

Facing the Challenge

> About this guide

GlaxoSmithKline (GSK) is committed to improving healthcare in the developing world in three key areas - through continued investment in research and development targeting diseases that predominantly affect the developing world; by making medicines and vaccines available at preferential prices; and by investing in community activities and partnerships that foster effective healthcare.

This guide has been written for potential customers about our not-for-profit pricing programme which is designed to help the world's poorest countries to get access to medicines they so vitally need. The guide explains what products are available, who is eligible and what steps eligible customers need to take to place an order.



> What products are on offer and what price are they?

All GSK antiretrovirals (ARVs) and a wide range of anti-malarials are available to qualifying customers at single, not-for-profit prices direct from GSK. These products and prices are detailed overleaf. GSK does not seek to make a profit on these prices – we set prices at levels that meet our costs, thereby ensuring we can sustain supply of these high-quality products for as long as they are needed.

Supply of all products requires that the products must be licensed for use in the country to which they are to be supplied.

Our NFP prices include the cost of freight and insurance to the country of destination.



Protecting the Patient The products purchased under this offer are intended solely for use in programmes as specified to GSK and included in the terms of supply. We look to our customers to take reasonable measures to ensure that these medicines are not diverted. In addition, GSK will only work with treatment programmes committed to appropriate use of our antiretrovirals and antimalarials. Programmes must ensure that our products reach the patients who need them in clinical conditions where they can be appropriately monitored.



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Afghanistan, Angola, Bangladesh, Benin, Bhutan, Botswana, Burkina Faso, Burundi, Cambodia, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo, Cote d'Ivoire, Djibouti, DR Congo (Zaire), East Timor, Equatorial Guinea, Eritrea, Ethiopia, Gabon, Ghana, Gambia, Guinea, Guinea Bissau, Haiti, Kenya, Kiribati, Lao People's DR, Lesotho, Liberia, Madagascar, Malawi, Maldives, Mali, Mauritania, Mauritius, Mozambique, Myanmar, Namibia, Nepal, Niger, Nigeria, Rwanda, Samoa, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Solomon Islands, Somalia, South Africa, Sudan, Swaziland, Tanzania, Togo, Tuvalu, Uganda, Vanuatu, Yemen, Zambia, Zimbabwe

> In what countries are these prices available? ¹

Our ARVs and anti-malarials are available at these not for profit prices to a wide range of customers in the Least Developed Countries and in sub-Saharan Africa – a total of 64 countries. Our ARVs are also offered at NFP prices for all County Co-ordinating Mechanism (CCM) projects fully funded by the Global Fund or PEPFAR.

> Does my organisation qualify to be a customer?

Your organisation may qualify if it is a public sector customer, a not-for-profit NGO, an aid agency, a UN agency, an international purchase fund such as the Global Fund to Fight AIDS, TB, and Malaria, PEPFAR or UNITAID.

Because of the gravity of the HIV/AIDS situation in sub-Saharan Africa, employers there who offer HIV/AIDS care and treatment to uninsured staff are also eligible for our NFP priced ARVs.

All organisations must supply the NFP priced products on a not-for-profit basis.

> GSK's not for profit Pricing Offer Products and Prices as at Feb 08

HIV/AIDS Medicines ²	Per pack (\$) ³	Per pill (\$)	Per day (\$)
Eпивir 150 mg tablet x 60 pack	\$5.23	\$0.087	\$0.17
Retrovir 300 mg tablets x 60 pack	\$13.24	\$0.22	\$0.44
Retrovir 100 mg capsules x 100 pack	\$12.17	\$0.12	-
Retrovir 250 mg capsules x 40 pack	\$11.03	\$0.27	\$0.28
Combivir 300/150mg tablet x 60 pack	\$16.19	\$0.27	\$0.54
Ziagen 300mg tablet x 60 pack	\$35.91	\$0.60	\$1.20
Trizivir 750 mg tablet x 60	\$53.71	\$0.89	\$1.79
Kivexa 600mg/300mg tablet x 30 pack	\$39.78	\$1.33	\$1.33
Telzir 700mg tablet x 60	\$100.44	\$1.67	\$3.35

Oral Solutions, Syrups & Infusions	Per pack (\$)	Per Day (\$)
Eпивir 10mg/ml syrup x 240ml bottle	\$5.42	\$0.18
Retrovir 10mg/ml syrup x 200ml bottle	\$6.35	\$0.57
Retrovir 200mg/20ml x 5 infusion pack	\$13.45	N/A
Ziagen oral solution 20mg/ml x bottle 240ml	\$15.08	\$0.50
Telzir 50mg/ml oral suspension (≥6 years)	\$33.29	N/A
Average Paediatric Dosage Based on 10kg average weight.		

Anti-malarials ⁴	Per Max. Treatment course(\$) ⁵	Per Tablet(\$)
Malarone: 4 tablets per day for 3 days ⁶	\$12.00	\$1.00
Halfan: 250mg halofantrin x 6 (3 doses of 2 tablets taken at 6 hr intervals)	\$1.40	\$0.23

Notes

¹ For middle-income developing countries we negotiate public sector prices for these treatments on a case-by-case basis to improve affordability.

² Product descriptions can be found at <http://corp.gsk.com/products/index.htm>

³ These prices are quoted in US\$ on a CIP (Carriage & Insurance paid to destination) basis. Euro and £ sterling prices are available on request. Under exceptional circumstances GSK can invoice in other currencies.

⁴ Our other anti-malarials, including chloroquine, Amodiaquine, sulphadoxine/pyrimethamine, have been available at preferential prices, determined in competitive tender, for some time. In February 2008, Lapdap was discontinued for safety reasons due to its haematological profile.

⁵ The cost/day and cost/treatment course figures have been rounded to the nearest tenth of a dollar.

⁶ For public health reasons, GSK's not-for-profit offer for Malarone is only for treatment use and not for prophylaxis use.



GlaxoSmithKline

Do more, feel better, live longer