Expanding Chronic Hepatitis C Treatment in Low- and Middle-Income Countries

Gilead’s Treatment Access Commitment

Gilead works to enable access to its medicines for all people who can benefit from them, regardless of where they live or their economic means. In developing countries, 12.6 million patients now receive Gilead-based HIV therapies, and 1.7 million people are estimated to receive Gilead-based chronic hepatitis C virus (HCV) therapies. This is a result of collaborations with governments, voluntary generic licensees, regional business partners, policy makers, healthcare providers, patient groups and public health entities.

Gilead is pursuing multiple strategies to expand access to its HCV medicines in low- and middle-income countries, prioritizing those with the greatest disease burden. More than 71 million people worldwide are infected with HCV, and HCV-related complications cause up to 399,000 deaths each year.

**Pricing**

**Flat Pricing**
- Suggested government price of $250/bottle for Sovaldi® and $300/bottle for Harvoni® and Epclusa® across all low-income countries
- Pricing reflects approximately 99% discount relative to U.S.
- Reflects minimal profit that is reinvested in support activities

**Tiered Pricing**
- Significantly discounted pricing for all other middle-income countries, based on GNI per capita and disease burden
- Prices negotiated on country-by-country basis

**International**
- India-based licensees to produce generics for 105 countries home to >90% of HCV burden
- Includes pan-genotypic compound
- Minimal royalty
- Fosters competition to drive down prices

**In-Country**
- Agreements with local generic manufacturers in countries with heavy HCV burden (e.g. Egypt and Pakistan)
- Designed to further accelerate access by increasing supply and competition

**Registration & Business Partnerships**
- 20+ regional partners lead efforts to:
  - Register branded medicines with regulatory authorities
  - Coordinate distribution with local governments and pharmacies
  - Track orders and inventory to prevent supply disruptions
  - Conduct safety reporting

**Country & NGO Partnerships**
- Targeted initiatives for high-risk groups
  - Supporting civil society efforts to reach IDUs and other high-risk groups with education, screening and care
  - Example: Ukraine pilot program providing treatment to IDUs and other affected populations

**Health Systems Strengthening**
- Supporting government efforts to build sustainable systems for screening and treatment
- Provider education to ensure highest quality care for patients
- Example: Collaborating with the Ministry of Labor, Health and Social Affairs of Georgia and CDC on project aimed at eliminating HCV through treatment and improved surveillance

**Research**
- 20+ regional partners lead efforts to:
  - Clinical trials in broad patient populations across all genotypes
  - Ongoing or planned studies in Brazil, China, Egypt, Ethiopia, The Gambia, India, Mongolia, the Philippines, Senegal, South Africa, Tanzania, Thailand and Vietnam
  - Supporting numerous in-country research programs and demonstration projects

**Policy**
- Fostering global support
  - Advocating for domestic and international funding for public health initiatives and policies to diagnose, treat and cure patients, and to prevent new infections
  - Advocating for Gilead HCV medicines’ inclusion on the WHO Essential Medicines List

www.gilead.com/responsibility