





MPP IMPACT ANALYSIS: DOLUTEGRAVIR
(2017-June 2019)

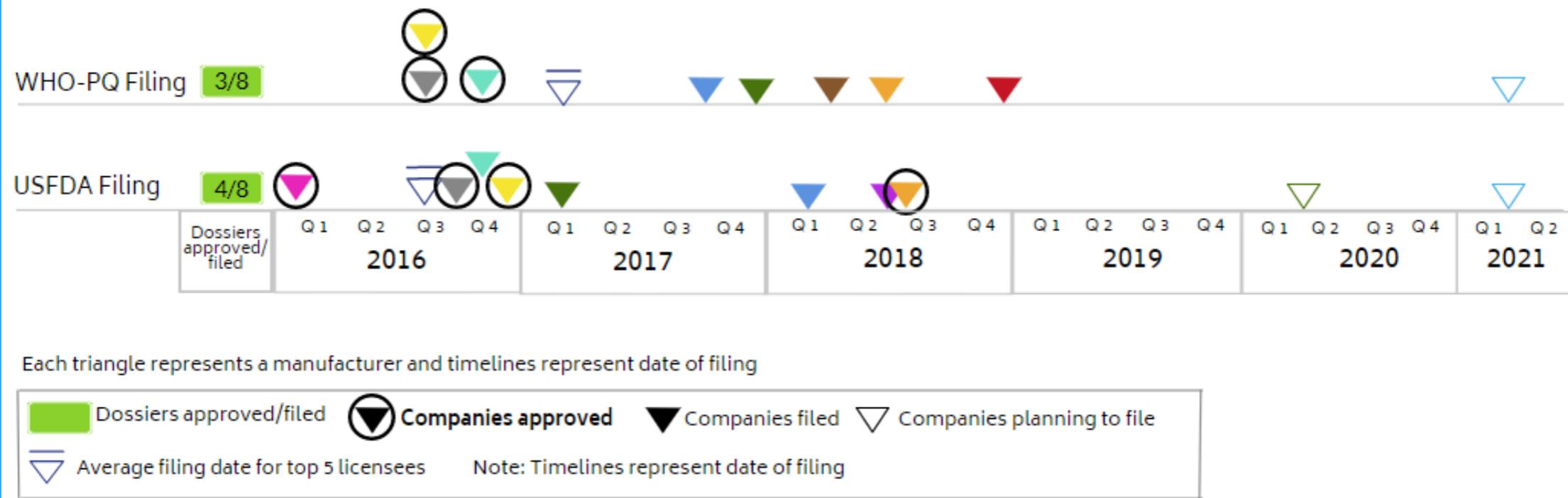
October 2019



*Aurobindo is a direct Licensee of Viiv. A tripartite agreement Aurobindo-Viiv-MPP has been signed to share data. For the purposes of this presentation only, Aurobindo will be referred to as an MPP Licensee.

Ten MPP licensees have developed generic DTG 50mg, of which, **six companies are ready to supply product**

DTG 50mg (plain & scored)



Five generic manufacturers already WHO-PQ and/or USFDA approved: Aurobindo, Laurus, Cipla, Hetero and Mylan;
 Strides has received Expert Review Panel (ERP) approval (in August 2019)
 5 other licensees awaiting WHO-PQ approvals, 4 licensees with USFDA
 Two other licensees are still developing this product

Generic DTG 50mg has been filed in 51 countries, of which approval is received from 35 countries.

Total filing coverage till date is 90.2% of PLHIV in LMICs

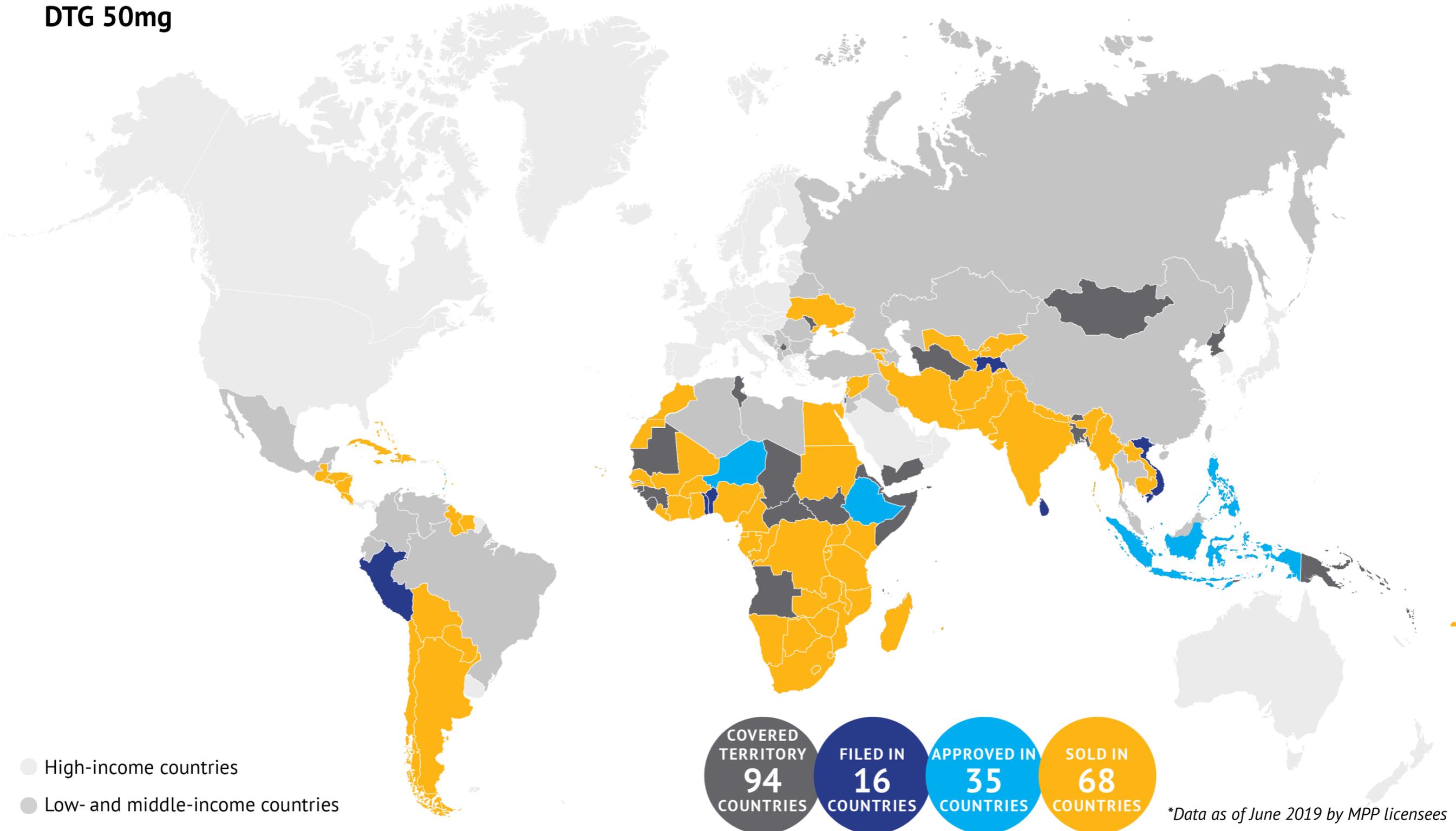
APPROVED (35) 84.8% PLHIV in LMICs

Anguilla	Grenada	Mozambique	St. Lucia
Botswana	Guatemala	Myanmar	St. Vincent and the Grenadines
Cambodia	India	Namibia	Tanzania
Congo, Dem. Rep.	Indonesia	Nicaragua	Uganda
Congo, Rep.	Iran, Islamic Rep.	Niger	Ukraine
Côte d'Ivoire	Kenya	Nigeria	Uzbekistan
Dominica	Malawi	Philippines	Zambia
Ethiopia	Mauritius	Rwanda	Zimbabwe
Ghana	Montserrat	South Africa	

FILED (16) 5.4% PLHIV in LMICs

Benin	Mali
Burkina Faso	Pakistan
Burundi	Peru
Cameroon	Senegal
El Salvador	Sri Lanka
Gabon	Tajikistan
Guyana	Togo
Kyrgyz Republic	Vietnam

DTG 50mg

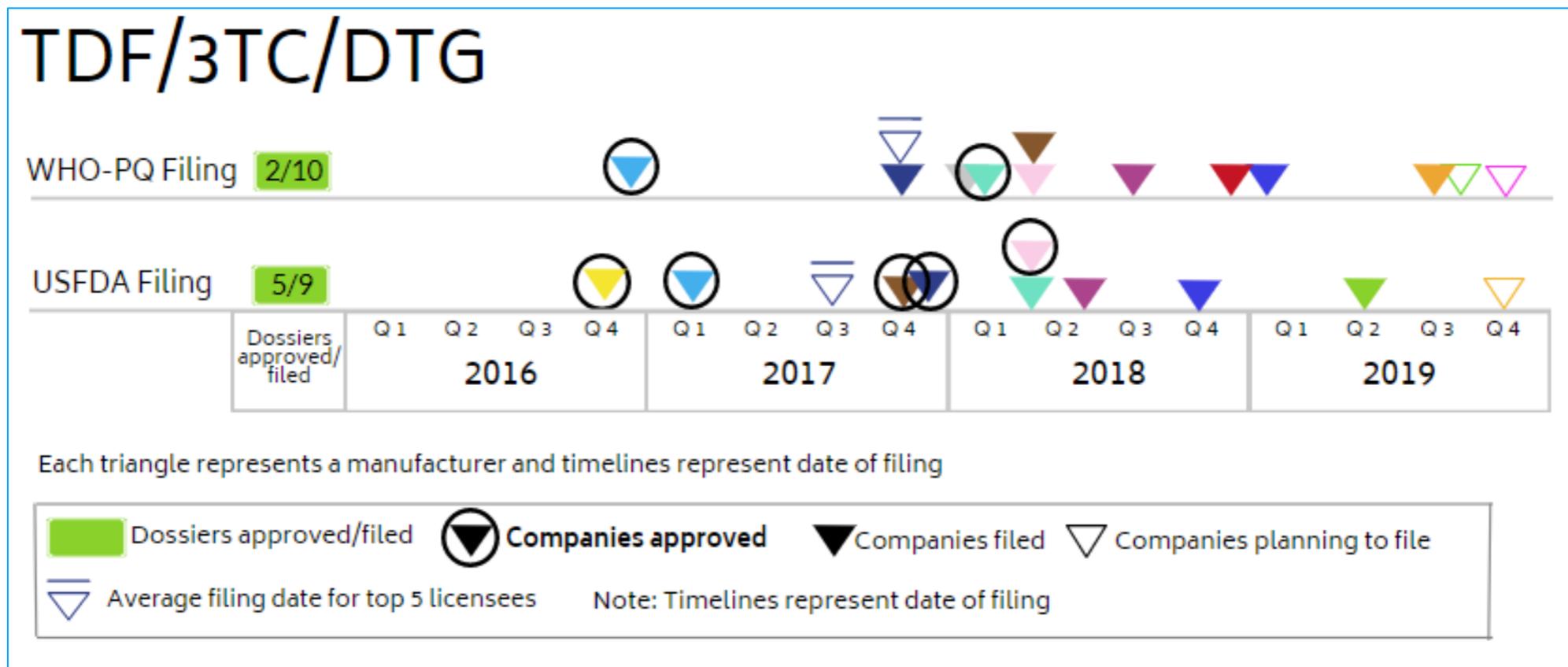


- High-income countries
- Low- and middle-income countries



**Data as of June 2019 by MPP licensees*

Twelve MPP licensees have developed generic TLD, of which, **seven companies are ready to supply product**



Six licensees already WHO-PQ and/or USFDA approved: Aurobindo, Cipla, Hetero, Laurus, Macleods & Mylan

Emcure has received ERP approval (valid through Jan-20)

8 other licensees awaiting WHO-PQ approvals, 4 licensees with USFDA;

Two additional licensees are currently developing the product

Generic TLD has been filed in 53 countries, of which approval is received from 34 countries.
Total filing coverage till date is 92.7% of PLHIV in LMICs

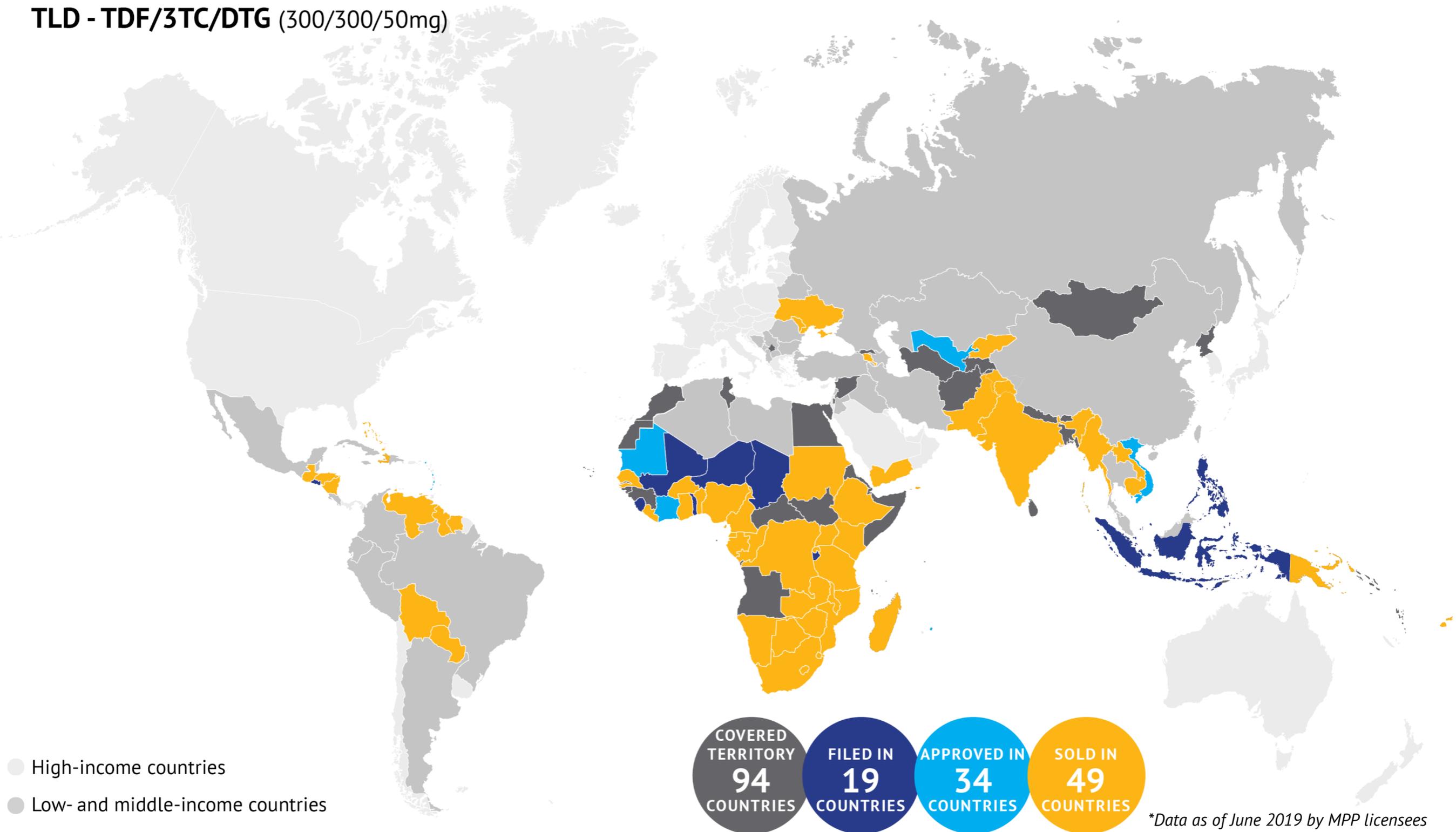
APPROVED (34) 83.8% PLHIV in LMICs

Anguilla	Gabon	Mauritius	Tanzania
Benin	Ghana	Montserrat	Uganda
Botswana	Grenada	Mozambique	Ukraine
Cambodia	Guatemala	Nigeria	Uzbekistan
Congo, Dem. Rep.	India	Rwanda	Vietnam
Congo, Rep.	Kenya	South Africa	Zambia
Côte d'Ivoire	Lesotho	St. Lucia	Zimbabwe
Dominica	Malawi	St. Vincent and the Grenadines	
Ethiopia	Mauritania	Swaziland	

FILED (19) 8.9% PLHIV in LMICs

Burkina Faso	Kyrgyz Republic	Philippines
Burundi	Madagascar	Senegal
Cameroon	Mali	Sierra Leone
Chad	Myanmar	Sudan
El Salvador	Namibia	Togo
Haiti	Niger	
Indonesia	Pakistan	

TLD - TDF/3TC/DTG (300/300/50mg)



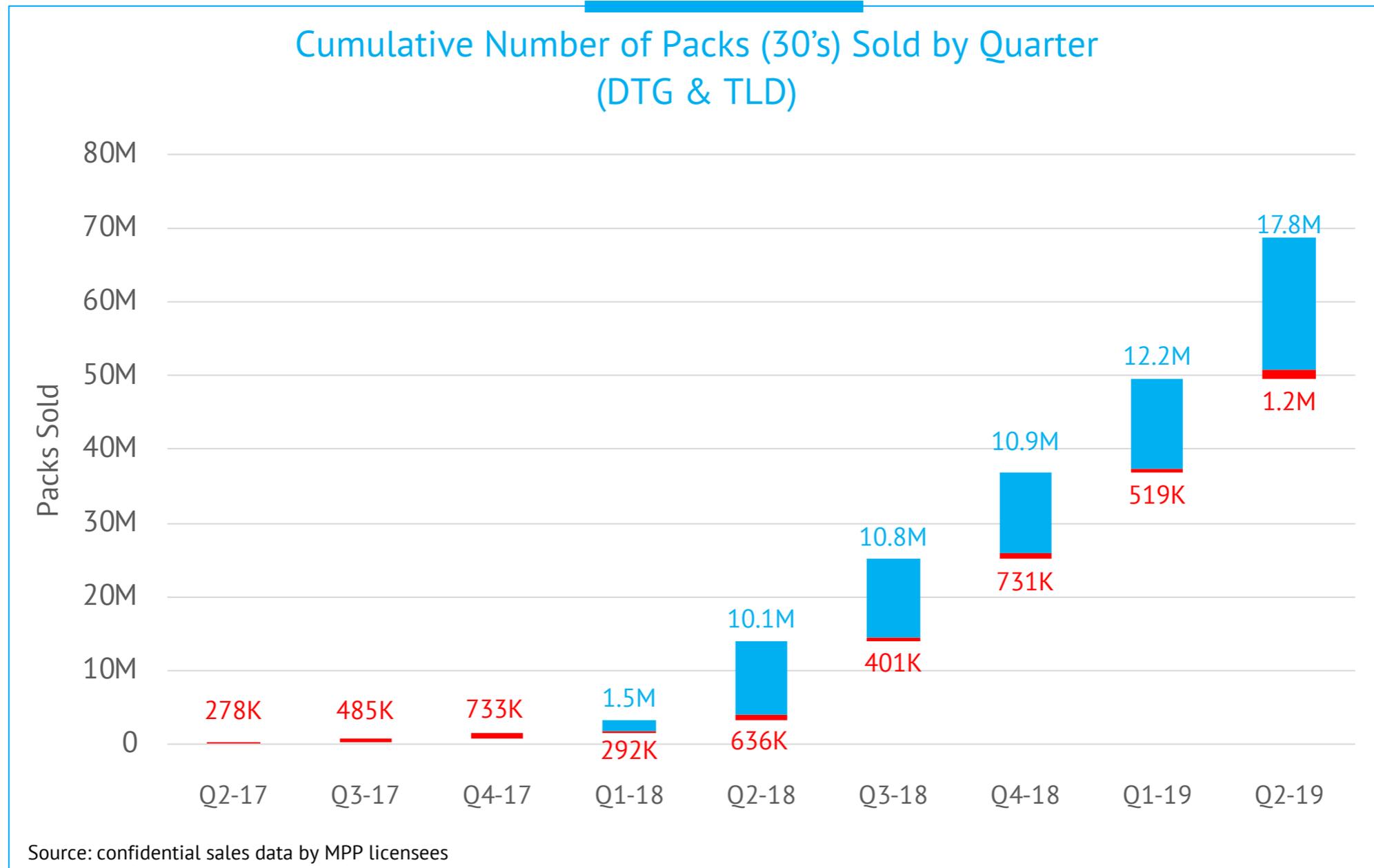
COUNTRIES (74)

Afghanistan	Cameroon	Ethiopia	Kyrgyzstan	Namibia	Syria
Anguilla	Cape Verde	Fiji	Laos	Nepal	Tanzania
Argentina	Chile	Gabon	Lebanon	Nicaragua	Uganda
Armenia	Congo	Georgia	Lesotho	Nigeria	Ukraine
Bahamas	Congo, Dem. Rep.	Ghana	Liberia	Pakistan	Uzbekistan
Barbados	Costa Rica	Guatemala	Madagascar	Pap. New Guinea	Venezuela
Benin	Cote d'Ivoire	Guyana	Malawi	Paraguay	Yemen
Bermuda	Cuba	Haiti	Mali	Rwanda	Zambia
Bolivia	Dominican Republic	Honduras	Mauritius	Senegal	Zimbabwe
Botswana	Egypt	India	Moldova	Saint Lucia	
Burkina Faso	El Salvador	Iran	Morocco	South Africa	
Burundi	Equatorial Guinea	Jamaica	Mozambique	Sudan	
Cambodia	Eswatini	Kenya	Myanmar	Suriname	

*Analysis include sales of DTG 50mg and TDF/3TC/DTG

*Data as of June 2019

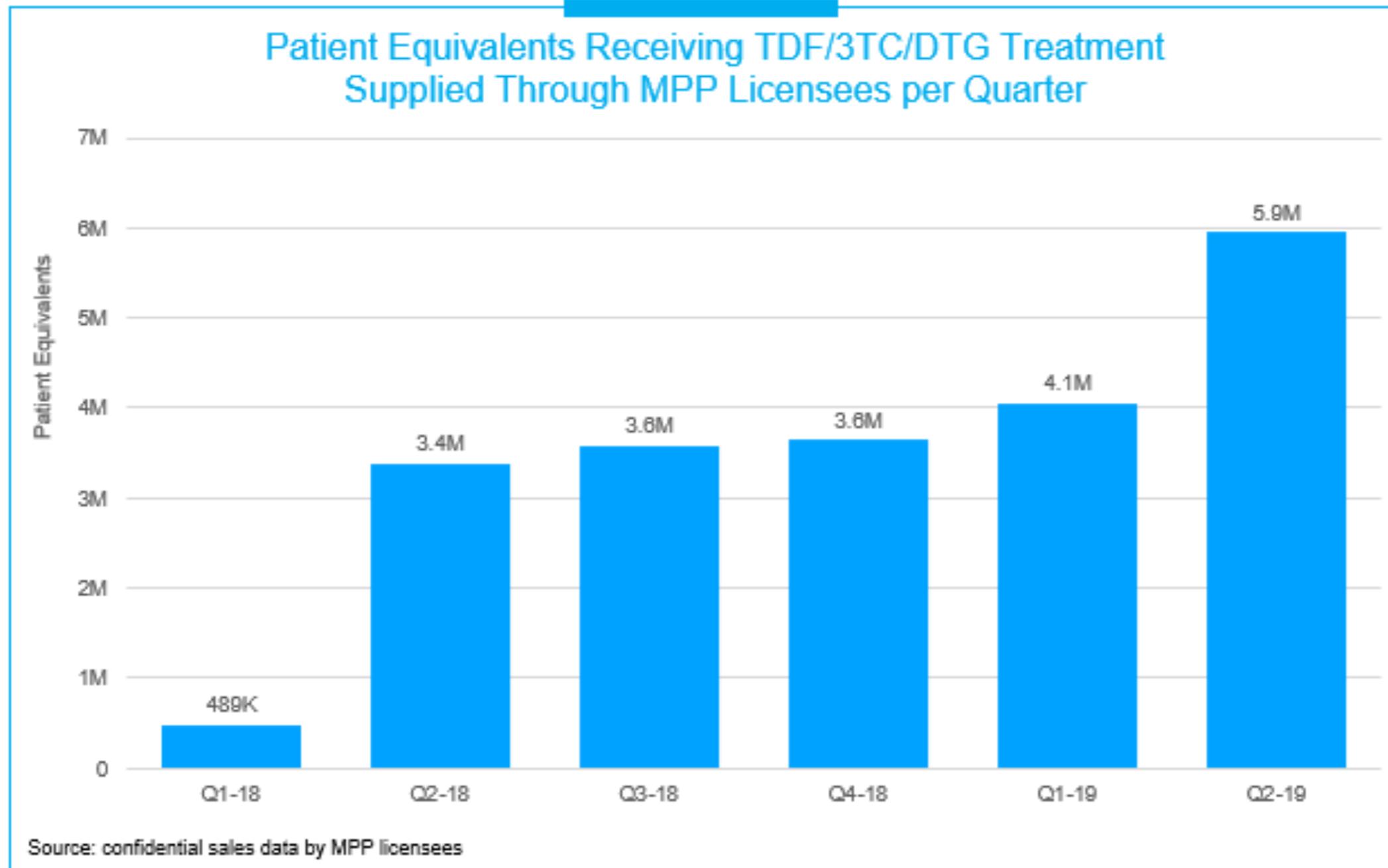
63.3 million packs of TLD and 5.3 million packs of DTG 50mg sold to-date



● DTG 50mg ● TLD

*Packs of 90's converted to 30's for this analysis

At least 5.9 million people living with HIV are on DTG-based treatment

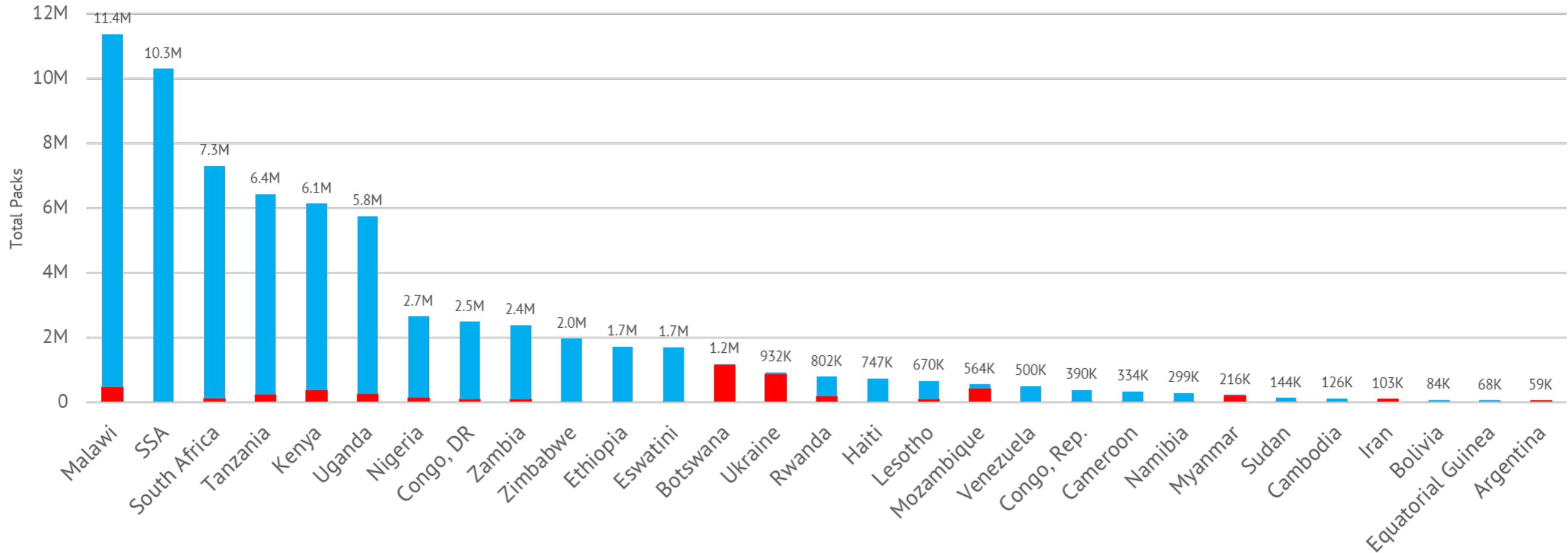


● TLD

*Analysis excludes sales of DTG 50mg singles

**"Patient Equivalents" calculated by dividing the total (30's) packs of TLD sold in a quarter by 3 (months)

Total Packs (30's) of Treatment Sold By Country
(DTG & TLD)



Source: confidential sales data by MPP licensees

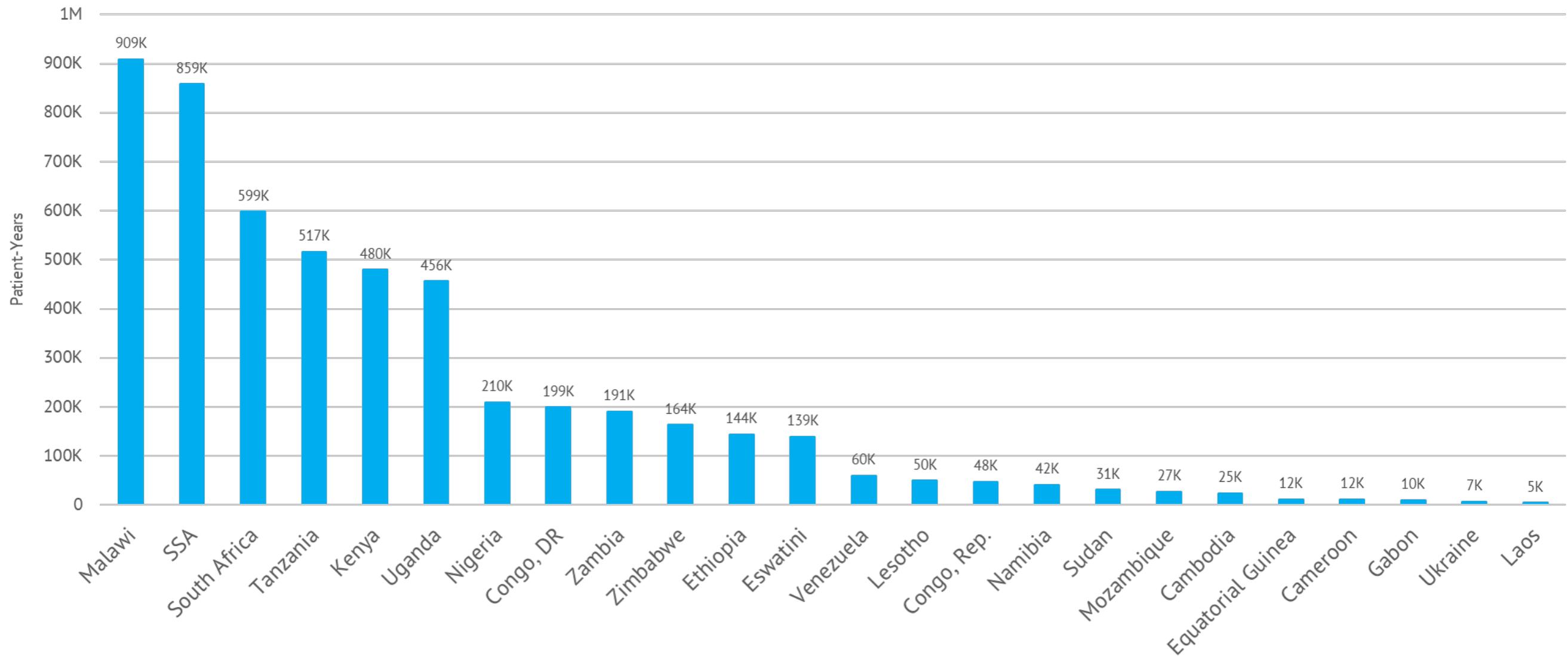
● DTG 50mg ● TLD (#) Data Label: DTG + TLD

*Packs of 90's converted to 30's for this analysis

**Sub-Saharan Africa (SSA): non-identified countries by which sales were made through procurement agents

Note: Analysis excludes countries where <5,000 patient-years of treatment were sold (<60,000 packs)

Total Patient-Years of HIV Treatment Supplied Through MPP Licensees By Country (TLD)



Source: confidential sales data by MPP licensees

● TLD

*Sub-Saharan Africa (SSA): non-identified countries by which sales were made through procurement agents
Note: Analysis excludes countries where <5,000 patient-years of treatment were sold (<60,000 packs)