

# Global Price Reporting Mechanism for ARVs in Developing Countries: 1<sup>st</sup> quarterly summary report, September 2005

We are pleased to make available the first quarterly summary report on the price of antiretroviral drugs (ARVs) from the “3 by 5” Global Price Reporting Mechanism (GPRM).

The GPRM contains information on real transaction prices of bulk quantities of ARVs purchased for use in HIV/AIDS treatment programmes in developing countries. It complements reports of price quotes from pharmaceutical companies<sup>1,2,3</sup> as well as transaction price data sets that comprise a subset of the data in the GPRM<sup>4, 5</sup>. The current version includes data provided to the AIDS Medicines & Diagnostics Service (AMDS) of the Department of HIV/AIDS at the World Health Organization (WHO), by the United Nations’ Children’s Fund (UNICEF), the International Dispensary Association (IDA), the Global Fund to Fight AIDS, TB, and Malaria (GFATM), Management Sciences for Health (MSH), and the Central Procurement Services (CPS) of WHO. Discussions are also ongoing with the Clinton Foundation HIV/AIDS Initiative (CHAI) to include data from their procurement programmes and we hope it will be available in future editions.

This report is intended to provide summary data on ARV pricing to governments, NGOs, donors, international organizations, academia, or any other individuals or institutions directly involved or interested in procurement of ARVs and scaling-up antiretroviral therapy (ART) in resource-poor settings.

The GPRM reports a total volume of 967’227’226 ARV units (including pediatric formulations) ordered between January 2004 and August 2005 at a total value of US\$ 245’890’239. This report is a summary of the transaction prices for 14 commonly-used adult formulation ARVs, recommended by WHO for 1<sup>st</sup> and 2<sup>nd</sup> line ART<sup>6</sup> (Tables 1 & 2). Data on less-frequently tracked

ARVs and more detail on the transactions summarized in this report can be found in the GPRM at [www.who.int/3by5/amds/price/hdd](http://www.who.int/3by5/amds/price/hdd).

For the interpretation of the data shown here it is important to note that:

- 1 All prices are shown in US dollars (US\$) per patient year of a defined daily dose of each drug in adults.
- 2 As taxes, tariffs, and/or terms of trade (INCO terms) were not consistently reported, they were not considered in the analysis. Previous investigations by the US Government Accounting Office<sup>3</sup> and MSH<sup>7</sup> suggest that any variation as a result would be 3-15% over the factory or ex-works (EXW) price, which does not comprise the inherent comparability of prices in this analysis<sup>2</sup>.
- 3 All transactions listed with a price of US\$ 0 in the GPR and thus considered to be ARV donations, were removed from analysis along with their corresponding purchase volumes.
- 4 Transactions considered to be outliers were removed from analysis. These were one-time transactions at prices that may not be reflective of the ARV market and could reflect strategic pricing based on country, region, or development/income classification, or errors in data entry. These transactions are reported in Table 3.

Any suggestions you might have that could improve this report would greatly appreciated. Please direct your remarks to Mr Boniface Dongmo Nguimfack at [dongmonguimfackb@who.int](mailto:dongmonguimfackb@who.int).

<sup>1</sup> Sources and Prices of Selected Medicines and Diagnostics for People Living with HIV/AIDS: A Joint UNICEF, UNAIDS, WHO, MSF Project. United Nations Children’s Fund, Joint United Nations Programme on HIV/AIDS, World Health Organization, Médecins Sans Frontières. Geneva, Switzerland. June 2004.

<sup>2</sup> Untangling the web of price reductions: a pricing guide for the purchase of ARVs for developing countries (8th edition). Campaign for Access to Essential Medicines. Médecins Sans Frontières. Geneva, Switzerland. June 2005.

<sup>3</sup> Global HIV/AIDS Epidemic: Selection of Antiretroviral Medications Provided Under US Emergency Plan is Limited. Report to Congressional Requesters. United States Government Accountability Office. January 2005.

<sup>4</sup> Purchase Price Report. The Global Fund to Fight AIDS, TB, and Malaria. Geneva, Switzerland. August 2004. [http://www.theglobalfund.org/en/funds\\_raised/price\\_reporting/default.asp](http://www.theglobalfund.org/en/funds_raised/price_reporting/default.asp)

<sup>5</sup> AFRO Essential Medicines Price Indicator. World Health Organization Regional Office for Africa (WHO AFRO). Brazzaville, Republic of Congo. December 2003.

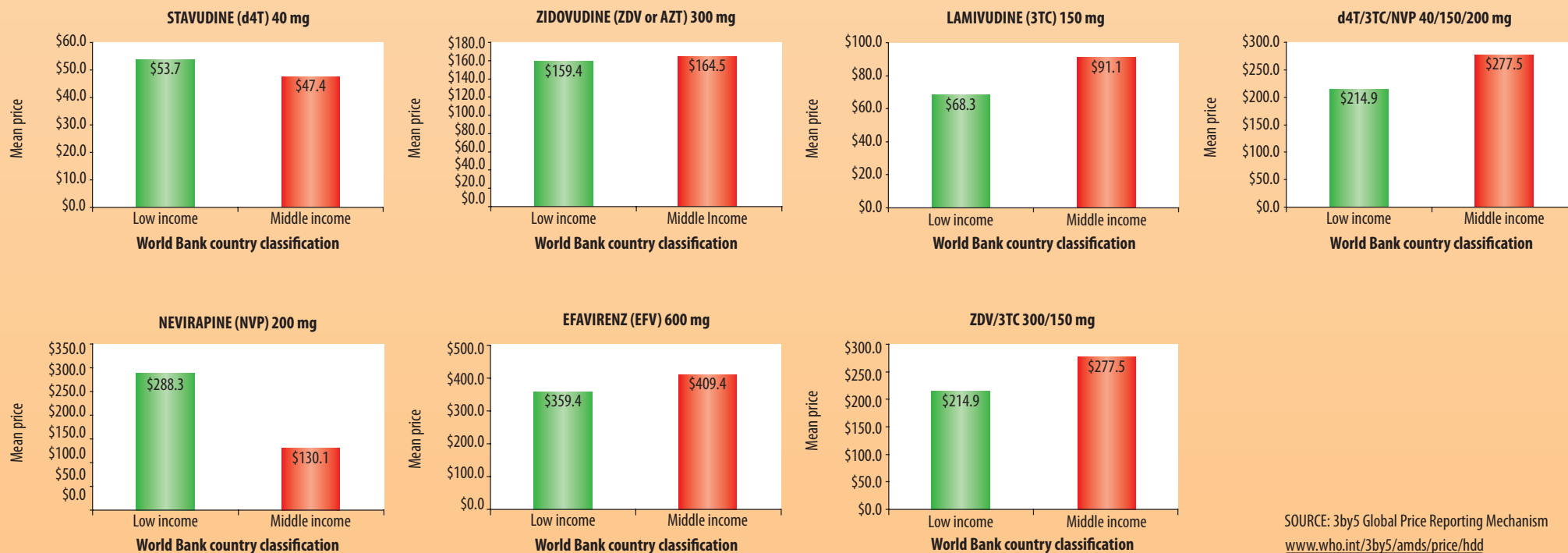
<sup>6</sup> Scaling Up Antiretroviral Therapy in Resource-Limited Settings: Treatment Guidelines for a Public Health Approach, 2003 Revision. World Health Organization. Geneva, Switzerland. 2004.

<sup>7</sup> International Drug Price Indicator. Management Sciences for Health and Essential Drugs & Medicines Policy, World Health Organization. Boston, USA and Geneva, Switzerland. 2003 Edition.

# TABLE 1: ARV Transaction Price Report – 1st line drugs

ARV name (INN)	Low Income Countries								Middle Income Countries							
	Min	25 <sup>th</sup> percentile	Median	75 <sup>th</sup> percentile	Max	Mode	Mean	Total volume purchased	Min	25 <sup>th</sup> percentile	Median	75 <sup>th</sup> percentile	Max	Mode	Mean	Total volume purchased
Stavudine (d4T) 40 mg	\$36.5	\$51.1	\$58.4	\$58.4	\$116.8	\$58.4	\$55.2	4'913'340	\$36.5	\$43.8	\$43.8	\$58.4	\$313.9	\$43.8	\$67.8	2'667'504
Zidovudine (ZDV or AZT) 300 mg	\$124.1	\$131.4	\$153.3	\$211.7	\$284.7	\$211.7	\$169.3	2'865'780	\$131.4	\$138.7	\$146.0	\$215.4	\$438.0	\$138.7	\$186.9	734'220
Lamivudine (3TC) 150 mg	\$58.4	\$65.7	\$73.0	\$73.0	\$102.0	\$73.0	\$72.7	13'873'080	\$65.7	\$73.0	\$80.3	\$131.4	\$167.9	\$73.0	\$92.8	4'155'360
Nevirapine (NVP) 200 mg	\$65.7	\$87.6	\$102.2	\$438.0	\$511.0	\$438.0	\$238.7	17'084'492	\$58.4	\$80.3	\$102.2	\$102.2	\$496.4	\$102.2	\$161.7	2'830'860
Efavirenz (EFV) 600 mg	\$346.8	\$346.8	\$346.8	\$376.0	\$806.7	\$346.8	372,2	6'158'310	\$346.8	\$346.8	\$372.3	\$441.7	\$821.3	\$346.8	\$461.0	1'941'510
ZDV/3TC 300/150 mg	\$160.6	\$197.1	\$240.9	\$240.9	\$467.2	\$240.9	\$224.4	12'170'960	\$160.6	\$211.7	\$240.9	\$270.1	\$2'730.2	\$211.7	\$527.4	4'746'980
d4T/3TC/NVP 40/150/200 mg	\$124.1	\$160.6	\$167.9	\$175.2	\$219.0	\$167.9	\$171.8	16'416'797	\$160.6	\$160.6	\$211.7	\$219.0	\$226.3	\$160.6	\$194.1	666'840

## Comparison of mean prices (weighted by purchase volume) between low and middle income countries



## TABLE 2: ARV Transaction Price Report – 2<sup>nd</sup> line drugs

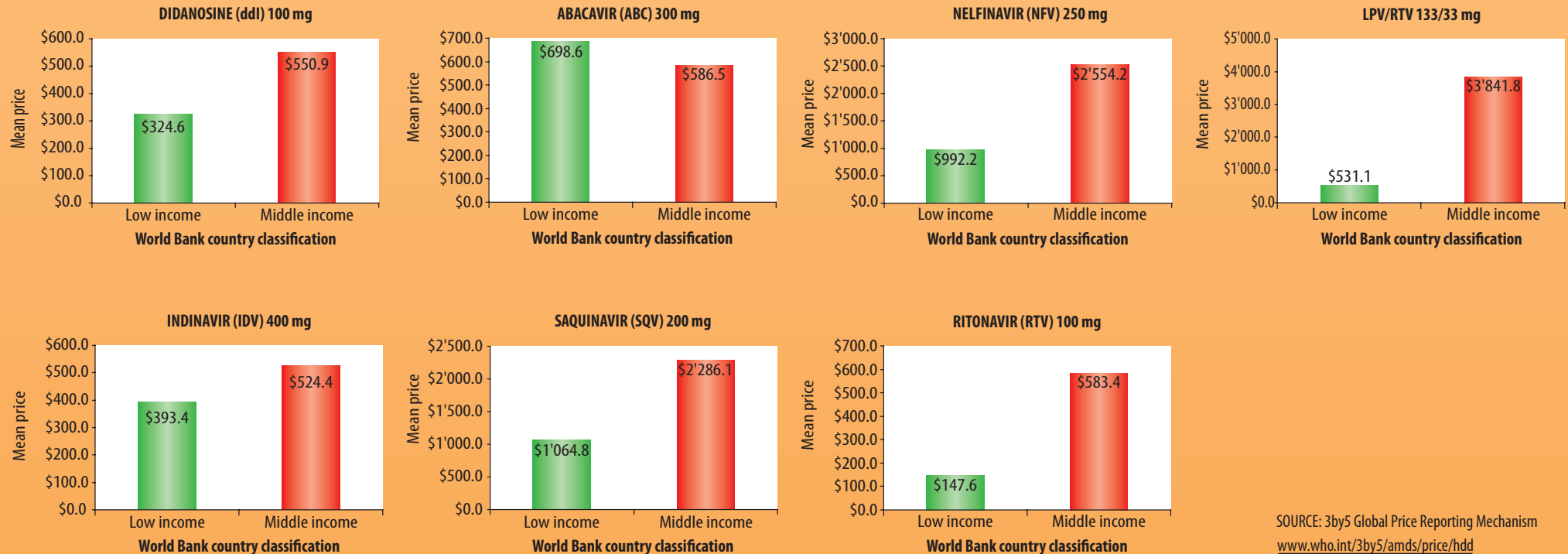
### Low Income Countries

ARV name (INN)	Min	25 <sup>th</sup> percentile	Median	75 <sup>th</sup> percentile	Max	Mode	Mean	Total volume purchased
Didanosine (ddI) 100 mg	\$248.2	\$306.6	\$306.6	\$306.6	\$394.2	\$306.6	\$302.7	886'800
Abacavir (ABC) 300 mg	\$102.2	\$890.6	\$890.6	\$890.6	\$956.3	\$890.6	\$728.0	727'140
Nelfinavir (NFV) 250 mg	\$912.5	\$949.0	\$1'022.0	\$1'131.5	\$4'964.0	\$949.0	\$1'353.1	9'097'110
Indinavir (IDV) 400 mg	\$335.8	\$379.6	\$408.8	\$408.8	\$438.0	\$408.8	\$396.0	2'182'680
Saquinavir (SQV) 200 mg	\$949.0	\$949.0	\$1'022.0	\$2'983.9	\$3'613.5	\$949.0	\$1'861.5	456'030
Ritonavir (RTV) 100 mg	\$80.3	\$80.3	\$87.6	\$1'029.3	\$1'489.2	\$80.3	\$515.9	832'776
Lopinavir/ritonavir (LPV/RTV) 133/33 mg	\$503.7	\$503.7	\$503.7	\$542.0	\$6'701.4	\$503.7	\$999.8	2'712'060

### Middle Income Countries

Min	25 <sup>th</sup> percentile	Median	75 <sup>th</sup> percentile	Max	Mode	Mean	Total volume purchased
\$262.8	\$317.6	\$476.2	\$584.0	\$1'649.8	\$584.0	\$646.8	614'640
\$131.4	\$292.0	\$857.8	\$945.4	\$3'774.1	\$890.6	\$871.3	829'740
\$949.0	\$1'606.0	\$1'606.0	\$3'221.1	\$3'467.5	\$1'606.0	\$2'141.8	8'205'030
\$365.0	\$372.3	\$394.2	\$616.9	\$2'701.0	\$394.2	\$601.8	1'577'940
\$2'190.0	\$2'372.5	\$2'372.5	\$2'372.5	\$3'102.5	\$2'372.5	\$2'409.0	329'850
\$87.6	\$102.2	\$795.7	\$795.7	\$868.7	\$795.7	\$533.4	553'704
\$65.7	\$569.4	\$4'467.6	\$4'511.4	\$7'840.2	\$4'511.4	\$3'200.5	2'146'620

### Comparison of mean prices (weighted by purchase volume) between low and middle income countries



## TABLE 3: Outlier Transactions (removed from analysis)

Country of destination	Grant Number	Type Of Package	Total Number of Smallest Units	Total Price Paid	INCO Terms	Unit Price	Price per daily dose	Price per patient year	Manufacturer	Country Of Manufacture	Date of Order	Source Name
<b>Low income countries</b>												
<b>ZDV 300mg</b>												
Tajikistan			1'200	3'980	CIP	3.32	6.64	2'423.6	GlaxoSmithKline Export Limited	United Kingdom	06.07.2004	3
<b>3TC 150mg</b>												
Cambodia	CAM-102-G01-H-00	multi-dose pack	9900	334	CIP	0.03	0.06	21.9	Hetero	India	01.07.2004	Global Fund
<b>Middle income countries</b>												
<b>d4T 40mg</b>												
Thailand			360	494	FCA	1.37	2.74	1'000.1	Bristol-Myers Squibb	South Africa	02.04.2004	3
El Salvador	SLV-202-G01-H-00	multi-dose pack	63'000	102'900	CIP	1.63	3.26	1'189.9	Bristol Myers Squibb	United States of America	11.03.2004	Global Fund
Honduras	HND-102-G01-H-00	unit dose pack	60	111		1.85	3.7	1'350.5	Hetero	India	21.06.2004	Global Fund
Estonia	EST-202-G01-H-00		33'320	96'827		2.91	5.82	2'124.3	Bristol Myers Squibb	France	09.02.2005	Global Fund
<b>3TC 150mg</b>												
Estonia	EST-202-G01-H-00		36'000	105'740		2.94	5.88	2'146.2	GlaxoSmithKline Ltd.	United Kingdom	21.02.2005	Global Fund
Honduras	HND-102-G01-H-00	unit dose pack	3'000	111		0.04	0.08	29.2	GlaxoSmithKline Ltd.	United Kingdom	21.06.2004	Global Fund
<b>NVP 200mg</b>												
Honduras	HND-102-G01-H-00		300	1'030	CIP	3.43	6.86	2'503.9	Boehringer Ingelheim	United States of America	25.08.2003	Global Fund
El Salvador	SLV-202-G01-H-00	multi-dose pack	18'600	31'000	CIP	1.67	3.34	1'219.1	Bayer Healthcare AG	Germany	11.03.2004	Global Fund
<b>EFV 600mg</b>												
Honduras	HND-102-G01-H-00	multi-dose pack	720	24'960		34.67	34.67	12'654.55	Merck	United States of America	21.06.2004	Global Fund
Honduras	HND-102-G01-H-00	unit dose pack	450	111		0.25	0.25	91.25	Merck	United States of America	21.06.2004	Global Fund
Honduras	HND-102-G01-H-00	unit dose pack	360	111		0.31	0.31	113.15	Merck	United States of America	21.06.2004	Global Fund
<b>ZDV/3TC 300/150 mg</b>												
Honduras	HND-102-G01-H-00	unit dose pack	3'000	111		0.04	0.08	29.2	GlaxoSmithKline Ltd.	United Kingdom	21.06.2004	Global Fund
<b>d4T/3TC/NVP 40/150/200 mg</b>												
Honduras	HND-102-G01-H-00	multi-dose pack	4'200	111		0.03	0.06	21.9	Cipla Ltd.	India	21.06.2004	Global Fund
Swaziland	SWZ-202-G01-H-00	unit dose pack	300'000	12'603	CIF	0.04	0.08	29.2	Cipla Ltd.	South Africa	27.01.2005	Global Fund

\* The following transactions were excluded from the analysis and are not considered representative of the market for antiretroviral drugs. These transactions could reflect strategic pricing decisions based on geographical region and/or development classification OR could result from errors in data entry.



World Health  
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