



**Untangling the web of price reductions:**  
 a pricing guide for the purchase of ARVs for developing countries  
 10th Edition (September revision)  
**Electronic Update**

Update number: 1. Date: 8<sup>th</sup> February 2008

Price increases in this update are in **Red** while price decreases are in **Blue**

**Highlights:**

- Abbott's new release of pediatric LPV/r 100/25mg tablet (heatstable) is half the price of the adult tablet.
- Gilead offered TDF single and combination formulation to a new category of Lower Middle Income Group. Examples of countries include Belarus, China, Ecuador, Peru and Thailand.
- New products are offered by Cipla, Ranbaxy and Strides with the prices listed below

All prices are quoted in US \$. Currency conversions are made on the day the price information is received using the currency converter site [www.oanda.com](http://www.oanda.com). Prices are rounded up to the third decimal for unit price and the nearest whole number for yearly price per patient. The annual cost of treatment per patient (ppy) has been calculated according to WHO dosing schedules, multiplying the unit price by number of units required for daily dose, by 365. The price for the smallest unit is included in brackets.

For abbreviations please refer to glossary Page 56 Untangling the Web 10<sup>th</sup> Edition

COMPANY	PRODUCT	Form	OLD PRICE US \$ ppy (unit price)		UPDATED PRICE US\$ ppy (unit price)	
			1st category price	2nd category price	1st category price	2nd category price
Abbott	LPV/r 100/25mg tablet (heatstable)	Single	<b>New Item</b>		125* (0.171)	250* (0.343)
Aurobindo	ABC 300mg tab	Single	429 (0.587)		<b>395(0.542)</b>	
Aurobindo	ddl 100mg tab	Single	234 (0.160)		<b>219(0.150)</b>	
Aurobindo	ddl 150mg tab	Single	(0.235)		<b>(0.225)</b>	
Aurobindo	ddl 200mg tab	Single	(0.315)		<b>(0.308)</b>	
Aurobindo	EFV 50mg cap	Single	(0.100)		<b>(0.093)</b>	
Aurobindo	EFV 100mg cap	Single	(0.185)		<b>(0.175)</b>	
Aurobindo	EFV 200mg cap	Single	233 (0.267)		<b>226(0.206)</b>	
Aurobindo	EFV 600mg tab	Single	201 (0.550)		<b>176(0.483)</b>	
Aurobindo	3TC 150mg tab	Single	47 (0.064)		<b>43 (0.059)</b>	
Aurobindo	3TC 10mg/ml suspension	Single	44 (0.012/ml)		<b>34 (0.009/ml)</b>	
Aurobindo	NVP 200mg tab	Single	51 (0.070)		<b>48 (0.066)</b>	
Aurobindo	NVP 10mg/ml suspension	Single	95 (0.013/ml)		<b>76(0.010/ml)</b>	
Aurobindo	d4T 15 mg cap	Single	(0.032)		<b>(0.031)</b>	
Aurobindo	d4T 20mg cap	Single	(0.034)		<b>(0.033)</b>	
Aurobindo	d4T 30mg cap	Single	28 (0.039)		<b>27 (0.037)</b>	
Aurobindo	AZT 300mg tab	Single	120 (0.165)		<b>117(0.160)</b>	
Aurobindo	AZT 10mg/ml syrup	Single	95 (0.013/ml)		<b>84 (0.011/ml)</b>	
Aurobindo	3TC/d4T 150mg/30mg tab	FDC	72 (0.099)		<b>67 (0.092)</b>	
Aurobindo	3TC/d4T 150mg/40mg tab	FDC	74 (0.101)		<b>71 (0.098)</b>	
Aurobindo	AZT/3TC 300mg/150mg tab	FDC	140 (0.192)		<b>137 (0.188)</b>	
Aurobindo	AZT/3TC/NVP 300mg/150mg/200mg tab	FDC	231 (0.317)		<b>176 (0.242)</b>	
Aurobindo	AZT/3TC + EFV 300mg/150mg+600mg tabs	Co pack	410 (1.125)		<b>395 (1.083)</b>	
Aurobindo	AZT/3TC + ABC 300mg/150mg+300mg tabs	Co pack	548 (1.50)		<b>517 (1.417)</b>	
BMS	ddl 2g powder for reconstitution (10mg/ml)	Single	-	293 (13.496/2g)	-	<b>305 (13.937/2g)</b>
BMS	ddl 25mg tab	Single	-	416 (0.228)	-	<b>429 (0.235)</b>
BMS	ddl 50mg tab	Single	-	(0.228)	-	<b>(0.235)</b>

COMPANY	PRODUCT	Form	OLD PRICE US \$ ppy (unit price)		UPDATED PRICE US\$ ppy (unit price)	
			1st category price	2nd category price	1st category price	2nd category price
BMS	ddl 100mg tab	Single	-	352 (0.241)	-	<b>364 ( 0.249)</b>
BMS	ddl 150mg tab	Single	-	(0.334)	-	<b>(0.345)</b>
BMS	ddl 250mg tab	Single	-	239 (0.655)	-	<b>247 (0.677)</b>
BMS	ddl 400mg tab	Single	-	309 (0.846)	-	<b>319 (0.874)</b>
BMS	d4T 20mg cap	Single	-	(0.089)	-	<b>(0.092)</b>
BMS	d4T 30mg cap	Single	-	65 (0.089)	-	<b>67 (0.092)</b>
BMS	d4T 40mg cap	Single	-	65 (0.089)	-	<b>67 (0.092)</b>
Cipla	ABC 300mg tab	Single	456 (0.625)		<b>402(0.550)</b>	
Cipla	EFV 200mg cap	Single	226 (0.206)		<b>219 (0.200)</b>	
Cipla	EFV 600 mg tab	Single	218 (0.597)		<b>170(0.467)</b>	
Cipla	3TC 150mg tab	Single	51 ( 0.070)		<b>47 (0.065)</b>	
Cipla	3TC 300mg tab	Single	55 (0.150)		<b>50 (0.137)</b>	
Cipla	3TC 10mg/ml oral solution	Single	66 (0.018/ml)		<b>55 (0.0150/ml)</b>	
Cipla	NVP 200mg tab	Single	55 (0.070)		<b>50 (0.068)</b>	
Cipla	NVP 10mg/ml suspension	Single	131 (0.018/ml)		<b>110 (0.015/ml)</b>	
Cipla	D4T 30mg cap	Single	39 (0.053)		<b>30 (0.042)</b>	
Cipla	D4T 1mg/ml powder for syrup	Single	146 (0.020/ml)		<b>110 (0.015/ml)</b>	
Cipla	TDF 300mg tab	Single	195 (0.534)	340 (0.932)	<b>170 (0.467)</b>	<b>322 (0.881)</b>
Cipla	ABC/3TC 600mg/300mg tab	FDC	256 (0.700)		<b>243 (0.667)</b>	
Cipla	3TC/d4T 150mg/30mg tab	FDC	64 (0.088)		<b>55 (0.075)</b>	
Cipla	LPV/r 200mg/50mg tab	FDC	<b>New Item</b>		1338 (0.917)	
Cipla	3TC/AZT 150mg/300mg tab	FDC	134 (0.183)		<b>122 (0.167)</b>	
Cipla	3TC/d4T/NVP 150mg/30mg/200mg tab	FDC	132 (0.181)		<b>103 (0.142)</b>	
Cipla	AZT/3TC/NVP 300mg/150mg/200mg tab	FDC	231 (0.317)		<b>176 (0.242)</b>	
Cipla	AZT/3TC+EFV 300mg/150mg+600mg tab	Co pack	347 (0.950)		<b>320 (0.877)</b>	
Cipla	TDF/3TC+EFV 300mg/150mg+600mg tab	Co pack	493 (1.351)	-	<b>350 (0.959)</b>	-
Gilead	TDF 300mg tab	Single	<b>New category of Lower Middle Income</b>		365 (1.00)	
Gilead	TDF/FTC 300mg/200mg tab	FDC	<b>New category of Lower Middle Income</b>		548 (1.50)	
Ranbaxy	3TC/d4T 40mg/10mg tab	FDC	<b>New Item</b>		(0.049)	
Ranbaxy	3TC/d4T 20mg/5mg tab	FDC	<b>New Item</b>		(0.034)	
Ranbaxy	3TC/AZT/NVP 30mg/60mg/60mg tab	FDC	<b>New Item</b>		(0.132)	
Ranbaxy	TDF 300mg tab	Single	<b>New Item</b>		194 (0.532)	
Strides	EFV 200mg tab	Single	219 (0.200)		<b>186 (0.170)</b>	
Strides	EFV 600mg tab	Single	219 (0.600)		<b>180 (0.500)</b>	
Strides	3TC 150mg tab	Single	46 (0.063)		<b>51 (0.071)</b>	
Strides	NVP 200mg tab	Single	54 (0.074)		<b>58 (0.080)</b>	
Strides	d4T 30mg cap	Single	31 (0.042)		<b>27 (0.037)</b>	
Strides	d4T 40mg cap	Single	33 (0.045)		<b>30 (0.042)</b>	
Strides	3TC/d4T 150mg/30mg tab	FDC	61 (0.083)		<b>51 (0.071)</b>	
Strides	3TC/d4T 150mg/40mg tab	FDC	63 (0.087)		<b>54 (0.075)</b>	
Strides	3TC/d4T/NVP 150mg/30mg/200mg tab	FDC	121 (0.166)		<b>102 (0.140)</b>	
Strides	3TC/d4T/NVP 150mg/40mg/200mg tab	FDC	125 (0.171)		<b>106 (0.145)</b>	
Strides	3TC/d4T + NVP 150mg/40mg+200mg tab	Co pack	<b>New Item</b>		111 (0.304)	
Strides	3TC/AZT/ + EFV 150mg/300mg+600mg tab	Co pack	420 (1.15)		<b>330 (0.904)</b>	
Strides	3TC/AZT + NVP 150mg/300mg+200mg tab	Co pack	225 (0.616)		<b>207 (0.567)</b>	
Strides	3TC/d4T + EFV 150mg/40mg+600mg tab	Co pack	<b>New Item</b>		234 (0.641)	

\*Calculation per patient year is based on 2 tablets/day for 7-10kg child

**Statement from Clinton Foundation for price changes in Annex 10: The Clinton Foundation ARV List (pg. 52)**

“Due to recent increases in the cost structure of CHAI’s partner manufacturers, attributable to exogenous factors including exchange rate and tax policy changes, actual prices quoted by India-based partner manufacturers during the first quarter of 2008 may be up to 10% higher than the indicated ceiling prices for pediatric and adult second-line formulations. The net effect of these cost increases and ongoing cost reduction efforts will be reflected in the next update of the CHAI ARV Price List, which will be released by the end of March 2008, after which deviations from agreed price ceilings will no longer be permissible.”

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