

From: [Daniel Scola](#)
To: [Hassan Almoazen](#)
Subject: RE: [EXTERNAL] RE: Follow-up on our Discussions
Date: Monday, October 3, 2022 2:51:12 PM
Attachments: [image001.png](#)
[image002.png](#)

Dear Hassan,

Thank you for your email. I am awaiting further information from my client. In the meantime, I will convey your intentions to Aquestive and let you know when they have provided me with further guidance.

Best regards,

Dan

Daniel A. Scola, Jr.

Managing Partner

Hoffmann & Baron, LLP

4 Century Drive

Parsippany, NJ 07054

973-331-1700 phone

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From: Hassan Almoazen
Sent: Monday, October 03, 2022 11:47 AM
To: Daniel Scola
Subject: RE: [EXTERNAL] RE: Follow-up on our Discussions

Good Morning Daniel,

I noticed recently that Aquestive Therapeutics has published a second patent application with similar compounds and didn't cite my patent or other important patents. I spoke with my IP lawyer and we decided not to file a third party submission to affect this new Aquestive application because I am interested in building mutual trust and long term relationship with your client.

<https://patents.google.com/patent/US20220233471A1/en?q=US+20220233471>

Thanks,

Hassan

From: Daniel Scola <dscola@hbiplaw.com>
Sent: Thursday, September 8, 2022 12:42 PM
To: Hassan Almoazen <halmoazen@ionopharma.com>

Subject: RE: [EXTERNAL] RE: Follow-up on our Discussions

Dear Hassan,

Thank you for your email and basic information. I will bring this information to my client and revert back to you with any questions or comments they may have.

Best regards,

Dan

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From: Hassan Almoazen <halmoazen@ionopharma.com>

Sent: Wednesday, September 07, 2022 6:13 PM

To: Daniel Scola <dscola@hbiplaw.com>

Subject: [EXTERNAL] RE: Follow-up on our Discussions

Basically, Iono Pharma would ask for a 4-7% royalty based on gross revenues from total sales after the drug enters the US market for the duration of the patent, but prior to entering the market; and including the start date of the patent in June 2021, an annual fixed royalty equivalent to the base salary of an executive such as the chief scientific officer of Aquestive. I am also available to provide scientific expertise if the company is interested in that.

The bottom line, the company should not be fearful of my IP. I am willing to work with them. I understand their challenges with the FDA!

Hassan

From: Daniel Scola <dscola@hbiplaw.com>

Sent: Wednesday, September 7, 2022 4:47 PM

To: Hassan Almoazen <halmoazen@ionopharma.com>

Cc: Daniel Scola <dscola@hbiplaw.com>

Subject: RE: Follow-up on our Discussions

Dear Dr. Almoazen,

Thank you for your response. It would be helpful to have more details regarding your willingness to license your patent, before I approach Aquestive. Please provide me with the basic structure of what such an arrangement might entail.

I suggest we have a brief call to discuss. I look forward to your response.

Best regards,

Dan

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From: Hassan Almoazen <halmoazen@ionopharma.com>

Sent: Wednesday, September 07, 2022 11:37 AM

To: Daniel Scola <dscola@hbiplaw.com>

Subject: [EXTERNAL] RE: Follow-up on our Discussions

Dear Mr. Scola,

Thank you for your offer to acquire the patent. Iono Pharma is not interested in selling the IP at this time. We can be interested in a licensing agreement. If Aquestive Therapeutics team is interested we can discuss at your convenience.

Regards,

Hassan

From: Daniel Scola <dscola@hbiplaw.com>

Sent: Tuesday, September 6, 2022 8:11 AM

To: Hassan Almoazen <halmoazen@ionopharma.com>

Cc: Daniel Scola <dscola@hbiplaw.com>

Subject: RE: Follow-up on our Discussions

Importance: High

Dear Dr. Almoazen,

I am following-up on my email below to see if you wish to continue with our offer to purchase your patent. Please let me know at your earliest convenience. If you prefer to call, you can reach me on my cell at 862-812-984.

Best regards,

Dan

Daniel A. Scola, Jr.

Managing Partner

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From: Daniel Scola <dscola@hbiplaw.com>

Sent: Thursday, August 25, 2022 10:46 AM

To: halmoazen@ionopharma.com

Subject: Follow-up on our Discussions

Importance: High

Dear Dr. Almoazen,

Thank you for taking the time to talk to me this past Tuesday regarding your patent, US 11,021,437 entitled "Pharmaceutical Formulation for Sublingual or Buccal Delivery of Epinephrine or a Pro-drug Thereof." As I mentioned on the phone, I have represented Aquestive Therapeutics since its inception, and have a very good understanding of the Company's direction, particularly its strategies from a patent standpoint. Aquestive has no current plans to use your patent, nor does your patent represent an obstacle to their current direction. However, as the future is always uncertain, they prefer to leave little to chance when it comes to their future strategic goals. Hence, the reason for my call.

We come from similar chemical backgrounds and I also believe that developing useful ways to treat children is a necessary and admirable endeavor. Moreover, the majority of my legal work has focused on the promotion and creation of pharmaceutical IP, rather than its destruction. Thus, when possible, I prefer to find effective ways to preserve IP. With this in mind, my strong preference would be to find a suitable arrangement for Aquestive to obtain rights to your patent, rather than challenge it and ultimately destroy it. I have convinced my client to allow me to take this initial approach, rather than immediately (or ultimately) challenge and destroy the patent. Thus, I hope we can come to a solution without placing the patent at risk, because doing so would necessitate a costly defense on your end, and a likely needless loss of the patent. As I mentioned on the phone, a preferred situation would be for Aquestive to buy the patent for a price less than the cost of invalidating it, which would be a win-win situation for both parties.

After a review of your current publications and publically available projects, it appears that you are not currently working in the epinephrine area, but have focused on other pediatric areas, such as tooth erosion. I believe the below options present a great way for you to recoup some of your costs in connection with your current ongoing research and potentially be able to use those funds to grow your other projects.

I spoke with my client and at this time, they wish to pursue an outright purchase of the patent deeming it the most cost-efficient solution for both parties. To be clear, once the challenge of the patent is successfully initiated by Aquestive, it cannot be stopped by either party, and if you do not subsequently successfully defend it, it will be invalidated with all monies spent in vain. Broadly, the sale would be as follows:

1. **Sale of US patent 11,021,437 B2:**

- a. This would consist of a complete transfer of all rights concerning US Patent 11,021,437 to Aquestive for a one-time lump sum payment up front. This is the simplest and preferred route. Aquestive is prepared to cover the cost of your obtaining the patent plus an increment of profit to you. Under this option, you would also no longer be required to pay the annuities to keep the patent alive.

Dr. Almoazen, please give the above proposal some thought and give me a call at the number I have provided below at your earliest convenience. I look forward to working with you.

Sincerely,

Dan

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Managing Partner

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