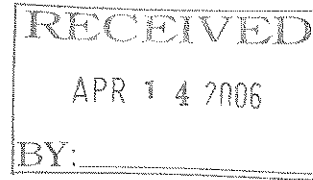




National
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Cancer
Network®

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William T. McGivney, PhD
Chief Executive Officer
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April 13, 2006

Arthur D. Levinson, PhD
Chairman and Chief Executive Officer
Genentech
One DNA Way
South San Francisco, CA 94080-4990

Dear Dr. Levinson:

The National Comprehensive Cancer Network is an alliance of twenty of the world's leading cancer centers. Each of these leading institutions has expressed extreme concern about Genentech's recent announcement to change the distribution model for Avastin, Herceptin, and Rituxan. While we appreciate your goal of improving efficiency, control, and security of these three important products, there is extremely legitimate concern on the part of our member institutions about the impact of this change, not only to their business models, but also to the patients whom they serve. Each of our members is struggling with the implications of this change.

The National Comprehensive Cancer Network has always worked collaboratively with Genentech, and we value that relationship. Through those collaborations, we are pleased to have had a positive impact on the delivery of high quality oncology care in this country. In view of the fact that we represent twenty preeminent cancer centers across the country, we do believe that we have a unique role to play in resolving what has clearly become a very intense issue between Genentech and our member institutions.

The National Comprehensive Cancer Network would be pleased to act as a convener and facilitator of a dialogue among leading pharmacy representatives from across our institutions and Genentech's senior leadership to positively and proactively provide input to Genentech to find a solution for what has clearly become a very contentious issue. Because of our position with our members and ability to identify thoughtful, innovative thinkers among their leadership, we think such a dialogue would benefit Genentech in its decision making. Many of our member institutions have expressed a strong desire to work with Genentech on developing a future-oriented distribution model that would address some of their concerns while allowing Genentech to achieve its goals of increased efficiency, control, and security for distribution of Avastin, Herceptin, and Rituxan.

It is my strong belief that NCCN can be very helpful to our member institutions and your organization in resolving this issue. We stand ready to convene a meeting that we believe would accomplish just this. I look forward to hearing from you.

Sincerely,

William T. McGivney, PhD
Chief Executive Officer

cc: Ian T. Clark, Executive Vice President, Commercial Operations
Kent Lieginger, Vice President, Managed Care and Customer Operations
John Orwin, Vice President, HER Family Product Sales and Marketing

- City of Hope
Cancer Center
- Dana-Farber/Partners
CancerCare
- Duke Comprehensive
Cancer Center
- Fox Chase
Cancer Center
- Huntsman Cancer
Institute at the
University of Utah
- Fred Hutchinson Cancer
Research Center/
Seattle Cancer Care
Alliance
- Arthur G. James
Cancer Hospital and
Richard J. Solove Research
Institute at The Ohio
State University
- The Sidney Kimmel
Comprehensive Cancer
Center at Johns Hopkins
- Robert H. Lurie
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University
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of South Florida
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- St. Jude Children's
Research Hospital/
University of Tennessee
Cancer Institute
- Stanford Hospital
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at Birmingham
Comprehensive Cancer
Center
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Center at The Nebraska
Medical Center
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