

Questionnaires were sent to both originator and generic companies manufacturing antiretrovirals (ARVs), requesting information on prices for developing countries, restrictions that apply to each of the prices quoted (eligibility criteria), and any additional specificity applicable to the quoted prices. The data were collected up to May 2011.

All originator companies marketing ARVs were included in the survey. But the list of generic producers is by no means exhaustive. Only generic companies that have at least one ARV quality-assured by WHO Prequalification or US FDA on the date of requesting price information were included in this publication. Initial questionnaires were sent to companies in early April 2011.

A few generic manufacturers – Huahai, Combino Pharm S.L. and Macleods – were invited to contribute to this publication but have chosen not to provide price information.

## **SOME IMPORTANT PRELIMINARY REMARKS ON THE DATA PRESENTED IN THIS REPORT:**

- The information on prices given in this publication only relates to ARVs. It does not include other costs linked to antiretroviral treatment, such as diagnosis, monitoring or treatment of opportunistic infections. For information on the prices of these products, please refer to 'International Drug Price Indicator Guide' and for paediatric drugs, 'Sources and prices of selected medicines for children'.
- The manufacturers provide the prices listed in this publication. The prices paid by the purchaser might be higher because of add-ons (such as import taxes and distribution mark-ups), or may be lower after negotiations. The document should not be viewed as a manufacturers' price list, and procurement agents are advised to contact manufacturers directly to confirm prices.
- Companies use different trade terms (known as incoterms). These trade terms outline the responsibilities of the manufacturer and purchasers with regard to transport, international freight and insurance costs. Additional information and definitions of incoterms can be found in the 'Glossary and Abbreviations' section at the end of this guide. Prices in the publication have not been adjusted to incorporate the different terms. In 2005, the U.S. General Accountability Office demonstrated that these differences do not undermine their essential comparability.
- Information on patents is only indicative and should be checked with national authorities. It should in no way form the basis of a procurement decision.
- As the information on the WHO Prequalification and the US FDA lists are updated regularly, the lists should be consulted for up-to-date information regarding quality.
- Originator and some generic companies have different eligibility criteria for differential pricing for countries and entities, meaning not all countries and entities can access the price that is mentioned in this guide. The different categories of prices are detailed on the drug profile pages. More detailed information on the different eligibility criteria is provided in Annexes 2-10.
- The Clinton Foundation's Health Access Initiative negotiates prices for ARVs and diagnostic tests with generic companies on behalf of national AIDS programmes included in their consortium. The Clinton Foundation has reached agreements with eight ARV manufacturers to lower the prices of 40 different ARV formulations, both paediatric and adult. The current CHAI price list can be found in Annex 13.