

ANNEX 2: CONDITIONS OF OFFER BY COMPANY

Company	Eligibility (countries)	Eligibility (bodies)	Additional comments	Delivery of goods
Abbott	Category 1 countries: All African countries and all United Nations defined least-developed countries outside Africa. Category 2 countries: See Annex 8 for more details.	Governments and programmes fully funded by governments, UN systems organisations, NGOs and other not-for-profit institutional providers in low and lower middle-income countries.		FOB.
Alkem	No restrictions.	No restrictions.		FCA Mumbai.
Aspen	South Africa public sector only.	South Africa public sector only.		Ex-works.
Aurobindo	No reported restrictions.	NGOs and governmental organisations.	Prices available for above 300,000 units for tablet packs and above 5,000 packs for oral solutions. Delivery of goods 10-12 weeks from the date of confirmed orders.	Payment by letter of credit. FOB Hyderabad (India).
Boehringer Ingelheim	Category 1: All LDCs, all low-income countries and all of Africa. Category 2: All middle-income countries not covered under category 1.	Governments, NGOs and other partners who can guarantee that the programme is run in a responsible manner.		CIF.
Bristol-Myers Squibb	Category 1 countries: Sub-Saharan African countries (except southern African countries) plus countries classified as low-income by the World Bank (except Korea, Kyrgyzstan, Moldova and Uzbekistan). Category 2 countries: Southern African countries See annex 7 for more details. For other developing countries, prices are negotiated on a case-by-case basis with BMS local representatives.	Both private and public sector organisations that are able to provide effective, sustainable and medically-sound care and treatment of HIV/AIDS.	Category 1 countries are invoiced in US\$. Category 2 countries are invoiced in South African Rand.	CIP.
Cipla	No reported restrictions but higher prices have been negotiated separately for 10 Latin American countries.	No restrictions.	No quantity-related conditions. Prices for larger quantities are negotiable.	FOB Mumbai (India) or CIF. The actual freight is charged separately.

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Emcure	Only atazanavir is restricted to sales in India and sub-Saharan Africa. No restrictions for others.	No restrictions.		Ex-works.
Gilead	There are 130 eligible countries, including all African states and additional countries classified as low- or lower middle-income based on a country's economic status measure by gross national income (GNI) and HIV prevalence. See Annex 9 for more details. For other countries, prices are negotiated on a case-by-case basis.	Organisations that provide HIV treatment in 130 countries are covered by the Gilead Access Programme.	The programme is managed through Gilead's International Access Operations and Gilead's local distribution partners. Please note that local taxes, tariffs, and limited distributor mark-ups may be added to the ex-factory prices.	Shipping terms vary by local distributor.
Hetero	No reported restrictions.	Private sector, public sector and NGOs.	Prices may be negotiated on individual basis according to commercial terms.	FOB Mumbai (India).
Matrix	No reported restrictions except: Cuba, Iran, North Korea, Syria, Sudan, Belarus, Myanmar, Democratic Republic of Congo & Liberia for which prior approval from Mylan is required.	No restrictions.	Minimum order – One full shipper / carton packs.	Ex-works Nashik, India or as specified by customers.
Merck	All countries in sub-Saharan Africa and low- income countries based on World Bank country classification. Countries classified as lower-middle and upper-middle income by the World Bank will be eligible for prices that are discounted from the prices in the developed high income countries. These prices will vary based on country income, disease burden, and will be negotiated with each government. Please refer to Annex 10 for the individual drug country eligibility.	Governments and programmes fully funded by governments and/or by multi- and bi-lateral donors (i.e., Global Fund, PEPFAR, or UNITAID), UN System Organisations, NGOs and other non-commercial providers of HIV treatment.	Additional costs may include freight, insurance, customs handling, taxes and duties.	DDU, CIP or CPT airport of destination basis. (Incoterms, 2000).
Micro Labs	All countries except India.	All organisations / bodies except India.	Prices are subject to change due to fluctuation in active pharmaceutical ingredient price and exchange rate.	Ex-works.
Ranbaxy	No reported restrictions, but higher prices were negotiated separately for 10 Latin American countries.	NGOs and governments or programmes supported by them.	Confirmed letter of credit or advance payment preferred for new customers.	FCA Delhi (India).

Company	Eligibility (countries)	Eligibility (bodies)	Additional comments	Delivery of goods
Roche	<p>Category 1 countries: All countries in sub-Saharan Africa and all countries classified as least-developed countries by the United Nations.</p> <p>Category 2 countries: Low-income countries and lower middle-income countries, as classified by the World Bank.</p>	Governments, non-profit institutional providers of HIV care, NGOs.	CAD (Cash Against Documents) 30 days at sight. Minimum order and delivery amount per shipment is CHF 10,000.	FCA Basel airport (Switzerland) or CIP airport of destination. (Incoterms, 2000).
Strides Arcolab	No reported restrictions.	Governments, non-profit institutional providers of HIV treatment, NGOs.	Payment by signed letter of credit.	FOB Bangalore (India).
Tibotec	<p>Sub-Saharan Africa and least-developed countries (LDCs).</p> <p>For other low- and middle-income countries, public sector prices are negotiated on a case-by-case basis.</p>	No restrictions.	Questions regarding prices applied in the related countries need to be addressed to Aspen.	FOB.
Varichem	No restrictions.	No restrictions.	Prices are dependent on quantities being ordered.	FOB (Harare).
ViiV	<p>Least-developed countries, low-income countries and sub-Saharan Africa.</p> <p>All Country Coordination Mechanisms (CCM) projects in low-income countries, least-developed countries and countries in sub-Saharan Africa fully financed by the Global Fund to Fight AIDS, TB and Malaria, as well as projects funded by PEPFAR.</p> <p>For middle-income countries, public sector prices are negotiated on a case-by-case basis, either bilaterally or through the Accelerating Access Initiative.</p>	<p>Governments, aid organisations, charities, UN agencies, other not-for-profit organisations and international procurement agencies.</p> <p>In sub-Saharan Africa, employers offering HIV/AIDS care and treatment directly to their uninsured staff through workplace clinics or similar arrangements.</p>	<p>Supply Agreement required (for NGOs requiring fewer than ten patient packs per month, this requirement may be waived).</p> <p>All organisations must supply the preferentially priced products on a not-for-profit basis.</p>	All NFP prices are quoted ex-factory. Cost of delivery will be added to the ex-factory price.

NOTES:

The conditions detailed in the table above were those quoted directly by the companies. Definitions of eligibility vary from company to company. Each originator company establishes different restrictions to their offer of reduced prices, and classifies countries according to different categories. Some companies resort to least-developed country (LDC) criteria developed by the United Nations, others to the UN Development Programme's Human Development Index (UNDP HDI), and others still to World Bank classifications concerning country income.

For complete details please refer to annexes 3-10.

ANNEX 3: LEAST-DEVELOPED COUNTRIES (LDCS)

Source: United Nations

<http://www.un.org/special-rep/ohrls/ldc/list.htm>

48 countries are currently designated by the United Nations as least-developed countries (LDCs).

Afghanistan; Angola; Bangladesh; Benin; Bhutan; Burkina Faso; Burundi; Cambodia; Central African Republic; Chad; Comoros; Congo (Democratic Republic); Djibouti; Equatorial Guinea; Eritrea; Ethiopia; Gambia; Guinea; Guinea-Bissau; Haiti; Kiribati; Laos; Lesotho; Liberia; Madagascar; Malawi; Mali; Mauritania; Mozambique; Myanmar; Nepal; Niger; Rwanda; Samoa; São Tomé and Príncipe; Senegal; Sierra Leone; Solomon Islands; Somalia; Sudan; Tanzania; Timor-Leste; Togo; Tuvalu; Uganda; Vanuatu; Yemen; Zambia.

ANNEX 4: HUMAN DEVELOPMENT INDEX (HDI)

Source: United Nations Development Programme (UNDP) 2010 rankings
<http://hdr.undp.org/en/statistics/>

The Human Development Index is published annually as a part of UNDP's annual Human Development Report.

Low human development:

Afghanistan; Angola; Bangladesh; Benin; Burkina Faso; Burundi; Cameroon; Central African Republic; Chad; Comoros; Congo (Democratic Republic); Côte d'Ivoire; Djibouti; Ethiopia; Gambia; Ghana; Guinea; Guinea-Bissau; Haiti; Kenya; Lesotho; Liberia; Madagascar; Malawi; Mali; Mauritania; Mozambique; Myanmar; Nepal; Niger; Nigeria; Papua New Guinea; Rwanda; Senegal; Sierra Leone; Sudan; Tanzania; Togo; Uganda; Yemen; Zambia; Zimbabwe.

Medium human development:

Bolivia; Botswana; Cambodia; Cape Verde; China; Congo; Dominican Republic; Egypt; El Salvador; Equatorial Guinea; Fiji; Gabon; Guatemala; Guyana; Honduras; India; Indonesia; Kyrgyzstan; Laos; Maldives; Micronesia; Moldova;

Mongolia; Morocco; Namibia; Nicaragua; Pakistan; Paraguay; Philippines; Solomon Islands; South Africa; Sri Lanka; Suriname; Swaziland; Syria; São Tomé and Príncipe; Tajikistan; Thailand; Timor-Leste; Turkmenistan; Uzbekistan; Vietnam.

ANNEX 5: SUB-SAHARAN COUNTRIES

Source: World Bank country classification

http://web.worldbank.org/WBSITE/EXTERNAL/DATASTATISTICS/0,,contentMDK:20421402~pagePK:64133150~piPK:64133175~theSitePK:239419,00.html#Sub_Saharan_Africa

Angola; Benin; Botswana; Burkina Faso; Burundi; Cameroon; Cape Verde; Central African Republic; Chad; Comoros; Congo; Congo (Democratic Republic); Côte d'Ivoire; Eritrea; Ethiopia; Gabon; Gambia; Ghana; Guinea; Guinea-Bissau; Kenya; Lesotho; Liberia; Madagascar; Malawi; Mali; Mauritania; Mauritius; Mozambique; Namibia; Niger; Nigeria; Rwanda; São Tomé and Príncipe; Senegal; Seychelles; Sierra Leone; Somalia; South Africa; Sudan; Swaziland; Tanzania; Togo; Uganda; Zambia; Zimbabwe.

ANNEX 6: WORLD BANK CLASSIFICATION OF ECONOMIES

Source: World Bank

<http://web.worldbank.org/WBSITE/EXTERNAL/DATASTATISTICS/0,,contentMDK:20421402~pagePK:64133150~piPK:64133175~theSitePK:239419,00.html>

The list is updated every year on 1 July. This version is effective from 1 July 2010.

Low-income economies:

Afghanistan; Bangladesh; Benin; Burkina Faso; Burundi; Cambodia; Central African Republic; Chad; Comoros; Congo (Democratic Republic); Eritrea; Ethiopia; Gambia; Ghana; Guinea; Guinea-Bissau; Haiti; Kenya; Korea (Democratic Republic); Kyrgyzstan; Laos; Liberia; Madagascar; Malawi; Mali; Mauritania; Mozambique; Myanmar; Nepal; Niger; Rwanda; Sierra Leone; Solomon Islands; Somalia; Tajikistan; Tanzania; Togo; Uganda; Zambia; Zimbabwe.

Lower middle-income economies:

Angola; Armenia; Belize; Bhutan; Bolivia; Cameroon; Cape Verde; China; Congo (Rep); Côte d'Ivoire; Djibouti; Ecuador; Egypt; El Salvador; Georgia; Guatemala; Guyana; Honduras; India; Indonesia; Iraq; Jordan; Kiribati; Kosovo; Lesotho; Maldives; Marshall Islands; Micronesia; Moldova; Mongolia; Morocco; Nicaragua; Nigeria; Pakistan; Papua New Guinea; Paraguay; Philippines; Samoa; São Tomé and Príncipe; Senegal; Sri Lanka; Sudan; Swaziland; Syria; Thailand; Timor-Leste; Tonga; Tunisia; Turkmenistan; Tuvalu; Ukraine; Uzbekistan; Vanuatu; Vietnam; West Bank and Gaza; Yemen.

Upper middle-income economies:

Albania; Algeria; American Samoa; Antigua and Barbuda; Argentina; Azerbaijan; Belarus; Bosnia and Herzegovina; Botswana; Brazil; Bulgaria; Chile; Colombia; Costa Rica; Cuba; Dominica; Dominican Republic; Fiji; Gabon; Grenada; Iran; Jamaica; Kazakhstan; Lebanon; Libya; Lithuania; Macedonia; Malaysia; Mauritius; Mexico; Montenegro; Namibia; Palau; Panama; Peru; Romania; Russia; Serbia; Seychelles; South Africa; St. Kitts and Nevis; St. Lucia; St. Vincent and the Grenadines; Suriname; Turkey; Uruguay; Venezuela.

ANNEX 7: BRISTOL- MYERS SQUIBB ELIGIBLE COUNTRIES

Category 1 Countries:

Afghanistan; Angola; Bangladesh; Benin; Bhutan; Burkina Faso; Burundi; Cambodia; Cameroon; Cape Verde; Central African Republic; Chad; Comoros; Congo; Congo (Democratic Republic); Côte d'Ivoire; Djibouti; Equatorial Guinea; Eritrea; Ethiopia; Gabon; Gambia; Ghana; Guinea; Guinea-Bissau; Haiti; Kenya; Laos; Liberia; Madagascar; Mali; Mauritania; Mauritius; Mongolia; Myanmar; Nepal; Nicaragua; Niger; Nigeria; Pakistan; Papua New Guinea; Rwanda; São Tomé and Príncipe; Senegal; Seychelles; Sierra Leone; Solomon Islands; Somalia; South Sudan; Tanzania; Timor-Leste; Togo; Tuvalu; Uganda; Vietnam; Yemen.

Category 2 Countries:

Southern African countries:

Botswana; Lesotho; Malawi; Mozambique; Namibia; South Africa; Swaziland; Zambia; Zimbabwe.