. This was not something that was prosecuted
2 diligently. And the fact that they just received the
3 disk yesterday with the documents is because we just
4 received the check and the confidentiality agreement
5 on Tuesday, when we got back from the holiday.

6 So the importance of that is that
7 there are defects in this motion. And they really are
8 fatal defects. Rule 24(c) says you are supposed to
9 have a pleading with your motion. And they say, well
10 -- footnote 5 of their reply brief they say, "No, we
11 don't need to do that." They cite a case from, I
12 think, 1954, that Judge Seitz decided.

13 THE COURT: I like old cases, and I
14 like Judge Seitz.

15 MS. REESE: Yeah, but that's not what
16 Judge Seitz said in this case. In this case Judge
17 Seitz said, "His motion to intervene will not be
18 granted unless and until such a pleading is served and
19 filed."

20 So it says pretty much the opposite.
21 I don't know of any case that allows you to ignore the
22 requirements of 24(c) when you are seeking
23 intervention. 24(c) uses mandatory language, that a
24 pleading shall -- the motion shall be accompanied by a

1 pleading. So whose fault is it that it didn't come
2 with a pleading? I think it's their own fault,
3 because they didn't move quickly with this. And had
4 they, they would have known whether they have a case.
5 Right now, they admit they don't know whether they
6 have a claim, and they admitted it in the purposes in
7 the books and records demand, and they admitted it,
8 essentially, in their reply, when they suggest that
9 the plaintiff's complaint doesn't state a claim and
10 won't meet the demand futility high bar. And they
11 don't indicate that they have anything other than what
12 the plaintiffs have at this point.

13 So this is an unripe motion, and it's
14 unripe because of their own lack of diligence. For
15 those reasons, we believe it should be denied.

16 THE COURT: Thank you. Anyone else
17 from the defendants' side before I hear a reply?
18 Okay.

19 MR. SHEPHERD: Your Honor, there is
20 not much that is said that I feel I need to reply to.

21 On the last point, the Rule 24(c)
22 point, the purpose in the rule of filing a pleading is
23 to put the parties and the Court on notice of what the
24 claim you want to come into court on is. There is no

1 question what the claim we would like to come into
2 court on is. The very nature of our motion makes it
3 impossible to file a pleading, other than adopt the
4 pending pleading, which we don't want to do.

5 As to the argument about the delay, as
6 I say, none of this was in the briefs. I was not
7 personally involved in any of the negotiations of the
8 confidentiality agreement, except to hear from time to
9 time that there was negotiations of the
10 confidentiality agreement going back and forth.

11 Mr. Rigrodsky was more involved and could address
12 questions that Your Honor has with that.

13 THE COURT: I don't have any
14 questions.

15 MR. SHEPHERD: Beyond that, I don't
16 have anything to say -- I guess I should say we
17 mentioned 45 days. Experience in these matters
18 teaches that it may well be that we look at these
19 documents that we received and say we think there is
20 more, and that takes a little bit of time going back
21 and forth. That is the reason I mentioned 45 days.

22 THE COURT: Understood.

23 MR. SHEPHERD: Thank you, Your Honor.

24 THE COURT: Thank you.

1 This is an interesting case. It poses
2 interesting issues. I suspect they will be recurring
3 issues and that some day someone will have to write on
4 them, but it won't be me as a result of this hearing
5 today. I'm going to go ahead and give you my
6 thoughts.

7 This is another example, as I
8 suggested during my discussions with Mr. Golan, of
9 individuals acting rationally in a way that leads
10 collectively to an inefficient and irrational process.
11 And it's inefficient and irrational both from the
12 perspective of the corporation and its stockholders
13 and the judicial system.

14 Mr. Golan made a reference to whether
15 I would consider him a frequent filer. If all you
16 know about me is that you have read my Revlon decision
17 and maybe saw a recent quote in the Wall Street
18 Journal, where I was quoted about -- making a comment
19 about deal litigation, you might think that I am
20 hostile to plaintiffs' lawyers and to representative
21 litigation. Far from it. What I am hostile to, and
22 on the watch for, is fiduciary shirking and fiduciary
23 self-dealing. That applies to all fiduciaries. It
24 applies to directors. It applies to trustees. It

1 applies to plaintiffs' counsel and representative
2 plaintiffs when acting as fiduciaries for the class.
3 That is the traditional role of this Court, as a court
4 of equity, to guard against fiduciary misbehavior.

5 Now, it so happens that the law is
6 quite well developed in some of these contexts --
7 namely, with directors and trustees -- but less so in
8 others, particularly in terms of class fiduciaries.
9 It also so happens that there have been economic
10 developments and legal developments that have led to
11 significant changes in how representative litigation
12 is pursued. That raises issues, and that's what we
13 are here today about.

14 If the Allergen Allergan directors
15 willfully, consciously -- pick your adverb -- violated
16 positive law, then there should be remedial
17 consequences. A decision to consciously breach
18 statutory or regulatory requirements is wrongful.
19 There is nothing novel about that. Vice Chancellor
20 Strine has said that in a number of cases.
21 Corporations are not sociopathic pursuers of profit
22 that can ignore their legal obligations to comply with
23 law and other legal requirements.

24 But stockholders, as a whole, would

1 want this type of behavior investigated before the
2 cost of defending a proceeding was imposed. If you
3 envision the equityholders as a totality, what would
4 be rational for them is to -- and if there is some way
5 that they could overcome collective-action problems to
6 act in this manner, they would hire a law firm; they
7 would have that law firm do a thorough investigation;
8 they would have that law firm use 220; and then they
9 would make a decision. And if there was no evidence
10 of board involvement and nothing to implicate the
11 fiduciaries at the board level in misconduct, then
12 they wouldn't have any reason to question their
13 fiduciaries' ability to police this type of bad thing.

14 Clearly, a bad thing happened at
15 Allergan. There is no question about that. The
16 question is whether the board is appropriately
17 situated to seek corrective action for that bad thing
18 or whether the board, in fact, was a wrongful cause of
19 that bad result, in a manner that gives rise,
20 potentially, to fiduciary liability.

21 Litigation is costly. So if you could
22 envision this totality of stockholders, they would not
23 want to sue willy-nilly and impose on their company
24 the costs of defending multiple actions in multiple

1 fora, where the cost of briefing on just a motion to
2 dismiss, when you have experienced counsel from big
3 firms, can approach seven figures. It's real money.

4 If they found something, they would
5 want to sue vigorously and pursue it. But you would
6 want to make a reasoned and rational decision based on
7 all information available, including the possibility
8 of getting Section 220 documents. And at least you
9 would want to try to get Section 220 documents,
10 because there is no time pressure to this. This is a
11 derivative action. There is a three-year statute of
12 limitations. People can move deliberately.

13 Here you have something very different
14 going on. It's because in our system, the primary
15 folks who police fiduciary behavior at public
16 corporations are entrepreneurial plaintiffs' lawyers.
17 That is great. Why is that great? Because
18 stockholders are rationally apathetic, and so you need
19 an actor who can be incentivized to review fiduciary
20 misconduct. But as with any time when you have
21 somebody who is simultaneously pursuing their own
22 self-interest as well as the interests of others,
23 there is the possibility of conflict.

24 Plaintiffs lawyers want to get paid.

1 That is fine. That is what motivates them. To get
2 paid, they have to get a result. To get a result,
3 they have to get control of a case. Traditionally,
4 what our courts and other courts have applied is a
5 first-filed presumption. I understand that is still
6 the rule in California, based on the briefing. That
7 incentivizes people who want to get control of a case,
8 so that they can then get a result and get paid, to
9 file as fast as possible; as in here, two days.

10 I don't think anybody has a black hat
11 here. I'm not blaming Mr. Golan or his firm. I
12 suspect they are fine lawyers. I suspect they have
13 gotten great results. But they are behaving
14 rationally in an environment where individual
15 rationality breeds irrational collective behavior.

16 So you have got this rush to file, and
17 you have got a failure to use 220. Where you have a
18 Caremark case -- and there is no doubt this is a
19 Caremark case. No question. The point is, how do you
20 get to the board? And under Caremark, you either get
21 to the board by showing there is an actual decision
22 made, that there were red flags and the board didn't
23 make a decision when they really should have, or you
24 attack the board decision by which the information

1 should have flowed to the board; i.e., the information
2 system. But in each case what you have is a board
3 decision -- theoretically, a conscious nondecision in
4 the case of red flags -- to act that gets you to the
5 board level.

6 When plaintiffs have filed Caremark
7 cases after bad things have happened to companies, but
8 without first using 220, they have not been
9 successful. I did some work, looked back at this, to
10 make sure my impression was right: Abbott Labs, in
11 the Seventh Circuit, which I remember shocked
12 everybody when it came out, because they drew an
13 inference just from the idea that it was a big, bad
14 problem, and Pfizer, where there was a prior
15 settlement that required board monitoring and, hence,
16 there was a clearly rational and plausible inference
17 of board involvement.

18 You do have Caremark cases that have
19 gone forward, most obvious one being AIG, but AIG was
20 brought in the first instance by the company, where
21 the company was involved and they allowed the case to
22 go forward, where the stockholder plaintiff was able
23 to sue. And there was a lot of information there that
24 the plaintiff was able to use. And it was, of course,

1 a lower standard, because the company hadn't decided
2 to oppose on 23.1.

3 What this means is it really doesn't
4 make sense from the stockholders' standpoint or the
5 corporation's standpoint to sue before using 220.
6 That is why the Delaware courts keep saying to people,
7 "Use 220. Something bad might have happened here.
8 There might actually be a reason for this to get past
9 a motion to dismiss." But people aren't using 220.
10 And frankly, I think they are not using 220 because of
11 this desire to get control of the case, which as I
12 have already said is people acting rationally, but it
13 doesn't work out.

14 For the defendants, they are thrilled
15 with this. All else equal, you would love to litigate
16 a complaint where the plaintiff didn't use 220. All
17 else equal, it gives you a huge leg up. Now, there is
18 not going to be, I don't expect, confessions in the
19 220 documents. Well advised directors of public
20 companies don't do that. But whether to grant a
21 motion to dismiss on Rule 23.1 grounds in this context
22 will depend upon the totality of the circumstances.
23 That's what our cases say. You want some board
24 involvement, but you have to look at the totality of

1 the circumstances. If there is already a decision
2 that discusses the totality of the circumstances, that
3 has dismissed on Rule 23.1 grounds a case, then the
4 next plaintiff is facing an uphill battle, because at
5 that point the analysis is not on the totality, but on
6 the incremental evidence.

7 There was a suggestion that a Rule 60
8 motion could be made. That's one of the most uphill
9 standards around. So it's completely understandable
10 that the defendants would want to hold in the original
11 plaintiff, get a decision on the existing motion to
12 dismiss, put this case, hopefully, behind them, and
13 then have the high ground for any post-220 resolution.

14 Now, my job I don't think is to do
15 what makes sense for individual plaintiffs' lawyers.
16 Nor do I think my job is to do what makes sense
17 tactically for defendants. I think my job is to do
18 what makes sense for Delaware law and our system as a
19 whole. So that's what I'm now going to try to do.

20 I'm denying the motion to intervene as
21 premature because it doesn't have a complaint. That
22 denial is without prejudice. The Section 220 process
23 will go forward. I think you can review that volume
24 of documents quite quickly, seven to ten days. I

1 understand that you may have to have a dialogue with
2 the corporation about things they didn't provide you.
3 I think that can happen quite quickly and that that
4 process can be closed in 30 to 45 days.

5 If you have problems, you can file a
6 220 action. That would, in the ordinary course, be
7 assigned to me as a related proceeding. If for some
8 reason it weren't, you could send a letter to the
9 Chancellor, and then he and I could talk about it.
10 Perhaps there would be some good reason to assign it
11 to somebody else. I don't know. He gets to make all
12 the assignment decisions, not me. It would make
13 sense, historically, for it to come to me. We would
14 get any 220 action done in 60 to 90 days.

15 Now, I'm not encouraging you to make
16 ridiculous requests. I don't want you to make pie-in-
17 the-sky demands. It won't help you to come in on a
18 220 action if you have asked for silly stuff. But if
19 you are getting stonewalled on things that you
20 legitimately should have under the case law, we will
21 get this done in a timely fashion.

22 I am taking the motion to dismiss
23 argument off the calendar. There will not be an
24 argument on the motion to dismiss until after the 220

1 process is over, on the schedule that I'm indicating,
2 and the intervenor has an opportunity to decide
3 whether to make a further motion to intervene. It is
4 simply not efficient from the perspective of judicial
5 resources or, frankly, corporate resources to do
6 things twice, to rule on the motion to dismiss twice.
7 It also gives the defendants an unfair advantage,
8 frankly, because of incentives that our current system
9 places on entrepreneurial lawyers.

10 Again, I'm not prejudging the motion
11 to dismiss. Mr. Nachbar made a number of great points
12 today. And it was not lost on me when I read through
13 the information that there wasn't a lot, if anything,
14 beyond "strategic plan" to connect this to the board.
15 I don't know how that comes out, and I'm not
16 prejudging it, but this should proceed in an orderly
17 fashion where that decision happens, and happens once.

18 If there is a renewed motion to
19 intervene, you all need to attach a complaint, because
20 what I'm going to be looking at is whether your
21 complaint adds incremental value over what your
22 friends have done. You don't automatically win this.
23 It may be that Mr. Golan's judgment was right, and I
24 would have to take into account what to do there.

1 There are competing policies. I, frankly, don't think
2 it makes sense to incentivize people to file two days
3 after. I think it makes sense to give people an
4 incentive to use 220. Maybe I would make you a
5 co-plaintiff. I don't know. I will cross that bridge
6 when I come to it.

7 Now, in terms of the California
8 proceedings, I'm not in a race with California. I
9 don't think California is in a race with me. I defer
10 to the federal judge out there. I don't know if it's
11 a he or a she. Is it a he or a she?

12 MR. SMITH: It's a he, Your Honor.

13 THE COURT: I have no control over how
14 he handles that case. I do strongly believe that it
15 makes the most sense to have these matters adjudicated
16 in one forum. I don't think it makes any sense for
17 there to be multiple decisions on the same issues,
18 whether those be seriatim in one proceeding or whether
19 those be parallel and seriatim in different courts. I
20 would expect the federal judge to have similar
21 reactions about what is rational in terms of how to
22 proceed here, but that is ultimately up to him. If it
23 is helpful, I am happy to speak with him. I don't see
24 a need to impose on his time, but if he thinks that it

1 would be helpful to get input from me, I'm happy to
2 have that conversation.

3 Now, what I do strongly believe needs
4 to happen when we have these multijurisdictional
5 proceedings is that the Courts know what is going on
6 in each proceeding. So I will require the defendants,
7 in connection with any hearing in California on
8 scheduling or a motion to dismiss or a motion to stay,
9 whatever the next of those is with the federal judge,
10 to provide a copy of this transcript to the federal
11 court. Once the federal judge there is fully informed
12 of what is going on in Delaware, it is certainly
13 entirely his decision as to what to do, and I don't
14 intend to prejudge that for him.

15 Now, I recognize that given what I am
16 doing today, there is the potential for tactical
17 maneuvering going forward. I don't know what will
18 happen, but one would envision that the current
19 plaintiffs might drop their suit and try to go
20 elsewhere. I think this needs my approval under 23.1,
21 and I can tell you I'm not inclined to approve it.
22 Likewise, I think if the defendants are inclined to
23 try to pick off plaintiffs, they ought to think hard
24 about it.

1 I'm not indicating any disinterest in
2 this case. I'm not expressing any view this case has
3 no merit. I don't know whether it has merit one way
4 or the other. That decision, I think, has to be made
5 based on an opportunity for the plaintiff/potential
6 intervenor to get books and records. What I don't
7 want to have, though, is the same type of
8 unpleasantness I'm now having elsewhere, where there
9 has been misunderstandings about how to proceed. I
10 just want to make clear that I am not intending to put
11 this case on a back burner, on hold, or not do
12 anything with it.

13 Now, what I am trying to do is
14 establish a process where this case can move
15 efficiently, and have it done in the interests of both
16 the defendants and the plaintiffs, and with that
17 happening without an unnecessary advantage to either
18 side. I'm also, frankly, trying to correct for some
19 of the individually rational behavior that generally
20 skews these types of processes.

21 If after the 220 process Mr. Golan and
22 Mr. Rigrodsky's team want to work something out and
23 move forward together, I'm not ruling that out. And
24 nothing I say today should be construed as any

1 criticism of Mr. Golan or his firm. There are no
2 white hats. There are no black hats. There are just
3 people acting rationally in the circumstances of the
4 case.

5 Now, with that, are there any
6 questions from anyone as to how this should move
7 forward?

8 MR. SMITH: Your Honor, I just have
9 one question. When we -- I presume this is okay. We
10 don't represent the company in California. There are
11 -- and nor does Ms. Reese. They are represented by
12 another firm. They are the ones that have made the
13 motion to stay in California.

14 THE COURT: I'm ordering the company
15 to do it. Whether the company does it through
16 whomever is fine with me.

17 MR. SMITH: Okay. I take it you would
18 not object if we used that as support for the motion
19 to stay on the basis that the 220 procedure should be
20 allowed to go forward, and use it as an affirmative
21 basis for the motion?

22 THE COURT: I certainly wouldn't
23 object to that at all. I think that is entirely
24 rational. My only point is I think it's entirely up

1 to the federal judge, what he does with his case.

2 MR. SMITH: Thank you, Your Honor.

3 THE COURT: Mr. Golan.

4 MR. GOLAN: Your Honor, I just wanted
5 to assure the Court that we won't -- we are not going
6 anywhere. We will keep our case here. We are -- we
7 think Delaware is the appropriate forum, and we are
8 not going to go file anywhere else. We will stay
9 right here with Your Honor.

10 THE COURT: I appreciate that. And as
11 I said, I mention that only because I have had a
12 little misunderstanding elsewhere, and I'm trying to
13 avoid any similar type of misunderstanding.

14 MR. GOLAN: Thank you, Your Honor.

15 THE COURT: Anybody else? All right.
16 Well, I thank you all for your arguments today, and
17 for your presentations. As I said at the outset, I
18 particularly appreciate the California folks, who have
19 had to make two trips. It's been good to be with you
20 all, and please keep me posted if there is anything
21 that needs to be done on the 220 front. Once that is
22 resolved, in terms of moving this case forward, you
23 know where to find me. Have a good day.

24 (Recess at 11:24 a.m.)

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1 CERTIFICATE

2 I, WILLIAM J. DAWSON, Official Court Reporter
3 of the Chancery Court, State of Delaware, do hereby
4 certify that the foregoing pages numbered 3 through 62
5 contain a true and correct transcription of the
6 proceedings as stenographically reported by me at the
7 hearing in the above cause before the Vice Chancellor
8 of the State of Delaware, on the date therein
9 indicated. The ruling was edited by the Vice
10 Chancellor subsequent to the hearing.

11 IN WITNESS WHEREOF I have hereunto set my hand
12 at Wilmington, this 24th day of January, 2011.

13
14
15 /s/William J. Dawson
16 Official Court Reporter
17 of the Chancery Court
18 State of Delaware
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