

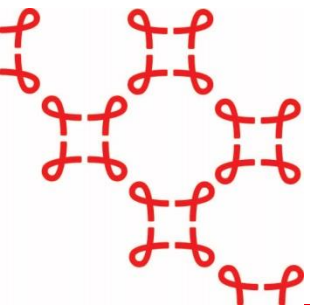
4th International HIV/Viral Hepatitis Co-Infection Meeting

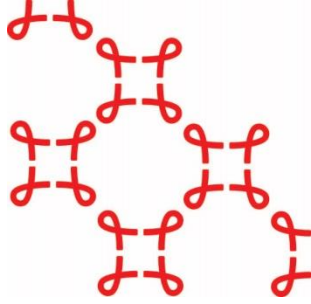
The Rocky Road to Viral Hepatitis Elimination:

Assuring access to antiviral therapy for ALL
co-infected patients from low to high income settings

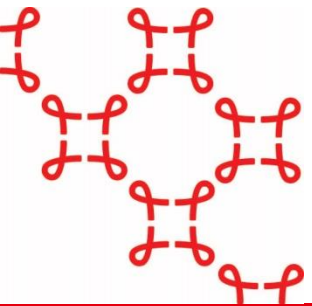
Saturday - Sunday, 22-23 July 2017
Paris, France

Othoman Mellouk, ITPC



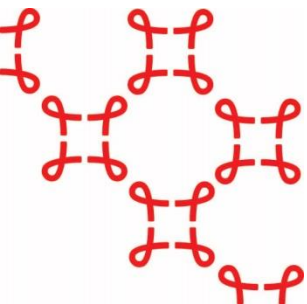
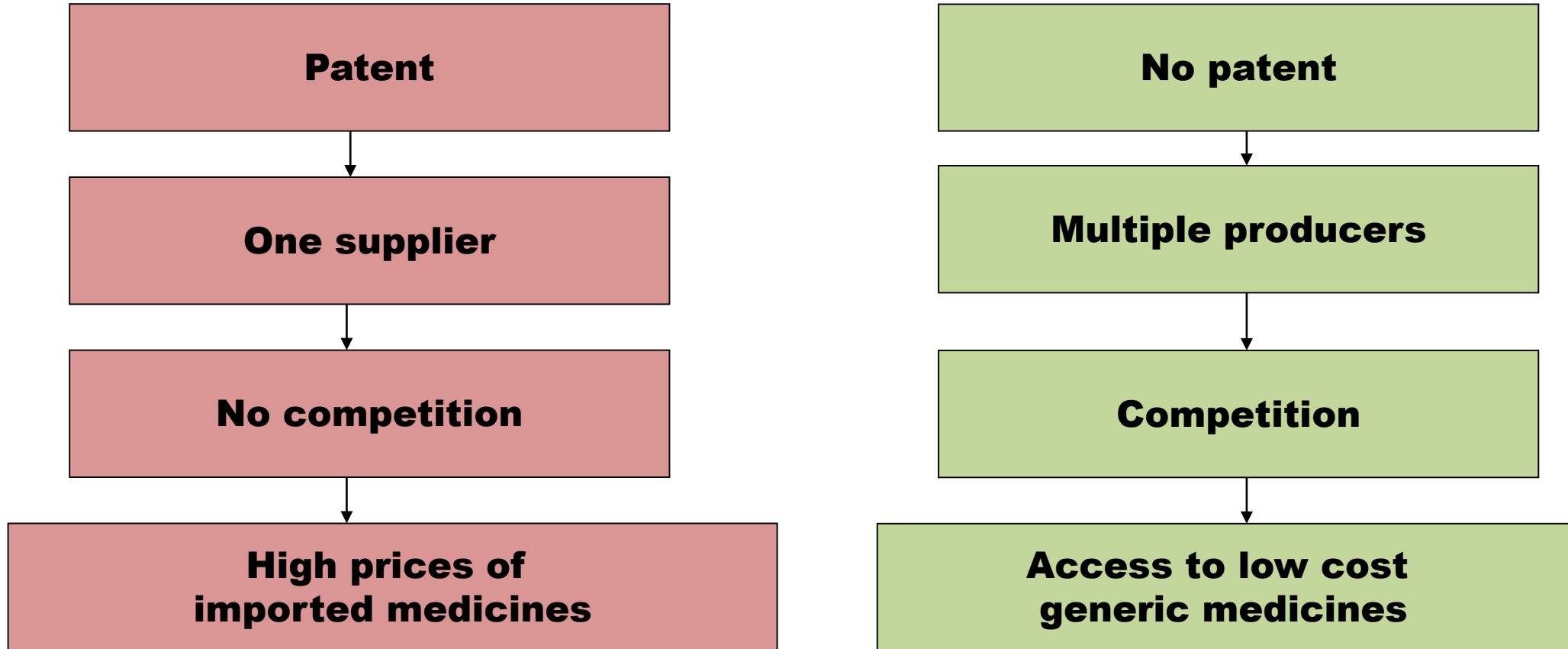
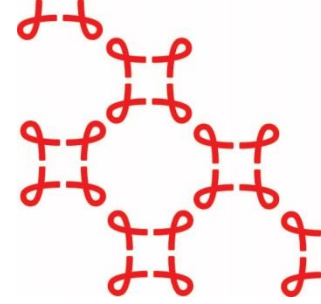


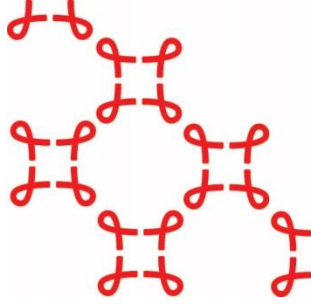
Access in Developing Countries: **The Intellectual Property (IP) Battle**



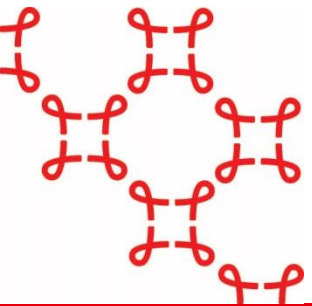


Local Patents linked to Local Prices





Anti-HCV drugs re-energized the global
fight against patents...



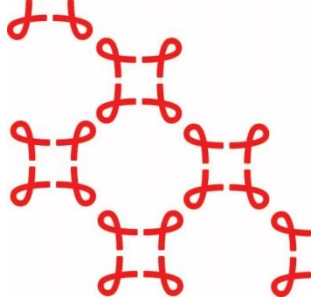


Success

Failure



Pharma-led Access Strategies



- Price « Discounts »
- Voluntary Licences (VLs) for selected countries
- Drug donations

The Medicines Patent Pool Signs Licence with Bristol-Myers Squibb to Increase Access to Hepatitis C Medicine daclatasvir
Nov 23, 2015, 09:51 ET from [Medicines Patent Pool](#)

MARCH 21, 2014 / 9:16 PM / 3 YEARS AGO
Gilead offers Egypt new hepatitis C drug at 99 percent discount

Maggie Fick and Ben Hirschler

CAIRO/LONDON (Reuters) - Gilead Sciences, facing mounting criticism over the high price of its new hepatitis C pill Sovaldi, has offered to supply the medicine to Egypt at a 99 percent discount to the U.S. price.

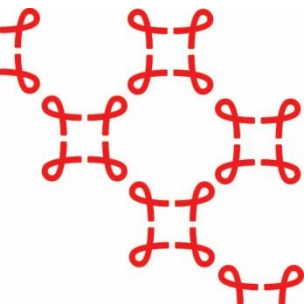
While the drug will still cost \$900 for a 12-week course of treatment, that is a fraction of the \$84,000 charged for a course of treatment in the United States.

Bristol-Myers Squibb donates hep C drugs to developing countries

By [Adam Rubenfire](#) | April 14, 2016

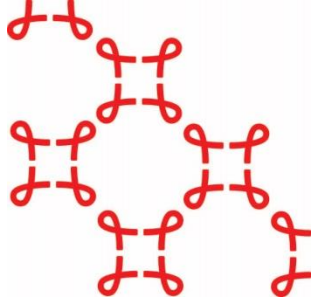
Bristol-Myers Squibb is teaming up with not-for-profits to provide its expensive hepatitis C drug to patients in developing nations in Asia and Africa.

The New York-based pharma giant announced Thursday that it will immediately begin providing

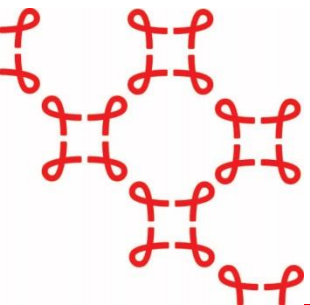




Pharma strategies in a nut shell

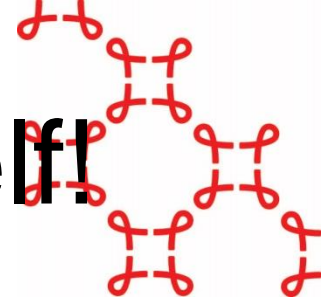


- Discount prices?
 - Generics are entering markets with 90% discount of the 99% discount with profit margins!!!
- Voluntary licences?
 - PR exercise
 - Exclude several high burden middle-income countries
 - Create monopolies where patents have not been granted
 - Global control of raw material supply
 - Strategy to limit/control local production
- Drug Donations?
 - Are you serious??!!!





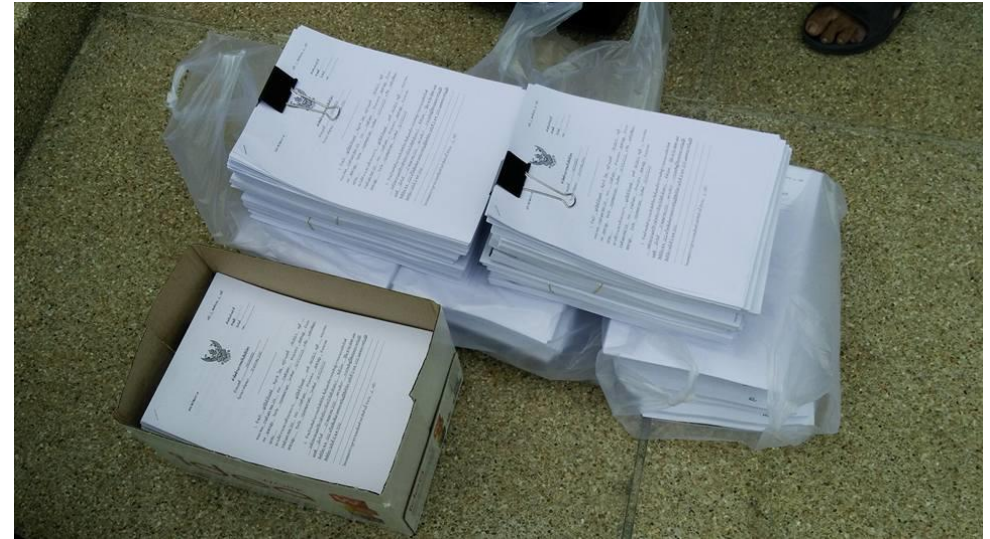
#1: Civil disobedience: Do it yourself!





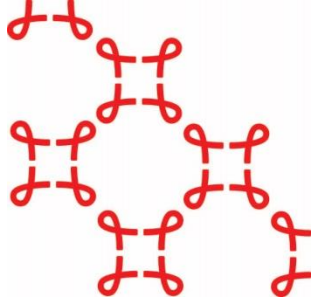
#2: Patent oppositions by civil society

- Challenges have been filed in: Europe, India, China, Egypt, Brazil, Argentina, Ukraine, Thailand, Russia...
- Generic companies filing cases too
- Success (or partial) in Europe, China, Egypt...

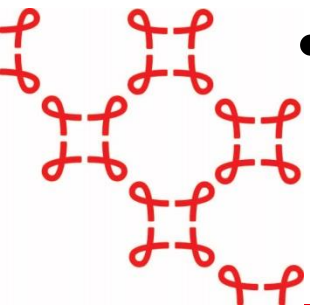




#3: Major shift in generic production landscape



- Unexpected generic companies are producing DAAs at very competitive prices
- Production is located outside of Voluntary Licenses production territory (India): Bangladesh, Egypt, Morocco, Iran, Tunisia, Algeria...
- Alternative source of supply for countries excluded from VLs
- Beyond DAAs, interest in anti-Hepatitis « forgotten » drugs: Tenofovir, Ribavirin, Entecavir...





Example: Pharma5, Morocco

- 10.000 people treated for HCV in Morocco and outside
- 95% of cure rate
- Large Hepatitis drugs portfolio, FDC Sof+Dac
- Export in 12 SSA countries: Benin, Burkina-Faso, Cote d'Ivoire, Gabon, Guinée, Mali, Togo, RDC Brazzaville, RDC Congo...





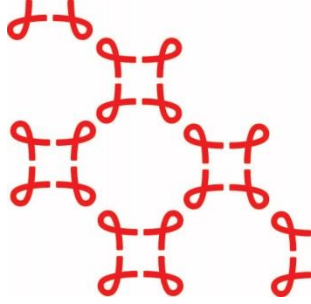
For \$6,000, medical tourists seek a hepatitis C cure — and see the pyramids

By REBECCA ROBBINS [@rebeccadrobbins](#) / FEBRUARY 27, 2017



EMILIO MORENATTI/AP





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