

# Mylan

## a Champion in the fight against Infectious Disease®

**\$250M**

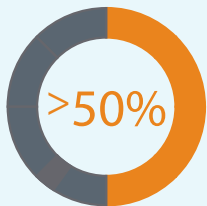
INVESTED IN  
EXPANDING ARV  
PRODUCTION  
CAPACITY

to enable more than

**4B**

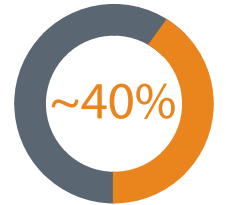
ARV TABLETS  
AND CAPSULES MADE  
EACH YEAR

thanks to



TOTAL COMPANY  
API CAPACITY  
DEVOTED TO ARVS

More than 8 million people, about 40% of all people on treatment for HIV worldwide, depend on a Mylan antiretroviral every day.



### MYLAN HAS A STRONG – AND DISTINCTIVE – FOCUS ON INFECTIOUS DISEASE IN THE DEVELOPING WORLD

Mylan's commitment to providing patients in developing countries with access to high quality medicine is unique among Western pharmaceutical companies. For example: We are – by far – the world's largest producer by volume of antiretroviral (ARV) drugs. As of 2017, approximately 40% of the 20.9 million people currently on antiretroviral therapy (ART) worldwide use a Mylan ARV every day. That's more than 8 million people, compared to 1.5 million on any ARV treatment in the U.S. and Western Europe combined.

We believe that people everywhere deserve access to life-saving medications. To that end, we have invested more than \$250 million to expand our ARV production capacity, and we now manufacture more than 4 billion ARV tablets and capsules each year. As of 2017, more than 50% of our company's active pharmaceutical ingredient (API) manufacturing capacity is devoted to ARVs.

### WE HAVE BEEN A LEADER IN INTRODUCING NEW GENERIC MEDICATIONS AND DRIVING DOWN PRICES

We know that developing vital drugs doesn't matter if people can't access them. In 2009, with a license from the branded originator and approval from the U.S. Food and Drug Administration (FDA), we introduced the first generic one-tablet-once-a-day combination for developing countries – only three years after the originator product launched in the U.S. At the time, we were able to price it for developing countries at less than half the originator's price. Though we continued to be the product's sole generic supplier for nearly three years, we cut its price further – by more than half – over that period. Today, our price is less than one quarter of what it was at launch.

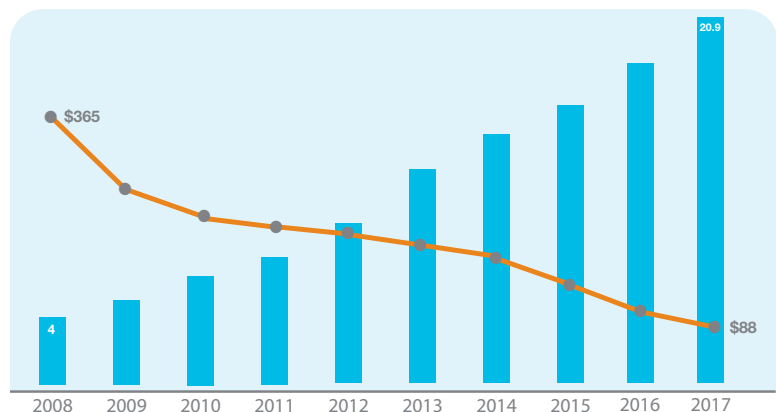
These savings add up: For this combination alone, Mylan and other generic manufacturers save the U.S. government, other international donors and national programs more than \$4.5 billion every year compared with the current originator list price for developing countries.

We have been able to achieve these cost reductions without sacrificing reliability. In fact, several times over the past four years Mylan has been asked to step in when other companies experienced breaks in supply.

### Ensuring Access to Life-Saving Medications Worldwide

■ Patients on ARVs worldwide, in millions  
Source: UNAIDS

— Mylan price, per patient per year, for the current World Health Organization (WHO)-preferred first-line therapy



# Mylan a Champion in the fight against Infectious Disease®

## INNOVATING TO SATISFY UNMET NEEDS IN DEVELOPING COUNTRIES



### Cost savings

Continuously looking for ways to develop lower-cost versions of HIV therapies widely used in developing countries



### Heat stable

First generic drug maker to develop a heat-stable version of a drug critical for second-line regimens in the developing world



### Pediatrics

Developed child-friendly forms of the current WHO-recommended pediatric HIV drug combination



### Convenience

Developing multi-month tablet packs as prioritized by PEPFAR



### Next generation

First to market in 2017 with a next generation, lower-cost HIV therapy for developing countries.

## WE INNOVATE TO MAKE MEDICINES ACCESSIBLE TO PATIENTS AROUND THE WORLD

Patients in developing countries often have different needs than those in the U.S. and Europe. Meeting them is the mission of the 350 Mylan colleagues in our R&D group who work on infectious disease, finding new processes and formulations to make our drugs more cost-effective and patient-friendly.

A great example is our work to extend treatment to HIV-positive children. Since infants have trouble swallowing tablets, their medicine in developed countries often takes the form of syrups. But in developing countries, these can be heavy to transport and bulky for patients to store. So our scientists developed a dispersible tablet version of an important first-line combination that simply dissolves into a child's drink. For another product, one that also required continuous refrigeration and came with an especially bitter taste, they invented a heat-stable, sweet-tasting version that comes in granules parents can mix in with their baby's food.

Another example of our innovation: We were the first generics company to market heat-stable formulations of second-line medicines for adult patients who develop resistance to initial ARVs. Since 2009, in fact, Mylan has been the first to market with nearly half of new products approved under the FDA's U.S. President's Emergency Plan for AIDS Relief (PEPFAR) program.

Mylan also supports clinical trials focused on finding new approaches to treating HIV. For instance, we focus on designing products to be just as effective as the originals but that use less API in each tablet. We've made a reduced dose version of the world's most commonly used regimen that is less costly to produce and saves money for governments and donors.

We are also exploring other ways to help programs save costs. We support such trials not because we'll gain any marketable intellectual property – we won't – but because it's the right way to advance the science and improve treatment. For instance, we are working to develop multi-month packs for our products. These have been identified as a PEPFAR priority, to spare patients from having to make long, costly journeys to refill their prescriptions.

In 2017, we were first to market with a single-tablet version of a next-generation ARV combination for developing countries. We then signed an agreement with UNAIDS, the Bill & Melinda Gates Foundations, and others to make this product available to public-sector purchasers in low- and middle-income countries (LMICs) at around just U.S. \$75 per person, per year. PEPFAR has now made it a priority to switch patients around the world to this new formulation.

Since our founding in 1961, Mylan has been a champion for those living with or at risk for infection. An antibiotic, in fact, was our first-ever product approved by the U.S. FDA. We are proud of our commitment to fighting HIV and look forward to leveraging our investments and expertise to stem the tide of other infectious diseases, such as tuberculosis, viral hepatitis and malaria.



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