

Product Pricing and Patient Access



Key points:

- Gilead believes the price of medicines should never be a barrier to access, and we work domestically and globally to ensure that patients who need our products are able to obtain them.
- At the same time, we believe that prices for medicines should reflect the research investment and development costs associated with bringing a therapy to patients, as well as the clinical value and medical innovation that new therapies represent.

As a company that develops innovative therapies for life-threatening diseases, Gilead works to ensure that price is not an obstacle to care. We believe all patients should be able to access the medicines they need, regardless of their ability to pay or where they live, and we work very hard across the company to make this happen.

Bringing a new medicine to market is a complex, time-intensive process. The prices of Gilead medicines are established at levels that allow an opportunity to recoup research expenditures and support the discovery of next-generation medicines. Once a medicine is approved by regulators and being prescribed, a considerable amount of ongoing investment is also required to maintain product availability, including pharmacovigilance activities, post-marketing studies and medical and patient education.

In addition to working to ensure existing Gilead therapies are accessible to patients who need them, the company also undertakes a range of efforts to improve – and promote access to – HIV care and treatment more broadly. These include support for the scale-up of routine screening and linkage to care in communities across the United States; support for biomedical prevention initiatives, including access to HIV treatment as prevention (TasP) and pre-exposure prophylaxis (PrEP); and significant investment in research toward the development of future generations of antiretroviral therapies and an HIV cure.

Patient Access in the United States

For people in the United States who lack adequate insurance, the company has established a range of patient assistance options. These include providing medicines at no cost to eligible low-income uninsured individuals, and offering co-pay coupon programs to reduce out-of-pocket expenses for individuals with private insurance. In addition, Gilead supports a number of organizations that provide financial assistance to patients for treatment.

Gilead has a long history of working with federal and state governments to ensure that price is not a barrier to access. For example, half of HIV patients taking Gilead's medicines in the United States receive them through government programs at substantially discounted prices. All Gilead HIV products are provided at discounted prices to state AIDS Drug Assistance Programs – with prices currently frozen at 2008 levels through 2015, in recognition of the economic climate. Gilead is also one of seven industry partners to collaborate with the federal government on a simplified, single-form patient assistance application for HIV treatment.

Access in the Developing World

In developing countries, Gilead therapies are priced using a tiered system that takes account of ability to pay, as measured by gross national income per capita, and disease burden.

For HIV and hepatitis B, 125 low- and lower middle-income countries are eligible for Gilead therapies at no-profit or steeply discounted prices. Gilead has also partnered with manufacturers in India, South Africa and China that are licensed to produce generic versions of the company's HIV and hepatitis B medicines for low-income countries. Today, our generic partners supply 99 percent of the Gilead medicines that 6.7 million patients are receiving in developing countries, and have lowered prices by 80 percent since 2006.

Gilead has worked since 1992 with the World Health Organization (WHO) and other agencies to provide visceral leishmaniasis treatment at reduced prices in countries where the disease is endemic. In addition, Gilead has donated medicines to WHO to assist with meeting global targets for controlling leishmaniasis by 2020.