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1	UNITED STATES BANKRUPTCY COURT
2	SOUTHERN DISTRICT OF NEW YORK
3	Case No. 19-23649-rdd
4	x
5	In the Matter of:
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7	PURDUE PHARMA L.P.,
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9	Debtor.
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12	United States Bankruptcy Court
13	300 Quarropas Street, Room 248
14	White Plains, NY 10601
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16	July 29, 2021
17	2:10 PM
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21	BEFORE:
22	HON ROBERT D. DRAIN
23	U.S. BANKRUPTCY JUDGE
24	
25	ECRO: JUSTIN WALKER

1	HEARING re Notice of Agenda / Agenda for July 29, Hearing
2	
3	HEARING re Motion of Debtors for Entry of an Order
4	Authorizing Implementation of 2021 Key Employee Incentive
5	Plan and 2021 Key Employee Retention Plan filed by Eli J.
6	Vonnegut on behalf of Purdue Pharma L.P. (Solely with
7	respect to the 2021 KERP) (ECF #3077)
8	
9	HEARING re Objection to Motion of Debtors for Entry of an
10	Order Authorizing Implementation of 2021 Key Employee
11	Incentive Plan and 2021 Key Employee Retention Plan (related
12	document(s) 3077) filed by Paul Kenan Schwartzberg on behalf
13	of the United States Trustee (ECF #3137)
14	
15	HEARING re The Non-Consenting States' objection to motion of
16	debtors for Entry of an Order Authorizing Implementation of
17	2021 Key Employee Incentive Plan and 2021 Key Employee
18	Retention Plan (related document(s) 3077) filed by Andrew M.
19	Troop on behalf of Ad Hoc Group of Non-Consenting States.
20	(ECF #3320)
21	
22	HEARING re Reply to Motion / Debtors' Omnibus Reply in
23	Support of Motion for Entry of an Order Authorizing
24	Implementation of 2021 Key Employee Incentive Plan and 2021
25	Key Employee Retention Plan (related document(s) 3077) filed

	Page 4
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23	ALSO APPEARING:
2 4	JON LOWNE, Purdue Controller
25	

THE COURT: -- program or plan. So, I'm happy to go forward with the hearing. I've reviewed the original motion and the exhibits and support the objections by the U.S. Trustee and the so-called nonconsenting states, the Ad Hoc Group of Nonconsenting States, more formally, and the Debtor's reply with the exhibits.

MR. VONNEGUT: Thank you, Your Honor. For the record, this is Eli Vonnegut of Davis Polk & Wardwell on behalf of the Debtors. Can you hear me clearly?

THE COURT: Yes, and see you.

MR. VONNEGUT: Thank you very much, Your Honor. So, correct, we do have only one time on the agenda today but it's a very important one. The Debtor's 2021 KERP motion filed June 28th at Docket 3077.

Your Honor, we are -- we're nearing the end of these cases and are slated to commence our plan confirmation hearing in about a week and a half on August 9th. Support for the Debtors plan continues to build. Most notably, through the agreement of 15 of the 24 members of the nonconsenting states group to support the Debtors proposed plan and settlement. This latest milestone was achieved with the assistance of Judge Chapman as our mediator, for which we are all extremely grateful.

The goal of the plan and the goal of this entire

proceeding is to put all of the estate's value to work

helping creditors and fighting the (indiscernible) crisis.

That's what we commend this bankruptcy to do. Preservation

of the value of the enterprise is critical in order to

achieve that goal and we can't do that without preserving

the workforce.

In designing the 2021 KERP, frankly, our goal was to be as boring as we possibly could because we want the company's employees focused on running the business, and we want creditor focused on getting this company out of bankruptcy. A tremendous amount of time and energy went into the 2020 programs that were approved by the Court, and so for 2021, we structured the KERP to mimic last year's program with changes limited to those caused by ordinary course base salary increases and promotions.

As is reflected in the declaration submitted by Josephine Gartrell of Willis Towers, marketing positioning for the program stayed consistent with last year. And because this is now the third time we've done this in this case, nothing has changed in our methodology for identifying insiders, nobody has taken issue with our method for doing that.

Since the initial filing of the motion, the Debtors have engaged with our creditors, as we always do, chiefly to ensure that the plans align both with the

company's immediate needs but also with the post-emergence plans of the public creditor that will be our residual stakeholder of the plan.

Happily, as we noted in the reply we filed yesterday, we've reached agreement with the Ad Hoc Committee, the MSGE Group and the UCC to make certain modifications to the proposed KERP and to delay the hearing on the KEIP until August 19th, which we are hoping will be the tail end of our confirmation hearing.

I'll turn to the objections momentarily but first I want to briefly outline the proposed 2021 KERP, including the changes that we agreed to with our creditors. The 2021 program includes the same three elements as the 2020 program in similar amounts. The annual award is approximately \$16.1 million total. That's lower than 17.2 million from 2020. The long-term award is approximately \$6 million, down from 6.1 in 2020. And the targeted retention payments are approximately \$7.2 million in total, down from 8.1 in 2020.

In working with the creditors, we agreed to a couple pretty straightforward changes to the program. first, the proportion of the annual award paid in October 2021 was reduced form half for all participants, to onethird for employees below VP and one-quarter for VPs and above, with the balance to be paid in March of 2022. long-term award is no longer going to be subject to

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acceleration at emergence. That will be paid in June 2022, subject to a claw-back through March of 2024.

And, lastly, instead (indiscernible) paid in the fourth quarter of 2021 and the first quarter of 2022, the targeted retention payments will be paid 25 percent around December 30 of this year, 25 percent on March 30 of next year, and 50 percent on June 30 of next year. With those provisions having been incorporated into the program, the Ad Hoc Committee, the MSGE Group and the UCC do not object to the KERP.

THE COURT: Can I -- can I interrupt you? I thought none of the awards under the amended program would be subject to acceleration upon emerging from bankruptcy.

MR. VONNEGUT: That's correct, Your Honor. I didn't mean to suggest that the other ones would accelerate at emergence.

THE COURT: Okay. All right.

MR. VONNEGUT: Great. So, before turning to the objections, I'd just like to give a little bit of context for what the company's dealing with currently and why this program is so important.

As we noted in our motion, the claw-back period for the 2020 annual award expired on June 30th. We were worried going into this about losing people in July and we were right to be worried. The Debtors lost 17 people in

July so far, compared to an average of five in July from 2018 to 2020. That's more than an entire quarter's worth of attrition in less than a month. During July, when we were discussing this program with creditors, we kept having to go back to them every few days to update our attrition statistics because resignations just kept coming.

To keep the workforce in place and preserve the value and stability of the business so that we could distribute that value to our creditors we need to be able to give our employees comfort that they will be fairly compensated. Your Honor has noted in the past that the KERP is not really a bonus in the sense of extra compensation but it's an expected part of our employees' annual compensation and we can't ask the workforce to hold tight and wait for decisions about their pay for the work they're doing right now to be made in the future.

We delayed consideration of the KERP this year as long as we did to try to avoid disrupting the ongoing mediation and, frankly, the company suffered for it.

Putting the KERP in place now to provide employees with certainty is critical to stemming the attrition that's going on.

Now, with that context on the table, I should first deal with housekeeping and then I'd like to turn to the objections that we did receive. The Debtors submitted

1 two supporting declarations with this motion. One from Jon 2 Lowne, our CFO, one from Josephine Gartrell, a senior director at Willis Towers Watson. The Lowne declaration and 3 Gartrell declarations were both attached to the motion at 5 Docket 3077. Yesterday, we submitted a supplemental declaration from Mr. Lowne with the Debtor's reply at Docket 7 3334.

The Debtors move to officially enter these declarations into the record as evidence and, of course, both Mr. Lowne and Ms. Gartrell are on the line should the Court have any questions. My understanding from discussions this morning is that the objectors do not intend to crossexamine the witnesses but I'll ask them to pipe up if that's not right.

THE COURT: Well, let me first turn to Mr. Lowne. And for the court reporter, that's L-O-W-N-E. Good afternoon.

MR. LOWNE: Good afternoon.

THE COURT: Mr. Lowne, you just heard the Debtor's counsel stating that you submitted two declarations in connection with this motion. The first is dated June 28, 2021, and the second one was submitted yesterday as an exhibit to the Debtor's omnibus reply and it is dated June -- July 28, 2021, namely, yesterday.

Would you raise your right hand? I have a

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1	question to ask you about them and I'd like to swear you in.
2	So, do you swear or affirm to tell the truth, the whole
3	truth and nothing but the truth, so help you God?
4	MR. LOWNE: I do.
5	THE COURT: Okay. Let me turn to the first
6	declaration, the June declaration. Knowing that it's to be
7	your direct testimony in this proceeding, is there anything
8	in it besides the description of the KERP program that has
9	been changed, as reflected in the reply, that you would like
10	to alter?
11	MR. LOWNE: Nothing to be altered other than the
12	updates we gave on the attrition rates and the resignations
13	that were previously stated.
14	THE COURT: Okay. And with regard to that, let me
15	focus on the July 28th declaration. I appreciate that was
16	just yesterday but is there anything in it, knowing that it
17	would be your direct testimony, that you wish to change?
18	MR. LOWNE: Nothing to change, no.
19	THE COURT: Okay. And does anyone want to cross-
20	examine Mr. Lowne on either of his declarations?
21	MR. HIGGINS: Your Honor, this is Ben Higgins for
22	the U.S. Trustee, I'm filling in for Mr. Schwartzberg today.
23	We don't intend to cross-examine but there were some
24	conversations in connection with Lowne's supplemental
25	declaration between Debtor's counsel, Mr. Troop, and myself

1	regarding certain exit surveys that were conducted with some
2	of the employees that left. And, as I understand it, we
3	have an agreement that some of that information can come in
4	as either stipulated facts or we could make representations
5	to that information. And with that understanding we would
6	not seek to cross-examine Mr. Lowne on those facts.
7	THE COURT: Okay, is that your understanding, Mr.
8	Vonnegut?
9	MR. VONNEGUT: Yes, that's correct, Your Honor.
10	THE COURT: And, Mr. Troop, I see you. I think
11	you're nodding there.
12	MR. TROOP: I am, Your Honor. I was trying to get
13	myself off mute. Andrew Troop, Nonconsenting States.
14	That's accurate, Your Honor.
15	THE COURT: Okay, very well. I don't have any
16	questions of your, Mr. Lowne, so you can go off the screen
17	and consider yourself no longer testifying.
18	MR. LOWNE: Thank you.
19	THE COURT: Okay. And then let me then ask Ms.
20	Gartrell to come on the screen. There she is. Okay. Would
21	you raise your right hand, please? Do you swear or affirm
22	to tell the truth, the whole truth and nothing but the
23	truth, so help you God?
24	MS. GARTRELL: I do.
25	THE COURT: And it's Josephine Gartrell, G-A-R-T-

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- MS. GARTRELL: That's correct, Your Honor.
- THE COURT: Okay. So, Ms. Gartrell, you also
- 4 submitted a declaration in support of this motion that's
- 5 dated June 28, 2021. I'll ask you the same question I asked
- 6 Mr. Lowne. Sitting here today and knowing that that
- 7 declaration would be your direct testimony in this matter,
- is there anything in it that you would wish to change, other
- 9 than the description of the KERP plan that the Debtors are
- 10 presently seeking to have approval of, that were described
- 11 in their reply?
- 12 MS. GARTRELL: No, no other changes, Your Honor.
- 13 THE COURT: Okay. Does anyone want to cross-
- 14 examine Ms. Gartrell?
- MR. VONNEGUT: No, Your Honor, thanks.
- 16 THE COURT: Okay. And that was a no from Mr.
- 17 Troop, too?
- MR. TROOP: It was a no for me.
- 19 THE COURT: All right. I did have one question
- 20 for you, Ms. Gartrell. I want to make sure I'm clear on the
- 21 chart on page 23 of your declaration.
- MS. GARTRELL: Okay.
- 23 THE COURT: If you have that declaration there.
- 24 MS. GARTRELL: I am pulling it up.
- THE COURT: Okay.

1	MS. GARTRELL: Your Honor, could you reference the
2	paragraph, please?
3	THE COURT: 48 and it's table 7.
4	MS. GARTRELL: Okay, great. Thank you. Okay, I'm
5	there.
6	THE COURT: Okay. So, paragraph 48 says, the
7	aggregate market positioning is shown in table 7 below. Do
8	you see that?
9	MS. GARTRELL: Yes, I do.
LO	THE COURT: So, I just want to make sure I
L1	understand. When you say aggregate market positioning, who
L2	what is the market that you're looking at here? You have
L3	the first column is Employee Group and you have Non-
L 4	insider (Executive Survey) and then below that you have Non-
L5	insider (Middle Management and Professional Survey). So,
L 6	what is the what is the group you're comparing the
L7	Debtors' KERP participants to?
L8	MS. GARTRELL: Sorry, Your Honor, that is the
L 9	Willis Towers lots in 2020 pharma survey that we used last
20	year as well. And so it splits out the employee groups into
21	executives as well as middle management and professional,
22	which is a leveling exercise for that from that
23	perspective. And then we look at the variants of to
24	market TDC, Total Direct Compensation Opportunities, among

all those different measurements. So, 25th percentile

1	median, 75th percentile.
2	THE COURT: Okay, so it's comparing the pharma
3	group competitors, in essence, to the Debtors for personnel?
4	MS. GARTRELL: That's correct.
5	THE COURT: Okay. And this is this is a review
6	of compensation, right? This is not a cost review?
7	MS. GARTRELL: That's correct.
8	THE COURT: It's just comparing the
9	characteristics of the KERP participants or the proposed
10	KERP participants' compensation versus the competitors?
11	MS. GARTRELL: That's correct.
12	THE COURT: Okay. SO, the next column, as you
13	noted, has three sub-columns in it: P25, P50, P75, which I
14	gather is 25th percentile, 50th percentile and 75th
15	percentile, right?
16	MS. GARTRELL: That's correct.
17	THE COURT: And it says, variance to market TDC.
18	And then in parentheses it says, "Purdue Target TDC". And I
19	just want to make sure I understand what those two phrases
20	mean. When you say TDC, what do you mean with that
21	designation?
22	MS. GARTRELL: So, when we're talking about market
23	TDC in our surveys, that reflects base salary, target annual
24	incentive, bonus opportunities, as well as target long-term
25	incentives. And here we're comparing, when we say Purdue

1	target TDC, because we don't have typical TDC in practice
2	during bankruptcy, that is specifically comparing the base
3	salaries plus the KERP without the targeted retention
4	amounts, as well as the discounted L-trip award
5	opportunities. And then it shows, compared to market, where
6	they fall, you know, in the two different cuts of the survey
7	group.
8	THE COURT: Okay. So, when we have Purdue Target
9	TDC here, it's everything other than the third aspect of the
10	KERP, which is the target retention payments?
11	MS. GARTRELL: That's correct. And then that's
12	reflected all of those amounts are reflected in the
13	second set of columns for transparency purposes.
14	THE COURT: Right. And that and the only
15	difference there is the parenthetical that says, Perdue TDC
16	plus retention?
17	MS. GARTRELL: Correct.
18	THE COURT: Okay. And when it says market TDC in
19	both of those columns, do they does that include any
20	retention component similar
21	MS. GARTRELL: No, our survey
22	THE COURT: similar to the one in the KERP
23	that's included in that third column?
24	MS. GARTRELL: No, Your Honor. Our survey data
25	for normal course non-debtor businesses is reflective of

base salary annual bonus opportunity at target and target long-term incentive opportunity. But since we don't have all those elements, this is just to show the total opportunity if we included the targeted retention amounts as well, compared to what we would consider the market for talent for Perdue employees, which is normal course, nonbankruptcy pharmaceutical companies of similar size.

THE COURT: Okay. Is it the case that those normal pharma companies, competitor companies, don't have a separate element of compensation, i.e., sort of a reserve fund to pay important people or key people, rather, who might otherwise leave?

MS. GARTRELL: No, certainly companies have retention programs, it's just that they're not typically reflected in the total target direct compensation data that would be reflected in, you know, retention plan or severance plan data. So, there are many other elements of pay that could be used as tools to retain people or -- or offer them severance opportunities. But because we don't have the traditional elements of pay in bankruptcy, our methodology is to show the Court and all constituents all elements of pay and tools that are available to this company in bankruptcy, as compared to their market for talent which is ongoing non-bankruptcy pharmaceutical companies in this case.

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THE COURT: Okay. Well, how would you know then that other companies do have -- or do use a separate tool for retention, namely, you know, an amount that they set aside to pay people that they don't want to leave and feel that they would otherwise leave?

MS. GARTRELL: A few ways I know that, Your Honor. One, I do retention programs for companies that are not in bankruptcy on a regular basis. Willis Towers Watson also has retention survey data that we collect. And so just based on my experience, I know that we have -- that companies do utilize retention and other tools to maintain their workforce.

THE COURT: Okay. So, just walking through the chart then, it appears to me that, based on the data you've used, at the midlevel, the 50 percent level, the Purdue target TDC is slightly over the market, right? Eight percent and 11 percent, respectively?

MS. GARTRELL: That's correct. Although I would add that, from a methodology perspective, when we're comparing total direct compensation to the market, we would consider a competitive range to be 50, being plus or minus 20 percent. So, in our nomenclature we would say that the variance to market TDC, looking at Purdue's proposed compensation programs plus base salary, would be within the competitive range of (indiscernible) 50 of medium.

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THE COURT: Okay. And then when you get to the next column, at least for the 41 covered in the non-insider executive survey, it seems to be outside of that range.

It's 39 percent, whereas the middle management is 16 percent, which is in that range.

The reason I was asking you the questions about what was included in the market TDC and whether they had -those competitors also have a similar -- or regularly use the type of retention payment that is covered by the third aspect of the KERP proposal, i.e., the target retention awards -- is to lead up to this question, which is in your experience, are those competitor's target retention awards similar to, greater than, less than the proposed component for these Debtors?

MS. GARTRELL: I would say that they're similar to, but I would also add that retention is very differentiated based on a company's needs. So, for example, you could have a set of a senior leadership team whereby, you know, certain of them are leveled -- they have a different level of criticality than others, as determined by the CEO, the board, or some manager. And so they could be highly differentiated.

But I would add that I don't think that what the company is proposing here is out of the ordinary in any way, shape, or form.

1	THE COURT: And would that be the case also for
2	the size of the you know, per person? The size of the
3	fund?
4	MS. GARTRELL: Yes, the size when we compare
5	this cost per person here, you would see in a different
6	table that we're actually lower than I believe the 25th
7	percentile compared to market. So, I don't think the
8	cost per person on average is not excessive either.
9	THE COURT: Okay. And, again, this your
10	answers to the last couple of questions that I had, that's
11	based on your own experience advising other companies on
12	their compensation structure?
13	MS. GARTRELL: That's correct. That's correct,
14	and very current experience, Your Honor, because we have a
15	market for talent whereby it's very difficult to keep people
16	in the workforce at this moment in time. So, we are looking
17	at retention programs for a number of our clients.
18	THE COURT: Okay. All right, does anyone want to
19	question Ms. Gartrell on that series of questions that I
20	asked? No? Okay. Very well. Those were all of my
21	questions, MS. Gartrell, so you can consider that you're no
22	longer testifying and sign off from the screen.
23	MS. GARTRELL: Okay, thank you, Your Honor.
24	THE COURT: Okay. All right. Is there any other
25	evidence that the Debtors wish to present?

MR. VONNEGUT: No, Your Honor, that's it.

THE COURT: Okay. All right. Well, I think rather than have Mr. Vonnegut reply to the objections, which the Debtors have already done in their reply, I think I should hear from the objectors and then he can reply to that. Although, again, I've read both of the objections and if you want to stand on that, that's fine, but if you don't, feel free to speak at this point.

MR. HIGGINS: Thank you, Your Honor, I'll go first, I think. This is Ben Higgins for the United States Trustee. I don't have a lot to add besides what's in the papers. We've raised two points in our objection. One is with respect to the overall cost of the KERP program, and the second is with respect to the timing of the motion itself.

On the cost, we do recognize that Your Honor has ruled on similar objections with respect to the 2020 plan, so I really don't intend to add much beyond the papers on these two points. The two issues we wrote -- we raised -- the two points we raised with respect to cost, we're one, looking at the cost of the KERP as a percentage of revenue puts it among the 90th percentile. And then the other point is with respect to direct compensation that puts the participants above market in the 75th percentile range.

And, again, Your Honor, I know where you've ruled

in the past on these issues. So, unless you have specific questions, I really don't have much to add on the cost component.

Okay. Well, let me -- I guess, on the THE COURT: latter point -- and it was one of the reasons I went through table 7 with Ms. Gartrell -- the non-insider survey actually doesn't show that, right? It shows that it's, in her testimony, at the 50 percentile range within the competitive range and 1 percent below the target at 75 percent. And for the non-insider executive survey, which is the smaller number of people, it is slightly out -- more than slightly -- it's outside of the range on 50 -- at the 50th percentile, and 10 percent over the range at the 75th percentile; although her testimony was also to the effect that the TDC of the market, to which this was being compared, actually didn't include any specifically targeted retention payment pool, which she said was in line with, in her experience, on a market basis, the Debtor's proposed retention payment pool -- which would, I think take it back to the -- or make it consistent with the first column, which shows it within the competitive range at 50 percent and under the 75 percent for both categories.

Am I missing that? That's what I took away from her testimony at least.

25 MR. HIGGINS: No, Your Honor. I -- I -- that's

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what I took away as well from her testimony. I don't have anything to refute that point with, so I'll just rest on the papers. I won't add anything on that particular point, Your Honor.

THE COURT: I mean, I think -- I do understand your -- that needed to be cleared up, in my mind at least.

MR. HIGGINS: Sure.

THE COURT: Because it wasn't clear to me what was in the variants to market TDC for that -- that second column.

MR. HIGGINS: Right.

THE COURT: Okay.

MR. HIGGINS: And then, Your Honor, our second primary objection is with respect to timing. And as Your Honor knows, this is the third motion we've had in this case seeking relief under Section 503(C). The original wage motion was filed just after the case was filed back in September of 2019. And that relief with respect to the non-insiders, I believe, was granted in October. And then the 2020 KERP was again filed in September of 2020, and that relief with respect to the KERP was granted in October of 2020.

And here, I note in the Debtor's reply that they say, it's not early with respect to their prepetition bankruptcy practice, but it is earlier than what's happened

in this bankruptcy case and where -- confirmation is right around the corner. And our basic point is that they're moving it up here, and there should be an opportunity for the new entity's new board to have an opportunity to weigh in here on this. And the Debtors, in their reply, they cite some evidence of attrition in their workforce. And this is where I did want to raise just what came up in our communications with the Debtors and basically what we were trying to seek out and what Mr. Troop was trying to seek out is whether the employees that have left, are they doing it because of the KERP or the claw-back? And what information did the Debtors have in that regard? And we understand that the Debtors have conducted exit surveys.

So, I'm just going to read from the information that was provided to us, and I'll let Mr. Vonnegut, if he thinks anything is inaccurate or needs to be clarified, I'll let him weigh in. But basically what was relayed to us is that Perdue sends an exit survey to each employee who voluntarily leaves the company. And it seems that the information from the most recent quarter is not available at this time.

But, just to compare in quarter two, 2021, eight employees who voluntarily left the company responded to the survey, and all eight such employees indicated in the survey that they were leaving the company for at least \$10,000 more

in compensation, and that their responses to the survey of those employees also cited the following as reasons for leaving the company: Job security, increased compensation, bigger roles, flexible work schedule and retirement/early retirement. And none of these eight employees specifically mentioned the KERP or claw-back provisions in their responses to the survey.

And so I think the point we just wanted to illustrate to Your Honor is just that the Debtors, while they are suffering from employee attrition, it is not necessary a direct correlation between the KERP and the need for the KERP and the claw-back and employees leaving.

There's a whole host of other reasons, as Ms. Gartrell just testified. Employees are leaving employers all over the place and it's hard to keep people employed. So, it may not necessarily be because of the KERP or the claw-back.

That's the only point we wanted to raise on that in response, Your Honor. And so our concern is just that they seem to be accelerating it here. It's not clear that they've demonstrated the need to move this up. And we would just ask that this request be adjourned, at least consistent with what has been done with the KEIP. And I'll pause there for any questions, Your Honor.

THE COURT: No, that's fine. Thank you.

MR. HIGGINS: Thank you.

1	MR. TROOP: Good afternoon, Your Honor. Andrew
2	Troop for the nonconsenting states.
3	THE COURT: Afternoon.
4	MR. TROOP: Your Honor, I'm going to try to be as
5	brief as my (indiscernible) was. First, I'll note that
6	there are 25 members for the group. We may be called the
7	nonconsenting states but we have 24 states and the District
8	of Columbia, and the District hates to be left out.
9	Secondly, Your Honor, I'm not going to add
10	anything to the discussion about (indiscernible).
11	THE COURT: I'm sorry, I just didn't hear that.
12	MR. TROOP: I'm sorry. I'm not going to add
13	anything with regard to the amount of the KERP or the issues
14	(indiscernible) with Mr. Higgins. Your Honor, I will simply
15	note that the changes to the KERP that had been announced by
16	the Debtors in negotiation with the AHC, BCC and the
17	(indiscernible) while they address some of the concerns that
18	we have (indiscernible).
19	Third, Your Honor, on this issue of urgency, when
20	I finished reading Mr. Lowne's supplemental declaration
21	yesterday, I was left with the clear impression that the
22	KERP had to go forward now because the lack of the KERP was
23	the reason that people were losing the company was losing
24	employees. Your Honor, that's been confirmed not to be the

case or at least not directly causal.

1	HR apparently at Perdue has received comments from
2	active employees about future KERP and claw-back, but we
3	received no detail on what those comments are. And,
4	therefore, I infer because I assume there were comments
5	that said, oh, my God, we're leaving if we don't get the
6	KERP that would've been relayed to us by the Debtors.
7	And in the context of this case
8	THE COURT: I'm sorry, I thought I thought they
9	provided you the surveys. That's what I took away from Mr.
LO	Higgins.
L1	MR. TROOP: No, nothing.
L2	THE COURT: Or was it just a summary?
L3	MR. TROOP: Just a summary, Your Honor. We didn't
L 4	see the
L5	THE COURT: Okay. All right.
L 6	MR. TROOP: The surveys themselves are apparently
L 7	check the box, multiple choice, fill in a comment section.
L 8	THE COURT: Okay.
L 9	MR. TROOP: And this was the summary provided by
20	the Debtors. I don't think the Debtors were under any
21	misapprehension as to why I was asking the question. So, I
22	assume that the answer is as much as (indiscernible) in
23	terms of being able to draw conclusions.
24	Your Honor, in the context of this case, in 20
25	days give or take however long thereafter it takes you to

1	rule, we'll know if there's a confirmed plan or not. And it
2	would seem to make the most amount of sense in making these
3	decisions about the patron of the company (indiscernible) a
4	potentially new management after that decision is made.
5	THE COURT: Now, there's some logic to that point
6	but the Debtors reply that the new board actually won't be
7	in place until sometime next year, in all likelihood.
8	MR. TROOP: Your Honor, my understanding is that
9	the new board and new management are being actively sought
10	out and interviewed now. That it is the intent of parties
11	to have these people identified as soon as possible.
12	Indeed, in connection with confirmation of 1129, we're going
13	someone's going to have to make some disclosures. We
14	will not
15	THE COURT: I understand I understand that
16	point. But as far as being able to make decisions, they
17	wouldn't be able to make decisions until they're in place.
18	MR. TROOP: That's true, Your Honor, but that
19	isn't to say they wouldn't be able to have input, looking
20	towards the future of the company. And we take input from
21	all sources in this case.
22	The third issue, Your Honor, is what I'm going to
23	call general (indiscernible) quality.
24	THE COURT: I'm sorry? Before you go to the third
25	issue

1 MR. TROOP: Yeah, of o	course.
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THE COURT: Your clients, the committee, the other
states and, frankly, everyone else in this case that's been
active in the case hasn't been shy in expressing their views
as to any number of issues. I understand that people who
will be serving as a board, to some extent, have a different
skillset but your clients are very sophisticated people.
They run very large offices, have to make serious personnel
decisions. Isn't their input sufficient at this point if I
conclude that this isn't some sort of strategic ploy just to
jump the gun and get through something that's unusual before
the company changes hands?

MR. TROOP: Your Honor, we are specifically looking for board members and officers (indiscernible) to adapt and adjust this company to its new future postconfirmation. And those issues require a level of skill, expertise and understanding with regard to a workforce that lawyers generally don't have. This isn't like running --

THE COURT: Well, I'm not talking about lawyer. I'm talking about your clients, who are lawyers, but they run a -- they run attorney generals' offices.

MR. TROOP: Which are very different than running a manufacturing facility in North Carolina or a salesforce in North Carolina or Connecticut, Your Honor.

25 THE COURT: Okay.

1 MR. TROOP: And we're putting our -- you know, 2 we're putting our faith in a process to find people who will 3 be able to achieve those goals. THE COURT: All right, I understand that point. 5 MR. TROOP: Thank you. THE COURT: One last question on this. This is a 6 7 -- a compensation program for 2021. It's for the calendar year 2021. Some of these payments are not going to be paid 8 until, if I approve it, well into 2022. But it's 9 10 essentially for the past work, right? So, the resizing, if 11 you will, or the repositioning of Perdue, if it emerges 12 after confirmation, the confirmation hearing, is really to 13 happen in the future as opposed to 2021. At least that's 14 the point I think -- one of the points the Debtors are 15 making. 16 MR. TROOP: Your Honor, and I do understand that. 17 But the very purpose and structure, particularly the changes 18 (indiscernible) is to incent retention through 2022. Right? So, while it is compensation for current services, it really 19 20 is focused on retention, not this year, but for at least 21 half of next. 22 THE COURT: But isn't that, in essence, to give the Debtors, the organized Debtors, optionality? I mean, 23 24 the committee made this point for the 2020 compensation

structure, that they wanted to have it be more retentive so

1	that you get more value as the company than have it be less
2	retentive, have it be for a shorter period, so the payments
3	are stretched out over more time. You can still terminate
4	someone, right? And 2022 wouldn't have been set.
5	MR. TROOP: But if you terminate them with this
6	plan in place, other than (indiscernible) you're still going
7	to have certain liabilities.
8	THE COURT: Right, but that's for 2021 again.
9	Again, the payments are for 2021 work.
10	MR. TROOP: Right. But the optionality is to keep
11	it around until 2022
12	THE COURT: But the optionality is all in the
13	company's favor, not the employees' favor.
14	MR. TROOP: But I think once the plan is set
15	(indiscernible) what kind of behavior (indiscernible) I'm
16	sorry, Your Honor, there's feedback, I don't know what
17	THE COURT: Yeah, you're feeding in and out.
18	Maybe if you get closer to the microphone?
19	MR. TROOP: I'm afraid that my face
20	(indiscernible)
21	THE COURT: That's okay. I'm not getting the
22	window the nose in the window yet look.
23	MR. TROOP: Thank you, Your Honor. Your Honor,
24	these are all very difficult questions and the question
25	really becomes whether these decisions should be made

1	(indiscernible) the people who are responsible for guiding
2	the different Purdue under (indiscernible). And, Your
3	Honor, I don't have much more to say (indiscernible)
4	THE COURT: Okay.
5	MR. TROOP: Your Honor, the third issue that we
6	have, and it's one that we (indiscernible)responsibility
7	of the company
8	THE COURT: Are you still hearing feedback?
9	MR. TROOP: I am, Your Honor. I was trying to
10	figure out whether it's
11	THE COURT: Can I ask Mr. Vonnegut and Mr. Higgins
12	to put their microphones on mute? Everyone else, I think,
13	is on mute, right, Arthur?
14	ARTHUR: Yeah.
15	THE COURT: All right, so maybe that'll work.
16	Hopefully.
17	MR. TROOP: Thank you. So, Your Honor, we've had
18	one meaningful changes since we were last before you on the
19	KERP. When you last approved the KERP in September of 2020,
20	one of your observations was that there were no facts before
21	you with regard to the company's wrongdoing or ill conduct.
22	And within weeks of that hearing, the company pled guilty to
23	felonies spanning ten years.
24	That changes the marketplace. And as changes
25	the framework. And as their chief law enforcement officers,

the attorney generals in the nonconsenting states uniformly believe that it is not only appropriate but good management for this company to confirm that the people that they have in their employ have not improperly contributed to improper conduct by Purdue.

And what we found out since then is, well, Your Honor, that to our knowledge, no one's been fired, no one's been reprimanded, no one didn't get a bonus because of any participation either in the commission of the crimes that have been pled to or otherwise with regard to improper conduct over (indiscernible) period of time. And that is an important issue for the attorney generals in the nonconsenting states.

It's not an answer, frankly, as they Debtors did in their reply. And what we went through last time, we took whatever data we had received from the company, and where I was able to identify seven or some -- a number of people that we wanted them to look into, and they provided us some information about those people. Because, frankly, we don't know what we don't know. We understand that there were many hundreds of people in the process. We don't know what they reported.

And, finally, Your Honor, it's not a touchstone that individuals weren't indicted or did not themselves plead guilty as part of the DOJ pool because we --

THE COURT: I don't think the Debtors are suggesting that that's the cutoff, though. I don't think that they've made that argument.

Let me cut to the chase. I understand your point as a general matter. And I think while the Debtors clearly were more than willing to work with your clients, and the committee, and the other states to address any individual questions that they had based on what they did have information on -- and I don't think you'd dispute that because there was the carve-out for the eight people and the like -- it's true, they know more than you know, notwithstanding all the discovery and disclosure, etc.

On the other hand, the -- I'm looking at the actual language because, you know, when you have a -- a right to money which can be taken away, you really do need to have -- I think generally, unless someone's being retained at a much higher level than these people are -- clarity as to how it can be taken away.

And the order that was in place for 2020 and which the debtors are proposing to replicate with regard to this motion -- well, I'll read paragraph 9 of their proposed order.

It says, "Any 2021 KERP participant" -- the old order said 2020 KERP participant -- "to the extent that any 2021 KERP participant is determined by a final order of this

knowingly participated in any criminal misconduct in connection with his or her employment with the debtors, or, b) been aware, other than from public sources, of acts of omissions of others that such participant knew at the time were fraudulent or criminal with respect to the company's commercial practices in connection with the sale of opioids and failed to report such fraudulent or criminal acts or omissions internally at the company or to law enforcement authorities at any time during his or her employment with the company shall not be eligible to receive any payments approved by this order," and then all parties rights, if any, to seek disgorgement following the entry of final order are reserved.

think your point raises two separate points. One is, what's proposed in the objection is a different standard, and then secondly, you want to debtors to actually confirm that they have done their own due diligence on whatever standard is in the order, included it will be, a minimum, the one that the debtors have proposed. It's two separate points, right.

You want them to -- the debtors to perform their own due diligence, and separate, you want to have to have a slightly different -- not slightly -- a different standard for not being eligible for the payment. Is that fair? They're two

separate points?

MR. TROOP: Your Honor, I think that, with regard to the standard point, I would be prepared to say we could live with the standard as articulated in the prior order --

THE COURT: Okay. All right.

MR. TROOP: -- but we do agree that it's time for the debtors to step up and do their diligence.

THE COURT: Okay. Good. I just wanted to make sure we knew what was at issue here. And, frankly, I understand the second point. I think that's important. I think any company should do that, and it's important to Mr. Vonnegut should address because my inclination is to agree with you on that point, that the debtors should represent that they will undertake to determine whether any of the recipients of the 2021 KERP fall into one of these categories.

Now I appreciate it says, "final order," but I think if they at least think that someone is in that position, my guess is -- my -- not guess -- my inclination is that they should be treated like the eight people that you inquired about -- you and others inquired about -- with the 2020. I mean, obviously there's due process. They can't just be excluded with any inquiry, an explanation, et cetera, but at least there should be some mechanism for review if they -- if the debtors reasonably conclude that

1	someone	might	fall	into	either	category	A	or	category	В	in
2	that par	ragraph	n 9.								

MR. TROOP: Your Honor, that would be satisfactory on this point (indiscernible).

THE COURT: Okay. All right. Okay. So I think that -- is that -- that's your conclusion for your remarks, Mr. Troop?

MR. TROOP: I have one more that's more of a housekeeping detail that I can save for the end, Your Honor, so that Mr. Vonnegut can talk (indiscernible) in specifics now in order, if that's okay.

THE COURT: Well, okay. If it's not -- it's really not that material, it's just clean up, that's fine.

Okay. All right. Okay. Mr. Vonnegut, do you have -- why don't you respond to that point we just covered first as far as the debtors performing their own due diligence here and building in a mechanism for that and that hold back to review further if someone falls into one of those two categories.

MR. VONNEGUT: Sure. Thank you, Your Honor. So the most important point on this one is that I have learned from dealing with this subject matter that it's very delicate and that I have to be very careful. And so bottom line, I'm going to need to consult the company's counsel that has been addressing the DOJ investigations and the

investigations by the state attorneys general.

Just to give an example to explain what I'm talking about, there is a provision in our agreement with the Department of Justice that says, effectively, the company cannot stand up and publicly and proclaim its own innocence. And so there are limitations on what the company is able to do in light of both the concluded investigation and the terms of our agreement with the Department of Justice. And so one of the difficulties that we had, frankly, in our discussions with Mr. Troop and others on the side of the nonconsenting states is, they will ask for public declarations that we explain we are not able to make, given all of the different intersecting investigations.

I very much understand the Court's concern and what you're looking for, but these are very serious matters.

I don't want to wing it, and so I think I will need to consult with our criminal law experts and revert.

THE COURT: Okay. Although it would seem to me one could draft this in a way where the debtors are not -- I think what you're concerned about is that by implication if the debtors identify someone -- and I'm assuming it's identifying it internally and to the person but not making a public declaration about it, although during the course of this case, parties and interest might well have the ability to question you about that --

1 MR. VONNEGUT: Yes --

about, though, is that by implication, if you haven't identified anyone, you're asserting somehow the debtor's innocence. I think that can be drafted around. I think that's not really -- I think everyone understands that's not what this exercise is about. And when I say "exercise," I don't mean it's an empty exercise. It's a serious exercise. But I don't think that's what it's about. It's not about the debtors saying, you know, we are innocent. It's about saying that someone who is still working for us and eligible for this payment really shouldn't get it.

Now there may be --

MR. VONNEGUT: Yeah --

agreements with the Department of Justice and individual attorneys general in connection with investigations, and clearly, there are definitely employment law concerns as to how you go about taking actions for cause. I understand both of those things. And again, I think you can draft around -- I mean, you can draft consistent with that. But there's a fundamental point which is, these programs already recognize that you don't get the KERP if you're terminated for cause so to me, if someone has engaged in the type of activity described in either A or B of paragraph 9 that

1 | would -- in my view, I guess, be grounds for cause.

Now you have to have a --

MR. VONNEGUT: Yes, you -- Your Honor --

THE COURT: -- you have to have a program that complies with employment law in airing -- you know, in raising those issues and dealing with them, and I'm not intending to prescribe how you do that. The language would say, consistent with, you know, applicable non-bankruptcy law pertaining to employment matters and any agreements with law enforcement agencies. But I think the basic concept is one that should be recognized.

MR. VONNEGUT: Yes, Judge. Let me be very clear. If we believed that a current employee committed a crime or was aware of crime or fraud and did not report it, they would be fired. I want to be very careful about exactly what we say on this subject matter because I know I'm a restructuring lawyer. I'm not a criminal lawyer. I don't want to make it up. But we are in full agreement on that fundamental premise. I think the point from the company's perspective is that these are serious and important matters and we need to get the language exactly right. That's, frankly, why so much thought went into articulating the exclusion standard the way that we did.

THE COURT: All right. It's really -- I think the change -- and maybe it isn't a change -- but I think the

change would be an affirmative undertaking by the debtors to actually perform their own due diligence on these points -- on points A and B.

MR. VONNEGUT: Understood, Your Honor.

THE COURT: Okay. All right.

MR. VONNEGUT: Okay. I will just briefly address the other commercial points that were raised by the two objectors. I don't think there's a ton to discuss there, Your Honor.

So with respect to the timing of the program, this notion that we are approving the programs early is just not right. Historically, employees of the company were told what they were going to be paid in the first quarter of the year. For 2019 -- obviously, they were told that early in 2019 and then we filed for bankruptcy in the fall so we couldn't get court approval until after we filed for bankruptcy.

For 2020, we had an ongoing mediation that was very delicate. Everybody asked us to delay consideration of the programs. We accepted that request. We delayed consideration. It was not helpful for the business. It's not the normal practice to ask people to work the whole year and then find out in the fall whether they're going to get paid anything above base salary. We just think that's not the right idea. I think the thing that I would quote is

Your Honor's commentary in the Topps Holding case that the debtor should have to be made to gamble that employee would elect to stay with the company even if the KERP were not approved. I think that's exactly the right way to look at the question of when in a year its programs are approved.

With respect to the idea that the new board should be involved in compensation for 2021, frankly, I think Your Honor picked up on many of the exact same (indiscernible) that I was going to raise. Fundamentally, they're at the same timing (indiscernible) that if you want the new board to opine on these programs, the new board doesn't exist yet, and they're not going to be able to do it for quite some time so you're going to be asking the work force to accept a lot of risk and we think that would be damaging to the enterprise.

It's also just not normal course to ask boards for reorganized companies to approve compensation for periods in which they had no control over the enterprise whatsoever.

The new board can and should set go forward compensation however it sees fit, but we don't think it's right for them to address 2021 compensation. The current board needs to be able to decide now how to pay the employees for the work that they are doing now.

With respect to the commercial metrics, points raised by both of the objectors, again, I'll be very brief

because I think Your Honor touched on many of the points that I was going to raise. The market positioning is effectively right where these programs were last year. I think Your Honor was exactly right, and I don't want to put words in your mouth, but the way that we view, the most informative comparison is to take the Purdue total target compensation excluding the retention and compare that to the market because we know that that is an apples-to-apples comparison so we think that's the better way to look at it.

and with respect to the commentary on the exit surveys and this idea that employee attrition just doesn't have to do with employee compensation and it's driven by other things, Your Honor, we just don't find that persuasive. We have employees telling us when they are leaving that they are leaving for opportunities that pay more money. We had an extraordinarily large surge in attrition happening directly after the claw back expired on the last programs. We just think it's exactly speculative under those circumstances to say, maybe people are leaving for reasons to do other than compensation. We think it just stands to reason that compensation is a significant portion of anybody's decision on whether they stay with a job or leave that job.

I believe that that covers, frankly, all of the points raised by the objectors. The bulk of my discussion

1	on the exclusion standard was going to be about the standard
2	itself and we've dispensed with that. So unless Your Honor
3	has any further questions, I don't think I have anything
4	further.
5	THE COURT: I'm sorry, you said the exclusions
6	maybe I just misheard the exclusion standard. What
7	MR. VONNEGUT: I'm sorry, Your Honor. I was
8	speaking too fast. I was going to say that about the
9	exclusion standard for the programs, the bulk of my
10	discussion was going to be (indiscernible)
11	THE COURT: Oh, who would be excluded from it. I
12	got it. I understand.
13	MR. VONNEGUT: So, sorry.
14	THE COURT: Right.
15	MR. VONNEGUT: We've now put that to the side.
16	THE COURT: Okay. Okay. All right. Anything
17	else from anyone? No. All right.
18	I have before me a motion by the debtor in this
19	case, only one portion of which they're seeking to proceed
20	with today. It is for approval of their KERP, K-E-R-P, or K
21	key employee retention plan program for 2021, i.e.,
22	the year that we're now at the end of July in. They're

seeking to do that under section 503(c)(3) of the bankruptcy

code which provides that other transfers or obligations that

are outside the ordinary course of business than the

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transfers specified in paragraph C(1) and C(2) which are transfers to "insiders" of the debtor are not -- can be made -- but are not justified -- unless they are not justified by the facts and circumstances of the case.

The courts have construed that provision, i.e., the court's review of transfers to employees other than insiders or the incurrence of obligations to them. the standard that courts generally apply under 363(b) of the Bankruptcy Code to actions, requests of approval of actions, that is, and transactions proposed by a debtor out of the ordinary course. See in Re Velo Holdings, Inc, 472 B.R. 201, 212 (Bankr. S.D.N.Y. 2012; in Re Borders Group, Inc, 453 B.R. 459, 473, (Bankr. S.D.N.Y. 2011; and in RE Dana Corp, 358 B.R. 567, 576 through 77, (Bankr. S.D.N.Y. 2006.

As I have frequently held, this business judgment standard is not the same standard as the corporate law business judgment standard which is highly deferential to a corporation's board of directors in deciding to take an action out of the ordinary course unless there is an exception under applicable state law, albeit, that some courts do apply that standard, including in this district, as stated many years ago by Judge Mukasey in the Integrated Resources case.

Rather, because Congress requires notice and the opportunity for a hearing and, therefore, the opportunity to

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object by parties and interest and ultimately a decision by the Court as to whether the action is properly taken, I think that the appropriate standard is whether, ultimately, in the Court's judgment informed by the parties and interest, both by their objections and if there's no objection, by the lack of an objection, as to whether the action makes good business sense. Stated, for example, in in Re Orion Pictures, Corp., 4 F.3d 1094.

With regard to 503(c)(3) determinations, the courts have long considered specific factors that inform whether the decision makes good business sense and they are traceable back to Judge Lifland's decision in the Dana case, although, one is not limited to those factors in deciding whether the debtor has exercised sound business judgment in making the proposal.

Those factors are, is there a reasonable relationship between the plan proposed and the results to be obtained, i.e., will the key employees stay for as long as it takes for the debtor to reorganize or market its assets or in the case of a performance incentive, is the plan calculated to achieve the desired performance; is the cost of the plan reasonable in the context of the debtor's assets, liabilities and earning potential; is the scope of the plan fair and reasonable -- does it apply to all employees, does it discriminate unfairly; is the plan of

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proposal consistent with industry standards -- what was the due diligence conducted by the debtor in investigating the need for a plan; analyzing which key employees need to be incentivized or induced to stay and what is generally applicable in the particular industry in regard to similar plans; and lastly, did the debtor receive independent counsel in performing due diligence and in creating and authorizing the incentive compensation.

In addition, as I just noted, the Court's also informed by the views of other parties and interest, both their objections and, where they are active in the case on other matters, the fact that they have not objected to the proposal at hand.

The gateway to applying this standard as opposing to -- opposed to a standard that required to focus on incentivization and targets for performance is whether or not, as I said, the participants in the KERP program are not insiders. Insiders is separately defined or insider is separately defined in the bankruptcy code and there is no objection to this motion to the debtor's assertion that the participants in the proposed KERP are not insiders.

For purposes of the KERP, the company categorized an employee as an outside and therefore not eligible for the KERP if the employee met any one of the following five The employee, one, is an officer appointed by the criteria.

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board; two, hold the title of chief executive officer, chief financial officer, chief operating officer, general counsel or senior vice president; three, reports to the board; four, has authority to make company wide or strategic decisions including critical financial decisions; or, five, is in a position to determine his or her own compensation.

I agree with District Judge Oetken in Herrington v. LSC Communications, Inc, in Re LSC Communications, Inc. which was recently decided earlier this month, 2021 U.S. Distr. LEXIS 128403, (S.D.N.Y. July 9, 2021), that in some respects the law as to who is an insider for these purposes is somewhat murky. However, consistent with that opinion, I agree if someone is in fact appointed by the board as an officer, there is a strong presumption that requires substantial evidence to rebut that they would not count as an insider for purposes of this section, but, again, that's the first category of someone who is excluded from this group, i.e., that they weren't an officer appointed by the board.

It does not appear to me, independent of the fact that there are objections on this point, that any of the debtor's analysis here as to who is within the program and who is without it is inconsistent with the better recent case law on this issue, including the cases summarized by and to some extent followed by Judge Oetken in the LSC

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Communications case.

So I do apply the Dana business judgment framework here to this motion and the relief that is being sought today from that motion, and I will note in that regard that consistent with this KERP program not applying to insiders, it is frankly a rather simple program that is consistent with the debtor's compensation practices for decades for these types of employees. It is clear from Ms. Gartrell's testimony that if one looks solely at these employees' base salary, their base salary is under market compared to the total compensation paid by the debtor's competitors in the industry and substantially so.

It is clear to me from the record of this hearing, which through Ms. Gartrell's declaration incorporates the record of the more extensive hearing that I held with regard to the 2020 compensation program, that the KERP program is necessary to bring the debtor's non-insider employees who are within the program up to a competitive compensation level with the competitors in the debtor's industry. This is laid out in table of her declaration as well as in her live testimony today.

I do not view this program, therefore, as one would, as a lay person, typically view a bonus program.

Generally, one views a bonus program as an enhancement to a normal compensation program to reward an employee for

meeting difficult targets or sharing in unanticipated success of the organization for which the employee works. This is, again, as far as the KERP goes, much more of a normal compensation component, and without it, these employees would not be compensated at market.

I think that is an important point for people to understand given the somewhat loose usage of the term "bonus" and I take seriously evaluating whether, in fact, an asserted program falls into one or the other categories. course, sometimes a bonus, a true bonus, may be warranted based on unusual circumstances. But I do not view this program as falling into that category. Rather, it's one that makes the company's non-insider employees compensated on a basis consistent with industry standards. appears to be, not to be discriminatory as among the noninsider employees and both of those conclusions, which I've reached based on the evidence before me, are also supported by independent analysis by the company's, Watkins Tower Advisor, and presumably, the analysis by the Creditor's committee, which has its own professionals who are experts in this area and other parties in interest that are well and sophisticatedly represented in these cases. I agree with the input that the committee and others have had on the original proposal. When I read the proposal initially, I had the same reaction as to the final payments being made

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upon emergence as opposed to potentially later. And I think it is in the Debtors' and therefore their creditors' interest that the payments, albeit for 2021, work are staggered so that they went through the month of June in 2021 in some instances in a material way.

The U.S. Trustee objected to the KERP program request on two grounds, with regard to the Dana factors in the best interest analysis. I've addressed one and I believe that, frankly, Ms. Gartrell's follow up testimony at the hearing today disposes of it.

Although I can understand why there was some confusion in the objection over it, namely the role played by the third component of the KERP program, the targeted retention payments, which are consistent with last year's targeted retention payments, and whether those payments take this program out of the ordinary are customary for the industry, it's clear to me from Ms. Gartrell's testimony that that is not the case, that an important way (indiscernible) was comparing apples to, if not oranges, then persimmons in the variance to market versus Purdue total, including all of the current payments in that it left out the special retention payments that she testified are common in the Debtors' industry and not reflected in the variance to market analysis.

The other point that the U.S. Trustee raised,

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although I don't believe anyone else did, with regard to the business judgment aspect of the Motion, is related to one of the Dana factors, namely, is the cost of the Plan reasonable in the context of the Debtors' assets, liabilities and earning potential. It is true, as described in Ms.

Gartrell's Declaration, that the cost of the program, compared to the percentage of revenue, is materially higher than the comparators. However, the Debtors, I believe, have a reasonable response on that point.

The Debtors, like all companies, are in some ways unique. And one is that they filed, with essentially no secured debt and have built up both pre- and post-filing, a substantial amount of cash. So, the primary concern that that Dana factor is an end to address, namely, are these awards going to eat up recoveries for creditors disproportionate to the Debtors' earning capacity and the benefit to the creditors from the employee's work. Here, I don't believe that is the case.

The Debtors have been focusing on substantially altering their business to be consistent with the parameters started even before the case was filed, after the departure of various Sackler -- the remaining Sackler board members that accelerated with the filing and the entry of the Preliminary Injunction, which included a major focus on abatement programs and a switch from active marketing. That

also included, of course, the role of the compliance The Debtors, I think, adequately address the role that the employees have undertaken with that modified mission, which is certainly consistent with the Debtors' Plan, which is on for a confirmation hearing starting August 9th.

So, I don't believe that the cost data of -- cost compared to revenue data, rather, Dana factor here, argues for a different result or for granting the U.S. Trustee's objection. I also note that nowhere in any court's analysis has there been any per se analysis of distributions that will be made to individual creditors in a case when analyzing a proposal under 503(c)(3) of the Bankruptcy Code, as it appears the U.S. Trustee is suggesting. The focus really needs to be on the value of the entire enterprise and what the employees contribute to that, rather than to individual percentage recoveries.

Of course, if the employees are reducing the value of the enterprise, that will reduce pro rata recoveries by employees. But there's no evidence here that that is what is happening. To the contrary, the evidence reflects, as it did with the 2020 KERP program, that the employees' work is maintaining the value for employees and enabling the Debtors, in addition to move to a focus on, in large measure, abating the opioid crisis.

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Both the U.S. Trustee and the non-consenting states group have also objected to this aspect of the Motion based on the timing of the Motion. The Motion, as I noted, was filed at the end of June, more than halfway into 2021. The Court has already held hearings on similar requests for approval of a KERP program. First for calendar year 2019 and the second for calendar year 2020. I should note, in passing, that there's nothing odd and certainly nothing nefarious in the Debtors seeking approval of their annual programs every year.

It's not like, the Debtors are, as one might infer from language in the U.S. Trustee's objection, constantly asking for additional payments for their employees. compensation programs work on an annual basis. In fact, in each of the last three years, 2019, 2020 and 2021, they have asked for approval well into the year as to which program applies. In essence, backloading a significant part of the non-insiders' compensation.

So, I don't view the timing here to be at all improper in that sense. The Debtors did delay the Court's consideration of the 2019 and 2020 programs. With regard to the 2019 program, I believe that delay was, in fact, more than proper, rather than baking that program in prebankruptcy, and they sought approval from the Court after the bankruptcy commenced in the Fall of 2019, thereby

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subjecting it to greater scrutiny by the parties in interest and the Court, as opposed to simply imposing it prebankruptcy.

As far as the 2020 program is concerned, the Debtors (a) delayed it because of quite sensitive negotiations among multiple parties in the case and (b) because there were substantially greater negotiations over it among those parties and the Debtors, informed, in part, by the results with regard to the 2019 program, but which had their own complexities.

This program, to the contrary, reflects those agreements, including the \$4 million reduction in the KERP and also timing considerations. So, the negotiations here only required a short adjournment for the Creditors' committee and other parties in interest to come on board with the economics of the program, which again, except for the U.S. Trustee, are not objected to by the party in interest or any claimant that is therefore in the case.

So, it is understandable to me that the hearing on this matter is coming on earlier than it did with regard to the other two programs. And again, it is a hearing for approval more than halfway through the year in which the program applies.

So, I don't view the timing here is somehow trying to rush a determination prematurely simply based on the

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economics and the timing of the program and the past history. That doesn't really reflect the last point, though, related to timing, or deal with the last point related to timing of this Motion, which is made both by the U.S. Trustee and by the non-consenting states group. They contend that because the Court will be considering confirmation of the Debtors' proposed Plan imminently, I should defer ruling on this aspect of the Motion until not only the conclusion of that hearing, but also until the formation, if I confirm the Plan of a new Board of Directors, which would then separately review the metrics of the KERP program. In the right context, that argument, to me, would make sense. But I don't believe that is that context.

I say that for the following reasons: first, again, we're focusing on non-insider employees for the year that we're already halfway through, 2021. Secondly, the new Board, if I confirm a Plan for these Debtors, will not be appointed anywhere close to the end of August and I believe, given the nature of the Debtors' settlement with the DOJ, quite possibly not until well into 2022. That Board, at that point, would not have the experience with regard to this company for 2021, when they were not serving as a Board. Secondly, Congress, in the Bankruptcy Code, did not defer ruling on such issues until a new Board is appointed

for a reorganized company. In fact, it requires Bankruptcy Code -- in Bankruptcy Code Section 503(c)(3), that there be notice of a hearing and ultimately review an approval or rejection by the bankruptcy judge.

The Debtors, if I confirm the Plan, may have a different employee structure in the future and it certainly would be well within the advent of a new Board to tailor compensation programs to that new mission or new structure. But given that this is compensation for 2021 and is intended to maximize the Debtors' ability to retain employees and not leave the new Board with fait accompli of material exoduses of employees before the new Board even really gets its feet on the ground. It appears to be that, given the economic simplicity and (indiscernible) in nature of the KERP that I've already gone through at length, and the due diligence that has been done by the Creditors' committee and all their well-represented groups, that I should make this decision now, based on that record and that work. Again, it is for 2021, not for the future.

I have little doubt that the primary reason for employees leaving Purdue, and Mr. Lowne's Declaration and Supplemental Declaration are eloquent on the increased number of employees who have left over the last quarter, would not be stated as, "I'm unsure about whether I will participate in the KERP."

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On the other hand, the record does reflect that, in addition to wanting to have more responsibility about a retirement program and/or more certainty of that in the future, employees have listed better compensation among their reasons for leaving. Clearly not providing in reasonable time, assurance as to this significant aspect of their reasonably anticipated compensation for 2021, would logically exacerbate the company's ability to retain employees. They would have less certainty with regard to a material portion of their compensation for work they've already done.

On the other hand, particularly with the adjustments to the KERP that have been negotiated with the Creditors' committee and others, the Debtor and, if I confirm the Plan, the new Board, would have more flexibility going into 2022 to keep these employees because they would have a greater incentive to stay to receive the backend portion of their compensation for 2021.

So, I conclude that the timing here with regard to these non-insider employees and in my decision, is not a reason to put off the decision for the Board to be appointed following confirmation and the effective date of a Chapter 11 Plan, if it is confirmed. That raises one last point on the timing. I'm going in, as I said, to the confirmation hearing starting on August 9th. As I said, I may or may not

confirm the Plan. It seems to me that I should at least
wait to enter the Order to assure myself that the Plan
would, in fact, be confirmed or a plan would be confirmed as
opposed to a liquidation where you would have a totally
different group of employees, I would assume. So,
particularly given the second aspect of my ruling here,
which would deal with the other objection raised to this
Motion, which was raised by the non-consenting states alone,
I won't enter this Order until I'm assured that the Debtors
will not be liquidating, which I don't think should come as
any surprise to any employee. It is quite possible that I
wouldn't enter the Order in any event until well into the
confirmation hearing, given the remaining aspect of my
ruling. The non-consenting states have sought, and this has
been clarified during oral argument, that in addition to
paragraph 9 of the proposed Order, which has been in the
Order previously with regard to 2020 and 2019, the Debtors
undertake to perform their own due diligence and in some
way, shape or form confirm that they are not aware of any
employee that would fall into either of the two categories
in paragraph 9 that would require that the employee not
receive payment under the current. As I said during oral
argument, I agree with that basic proposition.

language that's in paragraph 9. It sets a clear objective

I also agree that we should not tinker with the

1	standard. And I also agree with the comments by the
2	Debtors' counsel that one needs to draft the undertaking by
3	the Debtors carefully, not to fall the foul of either
4	undertaking that the Debtors have made to the Department of
5	Justice or other law enforcement bodies or applicable non-
6	bankruptcy employment law. But I believe that can be done.
7	It may take some time, which is why I don't think this Order
8	is going to be entered tomorrow, but probably more likely in
9	sometime in the first would sometime be entered, in
10	any event, in the first week of August.
11	So, I will approve the Motion, as modified, as set
12	forth in the Debtors' Replay. And in addition, as set forth
13	on the record today, in general terms, with regard to the
14	Debtors' undertaking to perform the due diligence with
15	respect to the exclusions set forth in paragraph 9.
16	MR. VONNEGUT: Your Honor, excuse me, could I just
17	I'd like to ask some clarifying questions to make sure
18	we're clear on how we are to proceed on this point. Is that
19	all right?

20 THE COURT: Sure.

MR. VONNEGUT: Sure. Okay, I'm concerned there's a misimpression about what has been done to date, frankly. The Debtors have cooperated fully with exhaustive investigations brought by the Department of Justice and the Attorney General of most of the states in the country. I

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think the idea of a new investigation is what troubles us very much because frankly, there has been an exhaustive investigation to date and so, if what Your Honor is concerned with, that on the basis of all the analysis done to date, the Debtors know somebody to be subject to the clawback standard and are not telling people. That I can address. That is very much not the case.

I think our principal concern is that some kind of new investigation not be undertaken, because we think that would be very, very duplicative of the work done to date and a waste of estate resources.

THE COURT: Well, I frankly don't know what the Debtors have access to from those other investigations.

They weren't investigations by the Debtors, right?

MR. VONNEGUT: They were investigations initiated by outside parties with which the Debtors cooperated fully. In that entails a certain amount of investigation done by the Debtors. So in --

THE COURT: I think ultimately this is a judgment call by the Debtors, by their senior management and HR people as to whether, based on what they know, they can determine reasonably whether someone at least should be held back for now, subject to the appropriate non-bankruptcy employment law due process concerns, or if they need to know anything more. I just don't know. And I think they need to

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I think it's a proper question for the Board to ask. Do we know enough, based on what we have already? If they do and they can answer that in good conscience, that's all you need. But they need to ask that question. If they don't have enough, that they have to go where they would go to answer it.

MR. VONNEGUT: Okay.

THE COURT: I'm not appointing someone to do it.

It's not an examiner type of inquiry. It's an internal board and human resources inquiry.

MR. VONNEGUT: Okay. I understand. Just to be very clear, the Board, if management believed any employee were subject to the clawback standard, action would be taken against that employee. So Your Honor's comments are well taken.

THE COURT: Okay.

MR. PREIS: Your Honor, I'm sorry. it's Arik
Preis from Akin Gump, if I could speak. Can I ask a
question about the colloquy you just had?

THE COURT: Sure.

MR. PREIS: So I think there are some people on this phone who have experienced something similar to what you are proposing, but it was a little different. In the INSYS, which you may recall from the beginning of the case

1	was the original case that had the clawback
2	THE COURT: Right. INSYS.
3	MR. PREIS: Correct.
4	THE COURT: Yeah.
5	MR. PREIS: Correct. We also had a process by
6	which management had to actually self-investigate. Now, it
7	was a different issue. It was a severance component. It
8	wasn't a KERP. But I recall and Mr. Troop was involved
9	in that case as well that framing that process, that
10	self-investigation, ended up taking some period of time to
11	negotiate, because ultimately, the result was that somebody
12	from the company would have to make a representation under
13	oath that the company was comfortable paying, in that case,
14	the severance, after due investigation.
15	Is that what you are mentioning here?
16	THE COURT: I don't contemplate something under
17	oath. I contemplate that the Board will make sure that this
18	due diligence is done. If it's already been done, they
19	would have to do due diligence to confirm that. I'm not
20	really talking about a certification. I'm just
21	MR. PREIS: I got it.
22	THE COURT: I just want to make sure that it's
23	been done, that it's been looked into.
24	MR. VONNEGUT: Yeah. Your Honor, I think the
25	concern that we have is certain of the things that have been

requested by the Non-Consenting States amount to a request effectively that we prove a negative with respect to every employee of the company, or that we --

THE COURT: Well, no, look -- I would expect the Board would need to do this, would need to assure itself that they're not retaining -- the company's not retaining people that would fall into one of those two categories in Paragraph 9. And I think that the Committee and other key parties, including Mr. Troop's clients, can talk to the Debtors, you know, and get confirmation that they have had that process.

I'm not really looking at this as a judicial process that would lead to a hearing. It's just good corporate management that you do this.

MR. VONNEGUT: I understand, Your Honor. I think a lot of the confusion and concern, frankly, comes from the deposition transcript that the Non-Consenting States cite, in which Dr. Landau says he did not order an investigation. Frankly --

THE COURT: Well, okay, very well. But I just think, to me, given the plea agreement and the representations that the Debtors have made, for example, that they sold -- they got rid of their sales force, et cetera, that this should be a relatively easy but important step for the Debtors to take.

And it may be, as you say, Mr. Vonnegut, that they have already taken it. I'm not sure they have in the sense that I have in mind, which is that they literally -- the Board asks key people the question, how do you believe that these people are not in these two categories, either of these two categories. And they will hear the answers. And it's not an investigation, just how do you know? And if they have questions, then they'll ask them, and people will have to follow-up on it.

For most of these people, I'm assuming it will be a really easy answer. They worked in a different department, you know? They worked for Rhodes Industries, and they did something completely different. They will probably -- you know, at some point you'll narrow it down to a very small group, if none.

But I just want to have some assurance that those questions have been asked in a directed, focused way, as opposed to just responding to investigations by the DOJ and other law enforcement bodies. But it's not to --

MR. VONNEGUT: Understood, Your Honor.

THE COURT: It's not to come up with a report under oath or anything like that, although it's certainly within the Committee's mandate and other parties' mandate to inquire of you about, okay, did you do it? And there's nothing...

1	Look, the Debtors have said they're perfectly
2	willing to sit down with people who are active in the case
3	and talk with them. I don't know why Mr. Miller, after
4	having those questions answered, wouldn't be willing to sit
5	down and talk with the Committee or Mr. Troop's client to
6	just say, yeah, we did this, and this is what we did.
7	MR. VONNEGUT: Understood, Your Honor.
8	THE COURT: Okay. And I appreciate this may take
9	a little while to draft, but I don't view it as like turning
10	into a four-page paragraph. I view it much more as a
11	representation that the Debtors will undertake a due
12	diligence review, based on what they know already, and
13	whether they need to supplement that in any way to
14	reasonably assure themselves that no one falls into one of
15	these two categories.
16	MR. VONNEGUT: Thank you, Your Honor.
17	THE COURT: Okay. Mr. Preis, you look very
18	thoughtful right now. Does that raise an issue for you?
19	MR. PREIS: No, no. I appreciate you explaining
20	that.
21	THE COURT: Okay.
22	MR. PREIS: That's much clearer.
23	THE COURT: Okay. All right. All right, so I
24	would normally say just email me the order and copy the
25	parties who you normally copy, including Mr. Higgins and Mr.

1	Troop and Mr. Preis. But I think you're going to have to
2	circulate the order with a little more talk as to, you know,
3	the actual language in Paragraph 9.
4	But I want to be clear, I do not have in mind here
5	a complicated multi-sentence specification of an
6	investigation. That's not what I have in mind. It's the
7	type of due diligence that a board would conduct or direct
8	to be conducted in this situation.
9	Okay. Anything else? Did you have any other
LO	questions, Mr. Vonnegut, or does anyone else have a
L1	question?
L2	MR. VONNEGUT: No, Your Honor. Thank you.
L3	THE COURT: Okay. All right. All right, so I'll
L 4	look for that order. You should send it promptly. And I
L5	want to be clear, I'm granting the motion on one condition,
L 6	which is that I don't determine to liquidate the company.
L 7	Some of the objections to confirmation actually seek that,
L 8	it seems. And if that were the case, then I don't think a
L 9	KERP program I think it should be looked at again.
20	MR. VONNEGUT: Understood.
21	THE COURT: Okay. All right. Very well.
22	Anything else? All right. Thank you.
23	
24	(Whereupon these proceedings were concluded at
25	4:06 PM)

Date: August 3, 2021

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