Gilead Sciences
Advancing Sustainable Access to HIV/AIDS Medicines in the Developing World

An estimated 33 million people worldwide are living with HIV, of which at least 95 percent live in the developing world. Although more than four million people in developing countries are now receiving antiretroviral medicines, this figure represents only about 45 percent of total need. While collaborative efforts around the globe have helped create better therapies for patients, increased access to these critical medicines remains a significant global health challenge. Gilead Sciences is a research-based biopharmaceutical company that works to expand treatment options and improve the care of people with life-threatening diseases such as HIV/AIDS.

As the market leader in the development of therapeutics for the treatment of HIV, it is our responsibility to help ensure that our innovative medicines are available and accessible to all who can benefit from them. This requires developing new approaches to accelerate treatment access. In 2003, we established the Gilead Access Program to ensure sustainable access for patients suffering from HIV in developing countries around the world.

We offer substantial price reductions through our Access Program in some 130 countries, representing two-thirds of the countries in the world, and the regions hardest hit by the HIV/AIDS epidemic.

**Tiered Pricing**
Gilead has developed a tiered pricing system for our HIV medicines, Viread® (tenofovir disoproxil fumarate) and Truvada® (emtricitabine and tenofovir disoproxil fumarate), through which pricing discounts are given in low- and lower middle-income pricing tiers based on a country’s ability to pay. The main criteria used in determining the tier in which a specific country falls are economic status (using gross national income per capita) and HIV prevalence. With these tiers as guidelines, we work independently and in collaboration with partners to establish fair pricing.

**Industry Partnerships**
Gilead has established partnerships with 13 Indian companies, providing a full technology transfer to enable them to produce and distribute quality, low-cost generic versions of Gilead’s HIV medications in 95 developing countries. These companies have extensive expertise in achieving efficiencies in manufacturing and distributing HIV medicines in the developing world. Our partners have the freedom to establish pricing for their products, while Gilead receives a 5 percent royalty on sales. Several partners have already received tentative U.S. Food and Drug Administration approval through the U.S. President’s Emergency Plan for AIDS Relief (PEPFAR) program for generic Viread, generic

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**Gilead’s Access Principles**

- **Antiretroviral products for the developing world should be of the same quality as those sold in wealthy nations.**
- **Tiered pricing for antiretroviral products, reflecting each country’s economic status and disease prevalence, is an essential tool for broadening access.**
- **Partnerships – government, industry, academic and community – are critical for success.**
Truvada and other tenofovir-based fixed-dose combinations, thereby significantly increasing patient access to high-quality, low-cost HIV treatment.

We believe these partnerships are a model for innovative collaboration between the research-based industry and generic manufacturers and have the potential to lower costs by ensuring competitive pricing. Our other industry collaborations include local manufacturing and distribution by South Africa’s Aspen Pharmacare of Gilead’s branded HIV medications and generic versions of them; our partnership with Merck & Co., Inc. for the distribution of Atripla® (efavirenz 600 mg/emtricitabine 200 mg/tenofovir disoproxil fumarate 300 mg) in developing countries; and our manufacturing collaboration in The Bahamas with PharmaChem Technologies and the Grand Bahama Port Authority. These efforts showcase how companies can work together to increase access to HIV medicines.

**Distribution Network**

Gilead has established a network of distribution partners to accelerate the regulatory process in the developing world by leveraging their knowledge of local systems, to manage outreach and on-the-ground logistics and to ensure secure distribution of Gilead’s HIV drugs. Gilead provides comprehensive training for our distribution partners on the treatment and access challenges specific to their region. This training effectively helps to ensure that our distribution partners gain a solid understanding of Gilead’s products and how they may be marketed most effectively in order to provide clinical and community-based education, address medical information requests and establish pharmacovigilance systems in the manner most appropriate for the territories where they operate.

**Comprehensive Approach**

Additionally, Gilead works to advance global anti-HIV efforts by supporting clinical research and health and education programs around the world, particularly in resource-limited settings. We provide our HIV medications at no cost for use in clinical studies that evaluate HIV treatment strategies tailored for the developing world. Our partnerships with healthcare organizations, patient advocacy groups and public health institutions help to raise awareness and increase diagnosis and treatment of HIV/AIDS.

**For More Information**

To learn more about Gilead Sciences and our efforts to increase HIV drug access in the developing world, please visit our Web site, www.gilead.com, or call International Access Operations at +1-650-522-5101.