



Abbott

Abbott Agreement Global Fund

July, 2015

Official terms, conditions and pricing can be found in the Abbott Global Fund Agreement

AMD00003115





Abbott

At Abbott, we understand the challenges you face with scaling up to deliver an AIDS-free generation and even more about the burden that HIV and its associated opportunistic infections (i.e. MTB, Hepatitis and HPV) impose. Which is why Abbott's proposed pricing includes solutions beyond just the HIV-1 assay to help strengthen your scale-up program so you can:

- **Implement your scale-up plan with an experienced partner**
- **Effectively monitor HIV-1 patients on treatment**
- **Track your progress, and**
- **Make it sustainable**

We believe our offer is the best value option, both economically and operationally, to help you drive towards an AIDS-free generation.



ABBOTT – YOUR PARTNER FOR SUCCESSFUL AND SUSTAINABLE SCALE-UP

- **Abbott has provided health-related services to people around the globe for more than 125 years. Abbott fully understands and shares the global community's commitment to achieve a generation free of HIV and AIDS**
- **In June 2015, Abbott was selected by the Global Fund as a panel supplier for HIV-1 Quantitative (Viral Load) assay and HIV-1 Qualitative (Early Infant Diagnosis) assay for an initial 3-year period**
- **Abbott has extended its low access price to molecular tests for Tuberculosis detection, Hepatitis, Chlamydia/Gonorrhea and Human Papilloma Virus. By offering a consolidated testing solution, this will save the user capital costs, reduce technician training time, help to minimize procurement of stock items and allow scale-up for future testing needs of opportunistic diseases.**
- **Subsequently, Low and Middle Income Countries (LMICs) receiving funding from the Global Fund have access to this agreement at the conditions specified in the framework agreement and detailed thereafter.**

WHAT IS UNIQUE ABOUT THE ABBOTT OFFER?

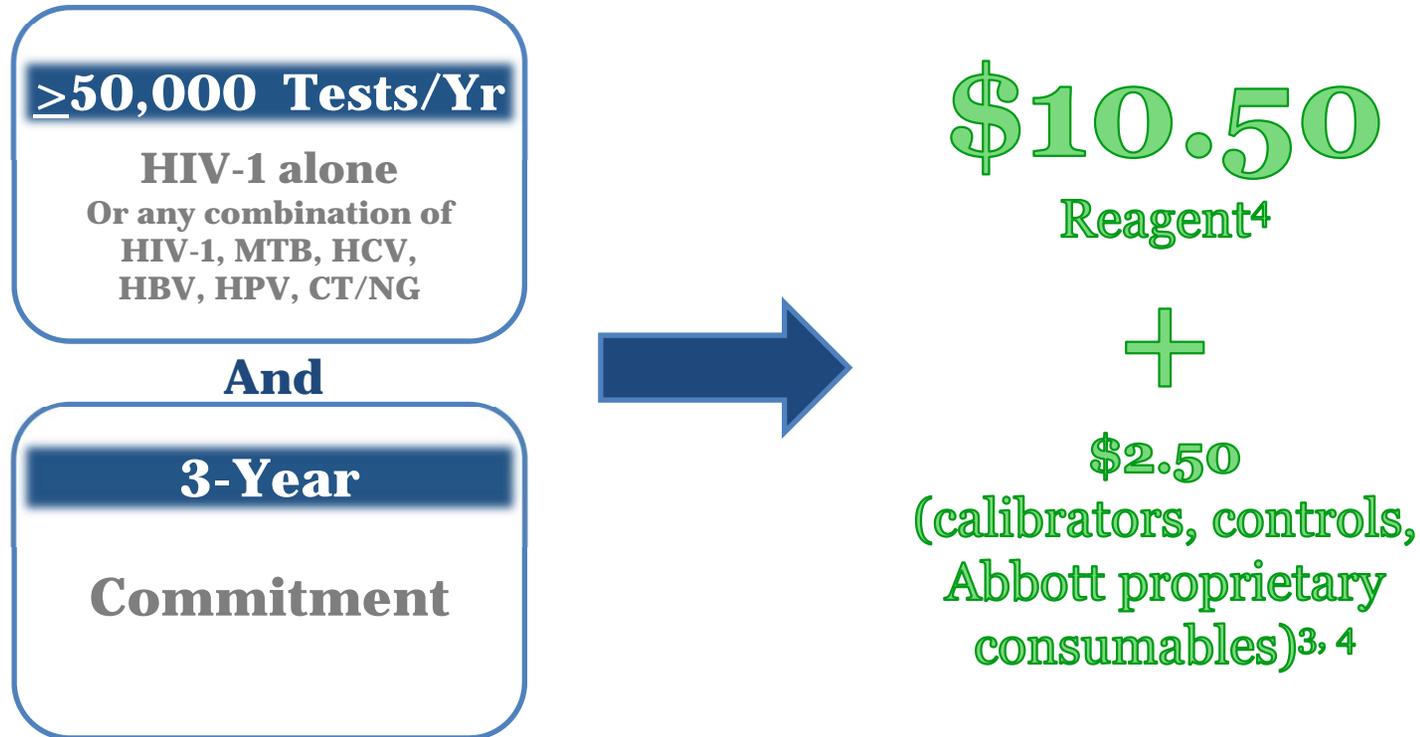
Abbott's offer is unique in several ways, you get:

- Access to **leading HIV-1 assays** plus cost-effective and efficient *m2000* platform with a broad menu
- **LOW ACCESS** price contingent on volume/term commitment
- **SAME** low access price available for each assay: HIV-1 Viral Load (HIV-1 VL), HIV-1 Early Infant Diagnosis (HIV -1EID), MTB, HCV, HBV, HPV and CT/NG – Reinforcing the “Power of the Platform”
- Abbott has partnered successfully in many countries with scale up programs and solutions that make a difference. Skilled support for scale-up available through **Abbott's 4-step scale-up Program*** (Detailed on slide 13)
- **Added value services***: Education programs, operational assessment and recommendations to optimize laboratory workflow including
 - Capacity analysis: Labor & instrument utilization, throughput and TAT
 - Consolidation Analysis

- *Specific conditions may apply depending on commitment.

ABBOTT GLOBAL FUND AGREEMENT (LABORATORIES WITH 50,000 TESTS/YEAR OR MORE):

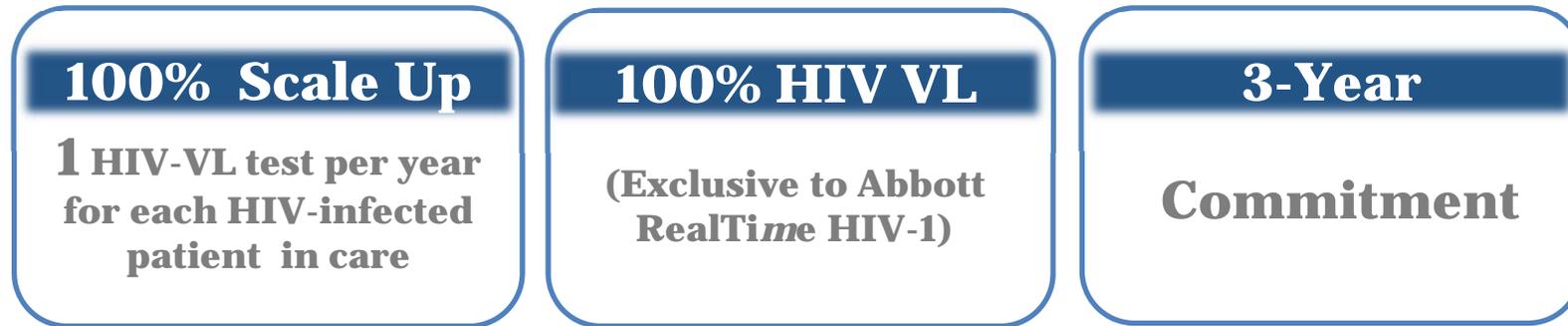
For Laboratories (50,000 or more tests/year) that commit^{1,2}:



1. Additional value added services provided for countries committing to 50,000 or more annual test volume: consultation for capacity planning, total cost-of-ownership estimate, and Abbott's remote troubleshooting software with real time data
 - mView -- Web based performance monitoring of the m2000 System
 - AbbottLink – Support with remote troubleshooting
2. For instrument and service see slide 11.
3. Some assays may require additional accessories to be purchased separately
4. Ex-works

ABBOTT GLOBAL FUND AGREEMENT (LABORATORIES WITH LESS THAN 50,000 TESTS/YEAR):

For Laboratories (<50,000 tests/year) that commit^{1,2}:



\$10.50

Reagent
+

**\$2.50 (calibrators, controls, Abbott
proprietary consumables)^{3, 4}**

1. All criteria (Commit to scale-up -- defined as 1 HIV VL test/year for each HIV-infected patient in care -- plus 100% Abbott HIV-1 VL and 3-year term), must be met to receive pricing.. For instrument and service see slide 11.
2. For countries committing 100% HIV -1VL test volume to Abbott over a term greater than 3-year s, Abbott will honor the longer-term RAP price point at the initial 3-year scale-up volume commitment even if countries do not have committed funding beyond 3-years.
3. Some assays may require additional accessories to be purchased separately
4. Ex-works

ABBOTT GLOBAL FUND AGREEMENT (LABORATORIES WITH 25,000 TO <50,000 TESTS/YEAR):

For Laboratories with 25,000 to < 50,000 Tests/Year¹:		
Term Commitment	Volume Commitment	Price
3-Years or more	Yes (HIV-1 only or any combination of HIV-1, MTB, HCV, HBV, HPV, CT/NG)	\$13.50 Reagent (Plus \$2.50 for cals, controls, Abbott proprietary consumables*) ^{2,3}
< 3-Years	Yes (HIV-1 only or any combination of HIV-1, MTB, HCV, HBV, HPV, CT/NG)	\$19.50 Reagent (Plus \$2.50 for cals, controls, Abbott proprietary consumables*) ^{2,3}

1. For instrument and service see slide 11.
2. Additional \$2.50 for controls/calibrators and Abbott proprietary consumables. Some assays may require additional accessories to be purchased separately
3. Ex-works

Terms & Conditions

Pricing subject to adjustment if quarterly review of scale-up does not meet commitment

Existing business will be transitioned as current agreements expire and new agreements are signed, under terms agreed to with The Global Fund

ABBOTT GLOBAL FUND AGREEMENT (LABORATORIES WITH <25,000 TESTS/YEAR):

For Laboratories with < 25,000 Tests/Year¹:		
Term Commitment	Volume Commitment	Price
3-Years or more	No	\$16.50 Reagent (Plus \$2.50 for cals, controls, Abbott proprietary consumables*) ^{2,3}
< 3-Years	No	\$22.50 Reagent (Plus \$2.50 for cals, controls, Abbott proprietary consumables*) ^{2,3}

1. For instrument and service see slide 11.
2. Additional \$2.50 for controls/calibrators and Abbott proprietary consumables. Some assays may require additional accessories to be purchased separately
3. Ex-works

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COMMITMENT IS VALUED WITH LOW ACCESS PRICE

Number of tests/year	Term Commitment	Volume Commitment	Solutions included	Access Price Reagent (Plus \$2.50 for calibrators, controls, Abbott proprietary consumables*) ^{1,2,3}
> 50,000 tests/year	3-Years or more	> 50,000 tests/year (HIV-1 only or any combination of HIV-1, MTB, HCV, HBV, HPV, CT/NG)	Yes (See slide 10 for details)	\$10.50 Reagent
< 50,000 tests/year	3-Years or more and 100% HIV -1VL test volume to Abbott	No	Specific conditions may apply	\$10.50 Reagent
25,000 to < 50,000 Tests/Year	3-Years or more	Yes (HIV-1 only or any combination of HIV-1, MTB, HCV, HBV, HPV, CT/NG)	No	\$13.50 Reagent
25,000 to < 50,000 Tests/Year	< 3-Years	Yes (HIV-1 only or any combination of HIV-1, MTB, HCV, HBV, HPV, CT/NG)	No	\$19.50 Reagent
< 25,000 Tests/Year	3-Years or more	No	No	\$16.50 Reagent
< 25,000 Tests/Year	< 3-Years	No	No	\$22.50 Reagent

1. Some assays may require additional accessories to be purchased separately
2. For instrument and service see slide 11.
3. Ex-works

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ENHANCEMENTS TO CURRENT OFFERING*

Abbott Molecular provides innovative tools to support the scale of HIV -1 viral load testing. **These solution tools are available to qualifying countries with scale up plans and with Abbott Molecular platforms.**

Solutions Support*:

- *mView* – Web-based performance monitoring of the *m2000* System
- Operational assessment & recommendations to optimize workflow
 - Capacity Analysis: Labor & instrument utilization, throughput and TAT
 - Consolidation Analysis
- GoMolecular – website to support lab professionals from the start up to expert
- SMS printing
- Procurement
 - Inventory Management (Hardware & Software)
 - Material Planner (Supply requirements based on HIV-1 testing volume)

Educational Support¹:

- Lean Laboratory Program
- Change management training & support
- eLearning Modules
- Education program for physician**
- Education program for laboratory managers**
- Training program for lab technicians**

** In development

* Specific conditions may apply depending on commitment. Service & Solutions included as value-add for any program scaling up to 50,000 or more tests to optimize existing system and investments (including cost-of-switching analysis)

ABBOTT INSTRUMENT SERVICE AND SUPPORT

Service & Support: Abbott has an experienced Global Service Support Team as well as a developed network of more than 120 trusted distributor partners across continents. Abbott trains its distributor partners to execute all service activities on Abbott Molecular instruments throughout the lifecycle.

Instrument¹

- Instruments can be paid up front, part of ongoing monthly payment, or included in RAP pricing (add-on).
- Discounted pricing for instrument when paid up front (\$160,000 for *m2000* System)
- Instruments in service prior to execution of the Global Fund agreement may be purchased for book value. Instruments not currently in service may require readiness qualification to be purchased
- RAP add-on available for \$1-\$3 per test, depending on term, volume, and number of instruments

Service¹

- Discounted pricing for service when paid up front (\$18,000 per year, for *m2000* System)
- RAP add-on available for \$0.60 per test.²

Other

- Local costs including 3rd party handling fees and logistics, taxes, local support requirements, etc. will be communicated and added separately by Abbott

1. Instrument & Service: Actual prices may vary depending on volumes, instrumentation and logistics costs and any added services 1.

2. RAP pricing assumes \$170,000/instrument and \$27K/year for service

WHO CAN ACCESS IT?

Abbott's Global Fund Eligibility:

Abbott's Global Fund offer is available to eligible countries receiving grant funds from Global Fund with exceptions to countries where international restrictions may exist for a U.S. supplier and/or manufacturer.

Abbott will ensure that reasonable efforts are made to manage unique country needs.

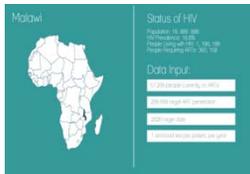
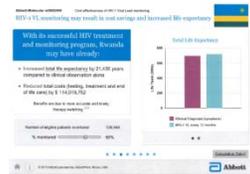
Global Fund Eligible Countries:

For the actual list of countries that have access to Global Fund allocations for HIV/AIDs, please visit:

http://www.theglobalfund.org/documents/core/eligibility/Core_EligibleCountries2015_List_en/

ABBOTT'S 4-STEP SCALE-UP PROGRAM

Abbott 4-Step Scale-Up Program Helps You Determine:



1. WHY Perform HIV-1 VL Testing?

Abbott's customized **health economic evaluation tool** helps demonstrate the potential benefits (i.e. clinical & cost-effectiveness) of HIV-1 viral load testing. This is a country-specific tool using your individualized HIV-1 landscape (incidence/prevalence).

2. HOW to Scale Up?

Scale Up Tool/Service: An interactive system helping countries to appropriately scale up your laboratory and procurement infrastructure to manage increasing testing volumes.

3. WHAT to Procure?

Abbott developed **Material Planner** will help manage your custom ordering needs. This tool individualizes procurement so you effectively order materials based on true need to best manage cost.

4. How to MEASURE Success?

mView: Abbott's online reporting and metrics system allows you to monitor operational and surveillance performance, measure success and sustainability*

Abbott's proposed pricing includes this experienced scale-up program, including tools you need to monitor both the effectiveness of the program and the associated investment*

*Specific conditions may apply depending on commitment

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SATISFYING YOUR NEED: ALL FROM ONE PARTNER

At Abbott, we understand your scale-up needs and even more about the burden that HIV and associated opportunistic infections (i.e. MTB, Hepatitis and HPV) impose, which is why our solution encompasses more than just HIV-1 VL. Choose a partner that includes the solutions at one low access price to deliver the best economic value option for your scale-up needs:



Experienced partner to help you implement a scale-up program (Abbott's 4-step program), monitor your success and make it sustainable. All to help you reach an AIDS-Free generation.



Low access price for all these assays on a single platform (contingent on volume/term commitment): HIV-1 VL, HIV-1 EID, MTB, HCV, HBV, HPV, CT/NG. This helps you save on costs and support with future testing needs.



Abbott remote monitoring capabilities (*mView*, *AbbottLink*) as value add for your commitment*



Additive value services including educational tools and capacity planning*

* Specific conditions may apply dependent on commitment.
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